



AGENDA

Asheville Regional Airport Authority Regular Meeting
Friday, February 24, 2012, 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. WELCOME AND SWEARING IN OF NEW BOARD MEMBER – ESTHER MANHEIMER
- III. APPEARANCES: None
- IV. SERVICE AWARD PRESENTATION:
 - A. Jeremy Arthur – 10 Years
- V. PRESENTATIONS: None
- VI. FINANCIAL REPORT ([document](#))
- VII. CONSENT AGENDA:
 - A. Approval of the Asheville Regional Airport Authority December 9, 2011 Regular Meeting Minutes ([document](#))
 - B. Approval of the Asheville Regional Airport Authority December 9, 2011 Closed Session Minutes
 - C. Appointment of Deputy Finance Officer ([document](#))



VIII. OLD BUSINESS: None

IX. NEW BUSINESS:

- A. Approval to Unseal Closed Session Minutes ([document](#))
- B. Approval to Transfer Funds from Operations to Contingency ([document](#))
- C. Approve Contracts for Purchase of Passenger Boarding Bridges and Building Upgrades ([document](#))

X. DIRECTOR'S REPORT:

- A. Contingency Item Transfer
- B. AIP Update
- C. Firehouse Update
- D. Annual Report

XI. INFORMATION SECTION:

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

- A. December, 2011 Traffic Report ([document](#))
- B. December, 2011 Monthly Financial Report ([document](#))
- C. February, 2012 Development/Project Status Report ([document](#))
- D. Airport Facilities Review for Fourth Quarter ([document](#))
- E. Potential Board Items for the Next Regular Scheduled Meeting:
 - Preliminary FY12/13 Budget
 - Audit Contract for FY11/12 Audit

XII. AUTHORITY MEMBERS' REPORTS:

- A. AAAE Aviation Issues Conference Report – Dave Hillier



XIII. PUBLIC AND TENANTS' COMMENTS:

XIV. BUDGET PRESENTATION AND DISCUSSION ([document](#))

XV. CALL FOR NEXT MEETING.

XVI. CLOSED SESSION:

Pursuant to Subsections 143-318.11 (a) (3), (4), and (6) of the General Statutes of North Carolina to Consult with Legal Counsel in Order to Preserve the Attorney Client Privilege, to Discuss Matters Relating to the Location and/or Expansion of Industries or Other Businesses in the Area Served by the Authority, Including Agreement on a Tentative List of Economic Development Incentives that may be Offered by the Authority in Negotiations, and to Consider Personnel Matters.

XVII. ADJOURNMENT.

Respectfully submitted,

Lew Bleiweis, A.A.E.
Airport Director

Approved:

David Hillier
Chairman

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

AIRPORT ACTIVITY

	<u>Month</u>	<u>Variance to Prior Year</u>	<u>Calendar Year to Date</u>	<u>Variance to Prior Year</u>
Passenger Enplanements	27,737	5.4%	362,295	(2.0%)
Aircraft Operations				
Commercial	1,456	(6.8%)	20,909	0.7%
Scheduled Flights	677	(9.6%)		
Flight Cancellations	4			
Seats	38,294	6.3%	493,427	4.1%
Load Factor	72.4%	(0.9%)	73.4%	(5.8%)
General Aviation	2,727	11.6%	37,267	(10.7%)
Military	180	(18.9%)	3,840	(20.4%)

FINANCIAL RESULTS

	<u>Month</u>	<u>Variance to Budget</u>	<u>Fiscal Year to Date</u>	<u>Variance to Budget</u>
Operating Revenues	\$ 658,344	5.3%	\$ 4,434,056	8.1%
Operating Expenses	514,135	(23.7%)	3,160,171	(14.6%)
Net Operating Revenues before Depreciation	<u>\$ 144,209</u>	397.2%	<u>\$ 1,273,885</u>	217.1%
Net Non-Operating Revenues	<u>\$ 150,353</u>	9.2%	<u>\$ 1,286,066</u>	8.1%
Grants:				
FAA AIP Grants	\$ -		\$ -	
NC Dept of Transportation Grants	-		-	
Total	<u>\$ -</u>		<u>\$ -</u>	

CASH

Restricted	\$ 327,072
Designated for O&M Reserve	3,553,272
Designated for Emergency Repair	650,000
Unrestricted, Undesignated	8,464,461
Total	<u>\$ 12,994,805</u>

RECEIVABLES PAST DUE

	<u>Total</u>	<u>1-30 Days</u>	<u>31-60 Days</u>	<u>Over 60 Days</u>
American Airlines	1,166	1,166		
Continental	12,552	11,266		1,286
FAA / TSA	34,114	21,843	12,271	
Express Jet	11,786		11,786	
Piedmont Airlines	353		353	
WNC Regional Economic Development Commission	1,806	361		1,445
Miscellaneous	1,008	408	52	548
Total	<u>\$ 62,785</u>	<u>\$ 35,044</u>	<u>\$ 24,462</u>	<u>\$ 3,279</u>
% of Total Receivables	<u>15.11%</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	\$ 3,280,526

CAPITAL EXPENDITURES

Annual Budget	\$ 9,559,459
Year-to-Date Spending	\$ 475,467

REGULAR MEETING
ASHEVILLE REGIONAL AIRPORT AUTHORITY
December 9, 2011
8:30 a.m.

The Asheville Regional Airport Authority ("Authority") met on Friday, December 9, 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; Martha W. Thompson; Bob Roberts and Bill Moyer

MEMBERS ABSENT: None

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; David Nantz, Director of Operations and Maintenance; Royce Holden, IT Director, Vickie Thomas, Director of Finance and Accounting; Tina Kinsey, Director of Marketing and Public Relations; Suzie Baker, Director of Administration; and Ellen Heywood, Recording Secretary

ALSO PRESENT: Mike Darcangelo, AVCON; Jeff Kirby, LPA/Michael Baker Corp.; Nate Otto, RS&H; Scott Burnette, Asheville Fire Department; and Jeff Richardson, City of Asheville

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

APPEARANCES: None

PRESENTATIONS: None

FINANCIAL REPORT: The Director reviewed the airport activity section of the Executive Summary for the month of October. Enplanements for the month totaled 35,674 which was a decrease of 6.8% over the same period last year. Year to date enplanements totaled 304,442 which is a decrease of 2.7% from last year. The Director further noted that commercial aircraft operations, general aviation, and military

flights were down for the month. Mrs. Thomas reported on the financial results stating that operating revenue for the month was \$785,000 which was 3.2% above budget for the month and operating expenses for the month totaled \$535,000 which was 23.0% below budget. Mrs. Thomas also reviewed the cash position for the month.

CONSENT AGENDA: The Chairman advised the Board that Consent Agenda Item B, Approval of the Asheville Regional Airport Authority October 14, 2011 Closed Session Minutes, would be pulled for review in Closed Session.

A. Approval of the Asheville Regional Airport Authority October 14, 2011 Regular Meeting Minutes:

C. Ratify Award to Purchase a John Deere 7130 Cab Tractor with 30' Alamo Maverick Boom Mower Attachments (Without Bidding):

D. Approval of Revised Records Retention and Disposition Schedule:

E. Ratification of Payment to the North Carolina Department of Revenue:

Mr. Gantt moved to approve Consent Agenda Items A, C, D and E. Mr. Newman seconded the motion and it carried unanimously.

OLD BUSINESS:

A. Update of Joint Fire House Discussion: The Director updated the Board on the progress made on the joint fire house stating that the project had been put on hold for two reasons, the NC280/Aviation Way left-hand turn situation and the Board's decision at the October Board meeting to move forward with obtaining pricing for Passenger Boarding Bridges (PBB's). Staff will be sending out the bid documents for the PBB's soon and expects to bring the contract to purchase to the Board in February or March for approval. The Board will also need to decide at that time how to fund the purchase of the PBB's. The Director then summarized the steps taken by Authority and City staff since the October Board meeting. Authority staff sent a letter to the LPA Group suspending the project for the time being. On November 1st, the NCDOT issued a Request for Proposals (RFP's) for design engineering firms to redesign the I26/NC280 intersection possibly with a diverging diamond. Staff does not know what will transpire and is awaiting more information on this. In early November, the City sent a letter to the state requesting a traffic light pre-emption and the state acknowledged the request and informed the City that an engineering study would need to be conducted. A letter was received from the LPA Group which answered some of the City's questions and that was forwarded to the City for their review. In mid-November, the Director had a

conversation with Mr. Chad Bandy from the NCDOT. Mr. Bandy informed the Director that the City was responsible for conducting an engineering study on the Aviation Way/NC280 intersection. Following this, Airport staff sent a letter to the City informing them that staff would hold off setting up a meeting with The LPA Group and taking a trip to the Charlotte Douglas Airport until more information was known about the NC280/Aviation Way left-hand turn issue. The Director then reviewed maps included in a study performed by W.K. Dickson in 2008 which outlined different concepts for traffic routes into the airport area. The Director noted that the state had never seen these maps. There was a brief discussion on some of the traffic concepts that were shown. The Director advised the Board that he believed the state was looking to begin the I26/NC280 design phase early in 2012 with construction starting in 2013.

Jeff Richardson appeared before the Board and thanked them for the opportunity to be a part of the discussion. Mr. Richardson informed the Board that the City was committed to working with the NCDOT to better understand how far down NC280 their plans will affect the traffic flow, Aviation Way, and the ability for emergency vehicles to exit left from Aviation Way. The Chairman inquired if the City had asked for the engineering study. Mr. Richardson responded that the City had not because at the onset of these discussions, the City had done their own engineering study that was sent to the local DOT representatives. City staff has not met with the DOT to see what else needed to be done, talk about the initial engineering study that was done, or get a timeframe from the DOT as to when they will be able to make a final decision of what it will look like from the I26 exit down to the airport. Mr. Richardson stated he was confident that in the next 30 to 45 days the City could talk with the NCDOT about their plans for the interchange and be a part of that discussion.

Mr. Newman asked for the City's understanding of what the NCDOT wanted for an engineering study. Chief Burnette responded that he had talked with Mr. Bandy of the NCDOT. Mr. Bandy did not have too much information on the City's request as the letter had been sent to the division level of the DOT so Mr. Bandy was not privy to the initial traffic engineering study. Chief Burnette felt that the Aviation Way/NC 280 intersection was a relatively safe intersection and would be ranked 8th out of the City's 12 existing fire station intersections based on history of traffic collisions. Chief Burnette further stated that whatever solution was developed to serve the general aviation area, emergency vehicles would be better able to navigate the area. Chief Burnette has been told by the DOT that when intersections are created, there is precedent to allow for emergency vehicle access.

Mr. Newman asked when the contract for the purchase of the PBB's would come to the Board for approval, and affirmed that if the Authority had to use airport funding for the

PBB's, this could affect the timing for construction of the fire house. The Director responded that staff hoped to have the information on the modifications to the terminal building needed for the PBB's and the contract for the PBB's to the Board for approval in February or March. The Director further stated that Mr. Newman was correct that the construction of the fire house could be delayed if the Authority used airport funding for the purchase of the PBB's.

Mr. Newman commented that he hoped that by the February or March Authority Board meeting there would be some more clarity on the airport's timing for construction of the ARFF facility and that some of the transportation issues would be resolved. The Director responded that he hoped the state would have identified the engineering firm selected for the redesign of the I26/NC280 interchange and that the City and airport would have had an opportunity to meet with them to talk about designs and incorporate entrances and exits coming off the ramps. The Director further stated that he hoped staff would know the costs associated with the PBB's by that time as well so that the Board can make a determination on how to fund the PBB project.

NEW BUSINESS:

A. Adoption of Asheville Regional Airport Five-Year Capital Improvement Plan (CIP) for FY 2013-2017: Mr. Reisman informed the Board that the adoption of the five-year CIP for FY2013-2017 was required by the FAA to determine projects eligible for FAA funding. It is a planning and administrative tool only and does not approve any projects or contracts. The proposed CIP is based upon capital projects that were identified in the 2005 Terminal Area Plan study. However, as priorities change the CIP changes and is reviewed each year. Mr. Reisman further advised the Board that the new Master Plan would be the document to identify capital projects needed and would be used in the future to establish the five-year CIP each year. Mr. Reisman briefly reviewed some of the projects listed on the CIP including the PBB project that was moved up to 2012. Staff anticipates that funding will likely come from AIP Entitlements in lieu of construction of the ARFF facility which has been moved down to 2013. Also reviewed was the Airport Improvement Program which is listed beginning in 2013. The CIP takes into account construction over a four year period rather than 7 years as previously documented in the Letter of Intent (LOI) to the FAA due to the fact that the FAA prefers a shorter pay as you go program. Mr. Reisman also reviewed the design of a parking garage beginning in FY2016 and commented that staff was not entirely sure that the Authority would fund the project through the CIP in the way it was programmed. Staff included the project on the CIP to show the significance of the project to the FAA. Mr. Reisman also advised the Board that at the bottom of the CIP was a note regarding funding. Mr. Reisman explained that all of the items that are

Entitlement funded receive 95% federal funds and 5% local funds. With all of the items listed in the Airfield Improvement Program, staff is proposing 85% come from federal funds and 15% come from airport funds. This is consistent with information in the LOI submitted to the FAA. Mr. Reisman also briefly reviewed the carry-over funds.

Mr. Roberts questioned if the FAA would fund the parking garage. The Director responded that the FAA would not fund a parking garage. Mr. Roberts asked what the plan was for funding. Mr. Reisman replied that even though staff would not be asking the FAA to fund the parking garage, the FAA looks at a CIP to see what projects are worthy of funding. The FAA likes to see airports being responsible in terms of where the airport is putting their money and it also helps the FAA understand what projects the airport needs help funding. Mr. Reisman further stated that there are several options for funding the parking garage such as using airport funds, bonds, borrowing, or by agreement with a parking system such as Standard Parking where they would fund construction in return for a long-term agreement to operate the garage.

The Chairman inquired about the Wright Brother's Way extension listed in FY2016 and Mr. Reisman responded that this was an extension of the existing road into the north GA area but was dependent upon what the state does with the I26/NC280 interchange.

Mr. Moyer moved to adopt the Five-Year Capital Improvement Plan for FY2013-2017 as presented for submission to the FAA. Mr. Roberts seconded the motion and it carried unanimously.

B. Approve Scope of Services and Fee with RS&H Architects-Engineers-Planners, Inc. for Passenger Boarding Bridge Replacement Project – Phase 2:

Mr. Reisman advised the Board that staff has moved forward with the design and bidding of the PBB's. The first phase of the project is the package to bid the PBB's. Phase 2 of the project is for the design and bidding services associated with the improvements that need to be made to the existing building structure. The bridges will be bid separately and installed by a different contractor, however, modifications will be needed to connect the bridges to the building. Modifications are significant enough to require the use of an architect. The alternative would be to continue to ground board passengers for gate 4 and staff anticipates this happening for gates 5-6. Staff is leaning towards utilizing AIP funds for this project. It is necessary to incur the design fees up front in order to be able to bid this phase of work and obtain the total project cost to bring back to the Board at the February or March meeting for approval. Staff is taking measures to ensure that all costs incurred on this project remain eligible for reimbursement of FAA entitlement funding if that is the direction the Board decides to

take. Mr. Reisman requested the Board approve the Scope of Services with RS&H and 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>
Capital Improvements	\$0	\$110,079
Totals	<u>\$0</u>	<u>\$110,079</u>

This will result in a net increase of \$110,079 in the appropriations. To provide the additional revenue for the above, revenues will be revised as follows:

REVENUES:

	<u>Decrease</u>	<u>Increase</u>
Transfer from ARAA		
Cash/Investments	\$0	\$110,079
Totals	<u>\$0</u>	<u>\$110,079</u>

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 9th day of December, 2011.

David Hillier, Chairman

Attested by:

Jeffrey A. Piccirillo, Secretary-Treasurer

Mr. Gantt moved to approve Scope of Services 11 with RS&H in the amount of \$110,079.00, authorize the Airport Director to execute any necessary documents, and amend the FY11/12 budget as presented by staff. Mr. Moyer seconded the motion and it carried unanimously.

C. Resolution Designating Branch Banking and Trust Company and First Citizens Bank and Trust Company as Official Depositories: Mr. Roberts requested to be recused due to a conflict of interest. Mr. Newman moved to recuse Mr. Roberts from the deliberation and participation in any vote thereon. Ms. Thompson seconded the motion and it carried unanimously.

Mr. Roberts left the Board Room.

Mrs. Thomas advised the Board that NC General Statutes requires that all Authority funds be deposited only in banks that the Authority Board has designated as "official depositories." The Authority's current depositories are Bank of America and Wells Fargo but both banks have an excess of cash and are not offering high returns on the Authority's funds. Staff has looked at other qualified banks that have financial stability and recommends BB&T and First Citizens. In order to conduct business with these banks, the Board has to designate them as official depositories. This will allow the Authority to better diversify the investments. Mrs. Thomas requested the Board approve the following Corporate Resolution:

WHEREAS, it is the desire of the Authority Board that all public funds of the Asheville Regional Airport Authority (hereafter the "Authority") be deposited in a secure, efficient and effective manner;

WHEREAS, it is the responsibility of the Finance Officer, who is appointed by and serves at the pleasure of the Authority Board, to supervise the receipt, custody and disbursement of the public funds of the Authority;

WHEREAS, Branch Banking and Trust Company and First-Citizens Bank & Trust Company are qualified to be official depositories for the Authority pursuant to G.S. 159-31 and have selected to secure their uninsured public deposits under the "Pooling Method", which is a collateral pool under which each public depositor's uninsured deposits are secured with securities held by the State Treasurer's agent in the name of the State Treasurer.

NOW, THEREFORE, BE IT RESOLVED, by the Authority Board of the Asheville Regional Airport Authority that:

Section 1. Branch Banking and Trust Company and First-Citizens Bank & Trust Company (hereafter the "Official Depositories") are hereby designated as official

depositories of the Authority. The Finance Officer of the Authority shall be and is hereby authorized and directed to deposit funds of the Authority in the Official Depositories in the name and to the credit of the Asheville Regional Airport Authority.

Section 2. As required by G.S. 159-25(b), all checks, drafts, or orders of the Authority drawn against said funds shall be authorized and signed as appropriate by the following (hereinafter the "Authorized Signers"):

- a. One of the following officers:
Finance Officer or
Deputy Finance Officer;
and countersigned by
- b. One of the following:
Airport Director, or
Director designated by the Airport Director

The names and signatures of the Authorized Signers shall be duly certified by the Clerk to the Authority Board to the Official Depositories as from time to time may be necessary and no check, draft, or order drawn against the Official Depositories shall be valid unless so signed or authorized.

Section 3. Upon opening accounts with the Official Depositories, the Finance Officer must:

- a. Give written instructions that the proceeds from all checks payable to the order of the Authority shall be deposited to the credit of the Asheville Regional Airport Authority and that under no circumstance may such an item be converted into cash.
- b. Verify the method currently used by the depository to collateralize the public deposits and stay informed of any change in methods as the result of conversions to a different method or as the result of merger of depositories;
- c. Notify the depositories at the time any new deposit accounts are opened or a certificate of deposit is purchased that the accounts are public deposit accounts subject to the collateralization requirements;
- d. File a "Notification of Public Deposit" (Form INV-91) with each depository and provide a copy to the State Treasurer as of June 30 of each year;

- e. Execute such other forms and documentation with provisions consistent with this resolution as may be reasonably required by the Official Depositories to establish the accounts;
- f. Report the amount of deposits and investments and such other information as may be required on the semi-annual reports on Form LGC 203 required to be filed with the Local Government Commission pursuant to G.S. 159-33; and
- g. Comply with other requirements of law, regulation or sound banking practice and with any requirements described in the State Treasurer's publication, The Collateralization of Public Deposits in North Carolina.

Section 4. Certified copies of this resolution shall be provided to the Official Depositories herein designated.

Adopted this 9th day of December, 2011.

David Hillier, Chairman

Attested by:

Jeffrey A. Piccirillo, Secretary-Treasurer

Mr. Moyer moved to approve the Corporate Resolution as presented by staff. Ms. Thompson seconded the motion and it carried by a 6 to 0 vote.

Mr. Roberts returned to the Board Room

D. Approval of Amended Purchasing/Procurement Policy: The Director informed the Board that the current Purchasing/Procurement Policy is being amended to address the approval authority of the Airport Director. The current policy provides authorization for the Director to approve any type of procurement, not to exceed the actual or estimated amount of \$50,000. The current policy limits the Airport Director to transferring no more than \$10,000 between budget ordinance line items, and no more than three times in between Board meetings.

The amended policy will do three things. First, it will keep authorization for purchasing at \$50,000 but adjust it annually by the CPI. It would allow the Airport Director to procure capital budget items that have been approved in the Budget by the Board with the exclusion of capital improvements. It would also allow the Airport Director to transfer money between budget line items in the Ordinance up to the spending limit of \$50,000. This amended policy helps the Airport Director manage the budget more effectively. There is no fiscal impact because the budget is already approved by the Board.

Mr. Newman stated that the policy allows the Airport Director to procure capital budget items but excluding capital improvements and asked for clarification. The Director responded that when staff prepares the budget, there is a section for the Capital budget, and it is broken down into capital improvements, capital outlays, and small repairs and replacement capital outlays. Capital improvements or construction can range up to millions of dollars and the Director is not looking for those kinds of decisions to be made without Board approval.

Mr. Roberts commented that the CPI is a commonly used index, however it has been near zero the past few years. Mr. Roberts questioned if it would be better to consider a percentage of the budget rather than following the CPI, so that as the budget grows, the dollar amount grows. The Chairman stated that he had similar thought. He felt that adjusting the number to a formula means the number is always moving and he thought it would be better to delete the CPI, keep the number at a set number such as \$50,000, and the Board can change that number in the future.

Mr. Roberts asked what the policy was at other airports. The Director responded that there was no standard but that he had checked with the City and the County and found that the City Manager has a \$90,000 purchasing authority within the constraints of the budget, and the County Manager has no limit as long as it is within the budget or follows state statutes.

Mr. Moyer commented that he believed there should be a limitation on the ability to move money between budgeted line items without the approval of the Board. The Chairman asked if any movement between line items would be subject to Board approval or rejection at the next meeting. The Director responded that this was correct and that this was mainly for the contingency line item. Contingency has to be separated out on the Budget Ordinance so if there are unplanned repairs this would give staff the ability to move money out of contingency. Staff does not usually move money from one department line item to another, it is really the contingency line item.

Mr. Moyer stated that the language makes it sound like you can. Ms. Thomas stated that the language can be changed so that it just says between contingency rather than all line items. Ms. Thomas also clarified for the Chairman that the law does not require staff to get approval of money moved between line items at the next meeting but that staff must just notify the Board of the move at the next meeting.

The Chairman commented that maybe the consensus of the Board was to limit the line item movement to contingency items and to remove the CPI language and asked if there was a motion to approve the policy with these two changes.

Mr. Roberts felt that as the budget grew, the approval amount should grow and that the Board needs to look at this periodically and review. The Chairman noted that the Director suggested \$50,000 and that if the Director felt the number needed to be higher he should speak up. The Director stated that if the CPI language were to be removed and the Board was willing to increase the amount to \$60,000, he would like to move forward with that and have the Board review it over the years.

Mr. Moyer moved to approve the amended Purchasing/Procurement Policy with the Director's authorized amount changed from \$50,000 to \$60,000, the removal of the reference to the CPI, and limitations on line item changes to only contingency up to the Director's authorized spending limit, and authorize the Airport Director to implement the changes effective December 9, 2011. Mr. Roberts seconded the motion and it carried unanimously.

DIRECTOR'S REPORT:

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

A. February Board Meeting Date Change: The Director stated that there was a proposal on the table to change the February Board meeting to February 3 or combine it with the Budget Workshop/Retreat on February 24. The Director asked for the Board's opinion on this matter. There was a brief discussion of the February Board meeting dates as well as the January Board meeting not being necessary at that time. The consensus of the Board was to pencil in the meeting for February 3 and decide in mid-January if the meeting could be combined with the Budget Workshop/Retreat on February 24.

B. Banking Status Quo: The Director advised the Board that last spring staff had approved a resolution to move the banking from Bank of America to Wells Fargo. Since that time, Wells Fargo raised their banking fees and lowered interest so staff did not move forward with this. Staff will keep the daily banking accounts at Bank of America and the banking resolution approved in New Business Item C will allow staff to move some investment banking to the other banks.

C. ARN Nominations: The Director reported that Airport Revenue News has a conference each year, and companies and airports are nominated for their concession programs. Asheville Regional Airport and Paradies have been nominated for four awards: Airport with Best Concession Program Design; Airports with the Best Customer Service; Best New Food and Beverage Concept with a Large Food and Beverage Operator; and Best Restaurant Design with a Large Food and Beverage Operator. The winners will be announced in February.

D. 401/404 Approval and Mitigation Credits Paid: The Director advised the Board that as part of the westside fill project and potential taxiway expansion, staff worked with the Army Corps of Engineers and the state for permits. The 401/404 permits have been issued. The project required that some of the wetlands be mitigated elsewhere in the community and the total cost for this was \$427,525, all of which was paid by Charah. There are still wetlands to mitigate if we move forward with construction of a parallel taxiway and the Authority would pay for those permits.

E. NC Tax Audit and Implications: Consent Agenda Item E, which was approved earlier by the Board, authorized payment to the state for errors in sales tax reporting for out of state vendors and some contractors. These reporting errors were found as a result of a tax audit and have been corrected with internal corrections in place on our purchasing forms for future purchases.

F. Employee Raises: The Director reported that employees were given only 70% of their salary adjustments in July due to uncertainties with regard to revenue and enplanements. On November 12th, employees received the remaining 30% of their adjustments.

G. Parking Lot Fee Increase: The Director informed the Board that in the FY11/12 budget which was approved by the Board, staff included the ability to institute an increase in parking lot fees. Staff did not move forward with the increase but did stop the 20 minutes of free parking and added the cell phone lot. Staff is proposing moving forward with budget approved increases in parking lot. If implemented, there

will also be one day free if paying for six days. Standard Parking estimates that if an increase in rates is implemented on January 1st, an estimated \$125,000-\$129,000 in additional revenue will be generated for the remainder of the fiscal year, or between \$250,000-\$260,000 annually. Staff is now ready to implement the increase with acknowledgement by the Board of the increase. Staff does not believe this slight increase will be detrimental to passengers but could always recant in the future.

H. B Gates Renovation: Renovations to the B Gates are finished for the most part and the Director offered to take the Board members on a tour after the meeting. There are a few punch list items remaining, including the PA system and installing the LCD screens. The project also came in under budget.

I. American Airlines Bankruptcy: The Director informed the Board that American Airlines had declared bankruptcy and may not return to Asheville for seasonal service in the summer. They are current with the rent for their office space. The airport periodically receives PFC money, which is slightly past due at the present.

J. Leigh Fisher Article: An article was available at the Board members' seats for their information entitled New Drivers of Airline Profitability.

K. New Concession: The Director mentioned a new chair massage company called Massage on the Run that will operate, under a trial basis, at the airport during peak times on certain days of the week. The chair massage will cost \$1.00 per minute and will be located on the secure side.

L. Cart Rentals: As mentioned at a previous Board meeting, Smarte Carte left the Asheville Regional Airport due to a lack of profitability. David King, Guest Services Supervisor, put together a proposal to buy carts and have Guest Services manage the program. Ten carts were purchased for a total cost of \$750.00 and will rent for \$5.00 each, however if the customer returns the cart, they receive \$4.00 back. If someone other than the customer returns the cart, that person shall receive \$2.00.

M. Allegiant Air: Allegiant had a great turnout for their inaugural flight. The first inbound flight from Orlando was one of the most successful Allegiant has ever had. Allegiant also commented that Asheville was one of their easiest start-ups and the Director thanked staff for all the work that was done.

N. Paradies Landside: The Director informed the Board that Paradies would be taking some of their storage space near their lobby kiosk to build 3 walls into that

storage area to take the tables from the lobby floor and use this new area for seating. They will have pre-made Boars Head sandwiches to sell landside as well. They have also agreed to install vending machines near Guest Services to sell refreshments when the concession area is closed. Staff is hoping to see these improvements within the next few months.

INFORMATION SECTION: Mr. Roberts commented that AirTran did well for enplanements in October and asked if there was any hope for them staying on in Asheville. The Director responded that four more cities were named to lose AirTran/Southwest service so he did not believe it was possible that they would stay in Asheville.

AUTHORITY MEMBERS' REPORTS: The Chairman reported that without the authority of the rest of the Board, he spoke with Mayor Bellamy when he saw her at the event when President Obama was in Asheville. The Chairman asked about retaining Mr. Newman on the Authority Board even though he would no longer be on City Council, all in the context of the pending legislation. At that time, the Mayor advised the Chairman that this was a matter for City Council to determine. Mr. Newman confirmed that a position on the Authority Board was a highly coveted position but did not know at which meeting the City Council would discuss this. Mr. Newman did send an e-mail to City Council letting them know that there were a couple of issues under discussion by the Authority Board and that he was willing to keep serving until the end of his term. Mr. Newman did not know what City Council would decide.

PUBLIC AND TENANTS' COMMENTS: None

The Chairman called for a break at 10:00 a.m.

The Board reconvened at 10:08 a.m.

CLOSED SESSION: At 10:08 a.m. Mr. Piccirillo moved to go into Closed Session pursuant to Subsections 143-318.11(a)(3) and (4) of the General Statutes of North Carolina, to consult with legal counsel in order to preserve the attorney-client privilege and to discuss matters relating to the location and/or expansion of industries or other businesses in the area served by the Asheville Regional Airport Authority, including agreement on a tentative list of economic development incentives that may be offered by the Asheville Regional Airport Authority in negotiations. Mr. Gantt seconded the motion and it carried unanimously.

Mr. Gantt left the meeting at 10:18 a.m.

Open Session resumed at 10:22 a.m.

APPROVAL OF ASHEVILLE REGIONAL AIRPORT AUTHORITY OCTOBER 14, 2011 CLOSED SESSION MINUTES: Mr. Piccirillo moved to approve the Asheville Regional Airport Authority October 14, 2011 Closed Session Minutes, 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. Moyer seconded the motion and it carried by a 6 to 0 vote.

CALL FOR NEXT MEETING:

The Chairman advised the Board that the January 20, 2012 Authority Board meeting would not be necessary at this time. The next regular meeting of the Authority Board will be on Friday, February 3, 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. Newman moved to adjourn the meeting at 10:23 a.m. Mr. Moyer seconded the motion and it carried by a 6 to 0 vote.

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: February 24, 2012

ITEM DESCRIPTION – Consent Agenda Item C

Appointment of Deputy Finance Officer

BACKGROUND

North Carolina General Statutes require that all checks, purchase orders and contracts be signed by the Finance Officer or a properly designated Deputy Finance Officer. Currently, the Board has appointed Vickie Thomas as the Finance Officer. However, no Deputy Finance Officer has been appointed as a backup. To insure that required documents can be signed as required by state law, Staff recommends that the Board appoint Lew Bleiweis as a Deputy Finance Officer.

ISSUES

None

ALTERNATIVES

The Authority Board could decide to not to appoint a Deputy Finance Officer or could choose to appoint another individual to the Deputy Finance Officer position.

FISCAL IMPACT

None

RECOMMENDED ACTION

It is respectfully requested that the Airport Authority Board resolve to appoint Lew Bleiweis as a Deputy Finance Officer.

Consent Agenda – Item C



MEMORANDUM

TO: Members of the Airport Authority

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

DATE: March 24, 2012

ITEM DESCRIPTION – New Business Item A

Approval to Unseal Closed Session Minutes

BACKGROUND

The Board approved the Disposition of Authority Board Closed Session Minutes Policy at the April 15, 2011 Authority Board Meeting. The policy provides for the review of the preceding year's Closed Session Minutes at the first Authority Board meeting of each calendar year.

The Director has reviewed those Closed Session Minutes and has provided a recommendation for the unsealing of those certain minutes. The minutes recommended to be unsealed are of a business matter that has come to fruition and is no longer of a confidential nature.

ISSUES

None

ALTERNATIVES

The Board can decide to keep all Closed Session Minutes sealed.

FISCAL IMPACT

None

New Business – Item A



RECOMMENDED ACTION

It is respectfully requested that the Airport Authority Board resolve to unseal those portions of Closed Session Minutes as designated and recommended by the Airport Director.



MEMORANDUM

TO: Members of the Airport Authority

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

DATE: February 24, 2012

ITEM DESCRIPTION – New Business Item B

Approval to Transfer Funds from Operations to Contingency

BACKGROUND

Staff recently purchased a new runway friction tester to aid in proper snow removal operations and to replace an antiquated piece of equipment. The cost of this equipment was \$6,529. The Director of Operations and Maintenance has identified funds within the Operations Department Budget Ordinance line item to cover the cost of this equipment. It was not a budgeted item. Because the equipment is over \$5,000 it has to be classified as "equipment and small capital outlay" and cannot come directly out of the Operations Department budget. Contingency funds were used to make the purchase.

At the December 9, 2011 Board meeting, the Board approved changes to the Authority's purchasing policy allowing the Airport Director to transfer funds out of the Contingency appropriation line item but no others without approval. Approval is being requested to allow a transfer of \$6,529 from the Operations Department budget back to Contingency to cover the expense of this purchase.

ISSUES

None

ALTERNATIVES

The Board could decide not to approve the budget transfer and the expense of the equipment purchase will be funded from the Contingency budget line item.

New Business – Item B



FISCAL IMPACT

No impact. Staff is transferring \$6,529 from the Operations Department Budget Ordinance line item to Contingency Budget Ordinance line item.

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>
Operations Department	\$6,529	\$0
Contingency	\$0	\$6,529
Totals	<u>\$6,529</u>	<u>\$6,529</u>

This will result in no 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 24th day of February, 2012.

David Hillier, Chairman

Attested by:

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: February 24, 2012

ITEM DESCRIPTION – New Business Item C

Approve Contracts for Purchase of Passenger Boarding Bridges and Building Upgrades

BACKGROUND

At the October 14th, 2011 Airport Board Meeting, staff presented the Board with issues concerning the needed replacement of three Regional Boarding Ramps (RBR's) at Gates 4-6 with new Passenger Boarding Bridges (PBB's) similar to those at Gates 2-3. The Board authorized staff to proceed with the planning and bidding phases of this project with the knowledge that full associated costs would be brought back before the Board for further approval once obtained. The estimated cost of the project was \$1.5M dollars for all phases and associated consulting costs.

At the December 9th, 2011 Airport Board Meeting, the Board approved a Scope of Services and Fee with RS&H Architects-Engineers-Planners, Inc. for design and bidding services associated with the necessary terminal building upgrades in the amount of \$110,079. Additionally, the cost of design and bidding services associated with the bidding of the passenger boarding bridges phase of the project was \$18,000.00, which was initially paid from the Development Department's Architectural/Engineering budget line item, but which will be reimbursable through the FAA AIP grant for this project.

On February 1st, 2012, bids were received for the passenger boarding bridges. Bids were received from two passenger boarding bridge manufacturers, and the low bidder was Thyssen Krupp Airport Systems in the amount of \$1,198,681.00.



Bids for the building upgrade portion of the project were received February 21st, 2012. Five bids were received from contractors, with the low bidder being GoForth Builders, Inc. in the amount of \$445,000.00. The Bid Tabulation sheets are attached.

ISSUES

There are no issues associated with this project.

ALTERNATIVES

Although the Board previously rejected the idea of returning to ground level uncovered aircraft boarding, this alternative still exists should the Board desire to not proceed with this project.

FISCAL IMPACT

The total cost for all phases and services associated with this project, including the passenger boarding bridges, building upgrades, architectural/engineering services, testing, and a construction allowance is \$1,854,044.00. Of this cost, \$1,668,640.00 will be funded with Entitlement Funds, and \$185,404.00 will be funded with Airport Funds.

Given the postponement of the construction of the Aircraft Rescue Firefighting Facility, Capital Improvement Funds budgeted for that project in the current fiscal year are being partially re-allocated to the passenger boarding bridge project.

RECOMMENDED ACTION

It is respectfully requested that the Airport Authority Board resolve to (1) award contract for the purchase and installation of three passenger boarding bridges to Thyssen Krupp Airport Systems in the amount of \$1,198,681.00; (2) award contract for the passenger boarding bridge building upgrades to GoForth Builders, Inc. in the amount of \$445,000.00, for a total combined contracts cost of \$1,643,681.00, plus a construction allowance of five percent (5%) in the amount of \$82,284.00; and (3) authorize the Airport Director to execute all of the necessary documents.

Attachments

Asheville Regional Airport Authority - Bid Tabulation

Project Name: **Passenger Boarding Bridge Equipment**

Date/Time: **Wednesday, February 01, 2012 2:00PM**

	Company Name & Address	Acknowledgement of Addendum(s)	Bid Bond	Base Bid w/o Tax	Tax (6.75%)	Total
1	ThyssenKrupp Airport Systems 3201 N. Sylvania Ave. Suite 117 Fort Worth, TX 76111	Yes	5%	\$1,158,110.00	\$40,571.00	\$1,198,681.00
2	JBT AeroTech Jetway Systems 440 Graham Dr. Coppell TX 75019	Yes	5%	\$1,343,243.00	\$81,757.00	\$1,425,000.00
3						
4						

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



Date:

2-16-12

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

Both Bid Packages provided copies requested, Non-Collusion document signed, Verification is notarized, Affidavit signed.
Bid Bond for both companies provided the document per required at 5% of project cost with Asheville Airport designee.

Asheville Regional Airport Authority - Bid Tabulation

Project Name: Passenger Boarding Bridge Building Upgrades

Date/Time: Tuesday, February 21, 2012

2:30PM

	Company Name & Address	Acknowledgement of Addendum(s)	Bid Bond	Non-Collusion Affidavit	Total
1	John W. Abbott Constructin Inc. 348 Hazel Mill Road Asheville, NC 28806	Yes	Yes	Yes	\$599,000.00
2	Kearey Builders Incorporated PO Box 5159, 1210 Davie Ave. Statesville, NC 28677	Yes	Yes	Yes	\$472,700.00
3	Greene Building Corporation 2111 Rehobeth Church Road Shelby, NC 28150	Yes	Yes	Yes	\$681,000.00
4	GoForth Builders 190 Charlotte Highway Asheville, NC 28803	Yes	Yes	Yes	\$448,000.00
5	Carolina Specialties Construction PO Box 825 Hendersonville, NC 28792	Yes	Yes	Yes	\$518,297.00

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



Date:

2-23-12

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



MEMORANDUM

TO: Members of the Airport Authority
FROM: Lew Bleiweis, A.A.E., Airport Director
DATE: February 24, 2012

ITEM DESCRIPTION – Information Section Item A

December, 2011 Traffic Report – Asheville Regional Airport

SUMMARY

December 2011 overall passenger traffic numbers were up 4.9% compared to the same period last year. Passenger traffic numbers reflect a 5.4% increase in passenger enplanements from December 2010. Enplanements for Fiscal Year to Date total 208,178.

AIRLINE PERFORMANCE

AirTran Airways: AirTran's December 2011 enplanements increased by 18% compared to December 2010. There were no flight cancellations for the month.

Continental Airlines: Year over Year passenger enplanements for Continental in December 2011 were up by 7.4%. There were no flight cancellations for the month.

Delta Airlines: Delta's December 2011 enplanements decreased by 3.4% compared to December 2010. There were no flight cancellations for the month.

United Airlines: In December 2011, United Airlines saw an increase in enplanements by 9.9% over the same period last year. There were no flight cancellations for the month.

US Airways: US Airways' December 2011 passenger enplanements represent a 0.9% increase. There were four (4) flight cancellations for the month.

Monthly Traffic Report Asheville Regional Airport

December 2011



Category	Dec 2011	Dec 2010	Percentage Change	*CYTD-2011	*CYTD-2010	Percentage Change	*MOV12-2011	*MOV12-2010	Percentage Change
Passenger Traffic									
Enplaned	27,737	26,315	5.4%	362,295	369,576	-2.0%	362,295	369,576	-2.0%
Deplaned	<u>27,691</u>	<u>26,543</u>	4.3%	<u>359,382</u>	<u>366,184</u>	-1.9%	<u>359,382</u>	<u>366,184</u>	-1.9%
Total	55,428	52,858	4.9%	721,677	735,760	-1.9%	721,677	735,760	-1.9%
Aircraft Operations									
Airlines	276	103	168.0%	3,476	1,160	199.7%	3,476	1,160	199.7%
Commuter /Air Taxi	<u>1,180</u>	<u>1,460</u>	-19.2%	17,433	19,605	-11.1%	17,433	19,605	-11.1%
Subtotal	<u>1,456</u>	<u>1,563</u>	-6.8%	<u>20,909</u>	<u>20,765</u>	0.7%	<u>20,909</u>	<u>20,765</u>	0.7%
General Aviation	2,727	2,443	11.6%	37,267	41,752	-10.7%	37,267	41,752	-10.7%
Military	<u>180</u>	<u>222</u>	-18.9%	<u>3,840</u>	<u>4,823</u>	-20.4%	<u>3,840</u>	<u>4,823</u>	-20.4%
Subtotal	<u>2,907</u>	<u>2,665</u>	9.1%	<u>41,107</u>	<u>46,575</u>	-11.7%	<u>41,107</u>	<u>46,575</u>	-11.7%
Total	4,363	4,228	3.2%	62,016	67,340	-7.9%	62,016	67,340	-7.9%
Fuel Gallons									
100LL	7,500	7,752	-3.3%	185,190	216,837	-14.6%	185,190	216,837	-14.6%
Jet A (GA)	61,839	78,653	-21.4%	1,192,838	1,137,293	4.9%	1,192,838	1,137,293	4.9%
Subtotal	<u>69,339</u>	<u>86,405</u>	-19.8%	<u>1,378,028</u>	<u>1,354,130</u>	1.8%	<u>1,378,028</u>	<u>1,354,130</u>	1.8%
Jet A (A/L)	<u>225,479</u>	<u>243,081</u>	-7.2%	<u>3,251,904</u>	<u>3,517,752</u>	-7.6%	<u>3,251,904</u>	<u>3,517,752</u>	-7.6%
Total	294,818	329,486	-10.5%	4,629,932	4,871,882	-5.0%	4,629,932	4,871,882	-5.0%

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

Tuesday, January 24, 2012

Airline Enplanements, Seats, and Load Factors

Asheville Regional Airport

December 2011



	Dec 2011	Dec 2010	Percentage Change	*CYTD-2011	*CYTD-2010	Percentage Change
AirTran Airways						
Enplanements	1,487	1,260	18.0%	27,668	24,990	10.7%
Seats	4,395	1,521	189.0%	40,265	29,975	34.3%
Load Factor	33.8%	82.8%	-59.2%	68.7%	83.4%	-17.6%
Allegiant Air						
Enplanements	1,140	0	#Div/0!	1,792	0	#Div/0!
Seats	1,350	0	#Div/0!	2,358	600	293.0%
Load Factor	84.4%	#Num!	#Type!	76.0%	0.0%	#Div/0!
American Airlines						
Enplanements	0	0	#Num!	2,873	7,318	-60.7%
Seats	0	0	#Num!	3,684	9,194	-59.9%
Load Factor	#Num!	#Num!	#Type!	78.0%	79.6%	-2.0%
Continental Airlines						
Enplanements	2,099	1,954	7.4%	24,655	26,822	-8.1%
Seats	3,050	2,800	8.9%	35,300	37,450	-5.7%
Load Factor	68.8%	69.8%	-1.4%	69.8%	71.6%	-2.5%
Delta Air Lines						
Enplanements	10,947	11,338	-3.4%	153,394	162,105	-5.4%
Seats	13,500	15,100	-10.6%	193,999	205,525	-5.6%
Load Factor	81.1%	75.1%	8.0%	79.1%	78.9%	0.2%
Northwest Airlines						
Enplanements	0	0	#Num!	0	791	-100.0%
Seats	0	0	#Num!	0	1,450	-100.0%
Load Factor	#Num!	#Num!	#Type!	#Num!	54.6%	#Type!

	Dec 2011	Dec 2010	Percentage Change	*CYTD-2011	*CYTD-2010	Percentage Change
United Airlines						
Enplanements	2,323	2,113	9.9%	29,349	29,578	-0.8%
Seats	3,100	2,950	5.1%	37,550	37,500	0.1%
Load Factor	74.9%	71.6%	4.6%	78.2%	78.9%	-0.9%
US Airways						
Enplanements	9,741	9,650	0.9%	119,710	117,972	1.5%
Seats	12,899	13,650	-5.5%	174,519	152,375	14.5%
Load Factor	75.5%	70.7%	6.8%	68.6%	77.4%	-11.4%
Vision Airlines						
Enplanements	0	0	#Num!	2,854	0	#Div/0!
Seats	0	0	#Num!	5,752	0	#Div/0!
Load Factor	#Num!	#Num!	#Type!	49.6%	#Num!	#Type!
Totals						
Enplanements	27,737	26,315	5.4%	362,295	369,576	-2.0%
Seats	38,294	36,021	6.3%	493,427	474,069	4.1%
Load Factor	72.4%	73.1%	-0.9%	73.4%	78.0%	-5.8%

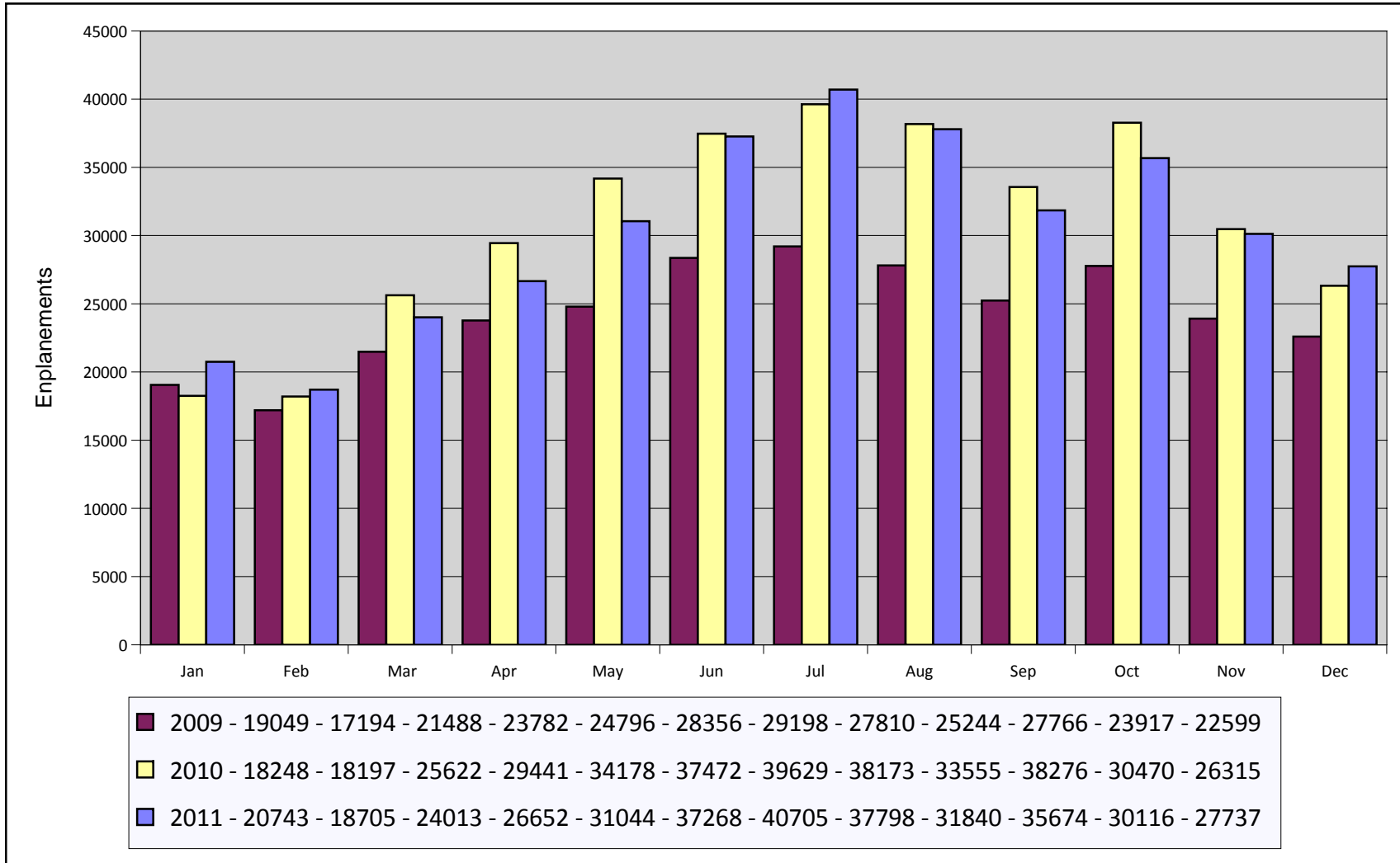
Airline Flight Completions Asheville Regional Airport

December 2011

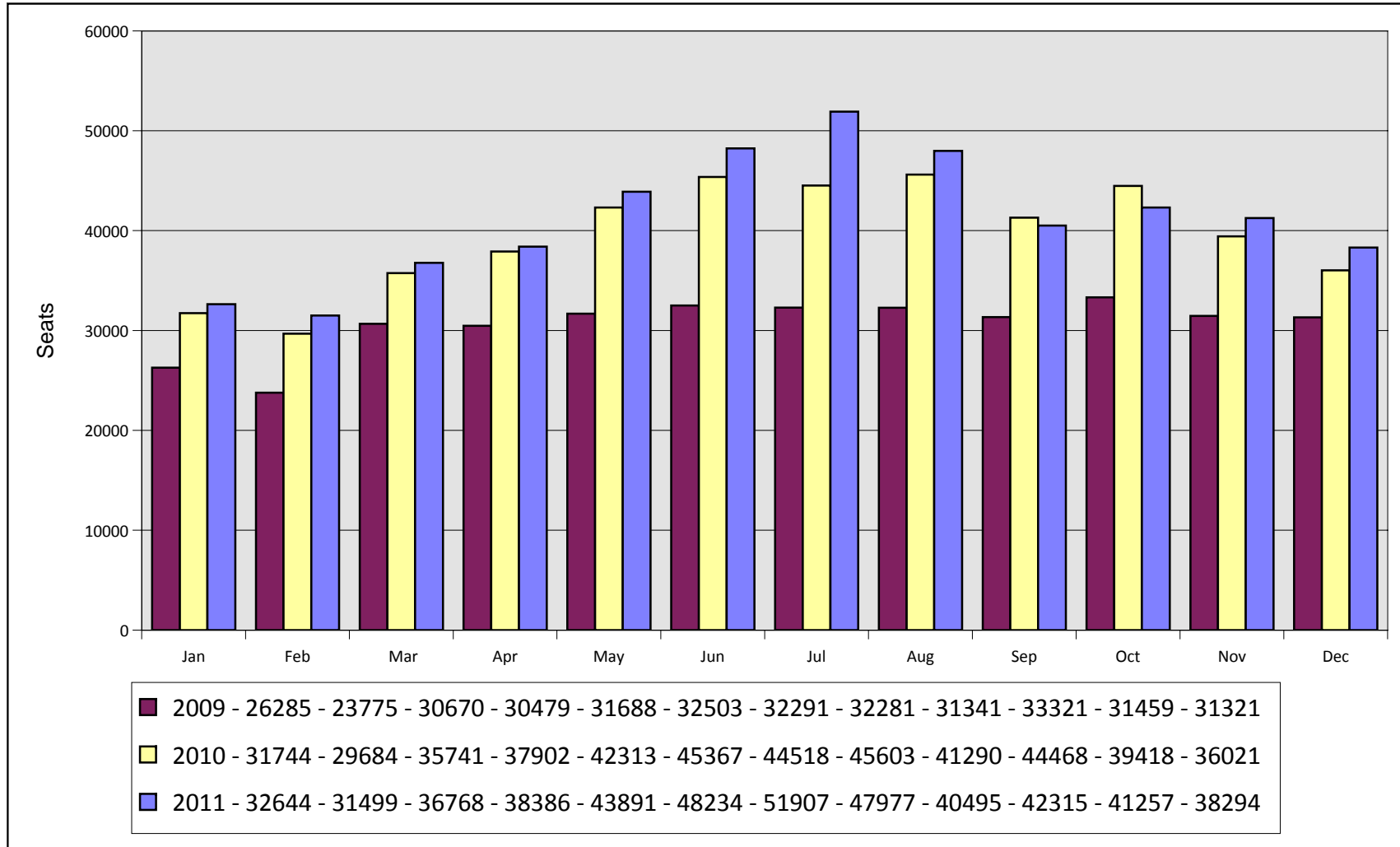


Airline	Scheduled Flights	Field	Cancellations Due To			Total Cancellations	Percentage of Completed
			Mechanical	Weather	Other		
AirTran Airways	17	0	0	0	0	0	100.0%
Allegiant Air	11	0	0	0	0	0	81.8%
American Airlines	0	0	0	0	0	0	#Num!
Continental Airlines	61	0	0	0	0	0	100.0%
Delta Air Lines	271	0	0	0	0	0	100.0%
Northwest Airlines	0	0	0	0	0	0	#Num!
United Airlines	62	0	0	0	0	0	100.0%
US Airways	255	0	4	0	0	4	98.4%
Vision Airlines	0	0	0	0	0	0	#Num!
Total	677	0	4	0	0	4	99.4%

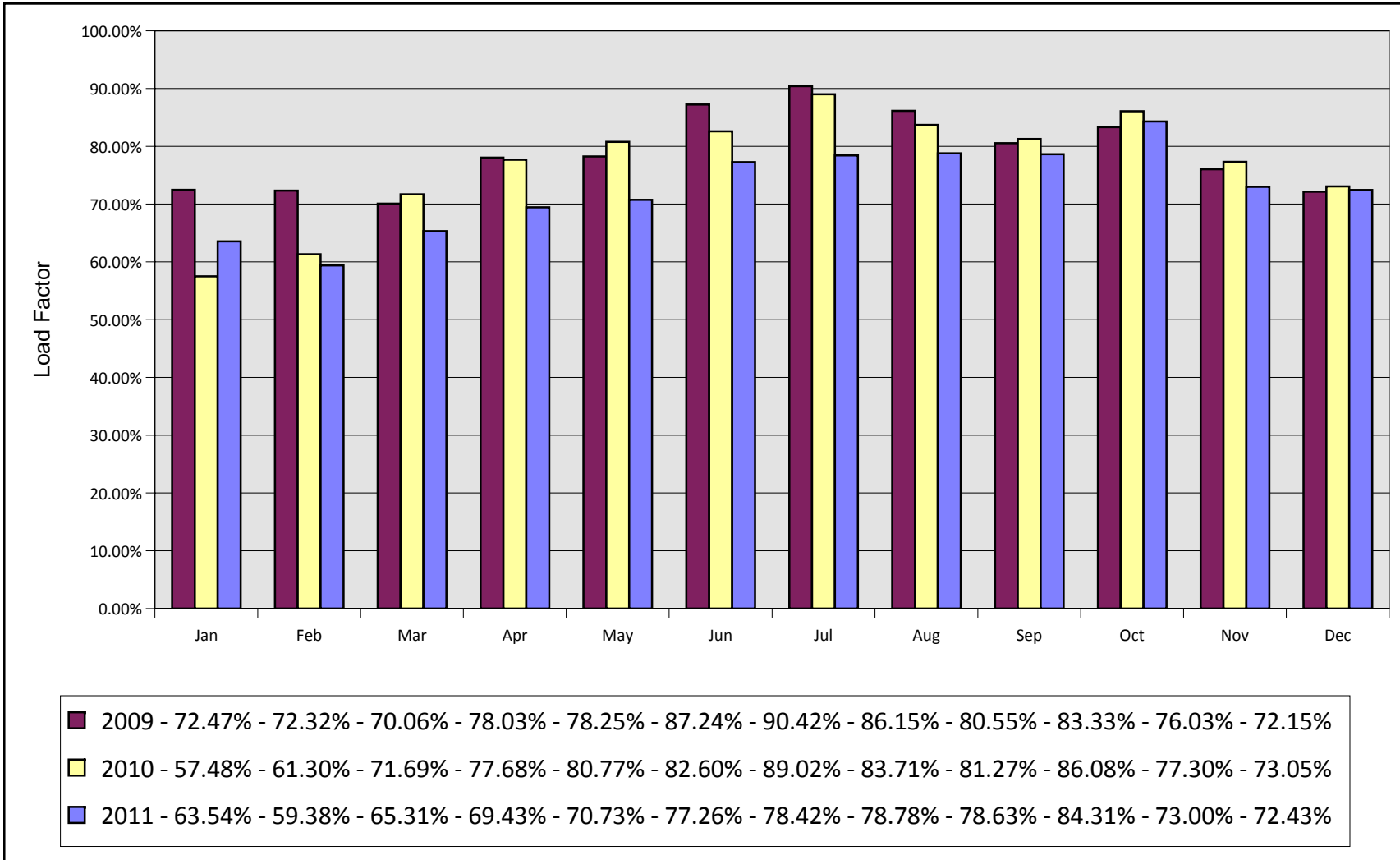
Monthly Enplanements By Year Asheville Regional Airport



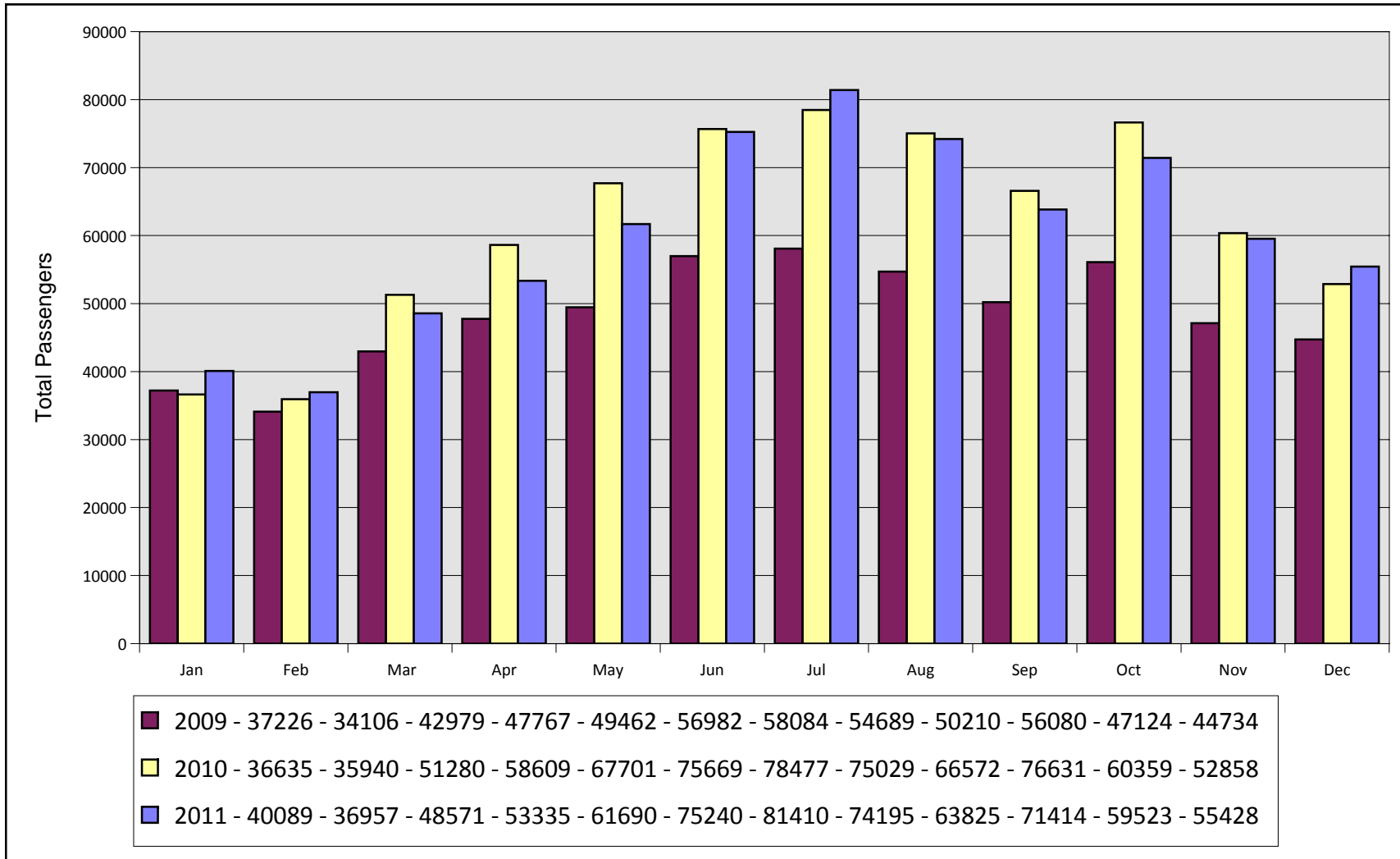
Monthly Seats By Year Asheville Regional Airport



Monthly Load Factors By Year Asheville Regional Airport

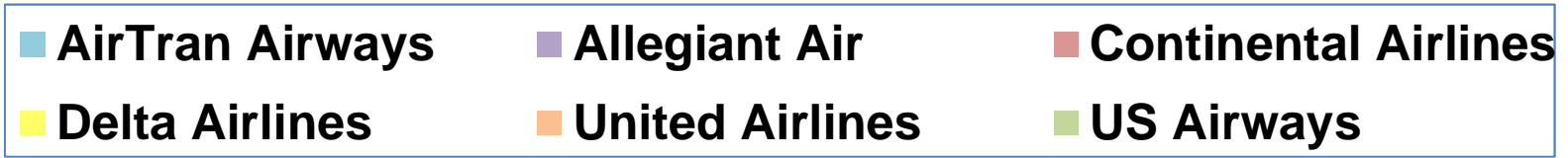
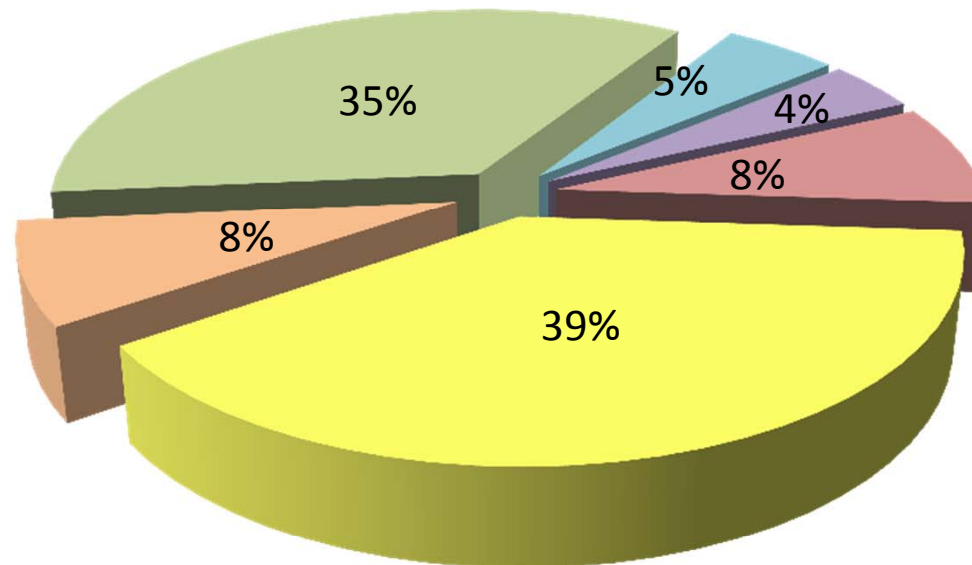


Total Monthly Passengers By Year Asheville Regional Airport

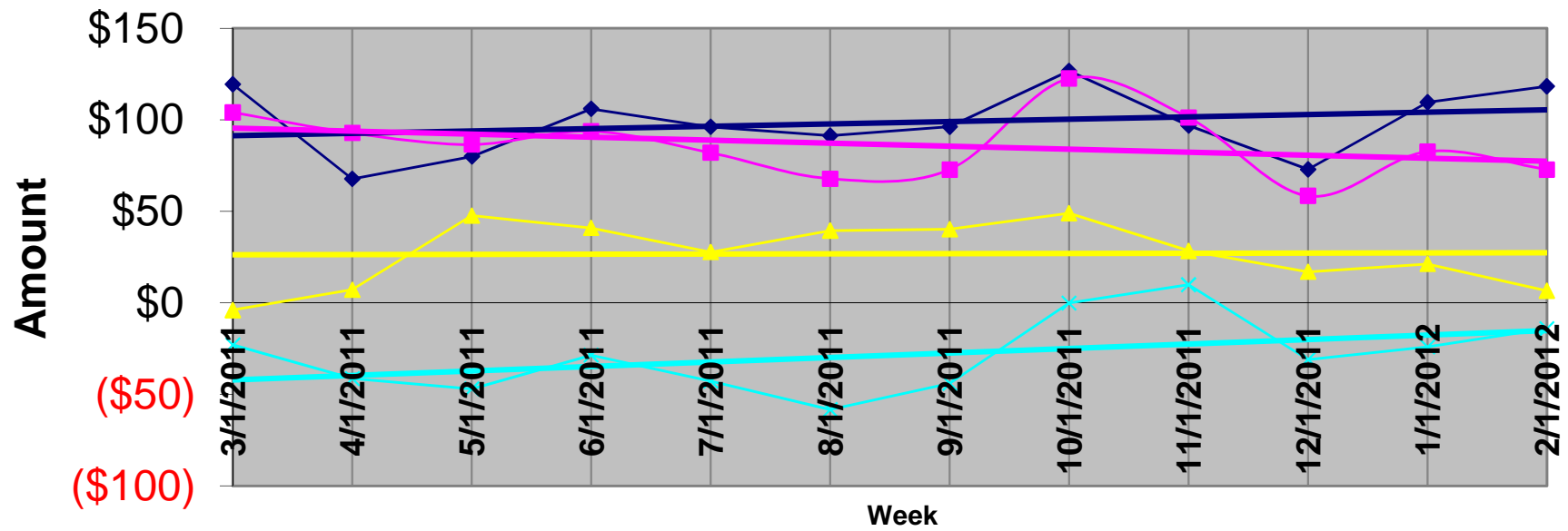


Airline Market Share Analysis (Enplanements) Asheville Regional Airport

Report Period From December 2011 Through December 2011



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 01/09/12
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	\$466	\$388	\$455	\$497	\$481	\$78	\$11	(\$31)	(\$15)	
ATL	Atlanta	\$415		\$152	\$289	\$442	\$415	\$263	\$126	(\$27)	
AUS	Austin	\$697	\$403	\$635	\$711	\$569	\$294	\$62	(\$14)	\$128	
BWI	Baltimore	\$264	\$197	\$152	\$215	\$398	\$67	\$112	\$49	(\$134)	
BOS	Boston	\$378	\$271	\$229	\$433	\$481	\$107	\$149	(\$55)	(\$103)	
ORD	Chicago	\$262	\$197	\$333	\$238	\$331	\$65	(\$71)	\$24	(\$69)	
CVG	Cincinnati	\$475	\$192	\$328	\$361	\$433	\$283	\$147	\$114	\$42	
CLE	Cleveland	\$400	\$284	\$422	\$358	\$272	\$116	(\$22)	\$42	\$128	
DFW	Dallas	\$467	\$327	\$350	\$471	\$467	\$140	\$117	(\$4)	\$0	
DEN	Denver	\$460	\$281	\$409	\$460	\$411	\$179	\$51	\$0	\$49	
DTW	Detroit	\$400	\$271	\$331	\$380	\$272	\$129	\$69	\$20	\$128	
FLL	Fort Lauderdale	\$445	\$294	\$346	\$422	\$447	\$151	\$99	\$23	(\$2)	
RSW	Ft. Myers	\$431	\$335	\$346	\$469	\$533	\$96	\$85	(\$38)	(\$102)	
BDL	Hartford	\$431	\$368	\$311	\$398	\$422	\$63	\$120	\$33	\$9	
IAH	Houston	\$475	\$324	\$466	\$510	\$534	\$151	\$9	(\$35)	(\$59)	
IND	Indianapolis	\$389	\$153	\$299	\$376	\$512	\$236	\$90	\$13	(\$123)	
JAX	Jacksonville	\$361	\$279	\$315	\$484	\$356	\$82	\$46	(\$123)	\$5	
MCI	Kansas City	\$412	\$359	\$319	\$399	\$437	\$53	\$93	\$13	(\$25)	
LAS	Las Vegas	\$504	\$459	\$391	\$512	\$516	\$45	\$113	(\$8)	(\$12)	
LAX	Los Angeles	\$476	\$366	\$438	\$472	\$397	\$110	\$38	\$4	\$79	
MHT	Manchester	\$430	\$361	\$234	\$382	\$466	\$69	\$196	\$48	(\$36)	
MEM	Memphis	\$493	\$149	\$285	\$383	\$447	\$344	\$208	\$110	\$46	
MIA	Miami	\$484	\$357	\$387	\$465	\$472	\$127	\$97	\$19	\$12	
MKE	Milwaukee	\$391	\$348	\$269	\$414	\$342	\$43	\$122	(\$23)	\$49	
MSP	Minneapolis/Saint Pau	\$384	\$319	\$380	\$387	\$446	\$65	\$4	(\$3)	(\$62)	
BNA	Nashville	\$262	\$410	\$255	\$169	\$458	(\$148)	\$7	\$93	(\$196)	
MSY	New Orleans	\$442	\$344	\$453	\$543	\$491	\$98	(\$11)	(\$101)	(\$49)	

LGA	New York	\$324	\$301	\$266	\$328	\$334	\$23	\$58	(\$4)	(\$10)
EWR	Newark	\$340	\$301	\$340	\$335	\$551	\$39	\$0	\$5	(\$211)
MCO	Orlando	\$354	\$313	\$291	\$337	\$404	\$41	\$63	\$17	(\$50)
PHL	Philadelphia	\$272	\$350	\$287	\$268	\$319	(\$78)	(\$15)	\$4	(\$47)
PHX	Phoenix	\$424	\$257	\$411	\$412	\$424	\$167	\$13	\$12	\$0
PIT	Pittsburgh	\$358	\$293	\$262	\$372	\$419	\$65	\$96	(\$14)	(\$61)
PDX	Portland	\$517	\$366	\$481	\$464	\$381	\$151	\$36	\$53	\$136
PVD	Providence	\$470	\$329	\$225	\$414	\$482	\$141	\$245	\$56	(\$12)
RDU	Raleigh/Durham	\$384	\$153	\$278	\$386	\$272	\$231	\$106	(\$2)	\$112
RIC	Richmond	\$384	\$153	\$259	\$339	\$445	\$231	\$125	\$45	(\$61)
STL	Saint Louis	\$374	\$153	\$289	\$384	\$437	\$221	\$85	(\$10)	(\$63)
SLC	Salt Lake City	\$509	\$383	\$547	\$552	\$522	\$126	(\$38)	(\$43)	(\$13)
SAT	San Antonio	\$536	\$413	\$499	\$572	\$499	\$123	\$37	(\$36)	\$37
SAN	San Diego	\$481	\$438	\$505	\$466	\$467	\$43	(\$24)	\$15	\$14
SFO	San Francisco	\$500	\$357	\$444	\$463	\$378	\$143	\$56	\$37	\$122
SRQ	Sarasota/Bradenton	\$574	\$236	\$346	\$557	\$600	\$338	\$228	\$17	(\$26)
SEA	Seattle	\$517	\$350	\$387	\$444	\$297	\$167	\$130	\$73	\$220
SYR	Syracuse	\$416	\$375	\$329	\$468	\$447	\$41	\$87	(\$52)	(\$31)
TPA	Tampa	\$259	\$313	\$318	\$501	\$432	(\$54)	(\$59)	(\$242)	(\$173)
YYZ	Toronto	\$582	\$603	\$595	\$576	\$712	(\$21)	(\$13)	\$6	(\$130)
DCA	Washington DC	\$365	\$305	\$310	\$279	\$358	\$60	\$55	\$86	\$7
IAD	Washington DC	\$362	\$300	\$310	\$269	\$447	\$62	\$52	\$93	(\$85)
PBI	West Palm Beach	\$445	\$251	\$331	\$525	\$480	\$194	\$114	(\$80)	(\$35)

*These sample airfares were available 01/09/12, 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; www.airtran.com; www.continental.com; www.delta.com; www.united.com; www.usairways.com; www.travelocity.com; www.orbitz.com; or 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.

\$118 \$73 \$7 (\$14)

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 01/09/12
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	\$883	\$583	\$645	\$918	\$692	\$300	\$238	(\$35)	\$191
ATL	Atlanta	\$386		\$544	\$293	\$560	\$386	(\$158)	\$93	(\$174)
AUS	Austin	\$673	\$648	\$541	\$644	\$751	\$25	\$132	\$29	(\$78)
BWI	Baltimore	\$364	\$396	\$281	\$249	\$725	(\$32)	\$83	\$115	(\$361)
BOS	Boston	\$694	\$581	\$346	\$670	\$664	\$113	\$348	\$24	\$30
ORD	Chicago	\$388	\$398	\$743	\$387	\$352	(\$10)	(\$355)	\$1	\$36
CVG	Cincinnati	\$757	\$522	\$706	\$422	\$940	\$235	\$51	\$335	(\$183)
CLE	Cleveland	\$731	\$506	\$759	\$453	\$354	\$225	(\$28)	\$278	\$377
DFW	Dallas	\$478	\$438	\$1,015	\$465	\$786	\$40	(\$537)	\$13	(\$308)
DEN	Denver	\$521	\$457	\$852	\$596	\$539	\$64	(\$331)	(\$75)	(\$18)
DTW	Detroit	\$490	\$540	\$822	\$457	\$523	(\$50)	(\$332)	\$33	(\$33)
FLL	Fort Lauderdale	\$1,038	\$745	\$746	\$981	\$853	\$293	\$292	\$57	\$185
RSW	Ft. Myers	\$1,111	\$609	\$962	\$1,017	\$869	\$502	\$149	\$94	\$242
BDL	Hartford	\$571	\$762	\$477	\$673	\$831	(\$191)	\$94	(\$102)	(\$260)
IAH	Houston	\$384	\$410	\$1,007	\$426	\$941	(\$26)	(\$623)	(\$42)	(\$557)
IND	Indianapolis	\$681	\$461	\$509	\$649	\$631	\$220	\$172	\$32	\$50
JAX	Jacksonville	\$929	\$433	\$367	\$802	\$562	\$496	\$562	\$127	\$367
MCI	Kansas City	\$792	\$430	\$475	\$753	\$580	\$362	\$317	\$39	\$212
LAS	Las Vegas	\$933	\$640	\$830	\$863	\$602	\$293	\$103	\$70	\$331
LAX	Los Angeles	\$836	\$445	\$883	\$935	\$775	\$391	(\$47)	(\$99)	\$61
MHT	Manchester	\$819	\$577	\$375	\$735	\$778	\$242	\$444	\$84	\$41
MEM	Memphis	\$843	\$452	\$714	\$715	\$697	\$391	\$129	\$128	\$146
MIA	Miami	\$741	\$696	\$924	\$995	\$835	\$45	(\$183)	(\$254)	(\$94)
MKE	Milwaukee	\$579	\$374	\$428	\$742	\$633	\$205	\$151	(\$163)	(\$54)
MSP	Minneapolis/Saint Paul	\$569	\$556	\$768	\$561	\$744	\$13	(\$199)	\$8	(\$175)
BNA	Nashville	\$362	\$420	\$518	\$248	\$588	(\$58)	(\$156)	\$114	(\$226)
MSY	New Orleans	\$693	\$914	\$791	\$892	\$1,092	(\$221)	(\$98)	(\$199)	(\$399)

LGA	New York	\$447	\$494	\$467	\$541	\$522	(\$47)	(\$20)	(\$94)	(\$75)
EWR	Newark	\$469	\$464	\$648	\$493	\$721	\$5	(\$179)	(\$24)	(\$252)
MCO	Orlando	\$503	\$523	\$507	\$618	\$640	(\$20)	(\$4)	(\$115)	(\$137)
PHL	Philadelphia	\$325	\$659	\$360	\$520	\$479	(\$334)	(\$35)	(\$195)	(\$154)
PHX	Phoenix	\$614	\$661	\$811	\$616	\$354	(\$47)	(\$197)	(\$2)	\$260
PIT	Pittsburgh	\$568	\$516	\$468	\$539	\$655	\$52	\$100	\$29	(\$87)
PDX	Portland	\$928	\$857	\$691	\$961	\$897	\$71	\$237	(\$33)	\$31
PVD	Providence	\$821	\$664	\$405	\$735	\$785	\$157	\$416	\$86	\$36
RDU	Raleigh/Durham	\$689	\$378	\$474	\$681	\$354	\$311	\$215	\$8	\$335
RIC	Richmond	\$948	\$496	\$509	\$953	\$753	\$452	\$439	(\$5)	\$195
STL	Saint Louis	\$548	\$498	\$477	\$445	\$699	\$50	\$71	\$103	(\$151)
SLC	Salt Lake City	\$1,022	\$706	\$969	\$1,097	\$782	\$316	\$53	(\$75)	\$240
SAT	San Antonio	\$771	\$499	\$497	\$801	\$500	\$272	\$274	(\$30)	\$271
SAN	San Diego	\$963	\$709	\$917	\$967	\$534	\$254	\$46	(\$4)	\$429
SFO	San Francisco	\$983	\$572	\$726	\$935	\$934	\$411	\$257	\$48	\$49
SRQ	Sarasota/Bradenton	\$1,027	\$543	\$554	\$921	\$821	\$484	\$473	\$106	\$206
SEA	Seattle	\$1,063	\$570	\$1,010	\$967	\$756	\$493	\$53	\$96	\$307
SYR	Syracuse	\$844	\$671	\$549	\$1,125	\$844	\$173	\$295	(\$281)	\$0
TPA	Tampa	\$667	\$576	\$619	\$945	\$821	\$91	\$48	(\$278)	(\$154)
YYZ	Toronto	\$1,170	\$1,224	\$996	\$1,097	\$1,164	(\$54)	\$174	\$73	\$6
DCA	Washington DC	\$335	\$546	\$488	\$788	\$433	(\$211)	(\$153)	(\$453)	(\$98)
IAD	Washington DC	\$334	\$546	\$488	\$941	\$433	(\$212)	(\$154)	(\$607)	(\$99)
PBI	West Palm Beach	\$964	\$932	\$1,147	\$984	\$973	\$32	(\$183)	(\$20)	(\$9)

\$139 \$49 (\$19) \$10

Average Fare difference

*These sample airfares were available 01/09/12, 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; www.airtran.com; www.continental.com; www.delta.com; www.united.com; www.usairways.com; www.travelocity.com; www.orbitz.com; or 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 Weekly Summary Report for all Airlines for Passenger nonstop flights between AVL and ALL for Feb12 vs. Feb11

Mktg Airline	Org	Dst	Miles	Ops/Week				Seats/Week			
				Feb12	Feb11	Diff	Pct Chg	Feb12	Feb11	Diff	Pct Chg
CO	AVL	EWR	583	6	6	0	0.00	300	300	0	0.00
CO	AVL	IAH	834	6	6	0	0.00	300	300	0	0.00
CO	EWR	AVL	583	6	6	0	0.00	300	300	0	0.00
CO	IAH	AVL	834	6	6	0	0.00	300	300	0	0.00
DL	ATL	AVL	164	54	57	-3	-5.26	2,700	2,850	-150	-5.26
DL	AVL	ATL	164	54	57	-3	-5.26	2,700	2,850	-150	-5.26
DL	AVL	DTW	470	6	7	-1	-14.29	300	350	-50	-14.29
DL	AVL	LGA	599	0	7	-7	-100.00	0	350	-350	-100.00
DL	DTW	AVL	470	6	7	-1	-14.29	300	350	-50	-14.29
DL	LGA	AVL	599	0	7	-7	-100.00	0	350	-350	-100.00
FL	AVL	MCO	488	0	3	-3	-100.00	0	351	-351	-100.00
FL	MCO	AVL	488	0	3	-3	-100.00	0	351	-351	-100.00
G4	AVL	SFB	465	2	0	2	100.00	300	0	300	100.00
G4	SFB	AVL	465	2	0	2	100.00	300	0	300	100.00
UA	AVL	ORD	536	14	14	0	0.00	700	700	0	0.00
UA	ORD	AVL	536	14	14	0	0.00	700	700	0	0.00
US	AVL	CLT	92	55	50	5	10.00	3,117	2,474	643	25.99
US	AVL	LGA	599	0	11	-11	-100.00	0	550	-550	-100.00
US	AVL	PHL	503	1	0	1	100.00	50	0	50	100.00
US	CLT	AVL	92	55	49	6	12.24	3,117	2,424	693	28.59
US	LGA	AVL	599	0	12	-12	-100.00	0	600	-600	-100.00
US	PHL	AVL	503	1	0	1	100.00	50	0	50	100.00
TOTAL				288	322	-34	-10.56	15,534	16,450	-916	-5.57

Schedule Weekly Summary Report for all Airlines for Passenger nonstop flights between AVL and ALL for Mar12 vs. Mar11

Mktg AI	Org	Dst	Miles	Ops/Week				Seats/Week			
				Mar12	Mar11	Diff	Pct Chg	Mar12	Mar11	Diff	Pct Chg
CO	AVL	EWR	583	6	6	0	0.00	300	300	0	0.00
CO	AVL	IAH	834	6	6	0	0.00	300	300	0	0.00
CO	EWR	AVL	583	6	6	0	0.00	300	300	0	0.00
CO	IAH	AVL	834	6	6	0	0.00	300	300	0	0.00
DL	ATL	AVL	164	58	59	-1	-1.69	2,900	2,950	-50	-1.69
DL	AVL	ATL	164	58	59	-1	-1.69	2,900	2,950	-50	-1.69
DL	AVL	DTW	470	7	7	0	0.00	350	350	0	0.00
DL	AVL	LGA	599	0	7	-7	-100.00	0	350	-350	-100.00
DL	DTW	AVL	470	7	7	0	0.00	350	350	0	0.00
DL	LGA	AVL	599	0	7	-7	-100.00	0	350	-350	-100.00
FL	AVL	MCO	488	0	3	-3	-100.00	0	351	-351	-100.00
FL	MCO	AVL	488	0	3	-3	-100.00	0	351	-351	-100.00
G4	AVL	SFB	465	2	0	2	100.00	300	0	300	100.00
G4	SFB	AVL	465	2	0	2	100.00	300	0	300	100.00
UA	AVL	ORD	536	14	14	0	0.00	700	700	0	0.00
UA	ORD	AVL	536	14	14	0	0.00	700	700	0	0.00
US	AVL	CLT	92	57	57	0	0.00	3,045	2,746	299	10.89
US	AVL	LGA	599	0	11	-11	-100.00	0	550	-550	-100.00
US	AVL	PHL	503	1	0	1	100.00	50	0	50	100.00
US	CLT	AVL	92	57	56	1	1.79	3,045	2,696	349	12.95
US	LGA	AVL	599	0	12	-12	-100.00	0	600	-600	-100.00
US	PHL	AVL	503	1	0	1	100.00	50	0	50	100.00
TOTAL				302	340	-38	-11.18	15,890	17,194	-1,304	-7.58

Schedule Weekly Summary Report for all Airlines for Passenger nonstop flights between AVL and ALL for April12 vs. April11

Mktg AI	Org	Dst	Miles	Ops/Week				Seats/Week			
				Apr12	Apr11	Diff	Pct Chg	Apr12	Apr11	Diff	Pct Chg
CO	AVL	EWR	583	7	5	2	40.00	350	250	100	40.00
CO	AVL	IAH	834	7	7	0	0.00	350	350	0	0.00
CO	EWR	AVL	583	7	5	2	40.00	350	250	100	40.00
CO	IAH	AVL	834	7	7	0	0.00	350	350	0	0.00
DL	ATL	AVL	164	55	57	-2	-3.51	2,750	2,850	-100	-3.51
DL	AVL	ATL	164	55	57	-2	-3.51	2,750	2,850	-100	-3.51
DL	AVL	DTW	470	7	13	-6	-46.15	350	650	-300	-46.15
DL	AVL	LGA	599	0	7	-7	-100.00	0	350	-350	-100.00
DL	DTW	AVL	470	7	13	-6	-46.15	350	650	-300	-46.15
DL	LGA	AVL	599	0	7	-7	-100.00	0	350	-350	-100.00
FL	AVL	MCO	488	0	3	-3	-100.00	0	351	-351	-100.00
FL	MCO	AVL	488	0	3	-3	-100.00	0	351	-351	-100.00
G4	AVL	SFB	465	2	0	2	100.00	300	0	300	100.00
G4	SFB	AVL	465	2	0	2	100.00	300	0	300	100.00
UA	AVL	ORD	536	14	14	0	0.00	700	700	0	0.00
UA	ORD	AVL	536	14	14	0	0.00	700	700	0	0.00
US	AVL	CLT	92	57	64	-7	-10.94	2,967	3,103	-136	-4.38
US	AVL	LGA	599	0	10	-10	-100.00	0	500	-500	-100.00
US	AVL	PHL	503	1	0	1	100.00	50	0	50	100.00
US	CLT	AVL	92	57	63	-6	-9.52	2,967	3,053	-86	-2.82
US	LGA	AVL	599	0	11	-11	-100.00	0	550	-550	-100.00
US	PHL	AVL	503	1	0	1	100.00	50	0	50	100.00
V2	AVL	VPS	412	0	2	-2	-100.00	0	244	-244	-100.00
V2	VPS	AVL	412	0	2	-2	-100.00	0	244	-244	-100.00
TOTAL				300	364	-64	-17.58	15,634	18,696	-3,062	-16.38



MEMORANDUM

TO: Members of the Airport Authority

FROM: Vickie Thomas, Director of Finance & Accounting

DATE: February 24, 2012

ITEM DESCRIPTION – Information Section Item B

Asheville Regional Airport – Explanation of Extraordinary Variances
Month Ended December, 2011 (Month 6 of FY-2012)

SUMMARY

Operating Revenues for the month of December were \$658,344, 5.27% over budget. Operating Expenses for the month were \$514,135, 23.71% under budget. As a result, Net Operating Revenues before Depreciation were \$192,737 over budget. Net Non-Operating Revenues were \$150,353, 9.17% over budget.

Year-to-date Operating Revenues were \$4,434,056, 8.09% over budget. Year-to-date Operating Expenses were \$3,160,171, 14.60% below budget. Net Operating Revenues before Depreciation were \$872,112 over budget. Net Non-Operating Revenues for the year were \$1,286,066, 8.06% over budget.

To more accurately reflect our actual monthly results, we are no longer including the Reimbursable Costs revenues and expenses in Operating Revenues and Operating Expenses. These are the costs paid to Avcon for work on the Westside fill project that are billed to Charah. These costs are now reported in the Net Non-Operating Revenue section where they net to zero.

REVENUES

Significant variations to budget for December were:

Landing Fees	\$12,742	38.13%	Budget based on prior year info before had increased percentage of commercial airline operations and enplanements over budget.
Customer Facility Charges	\$12,598	23.33%	Enplanements over budget.

Information Section – Item B



EXPENSES

Significant variations to budget for December were:

Personnel Services	(\$17,229)	(5.06%)	3 FTE vacant positions
Utility Services	(\$13,157)	(25.93%)	Mild winter temperatures.
Repair & Maintenance	(\$11,445)	(39.02%)	Timing of Repair & Maintenance spending.
Operating Supplies	(\$18,362)	(57.76%)	No snow so no deicing chemicals needed.
Publications & Memberships	(\$12,226)	(81.27%)	Timing of membership spending.
Emergency Repair	(\$15,093)	(98.06%)	Timing of Emergency Repair spending.
Business Development	(\$44,000)	(100.00%)	Timing of Business Development spending.

STATEMENT OF NET ASSETS

Significant variations to prior month were:

Property and Equipment, Net – Property and Equipment, Net decreased by \$391k due to the current month's depreciation.

**ASHEVILLE REGIONAL AIRPORT
INVESTMENT AND INTEREST INCOME SUMMARY
As of December 31, 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-Operating Account			0.25%	\$ 5,949,324	1,292
Petty Cash				200	
NC Capital Management Trust				217,104	15
Wells Fargo-Gov. Advantage Acct.			0.02%	4,190,561	24
PFC Revenue Account			0.25%	352,593	63
Additional Collateral Fund			0.02%	1,957,951	10
<u>Restricted Cash:</u>					
CFC Revenue			0.02%	327,072	5
<u>Commercial Paper:</u>				0	
Total				\$ 12,994,805	\$ 1,410

<u>Investment Diversification:</u>	
1.BANKS	51.01%
2.CAP.TRUST	1.67%
3.GOV.ADV.ACCTS.	47.32%
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 December 31, 2011**

	<u>Current Month</u>	<u>Prior Period</u>
Cash and Investments Beginning of Period	\$ 12,996,060	\$ 12,762,101
Net Income/(Loss) Before Capital Contributions	(95,984)	(61,940)
Depreciation	390,546	390,546
Decrease/(Increase) in Receivables	(73,915)	114,753
Increase/(Decrease) in Payables	(106,354)	(103,871)
Decrease/(Increase) in Prepaid Expenses	18,123	18,123
Decrease/(Increase) in Long Term Assets	(97,439)	(87,594)
Principal Payments of Bond Maturities	(36,232)	(36,058)
Contributed Capital	-	-
Increase(Decrease) in Cash	<u>(1,255)</u>	<u>233,959</u>
Cash and Investments End of Period	<u>\$ 12,994,805</u>	<u>\$ 12,996,060</u>

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

For the Month Ending December 31, 2011

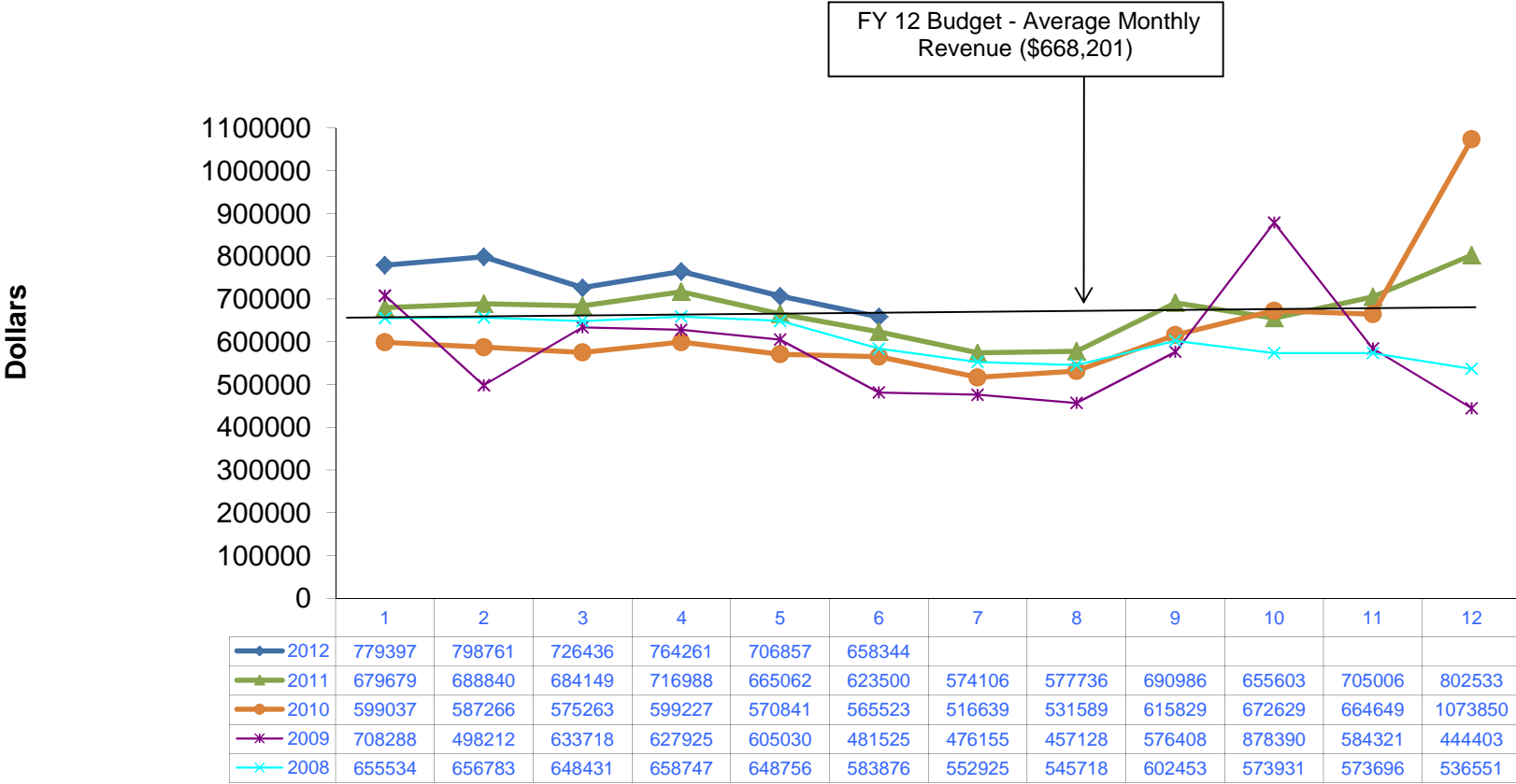
	December Actual	December Budget	Variance \$	Variance %	YTD Actual	YTD Budget	Variance \$	Variance %	Annual Budget
Operating Revenue:									
Terminal Space Rentals - Non Airline	\$17,256	\$17,184	\$72	0.42%	\$102,668	\$103,102	(\$434)	(0.42%)	\$206,204
Terminal Space Rentals - Airline	100,787	90,989	9,798	10.77%	724,177	619,993	104,184	16.80%	1,200,905
Concessions	14,889	14,746	143	0.97%	109,485	96,725	12,760	13.19%	188,950
Auto Parking	186,746	189,600	(2,854)	(1.51%)	1,336,509	1,359,600	(23,091)	(1.70%)	2,615,200
Rental Car - Car Rentals	113,102	108,178	4,924	4.55%	674,608	645,712	28,896	4.48%	1,294,778
Rental Car - Facility Rent	46,703	45,721	982	2.15%	277,580	273,122	4,458	1.63%	547,447
Commercial Ground Transportation	9,525	3,400	6,125	180.15%	31,795	13,600	18,195	133.79%	27,200
Landing Fees	46,157	33,415	12,742	38.13%	334,109	204,595	129,514	63.30%	417,397
FBO'S/SASO'S	76,758	75,011	1,747	2.33%	479,361	450,068	29,293	6.51%	900,136
Building Leases	10,668	12,253	(1,585)	(12.94%)	64,547	73,515	(8,968)	(12.20%)	147,030
Land Leases	1,980	1,966	14	0.71%	11,753	11,795	(42)	(0.36%)	23,590
Other Leases/Fees	33,773	32,916	857	2.60%	287,464	250,458	37,006	14.78%	449,570
Total Operating Revenue	\$658,344	\$625,379	\$32,965	5.27%	\$4,434,056	\$4,102,285	\$331,771	8.09%	\$8,018,407
Operating Expenses:									
Personnel Services	\$323,378	\$340,607	(\$17,229)	(5.06%)	\$1,872,647	\$2,007,811	(\$135,164)	(6.73%)	\$4,069,180
Professional Services	11,299	18,275	(6,976)	(38.17%)	54,035	113,192	(59,157)	(52.26%)	235,340
Accounting & Auditing	0	0	-	0.00%	6,000	6,000	-	0.00%	20,000
Other Contractual Services	53,560	62,015	(8,455)	(13.63%)	334,285	357,260	(22,975)	(6.43%)	705,114
Travel & Training	5,983	8,768	(2,785)	(31.76%)	49,371	75,354	(25,983)	(34.48%)	205,550
Communications & Freight	4,965	5,529	(564)	(10.20%)	30,809	34,674	(3,865)	(11.15%)	69,408
Utility Services	37,588	50,745	(13,157)	(25.93%)	196,515	229,246	(32,731)	(14.28%)	470,045
Rentals & Leases	1,537	1,610	(73)	(4.53%)	7,296	7,460	(164)	(2.20%)	14,920
Insurance	15,303	17,146	(1,843)	(10.75%)	91,815	102,875	(11,060)	(10.75%)	205,750
Repairs & Maintenance	17,883	29,328	(11,445)	(39.02%)	130,593	178,856	(48,263)	(26.98%)	356,972
Advertising, Printing & Binding	4,281	4,526	(245)	(5.41%)	86,471	86,664	(193)	(0.22%)	198,013
Promotional Activities	10,567	11,317	(750)	(6.63%)	56,940	75,950	(19,010)	(25.03%)	99,000
Other Current Charges & Obligations	10,547	11,966	(1,419)	(11.86%)	38,049	43,046	(4,997)	(11.61%)	82,600
Office Supplies	698	1,098	(400)	(36.43%)	3,248	6,587	(3,339)	(50.69%)	13,175
Operating Supplies	13,430	31,792	(18,362)	(57.76%)	124,483	175,898	(51,415)	(29.23%)	305,547
Books, Publications, Subscriptions & Meml	2,818	15,044	(12,226)	(81.27%)	12,397	25,639	(13,242)	(51.65%)	40,430
Contingency	-	4,750	(4,750)	0.00%	-	19,000	(19,000)	(100.00%)	47,500
Emergency Repair	298	15,391	(15,093)	(98.06%)	58,189	100,000	(41,811)	(41.81%)	100,000
Business Development	-	44,000	(44,000)	0.00%	7,028	55,000	(47,972)	(87.22%)	300,000
Total Operating Expenses	\$514,135	\$673,907	(\$159,772)	(23.71%)	\$3,160,171	\$3,700,512	(\$540,341)	(14.60%)	\$7,538,544

Operating Revenue before Depreciation	\$144,209	(\$48,528)	\$192,737	(397.17%)	\$1,273,885	\$401,773	\$872,112	217.07%	\$479,863
Depreciation	390,546	-	390,546	0.00%	2,343,275	-	\$2,343,275	0.00%	-
Operating Income(Loss) Before Non-Operating Revenue and Expenses	(\$246,337)	(\$48,528)	(\$197,809)	407.62%	(\$1,069,390)	\$401,773	(\$1,471,163)	(366.17%)	\$479,863
Non-Operating Revenue and Expense									
Customer Facility Charges	\$66,598	\$54,000	\$12,598	23.33%	\$605,243	\$495,000	\$110,243	22.27%	\$ 900,000
Passenger Facility Charges	98,348	97,650	698	0.71%	770,953	781,200	(10,247)	(1.31%)	1,395,000
Interest Revenue	1,410	2,083	(673)	(32.31%)	8,483	12,500	(4,017)	(32.14%)	25,000
Interest Expense	(16,003)	(16,003)	-	0.00%	(98,613)	(98,613)	-	0.00%	(190,932)
Reimbursable Cost Revenues	7,943	46,179	(38,236)	(82.80%)	86,570	277,071	(190,501)	(68.76%)	453,405
Reimbursable Cost Expenses	(7,943)	(46,179)	38,236	(82.80%)	(86,570)	(277,071)	190,501	(68.76%)	(453,405)
Sale of Assets	-	-	-	0.00%	-	-	-	0.00%	-
Non-Operating Revenue-Net	\$150,353	\$137,730	\$12,623	9.17%	\$1,286,066	\$1,190,087	\$95,979	8.06%	\$2,129,068
Income (Loss) Before Capital Contributions	(\$95,984)	\$89,202	(\$185,186)	(207.60%)	\$216,676	\$1,591,860	(\$1,375,184)	(86.39%)	\$2,608,931
Capital Contributions	\$0	\$0	\$0	0.00%	\$0	\$0	\$0	0.00%	\$0
Increase in Net Assets	(\$95,984)	\$89,202	(\$185,186)	(207.60%)	\$216,676	\$1,591,860	(\$1,375,184)	(86.39%)	\$2,608,931

ASHEVILLE REGIONAL AIRPORT AUTHORITY
STATEMENT OF FINANCIAL POSITION
As of December 31, 2011

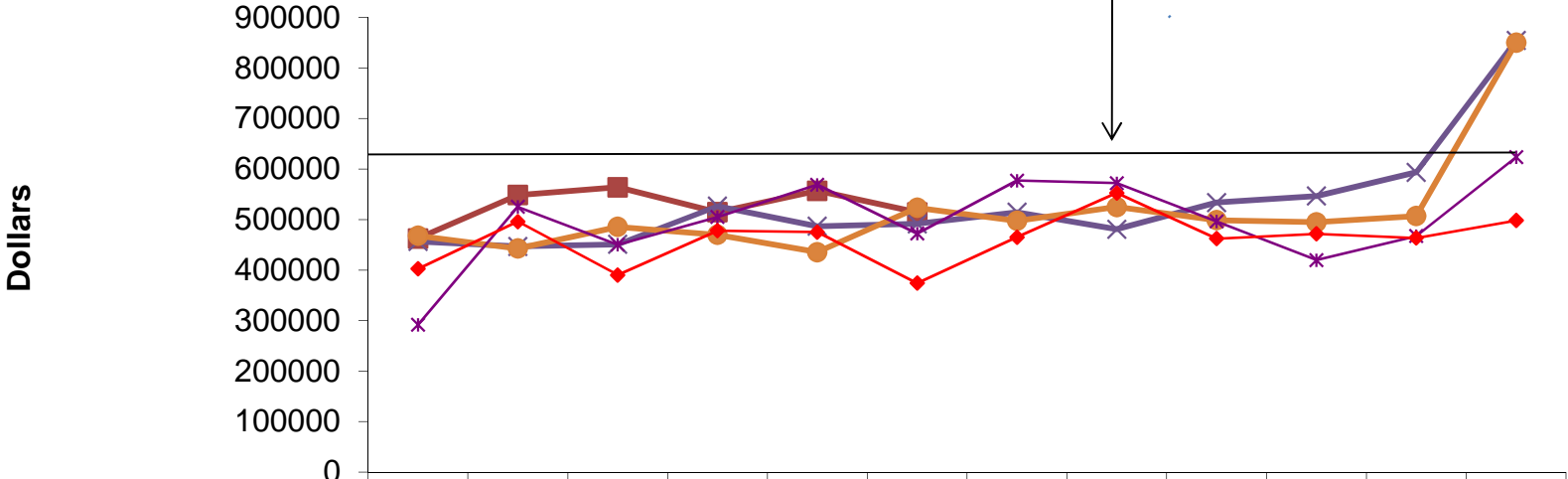
	<u>December</u>	<u>Last Month</u>
<u>ASSETS</u>		
Current Assets:		
Unrestricted Net Assets:		
Cash and Cash Equivalents	\$12,667,733	\$12,761,857
Accounts Receivable	415,506	432,805
Passenger Facility Charges Receivable	192,000	197,000
Refundable Sales Tax Receivable	286,349	190,135
Grants Receivable	0	0
Prepaid Expenses	110,522	128,645
Total Unrestricted Assets	13,672,110	13,710,442
Restricted Assets:		
Cash and Cash Equivalents	327,072	234,203
Total Restricted Assets	327,072	234,203
 Total Current Assets	 13,999,182	 13,944,645
Noncurrent Assets:		
Construction in Progress	1,126,617	1,029,178
Property and Equipment - Net	67,202,063	67,592,609
Total Noncurrent Assets	68,328,680	68,621,787
	\$82,327,862	\$82,566,432
<u>LIABILITIES AND NET ASSETS</u>		
Current Liabilities:		
Payable from Unrestricted Assets:		
Accounts Payable & Accrued Liabilities	\$450,011	\$556,490
Customer Deposits	750	750
Unearned Revenue	258,095	257,970
Construction Contract Retainages	0	0
Revenue Bond Payable - Current	448,662	446,508
Total Payable from Unrestricted Assets	1,157,518	1,261,718
 Total Current Liabilities	 1,157,518	 1,261,718
Noncurrent Liabilities:		
Other Postemployment Benefits	675,326	675,326
Compensated Absences	284,140	284,140
Net Pension Obligation-LEO Special Separation Allowance	(29,392)	(29,392)
Revenue Bond Payable - Noncurrent	2,831,864	2,870,250
Total Noncurrent Liabilities	3,761,938	3,800,324
 Total Liabilities	 4,919,456	 5,062,042
Net Assets:		
Invested in Capital Assets	65,048,154	65,305,029
Restricted	327,072	234,203
Unrestricted	12,033,180	11,965,158
Total Net Assets	77,408,406	77,504,390
	\$82,327,862	\$82,566,432

ASHEVILLE REGIONAL AIRPORT Annual Operating Revenue by Month December 2011



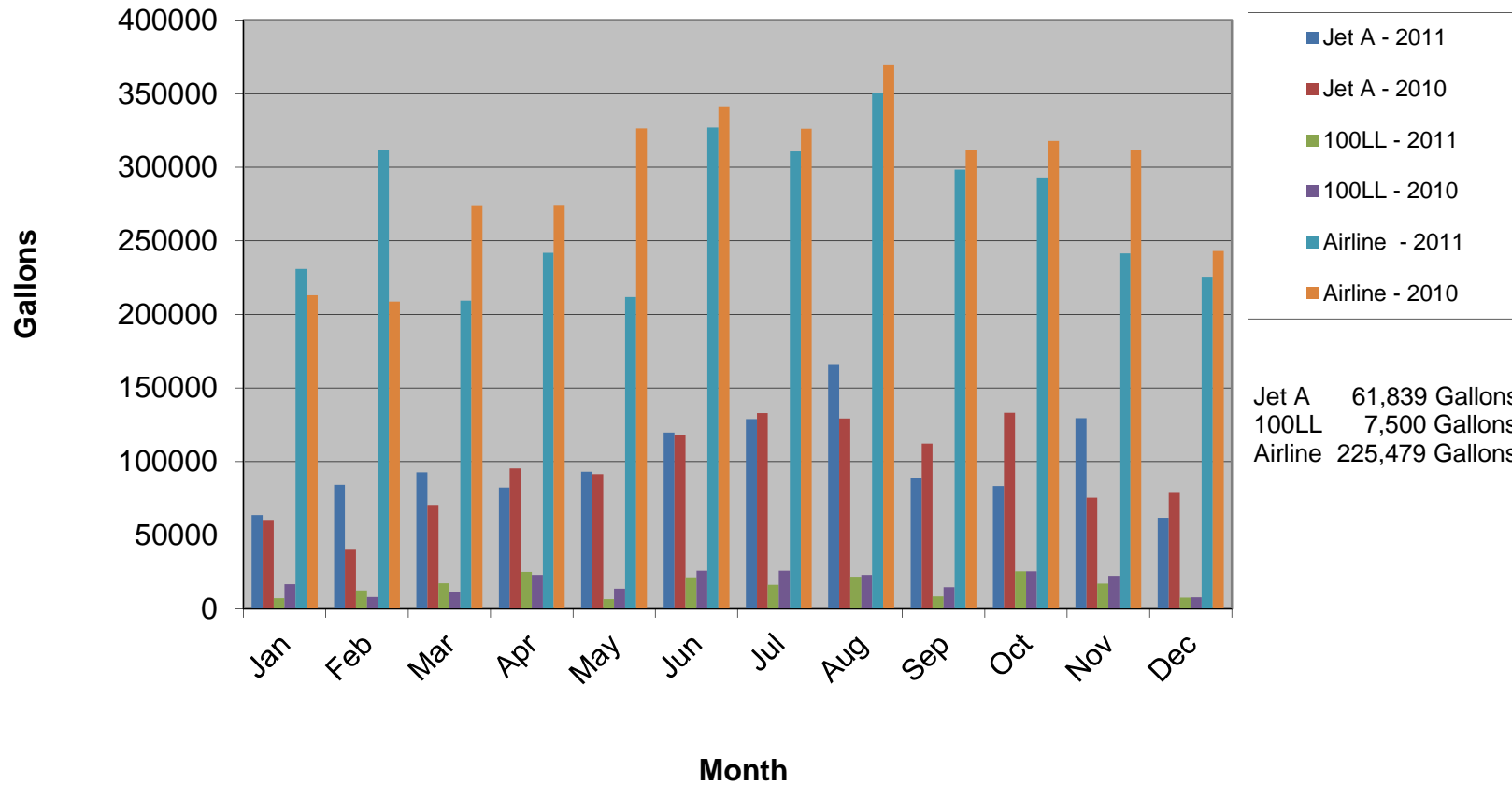
ASHEVILLE REGIONAL AIRPORT Annual Operating Expenses by Month December 2011

FY 12 Budget - Average Monthly Expenses (\$624,254)



	1	2	3	4	5	6	7	8	9	10	11	12
2012	462389	548530	563665	514502	556956	514135						
2011	456359	446755	450903	526453	486639	491409	514468	480873	533464	546547	593376	854349
2010	467857	442707	485301	469739	435459	523232	497363	524824	498652	494683	506871	849896
2009	291451	525055	450202	505107	568702	472289	576901	572123	496133	419732	467167	623246
2008	402516	495745	390008	477837	475124	374046	464875	552541	462244	471447	463499	497952

AVL Fuels Sales - Gallons December 2011



Asheville Regional Airport Authority
Project Report - February 2012

Project Number	Project Name	Project Description	Professional Services Consultant	Professional Services Contract	General Contractor	Original Construction Contract	Change Orders (thru 02/03/2012)	Percent of Original Contract	Board Approved Project Cost	Percent Complete	Expensed to Date (thru 02/03/2012)	Start Date	End Date	Current Project Status (as of 02/03/2012)
Planning Phase														
1	Passenger Boarding Bridges	Purchase and install Passenger Boarding Bridges for Gates 4-6 including building upgrades	RS&H	\$110,079.00			\$0.00	0.00%		50.00%	\$0.00	Nov-11	Sep-12	PBB bid opening occurred on Feb 1, 2012. Two equipment bid packages received with low apparent bidder ThyssenKrupp Airport Systems. Building upgrade bids pending. Engineer firm recommendations pending.
Design Phase														
1	Airport Master Plan	To update and bring current the plans for development and improvements to promote growth at the airport	Delta Airport Consultants	\$832,500.00	N/A	N/A	\$0.00	0.00%	\$832,500.00	19%	\$160,710.00	Sep-11	Jan-13	Collection of input for chapter 3 continues, focusing on the parking portion and the growth of the airport. Chapters 1 and 2 have been completed and shared with the Advisory Board.
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	6%	\$61,841.00	Jul-11	Jul-13	Project on temporary hold for design. No further change in status to report.
Construction Phase														
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>	95%	\$318,616.78	Jul-10	Feb-12	Weather delays have affected the original end date of Dec-11. Ash placement in subcells 7 and 8 continue as coordinated efforts are established when needing to work in the glide slope area. Subcell 9 work will begin shortly.
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>	20%	\$47,905.50	Feb-11	Jan-13	Phase 2 work continues as weather permits.
3	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	Perry Bartsch Jr. Construction	\$184,097.00	\$9,543.00	5.18%	\$250,000.00	99%	\$235,292.31	Sep-11	Dec-11	Project is essentially closed with the exception of the terrazzo floor that needs to be addressed in one area. The PA System is scheduled to be installed by end of Feb.
											<i>**Amounts are based on invoices received and processed through Development.**</i>			

Airportsurvey.com



AVL

Airport Facilities Review For 4th 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

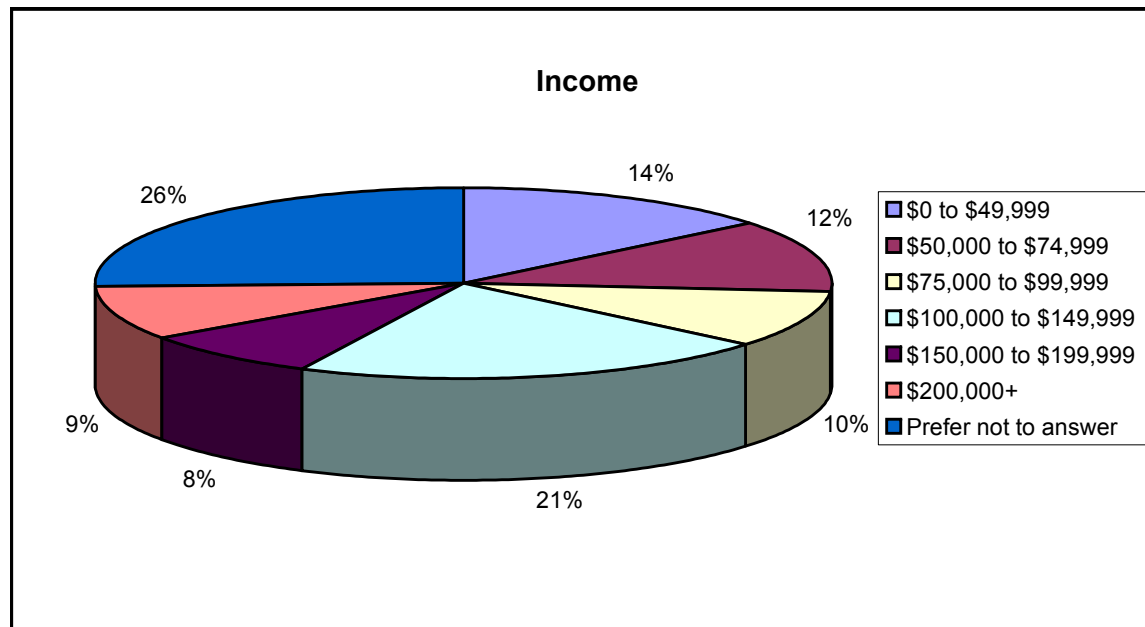
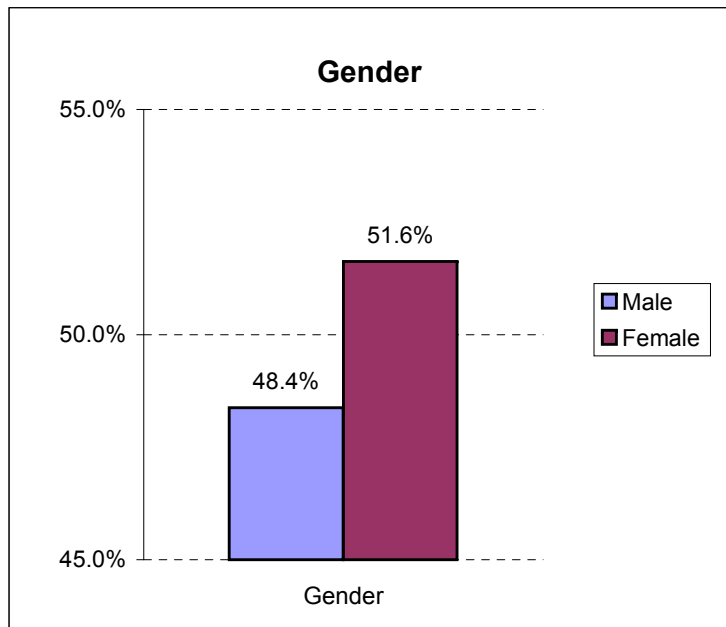
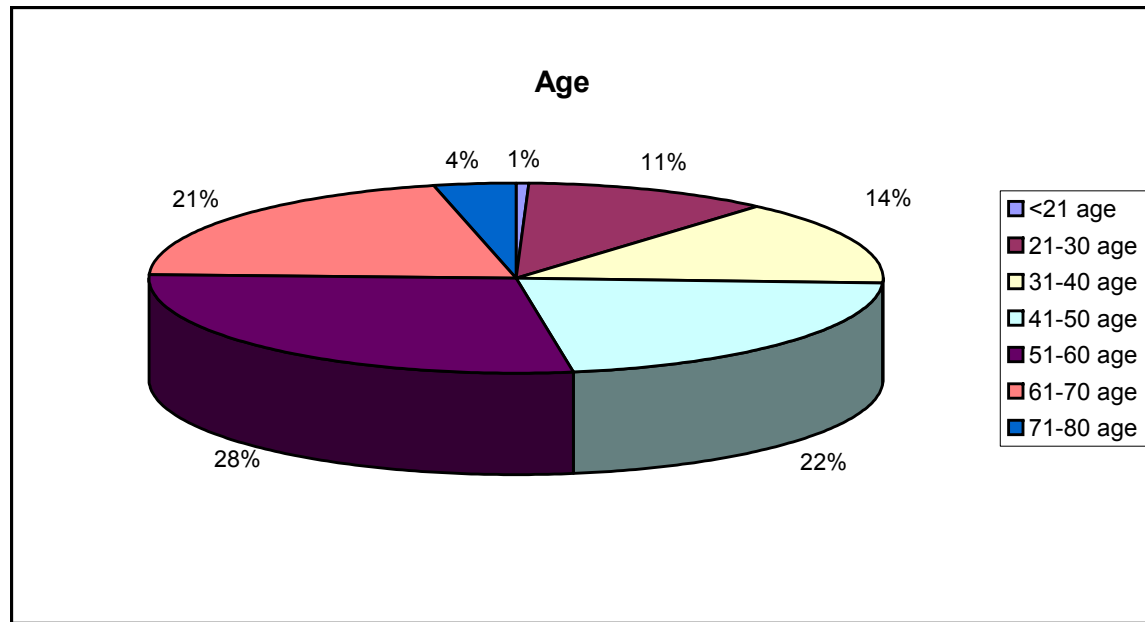
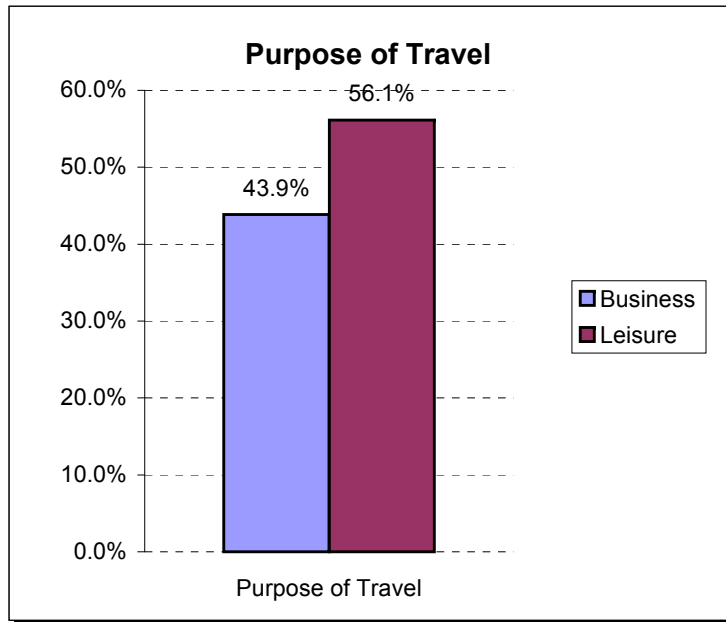
No representations are made as to the completeness or accuracy of information contained herein. Airport facility raw data is available upon request.

Overview

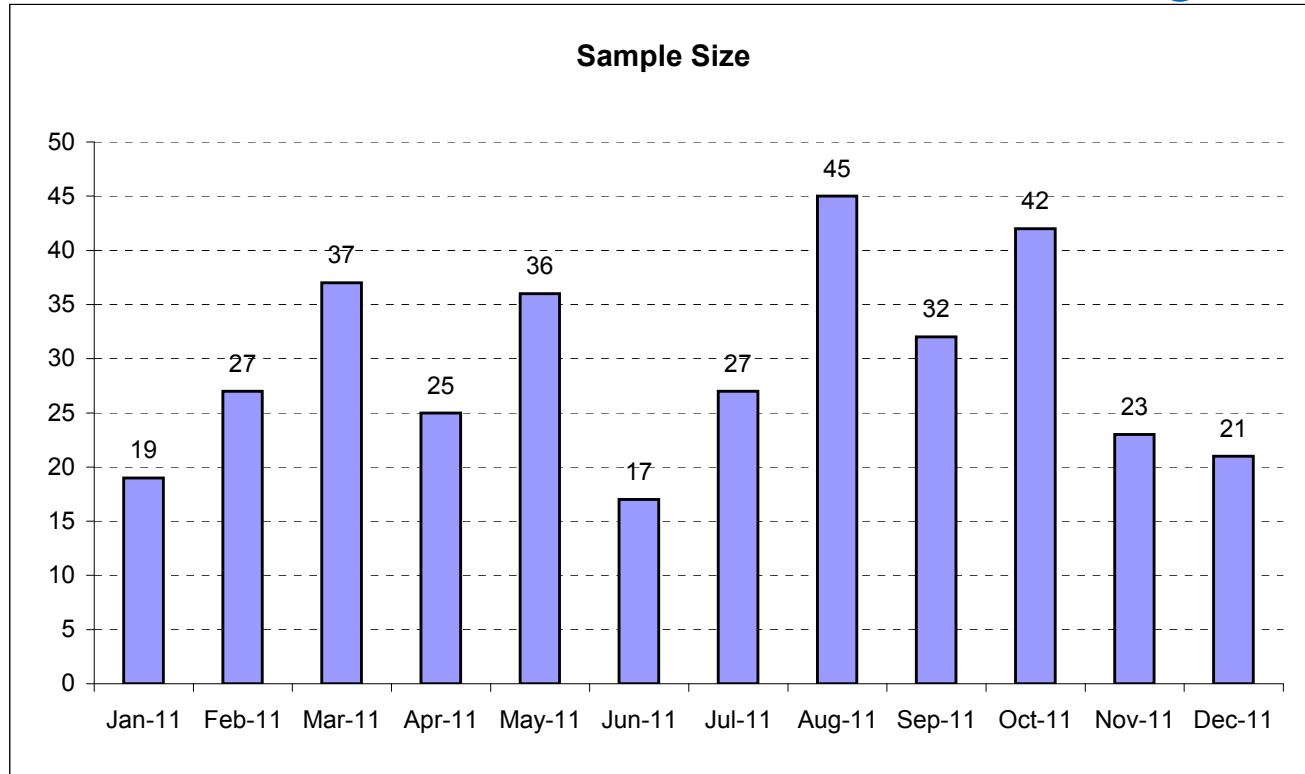
- ***Airportsurvey.com*** is an ongoing, all-inclusive online passenger satisfaction survey program from Canmark Research Center
- Invitations to take the survey are distributed at select airports across the country
- Over 30 airports participate
- Each survey invitation card is single-use, and must 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	4.43	4.21	0.23	5.1%
Availability of parking	4.19	4.13	0.06	1.4%
Cost of parking	3.67	3.47	0.20	5.4%
Clear, easy to follow signs	4.31	4.02	0.29	6.7%
Cleanliness	4.51	4.27	0.25	5.4%
Restrooms	4.46	4.13	0.33	7.4%
Concessions / restaurants	3.70	3.51	0.19	5.1%
Transportation to your gate / concourse / terminal	4.35	3.96	0.39	8.9%
Security: Wait time at checkpoint	4.61	4.19	0.42	9.0%
Security: Professionalism of personnel	4.65	4.25	0.41	8.7%
Security: Confidence in airport security procedures	4.42	4.02	0.40	9.1%

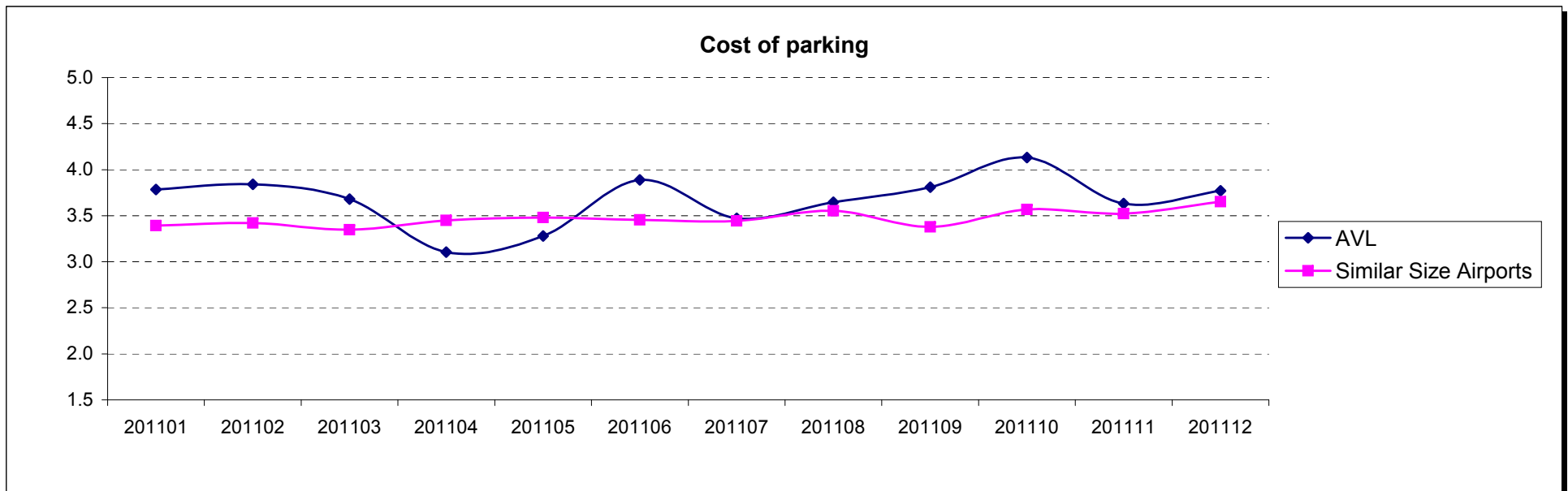
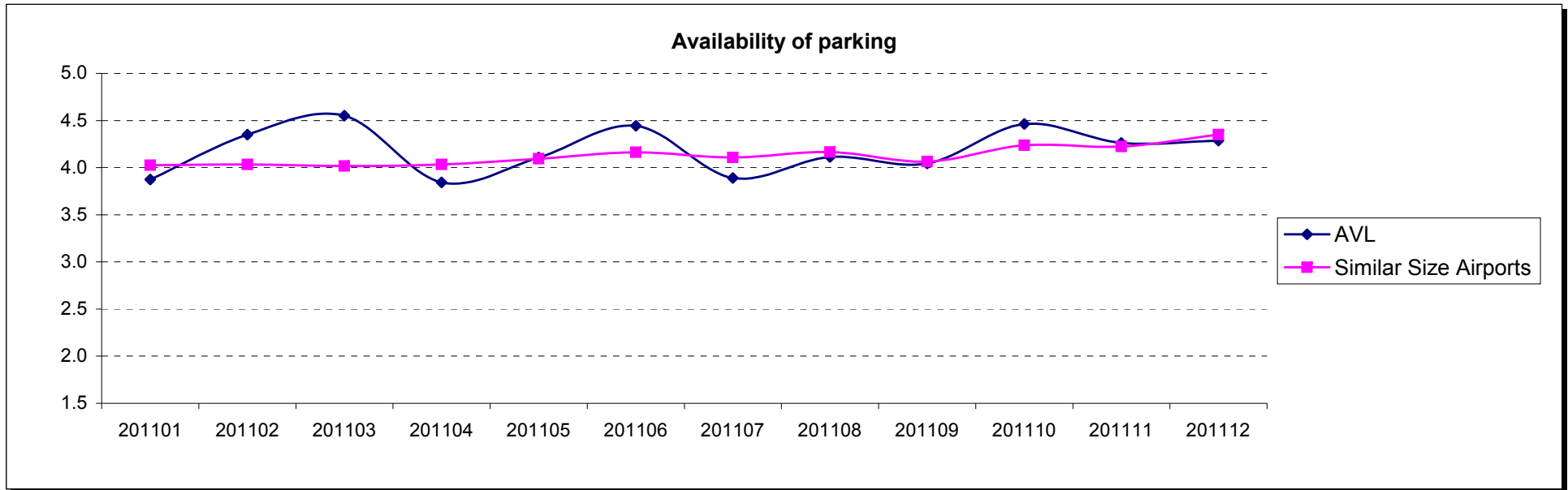
Statistical means testing not performed on results

AVL Responses	351
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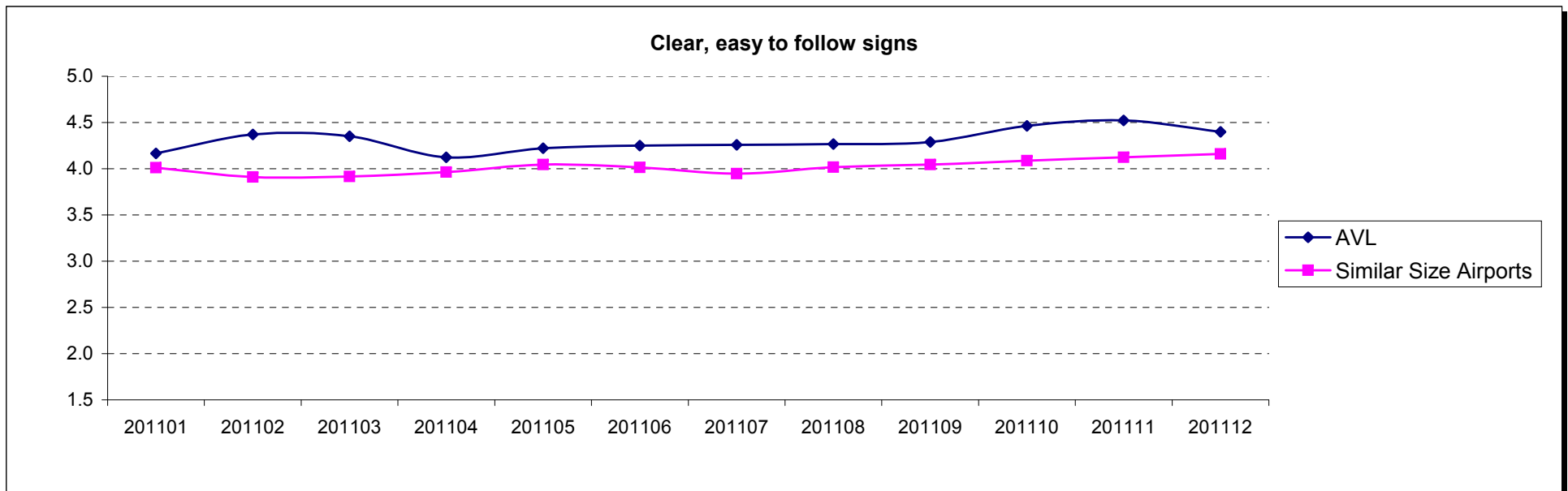
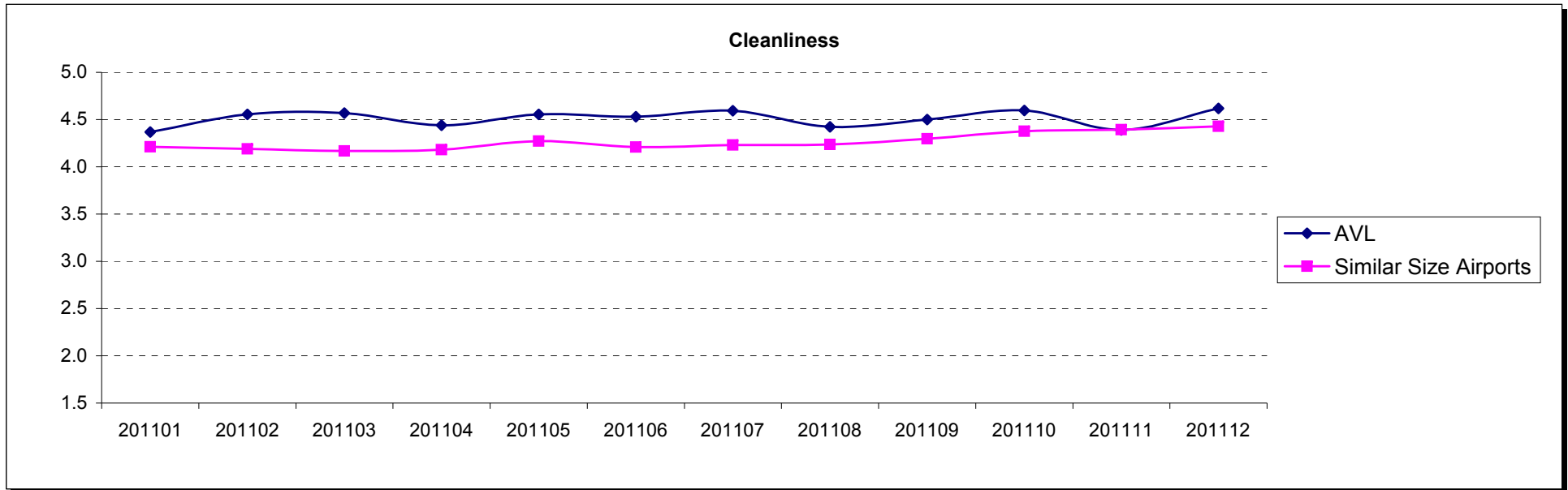
Overall Satisfaction with Airport Facilities



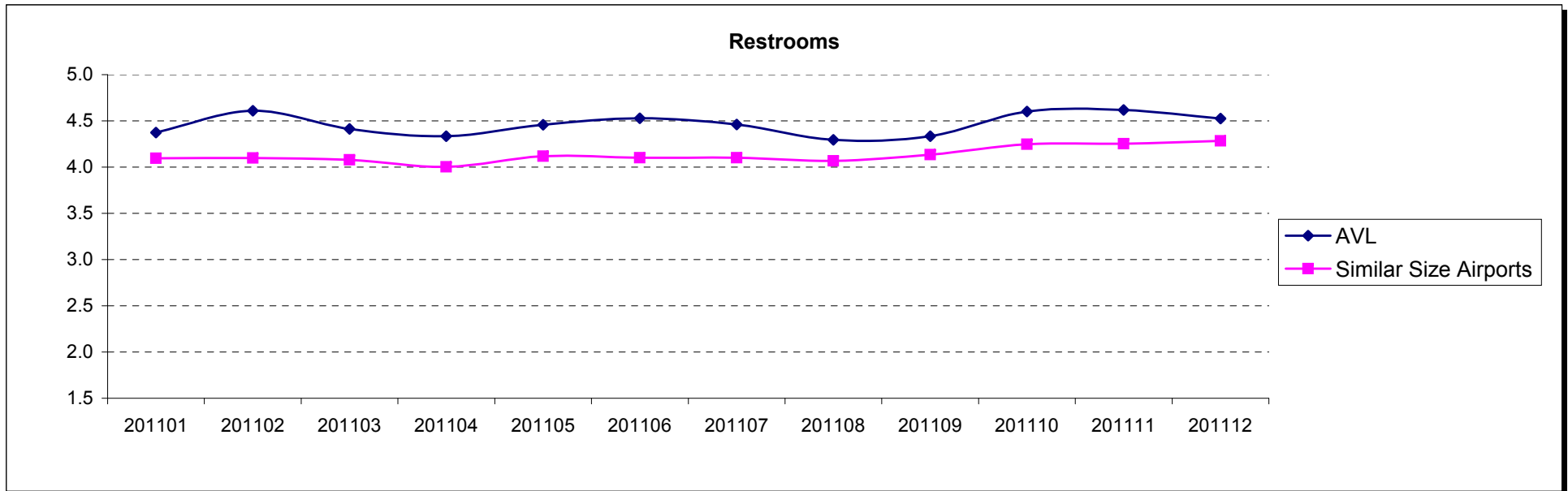
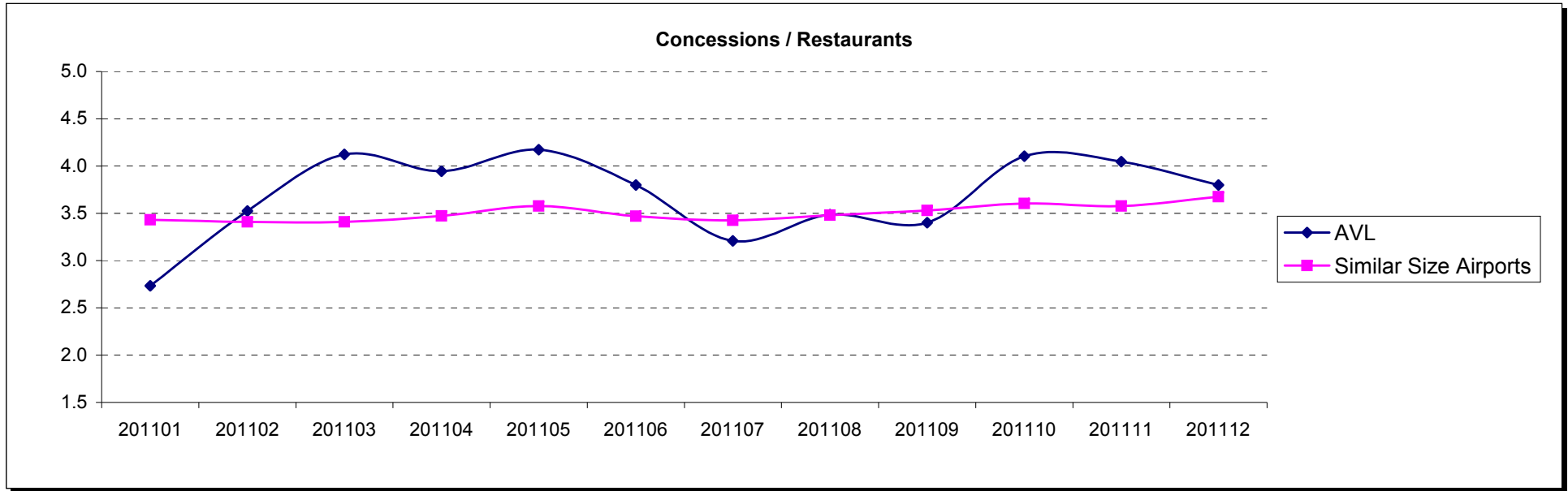
Parking Satisfaction



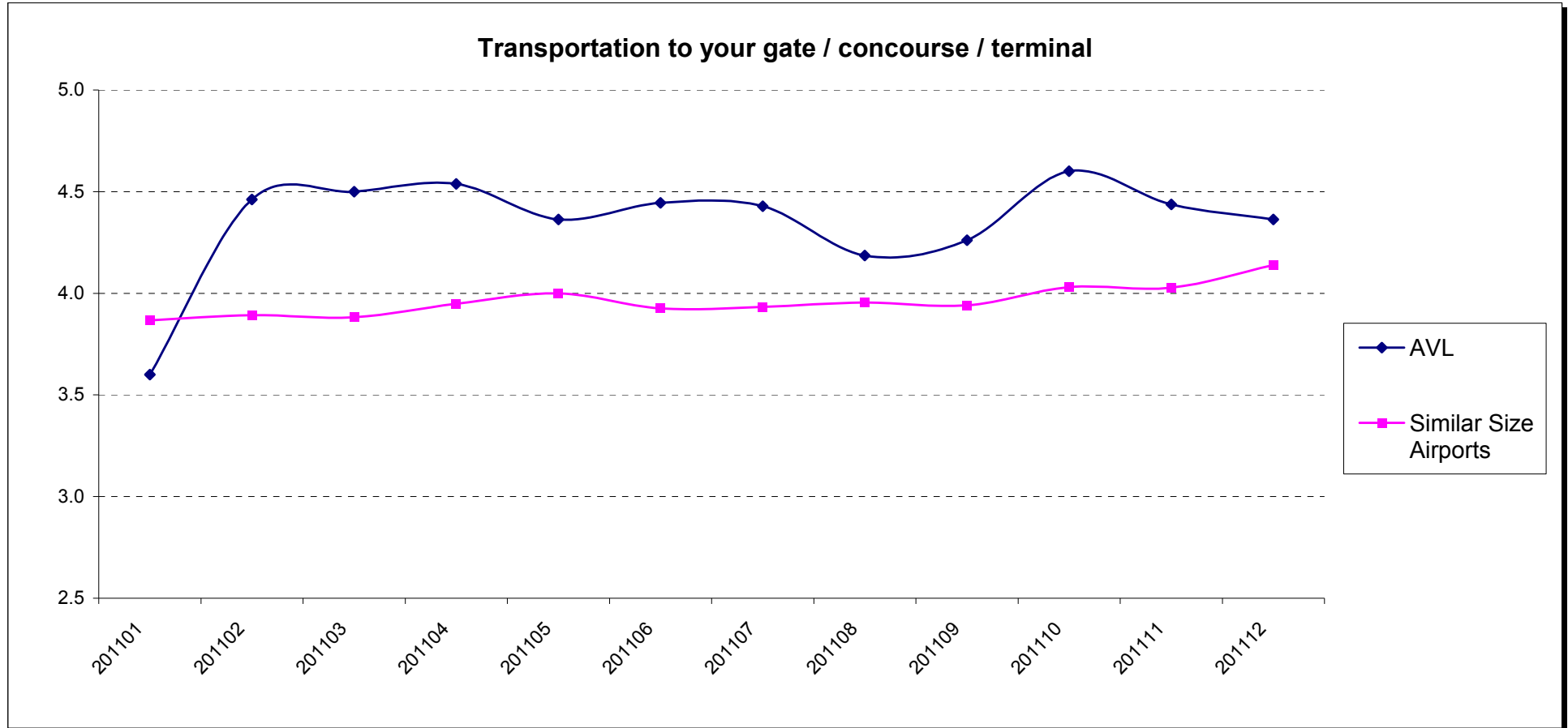
Cleanliness and Signage



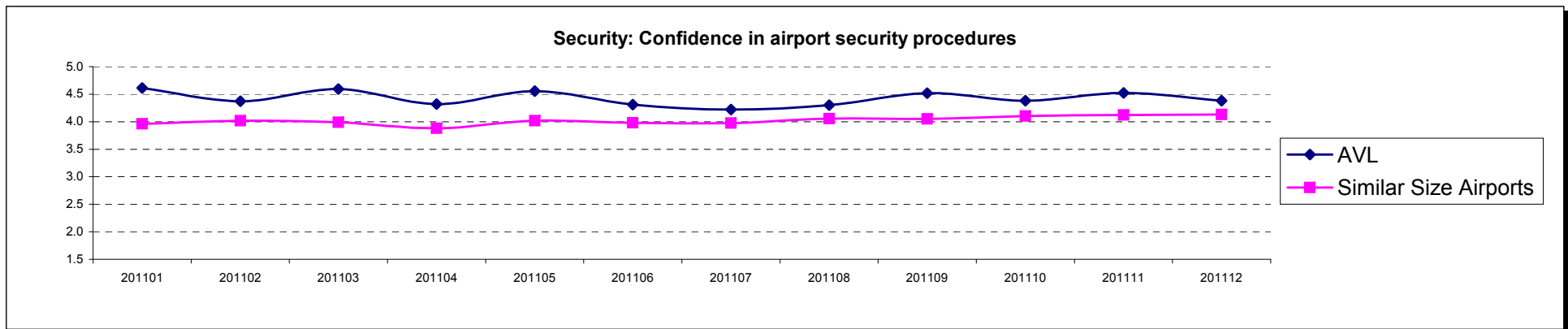
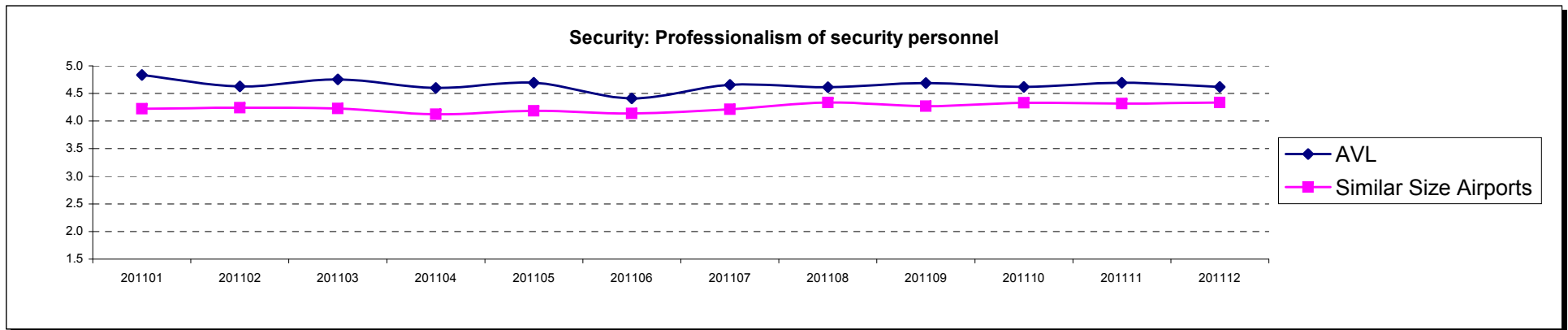
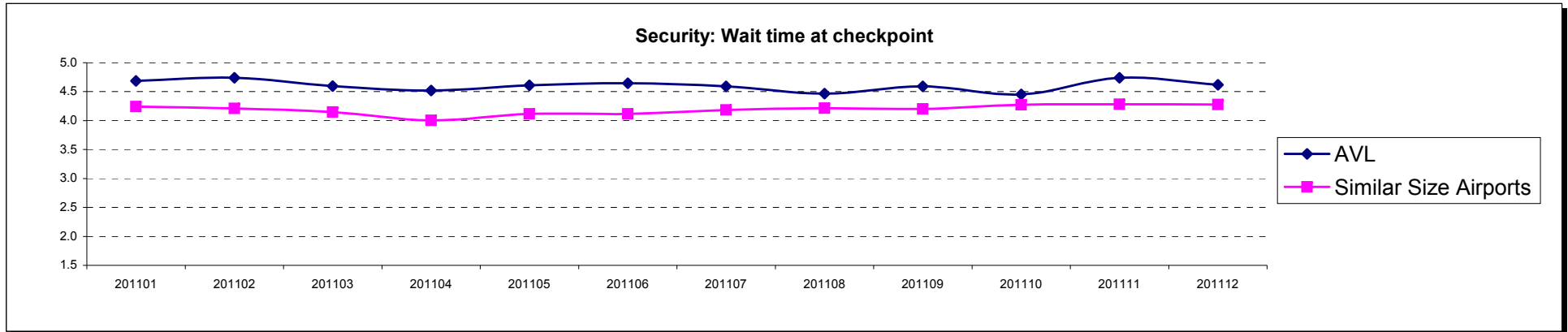
Concessions and Restrooms



Transportation to Departure Gate



Airport Security



Appendix A - Geographic Breakdown of Respondents

AR	1	OR	1
AZ	2	PA	3
CA	13	SC	1
CO	8	TN	2
CT	2	TX	9
DE	1	VA	4
FL	28	VT	3
HI	2	WA	6
IA	4	WI	4
IL	15	ASIA	1
IN	2		
KS	1		
LA	2		
MA	5		
MD	3		
MI	8		
MN	3		
MO	2		
MS	1		
MT	1		
NC	184		
NJ	8		
NM	1		
NV	1		
NY	7		
OH	3		

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

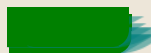


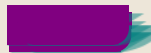
Proposed 2012/2013 Budget
Asheville Regional Airport Authority
February 24, 2012




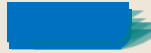
Agenda


-  **General Statistics**


-  **Proposed FY 2012/2013 O&M Budget**

-  **Proposed FY 2012/2013 Capital Budget**

-  **Proposed FY 2012/2013 Reserve Funds**

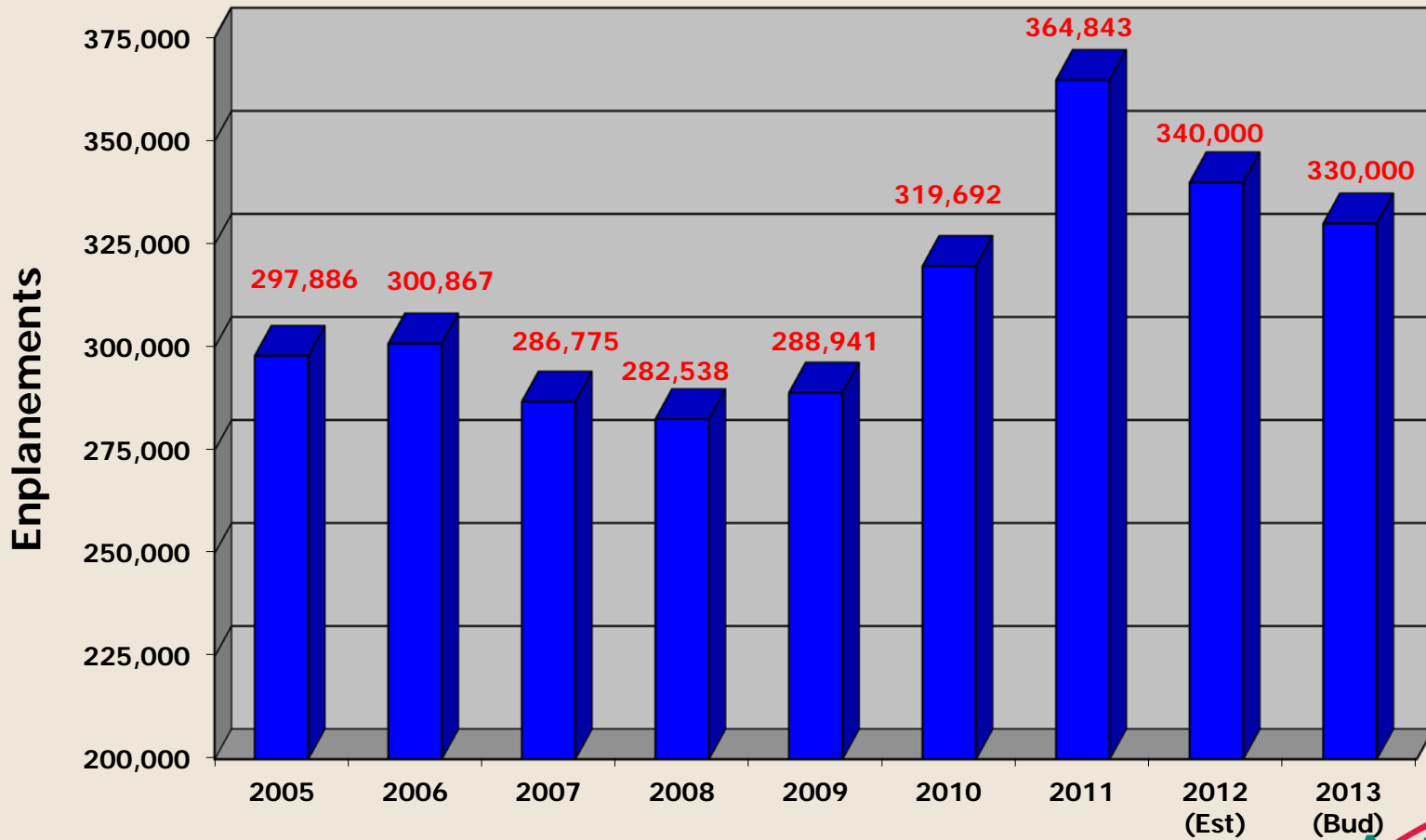
-  **Proposed FY 2012/2013 Estimated Cash Balance**

-  **Proposed FY 2012/2013 Supplemental Fees**

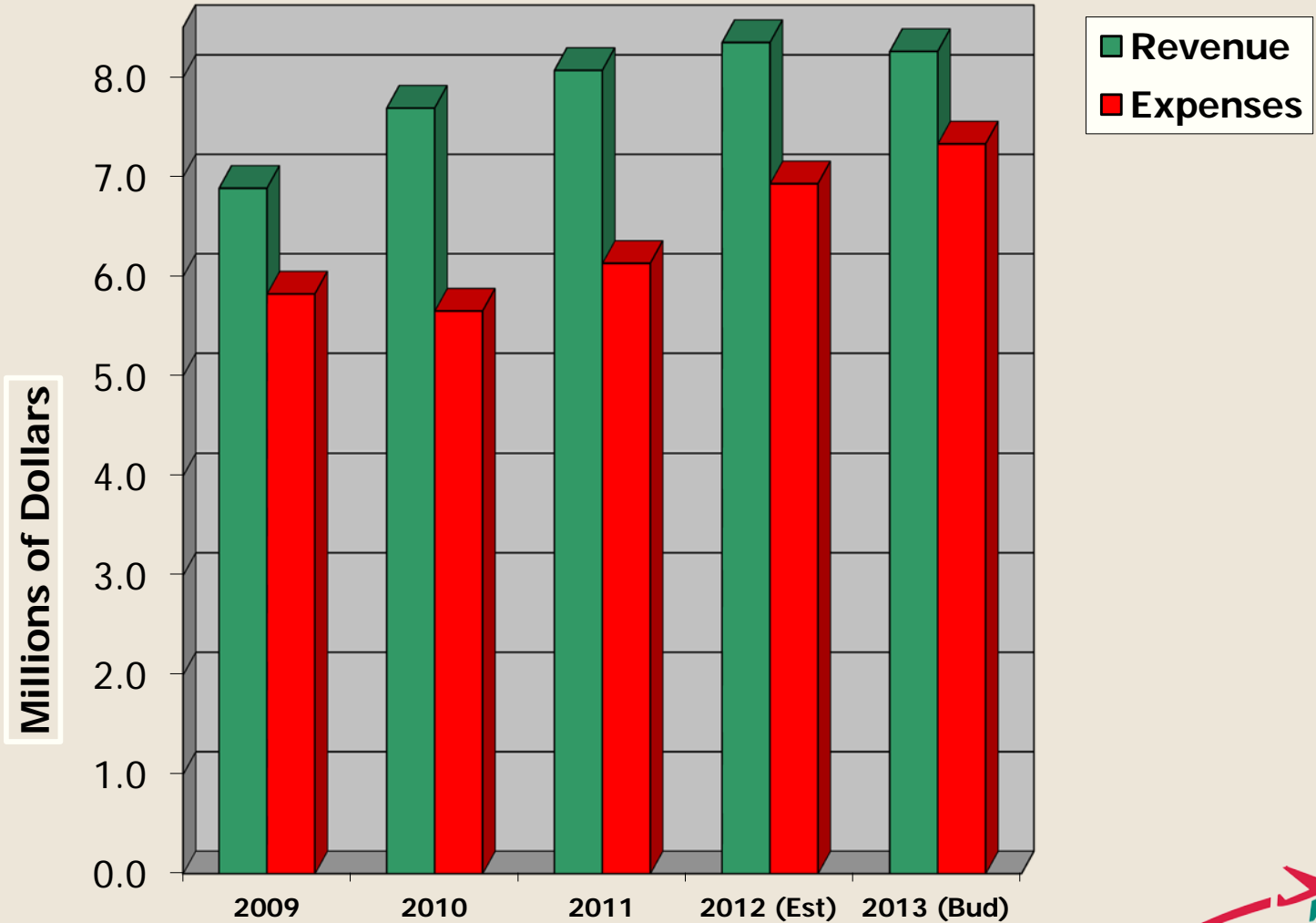
-  **Questions and Comments**

Passenger Traffic Growth

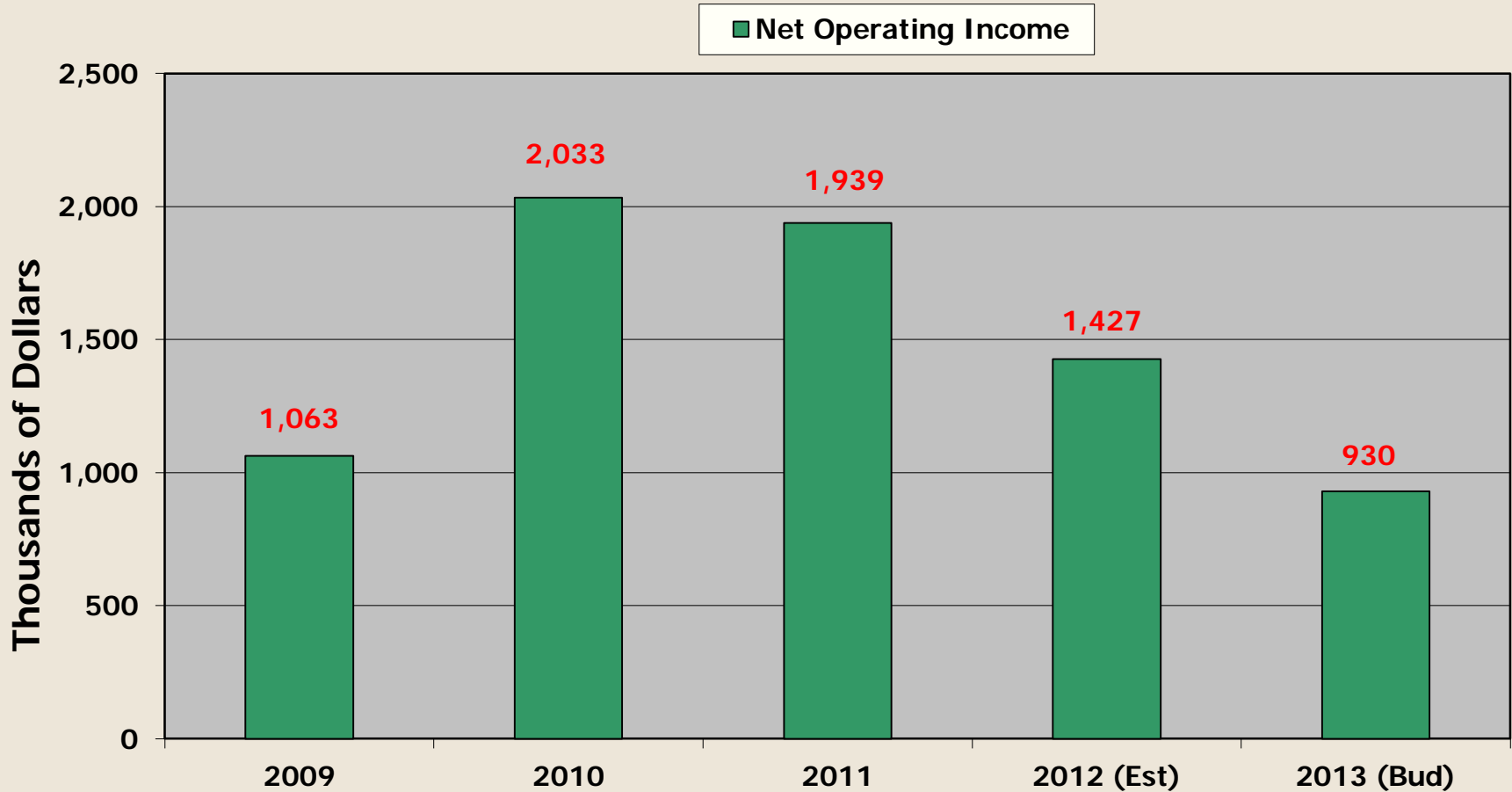
Fiscal Years 2005-2013 Passenger Traffic



Operating Revenues/Expenses FY 2009 through 2013



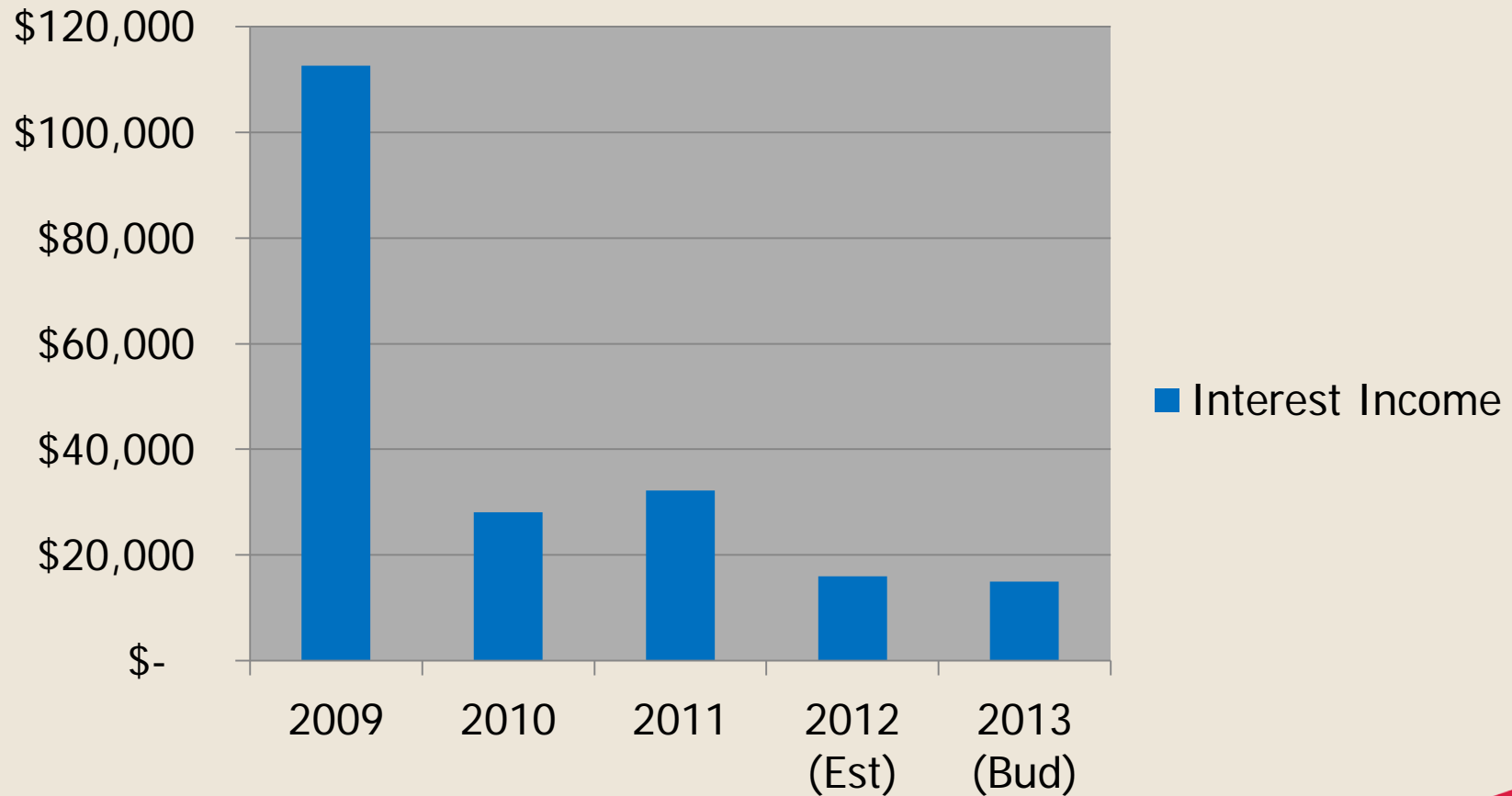
Net Operating Income FY 2009 through 2013 (a)



a. Includes operating revenues and expenses

Interest Income

Interest Income





Proposed O & M Budget

Basic O&M Budget Assumptions

OPERATING REVENUES:

- Passenger Enplanements – 330,000
- Airline rates & charges increased with more terminal square footage and higher percentage of commercial airline operation as General Aviation operations continue declining
- FBO revenues increased with current Landmark contract
- Rental car revenues increased with current contracts

Basic O&M Budget Assumptions (cont'd)

OPERATING EXPENSES:

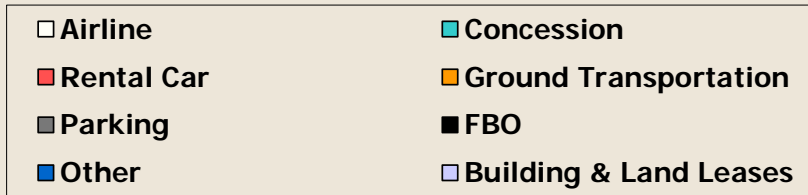
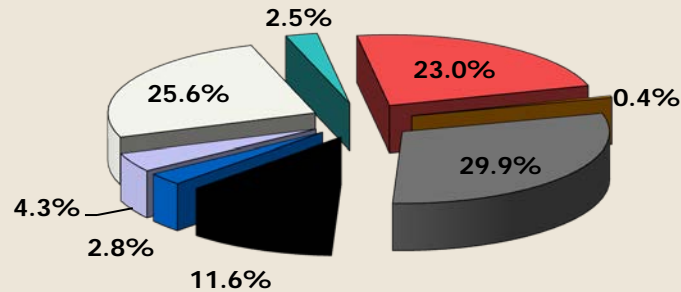
- Salary adjustment pool budgeted at 3%
- Vacant Public Safety Officer position budgeted to be eliminated
- Higher de-icing chemical costs due to new regulations
- Elevator upgrade costs included

Proposed Budget

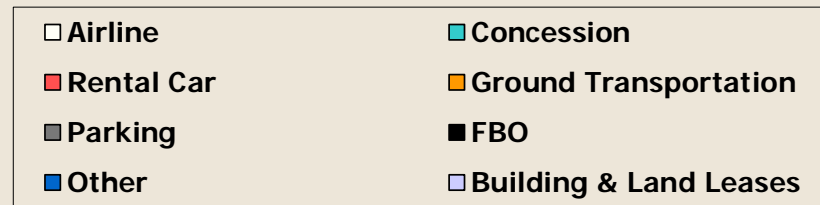
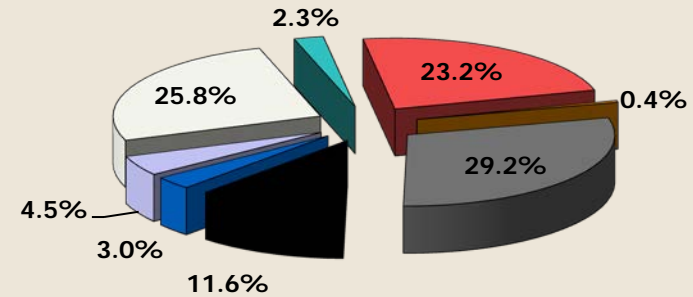
	Budget Amounts			Percent Change
	FY 11/12	FY 12/13	Difference	
Revenues				
Operating Revenues	\$ 8,018,407	\$ 8,265,501	\$ 247,094	3.1%
Investment Income	25,000	15,000	(10,000)	-40.0%
Total Operating & Investment Revenues	8,043,407	8,280,501	237,094	2.9%
Expenses				
Operating Expenses	7,191,044	7,335,328	144,284	2.0%
Total Operating Expenses	7,191,044	7,335,328	144,284	2.0%
Net Operating & Investment Income	\$ 852,363	\$ 945,173	\$ 92,810	10.9%

Sources of Operating Revenue

FY 2012 (Est)

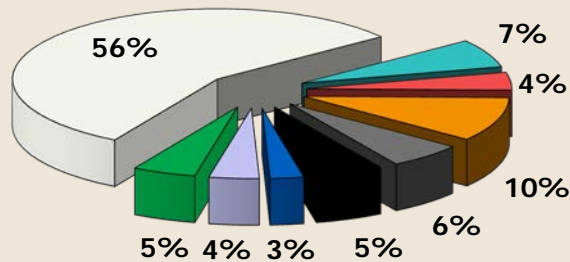


FY 2013 (Bud)

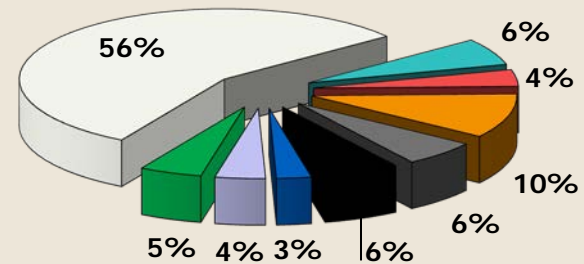


Operating Expenses by Category

FY 2012 (Est)



FY 2013 (Bud)

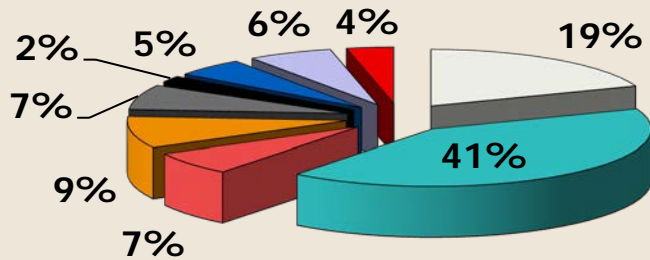


- Salaries & Benefits
- Professional Services
- Maintenance & Repair
- Insurance
- Other
- Utilities
- Contractual Services
- Supplies
- Promotional Activities

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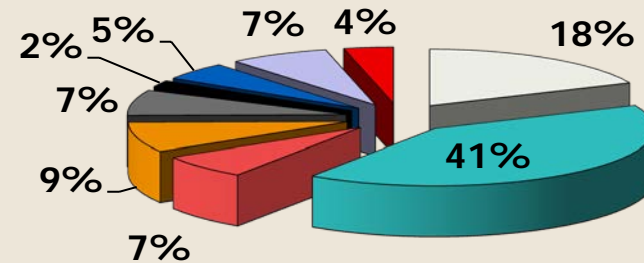
Operating Expenses By Department

FY 2012 (Est)



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

FY 2013 (Bud)



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



Proposed Capital Budget



Proposed Capital Budget

DESCRIPTION	TOTAL	Funding Source					
		FAA- AIP ENTITLEMENTS	FAA- AIP DISCRETIONARY	NCDOT	PFC's	Future PFC's (2)	AIRPORT AUTHORITY
Capital Improvements (1)							
Airfield Improvements - Phase I - Design Services	\$ 3,266,300		\$ 2,776,355				\$ 489,945
New Aircraft Rescue & Fire Fighting (ARFF) Facility	4,305,791	2,145,462		750,000	1,305,159	25,170	80,000
Total Capital Improvements	7,572,091	2,145,462	2,776,355	750,000	1,305,159	25,170	569,945

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

unless otherwise authorized by the Authority Board.

(2) "Future PFC's" will be collected in future years, and thus are shown in the current year's budget as funded with ARRA cash, and will

be shown in next year's budget as PFC Revenues.



Proposed Capital Budget (cont'd)

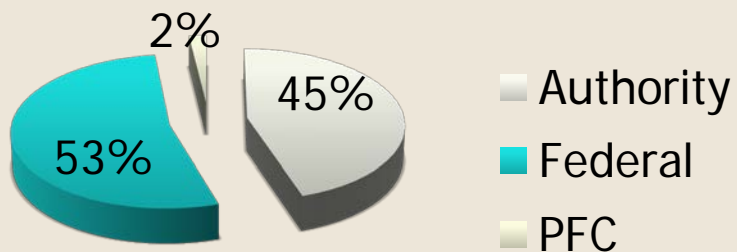
DESCRIPTION	TOTAL	Funding Source					
		FAA- AIP ENTITLEMENTS	FAA- AIP DISCRETIONARY	NCDOT	PFC's	Future PFC's (2)	AIRPORT AUTHORITY
<u>Equipment and Small Capital Outlay</u>							
Portable & Mobile Radios	45,000						45,000
Auxiliary Fire Fighting Equipment	45,000						45,000
Digital Billboard	110,000						110,000
Total Equipment and Small Capital Outlay	200,000	-	-	-	-	-	200,000

Proposed Capital Budget (cont'd)

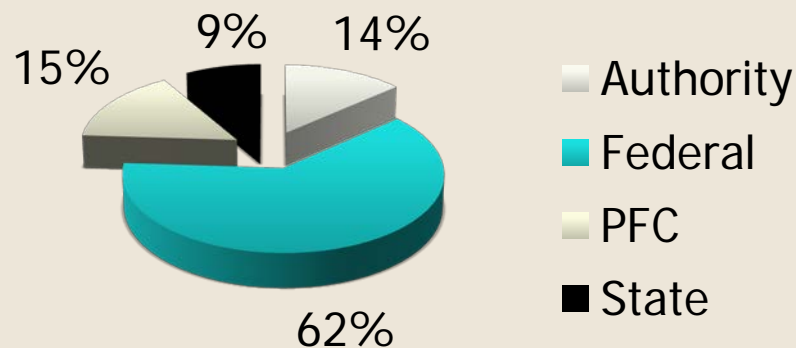
DESCRIPTION	TOTAL	Funding Source					
		FAA- AIP ENTITLEMENTS	FAA- AIP DISCRETIONARY	NCDOT	PFC's	Future PFC's (2)	AIRPORT AUTHORITY
<u>Renewal and Replacement</u>							
Snow Truck & Plow Replacement	605,000	574,750			30,250		
FAA Air Handler	107,498						107,498
Basement Air Handler	86,586						86,586
Front Mount Mower	73,800						73,800
Vehicle Replacement	40,500						40,500
Systems Virtualization & Hardware	45,000						45,000
Shop Roll-up Door	25,000						25,000
Information Display Hardware	23,310						23,310
CCTV/Access Control System Upgrade	9,000						9,000
Utility Locator	8,000						8,000
Total Renewal and Replacement	1,023,694	574,750	-	-	30,250	-	418,694
Total	\$ 8,795,785	\$ 2,720,212	\$ 2,776,355	\$ 750,000	\$ 1,335,409	\$ 25,170	\$ 1,188,639

Capital Program Funding Sources

FY 2012 (Est)



FY 2013 (Bud)



Authority's Contribution - \$966,843

Authority's Contribution - \$1,188,639



Reserve Funds

Operations & Maintenance Reserve

- **Description and Justification**
 - Established to cover fluctuations in cash flow and provide quick access to additional operational cash.
- **Equivalent to 6 months of budget FY 2012/2013 operations and maintenance expense.**
 - \$3,667,664 for FY 2012/2013

Emergency Repair Reserve

- **Description and Justification**
 - Established to cover emergency repairs and provide ready access to the required cash.
- **\$650,000 for FY 2012/2013**



Estimated Cash Balance

Cash Balance

**ASHEVILLE REGIONAL AIRPORT AUTHORITY
ESTIMATED CASH & INVESTMENT BALANCE
As of June 30, 2013**

		Amount
Estimated Cash & Investment Balance at June 30, 2012		\$ 12,811,918
Plus: Net Operating & Investment Revenues		945,173
Less Other Costs:		
Business Development Costs	(300,000)	
Contingency	(100,000)	
Debt Service	(626,823)	(1,026,823)
Plus Non-Operating Revenues:		
Passenger Facility Charges	1,350,000	
Customer Facility Charges	900,000	2,250,000
Plus Capital Contributions:		
Federal Grants - AIP Entitlements	3,075,821	
Federal Grants - AIP Discretionary Funds	2,776,355	
NC DOT Grants	750,000	6,602,176



Cash Balance (cont'd)

Less Capital Costs:		
Capital Improvements	(7,572,091)	
Equipment and Small Capital Outlay Fund	(200,000)	
Renewal and Replacements	(1,023,694)	
Carryover projects from FY2012	<u>(374,325)</u>	(9,170,110)
Estimated Cash & Investment Balance at June 30, 2013		<u>12,412,334</u>
Estimated Restricted Cash at June 30, 2013		160,000
<u>Reserves:</u>		
Operations & Maintenance Reserve (6 Months)		3,667,664
Emergency Repair Reserve		650,000
Estimated Unrestricted Undesignated Cash & Investments at June 30, 2013		<u><u>\$ 7,934,670</u></u>





Supplemental Fees

Proposed FY 2012/2013 Fees

	FY 2011/2012 Current Fees		FY 2012/2013 Proposed Fees	
	Cost	Per	Cost	Per
Maintenance				
Scissor Lift	\$ 100.00	day	\$ 100.00	day
Large ADA Ramp Rental	\$ 100.00	use	\$ 100.00	use
Air Stair Rental	\$ 100.00	use	\$ 100.00	use
Volvo Wheel Loader	\$ 150.00	use	\$ 150.00	day
Fork-lift	\$ 100.00	use	\$ 100.00	day
Pallet Jack			\$ 50.00	use
Tenant Sweeper	\$ 125.00	hour	\$ 125.00	hour
Service Truck	\$ 50.00	hour	\$ 50.00	hour
Backhoe	\$ 100.00	hour	\$ 100.00	hour
Lighted X	\$ 200.00	day	\$ 200.00	day
Light Tower	\$ 150.00	day	\$ 150.00	day
Paint Stripper	\$ 100.00	hour	\$ 100.00	hour
Large Aircraft Removal Dolly	\$ 200.00	day	\$ 200.00	day
Small Aircraft Removal Dolly	\$ 100.00	day	\$ 100.00	day
Aircraft Jack	\$ 100.00	use	\$ 100.00	use
Cores	\$ 40.00	each	\$ 40.00	each
Keys	\$ 12.00	each	\$ 12.00	each
Large Dump Truck	\$ 200.00	hour	\$ 200.00	hour
Small Sweeper	\$ 200.00	hour	\$ 200.00	hour
Large Sweeper	\$ 300.00	hour	\$ 300.00	hour
Pressure Washer	\$ 125.00	hour	\$ 125.00	hour
Maintenance Labor Rate (1)	\$ 45.00	hour	\$ 45.00	hour
Escort Rate (1)			\$ 45.00	hour

Proposed FY 2012/2013 Fees (cont'd)

	FY 2011/2012 Current Fees		FY 2012/2013 Proposed Fees	
	Cost	Per	Cost	Per
<u>Department of Public Safety</u>				
ARFF Apparatus for 1500 gal. or greater	\$ 250.00	hour	\$ 250.00	hour
ARFF Apparatus for less than 1500 gal.	\$ 150.00	hour	\$ 150.00	hour
Command, Police, and Ops support vehicles	\$ 100.00	hour	\$ 100.00	hour
Aircraft recover dolly	\$ 150.00	day	\$ 150.00	day
Maintenance Labor Rate (1)	\$ 45.00	hour	\$ 45.00	hour
Mutual Aid Agencies collected on their behalf		as incurred		as incurred
Replacement charges for AVL equipment/supplies		as incurred		as incurred
<u>Information Technology (IT) Department</u>				
IT Labor Rate - Non-Network (1)	\$ 40.00	hour	\$ 40.00	hour
IT Labor Rate - Network Related (1)	\$ 60.00	hour	\$ 60.00	hour
Cable Television (CATV) Signal Transport Fee			\$ 10.00	month
Cable Television (CATV) Package # 1 (2 & 3)			\$ 36.00	month
Cable Television (CATV) Package # 2 (2 & 3)			\$ 72.00	month
Dark Fiber per strand per 0-1000 ft			\$ 20.00	month
Dark Fiber per strand per 0-2000 ft			\$ 22.00	month
Dark Fiber per strand per 0-3000 ft			\$ 24.00	month
WiFi & SSID (required for WiFi Access) (2)			\$ 70.00	month
Dedicated Internet Bandwidth (1 Mbps) (2)			\$ 100.00	month
Dedicated Internet Bandwidth (1.5 Mbps) (2)			\$ 150.00	month
Dedicated Internet Bandwidth (3.0 Mbps) (2)			\$ 256.00	month

Notes:

- (1) One Hour Minimum, Minimum of 3 hours charged after regular business hours.
- (2) Add \$120 for 2 hours of IT Labor for Setup & Configuration
- (3) Add additional upgrades at cost

Proposed FY 2012/2013 Fees (cont'd)

<u>Identification Badge Fees and Charges</u>	FY 2011/2012		FY 2012/2013	
	Current Fees		Proposed Fees	
	Cost	Per	Cost	Per
Initial Badge Issuance				
SIDA Badge	\$ 52.00		\$ 67.00	
Non-SIDA Badge	\$ 20.00		\$ 35.00	
Renewal of Badge				
SIDA Badge	\$ 20.00		\$ 35.00	
Non-SIDA Badge	\$ 20.00		\$ 35.00	
Lost Badge Replacement				
SIDA Badge (4)	\$ 30.00		\$ 85.00 / \$ 100.00	
Non-SIDA Badge (5)	\$ 30.00		\$ 60.00 / \$ 75.00	
Escort Training				
			\$ 25.00	

Notes:

- (4) \$85.00 for the first replacement badge, \$100.00 for the second replacement badge
 (5) \$60.00 for the first replacement badge, \$75.00 for the second replacement badge



Proposed FY 2012/2013 Fees (cont'd)

	FY 2011/2012 Current Fees		FY 2012/2013 Proposed Fees	
	Cost	Per	Cost	Per
<u>Parking</u>				
Long term	\$ 1.50	0 - 1 hour	\$ 1.50	0 - 1 hour
	\$ 1.50	each add'l hour	\$ 1.50	each add'l hour
	\$ 8.00	day	\$ 8.00	day
	\$ 48.00	week	\$ 48.00	week
Short term	\$ 1.00	1/2 hour	\$ 1.00	1/2 hour
	\$ 12.50	day	\$ 12.50	day
Employee Parking Rate	\$ 50 / \$45	new/renewal	\$ 53 / \$48	new/renewal
Commuter Parking Rate	\$ 265 / \$250	new/renewal	\$ 279 / \$263	new/renewal
Fines	up to \$1,000	day	up to \$1,000	day
<u>Ground Transportation</u>				
Airport Ground Transportation Permit (1)	\$ 175.00	annual	\$ 184.00	annual
Off-Airport Rental Car Fee	7.50%	of gross revenue	7.50%	of gross revenue



Thank You!

