



## AGENDA

Asheville Regional Airport Authority Regular Meeting  
Friday, August 12, 2011, 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 Recording Secretary prior to the agenda item being called by the Chairman.

- I. CALL TO ORDER:
- II. APPEARANCES:
  - A. Painting Donation from Trudy Hyldborg (Wife of Former Board Member)
- III. PRESENTATIONS: None
- IV. FINANCIAL REPORT ([document](#))
- V. CONSENT AGENDA:
  - A. Approval of the Asheville Regional Airport Authority June 10, 2011 Regular Meeting Minutes ([document](#))
  - B. Approval to Unseal Closed Session Minutes
  - C. Approval of Amendment to the FY11/12 Budget ([document](#))
- VI. OLD BUSINESS: None
- VII. NEW BUSINESS:
  - A. Award of Contract for B Gates Renovation Project ([document](#))
  - B. Joint Fire House Discussion ([document](#))



VIII. DIRECTOR'S REPORT:

- A. Loss of Smarte Carte
- B. New Enplanement Numbers for FAA 2010 – Small Hub
- C. Board Meeting Schedule
- D. Board Reception December 8, 2011

IX. INFORMATION SECTION:

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

- A. June, 2011 Traffic Report ([document](#))
- B. June, 2011 Monthly Financial Report ([document](#))
- C. August, 2011 Development/Project Status Report ([document](#))
- D. Airport Facilities Review for Second Quarter ([document](#))
- E. Potential Board Items for the Next Regular Scheduled Meeting:
  - Asheville Regional Airport Authority 2010/2011 Annual Audit Report

X. AUTHORITY MEMBERS' REPORTS:

XI. PUBLIC AND TENANTS' COMMENTS:

XII. CLOSED SESSION:

Pursuant to Subsections 143-318.11 (a) (1), (3) and (4) of the General Statutes of North Carolina to in Order to Prevent the Disclosure of Information that is Privileged or Confidential, Consult with Legal Counsel, and to Discuss Matters Relating to the Location 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

XIV. CALL FOR NEXT MEETING.



XV. ADJOURNMENT.

Respectfully submitted,

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Lew Bleiweis, A.A.E.  
Airport Director

Approved:

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David Hillier  
Chairman

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**Asheville Regional Airport Authority  
Executive Summary  
June-11**

**AIRPORT ACTIVITY**

	<u>Month</u>	<u>Variance to Prior Year</u>	<u>Calendar Year to Date</u>	<u>Variance to Prior Year</u>
<b>Passenger Enplanements</b>	37,268	(0.5%)	158,425	(2.9%)
<b>Aircraft Operations</b>				
Commercial	2,059	3.7%	9,955	2.4%
Scheduled Flights	902	10.7%		
Flight Cancellations	33			
Seats	48,114	6.4%	231,172	4.1%
Load Factor	77.5%	(6.5%)	68.5%	(6.7%)
General Aviation	3,749	(7.4%)	17,154	(15.0%)
Military	457	37.7%	1,771	(7.7%)

**FINANCIAL RESULTS**

	<u>Month</u>	<u>Variance to Budget</u>	<u>Fiscal Year to Date</u>	<u>Variance to Budget</u>
<b>Operating Revenues</b>	\$ 852,524	12.4%	\$ 8,331,090	5.4%
<b>Operating Expenses</b>	822,290	(13.0%)	6,566,450	(12.6%)
<b>Net Operating Revenues before Depreciation</b>	<u>\$ 30,234</u>	116.1%	<u>\$ 1,764,640</u>	357.0%
<b>Net Non-Operating Revenues</b>	<u>\$ 217,098</u>	(19.3%)	<u>\$ 2,247,030</u>	19.6%
<b>Grants:</b>				
FAA AIP Grants	\$ 514,139		\$ 4,419,998	
NC Dept of Transportation Grants	127,694		127,694	
Total	<u>\$ 641,833</u>		<u>\$ 4,547,692</u>	

**CASH**

Restricted	\$ 225,021
Designated for O&M Reserve	3,224,433
Unrestricted, Undesignated	7,666,120
Total	<u>\$ 11,115,574</u>

**RECEIVABLES PAST DUE**

	<u>Total</u>	<u>1-30 Days</u>	<u>31-60 Days</u>	<u>Over 60 Days</u>
Charah	\$ 27,784	\$ 1,170	\$ 26,614	
FAA/TSA	41,107	13,818	13,421	13,868
Miscellaneous	204			204
Total	<u>\$ 69,095</u>	<u>\$ 14,988</u>	<u>\$ 40,035</u>	<u>\$ 14,072</u>
% of Total Receivables	<u>11.30%</u>			

Note: Excludes balances paid subsequent to month-end.

**REVENUE BONDS PAYABLE**

Rental Car Facilities Taxable Revenue Bond, Series 2007	
Original Amount	\$ 4,750,000
Current Balance	\$ 3,495,324

**CAPITAL EXPENDITURES**

Annual Budget	\$ 8,205,973
Year-to-Date Spending	\$ 4,680,244

**REGULAR MEETING**  
**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**June 10, 2011**  
**8:30 a.m.**

The Asheville Regional Airport Authority ("Authority") met on Friday, June 10, 2011 at 8:30 a.m. in the Conference Room at the Authority's Administrative Offices, Asheville Regional Airport ("Airport"), 61 Terminal Drive, Suite 1, Asheville, NC 28732.

**MEMBERS PRESENT:** David R. Hillier, Chairman; David Gantt, Vice-Chairman; Jeffrey A. Piccirillo, Secretary-Treasurer; Brownie Newman and Bob Roberts

**MEMBERS ABSENT:** Martha W. Thompson and Bill Moyer

**STAFF AND LEGAL COUNSEL PRESENT:** Vic Buchanan, Authority Legal Counsel; Lew Bleiweis, Airport Director; Michael Reisman, Deputy Airport Director of Development and Operations; C. Jeffrey Augram, Chief of Public Safety; Royce Holden, IT Director; Vickie Thomas, Director of Finance and Accounting; Tina Kinsey, Director of Marketing and Public Relations; Suzie Baker, Director of Administration; Kevan Smith, Public Safety Captain; Cortez Johnson, Network Coordinator III; Kellie Whittemore, IT Coordinator II and Ellen Heywood, Recording Secretary

**ALSO PRESENT:** Damon Hylton, Seabury APG; Mike Darcangelo, AVCON; Nate Otto, RS&H; and Mark Barrett, Asheville Citizen-Times

**CALL TO ORDER:** The Chairman welcomed everyone in attendance and called the meeting to order at 8:30 a.m.

The Chairman informed the Board that agenda items would be moved around to accommodate Mr. Roberts' need to leave the meeting at 9:30 a.m.

**APPEARANCES:** None

**CONSENT AGENDA:** The Director advised the Board that Consent Agenda Item E, Approval of Insurance Policies, had been revised with updated insurance information and also stated that staff was still negotiating with the brokers for the property and casualty, workers compensation, and liability lines and requested the Board approve a maximum expenditure of \$180,000 for those lines. Mr. Gantt inquired if the health insurance provided more benefits for the employee. The Director responded that the health insurance provided similar coverage with a few minor changes as the Authority

currently has, but the AD&D, short, and long term disability policies provide the same coverage with a 24% savings over last year's premiums.

**A. Approval of the Asheville Regional Airport Authority April 15, 2011 Regular Meeting Minutes:**

**B. Approval of the Asheville Regional Airport Authority April 15, 2011 Closed Session Minutes:**

The minutes to the April 15, 2011 Closed Session were distributed to the Board for review. Mr. Piccirillo moved to approve the minutes for the April 15, 2011, Regular Meeting and April 15, 2011, Closed Session, and to seal and withhold the minutes for such closed session from public inspection so long as public inspection would frustrate its purpose or purposes. Mr. Gantt seconded the motion and it carried unanimously.

**C. Approve Contract with Kimball Communications, Inc. for Purchase and Installation of Digital Radio System Infrastructure and Equipment:**

**D. Approval of Award for ARFF Truck Purchase:**

**E. Approval of Insurance Policies:**

**F. Approval of Banking Corporate Resolution:**

**G. Proposed FY12 Budget Amendment:**

Mr. Gantt moved to approve Consent Agenda Items C through G. Mr. Piccirillo seconded the motion and it carried unanimously.

**NEW BUSINESS:**

**A. Approval of Records Retention and Disposition Schedule:** Suzie Baker informed the Board that under North Carolina General Statutes, Chapter 132, public records may only be destroyed with the consent of the Department of Cultural Resources (DCR). The proposed Records Retention and Disposition Schedule must be approved by the Board to support the Authority's Record Retention Policy. Without the approved policy, staff would have to obtain DCR's permission to destroy any records no matter how insignificant.

Mr. Roberts moved to approve the Records Retention and Disposition Schedule and authorize the Airport Director to execute the necessary documents. Mr. Newman seconded the motion and it carried unanimously.

**B. Approval of Electric Belt Loader Asset Transfer:** The Director reported that back in December of 2008 the airport submitted an application to the state for a diesel

reduction grant for \$190,000 to replace some equipment at the airport. The grant was reduced to \$142,000 by the State and awarded to the airport in August 2010. The Board approved a contract in December, 2010 to purchase three electric belt loaders for the airlines' use in return for not using like diesel equipment. The state informed the airport that the airlines had to destroy the diesel equipment, not just move it to another location. Staff worked with US Airways and ExpressJet and both airlines agreed to destroy the diesel equipment. The airlines have agreed to keep the electric belt loaders in Asheville for three years or move the equipment to another airport in North Carolina if the airline ceases to operate in Asheville. The Director requested the Board's approval of the transfer of assets for one electric belt loader to US Airways and two electric belt loaders to ExpressJet and to amend the FY10/11 budget by adopting the following budget ordinance:

BE IT ORDAINED by the Asheville Regional Airport Authority that the following amendment be made to the annual budget ordinance for the fiscal year ending June 30, 2011:

Section 1. To amend the appropriations as follows:

**EXPENDITURES:**

	<u>Decrease</u>	<u>Increase</u>
Executive Department		\$119,805
Equipment and Small Capital Outlay	\$119,805	
Totals	<u>\$119,805</u>	<u>\$119,805</u>

This will result in no net increase in the appropriations.

Section 2. Copies of this budget amendment shall be furnished to the Secretary of the Asheville Regional Airport Authority, who for purposes of this ordinance, is designated as the Clerk to the 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 June, 2011.

\_\_\_\_\_  
David Hillier, Chairman

Attested by:

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Jeffrey A. Piccirillo, Secretary-Treasurer

Mr. Newman moved to approve the transfer of assets for one electric belt loader to US Airways and two electric belt loaders to ExpressJet, to amend the FY10/11 Budget as presented by staff, and authorize the Airport Director to execute the necessary documents. Mr. Gantt seconded the motion and it carried unanimously.

**C. Approval to Unseal Closed Session Minutes:** The Director requested the Board's approval to unseal portions of the Closed Session Minutes of March 13, 2009, April 24, 2009, May 18, 2009, June 12, 2009, August 14, 2009 and December 11, 2009. Mr. Newman moved to unseal those portions of Closed Session Minutes as designated and recommended by the Airport Director. Mr. Gantt seconded the motion and it carried unanimously.

### **AUTHORITY MEMBERS' REPORTS:**

**A. ACI-NA Commissioners Conference Report:** Mr. Roberts reported on the ACI-NA Commissioners Conference he attended in May with Ms. Thompson, Mr. Moyer and the Airport Director. Mr. Roberts felt it was an informative conference and of particular interest to him were the sessions regarding airport industry and policy updates, gaining support from local government, and forecasting the future of aviation and grading airline performance.

The Chairman discussed upcoming conferences and asked the Board to share their interest, if any, on which conferences they plan on attending.

**B. Pending Independent Authority Legislation:** The Chairman informed the Board that the Independent Authority Legislation passed the House earlier in the week by unanimous vote. Some of the more unfavorable provisions of the legislation were taken out and some were added that are good. Of particular importance is the provision that safeguards the terms of all current Authority Board Members. The Chairman further stated that the legislation also addressed compensation for the members, which will only be in the form of free parking; exclusion of elected officials from serving on the Authority Board, which has remained in the bill; and a watered down version of the qualification requirements for future Authority Board members. The legislation passed the first reading in the Senate as well and the Director did not have any further updates. The Chairman requested the Airport Director forward all Board Members a copy of the legislation that passed in the House.

**C. Airport's 50<sup>th</sup> Anniversary Celebration:** The Chairman noted that the 50<sup>th</sup> Anniversary Celebration held on June 7 was fabulous and commended Amy Burritt, Marketing Supervisor, on a terrific job.



## **PRESENTATIONS:**

**A. Air Service Leakage Study:** Mr. Damon Hylton of Seabury APG presented an Air Service Assessment and Leakage Study to the Board.

Mr. Hylton reviewed Asheville's air service performance stating that traffic has spiked and seat capacity is up which is great. The service that has been added over the last few years and relatively strong load factors are both good news. Mr. Hylton talked about RASM (Revenue per Available Seat Mile) stating that this is the most important metric used by airline executives to measure revenue. The use of regional jets for long distance flights is something that is being discussed by several of the airlines at this time. Regional jets are more expensive for airlines as they burn more fuel to carry smaller numbers of people over long distances. With the high cost of fuel, this gives reason for concern in the industry.

The airport versus regional peers was reviewed and included information on seats per capita, fares, and peer markets.

Also discussed was the potential impact of the AirTran/Southwest merger. This is the biggest piece that is unknown for the airport at this time. The airport has the potential to lose the AirTran flights with Southwest in service at GSP. Southwest typically operates in an airport with a minimum of 7 flights per day but Mr. Hylton was optimistic that Southwest will be able to work with their union to third party the ground handling for some of their flights. Mr. Gantt asked if Mr. Hylton had an opinion as to when Southwest would announce their intentions for Asheville. Mr. Hylton responded that if AirTran was not making revenue the service would be pulled. AirTran is making money in Asheville but it could be a matter of some culling of flights in the fall and it was really dependent on the union process.

Mr. Hylton assessed the airport's leakage informing the Board that actual travel patterns coming out from passengers today using passenger zipcodes were analyzed. Asheville's catchment area was defined, the airports that were benefiting most from Asheville's leakage, and the markets subject to the greatest leakage. Data showed that 55% of the catchment area chose to fly from Asheville and 45% leaked to surrounding airports with Charlotte capturing the largest share. This equates to approximately 700 passengers per day leaking to other airports.

Mr. Hylton reviewed some of the recommendations for new air service as well as details for a two-year Air Service Master Plan.

Mr. Roberts left the meeting at 9:35 a.m.

Mr. Gantt inquired about the possibility of government funding becoming unavailable to other airports and if that would affect Asheville in a negative or positive way. Mr. Hylton responded that it could be a mix but there were some communities still stepping up with big incentive packages for airlines and communities seemed to still be marketing at the same level they were marketing before. Mr. Hylton further stated that there was a small community grant that would probably retain its funding but did not see that as a threat to Asheville. Mr. Hylton also informed the Board that the Greenville Spartanburg business community stepped up in a major way to gain Southwest as one of the airlines at GSP.

Mr. Newman questioned how counties contribute to attracting new service. Mr. Hylton responded that this was accomplished through a variety of ways including cash, revenue guarantees and share guarantees. Mr. Newman inquired if Greenville's city and county contributed financially and Mr. Hylton responded that they did. The downside is that the Asheville Regional Airport has done so well on its own to provide air service that the community has sat back but the airport needs the community to step up and contribute now.

Mr. Newman asked if the Authority should consider having free parking as a strategy to get passengers to park here and if this was something that has been looked at. Mr. Hylton responded that this was a good question but did not believe he had any clients that offered free parking. Mr. Hylton has made suggestions to his clients that they advertise that parking at their airport is cheaper as well as more convenient and use those types of strategies. Mr. Hylton stated that the most important step would be to determine why people are leaving the airport.

Mr. Gantt asked if other airports had dividend mile programs or benefits to draw passengers. The Director responded that some airports did offer frequent user programs. The revenue control system in the parking lot has been upgraded and staff will look into some type of program for parking. The Paradise Shops is also on-board with using programs and staff will look into this as well.

The Board thanked Mr. Hylton for his comprehensive and interesting presentation.

**B. Information Technology:** Royce Holden appeared before the Board to give a presentation about the Information Technology Department and the services provided to the Authority, tenants and the traveling public. Mr. Holden reviewed the daily

operations, the equipment that is maintained by IT for both the Authority and tenants, and the policies/directives carried out by the IT staff.

Mr. Gantt inquired about the Authority's policy for out of date equipment. The Director responded that the computers are auctioned off but none of the LCD equipment has reached its useful life at this point in time. The Director also stated that due to FAA revenue diversion regulations, none of the equipment can be donated to schools.

The Board thanked Mr. Holden for his presentation.

**FINANCIAL REPORT:** The Director reviewed the airport activity section of the Executive Summary for the month of April. Enplanements for the month totaled 26,652 which was a decrease of 9.5% over the same period last year. Commercial operations were also down 2% over the same period last year. Scheduled flights increased by 1.7%. There were 27 flight cancellations for the month, mainly due to weather, but a couple of the cancellations were the result of runway closures for overnight maintenance work being done on the runway. General aviation decreased by 22.3% over the same period last year. Mrs. Thomas reported on the financial results stating that operating revenue was 1.5% above budget for the month and 4.8% over budget for fiscal year to date. Operating expenses were below budget by 10.7% for the month and by 13.3% for fiscal year to date.

**OLD BUSINESS:** None

**DIRECTOR'S REPORT:**

The Director advised the Board that he had a few items to report that were not on the agenda.

**A. Delay of Runway Rejuvenation Project:** The Director reminded the Board that they had approved a contract with the state in the amount of \$60,400 for the Runway Rejuvenation Project with the state paying the remainder of the cost. The project has been delayed until July to allow time for the state to get the contracts signed. Staff has been informed by the state that the grant will now pay 75% of the project and the airport will pay 25% of the cost, or \$52,500, saving the Authority almost \$8,000.00.

**B. Ground Transportation Procedures:** The Director advised the Board that the ground transportation directives were completed and a meeting was held with the ground transportation companies. The biggest change that the Authority instituted in

the directives is the age of the vehicle and the mileage. After meeting with the ground transportation companies, the directives were changed slightly. A seven-year age cap has been established along with no more than 250,000 miles on ground transportation vehicles in service at the airport.

**C. ARFF Station Design Award:** At the last Board meeting, the Director reported that negotiations with LPA Group were still taking place for the design of the fire station. At that meeting, the Board approved a not to exceed amount of \$550,000 for the contract. The contract came in at \$536,000 plus a \$5,000 allowance for a total contract price of \$541,000.

**D. Master Plan Selection Process:** The Director informed the Board that a Master Plan needs to be completed every 10 years. Staff solicited Requests for Qualifications and received 8 submittals. Interviews were conducted and Delta Airport Consultants was chosen. Fee and Scope negotiations have started and a contract will be brought to the Board for approval in August.

**E. Employee Salary Adjustments:** The Director reminded the Board that the FY 2011-2012 budget approved in April included employee salary adjustments. The Director stated that he had not decided if full adjustments for employees would be given effective July 1<sup>st</sup>. The Director commented that he would decide at the end of the month once the May figures were ready as he was considering implementing a portion of the increases in July and possibly the remainder in November if the numbers looked good for the beginning of the next fiscal year.

**F. 50<sup>th</sup> Anniversary Event:** On Saturday, October 1<sup>st</sup>, the airport will host a 5k runway run and static air show in coordination with Mission Hospital and Landmark Aviation. The 5k will be limited to 1,000 participants and the entry fee will be approximately \$25.00 to cover the cost of the event. Any remaining funds will be donated to a local charity.

**G. Southwest Airlines Article:** A copy of an article on Southwest Airlines was available for the Board members. The article reports that Southwest has increased their fares more than any other airline in the last 12 months.

**H. PFC Instruction Class:** The Director advised the Board that a PFC instruction class would be held on June 30<sup>th</sup> for anyone interested in going. Mr. Piccirillo and Mr. Moyer have already expressed interest in attending. A high-level explanation will be given at the beginning of the class and then the detailed instruction will follow.

I. **American Airlines:** American Airlines has started service to Dallas on June 9<sup>th</sup> for the next 74 days. The Director is still advocating for yearly service with American.

J. **Update on Budget:** The Director reported that he had not yet decided on whether or not to increase parking fees. The Director further stated that a new cell phone lot would be available July 1<sup>st</sup> and would replace the 20 minutes of free parking.

K. **ACI-NA Jumpstart Conference:** The Director informed the Board that he and Mrs. Kinsey would be attending the Jumpstart conference in a couple of weeks. Meetings have been scheduled with six airline representatives to discuss air service.

L. **Fourth of July Fireworks:** The City of Asheville was looking at the Ag Center for a 4<sup>th</sup> of July fireworks display. The Director will be meeting with the company operating the display to ensure that flights are not affected.

M. **Runway Closures:** The Director reported that the airport will continue to have runway closures with the Runway Rejuvenation Project. The NY LaGuardia flights have been cancelled the previous two nights due to the runway closure. Mr. Gantt questioned if the airport did anything for passengers whose flights were cancelled. The Director responded that the airport did not do anything for those passengers and that it would be very expensive for the airport to do something. If complaints are received, the airport responds with a letter and guest services employees are always very helpful to the passengers. Mr. Gantt suggested the Director survey other airports to see how they handle these situations. The Director agreed to do this.

Mr. Newman asked if there were any plans in place for some sort of task force of business leaders to come together and work as a region. The Director responded that he and Mrs. Kinsey were working on this. The TDA has been very cooperative and has given a grant for marketing to Vision Airlines. There is open dialogue and great conversations have taken place with the Asheville and Hendersonville Chambers and things are going in the right direction.

**PUBLIC AND TENANTS' COMMENTS:** None

**INFORMATION SECTION:** No comments

**CLOSED SESSION:** None

**CALL FOR NEXT MEETING:**

The Chairman stated that the July 8 Authority Board meeting would be cancelled. The next regular meeting of the Authority will be on Friday, August 12, 2011 at 8:30 a.m. in the Conference Room at the Authority's Administrative Offices, Asheville Regional Airport, 61 Terminal Drive, Suite 1, Asheville, NC 28732.

**ADJOURNMENT:** Mr. Gantt moved to adjourn the meeting at 10:45 a.m. Mr. Piccirillo seconded the motion and it carried unanimously.

Respectfully submitted,

Jeffrey A. Piccirillo  
Secretary-Treasurer

Approved:

David R. Hillier  
Chairman



## MEMORANDUM

TO: Members of the Airport Authority

FROM: Vickie Thomas, Director of Finance and Accounting

DATE: August 12, 2011

### ITEM DESCRIPTION – Consent Agenda Item C

Approval of Amendment to the FY11/12 Budget

### BACKGROUND

Given that our FY11/12 budget was prepared using estimates available in February, 2011, we need to amend our FY11/12 budget to update some of those estimates.

There are certain capital projects that we estimated would be completed in FY10/11 that we were not able to complete by June 30, 2011. As a result, this budget amendment revises the amount of capital carry-over expenditures and related revenues for these projects. Included in the \$404,509 of additional capital carry-over in this budget amendment are the ARFF vehicle for \$382,965, the North General Aviation project for \$10,200 for fencing work not yet completed, and the Mass Casualty Incident Management Equipment for \$11,344. AIP Entitlements will fund \$363,816 of the ARFF vehicle cost. The remaining \$40,693 of costs will be funded with Authority Cash and Investments.

In addition, we were not able to complete the budgeted runway rejuvenation project by June 30, 2011. This proposed budget amendment transfers \$52,500 of Contingency to the Operations Department budget to fund those costs in FY11/12.

Also, we were not able to complete as much of the Westside Fill project in FY10/11 as budgeted. As a result, we have added an additional \$153,405 as Reimbursable Costs to be paid to Avcon and billed to Charah.

Consent Agenda – Item C



We have recently finalized plans for our annual 5k runway run, and need to budget for the \$27,000 of sponsorship and registration fees and add \$27,000 to the Marketing Department budget to cover estimated event expenditures.

Finally, we budgeted salary adjustments in the Administration Department. Now that we have determined the actual amounts of these salary adjustments by employee, we need to amend the FY11/12 budget to account for these in the appropriate departments.

We recommend that the Airport Authority Board amend the FY11/12 budget as outlined below.

## **ISSUES**

If the proposed budget amendment items are not approved, we would not be able to move forward on certain planned expenditure items.

## **ALTERNATIVES**

We could not amend the FY11/12 budget for any of the individual items, and then would have to change our plans accordingly.

## **FISCAL IMPACT**

The budget amendment will increase both FY11/12 budgeted revenues and expenditures by \$584,914 to provide for the changes outlined above. The net increase in Transfers from ARAA Cash is \$40,693.

## **RECOMMENDED ACTION**

It is respectfully requested that the Airport Authority Board resolve to amend the FY11/12 budget by adopting the following budget ordinance amendment:

BE IT ORDAINED by the Asheville Regional Airport Authority that the following amendment be made to the annual budget ordinance for the fiscal year ending June 30, 2012:





Section 1. To amend the appropriations as follows:

**EXPENDITURES:**

	<u>Decrease</u>	<u>Increase</u>
Administrative Department	\$159,644	
Development Department		\$3,964
Executive Department	32,046	
Finance Department		10,348
Guest Services Department		951
Information Technology Department		15,664
Marketing Department		26,905
Operations Department		105,340
Public Safety Department		108,018
Reimbursable Costs		153,405
Carry-over Capital Expenditures		404,509
Contingency	52,500	
Totals	\$244,190	\$829,104

This will result in a net increase of \$584,914 in the appropriations. To provide the additional revenue for the above, revenues will be revised as follows:

**REVENUES:**

	<u>Decrease</u>	<u>Increase</u>
Reimbursable Costs		\$153,405
Federal Grants – AIP Entitlement Funds		363,816
Other Revenue		27,000
Transfer from ARAA Cash		40,693
Totals	\$0	\$584,914



Section 2. Copies of this budget amendment shall be furnished to the Secretary of the Asheville Regional Airport Authority, who for purposes of this ordinance, is designated as the Clerk to the Asheville Regional Airport Authority, and to the Budget Officer and to the Finance Officer for their direction.

Adopted this 12<sup>th</sup> day of August, 2011.

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David Hillier, Chairman

Attested by:

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Jeffrey A. Piccirillo, Secretary-Treasurer



## **MEMORANDUM**

TO: Members of the Airport Authority

FROM: Michael A. Reisman, A.A.E.  
Deputy Airport Director, Development and Operations

DATE: August 12, 2011

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

Award of Contract for B Gates Renovation Project

### **BACKGROUND**

Through phased renovation and remodeling projects over the past several years, all areas of the terminal building complex except for the corridor and hold room for gates 4-7 have either been remodeled or reconstructed to a new interior design standard. Plans to give the gates 4-7 area a "face lift" so that it more closely matches the interior design standards of the remainder of the terminal complex were included in the FY 11/12 capital budget. This project includes new floor coverings (terrazzo and carpet), re-finishing of structural support columns, painting, and several options for re-finishing or replacing the existing airline gate counters. Based upon probable cost of construction estimates during the most recent budget cycle, \$250,000.00 in capital expenses were budgeted for this project. The budget excluded several items that would have been desirable to accomplish, but were left out due to anticipated budgetary constraints. These included, but were not limited to, replacement of light fixtures, installation of LCD monitors for gate information, and replacement of the zoned PA system. This project was publicly advertised and bids were received on August 2<sup>nd</sup>, 2011. Competitive bids were received from four contractors interested in the project. A copy of the Bid Tabulation is attached. The low responsive bid, including Bid Alternates 1 and 3 is \$184,097.00. Bid Alternate 3 is in lieu of Bid Alternate 2.

### **ISSUES**

None.

New Business – Item A



## **ALTERNATIVES**

If this project is approved, funds will remain available within the existing budget to carry out some of the additional work tasks that were previously omitted from the Bid Documents due to concerns over budgetary constraints. However, the Airport Board could elect not to proceed forward with this project, resulting in the remainder of the terminal building complex remaining in its present condition.

## **FISCAL IMPACT**

This project is included in the 2011 fiscal year budget, with 100% of the funds coming from the Authority's capital expenses.

## **RECOMMENDED ACTION**

It is respectfully requested that the Airport Authority Board resolve to (1) award contract to Perry Bartsch Jr. Construction Company, Inc. in the amount of \$184,097.00, plus ten percent contingency; (2) authorize additional expenses for work tasks previously omitted from the project due to anticipated budgetary constraints, in an amount not to exceed the \$250,000.00 total project budget, and (3) authorize the Airport Director to execute the necessary documents.

Attachment

**Asheville Regional Airport Authority - Bid Tabulation**

**Project Name: B Gate Renovations**

**Date/Time: August 2, 2011 at 2:00PM Eastern**

	Company Name & Address	Acknowledgement of Addendum(s)	Bid Bond	Base Bid w/o Tax	Tax (6.75%)	Bid Alt 1	Bid Alt 2	Bid Alt 3
1	Perry Bartsch Jr. Construction PO Box 8429 Asheville NC 28814	Yes	Provided	\$131,854.00	\$2,275.00	\$17,395.00 Tax: \$211.00 \$17,606.00	\$8,628.00 Tax: \$152.00 \$8,780.00	\$31,671.00 Tax: \$691.00 \$32,362.00
2	HM Constructors 187 Deaverview Road Asheville, NC 28806	Yes	Provided	\$143,600.00	\$1,200.00	\$18,700.00 Tax: \$200.00 \$18,900.00	\$12,575.00 Tax: \$425.00 \$13,000.00	\$22,075.00 Tax: \$425.00 \$22,500.00
3	McCarroll Construction Inc. PO Box 400 Arden, NC 28704	Yes	Not Provided	\$161,267.00	\$3,000.00	\$16,700.00 Tax: \$800.00 \$17,500.00	\$18,812.00 Tax: \$400.00 \$19,212.00	\$18,812.00 Tax: \$400.00 \$19,212.00
4	Cooper Construction PO Box 806 Hendersonville, NC 28793	Yes	Provided	\$135,232.00	\$2,318.00	\$14,450.00 Tax: \$0 \$14,450.00	\$9,350.00 Tax: \$150.00 \$9,500.00	\$34,660.00 Tax: \$690.00 \$35,350.00
5								

The bid summary is certified to be true and correct to the best of my knowledge.

*M. A. Reisman*

Date:

8-4-2011

Michael A. Reisman, Deputy Airport Director, Development & Operations  
Asheville Regional Airport Authority



# City of Asheville North Carolina



# Joint Airport/City Fire Station

**Jeff Richardson, *Assistant City Manager***

**Scott Burnette, *Fire Chief***



# Agenda

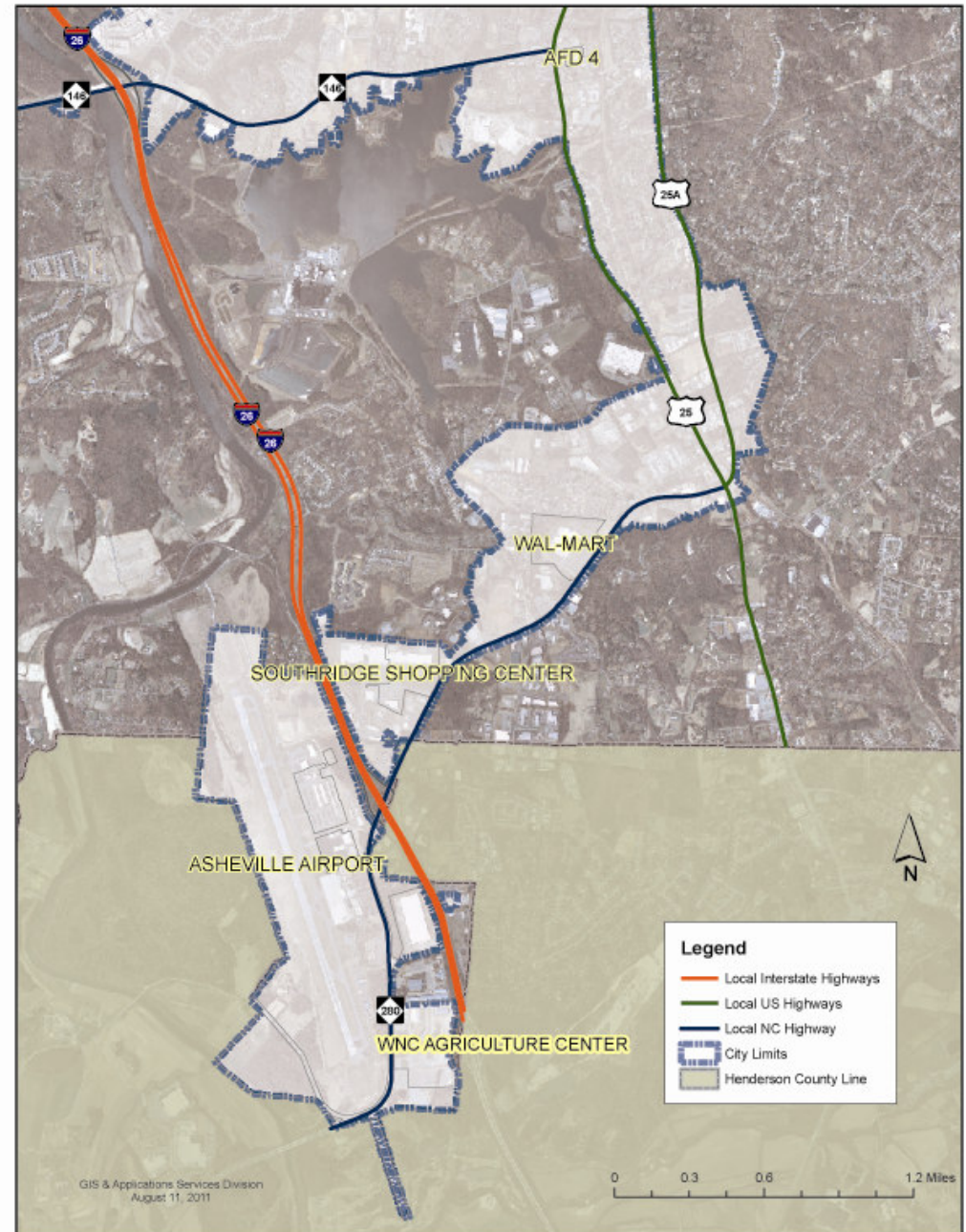
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- Background
- Potential Benefits for Public Safety and Taxpayers
- North Carolina Models
- Recommendations



# Background

- The City has a responsibility to provide structural fire and rescue services to the airport corridor



# Background

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- Insurance Services Office rating inspection (2007)
- Amended City-Airport Authority lease agreement (2008)

*“The Authority will work with the City to determine the feasibility of a joint use or stand alone fire station and a police substation being located at the Airport. If it is determined that such facility(s) are to be located at the Airport, the Authority will assist with the development of such facility(s), subject the FAA regulations”*

# City of Asheville Goals

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- Significantly improve emergency response outcomes in the Airport Road area
- Address the greatest ISO deficiency from the 2007 review and position the city for the next review and potential ISO upgrade
- Save taxpayer dollars
- Develop a collaborative partnership with the Airport Authority, while ensuring no negative impact on airport operations

# Milestones

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- **Feb 2010:** City public safety staff informed of Airport staff's plan to construct a new fire station on Airport property
- **April 2010:** Clear commitment with City and Airport administrations to fully explore a joint use fire station
- **Jan 2011:** Confirmation of fire station site to be determined in the next 2-3 months
- **March-May 2011:** Assurances from Airport staff to City staff of inclusion of City needs in fire station design
- **April 2011:** Airport board approves design professional contract with L.P.A.



# Milestones, cont.

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- **June 24, 2011:** Joint project team convenes and City staff is presented with Airport staff concerns regarding joint use station concept
- **June 30, 2011:** Joint project team met with design professionals (L.P.A.) to review scope of work and initial City responses to Airport staff concerns

# Remaining Steps

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- Architect (L.P.A.) to provide costs estimates through reports
- Joint project team to meet with FAA officials in Atlanta to understand Federal requirements regarding joint use facility and capital spending limitations
- Complete evaluation, to include the fiscal impact and project feasibility

# General Scope of Work

Airport	City
12K – 13K Square Feet	1,500 Square Feet
Five Bays	One Bay/Four Fire Fighters
	Call Volume: 1,200 calls/year <i>or</i> 3.28/day

# Due Diligence (Airport Handout)

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- **City Emergency Vehicles Exiting the Airport Property:** Traffic Engineer Analysis
- **Airport Security:** NC Benchmarking
- **Employee Relations Concerns:** current joint use facility success



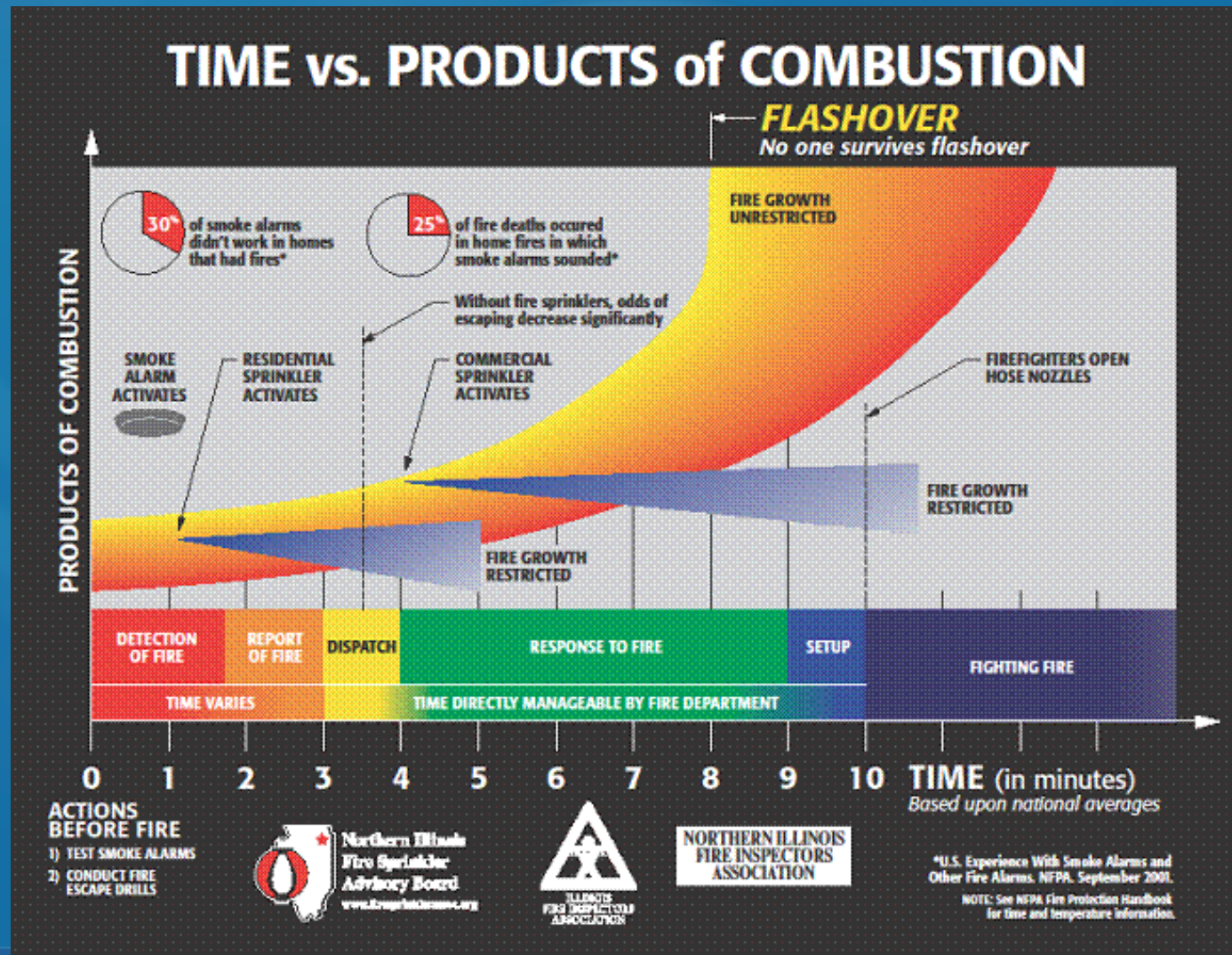
# Fiscal Impact

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- **Capitol Investment** : \$2.5 M plus land acquisition
- **Capitol Cost Savings/Joint Use**: TBD
- **Operational Cost**: Skyland partnership yields 41% savings



# Potential Benefits



# North Carolina Models

## Charlotte Douglas International Airport

- Two fire stations on airport property
- Co-located model
- Gate Navigation Experience





# North Carolina Models

## Piedmont Triad International Airport

- Independent airport authority
- Public Safety Department provides ARFF
- Not in city limits- City of Greensboro operates two stations near the airport with ARFF trained personnel
- No security gate issues



# North Carolina Models

## Raleigh Durham International

- Independent airport authority
- Public Safety Department provides ARFF
- City of Raleigh responsible for structural fire protection
- City does not have an airport fire station



# Recommendations

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- Amend the design process to effectively incorporate the City of Asheville feasibility study work, per the 2008 amended agreement.
- Optional Step: Airport staff engage an aviation fire service operations consultant to review and analyze feasibility work completed by the City of Asheville







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# Asheville Regional Airport and the City of Asheville Joint-Use Firehouse

August 12, 2011

# History

- April 1979. City of Asheville annexed the area encompassing the Asheville Regional Airport.
- June 1984. City of Asheville established a contractual agreement with Skyland Fire Dept. to provide services for the airport annexation area.
- In 2005, the Airport Director extended an invitation to explore opportunities to locate an Asheville Fire and Rescue station immediately off of NC 280, as part of a planned construction project for new maintenance facilities at AVL. This was rejected by the City.

# History - continued

- Several years later, in 2007, the construction of a new ARFF station on the airport campus was tentatively planned by the Airport Authority.
- May 2007. City of Asheville recommended they take over all airport fire services, including FAA required services, for a cost that was more expensive than in-house.
- July 2007. Discussions were held. ARAA refuted the City of Asheville's desire to take over all firefighting functions and again offered property along NC 280 for a City firehouse.
- Late 2007. Due to budget constraints, the ARFF station was postponed to FY 11/12.

# History - continued

- January 2008. Under the terms and conditions of the Restated and Amended City-Airport Authority Lease Agreement, the following language appears: “The Authority will work with the City to determine the feasibility of a joint-use or stand-alone fire station and police sub-station located at the Airport”.
- Fall 2010. The City Manager approached the Airport again to discuss the potential of collaborating and building a fire station at the Airport. Property was offered along NC 280. This was rejected by the City. A joint-use facility was discussed. It was decided to look into the feasibility, provided a suitable location was available.

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## OPERATIONAL ADVANTAGES

# Mutual Aid

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- On-site mutual aid
  - Reduces response time
  - Reduction in non-aviation related calls for ARAA.City could take over primary responsibilities:
  - Parking lot
  - Medical Calls

# Cost Sharing

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- Partial cost sharing
  - Construction costs
  - On-going utility and maintenance expenses
  - Insurance and other operational expenses

# Training Opportunities

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- Better inter-agency training opportunities
- Ability for ARAA to participate in City's "Fit For Duty" program.



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# OPERATIONAL CONSTRAINTS

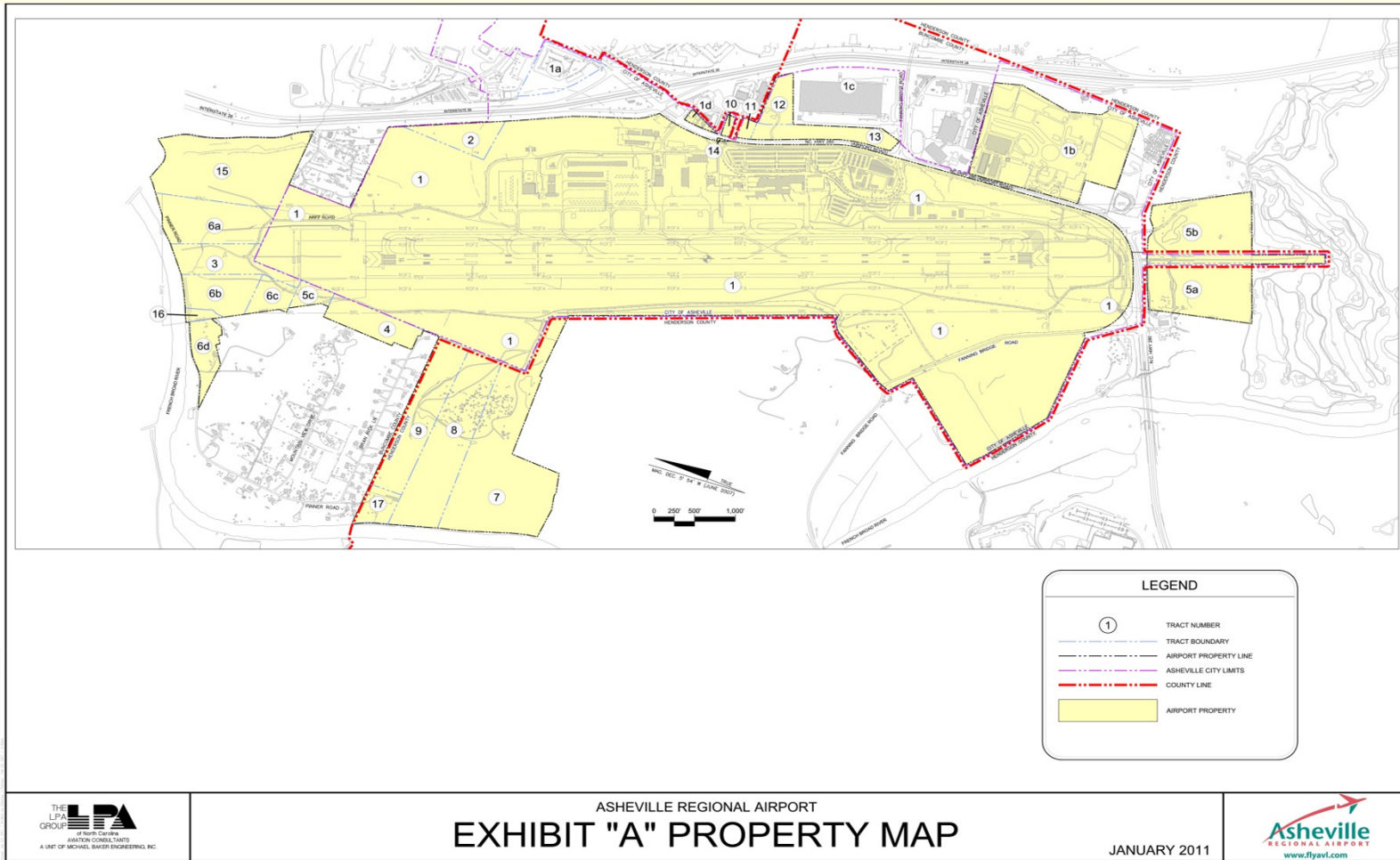
# Federal Requirements

- Airports must abide by the regulations set forth by:
  - The Federal Aviation Administration (FAA)
    - Grant Assurances
    - Federal Regulations Part 139
    - Advisory Circulars
  - The Transportation Security Administration (TSA)
    - Federal Regulations Part 1542

# FAA Regulations

- The Federal Aviation Administration (FAA) provides regulations to airport operators that get specific to aviation/non-aviation operations.
  - The City of Asheville does not have authority to designate use of airport property.

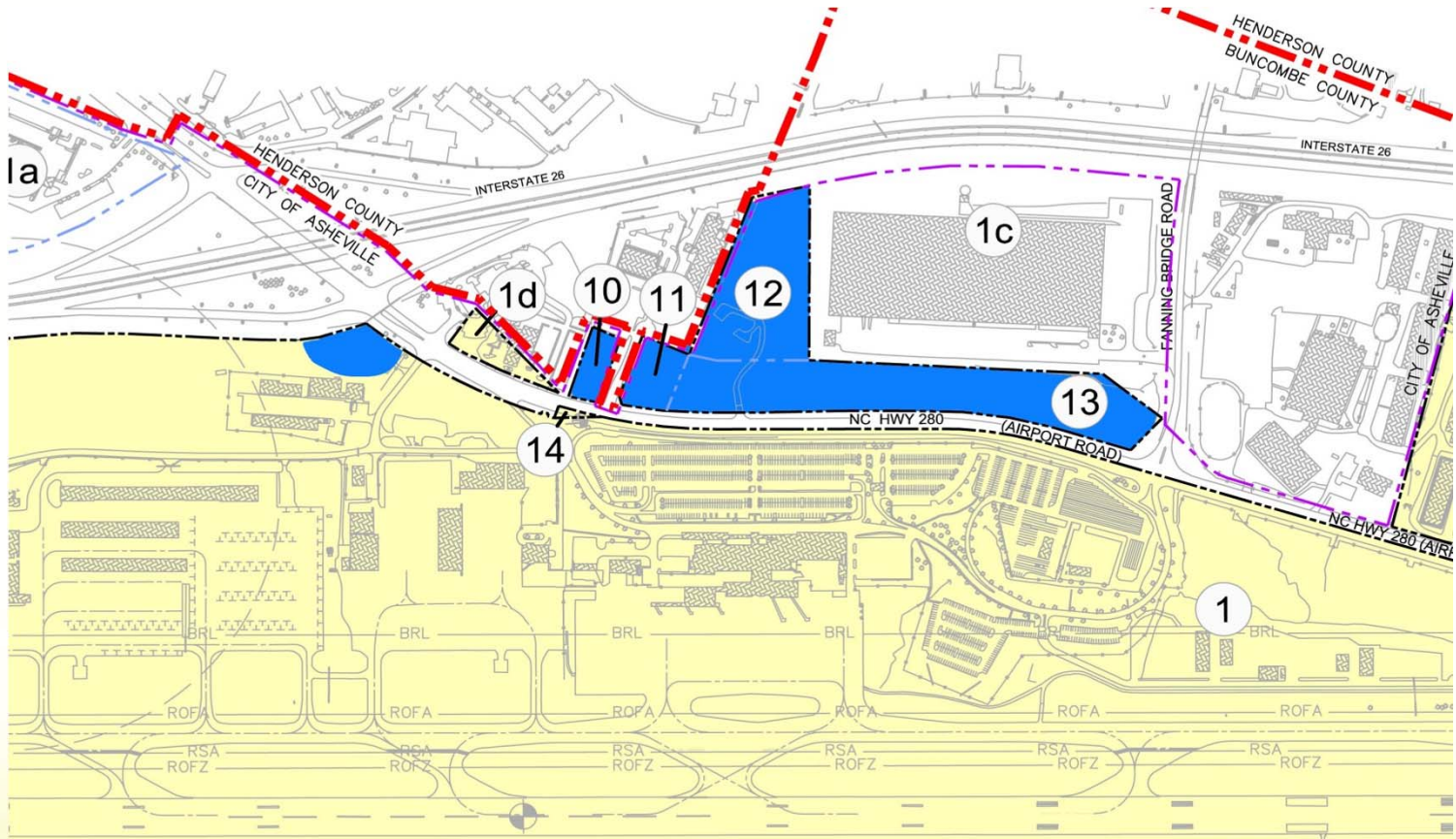
# Airport Property Map



# FAA Regulations

- The Federal Aviation Administration (FAA) provides regulations to airport operators that get specific to these types of operations.
  - The City of Asheville does not have authority to designate use of airport property.
  - The general FAA rule regarding use of airport property restricts use of land acquired for aeronautical use to aviation-related business. Airport property which is not capable of accommodating an aeronautical use may be leased for non-aeronautical use, and it must be leased at fair market rates.

# Stand-alone Locations



## FAA Regulations - continued

- Grant assurances prohibit airport revenues from being diverted or expended outside the need for airport operations.
- Specific design and eligibility standards listed in the Advisory Circulars must be adhered to for Federal funding to be applicable.
- Required to limit access to the Airport Operations Area (AOA) to those necessary for airport operations.



# TSA Regulations

- TSA Security Directives mandate that airports limit access to the secured facilities of an airport to those with an operational need.
- A joint-use firehouse would require every City of Asheville employee who may possibly be required to work at the airport fire station to undergo a 10-year criminal history background investigation, and initial and regularly scheduled training on airport access and security requirements. All associated costs would be the responsibility of the City of Asheville. The time to administer the on-going process would be an additional responsibility for the airport.



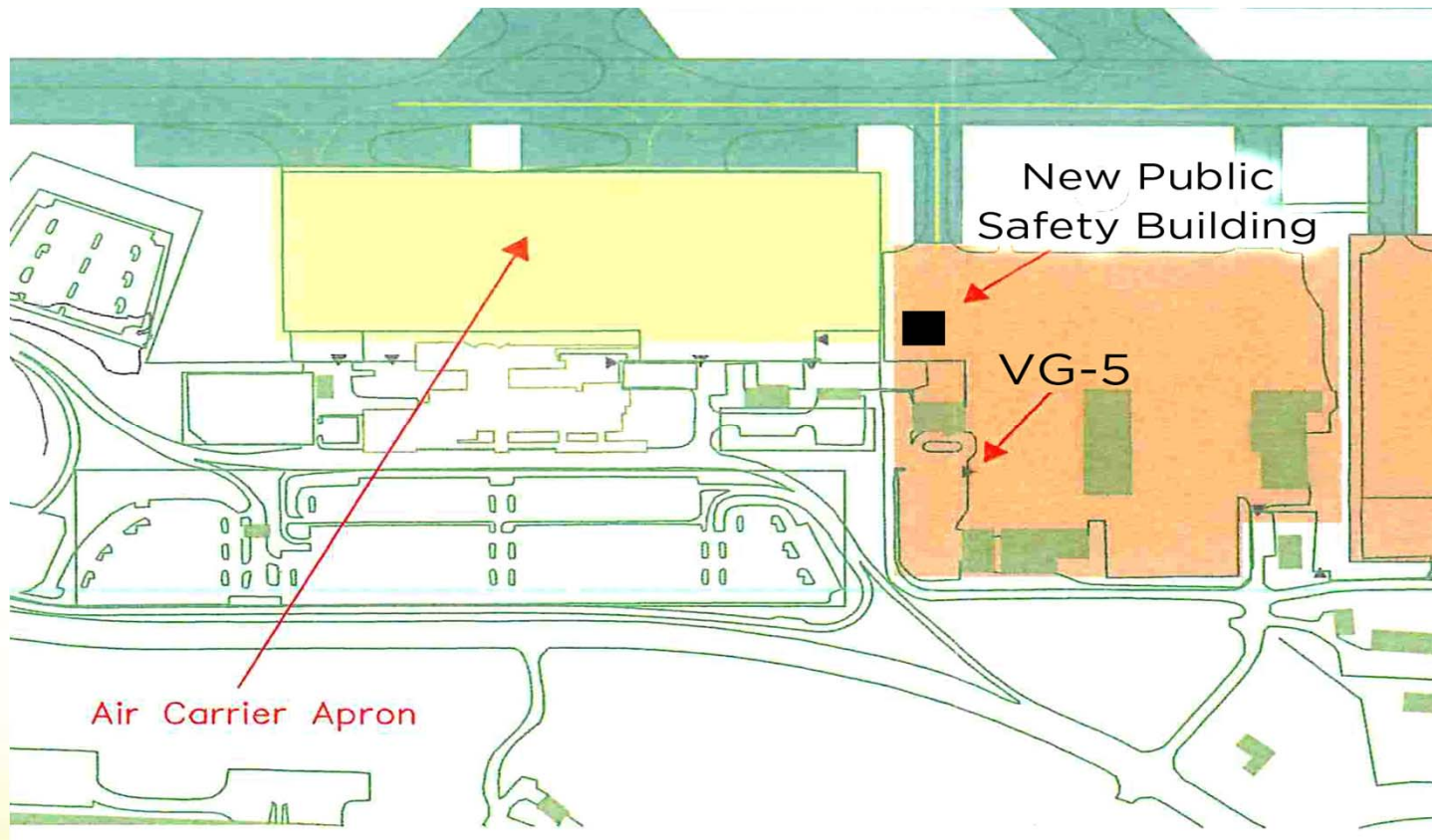
## TSA Regulations - continued

- Federally mandated airport security regulations will not permit an AFD vehicle leaving the secure area of the airport in an emergency to depart before the security gate fully closes, which would force a delay in response times for AFD. Also, these gates occasionally malfunction. If such a malfunction were to occur during an emergency response, the AFD vehicle would not be permitted to leave the gate area, and be forced to re-route its call to another station for response.

# New Facility Site Limitations

- Joint-use facilities are not uncommon. In all such facilities however, the fire station is acting as the security fence. This type of a construction site is not available at the Airport. The ARAA's design consultant was tasked to design a building that would fit the available site. Because of the FAA's AOA access limit and physical constraints, the site does not lend itself to provide landside access for the vehicle bays.

# New Facility Site



# FAA Operational Obstacles

- Because an airport has constant vehicle and pedestrian traffic, an additional traffic pattern of exiting emergency vehicles from inside the main campus could pose potential safety concerns for the numerous customers entering and exiting the airport property each day.

# FAA Operational Obstacles

- Airport Fire and Rescue Responders are trained differently than city fire fighters. Additional on-going training would extend to any personnel operating Fire and Rescue equipment on a routine basis in the secure area of the airport, which presents additional operational, financial and safety issues that would need to be managed by the airport and funded by the City.

# FAA Operational Obstacles

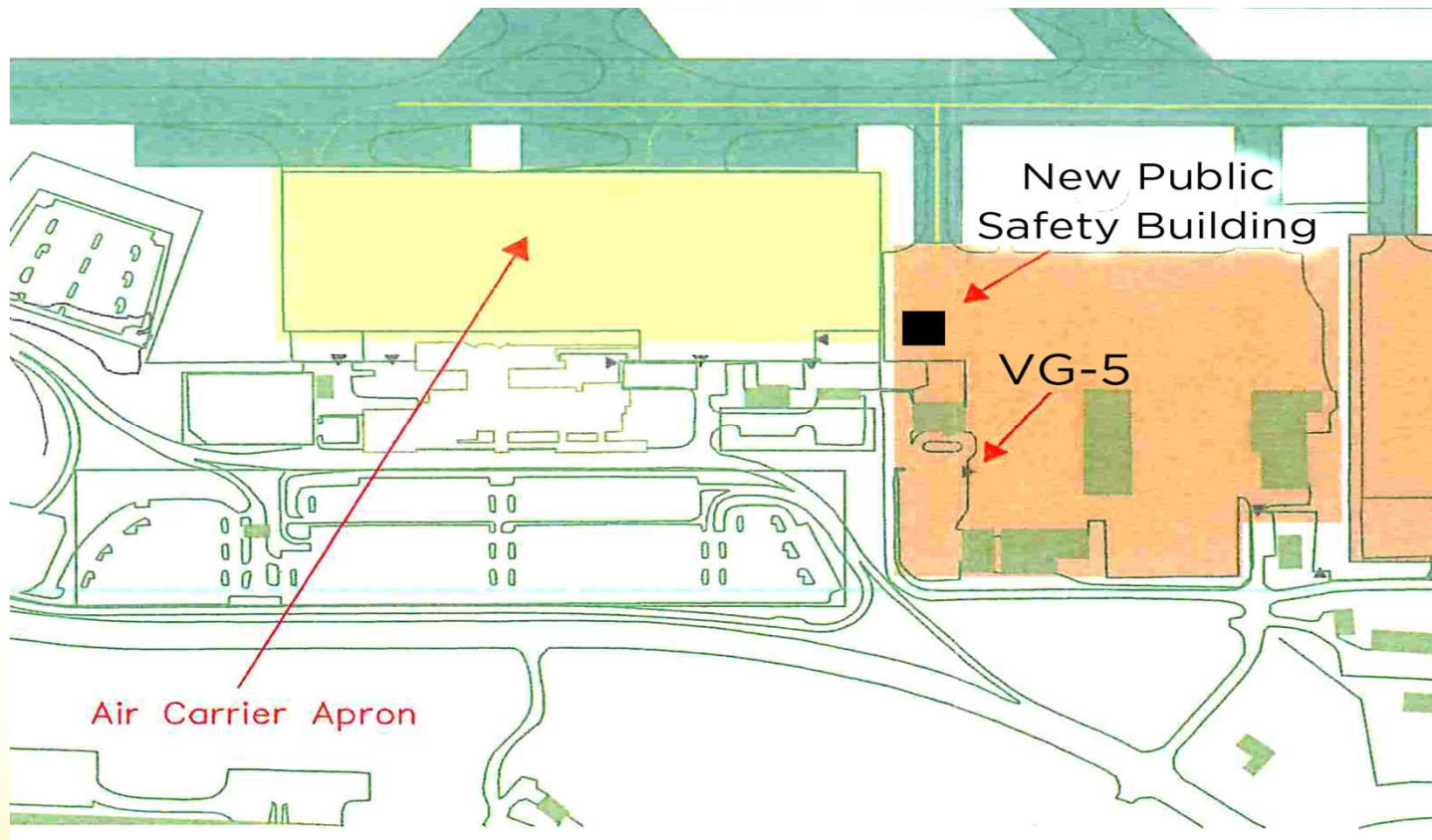
- Snow removal would be an issue, especially when egress is needed 24/7 for emergency response for AFD. The airport prioritizes snow removal on the airfield, in order to keep flight schedules operating. Wright Brothers Way, the main route that would immediately be used to exit the airfield from the fire station, is often one of the last paved surfaces cleared by airport snow crews.

# FAA Operational Obstacles

- Aircraft always have the right-of-way on an airfield. There is the potential that additional response time delays could be experienced by AFD if they attempt to exit the airfield and must yield to an aircraft.



# New Facility Site





# Traffic Concerns

- The Intersection of Wright Brothers Way and NC 280 poses major traffic issues now without the addition of a firehouse. According to State records, there were 38 traffic accidents at the Eastbound I-26 & NC 280 exit ramp last year
- The City hired a consultant and obtained an opinion from a traffic engineer on the viability of a traffic control device.

# Traffic Concerns

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- The Authority spoke to the Division Traffic Engineer for NCDOT. While nothing will be placed in writing until a formal request for a traffic signal is submitted to NCDOT, it was of the opinion that a signal or signal preemption would be highly unlikely because of the congestion at the I-26/Airport Road interchange.

# NC 280 at Wright Brothers Way



# NC 280 at Wright Brothers Way





# NC 280 at Wright Brothers Way



# NC 280 at Wright Brothers Way



# NC 280 at Wright Brothers Way



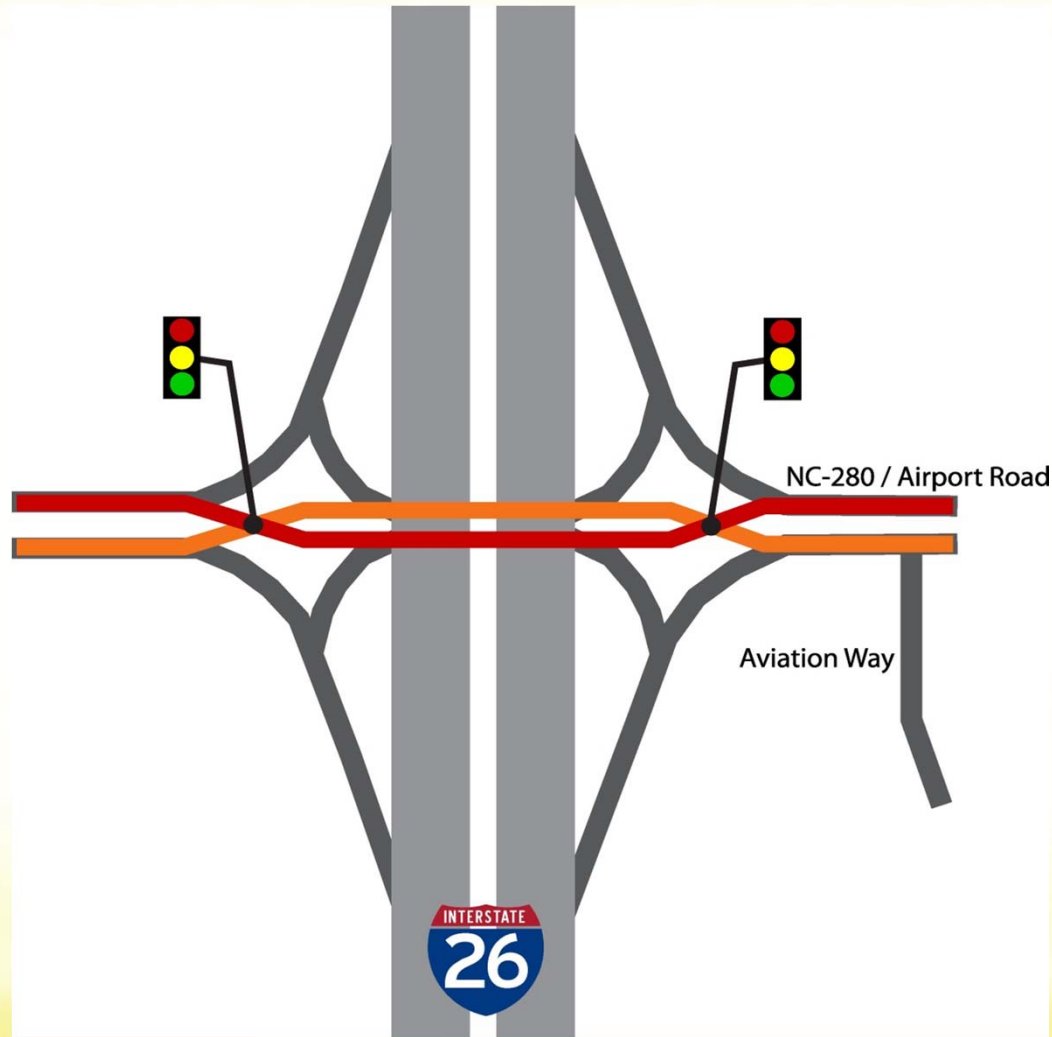
## Traffic Concerns - continued

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- The NCDOT also has a plan for a new intersection in the future. A converging diamond interchange is planned. If constructed the Wright Brothers Way intersection will most likely be altered to disallow for left turns out of Wright Brothers Way.



# Converging Diamond Interchange



# Additional Operational Concerns

- The new building site will not accommodate fuel tanks. Where/how will AFD refuel its vehicles?
- Employee Morale – City firefighters have a different pay scale and benefit program. Cohabiting in the same facilities could lead to employee issues.
- Wright Brothers Way was recently reconstructed and was not designed for constant heavy truck traffic that fire truck frequencies will generate.
- Potential burden placed on ARAA for deliveries and visitors when AFD is responding to calls.

**Thank You**



## MEMORANDUM

TO: Members of the Airport Authority  
FROM: Lew Bleiweis, A.A.E., Airport Director  
DATE: August 12, 2011

### ITEM DESCRIPTION – Information Section Item A

June, 2011 Traffic Report – Asheville Regional Airport

### SUMMARY

June 2011 overall passenger traffic numbers were flat compared to the same period last year. Passenger traffic numbers reflect a 0.5% decrease in passenger enplanements from June 2010. Enplanements for the fiscal year total 372,486.

### AIRLINE PERFORMANCE

AirTran Airways: AirTran's June 2011 enplanements increased by 3.0% compared to June 2010. There were no flight cancellations for the month.

American Airlines: American Airlines saw a decrease in enplanements by 20.9% compared to June, 2010. This could be attributed to the fact that American had only three weeks of service in June of 2011. There were no flight cancellations for the month.

Continental Airlines: Year over Year passenger enplanements for Continental in June 2011 were down by 11.6%. There were two (2) flight cancellations for the month.

Delta Airlines: Delta's June 2011 enplanements decreased by 4.3% compared to June 2010. There were thirteen (13) flight cancellations for the month.

United Airlines: In June 2011, United Airlines saw a decrease in enplanements by 9.1% over the same period last year. There were no flight cancellations for the month.

US Airways: US Airways' June 2011 passenger enplanements represent a 4.3% increase. There were eighteen (18) flight cancellations for the month.

# Monthly Traffic Report

## Asheville Regional Airport

### June 2011



Category	Jun 2011	Jun 2010	Percentage Change	*CYTD-2011	*CYTD-2010	Percentage Change	*MOV12-2011	*MOV12-2010	Percentage Change
<b>Passenger Traffic</b>									
Enplaned	37,268	37,472	-0.5%	158,425	163,158	-2.9%	364,843	319,692	14.1%
Deplaned	<u>37,972</u>	<u>38,197</u>	-0.6%	<u>157,457</u>	<u>162,676</u>	-3.2%	<u>360,965</u>	<u>317,063</u>	13.8%
<b>Total</b>	<b>75,240</b>	<b>75,669</b>	<b>-0.6%</b>	<b>315,882</b>	<b>325,834</b>	<b>-3.1%</b>	<b>725,808</b>	<b>636,755</b>	<b>14.0%</b>
<b>Aircraft Operations</b>									
Airlines	440	112	292.9%	1,350	425	217.6%	2,085	679	207.1%
Commuter /Air Taxi	<u>1,619</u>	<u>1,873</u>	-13.6%	8,605	9,294	-7.4%	18,916	18,315	3.3%
<b>Subtotal</b>	<u>2,059</u>	<u>1,985</u>	3.7%	<u>9,955</u>	<u>9,719</u>	2.4%	<u>21,001</u>	<u>18,994</u>	10.6%
General Aviation	3,749	4,048	-7.4%	17,154	20,185	-15.0%	38,721	44,621	-13.2%
Military	<u>457</u>	<u>332</u>	37.7%	<u>1,771</u>	<u>1,919</u>	-7.7%	<u>4,675</u>	<u>4,214</u>	10.9%
<b>Subtotal</b>	<u>4,206</u>	<u>4,380</u>	-4.0%	<u>18,925</u>	<u>22,104</u>	-14.4%	<u>43,396</u>	<u>48,835</u>	-11.1%
<b>Total</b>	<b>6,265</b>	<b>6,365</b>	<b>-1.6%</b>	<b>28,880</b>	<b>31,823</b>	<b>-9.2%</b>	<b>64,397</b>	<b>67,829</b>	<b>-5.1%</b>
<b>Fuel Gallons</b>									
100LL	21,216	25,805	-17.8%	89,139	98,152	-9.2%	207,824	216,946	-4.2%
Jet A (GA)	119,684	118,019	1.4%	535,204	475,866	12.5%	1,196,631	1,115,398	7.3%
<b>Subtotal</b>	<u>140,900</u>	<u>143,824</u>	-2.0%	<u>624,343</u>	<u>574,018</u>	8.8%	<u>1,404,455</u>	<u>1,332,344</u>	5.4%
Jet A (A/L)	<u>326,973</u>	<u>341,355</u>	-4.2%	<u>1,532,483</u>	<u>1,637,921</u>	-6.4%	<u>3,412,314</u>	<u>2,949,781</u>	15.7%
<b>Total</b>	<b>467,873</b>	<b>485,179</b>	<b>-3.6%</b>	<b>2,156,826</b>	<b>2,211,939</b>	<b>-2.5%</b>	<b>4,816,769</b>	<b>4,282,125</b>	<b>12.5%</b>

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

Wednesday, July 20, 2011

# Airline Enplanements, Seats, and Load Factors

## Asheville Regional Airport

June 2011



	Jun 2011	Jun 2010	Percentage Change	*CYTD-2011	*CYTD-2010	Percentage Change
<b>AirTran Airways</b>						
Enplanements	3,592	3,488	3.0%	10,736	10,484	2.4%
Seats	4,238	3,978	6.5%	13,818	13,689	0.9%
Load Factor	84.8%	87.7%	-3.3%	77.7%	76.6%	1.4%
<b>American Airlines</b>						
Enplanements	883	1,117	-20.9%	883	2,900	-69.6%
Seats	992	1,344	-26.2%	992	3,782	-73.8%
Load Factor	89.0%	83.1%	7.1%	89.0%	76.7%	16.1%
<b>Continental Airlines</b>						
Enplanements	2,189	2,476	-11.6%	9,530	10,750	-11.3%
Seats	2,450	2,950	-16.9%	14,250	16,300	-12.6%
Load Factor	89.3%	83.9%	6.5%	66.9%	66.0%	1.4%
<b>Delta Air Lines</b>						
Enplanements	15,197	15,876	-4.3%	69,865	75,613	-7.6%
Seats	18,426	19,550	-5.7%	94,304	101,350	-7.0%
Load Factor	82.5%	81.2%	1.6%	74.1%	74.6%	-0.7%
<b>Northwest Airlines</b>						
Enplanements	0	0	#Num!	0	791	-100.0%
Seats	0	0	#Num!	0	1,450	-100.0%
Load Factor	#Num!	#Num!	#Error	#Num!	54.6%	#Error
<b>United Airlines</b>						
Enplanements	2,697	2,967	-9.1%	12,685	13,524	-6.2%
Seats	3,250	3,250	0.0%	17,550	18,050	-2.8%
Load Factor	83.0%	91.3%	-9.1%	72.3%	74.9%	-3.5%

	Jun 2011	Jun 2010	Percentage Change	*CYTD-2011	*CYTD-2010	Percentage Change
<b>US Airways</b>						
Enplanements	12,044	11,548	4.3%	52,615	49,096	7.2%
Seats	17,424	14,145	23.2%	86,492	67,530	28.1%
Load Factor	69.1%	81.6%	-15.3%	60.8%	72.7%	-16.3%
<b>Vision Airlines</b>						
Enplanements	666	0	#Div/0!	2,111	0	#Div/0!
Seats	1,334	0	#Div/0!	3,766	0	#Div/0!
Load Factor	49.9%	#Num!	#Error	56.1%	#Num!	#Error
<b>Totals</b>						
Enplanements	37,268	37,472	-0.5%	158,425	163,158	-2.9%
Seats	48,114	45,217	6.4%	231,172	222,151	4.1%
Load Factor	77.5%	82.9%	-6.5%	68.5%	73.4%	-6.7%



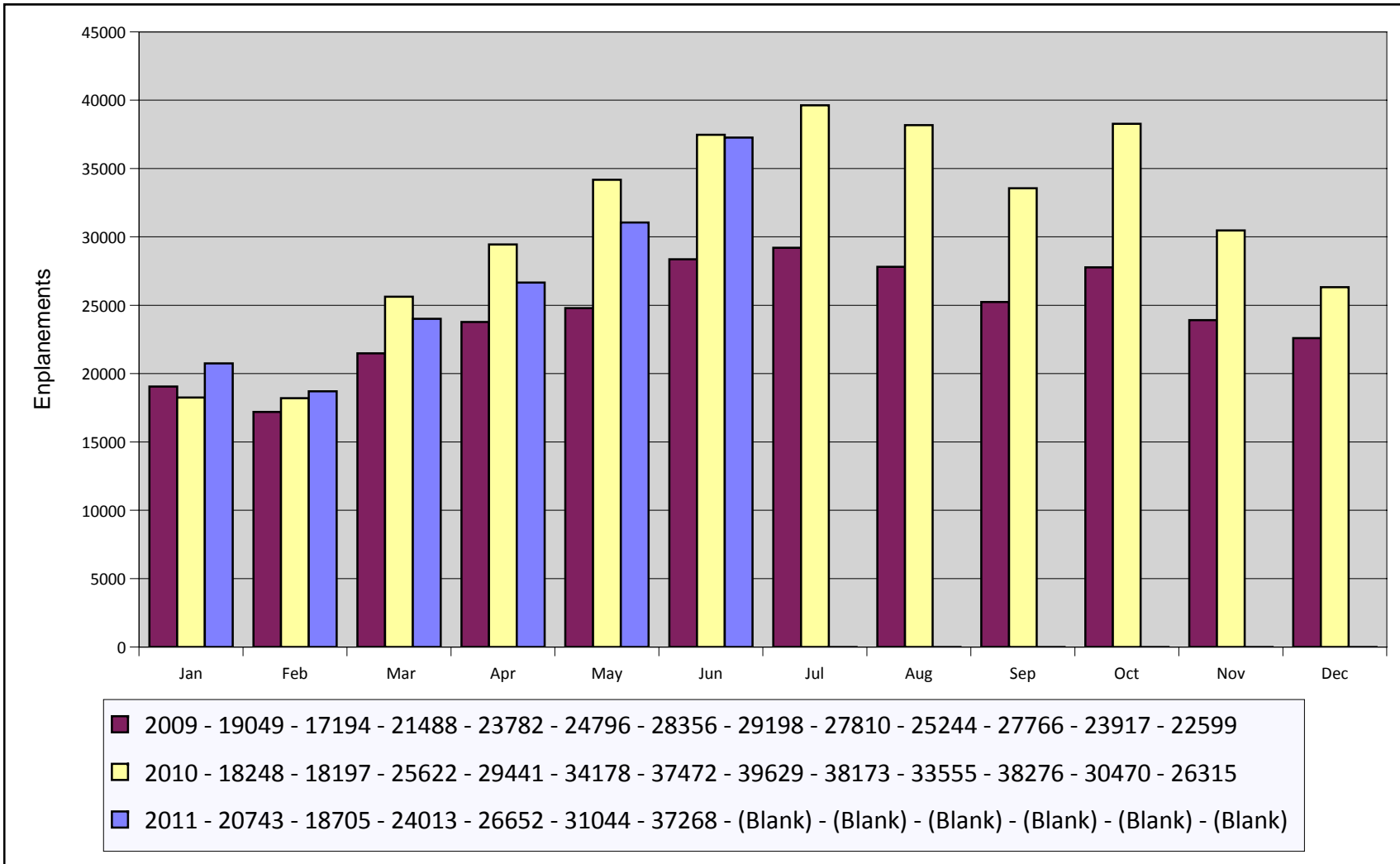
# Airline Flight Completions Asheville Regional Airport

June 2011

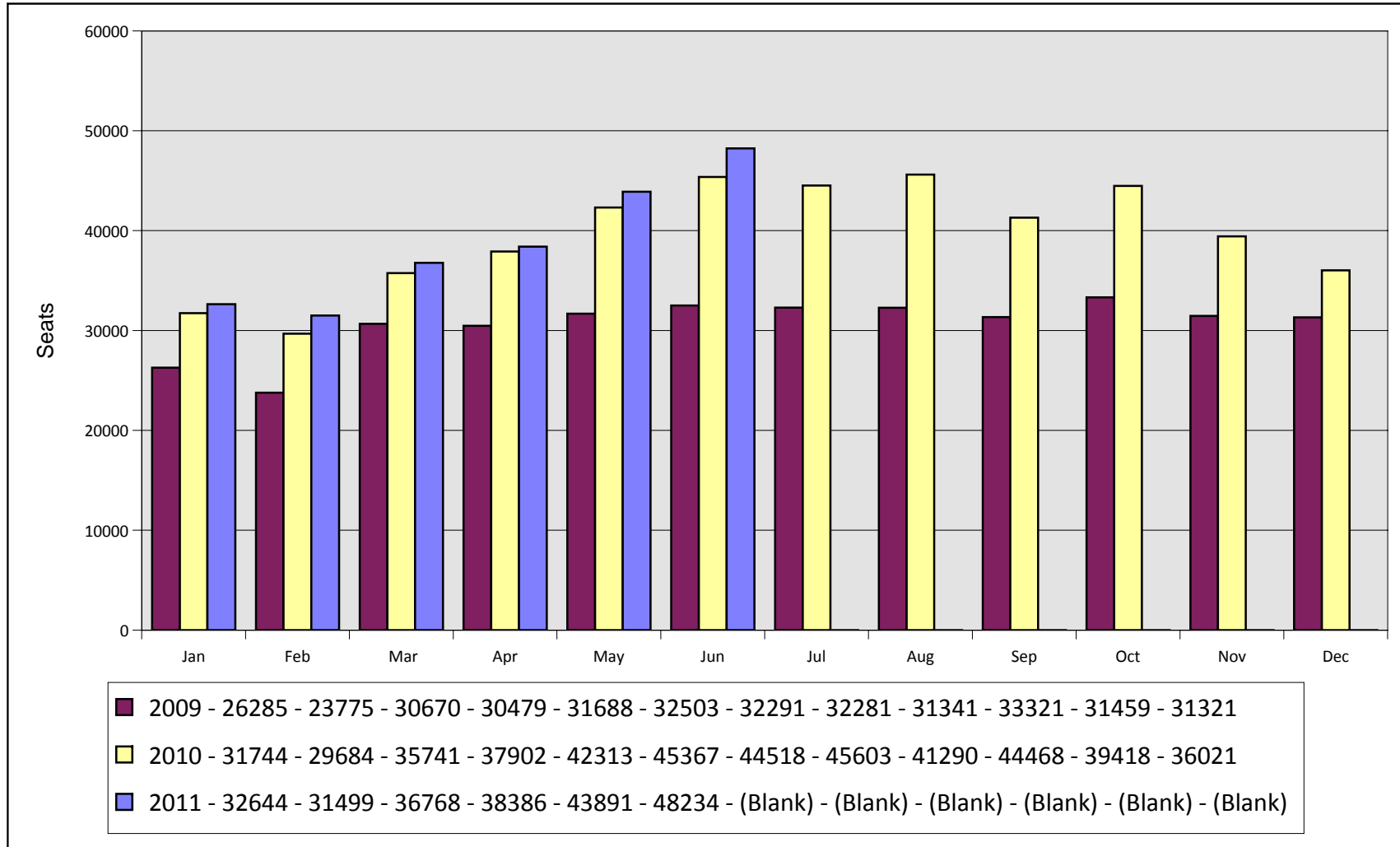


Airline	Scheduled Flights	Field	Cancellations Due To			Total Cancellations	Percentage of Completed
			Mechanical	Weather	Other		
AirTran Airways	34	0	0	0	0	0	100.0%
American Airlines	22	0	0	0	0	0	100.0%
Continental Airlines	60	0	0	2	0	2	100.0%
Delta Air Lines	381	0	2	11	0	13	96.6%
Northwest Airlines	0	0	0	0	0	0	#Num!
Sky King, Inc.	2	0	0	0	0	0	100.0%
United Airlines	65	0	0	0	0	0	100.0%
US Airways	329	0	12	4	2	18	95.4%
Vision Airlines	9	0	0	0	0	0	100.0%
<b>Total</b>	<b>902</b>	<b>0</b>	<b>14</b>	<b>17</b>	<b>2</b>	<b>33</b>	<b>96.3%</b>

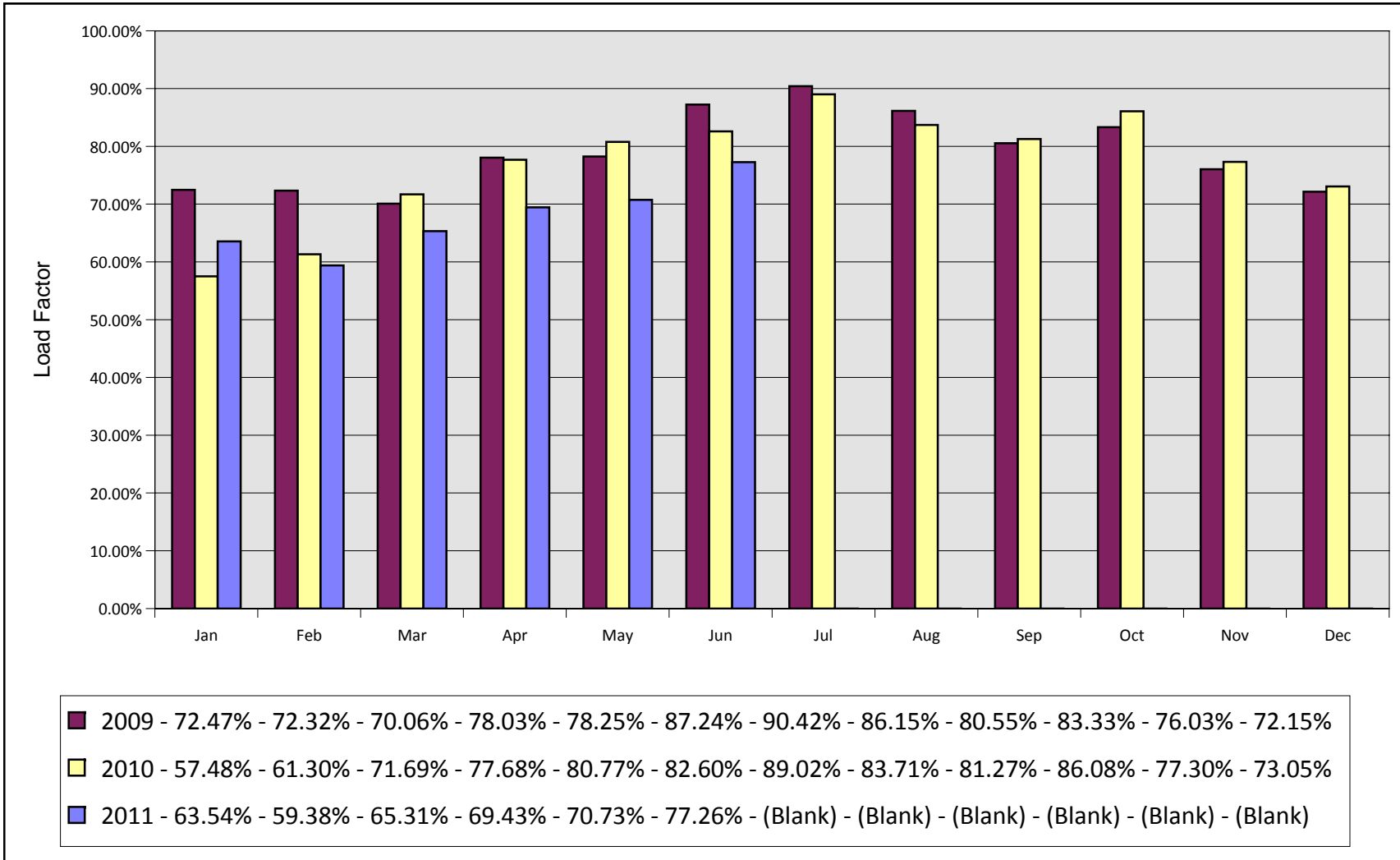
# Monthly Enplanements By Year Asheville Regional Airport



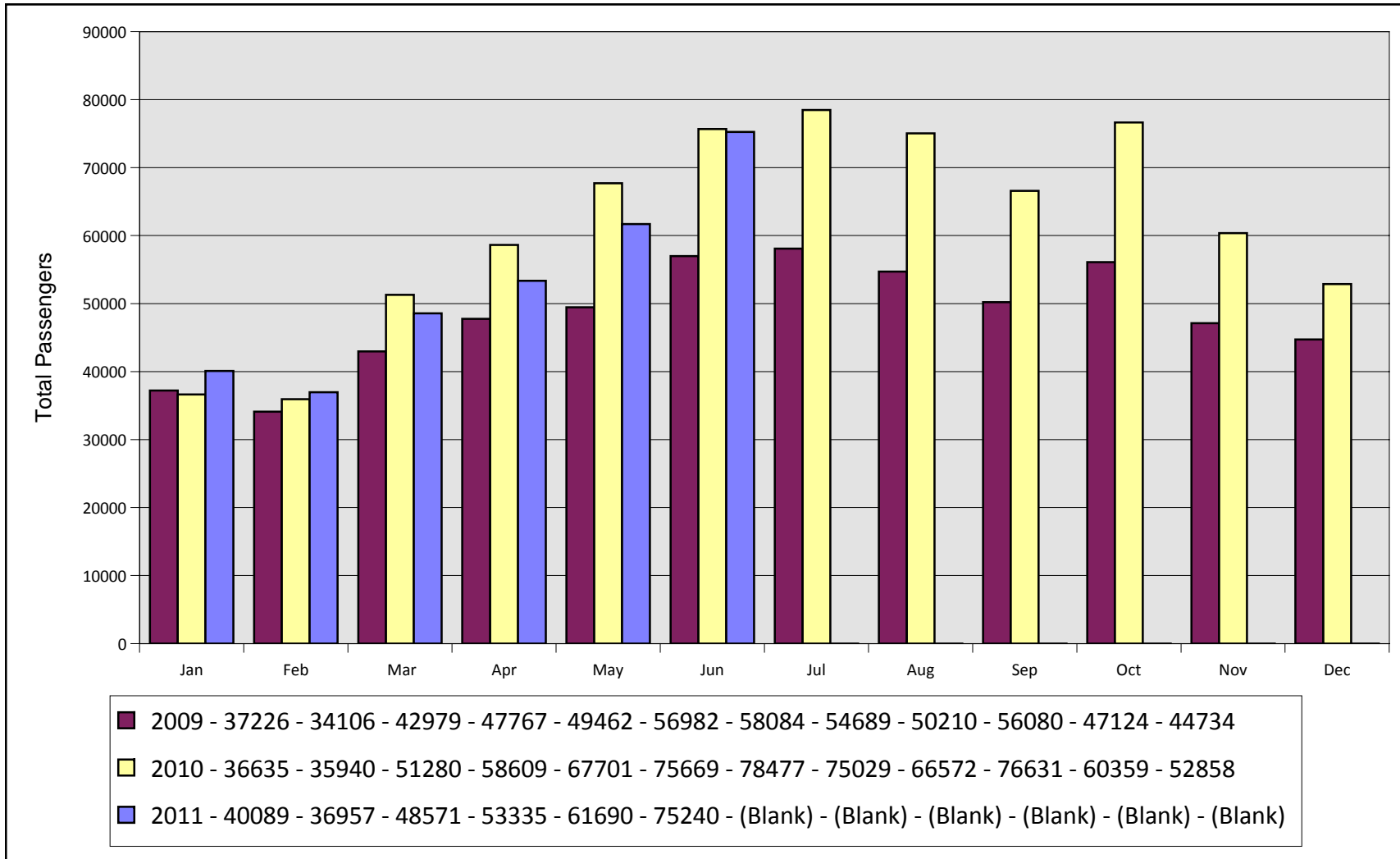
# Monthly Seats By Year Asheville Regional Airport



# Monthly Load Factors By Year Asheville Regional Airport

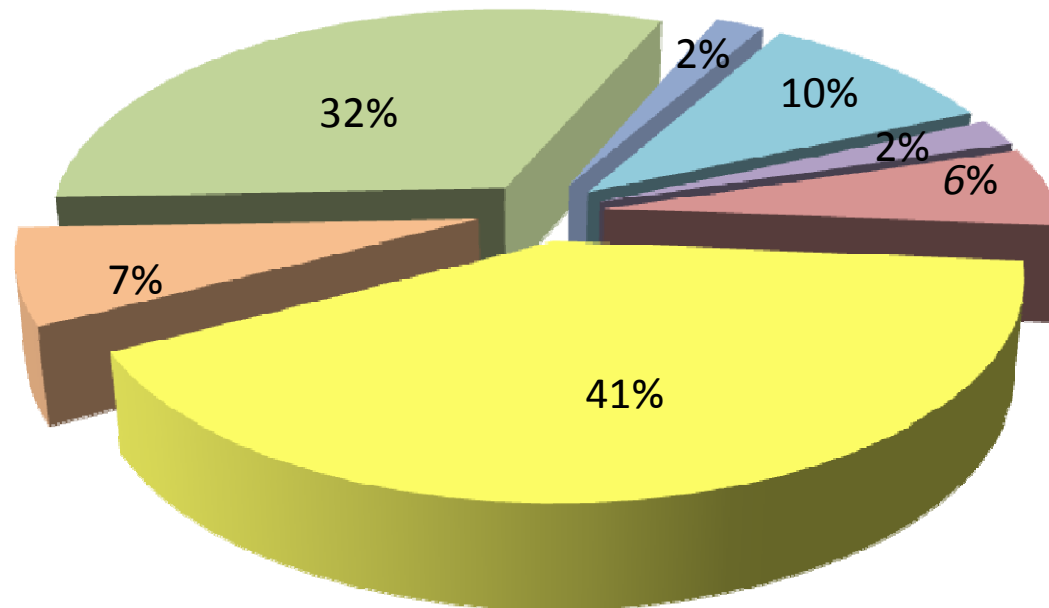


# Total Monthly Passengers By Year Asheville Regional Airport



# Airline Market Share Analysis (Enplanements) Asheville Regional Airport

Report Period From June 2011 Through June 2011



■ AirTran Airways

■ American Airlines

■ Continental Airlines

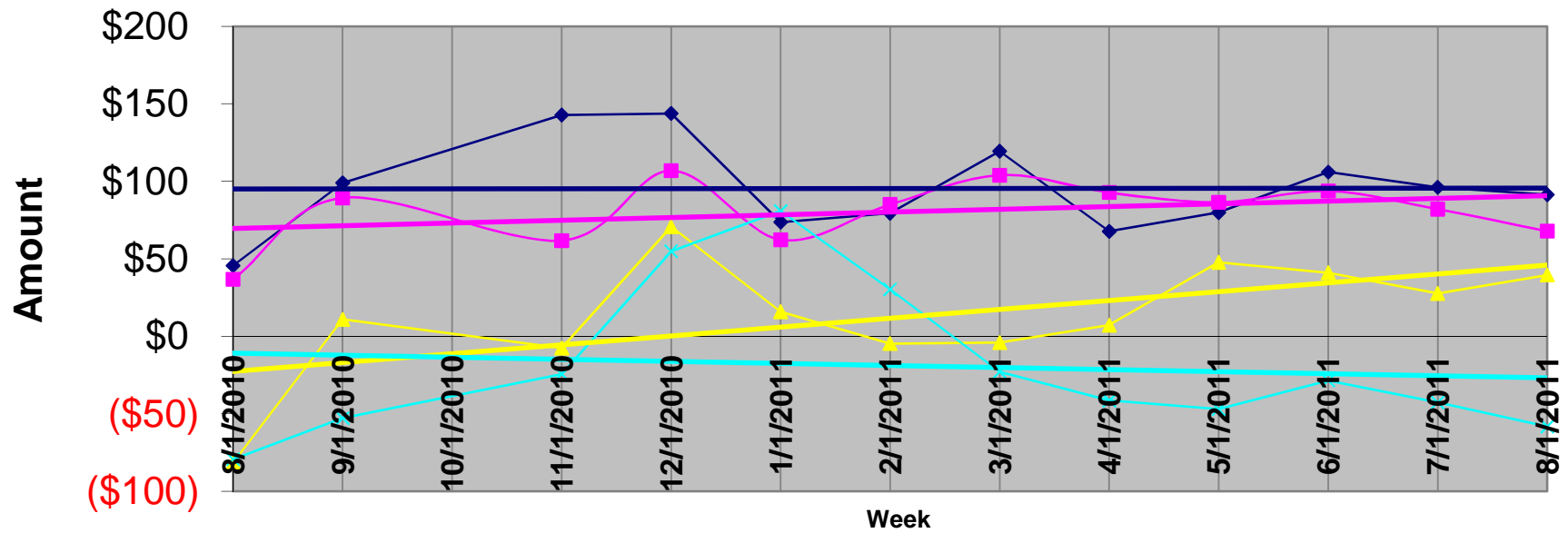
■ Delta Air Lines

■ United Airlines

■ US Airways

■ Vision Airlines

## AVL Average Airfare Differences 21 Day Advance Purchase, 3 Day Stay



◆ ATL   
 ■ CLT   
 ▲ GSP   
 ✕ TRI   
— Linear (ATL)   
— Linear (CLT)   
— Linear (GSP)   
— Linear (TRI)



**Asheville Regional Airport**  
**Sample airfares as of 7/28/11**  
**21 Day Advance Purchase, 3 day Stay**

		<u>Difference in Fares</u>								
		<u>ASHEVILLE</u>	<u>ATLANTA</u>	<u>CHARLOTTE</u>	<u>GREENVILLE</u>	<u>TRI-CITIES</u>	<u>ATLANTA</u>	<u>CHARLOTTE</u>	<u>GREENVILLE</u>	<u>TRI-CITIES</u>
ABQ	Albuquerque	\$352	\$302	\$392	\$419	\$385	\$50	(\$40)	(\$67)	(\$33)
ATL	Atlanta	\$383		\$170	\$286	\$422	\$383	\$213	\$97	(\$39)
AUS	Austin	\$371	\$329	\$236	\$358	\$393	\$42	\$135	\$13	(\$22)
BWI	Baltimore	\$283	\$191	\$170	\$218	\$422	\$92	\$113	\$65	(\$139)
BOS	Boston	\$357	\$301	\$172	\$329	\$428	\$56	\$185	\$28	(\$71)
ORD	Chicago	\$231	\$198	\$250	\$260	\$327	\$33	(\$19)	(\$29)	(\$96)
CVG	Cincinnati	\$272	\$216	\$269	\$193	\$418	\$56	\$3	\$79	(\$146)
CLE	Cleveland	\$443	\$243	\$298	\$286	\$322	\$200	\$145	\$157	\$121
DFW	Dallas	\$383	\$251	\$298	\$391	\$284	\$132	\$85	(\$8)	\$99
DEN	Denver	\$323	\$237	\$308	\$238	\$329	\$86	\$15	\$85	(\$6)
DTW	Detroit	\$292	\$224	\$290	\$228	\$407	\$68	\$2	\$64	(\$115)
FLL	Fort Lauderdale	\$320	\$212	\$228	\$241	\$441	\$108	\$92	\$79	(\$121)
RSW	Ft. Myers	\$320	\$199	\$232	\$241	\$494	\$121	\$88	\$79	(\$174)
BDL	Hartford	\$415	\$268	\$282	\$340	\$408	\$147	\$133	\$75	\$7
IAH	Houston	\$480	\$220	\$297	\$286	\$421	\$260	\$183	\$194	\$59
IND	Indianapolis	\$310	\$202	\$232	\$231	\$467	\$108	\$78	\$79	(\$157)
JAX	Jacksonville	\$301	\$180	\$232	\$222	\$384	\$121	\$69	\$79	(\$83)
MCI	Kansas City	\$320	\$211	\$226	\$258	\$398	\$109	\$94	\$62	(\$78)
LAS	Las Vegas	\$424	\$374	\$448	\$523	\$430	\$50	(\$24)	(\$99)	(\$6)
LAX	Los Angeles	\$344	\$330	\$412	\$424	\$364	\$14	(\$68)	(\$80)	(\$20)
MHT	Manchester	\$410	\$351	\$236	\$358	\$435	\$59	\$174	\$52	(\$25)
MEM	Memphis	\$473	\$211	\$266	\$268	\$382	\$262	\$207	\$205	\$91
MIA	Miami	\$334	\$218	\$335	\$278	\$359	\$116	(\$1)	\$56	(\$25)
MKE	Milwaukee	\$322	\$258	\$229	\$277	\$335	\$64	\$93	\$45	(\$13)
MSP	Minneapolis/Saint Pau	\$454	\$242	\$290	\$346	\$494	\$212	\$164	\$108	(\$40)
BNA	Nashville	\$253	\$406	\$225	\$186	\$444	(\$153)	\$28	\$67	(\$191)
MSY	New Orleans	\$294	\$201	\$286	\$231	\$364	\$93	\$8	\$63	(\$70)

LGA	New York	\$296	\$262	\$228	\$292	\$317	\$34	\$68	\$4	(\$21)
EWR	Newark	\$327	\$270	\$278	\$306	\$503	\$57	\$49	\$21	(\$176)
MCO	Orlando	\$140	\$238	\$210	\$228	\$236	(\$98)	(\$70)	(\$88)	(\$96)
PHL	Philadelphia	\$323	\$210	\$232	\$367	\$446	\$113	\$91	(\$44)	(\$123)
PHX	Phoenix	\$321	\$182	\$285	\$241	\$329	\$139	\$36	\$80	(\$8)
PIT	Pittsburgh	\$310	\$191	\$232	\$231	\$366	\$119	\$78	\$79	(\$56)
PDX	Portland	\$597	\$494	\$495	\$547	\$555	\$103	\$102	\$50	\$42
PVD	Providence	\$415	\$307	\$229	\$358	\$418	\$108	\$186	\$57	(\$3)
RDU	Raleigh/Durham	\$282	\$161	\$265	\$203	\$323	\$121	\$17	\$79	(\$41)
RIC	Richmond	\$292	\$172	\$212	\$213	\$443	\$120	\$80	\$79	(\$151)
STL	Saint Louis	\$320	\$191	\$226	\$241	\$443	\$129	\$94	\$79	(\$123)
SLC	Salt Lake City	\$385	\$363	\$459	\$326	\$428	\$22	(\$74)	\$59	(\$43)
SAT	San Antonio	\$339	\$296	\$202	\$315	\$365	\$43	\$137	\$24	(\$26)
SAN	San Diego	\$432	\$338	\$381	\$419	\$423	\$94	\$51	\$13	\$9
SFO	San Francisco	\$380	\$343	\$449	\$427	\$418	\$37	(\$69)	(\$47)	(\$38)
SRQ	Sarasota/Bradenton	\$368	\$230	\$232	\$231	\$520	\$138	\$136	\$137	(\$152)
SEA	Seattle	\$379	\$460	\$465	\$560	\$539	(\$81)	(\$86)	(\$181)	(\$160)
SYR	Syracuse	\$383	\$348	\$347	\$454	\$384	\$35	\$36	(\$71)	(\$1)
TPA	Tampa	\$176	\$201	\$223	\$231	\$414	(\$25)	(\$47)	(\$55)	(\$238)
YYZ	Toronto	\$591	\$539	\$506	\$585	\$607	\$52	\$85	\$6	(\$16)
DCA	Washington DC	\$352	\$234	\$250	\$340	\$404	\$118	\$102	\$12	(\$52)
IAD	Washington DC	\$395	\$234	\$250	\$339	\$409	\$161	\$145	\$56	(\$14)
PBI	West Palm Beach	\$320	\$182	\$232	\$241	\$450	\$138	\$88	\$79	(\$130)

\*These sample airfares were available 7/28/11, based on a 21 day advance purchase and a 3 day stay. Other restrictions may apply. To obtain the most up-to-date pricing information for your travel needs, please contact your travel agent or visit the following web sites: [www.aa.com](http://www.aa.com); [www.airtran.com](http://www.airtran.com); [www.continental.com](http://www.continental.com); [www.delta.com](http://www.delta.com); [www.united.com](http://www.united.com); [www.usairways.com](http://www.usairways.com); [www.travelocity.com](http://www.travelocity.com); [www.orbitz.com](http://www.orbitz.com); or [www.expedia.com](http://www.expedia.com). Airfares are subject to change without notice - and lower airfares are often not available on all dates. Please see our "special airfares" section on our web site for any last minute airfare specials. Sample airfares will be updated each Tuesday.

\$91                      \$68                      \$40                      (\$58)

**Average Fare difference**

**Blue highlighted numbers represent fare differentials in excess of \$35 for GSP, \$70 for CLT, \$100 for ATL, and \$35 for TRI.**

**Asheville Regional Airport**  
**Sample airfares as of 7/28/11**  
**0 Day Advance Purchase, 3 day Stay**

		<u>Difference in Fares</u>								
		<u>ASHEVILLE</u>	<u>ATLANTA</u>	<u>CHARLOTTE</u>	<u>GREENVILLE</u>	<u>TRI-CITIES</u>	<u>ATLANTA</u>	<u>CHARLOTTE</u>	<u>GREENVILLE</u>	<u>TRI-CITIES</u>
ABQ	Albuquerque	\$926	\$753	\$593	\$879	\$763	\$173	\$333	\$47	\$163
ATL	Atlanta	\$540		\$394	\$259	\$560	\$540	\$146	\$281	(\$20)
AUS	Austin	\$786	\$542	\$647	\$524	\$667	\$244	\$139	\$262	\$119
BWI	Baltimore	\$412	\$484	\$317	\$293	\$693	(\$72)	\$95	\$119	(\$281)
BOS	Boston	\$686	\$521	\$327	\$489	\$688	\$165	\$359	\$197	(\$2)
ORD	Chicago	\$386	\$479	\$717	\$379	\$389	(\$93)	(\$331)	\$7	(\$3)
CVG	Cincinnati	\$924	\$575	\$778	\$516	\$1,223	\$349	\$146	\$408	(\$299)
CLE	Cleveland	\$812	\$523	\$802	\$406	\$538	\$289	\$10	\$406	\$274
DFW	Dallas	\$438	\$693	\$1,019	\$473	\$693	(\$255)	(\$581)	(\$35)	(\$255)
DEN	Denver	\$902	\$566	\$848	\$640	\$550	\$336	\$54	\$262	\$352
DTW	Detroit	\$702	\$435	\$660	\$237	\$562	\$267	\$42	\$465	\$140
FLL	Fort Lauderdale	\$526	\$296	\$525	\$393	\$693	\$230	\$1	\$133	(\$167)
RSW	Ft. Myers	\$684	\$623	\$617	\$578	\$677	\$61	\$67	\$106	\$7
BDL	Hartford	\$542	\$703	\$577	\$628	\$499	(\$161)	(\$35)	(\$86)	\$43
IAH	Houston	\$792	\$679	\$924	\$424	\$838	\$113	(\$132)	\$368	(\$46)
IND	Indianapolis	\$653	\$435	\$545	\$612	\$612	\$218	\$108	\$41	\$41
JAX	Jacksonville	\$892	\$426	\$558	\$825	\$976	\$466	\$334	\$67	(\$84)
MCI	Kansas City	\$824	\$558	\$504	\$776	\$675	\$266	\$320	\$48	\$149
LAS	Las Vegas	\$998	\$777	\$709	\$949	\$837	\$221	\$289	\$49	\$161
LAX	Los Angeles	\$960	\$767	\$651	\$905	\$831	\$193	\$309	\$55	\$129
MHT	Manchester	\$695	\$671	\$401	\$591	\$742	\$24	\$294	\$104	(\$47)
MEM	Memphis	\$994	\$428	\$858	\$691	\$675	\$566	\$136	\$303	\$319
MIA	Miami	\$603	\$479	\$657	\$626	\$702	\$124	(\$54)	(\$23)	(\$99)
MKE	Milwaukee	\$573	\$476	\$562	\$537	\$447	\$97	\$11	\$36	\$126
MSP	Minneapolis/Saint Paul	\$794	\$620	\$787	\$474	\$725	\$174	\$7	\$320	\$69
BNA	Nashville	\$424	\$713	\$557	\$274	\$560	(\$289)	(\$133)	\$150	(\$136)
MSY	New Orleans	\$517	\$607	\$504	\$460	\$564	(\$90)	\$13	\$57	(\$47)

LGA	New York	\$439	\$533	\$429	\$440	\$446	(\$94)	\$10	(\$1)	(\$7)
EWR	Newark	\$410	\$767	\$710	\$416	\$692	(\$357)	(\$300)	(\$6)	(\$282)
MCO	Orlando	\$250	\$558	\$409	\$296	\$358	(\$308)	(\$159)	(\$46)	(\$108)
PHL	Philadelphia	\$569	\$672	\$597	\$465	\$579	(\$103)	(\$28)	\$104	(\$10)
PHX	Phoenix	\$551	\$817	\$707	\$446	\$686	(\$266)	(\$156)	\$105	(\$135)
PIT	Pittsburgh	\$541	\$475	\$488	\$438	\$588	\$66	\$53	\$103	(\$47)
PDX	Portland	\$1,004	\$631	\$773	\$892	\$713	\$373	\$231	\$112	\$291
PVD	Providence	\$690	\$665	\$427	\$478	\$684	\$25	\$263	\$212	\$6
RDU	Raleigh/Durham	\$808	\$479	\$418	\$702	\$616	\$329	\$390	\$106	\$192
RIC	Richmond	\$976	\$464	\$488	\$1,001	\$932	\$512	\$488	(\$25)	\$44
STL	Saint Louis	\$569	\$529	\$500	\$474	\$635	\$40	\$69	\$95	(\$66)
SLC	Salt Lake City	\$851	\$725	\$633	\$671	\$647	\$126	\$218	\$180	\$204
SAT	San Antonio	\$814	\$462	\$519	\$747	\$711	\$352	\$295	\$67	\$103
SAN	San Diego	\$964	\$867	\$748	\$913	\$828	\$97	\$216	\$51	\$136
SFO	San Francisco	\$1,010	\$650	\$892	\$905	\$695	\$360	\$118	\$105	\$315
SRQ	Sarasota/Bradenton	\$832	\$524	\$617	\$886	\$991	\$308	\$215	(\$54)	(\$159)
SEA	Seattle	\$1,010	\$767	\$833	\$905	\$740	\$243	\$177	\$105	\$270
SYR	Syracuse	\$803	\$548	\$497	\$836	\$684	\$255	\$306	(\$33)	\$119
TPA	Tampa	\$240	\$478	\$504	\$611	\$838	(\$238)	(\$264)	(\$371)	(\$598)
YYZ	Toronto	\$918	\$1,204	\$507	\$1,016	\$918	(\$286)	\$411	(\$98)	\$0
DCA	Washington DC	\$442	\$525	\$536	\$788	\$700	(\$83)	(\$94)	(\$346)	(\$258)
IAD	Washington DC	\$442	\$663	\$654	\$972	\$854	(\$221)	(\$212)	(\$530)	(\$412)
PBI	West Palm Beach	\$495	\$334	\$563	\$391	\$637	\$161	(\$68)	\$104	(\$142)

\$109      \$83      \$82      \$1

**Average Fare difference**

\*These sample airfares were available 7/28/11, based on a 0 day advance purchase and a 3 day stay. Other restrictions may apply. To obtain the most up-to-date pricing information for your travel needs, please contact your travel agent or visit the following web sites: [www.aa.com](http://www.aa.com); [www.airtran.com](http://www.airtran.com); [www.continental.com](http://www.continental.com); [www.delta.com](http://www.delta.com); [www.united.com](http://www.united.com); [www.usairways.com](http://www.usairways.com); [www.travelocity.com](http://www.travelocity.com); [www.orbitz.com](http://www.orbitz.com); or [www.expedia.com](http://www.expedia.com). Airfares are subject to change without notice - and lower airfares are often not available on all dates. Please see our "special airfares" section on our web site for any last minute airfare specials. Sample airfares will be updated each Tuesday.

**Blue highlighted numbers represent fare differentials in excess of \$35 for GSP, \$70 for CLT, \$100 for ATL, and \$35 for TRI.**

**Schedule Compare Report for all Airlines for Passenger flights between AVL and ALL for Aug11 vs. Aug10**

AI	Ops/Week				Seats/Week			
	Aug11	Aug10	Diff	Pct Chg	Aug11	Aug10	Diff	Pct Chg
US	152	118	34	28.81	8,680	6,314	2,366	37.47
DL	186	172	14	8.14	9,300	8,600	700	8.14
V2	4	0	4	100.00	488	0	488	100.00
AA	14	14	0	0.00	616	616	0	0.00
CO	28	28	0	0.00	1,400	1,400	0	0.00
FL	16	16	0	0.00	1,992	1,872	120	6.41
UA	32	32	0	0.00	1,600	1,600	0	0.00
TOTAL	432	380	52	13.68	24,076	20,402	3,674	18.01

**Schedule Compare Report for all Airlines for Passenger flights between AVL and ALL for Sept11 vs. Sept10**

AI	Ops/Week				Seats/Week			
	Sep11	Sep10	Diff	Pct Chg	Sep11	Sep10	Diff	Pct Chg
FL	14	6	8	133.33	1,638	702	936	133.33
V2	4	0	4	100.00	488	0	488	100.00
UA	32	30	2	6.67	1,600	1,500	100	6.67
CO	36	36	0	0.00	1,800	1,800	0	0.00
DL	154	162	-8	-4.94	7,700	8,100	-400	-4.94
US	104	116	-12	-10.34	5,974	6,374	-400	-6.28
AA	0	14	-14	-100.00	0	616	-616	-100.00
TOTAL	344	364	-20	-5.49	19,200	19,092	108	0.57

**Schedule Compare Report for all Airlines for Passenger flights between AVL and ALL for Oct11 vs. Oct10**

AI	Ops/Week				Seats/Week			
	Oct11	Oct10	Diff	Pct Chg	Oct11	Oct10	Diff	Pct Chg
V2	4	0	4	100.00	488	0	488	100.00
FL	14	12	2	16.67	1,638	1,484	154	10.38
UA	32	30	2	6.67	1,600	1,500	100	6.67
CO	40	40	0	0.00	2,000	2,000	0	0.00
AA	0	14	-14	-100.00	0	616	-616	-100.00
DL	154	168	-14	-8.33	7,700	8,400	-700	-8.33
US	108	122	-14	-11.48	6,054	6,660	-606	-9.10
TOTAL	352	386	-34	-8.81	19,480	20,660	-1,180	-5.71



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## MEMORANDUM

TO: Members of the Airport Authority

FROM: Vickie Thomas, Director of Finance & Accounting

DATE: August 12, 2011

### ITEM DESCRIPTION – Information Section Item B

Asheville Regional Airport – Explanation of Extraordinary Variances  
Month Ended June, 2011 (Month 12 of FY-2011)

### SUMMARY

Operating Revenues for the month of June were \$852,524, 12.44% over budget. Operating Expenses for the month were \$822,290, 13.03% under budget. As a result, Net Operating Revenues before Depreciation were \$217,520 over budget. Net Non-Operating Revenues were \$217,098, 19.29% under budget.

Year-to-date Operating Revenues were \$8,331,090, 5.44% over budget. Year-to-date Operating Expenses were \$6,556,450, 12.62% below budget. Year-to-date Net Operating Revenues before Depreciation were \$1,378,516 over budget. Net Non-Operating Revenues for the year were \$2,247,030, 19.62% over budget.

### REVENUES

Significant variations to budget for June were:

Terminal Space Rentals-Airline	\$13,948	11.68%	Enplanements higher than budgeted
Rental Car-Car Rentals	\$59,479	57.62%	Enterprise volume hit target requiring privilege fee in excess of Minimum Annual Guarantee
Customer Facility Charges	\$10,534	11.25%	Enplanements higher than budgeted
Passenger Facility Charges	(\$62,288)	(32.66%)	June budget high because based on June 2010 actual which included year-end adjustment of PFC Receivables to reflect increased enplanements

Information Section – Item B



## **EXPENSES**

Significant variations to budget for June were:

Personnel Services	\$40,347	12.90%	Year-end adjustment of Accrued Vacation & Sick Pay
Professional Services	\$14,504	65.15%	Timing of Professional Services spending
Repairs & Maintenance	(\$27,496)	(33.32%)	Runway rejuvenation budgeted, but not completed in FY11, partially offset by heavy schedule of maintenance projects in June
Business Development	(\$129,253)	(90.02%)	\$73k of Vision Airlines Business Development not spent plus lower than budgeted spending on other projects

## **STATEMENT OF NET ASSETS**

Significant variations to prior month were:

Cash – Cash increased by \$815k mainly due to the receipt of final Grant Revenues from open AIP projects.

Property and Equipment, Net – Property and Equipment, Net decreased by \$350k mainly due to the current month's depreciation.

Accounts Payable & Accrued Liabilities – Accounts Payable & Accrued Liabilities decreased by \$296k due to final A Gates construction invoices being paid in June.



**ASHEVILLE REGIONAL AIRPORT  
INVESTMENT AND INTEREST INCOME SUMMARY  
As of June 30, 2011**

<u>Institution:</u>	<u>Date of Purchase</u>	<u>Date of Maturity</u>	<u>Interest Rate</u>	<u>Investment Amount</u>	<u>Monthly Interest</u>
Bank of America			0.30%	\$ 4,233,152	901
Petty Cash				100	
NC Capital Management Trust				217,058	7
Wachovia-Gov. Advantage Acct.			0.10%	3,815,057	313
PFC Revenue Account			0.30%	667,486	144
Additional Collateral Fund			0.10%	1,957,700	160
 <u>Restricted Cash:</u>					
CFC Revenue			0.05%	225,021	9
 <u>Commercial Paper:</u>				 0	
<b>Total</b>				<b><u>\$ 11,115,574</u></b>	<b><u>\$ 1,534</u></b>

Investment Diversification:

1.BANKS	46.12%
2.CAP.TRUST	1.95%
3.GOV.ADV.ACCTS.	51.93%
4.COM.PAPER	0.00%
5. FED. AGY	0%
	<u>100.00%</u>

**ASHEVILLE REGIONAL AIRPORT  
STATEMENT OF CHANGES IN FINANCIAL POSITION  
For the Month Ended June 30, 2011**

	<u>Current Month</u>	<u>Prior Period</u>
<b>Cash and Investments Beginning of Period</b>	<b>\$ 10,300,118</b>	<b>\$ 9,864,399</b>
Net Income/(Loss) Before Capital Contributions	(102,379)	(25,243)
Depreciation	349,711	349,711
Decrease/(Increase) in Receivables	248,063	(21,378)
Increase/(Decrease) in Payables	(330,923)	224,069
Decrease/(Increase) in Prepaid Expenses	(8,907)	11,930
Decrease/(Increase) in Long Term Assets	53,258	(147,073)
Principal Payments of Bond Maturities	(35,200)	(35,031)
Contributed Capital	641,833	78,734
<b>Increase(Decrease) in Cash</b>	<b><u>815,456</u></b>	<b><u>435,719</u></b>
<b>Cash and Investments End of Period</b>	<b><u>\$ 11,115,574</u></b>	<b><u>\$ 10,300,118</u></b>

**Asheville Regional Airport Authority**  
**Cost Centers Statement of Revenue, Expenses and Changes in Net Assets**

For the Month Ending June 30, 2011

	June Actual	June Budget	Variance \$	Variance %	YTD Actual	YTD Budget	Variance \$	Variance %	Annual Budget
<b>Operating Revenue:</b>									
Terminal	\$387,756	\$305,719	\$82,037	26.83%	\$3,571,688	\$3,347,801	\$223,887	6.69%	\$3,347,801
Airfield	89,533	79,793	9,740	12.21%	906,296	826,157	80,139	9.70%	826,157
Hangar	80,845	73,074	7,771	10.63%	883,198	818,890	64,308	7.85%	818,890
Parking Lot/Roadway	232,314	242,930	(10,616)	(4.37%)	2,555,433	2,381,418	174,015	7.31%	2,381,418
Land Use Fees	62,076	56,703	5,373	9.48%	414,475	526,920	(112,445)	(21.34%)	526,920
<b>Total Operating Revenue</b>	<b>\$852,524</b>	<b>\$758,219</b>	<b>\$94,305</b>	<b>12.44%</b>	<b>\$8,331,090</b>	<b>\$7,901,186</b>	<b>\$429,904</b>	<b>5.44%</b>	<b>\$7,901,186</b>
<b>Operating Expenses:</b>									
Administrative	\$406,770	\$509,800	(\$103,030)	(20.21%)	\$2,630,238	\$3,177,508	(\$547,270)	(17.22%)	\$3,177,508
Terminal	170,571	161,905	8,666	5.35%	1,721,006	1,956,529	(235,523)	(12.04%)	1,956,529
Airfield	148,350	187,107	(38,757)	(20.71%)	1,461,921	1,561,560	(99,639)	(6.38%)	1,561,560
Hangar	-	-	-	0.00%	1,762	-	1,762	0.00%	-
Parking Lot	39,214	32,008	7,206	22.51%	407,300	384,099	23,201	6.04%	384,099
Rental Car Service Facility	7,228	10,415	(3,187)	(30.60%)	50,164	57,616	(7,452)	(12.93%)	57,616
Land Use Expenses	50,157	44,270	5,887	13.30%	294,059	377,750	(83,691)	(22.16%)	377,750
<b>Total Operating Expenses</b>	<b>\$822,290</b>	<b>\$945,505</b>	<b>(\$123,215)</b>	<b>(13.03%)</b>	<b>\$6,566,450</b>	<b>\$7,515,062</b>	<b>(\$948,612)</b>	<b>(12.62%)</b>	<b>\$7,515,062</b>
<b>Operating Revenue before Depreciation</b>									
	\$30,234	(\$187,286)	\$217,520	(116.14%)	\$1,764,640	\$386,124	\$1,378,516	357.01%	\$386,124
Depreciation	349,711	-	349,711	0.00%	4,196,527	-	4,196,527	0.00%	-
<b>Operating Income(Loss) Before Non-Operating Revenue and Expenses</b>									
	(\$319,477)	(\$187,286)	(\$132,191)	70.58%	(\$2,431,887)	\$386,124	(\$2,818,011)	(729.82%)	\$386,124
<b>Non-Operating Revenue and Expense</b>									
Customer Facility Charges	\$104,159	\$93,625	\$10,534	11.25%	\$943,005	\$840,000	\$103,005	12.26%	\$840,000
Passenger Facility Charges	128,432	190,720	(62,288)	(32.66%)	1,479,525	1,233,800	245,725	19.92%	1,233,800
Interest Revenue	1,542	1,667	(125)	(7.50%)	32,230	20,000	12,230	61.15%	20,000
Interest Expense	(17,035)	(17,035)	-	0.00%	(215,397)	(215,397)	-	0.00%	(215,397)
Sale of Assets	-	-	-	0.00%	7,667	-	7,667	0.00%	-
<b>Non-Operating Revenue-Net</b>	<b>\$217,098</b>	<b>\$268,977</b>	<b>(\$51,879)</b>	<b>(19.29%)</b>	<b>\$2,247,030</b>	<b>\$1,878,403</b>	<b>\$368,627</b>	<b>19.62%</b>	<b>\$1,878,403</b>

<b>Income (Loss) Before Capital Contributions</b>	<u>(\$102,379)</u>	<u>\$81,691</u>	<u>(\$184,070)</u>	<u>(225.32%)</u>	<u>(\$184,857)</u>	<u>\$2,264,527</u>	<u>(\$2,449,384)</u>	<u>(108.16%)</u>	<u>\$2,264,527</u>
<b>Capital Contributions</b>	<u>\$641,833</u>	<u>\$0</u>	<u>\$641,833</u>	<u>0.00%</u>	<u>\$4,547,692</u>	<u>\$0</u>	<u>\$4,547,692</u>	<u>0.00%</u>	<u>\$0</u>
<b>Increase in Net Assets</b>	<u>\$539,454</u>	<u>\$81,691</u>	<u>\$457,763</u>	<u>560.36%</u>	<u>\$4,362,835</u>	<u>\$2,264,527</u>	<u>\$2,098,308</u>	<u>92.66%</u>	<u>\$2,264,527</u>

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

For the Month Ending June 30, 2011

	June Actual	June Budget	Variance \$	Variance %	YTD Actual	YTD Budget	Variance \$	Variance %	Annual Budget
<b>Operating Revenue:</b>									
Terminal Space Rentals - Non Airline	\$16,967	\$15,659	\$1,308	8.35%	\$197,462	\$187,911	\$9,551	5.08%	\$187,911
Terminal Space Rentals - Airline	133,363	119,415	13,948	11.68%	1,308,410	1,189,080	119,330	10.04%	1,189,080
Concessions	18,272	20,059	(1,787)	(8.91%)	149,779	197,200	(47,421)	(24.05%)	197,200
Auto Parking	230,259	232,930	(2,671)	(1.15%)	2,537,023	2,356,958	180,065	7.64%	2,356,958
Rental Car - Car Rentals	162,713	103,234	59,479	57.62%	1,340,472	1,234,860	105,612	8.55%	1,234,860
Rental Car - Facility Rent	48,008	44,884	3,124	6.96%	534,953	523,130	11,823	2.26%	523,130
Commercial Ground Transportation	2,055	10,000	(7,945)	(79.45%)	18,410	24,460	(6,050)	(24.73%)	24,460
Landing Fees	49,454	42,093	7,361	17.49%	477,342	423,037	54,305	12.84%	423,037
FBO'S/SASO'S	80,845	73,074	7,771	10.63%	883,198	818,890	64,308	7.85%	818,890
Building Leases	10,170	11,119	(949)	(8.53%)	122,433	133,430	(10,997)	(8.24%)	133,430
Land Leases	1,915	2,062	(147)	(7.13%)	23,228	24,740	(1,512)	(6.11%)	24,740
Other Leases/Fees	48,512	40,252	8,260	20.52%	471,468	419,740	51,728	12.32%	419,740
Reimbursable Costs	49,991	43,438	6,553	15.09%	266,912	367,750	(100,838)	(27.42%)	367,750
<b>Total Operating Revenue</b>	<b>\$852,524</b>	<b>\$758,219</b>	<b>\$94,305</b>	<b>12.44%</b>	<b>\$8,331,090</b>	<b>\$7,901,186</b>	<b>\$429,904</b>	<b>5.44%</b>	<b>\$7,901,186</b>
<b>Operating Expenses:</b>									
Personnel Services	\$353,096	\$312,749	\$40,347	12.90%	\$3,483,140	\$3,626,342	(\$143,202)	(3.95%)	\$3,626,342
Professional Services	36,766	22,262	14,504	65.15%	290,298	362,250	(71,952)	(19.86%)	362,250
Accounting & Auditing	98	4,000	(3,902)	(97.55%)	19,000	20,000	(1,000)	(5.00%)	20,000
Other Contractual Services	53,655	50,928	2,727	5.35%	590,606	635,138	(44,532)	(7.01%)	635,138
Travel & Training	12,032	12,436	(404)	(3.25%)	106,424	146,150	(39,726)	(27.18%)	146,150
Communications & Freight	5,950	5,395	555	10.29%	60,989	65,336	(4,347)	(6.65%)	65,336
Utility Services	38,680	47,635	(8,955)	(18.80%)	410,621	438,532	(27,911)	(6.36%)	438,532
Rentals & Leases	1,562	1,591	(29)	(1.82%)	14,831	14,695	136	0.93%	14,695
Insurance	15,134	15,583	(449)	(2.88%)	181,606	187,000	(5,394)	(2.88%)	187,000
Repairs & Maintenance	55,017	82,513	(27,496)	(33.32%)	286,940	332,621	(45,681)	(13.73%)	332,621
Advertising, Printing & Binding	29,400	27,919	1,481	5.30%	181,213	185,786	(4,573)	(2.46%)	185,786
Promotional Activities	4,324	4,011	313	7.80%	51,866	62,200	(10,334)	(16.61%)	62,200
Other Current Charges & Obligations	127,278	126,207	1,071	0.85%	189,586	189,584	2	0.00%	189,584
Office Supplies	1,461	1,431	30	2.10%	8,501	17,175	(8,674)	(50.50%)	17,175
Operating Supplies	21,117	24,014	(2,897)	(12.06%)	207,032	314,553	(107,521)	(34.18%)	314,553
Books, Publications, Subscriptions & Meml	1,350	2,185	(835)	(38.22%)	25,106	38,502	(13,396)	(34.79%)	38,502
Contingency	-	9,287	(9,287)	(100.00%)	-	111,448	(111,448)	(100.00%)	111,448
Emergency Repair	1,044	8,333	(7,289)	(87.47%)	21,552	100,000	(78,448)	(78.45%)	100,000
Reimbursable Costs	49,991	43,438	6,553	15.09%	266,912	367,750	(100,838)	(27.42%)	367,750
Business Development	14,335	143,588	(129,253)	(90.02%)	170,227	300,000	(129,773)	(43.26%)	300,000
<b>Total Operating Expenses</b>	<b>\$822,290</b>	<b>\$945,505</b>	<b>(\$123,215)</b>	<b>(13.03%)</b>	<b>\$6,566,450</b>	<b>\$7,515,062</b>	<b>(\$948,612)</b>	<b>(12.62%)</b>	<b>\$7,515,062</b>

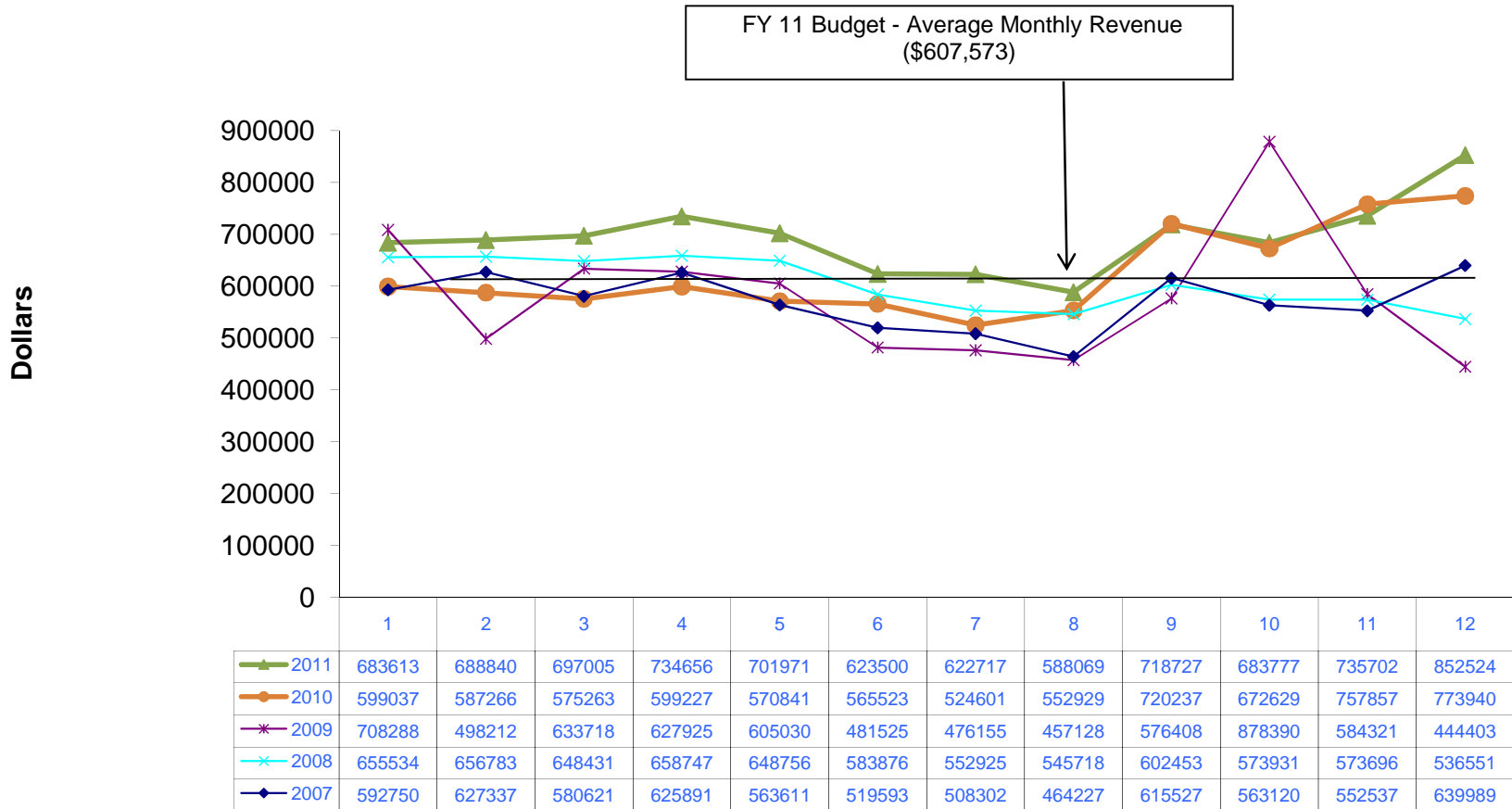
<b>Operating Revenue before Depreciation</b>	\$30,234	(\$187,286)	\$217,520	(116.14%)	\$1,764,640	\$386,124	\$1,378,516	357.01%	\$386,124
Depreciation	349,711	-	349,711	0.00%	4,196,527	-	\$4,196,527	0.00%	-
<b>Operating Income(Loss) Before Non-Operating Revenue and Expenses</b>	(\$319,477)	(\$187,286)	(\$132,191)	70.58%	(\$2,431,887)	\$386,124	(\$2,818,011)	(729.82%)	\$386,124
<b>Non-Operating Revenue and Expense</b>									
Customer Facility Charges	\$104,159	\$93,625	\$10,534	11.25%	\$943,005	\$840,000	\$103,005	12.26%	\$ 840,000
Passenger Facility Charges	128,432	190,720	(62,288)	(32.66%)	1,479,525	1,233,800	245,725	19.92%	1,233,800
Interest Revenue	1,542	1,667	(125)	(7.50%)	32,230	20,000	12,230	61.15%	20,000
Interest Expense	(17,035)	(17,035)	-	0.00%	(215,397)	(215,397)	-	0.00%	(215,397)
Sale of Assets	-	-	-	0.00%	7,667	-	7,667	0.00%	-
<b>Non-Operating Revenue-Net</b>	\$217,098	\$268,977	(\$51,879)	(19.29%)	\$2,247,030	\$1,878,403	\$368,627	19.62%	\$1,878,403
<b>Income (Loss) Before Capital Contributions</b>	(\$102,379)	\$81,691	(\$184,070)	(225.32%)	(\$184,857)	\$2,264,527	(\$2,449,384)	(108.16%)	\$2,264,527
<b>Capital Contributions</b>	\$641,833	\$0	\$641,833	0.00%	\$4,547,692	\$0	\$4,547,692	0.00%	\$0
<b>Increase in Net Assets</b>	\$539,454	\$81,691	\$457,763	560.36%	\$4,362,835	\$2,264,527	\$2,098,308	92.66%	\$2,264,527

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**STATEMENT OF FINANCIAL POSITION**  
As of June 30, 2011

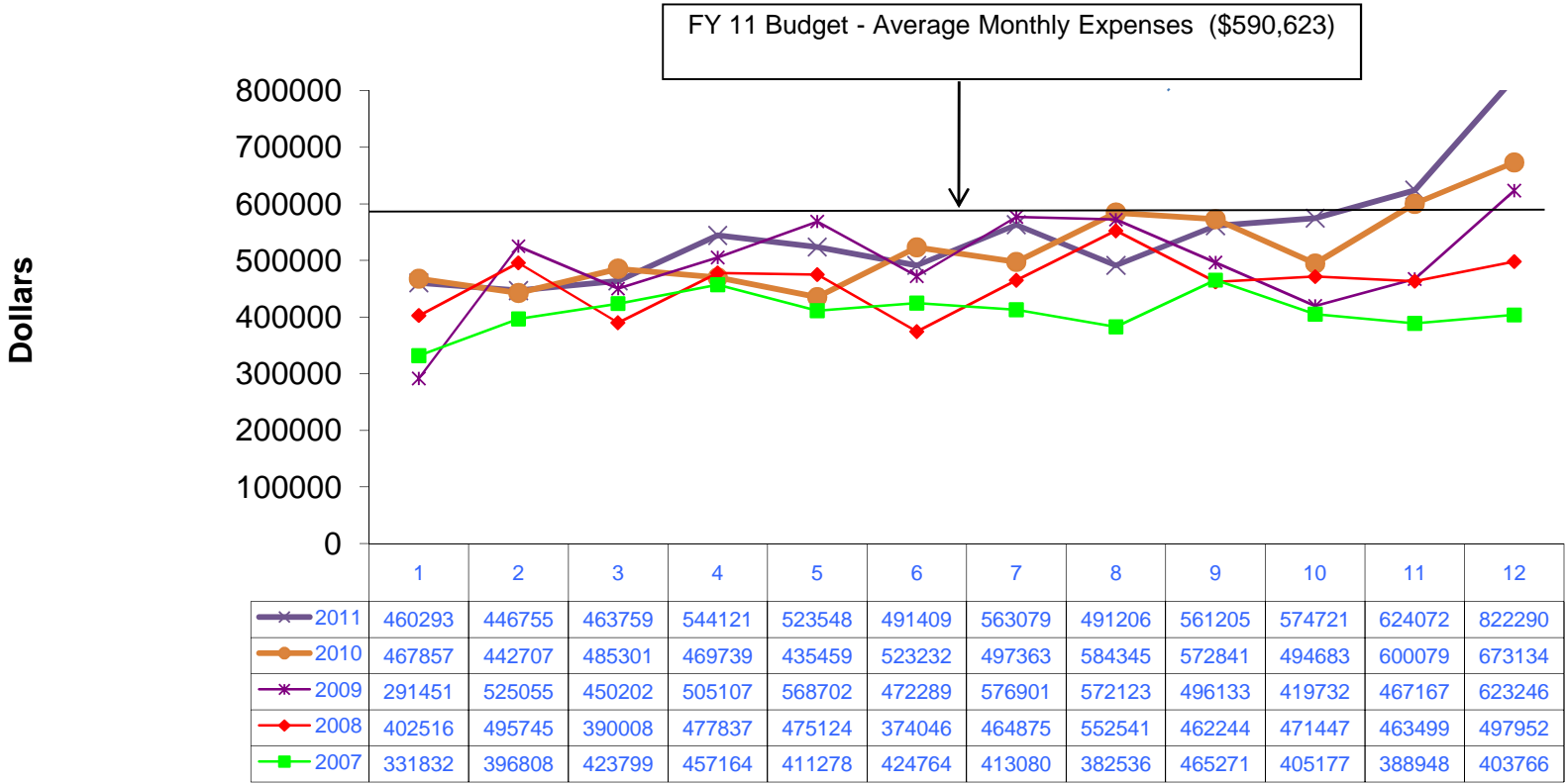
<u>ASSETS</u>	<u>June</u>	<u>Last Month</u>
<b>Current Assets:</b>		
<b>Unrestricted Net Assets:</b>		
Cash and Cash Equivalents	\$10,890,553	\$10,116,982
Accounts Receivable	611,817	596,005
Passenger Facility Charges Receivable	207,000	218,000
Refundable Sales Tax Receivable	175,726	172,342
Grants Receivable	127,694	383,953
Prepaid Expenses	37,120	28,213
Total Unrestricted Assets	<u>12,049,910</u>	<u>11,515,495</u>
<b>Restricted Assets:</b>		
Cash and Cash Equivalents	225,021	183,136
Total Restricted Assets	<u>225,021</u>	<u>183,136</u>
 Total Current Assets	 <u>12,274,931</u>	 <u>11,698,631</u>
<b>Noncurrent Assets:</b>		
Construction in Progress	12,949,850	13,003,107
Property and Equipment - Net	57,615,868	57,965,579
Total Noncurrent Assets	<u>70,565,718</u>	<u>70,968,686</u>
	<u>\$82,840,649</u>	<u>\$82,667,317</u>
 <b><u>LIABILITIES AND NET ASSETS</u></b>		
<b>Current Liabilities:</b>		
<b>Payable from Unrestricted Assets:</b>		
Accounts Payable & Accrued Liabilities	\$674,703	\$971,126
Customer Deposits	750	750
Unearned Revenue	172,504	221,620
Construction Contract Retainages	0	36,190
Revenue Bond Payable - Current	435,890	433,797
Total Payable from Unrestricted Assets	<u>1,283,847</u>	<u>1,663,483</u>
 Total Current Liabilities	 <u>1,283,847</u>	 <u>1,663,483</u>
<b>Noncurrent Liabilities:</b>		
Other Postemployment Benefits	584,737	584,737
Compensated Absences	284,140	232,966
Net Pension Obligation-LEO Special Separation Allowance	(13,913)	(13,913)
Revenue Bond Payable - Noncurrent	3,059,434	3,096,728
Total Noncurrent Liabilities	<u>3,914,398</u>	<u>3,900,518</u>
 Total Liabilities	 <u>5,198,245</u>	 <u>5,564,001</u>
<b>Net Assets:</b>		
Invested in Capital Assets	67,070,394	67,401,971
Restricted	225,021	183,136
Unrestricted	10,346,989	9,518,209
Total Net Assets	<u>77,642,404</u>	<u>77,103,316</u>
	<u>\$82,840,649</u>	<u>\$82,667,317</u>



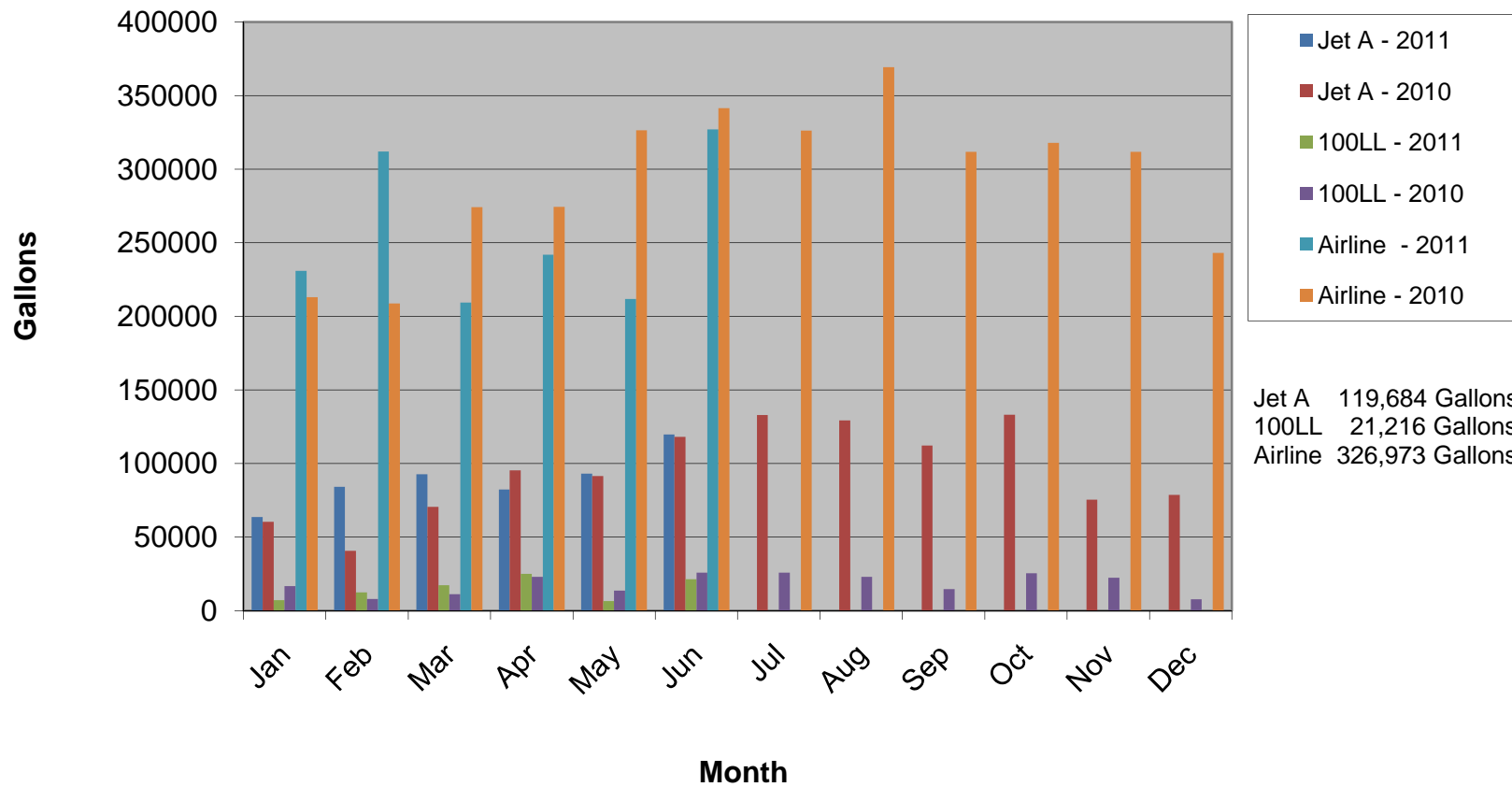
# ASHEVILLE REGIONAL AIRPORT Annual Operating Revenue by Month June 2011



# ASHEVILLE REGIONAL AIRPORT Annual Operating Expenses by Month June 2011



## AVL Fuels Sales - Gallons June 2011



**Asheville Regional Airport Authority  
Construction Capital Carryover Schedule  
As of June 30, 2011**

<b>Project</b>	<b>Board Authorized Amount</b>	<b>Carryover Approved in FY2011 Budget</b>	<b>FY2011 Spending Through 6/30/2011</b>	<b>Cumulative Spending at 6/30/2011</b>
A Gate Terminal Renovation	10,621,272	2,983,265	2,915,832	10,553,839
Landside Roadway and Parking	5,293,995	317,905	255,715	5,231,805
North General Aviation Expansion	3,700,000	309,010	47,640	3,438,630
PC Air and Fixed Ground Power	561,080	553,127	534,991	542,944
	<b>20,176,347</b>	<b>4,163,307</b>	<b>3,754,178</b>	<b>19,767,218</b>

**Asheville Regional Airport Authority**  
**Project Report - August 2011**

Project Number	Project Name	Project Description	Professional Services Consultant	Professional Services Contract	General Contractor	Original Construction Contract	Change Orders (thru 08/01/2011)	Percent of Original Contract	Board Approved Project Cost	Percent Complete	Expensed to Date (thru 08/01/2011)	Start Date	End Date	Current Project Status (as of 08/01/2011)
<b>Planning Phase</b>														
1	B-Gates Renovations	Update current interior decore to have a resembled look to the new Gates 1-3. This will include new terrazzo floor, matching carpet, column wraps and possible airline counters.	N/A	N/A	N/A	N/A	\$0.00	0.00%	\$0.00	0.00%	\$0.00	Oct-11	11-Dec	Bid opening is scheduled for August 2, 2011 at 2:00PM.
2	Airport Master Plan	To update and bring current the plans for development and improvements to promote growth at the airport	Delta Airport Consultants	\$0.00		N/A	\$0.00	0.00%	\$0.00	0%	\$0.00	Sep-11		Pending FAA SOW approval.
<b>Design Phase</b>														
1	Environmental Assessment - New Taxiway Construction and Runway 16/34 Reconstruction	An environmental assessment is needed as a prerequisite to obtain FAA funding. Funding is for the new construction of the additional taxiway and the reconstruction of runway 16/34.	LPA Group	\$193,293.00	N/A	N/A	\$0.00	0.00%	\$212,622.00	95%	\$189,427.14	Sep-10	Spring 2011	Public review has been closed. Awaiting final comments and responses from public agencies.
2	ARFF Facility	Design and construct a new Aircraft Rescue and Firefighting Facility consisting of up to 5 vehicle bays; operations support; dispatch and communication office; training and living spaces.	LPA Group	\$541,409.00	N/A	N/A	\$0.00	0.00%	\$541,409.00	0%	\$0.00	Jul-11	2yrs	Notice to Proceed issued July 2011.
<b>Construction Phase</b>														
1	Westside Area 4 Phase 1 and 1A Construction	Construction for the Westside Project to level land utilizing engineered ash to fill and top with soil embankment/cap for future development.	AVCON	\$290,000.00	Charah	N/A	\$42,750.00	14.74%	\$325,000.00* <i>(project expenses are being reimbursed by Charah through a separate agreement)</i>	75%	\$229,547.09	Jul-10	Dec-11	Total tons placed in Area 4 - 591,801 for the project up through July 2011. Ash placement continues in subcells 5 and 6. A haul road will be constructed to allow entrance to the south end subcell area.
2	Westside Phase 2	Construction for the Westside Project to level land utilizing engineered ash to fill and top with soil embankment/cap for future development.	AVCON	\$349,732.00	Charah	N/A	\$0.00	0.00%	\$349,732.00* <i>(project expenses are being reimbursed by Charah through a separate agreement)</i>	10%	\$38,535.00	Feb-11	Jan-12	Preliminary plans for Phase 2 were reviewed by Charah and approved. AVCON will receive their copy.

# *Airportsurvey.com*



*AVL*

## Airport Facilities Review For 2nd Quarter 2011

# Welcome

- Welcome to the Airportsurvey.com Airport Facilities Review for the recent quarter, a complimentary data set provided to Airportsurvey.com participating airports
- The following slides provide non-weighted scores and ratings based on an independent survey of air travelers
- Note that passenger responses are based on perception, rather than objective assessment
- Value Added Services available from Canmark include:
  - Report analysis
  - Statistical testing
  - Air carrier responses
  - Non-facility responses
  - Tailored comparison sets
  - Passenger demographics
  - Sample size enhancement
  - Targeted and customized reporting
  - Custom survey questions and content

No representations are made as to the completeness or accuracy of information contained herein. Airport facility raw data is available upon request.

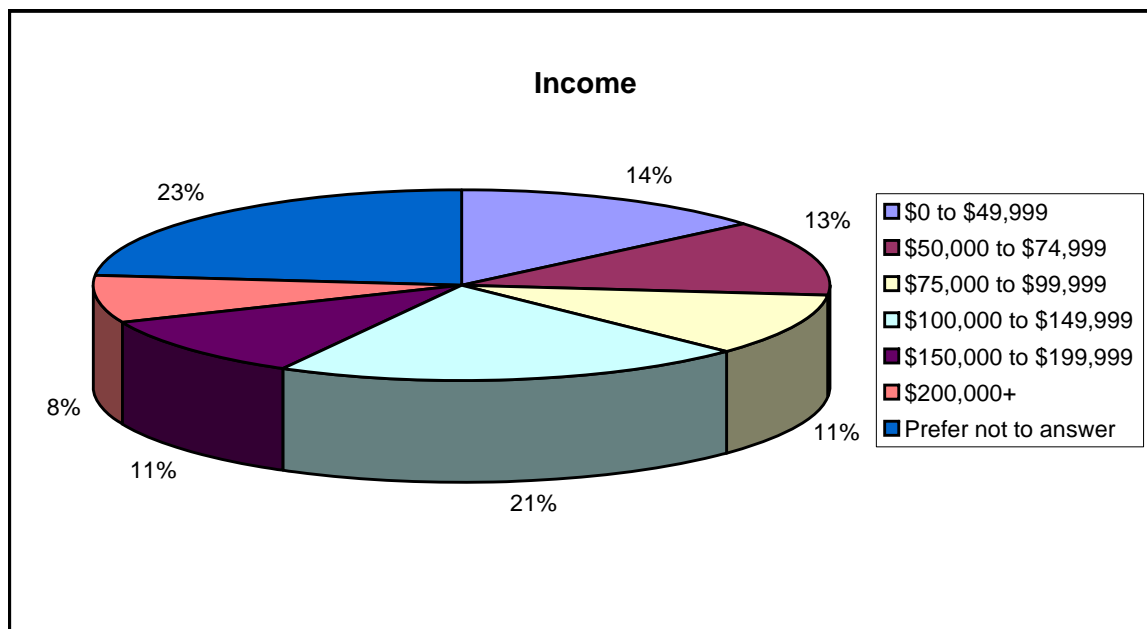
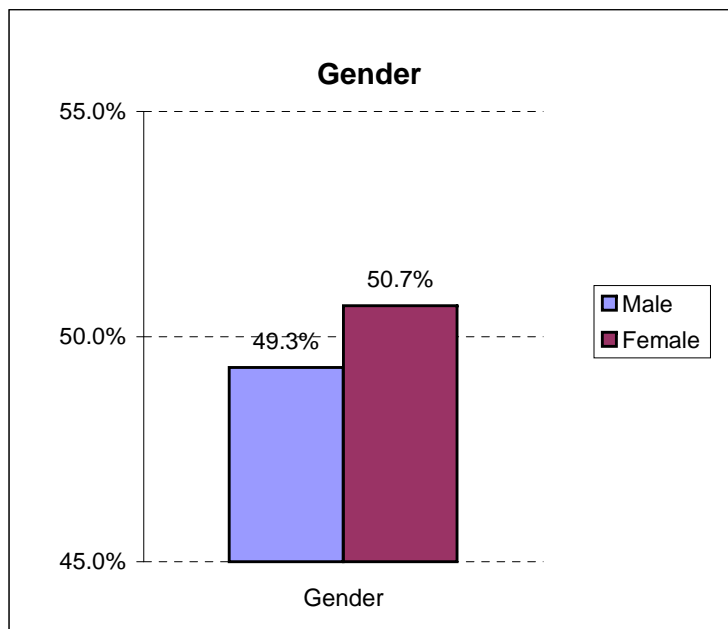
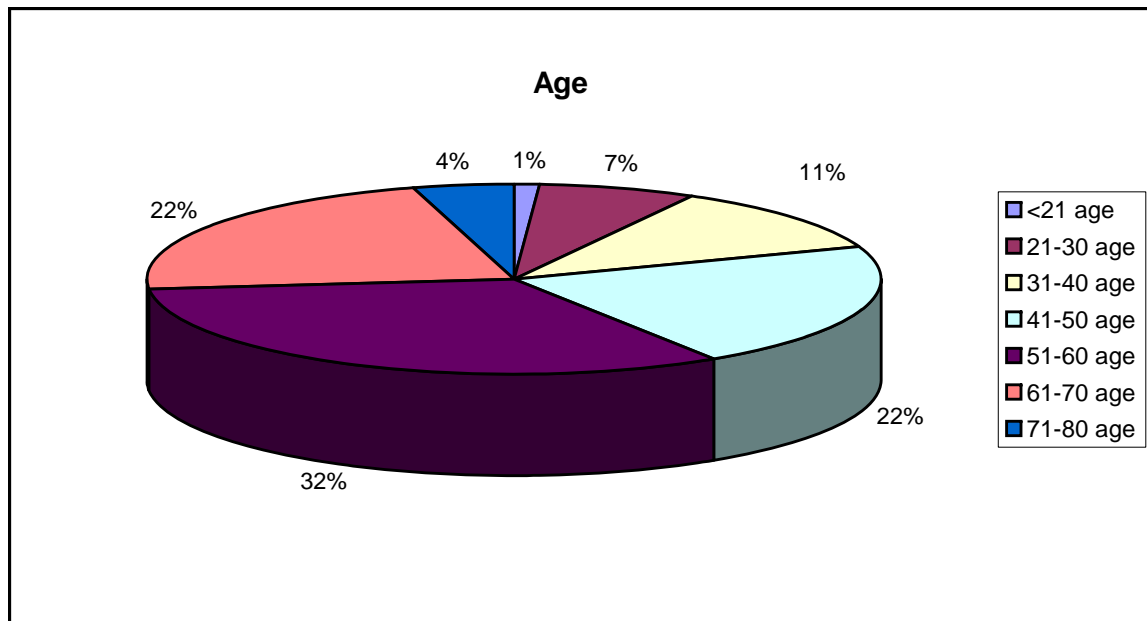
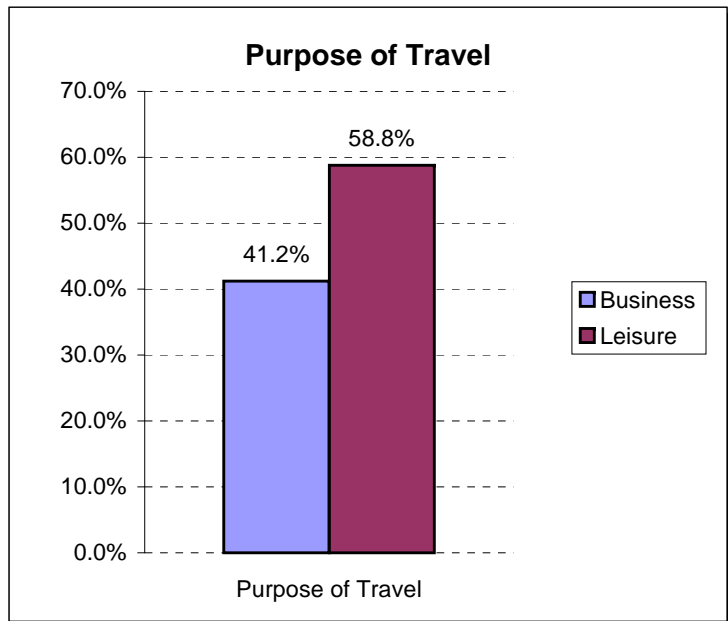


# Overview

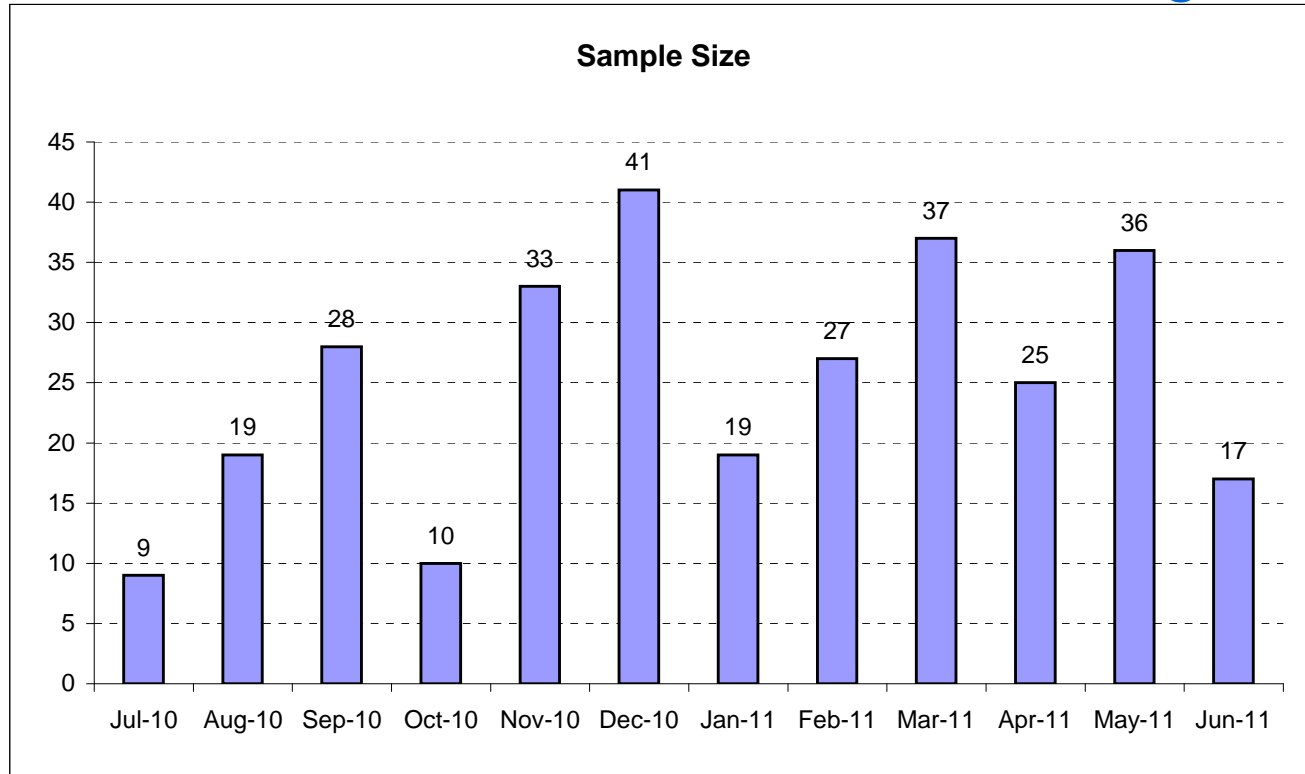
- ***Airportsurvey.com*** is an ongoing, all-inclusive online passenger satisfaction survey program from Canmark Research Center
- Invitations to take the survey are distributed at select airports across the country
- Over 30 airports participate
- Each survey invitation card is single-use, and must reference an actual flight
- Survey distribution occurs approximately three days per month
- Response scale is 1 through 5: Poor, Fair, Good, Very Good, Excellent
- Survey participants have a chance to win round-trip airline tickets
- Response rates vary from 10% to 20% based on location
- Facilities attributes are scored according to check-in airport
- Airports are grouped into three tiers according to DOT originating revenue\*

\*Updated 3rd Quarter 2009

# Passenger Demographics



# General Findings



**Sample is clustered around airport invitation distribution dates.**

**Sample reflects passengers intercepted at arrival airports who rated check-in airport.**

	AVL	Similar	+/-	Pct
Overall	4.30	4.14	0.15	3.6%
Availability of parking	4.04	4.06	(0.02)	-0.4%
Cost of parking	3.55	3.42	0.13	3.6%
Clear, easy to follow signs	4.21	3.95	0.26	6.1%
Cleanliness	4.46	4.21	0.25	5.6%
Restrooms	4.36	4.08	0.28	6.5%
Concessions / restaurants	3.36	3.44	(0.08)	-2.4%
Transportation to your gate / concourse / terminal	4.21	3.91	0.30	7.2%
Security: Wait time at checkpoint	4.50	4.17	0.33	7.3%
Security: Professionalism of personnel	4.54	4.21	0.33	7.3%
Security: Confidence in airport security procedures	4.33	4.00	0.33	7.7%

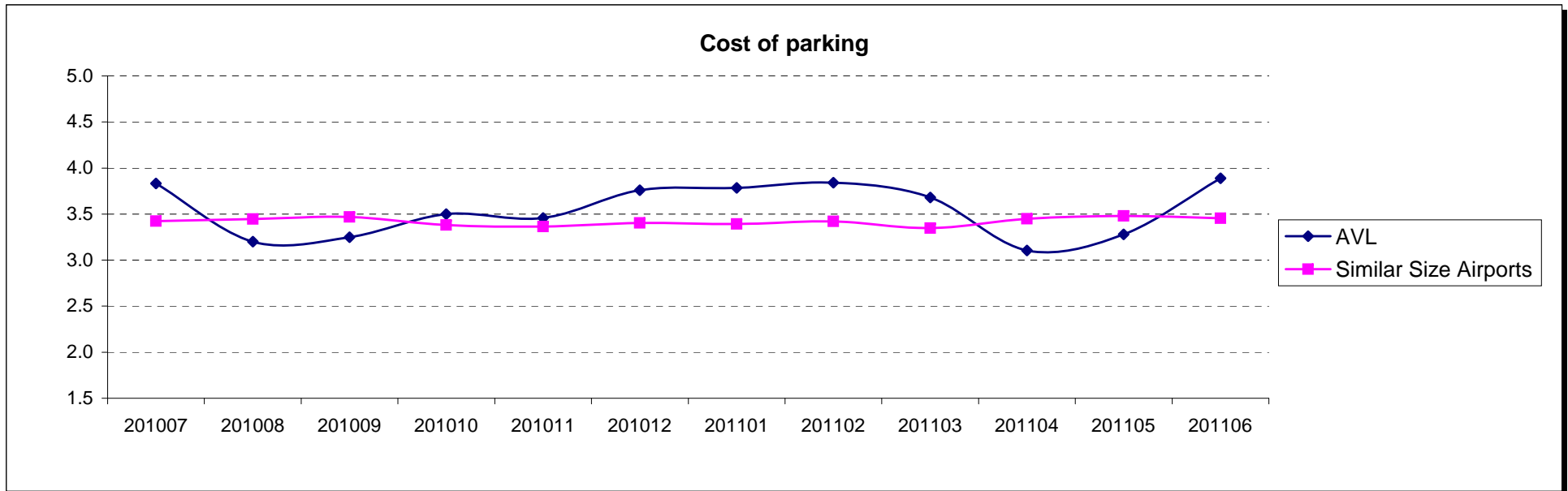
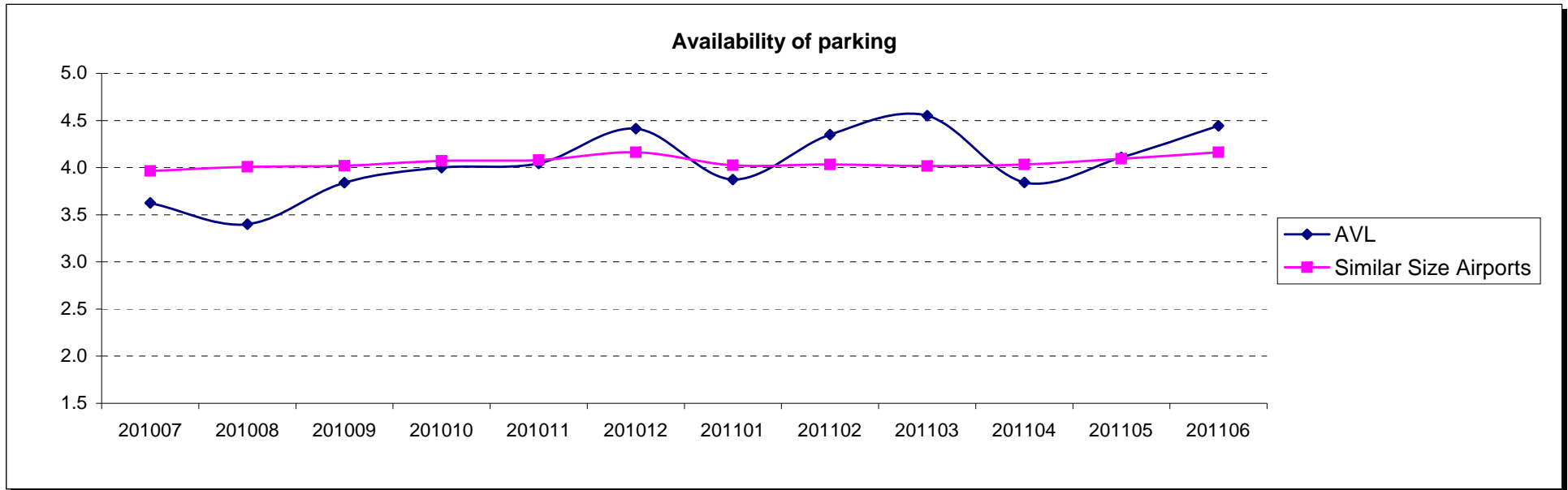
**Statistical means testing not performed on results**

<b>AVL Responses</b>	<b>301</b>
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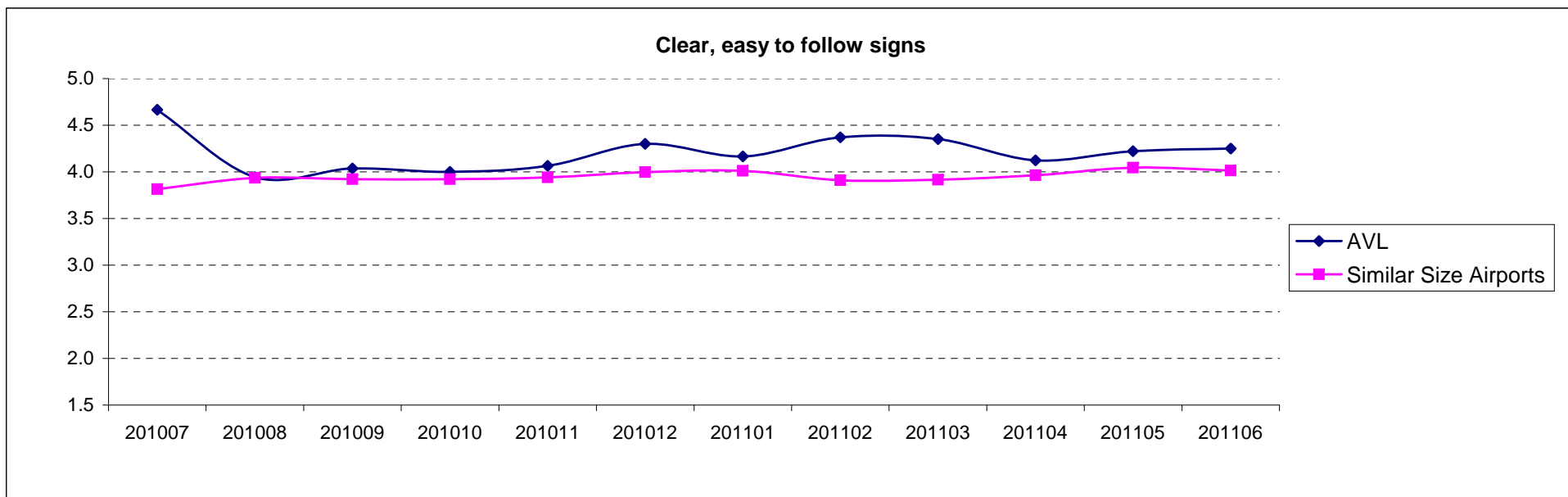
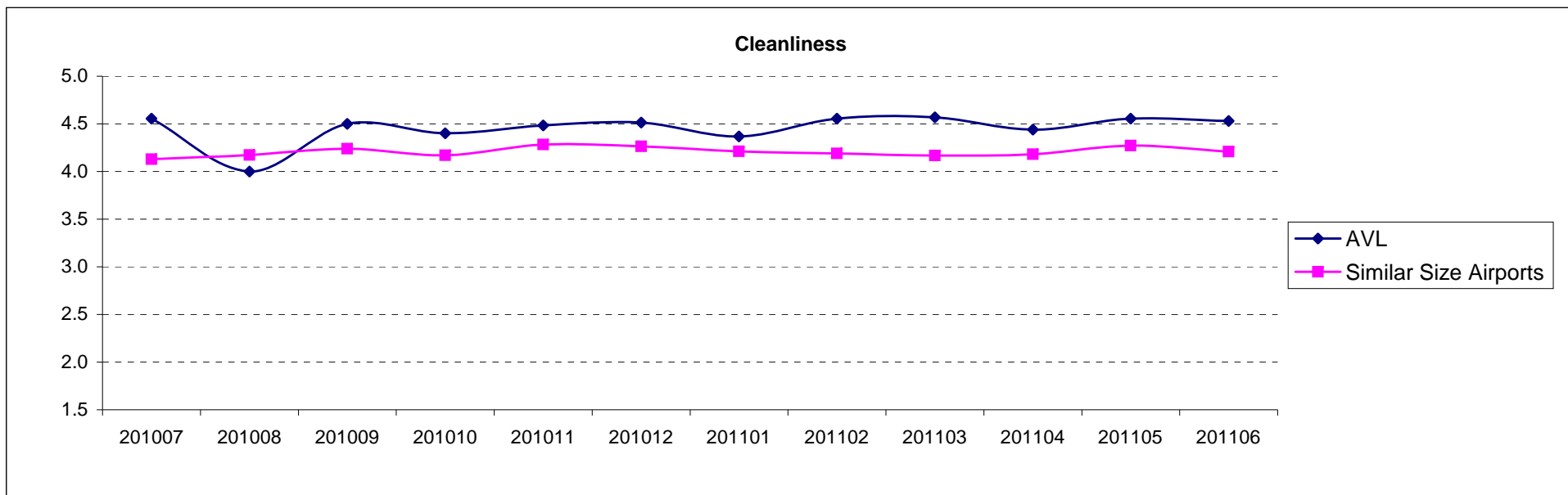
# Overall Satisfaction with Airport Facilities



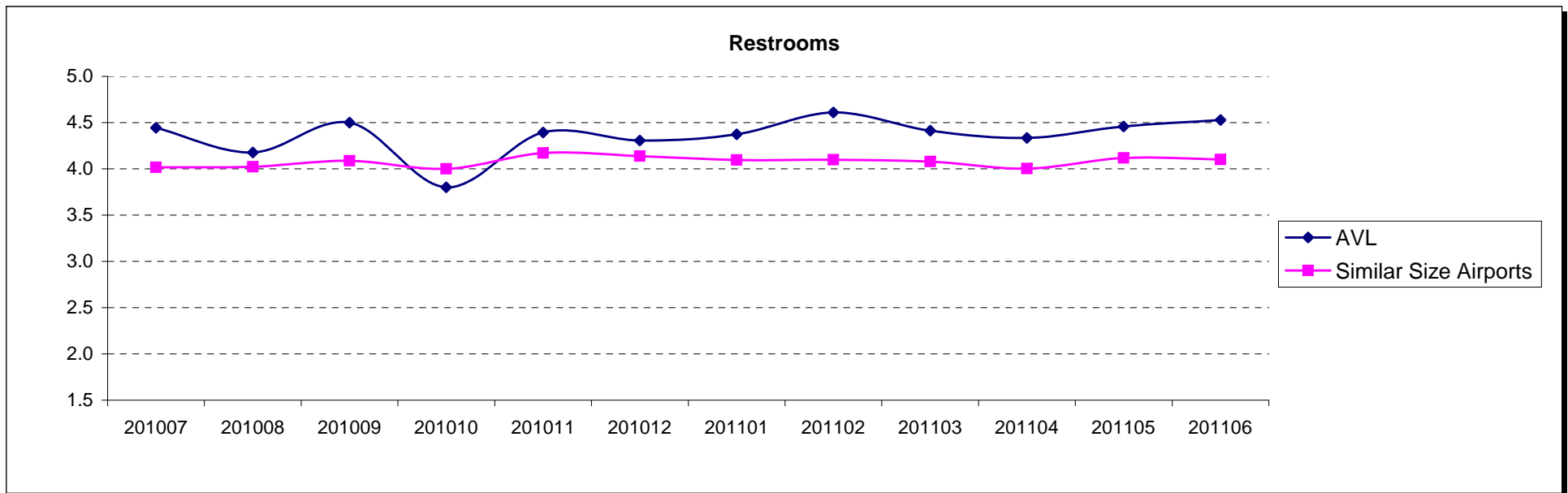
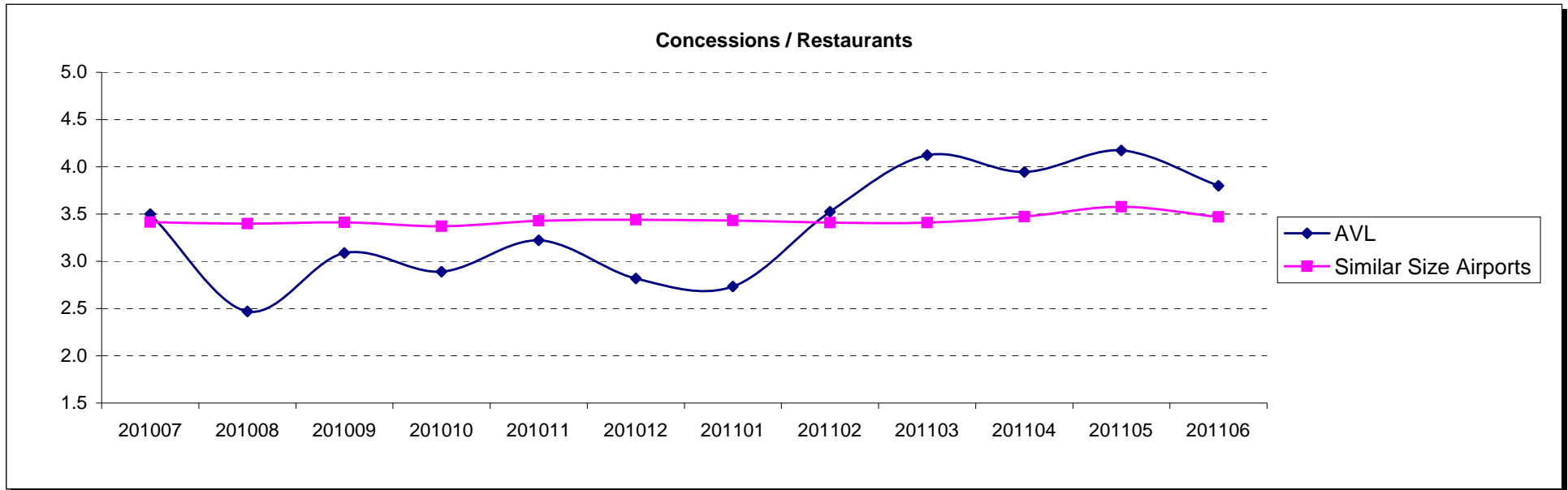
# Parking Satisfaction



# Cleanliness and Signage

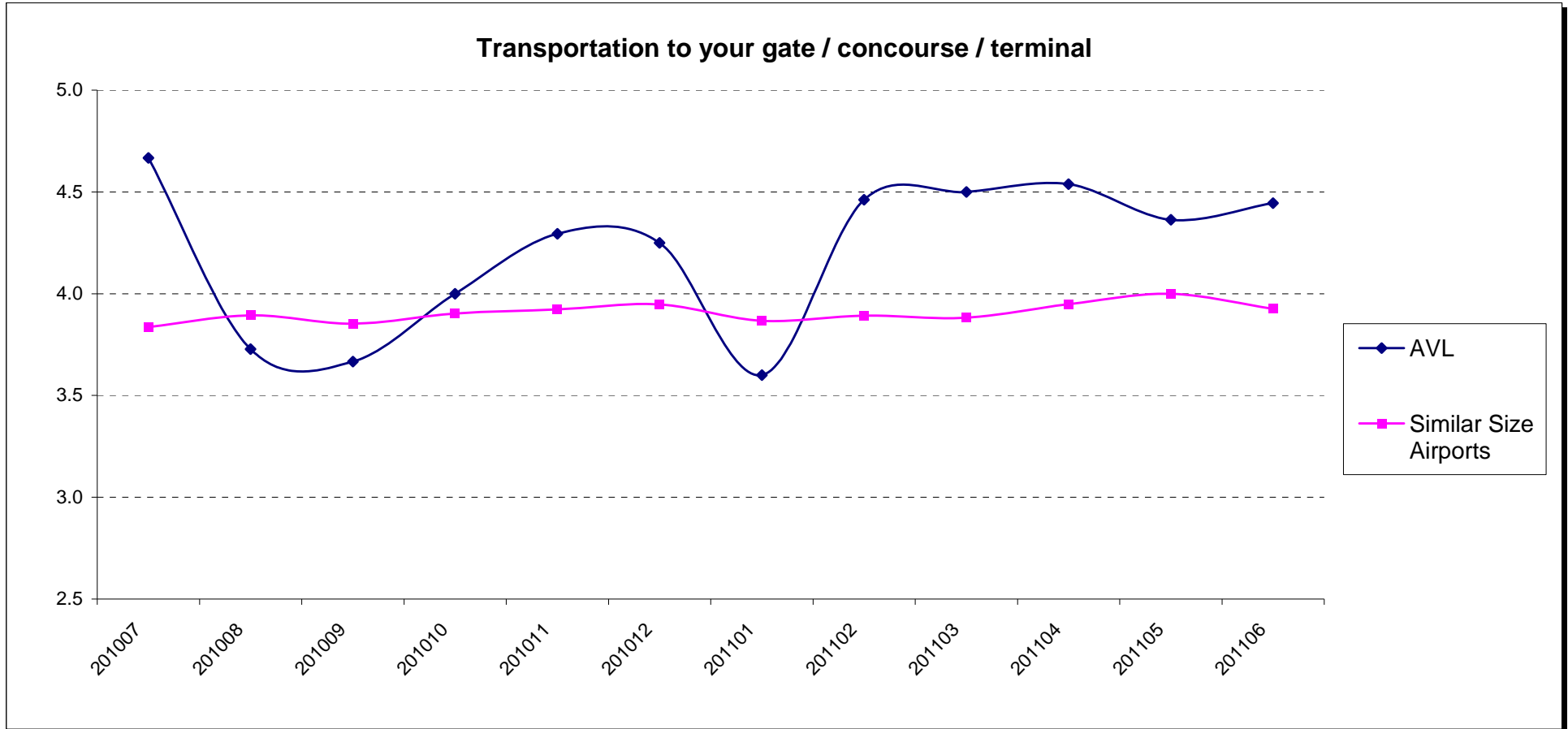


# Concessions and Restrooms

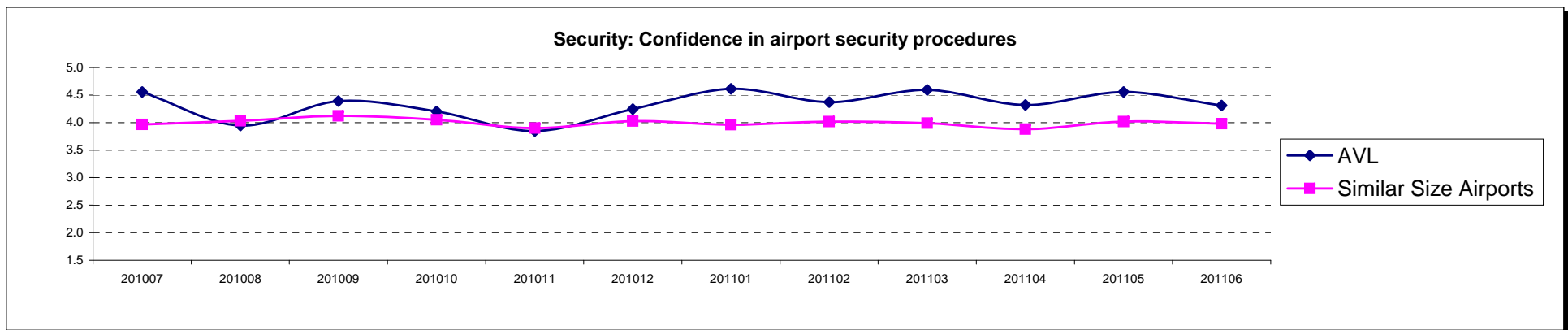
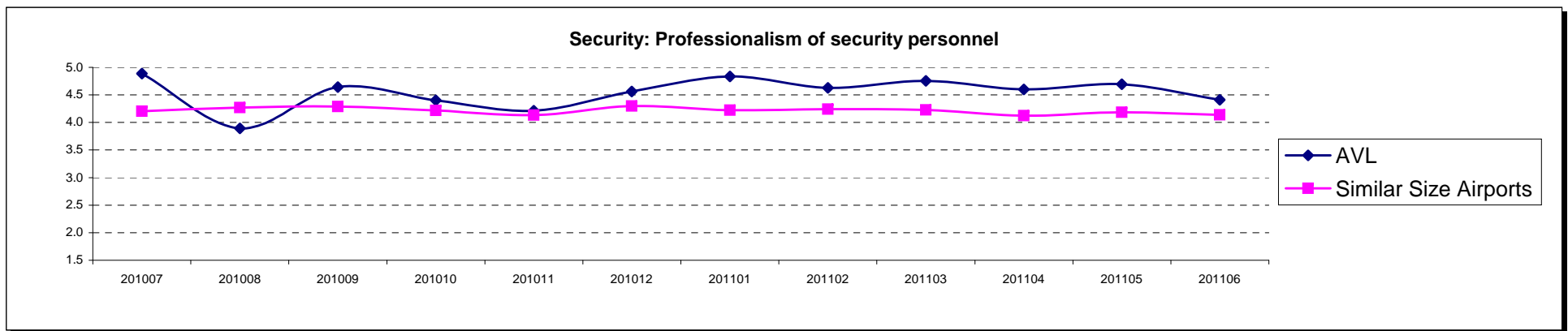
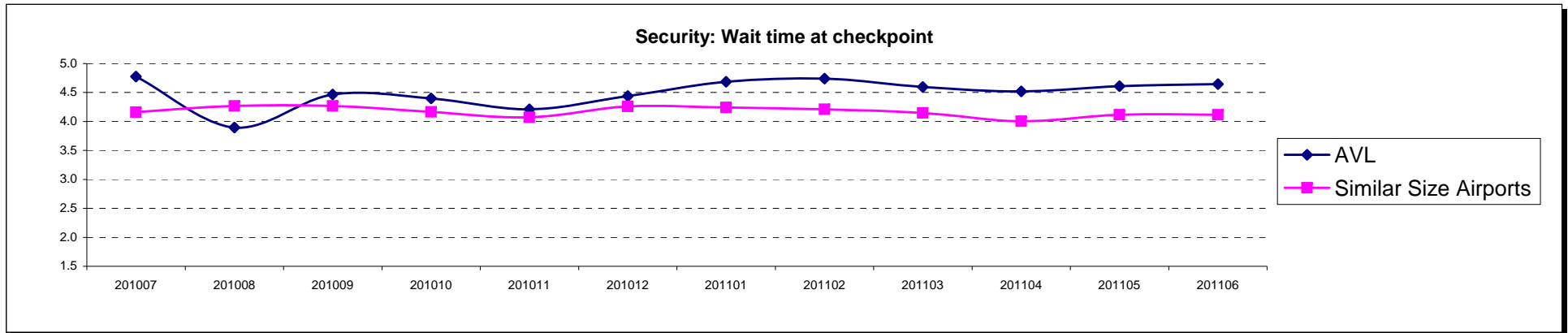




# Transportation to Departure Gate



# Airport Security



# Appendix A - Geographic Breakdown of Respondents

AR	1	TN	4
AZ	3	TX	8
CA	6	WA	5
CO	6		
CT	1		
FL	13		
HI	1		
IA	3		
ID	1		
IL	8		
IN	1		
KS	2		
LA	2		
MA	3		
MD	2		
MI	5		
MN	2		
MO	2		
MT	1		
NC	192		
NJ	6		
NY	3		
OK	2		
OR	1		
PA	3		
SC	7		

Note: Only includes passengers who indicated state of residence

## Appendix B - About Canmark

- Since 1993 Canmark Technologies has combined market research, programming, and technical expertise with thoughtful attention to client needs. Our problem-solving orientation has earned the respect of business clients and market researchers across North America.
- With an experienced staff of technical experts and project managers specializing in various fields of data capture and manipulation, programming and software development, web design and scripting, Canmark is able to leverage superior technology and know-how to support projects of all types and scope in the most cost-effective manner possible.
- Areas of expertise include survey development and delivery, project and data management services, requirements gathering, data sampling, paper and web forms management, custom lasering and printing, distribution logistics, data processing, custom programming for data cleansing, reporting and data analysis, and project consulting.
- We stand ready to meet your data needs, if you have any questions, please do not hesitate to contact us.

# Appendix C - Contacts

Paul Isaacs, President  
pisaacs@canmarktech.com  
1-877-441-2057, ext. 11

