



AGENDA

Greater Asheville Regional Airport Authority Regular Meeting
Friday, December 14, 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 Clerk to the Board prior to the agenda item being called by the Chair.

- I. CALL TO ORDER.
- II. SERVICE AWARD PRESENTATION:
 - A. Royce Holden – 10 Years
- III. PRESENTATIONS:
 - A. Landmark Aviation – Marty Kretchman ([document](#))
- IV. FINANCIAL REPORT ([document](#))
- V. CONSENT ITEMS:
 - A. Approval of the Greater Asheville Regional Airport Authority October 12, 2012 Regular Meeting Minutes ([document](#))
 - B. Approval of the Greater Asheville Regional Airport Authority October 12, 2012 First Closed Session Minutes
 - C. Approval of the Greater Asheville Regional Airport Authority October 12, 2012 Second Closed Session Minutes
 - D. Approval of the Greater Asheville Regional Airport Authority Board 2013 Schedule ([document](#))



- E. Approval of Amendment No. 1 to the Airline-Airport Operating and Space Use Agreement ([document](#))
- VI. OLD BUSINESS: None
- VII. NEW BUSINESS:
- A. Adoption of Asheville Regional Airport Five-Year Capital Improvement Plan (CIP) For FY 2014-2018 ([document](#))
 - B. Approval of Scope of Services No. 12 and Associated Fees with RS&H Architects-Engineers-Planners, Inc. ([document](#))
 - C. Approve Reimbursable Agreement with North Carolina Department of Transportation (NCDOT) ([document](#))
- VIII. DIRECTOR'S REPORT:
- A. Airline Visit Update
 - B. Washington, DC Legislator Trip
 - C. Holiday Chorus Program
- IX. INFORMATION SECTION:
(Staff presentations will not be made on these items. Staff will be available to address questions from the Board.)
- A. October 2012 Traffic Report ([document](#))
 - B. October 2012 Monthly Financial Report ([document](#))
 - C. December 2012 Development/Project Status Report ([document](#))
 - D. Potential Board Items for the Next Regular Meeting:
 - None identified at this time
- X. AUTHORITY MEMBERS' REPORTS.
- A. Review and Discussion of Applications for Authority Board At Large Vacancy



B. Discussion on By-Laws Update

XI. PUBLIC AND TENANTS' COMMENTS.

XII. CALL FOR NEXT MEETING.

XIII. CLOSED SESSION:

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

XIV. ADJOURNMENT.

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



LANDMARK
A V I A T I O N

AVL



Company Background



- Landmark Aviation began operating under our current name in 2005, but our history goes back many years
- Lineage of organization includes Piedmont-Hawthorne, Garrett Aviation, and Associated Air Centers
- Headquartered in Houston, Texas
- Third-largest Fixed Base Operator network in the world
- Currently operate 49 FBO locations in the US, Canada and Western Europe
- Also have 11 MRO's nationwide and an on-demand charter fleet of over 70 aircraft under management

Company Background



- Recently acquired an FBO operator at Teterboro (TEB), one of the busiest General Aviation airports in the country
- Also operate facilities at other large airports such as Miami (MIA), Dulles (IAD), and San Diego (SAN)
- Network still consists primarily of midsize market FBOs such as AVL, as they've been the backbone of the organization for decades



Landmark AVL



Opened here in April 2009, the original \$4.6 million project consisted of a 28,000 square foot General Aviation facility including hangar and office space located at the north end of the airfield, as well as a 52,000 gallon state-of-the-art fuel farm.



Landmark AVL



In February 2011, Landmark acquired Odyssey Aviation's seven US FBO operations, including their facility here in Asheville

This expanded our local area of responsibility to nearly 50 acres and 250,000 square feet of total hangar space



2012, A Year of Improvements



Earlier this year, we took Odyssey's former fuel farm out of service and removed all of the old tanks and equipment...



2012, A Year of Improvements



...and added additional capacity at the new Landmark facility to allow us to serve AVL airline and GA operators for years to come.



2012, A Year of Improvements



We built a passenger lobby and offices for tenants inside one of the airport's newest hangars located at 168 Wright Brothers Way.



2012, A Year of Improvements



We installed a brand new 20-year TPO roof on Hangar 7...



2012, A Year of Improvements



...and even resurfaced a large area of the general aviation ramp that was in disrepair.



Our Role in the Community



-
- Stewards of the AVL 'brand' to our clients, from General Aviation operators to the military to the airlines
 - Community involvement is a focus value of our executive team, and it's a staple of the FBOs throughout our network
 - Driven to showcase the positives of our airport and our industry within our local community at every opportunity
 - Conduct our business with one eye on the bottom line and the other on our responsibilities to each other
 - AVL staff involved in numerous volunteer initiatives, both within aviation and outside of our industry

Our Role in the Community



Just this year at AVL we have participated in:

- Junior Achievement activities
- Runway 5K/Aviation Day
- Collings Foundation WWII bomber visit
- Wounded Warrior Project breakfast
- Marine Corps/TAPS 10K Run
- Veteran's Airlift Command flights
- Angel Flights
- Pilots n' Paws missions
- WNC Pilot's Assoc. Scholarships
- Warrior Service Dogs fundraisers



What's Ahead for Landmark



Landmark Aviation continues taking steps to further improve on our position as an industry leader in safety and service.

Moving forward with advanced phases of our Safety and Quality Management System (SQMS) at all locations.

October acquisition of Landmark by The Carlyle Group means new additions to our global network of sites and further improvements in our menu of services.



What's Ahead for AVL



Continued work on the Master Plan, including exciting potential for GA growth here at the airport.

Additional leasehold improvements made possible through our partnership with the GARAA.

My team is striving to make AVL one of Landmark's top facilities with **100% safe, incident-free operation, high customer satisfaction, and excellent value offered in all of our services.**





LANDMARK
A V I A T I O N

Thank You for your support.



**Asheville Regional Airport
Executive Summary
October-12**

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	28,753	(19.4%)	269,245	(11.6%)
Aircraft Operations				
Commercial	1,585	(13.5%)	15,322	(14.1%)
Scheduled Flights	660	(13.7%)		
Flight Cancellations	10			
Seats	35,776	(15.0%)	347,287	(16.1%)
Load Factor	80.4%	(5.2%)	77.5%	5.4%
General Aviation	3,589	(5.6%)	33,422	4.9%
Military	445	10.1%	3,825	11.7%

FINANCIAL RESULTS

	<u>Month</u>	<u>Variance to Budget</u>	<u>Fiscal Year to Date</u>	<u>Variance to Budget</u>
Operating Revenues	\$ 760,064	5.2%	\$ 2,959,790	1.3%
Operating Expenses	535,830	(18.1%)	2,036,620	(17.4%)
Net Operating Revenues before Depreciation	<u>\$ 224,234</u>	231.3%	<u>\$ 923,170</u>	101.5%
Net Non-Operating Revenues	<u>\$ 183,667</u>	(14.3%)	<u>\$ 809,406</u>	(8.6%)
Grants:				
FAA AIP Grants	\$ 321,153		\$ 940,858	
NC Dept of Transportation Grants	-		-	
Total	<u>\$ 321,153</u>		<u>\$ 940,858</u>	

CASH

Restricted	\$ 413,607
Designated for O&M Reserve	3,667,664
Designated for Emergency Repair	650,000
Unrestricted, Undesignated	10,562,651
Total	<u>\$ 15,293,922</u>

RECEIVABLES PAST DUE

	<u>Total</u>	<u>1-30 Days</u>	<u>31-60 Days</u>	<u>Over 60 Days</u>
American Airlines (In Bankruptcy)	1,166			1,166
Delta Air Lines	1,002	765		237
Express Jet	18,247	8,473	9,774	
FAA / TSA	21,244	21,244		
Hertz	493		433	60
Miscellaneous	994	465	319	210
US Airways	1,514	121	1,393	
Total	<u>\$ 44,660</u>	<u>\$ 31,068</u>	<u>\$ 11,919</u>	<u>\$ 1,673</u>
% of Total Receivables	<u>9.49%</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	\$ 2,908,452

CAPITAL EXPENDITURES

Annual Budget	\$ 10,115,628
Year-to-Date Spending	\$ 1,114,428

**REGULAR MEETING
GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
October 12, 2012**

The Greater Asheville Regional Airport Authority ("Authority") met on Friday, October 12, 2012 at 10:13 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, Chair; Bob Roberts, Vice-Chair; Jeffrey A. Piccirillo; Martha W. Thompson; and Andrew Tate

MEMBERS ABSENT: None

STAFF AND LEGAL COUNSEL PRESENT: Vic Buchanan, Authority Legal Counsel; Lew Bleiweis, Executive Director; Michael Reisman, Deputy Executive 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; Suzie Baker, Director of Administration; Tina Kinsey, Director of Marketing and Public Relations; Amy Burritt, Marketing Supervisor; and Ellen Heywood, Clerk to the Board

ALSO PRESENT: Jeff Kirby, Michael Baker Corporation; Cassie Wilson, Martin Starnes & Associates

CALL TO ORDER: The Chair welcomed everyone in attendance, called the meeting to order at 10:13 a.m., and informed the audience that the first order of business was a Closed Session.

CLOSED SESSION: At 10:14 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 Authority, Including Agreement on a Tentative List of Economic Development Incentives that may be Offered by the Authority in Negotiations. Ms. Thompson seconded the motion and it carried unanimously.

Open Session resumed at 10:23 a.m.

Mr. Piccirillo moved to seal the minutes for the October 12, 2012 Closed Session and withhold such minutes from public inspection so long as public inspection would frustrate the purpose or purposes thereof. Mr. Roberts seconded the motion and it carried unanimously.

NEW BUSINESS (Part I):

A. Acceptance of Bill of Assignment, Conveyance, Transfer, Authorization, and Grant from the Asheville Regional Airport Authority: Mr. Roberts moved that, effective immediately, the Greater Asheville Regional Airport Authority hereby approves and accepts, and joins in, and agrees to be bound by, the Bill of Assignment, Conveyance, Transfer, Authorization, and Grant from and by the Asheville Regional Airport Authority to the Greater Asheville Regional Airport Authority, and hereby approves, and agrees to be bound by, the Acceptance and Joinder with respect to such Bill of Assignment, Conveyance, Transfer, Authorization, and Grant; and hereby further authorizes and directs its Chair to forthwith execute and deliver the acceptance and joinder for, and on behalf of, the Greater Asheville Regional Airport Authority and its governing board. Ms. Thompson seconded the motion and it carried unanimously.

At 10:26 a.m. the Chair executed the Acceptance and Joinder in duplicate on behalf of the Greater Asheville Regional Airport Authority.

FINANCIAL REPORT: The Director reviewed the airport activity section of the Executive Summary for the month of August. Passenger enplanements for the month totaled 30,269, a decrease of 19.9% over the same period last year. The Director also reviewed airport operations noting that while scheduled flights, flight cancellations and seats are all down, the load factor has increased by 3.4% over the same period last year. Vickie Thomas reported on the financial results for the month stating that operating revenue was \$757,000, which was 0.4% below budget, and operating expenses were \$518,000, which was 14.4% below budget. Mrs. Thomas also reported on the cash position for the month.

CONSENT AGENDA:

A. Approval of the Greater Asheville Regional Airport Authority August 17, 2012 Special Meeting Minutes:

B. Approval of the Greater Asheville Regional Airport Authority August 31, 2012 Special Meeting Minutes:

C. Approval of Amendment to the FY 2012-2013 Budget:

D. Ratification of Amended Asheville Regional Airport Five-Year Capital Improvement Plan (CIP) for FY 2013-2017:

E. Approval of Sewer Line Emergency Repair:

F. Approval of Extended Fiber Optic Perimeter Distribution System:

G. Adoption of Airport Development Guidelines:

Ms. Thompson moved to approve Consent Agenda items A-G. Mr. Piccirillo seconded the motion and it carried unanimously.

NEW BUSINESS (Part II):

A. Presentation of Final Draft Annual Audit Report for Fiscal Year 2011/2012: Vickie Thomas advised the Board that the annual audit was performed by Martin Starnes & Associates and introduced Cassie Wilson who gave a brief presentation to the Board.

Ms. Wilson thanked the Board for allowing her to speak. Ms. Wilson informed the Board that an unqualified opinion was issued for the audit, which means there are no findings, no questionable costs, and found no issues with any of the financial data that was audited. Ms. Wilson also informed the Board that no material internal controls or weaknesses were identified during the process and the Authority staff was very cooperative. Cash and investments totaled \$14,119,918 at the end of the fiscal year. Ms. Wilson presented a summarization of the revenue and expenses and noted that the decrease in revenue is a change in capital contributions received in 2011-2012 from the AIP grant. Ms. Wilson reviewed the net assets and noted that the increase of \$1.2 million was reflective of the overall operating revenue increases from the terminal, airfield, general aviation, and parking lot revenues. Ms. Wilson also reviewed debt service payments, depreciation expense, and operating income. Ms. Wilson advised the Board that the Local Government Commission approved the audit and had no changes to the audit report. The Chairman thanked Ms. Wilson for her presentation

Mr. Roberts moved to accept the 2011/2012 Audit Report as presented. Mr. Piccirillo seconded the motion and it carried unanimously.

B. Approval of Airline Incentives for Allegiant Air: The Director reported that Allegiant Air began service to Orlando in November of 2011 and has been very successful with this service. Allegiant approached staff in June regarding the possibility of adding Fort Lauderdale service. In September, Allegiant made a public announcement that Fort Lauderdale service would begin on November 15th and the

service would be twice a week. The Director advised the Board that in accordance with the Authority's incentive package, staff has offered Allegiant up to \$150,000 in Marketing money and a one year waiver of airport related fees excluding PFC's. The Director further stated that Fort Lauderdale has been very high on the airport's market list and staff would like to insure this service is successful. Therefore, the Director requested the Board's approval to provide ground handling and passenger service fee incentives of 50% per aircraft per turn up to \$250 per flight for two flights per week for a 12-month period. Allegiant must maintain four flights per week of any city pair in order to retain this incentive. The Director summarized the incentive package that would include \$150,000 in marketing money, \$72,000 in waived rents and fees, and \$26,000 for ground handling fees for a total package of \$248,000 or \$176,000 in direct expenditures. Funds are in the budget to be able to provide this incentive package.

Ms. Thompson moved to approve airline incentives as presented by staff to Allegiant Air for Asheville-Fort Lauderdale service and authorize the Executive Director to execute the necessary documents. Mr. Roberts seconded the motion and it carried unanimously.

C. Approval of Supplemental Agreement No. 1 to Agreement for Professional Services with Respect to Reynolds, Smith and Hills, Inc.: Mike Reisman advised the Board that a Supplemental Agreement to the existing Master Agreement with Reynolds, Smith and Hills (RS&H) is necessary as RS&H has been selected for program management and construction management services associated with the airfield redevelopment project and the current Master Agreement with RS&H is set to expire in September, 2013. The Supplemental Agreement amends one particular paragraph in the Agreement regarding the language in terms of errors or omissions on the part of RS&H and their obligation and liability relating to the error. The Supplemental Agreement also extends the term of the contract for a period not to exceed five years or at the close-out of the airfield redevelopment project. The extension is very specific to the airfield redevelopment project and will not extend to any additional projects that may be undertaken over the next few years.

Ms. Thompson moved to approve Supplemental Agreement No. 1 and authorize the Executive Director to execute the necessary documents. Mr. Roberts seconded the motion and it carried unanimously.

D. Discussion on Extension of Parking Lot Agreement: The Director reviewed the background for selection of the management and operation of the public parking facilities at the airport that took place in January 2008. The Director further stated that Standard Parking was the operator approved by the Board for the public parking

facilities. When the five-year agreement with Standard was created four years ago, the five-year contract extension at the airport's option that was included in the original bid documents was inadvertently omitted from the final agreement with Standard. Since the current agreement expires April 30, 2013, an amendment extending the contract needs to be approved or staff needs to prepare bid documents in order to meet the expiration deadline of April. The Director informed the Board that the Master Plan will be completed in the spring of 2013 and one of the major components of the Plan deals with future parking facilities at the airport. Staff recommends extending the agreement with Standard Parking for two years with three one-year options to extend. This will provide staff with time to see what the Master Plan proposes and how it's worked into the capital projects schedule. Staff has consulted with legal counsel and there are no issues with extending the contract to Standard Parking. The Director requested the Board's direction on whether to extend the contract or go out for bid for a formalized contract.

The Chair commented that Standard Parking could insist upon what the original bid documents specified but he understood that Standard Parking was agreeable to the proposed extension. The Director responded that Standard Parking is happy with the extension to the agreement. The consensus of the Board was for staff to extend the agreement with Standard Parking. The Director advised the Board that staff would move forward with the amendment to the contract and would come back to the Board for formal approval.

PRESENTATIONS:

A. Master Plan Update: Mike Reisman advised the Board that the Master Plan project which was launched in September 2011 is on track for completion in March 2013. Some portions of the plan such as the Airport Layout Plan will still need approval from the FAA so it may be a few months after March before everything is finalized. Some of the components of the Master Plan that have been completed include Inventory of the Airport, Environmental Review, Forecast Data chapters, and a few other minor portions. The components still in progress include the Airport Layout Plan set, Financial Feasibility Analysis, as well as Air Service Market Research and Passenger Demand Analysis. The Master Plan process through the Alternatives chapter requires public comment, so an informal open house will be held on October 16th at the Skyland Fire Station. Mr. Reisman reviewed the presentation that will be held for the general public at the open house. The presentation included an overview of existing facilities, forecast data, facility needs, the airfield redevelopment alternatives, and the alternatives for the terminal area, parking, access, general aviation, and non-aeronautical development. Mr. Reisman noted that public comments will be included in

the final Master Plan document. Mr. Reisman further stated that the consultants would make a more formal presentation to the Board in the future.

Mr. Roberts inquired if staff is confident the FAA will honor the commitment for funding of the runway going forward. Mr. Reisman responded that staff has as much of a commitment from the FAA that can be given. The FAA realizes the runway needs to be reconstructed and is on board with the project. The Director remarked that once a project starts, it is unlikely the FAA will renege on funding.

B. Economic Impact Presentation: The Director briefly recapped the funding issues regarding the FAA's Airport Improvement Program (AIP) which is used to reimburse airports for capital projects. The airport industry is taking a different approach with legislators in Washington DC in order to bring an awareness of the impact airports have on the economy. With the help of individual airports meeting with their community leaders, the industry hopes to influence legislators in Washington, DC to approve long-term funding of the AIP. The Director reviewed the Economic Impact presentation that will be shown to local business leaders. The presentation included statistics on passenger enplanements, destinations, economic impact, and the jobs created by airports nationwide, in North Carolina, and in Asheville. The Director also briefly reviewed the capital improvement projects that are ongoing as well as the air service portion of the presentation that included the challenges faced by the airport.

C. Perception Data Survey Presentation: Tina Kinsey informed the Board that staff had commissioned a community perception survey to obtain valid and reliable information about air travelers in Western North Carolina. The goals of the survey were to establish base line passenger metrics as well as data on travel to Washington DC. Mrs. Kinsey reviewed the results of the survey which included a demographic picture of the airport's passengers, the perceived satisfaction and the long-term goal to increase the level of satisfaction, the top drivers of utilization of the airport, and the ranking of the airport among its competitors. Using the survey results, Mrs. Kinsey plans to update the Marketing Plan, increase focus on low fares in air service development, and focus on loyalty growth among business travelers. Staff will also share Washington, DC demographic information with airlines to draw attention to non-stop service to Dulles as a viable market.

DIRECTOR'S REPORT:

A. Southern Conference Sponsorship: The Director reported that \$5,000 has been budgeted in the current fiscal year for sponsorship of the Southern Conference. Staff intends to commit these funds unless the Board objects.

B. Contingency Spending: The Director advised the Board that contingency funds were used for three items:

1. \$20,327 was used for parking lot PCI hardware and software. The Authority owns the parking lot system and credit cards are taken over this system. Staff had to buy the equipment to provide the current standard PCI credit card compliance.
2. Additional scope of work in the Master Plan in the amount of \$26,000 for aerial surveys for obstructions as part of the airfield project.
3. Purchase of roughly \$9,000 for radios. Staff budgeted \$45,000 in the FY2012-2013 budget for radio purchases to upgrade to digital equipment vs. analog. Staff also planned to budget \$45,000 in next fiscal year's budget for a total of \$90,000 for the radio equipment. Since the manufacturers were offering deep discounts and rebates, staff was able to purchase all of the radio equipment for a total of roughly \$57,000 including tax. By amending our budget this year by \$9,000, staff can purchase the equipment and save roughly \$36,000 vs. purchasing the equipment over two years. Therefore, the Director made the commitment to spend the additional \$9,000 in order to save \$36,000.

C. Installation of Body Scanners: The first body scanner at the security checkpoint is coming to Asheville and will likely be installed by the end of the year.

D. HVAC Project: For informational purposes, the Director advised the Board that \$194,000 was budgeted in the current fiscal year budget for replacement of the HVAC system for part of the terminal lobby and part of the FAA. When staff put this project out to bid, the total project came in at approximately \$87,000, so substantial savings will be realized on this project.

E. ARFF Station Program Approval: The Director reported that approval was received from the FAA for a five-bay fire station. The airport is not programmed to receive 90% AIP funding for this project, so the fifth bay may still be bid out as an add alternate to determine the cost and how much the Authority would have to pay for it.

F. Update on Sale of Property: The Director advised the Board that the economic development project that would require the sale of airport property on NC280 will not be moving forward, so the airport property will not be sold.

G. United Way: The Authority is in the middle of the United Way campaign and the Director was proud to report the contributions of staff to this worthy cause. A

report detailing the Authority's 2011 contributions in comparison to other sectors in the community was available for the Board at their seats.

H. 5k/Aviation Day Outcome: The 5k/Aviation Day was a great success. The Director recognized Tina Kinsey and Amy Burritt for a terrific job planning the event and other staff members for helping make sure the event ran smoothly. There were 789 runners and it is expected that between \$3,500 and \$4,000 will be donated to the WNC Pilots Association Scholarship Fund. Approximately 3,000 people attended the Aviation Day portion of the event and the Director named all of the corporate sponsors who helped make the day a success. The Board thanked Mrs. Kinsey and staff for all the wonderful things they do for the Authority.

I. County Zoning Update: The Director advised the Board that as part of Session Law 2012-121, the zoning and planning for the airport now falls under the ordinance of Buncombe County. County staff had to enact zoning regulations which will go before the County Commissioners for final approval at their meeting on October 16th.

J. Upgrades to Authority Offices: The Director informed the Board that some minor renovations were made to the Authority offices such as painting and carpeting and called attention to the framed photographs in the hallway depicting the Authority's employees.

INFORMATION SECTION: No comments

AUTHORITY MEMBERS REPORT: The Chair stated that there were two items to discuss.

A. Title of Executive Director: The Chair advised the Board that Session Law 2012-121 uses the language Airport Director rather than Executive Director and Mr. Buchanan has requested a motion to approve and ratify the use of either Airport Director or Executive Director on the various motions to avoid any discrepancies. Mr. Roberts moved to approve and ratify the use of either Airport Director or Executive Director in the various motions of the Board. Ms. Thompson seconded the motion and it carried unanimously.

B. At Large Member: The Chair brought forth the discussion of possibly proceeding with the appointment of the at-large member of the Authority to comply with the law. The Chair stated that there are potential negatives operating as a five-member Board and asked for the Board's opinion of advertising for expressions of interest to receive resumes, review the resumes, and conduct interviews. Mr. Roberts inquired if the new legislation requires that all six members be seated. Mr. Buchanan

stated that this was an interesting legal question so an interpretation of the law may be a discussion for Closed Session.

PUBLIC AND TENANTS' COMMENTS: None

CALL FOR NEXT MEETING: The Chair inquired about possible agenda items for November. It was determined that there were no items that needed to be addressed in November. The Chair stated that a meeting in November would not be necessary and that the next meeting of the Board would be December 14, 2012.

CLOSED SESSION: At 11:55 a.m. Mr. Tate moved to go into Closed Session pursuant to Subsection 143-318.11 (a) (3) of the General Statutes of North Carolina to Consult with Legal Counsel in Order to Preserve the Attorney-Client Privilege. Mr. Roberts seconded the motion and it carried unanimously.

Open Session resumed at 12:16 p.m.

There was a brief discussion concerning adjourning the meeting without the Board taking formal action regarding the At Large Member position. Rather, the administration will move forward with advertising for the At Large Member.

ADJOURNMENT: Mr. Roberts moved to adjourn the meeting at 12:18 p.m. Mr. Piccirillo seconded the motion and it carried unanimously.

Respectfully submitted,

Ellen Heywood
Clerk to the Board

Approved:

David R. Hillier
Chairman



MEMORANDUM

TO: Members of the Airport Authority
FROM: Lew Bleiweis, A.A.E., Executive Director
DATE: December 14, 2012

ITEM DESCRIPTION – Consent Item D

Approval of the Greater Asheville Regional Airport Authority Board 2013 Schedule

Below are the proposed dates for the 2013 Board Meetings and Budget Workshop/Budget Approval Meeting to note on your calendars:

January 11	June 21
February 15	*July 12
March 8	August 9
March 22	*September 13
April 26	October 11
*May 10	*November 8
	December 13

*"AT THIS POINT" it is not anticipated that a meeting will be required on these dates

Friday, March 22, 2013 – Board Budget Workshop/Budget Approval. Please plan for the entire day for this meeting. If you have any agenda items that you would like addressed, please communicate such item to Ellen Heywood no later than Friday, February 22, 2013 so staff can be properly prepared for the meeting.



MEMORANDUM

TO: Members of the Airport Authority

FROM: Lew Bleiweis, Executive Director

DATE: December 14, 2012

ITEM DESCRIPTION – Consent Item E

Approval of Amendment No. 1 to the Airline-Airport Operating and Space Use Agreement

BACKGROUND

The Board approved the current Airline-Airport Operating and Space Use Agreement (“Agreement”) in 2009. Each flag carrier operating at Asheville Regional Airport has executed the current agreement. The most recent airline to sign is Allegiant. Other than the effective date and specific leased space, the agreements with all the airlines are the same. The Agreement has a term of 60 days and continues unless either party provides notice of termination.

Each year, in accordance with the Agreement, the rental rates and charges are established and provided to the airlines via a consultation meeting. One of the established charges is the fees for operating the airfield. Multiple factors go into this calculation, but one item in particular is the cost of runway deicing chemicals. Staff establishes the expense line item based on winter predictions. The cost of the chemicals is then incorporated into the airfield cost center (Landing Fees). The airlines pay this rate throughout the fiscal year whether or not the Authority purchases the deicing chemicals.

This year the Federal EPA adopted a new regulation that prohibits the use of certain deicing chemicals. The Authority currently uses this banned type of chemical. The chemicals that we will be utilizing moving forward is much more expensive. A discussion with the Board on this was held during the budget process.

Consent - Item E



In order to keep our airline fees down, staff and the airlines discussed a change to how the Authority bills the airlines for this new type of runway deicing chemical. Rather than charging the airlines through the landing fee, whether or not we actually purchase and use the chemicals, Staff felt it was more appropriate to charge the airlines based on actual acquisition and use. It was mutually agreed upon, pending Board approval, effective this winter season, the Authority will direct bill the airlines based on a pro-rata share for the deicing expense incurred.

This Amendment No. 1 to the Agreement reflects this change to the rates and charges of the Agreement.

This Amendment No. 1 also assigns the Agreement to The Greater Asheville Regional Airport Authority.

ISSUES

This new method of charging the airlines for the deicing chemical allows the Authority to maintain a lower rates and charges base for the airline operating costs. It also alleviates any unnecessary risks of not budgeting enough funds to cover the costs of an unusually heavy snow season.

ALTERNATIVES

The Board could decide not to approve this Amendment No. 1 and staff will increase the current airline rates and charges to collect the anticipated cost of the deicing chemicals.

FISCAL IMPACT

There will be no negative fiscal impact to the Authority. As the Authority incurs the expense of purchasing the EPA approved deicing chemicals, the Airlines will be directly billed based on a pro-rata share of that incurred expense.

RECOMMENDED ACTION

It is respectfully requested that the Authority Board resolve to (1) approve Amendment No. 1 to the Airline-Airport Operating and Space Use Agreement; and (2) authorize the Executive Director to execute the necessary documents.

AMENDMENT #1

TO AIRLINE-AIRPORT OPERATING AND SPACE USE AGREEMENT

THIS FIRST AMENDMENT made and entered into this _____ day of _____, 2013, by and between ASHEVILLE REGIONAL AIRPORT AUTHORITY, hereinafter referred to as Authority, and _____ [Airline Name] hereinafter referred to as Airline.

W I T N E S S E T H:

WHEREAS, the parties hereto have previously entered into an Airline-Airport Operating and Space Use Agreement ("Agreement") on _____ [Date] for the lease of space and operating rights for the purpose of certificated air transportation at the Asheville Regional Airport ("Airport"); and

WHEREAS, under the existing Agreement, the Airline pays the Authority for the lease and use of the Airport based on the annually approved Airline Rates and Charges Policy ("Policy") ; and

WHEREAS, the U.S. Environmental Protection Agency ("EPA") has enacted new legislation banning certain runway deicing chemicals that have been in use at the Airport; and

WHEREAS, the new type of runway deicing chemicals are much more expensive than the previous type and will have a direct impact to the airlines operating at the Airport; and

WHEREAS, Authority and Airline negotiated a change to the method for which airport deicing chemicals are purchased and charged to the airlines at the Airport; and

WHEREAS, by an Agreement dated November 29, 1979, and entered into by and between the County of Buncombe and the City of Asheville ("1979 Agreement"), the Asheville Regional Airport Authority ("Authority") was created as a joint agency pursuant to Article 20 of Chapter 160A of the General Statutes of North Carolina; and

WHEREAS, the County of Buncombe and the City of Asheville entered into a Restated and Amended Airport Authority Agreement dated January 22, 2008 ("2008 Agreement"); and

WHEREAS, the Greater Asheville Regional Airport Authority ("GARAA") was created pursuant to Session Law 2012-121 by the General Assembly of North Carolina on June 28, 2012; and

WHEREAS, the Agreement between Airline and Authority needs to be assigned to GARAA; and

WHEREAS, Airline and GARAA request such changes to be effective December 1, 2012, and for the remainder of the Agreement;

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

1. **Section 6, Rate Making Methodology is hereby amended to include the following:**
 - (e) Authority will exclude the expense of runway deicing chemicals from the Airfield Cost Center within Authority's Rates and Charges Policy when calculating the annual airline rates and charges. The Authority will purchase an initial amount of deicing chemical to keep in inventory. On a monthly basis the Authority will keep records of each winter event that requires the use of runway deicing chemicals. The airlines will be responsible for 80% of the deicing chemical expense. Airline will be directly billed on a monthly basis for the amount of deicing chemicals used. Such billings will be based on Airline's pro-rata share for landed weights of all airlines operating at the Airport for the reporting month the winter event(s) occur.

2. **Section 15, Assignment and Subletting is hereby amended to include the following:**
 - (c) Airline acknowledges that on June 28th, 2012, the General Assembly of North Carolina enacted Session Law 2012-121, House Bill 552 creating The Greater Asheville Regional Airport Authority. GARAA shall be a body corporate and politic having the powers, authority, and jurisdiction to operate and manage the Airport. Authority shall assign, and GARAA shall assume, all of Authority's interest. Such assignment and assumption to be effected in such manner as shall be determined by Authority in its sole discretion and without need for consent by Airline. All references to Authority in this Permit shall mean and refer to GARAA. Notwithstanding the foregoing, however, Authority shall not be released from any of its obligations or liabilities under this Agreement.

3. All other terms of this Airline-Airport Operating and Space Use Agreement not specifically amended shall remain in full force and effect.

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

[AIRLINE]

**THE GREATER ASHEVILLE
REGIONAL AIRPORT AUTHORITY**

BY: _____

BY: _____

**Lew Bleiweis, A.A.E.
Executive Director**



MEMORANDUM

TO: Members of the Airport Authority

FROM: Michael A. Reisman
Deputy Executive Director, Development & Operations

DATE: December 14, 2012

ITEM DESCRIPTION – New Business Item A

Adoption of the Asheville Regional Airport Five-Year Capital Improvement Plan (CIP) for FY 2014-2018

BACKGROUND

The Federal Aviation Administration (FAA) requires all airports to submit a Five-Year CIP to be eligible for federal project funding. The CIP is used to update the National Plan of Integrated Airport Systems (NPIAS) and allows the FAA to update the NPIAS program based upon available funding levels.

ISSUES

The Airport Board approved an Amended 2013-2017 CIP at its October 12th, 2012 meeting, which accounted for the changes needed to properly identify the upcoming Airfield Re-development Project. The 2014-2018 CIP begins to re-program projects that were postponed in the Amended CIP due to the need to prioritize funding for the airfield project. As the new Airport Master Plan Study is completed in CY 2013, the priorities and programs contained in that document will become the basis for additional updates to the CIP in future years.

ALTERNATIVES

None recommended at this time.

FISCAL IMPACT

The Five-Year CIP is considered a planning and administrative tool for authority Staff and the FAA. Adopting the CIP does not approve any contracts nor provide Staff with



any authorization to award design or construction projects. Staff will present individual CIP projects to the Authority Board in accordance with all applicable Authority policies.

RECOMMENDED ACTION

It is respectfully requested that the Authority Board resolve to adopt the Asheville Regional Airport Five-Year Capital Improvement Plan as presented for submission to the FAA.

Attachment

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

Airport Capital Improvement Program - Fiscal Years 2014-2018

DRAFT - December 14, 2012

Description	Total Cost	AIP Entitlements	AIP Discretionary	State Funds	Pay-As-You-Go PFC		Other Local Funds			Total Funding
					Current Approval	Future Approvals	Airport Capital	Other (b)	CFC	
Current Year										
FY 2013 (Oct 1, 2012 - Sept 30, 2013)										
ARFF Facility	\$ 5,419,846	**\$2,519,213	\$ -	\$ 1,000,000	\$ 1,350,000	\$ 550,633	\$ -	\$ -	\$ -	\$ 5,419,846
Airfield Improvements Program - Phase 1 (Design)	\$ 2,340,195	\$ 560,000	\$ 1,260,000	\$ -	\$ -	\$ 520,195	\$ -	\$ -	\$ -	\$ 2,340,195
Liquid Deice Vehicle	\$ 300,000			\$ 300,000						\$ 300,000
Subtotal FY 2013	\$ 8,060,041	\$ 3,079,213	\$ 1,260,000	\$ 1,300,000	\$ 1,350,000	\$ 1,070,828	\$ -	\$ -	\$ -	\$ 8,060,041
FY 2014 (Oct 1, 2013 - Sept 30, 2014)										
Airfield Improvements Program - Phase II/Taxiway Construction (sitework/utilities)	\$ 10,485,000	\$ 2,000,000	\$ 6,500,000	\$ 600,000	\$ -	\$ 1,385,000	\$ -	\$ -	\$ -	\$ 10,485,000
Ready/Return Lot Expansion & Improvements	\$ 1,000,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,000,000	\$ 1,000,000
Subtotal FY 2014	\$ 11,485,000	\$ 2,000,000	\$ 6,500,000	\$ 600,000	\$ -	\$ 1,385,000	\$ -	\$ -	\$ 1,000,000	\$ 11,485,000
FY 2015 (Oct 1, 2014 - Sept 30, 2015)										
Airfield Improvements Program - Phase III/Taxiway Construction (paving/electrical)	\$ 13,397,284	\$ 2,000,000	\$ 6,500,000	\$ 600,000	\$ 1,067,284	\$ 3,230,000	\$ -	\$ -	\$ -	\$ 13,397,284
Subtotal FY 2015	\$ 13,397,284	\$ 2,000,000	\$ 6,500,000	\$ 600,000	\$ 1,067,284	\$ 3,230,000	\$ -	\$ -	\$ -	\$ 13,397,284
FY 2016 (Oct 1, 2015 - Sept 30, 2016)										
Airfield Improvements Program - Phase IV/Runway Construction (sitework/utilities)	\$ 20,047,250	\$ 2,000,000	\$ 13,000,000	\$ 600,000	\$ 1,067,284	\$ 3,379,966	\$ -	\$ -	\$ -	\$ 20,047,250
ARFF Truck	\$ 1,000,000	\$ -	\$ 574,750				\$ 425,250			\$ 1,000,000
Snow Removal Equipment - Broom and Blower	\$ 1,300,000	***\$900,000	\$ -	\$ -	\$ -	\$ -	\$ 400,000	\$ -	\$ -	\$ 1,300,000
Subtotal FY 2016	\$ 22,347,250	\$ 2,900,000	\$ 13,574,750	\$ 600,000	\$ 1,067,284	\$ 3,379,966	\$ 825,250	\$ -	\$ -	\$ 22,347,250
FY 2017 (Oct 1, 2016 - Sept 30, 2017)										
Airfield Improvements Program - Phase V/Runway Construction (paving/electrical)	\$ 17,405,216	\$ 2,000,000	\$ 13,000,000	\$ 600,000	\$ -	\$ 1,805,216	\$ -	\$ -	\$ -	\$ 17,405,216
Snow Removal Equipment - Plow Trucks	\$ 333,333	\$ 300,000					\$ 33,333			\$ 333,333
Subtotal FY 2017	\$ 17,738,549	\$ 2,300,000	\$ 13,000,000	\$ 600,000	\$ -	\$ 1,805,216	\$ 33,333	\$ -	\$ -	\$ 17,738,549
FY 2018 (Oct 1, 2017 - Sept 30, 2018)										
Ground Transportation Commercial Vehicle Loading w/Pedestrian Canopies	\$ 3,500,000	\$ 1,200,000	\$ -	\$ -	\$ -	\$ 1,500,000	\$ 800,000	\$ -	\$ -	\$ 3,500,000
Wright Brothers Way Road Extension	\$ 3,000,000	\$ 1,000,000		\$ 300,000	\$ -	\$ 1,374,750	\$ 325,250			\$ 3,000,000
Subtotal FY 2018	\$ 6,500,000	\$ 2,200,000	\$ -	\$ 300,000	\$ -	\$ 2,874,750	\$ 1,125,250	\$ -	\$ -	\$ 6,500,000
Total - FY 2013 through FY 2018	\$ 79,528,124	\$ 14,479,213	\$ 40,834,750	\$ 4,000,000	\$ 3,484,568	\$ 13,745,760	\$ 1,983,833	\$ -	\$ 1,000,000	\$ 79,528,124

General Note:

** Includes above carry-over plus additional \$242,463 in carry-over from prior years.

*** Includes 300K of Entitlements Carry Over from (2014/15/16) each



MEMORANDUM

TO: Members of the Airport Authority

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

DATE: December 14, 2012

ITEM DESCRIPTION – New Business Item B

Approve Scope of Services No. 12 and Associated Fees with RS&H Architects-Engineers-Planners, Inc.

BACKGROUND

The Airport Board was previously informed of the approval by the Federal Aviation Administration (FAA) of the airports multi-year Airfield Re-development Project. First year FAA and Authority funding includes entitlement, discretionary, PFC and Airport Capital, and is identified primarily for engineering design and program management services for the project. Through the appropriate FAA and Authority process, RS&H has been selected to conduct program management services throughout the course of the project, and fees for Phase I were negotiated. An Independent Fee Estimate (IFE) to confirm the reasonableness of the proposed cost was also obtained.

In addition to program management services, design engineering services performed by the Authority's other general consultants will also take place in Phase I, with RS&H assisting in the scoping and coordination of those efforts. The scope and fees for those engineering services will be presented to the Airport Board for approval when available.

ISSUES

None.



ALTERNATIVES

The Airport Board could elect not to award PM services for Phase I to RS&H, which would result in staff undertaking an independent process to select another firm for these services.

FISCAL IMPACT

The total budget for engineering and design services for the current federal fiscal year for Phase I is \$2,340,195.00. Program management services with RS&H have been negotiated for a fee not to exceed \$447,983.00, with the remaining \$1,892,212.00 to be used for engineering services with the Authority's other general consultants.

RECOMMENDED ACTION

It is respectfully requested that the Airport Authority Board resolve to (1) approve Scope of Services Number 12 with RS&H in an amount not to exceed \$447,983.00 for Phase I program management services; and (2) authorize the Executive Director to execute the necessary documents.



MEMORANDUM

TO: Members of the Airport Authority

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

DATE: December 14, 2012

ITEM DESCRIPTION – New Business Item C

Approve Reimbursable Agreement with North Carolina Department of Transportation (NCDOT)

BACKGROUND

As a component of an incentive package provided to Sierra Nevada for locating its new facility in Mills River, NCDOT is required to make improvements to Old Fanning Bridge Road, which runs along airport property on the west side of the facility. Improvements include a new pavement surface, addition of paved shoulders, and construction of a new roundabout intersection at Westfeldt Road.

As a result of future improvements and development identified for the west side of the airport facility, two new oversized storm water pipe crossings underneath Old Fanning Bridge Road will be necessary. These pipes will eventually handle storm water runoff from the airfield and from the future aeronautical development that takes place on the southwest portion of the airport.

Airport staff has been exploring a potential opportunity with NCDOT to have the two new pipes installed as part of its project to improve Old Fanning Bridge Road. The Authority is ultimately responsible for the costs associated with the installation of the pipes. Although the pipes are not critical to the airport to have in place in the immediate future, there is a significant future cost savings to the Authority if the pipes are installed along with this project now. By undertaking this project in this manner, many of the costs associated with demolition and re-paving of road sections that are already included in the State's project can be avoided by the Authority in the future.

New Business - Item C



Due to the new opening schedule of the Sierra Nevada facility, the State has significantly moved up its schedule for construction work on Old Fanning Bridge Road. This project is scheduled to start shortly after the New Year, and be complete by June, 2013.

ISSUES

Once the Sierra Nevada facility opens, daily truck and visitor traffic is expected to remain significant. The closure of Old Fanning Bridge Road in the future in order to accommodate airport storm water pipe installation has the ability to adversely impact the operations of the Sierra Nevada facility.

ALTERNATIVES

The Airport Board could elect not to pursue the project or incur the cost at this time. The project can be postponed until it becomes a more critical need for the airport. At that time however, significant additional costs above and beyond today's cost would be expected, and negative impacts to the operations of the Sierra Nevada facility would be required.

FISCAL IMPACT

The estimated cost as determined by the Authority's engineer is \$90,000. However, the actual cost will be based upon an engineer's estimate produced by NCDOT (which was not available at the time this Board memo was written), and then adjusted accordingly based upon actual construction costs.

RECOMMENDED ACTION

It is respectfully requested that the Airport Authority Board resolve to (1) approve a Reimbursable Agreement with NCDOT in an amount not to exceed \$100,000.00; (2) authorize the Executive Director to execute any necessary documents; and (3) to amend the FY12/13 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, 2013:

Section 1. To amend the appropriations as follows:

EXPENDITURES:

	<u>Decrease</u>	<u>Increase</u>
Equipment and Small Capital Outlay		\$100,000
Totals	\$0	\$100,000

This will result in a net increase of \$100,000 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		\$100,000
Totals	\$0	\$100,000

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

Adopted this 14th day of December, 2012.

 David Hillier, Chair

Attested by:

 Ellen Heywood, Clerk to the Board



MEMORANDUM

TO: Members of the Airport Authority

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

DATE: December 14, 2012

ITEM DESCRIPTION – Information Section Item A

October, 2012 Traffic Report – Asheville Regional Airport

SUMMARY

October 2012 overall passenger traffic numbers were down 19.6% compared to the same period last year. Passenger traffic numbers reflect a 19.4% decrease in passenger enplanements from October 2011. Enplanements for Fiscal Year to Date total 119,468 which is a 19.8% decrease over the same period last year.

AIRLINE PERFORMANCE

Delta Airlines: Delta's October 2012 enplanements decreased by 8.0% compared to October 2011. There were no flight cancellations for the month.

United Airlines: In October 2012, United Airlines saw an increase in enplanements by 23.5% over the same period last year. As noted previously, this large increase is the result of combined statistics due to the merger between Continental Airlines and United Airlines. There were three (3) flight cancellations for the month.

US Airways: US Airways' October 2012 passenger enplanements represent a 12.6% decrease over the same period last year. There were seven (7) flight cancellations for the month.

Monthly Traffic Report

Asheville Regional Airport

October 2012



Category	Oct 2012	Oct 2011	Percentage Change	*CYTD-2012	*CYTD-2011	Percentage Change	*MOV12-2012	*MOV12-2011	Percentage Change
Passenger Traffic									
Enplaned	28,753	35,674	-19.4%	269,245	304,442	-11.6%	327,098	361,227	-9.4%
Deplaned	<u>28,686</u>	<u>35,740</u>	-19.7%	<u>267,783</u>	<u>302,284</u>	-11.4%	<u>324,881</u>	<u>358,716</u>	-9.4%
Total	57,439	71,414	-19.6%	537,028	606,726	-11.5%	651,979	719,943	-9.4%
Aircraft Operations									
Airlines	288	286	0.7%	2,966	2,870	3.3%	3,572	3,081	15.9%
Commuter /Air Taxi	<u>1,297</u>	<u>1,547</u>	-16.2%	12,356	14,968	-17.5%	14,821	18,013	-17.7%
Subtotal	<u>1,585</u>	<u>1,833</u>	-13.5%	<u>15,322</u>	<u>17,838</u>	-14.1%	<u>18,393</u>	<u>21,094</u>	-12.8%
General Aviation	3,589	3,801	-5.6%	33,422	31,874	4.9%	38,815	37,405	3.8%
Military	<u>445</u>	<u>404</u>	10.1%	<u>3,825</u>	<u>3,423</u>	11.7%	<u>4,242</u>	<u>4,100</u>	3.5%
Subtotal	<u>4,034</u>	<u>4,205</u>	-4.1%	<u>37,247</u>	<u>35,297</u>	5.5%	<u>43,057</u>	<u>41,505</u>	3.7%
Total	5,619	6,038	-6.9%	52,569	53,135	-1.1%	61,450	62,599	-1.8%
Fuel Gallons									
100LL	16,348	25,293	-35.4%	140,059	160,668	-12.8%	164,581	190,782	-13.7%
Jet A (GA)	113,167	83,321	35.8%	935,950	1,001,592	-6.6%	1,127,196	1,155,616	-2.5%
Subtotal	<u>129,515</u>	<u>108,614</u>	19.2%	<u>1,076,009</u>	<u>1,162,260</u>	-7.4%	<u>1,291,777</u>	<u>1,346,398</u>	-4.1%
Jet A (A/L)	<u>193,590</u>	<u>293,066</u>	-33.9%	<u>2,040,756</u>	<u>2,784,924</u>	-26.7%	<u>2,507,736</u>	<u>3,339,690</u>	-24.9%
Total	323,105	401,680	-19.6%	3,116,765	3,947,184	-21.0%	3,799,513	4,686,088	-18.9%

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

Tuesday, November 20, 2012

Airline Enplanements, Seats, and Load Factors

Asheville Regional Airport

October 2012



	Oct 2012	Oct 2011	Percentage Change	*CYTD-2012	*CYTD-2011	Percentage Change
AirTran Airways						
Enplanements	0	3,228	-100.0%	306	24,318	-98.7%
Seats	0	4,395	-100.0%	468	31,475	-98.5%
Load Factor	#Num!	73.4%	#Type!	65.4%	77.3%	-15.4%
Allegiant Air						
Enplanements	1,215	0	#Div/0!	12,351	0	#Div/0!
Seats	1,232	0	#Div/0!	13,082	130	9963.1%
Load Factor	98.6%	#Num!	#Type!	94.4%	0.0%	#Div/0!
American Airlines						
Enplanements	0	0	#Num!	0	2,873	-100.0%
Seats	0	0	#Num!	0	3,364	-100.0%
Load Factor	#Num!	#Num!	#Type!	#Num!	85.4%	#Type!
Continental Airlines						
Enplanements	0	3,061	-100.0%	2,419	19,785	-87.8%
Seats	0	4,250	-100.0%	5,100	28,100	-81.9%
Load Factor	#Num!	72.0%	#Type!	47.4%	70.4%	-32.6%
Delta Air Lines						
Enplanements	13,445	14,617	-8.0%	119,082	129,964	-8.4%
Seats	16,270	16,650	-2.3%	146,370	164,819	-11.2%
Load Factor	82.6%	87.8%	-5.9%	81.4%	78.9%	3.2%
United Airlines						
Enplanements	4,057	3,285	23.5%	41,233	24,692	67.0%
Seats	4,900	3,600	36.1%	52,610	31,400	67.5%
Load Factor	82.8%	91.3%	-9.3%	78.4%	78.6%	-0.3%

Tuesday, November 20, 2012

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

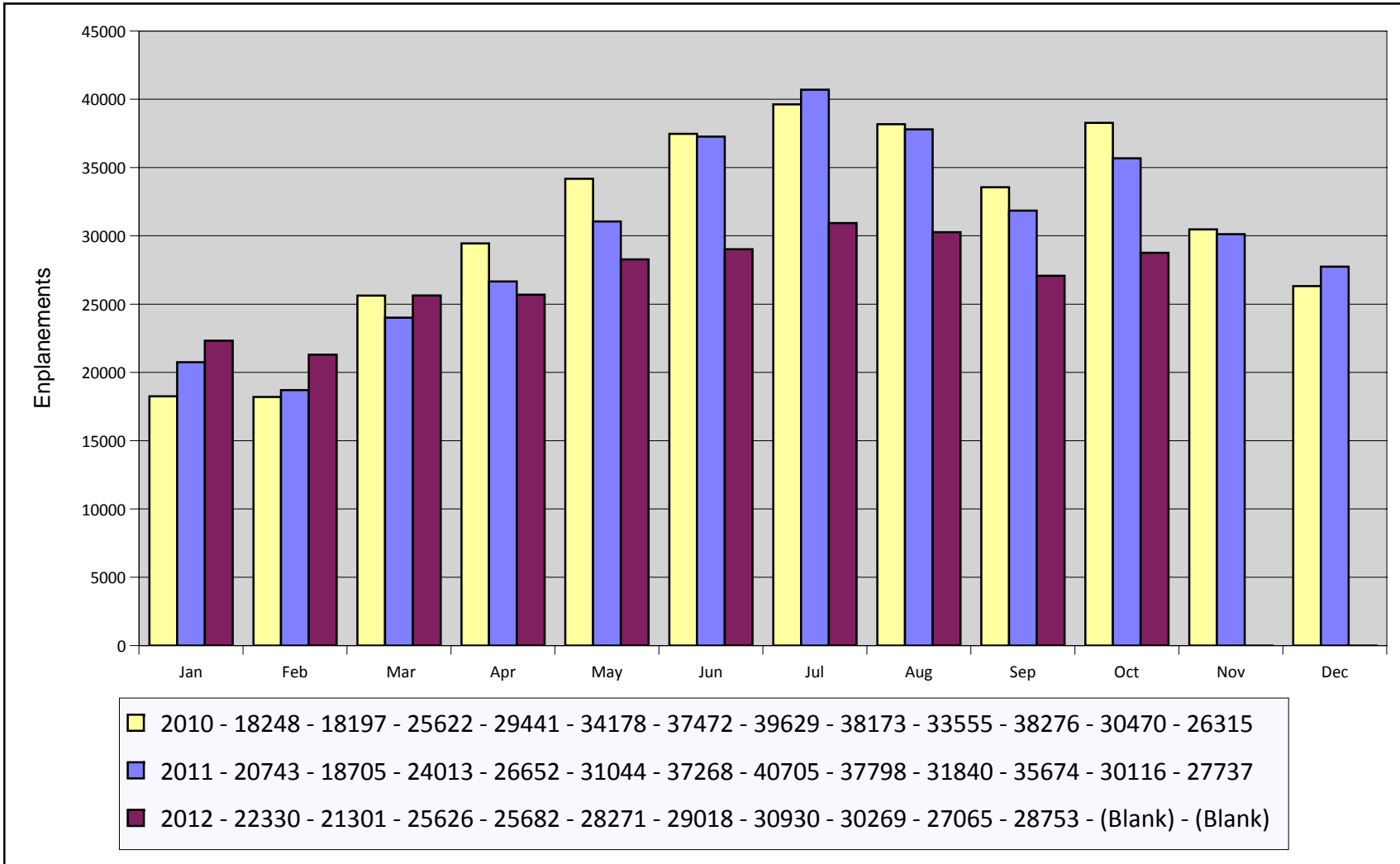
	Oct 2012	Oct 2011	Percentage Change	*CYTD-2012	*CYTD-2011	Percentage Change
US Airways						
Enplanements	10,036	11,483	-12.6%	93,854	99,956	-6.1%
Seats	13,374	13,172	1.5%	129,657	148,708	-12.8%
Load Factor	75.0%	87.2%	-13.9%	72.4%	67.2%	7.7%
Vision Airlines						
Enplanements	0	0	#Num!	0	2,854	-100.0%
Seats	0	0	#Num!	0	5,752	-100.0%
Load Factor	#Num!	#Num!	#Type!	#Num!	49.6%	#Type!
Totals						
Enplanements	28,753	35,674	-19.4%	269,245	304,442	-11.6%
Seats	35,776	42,067	-15.0%	347,287	413,748	-16.1%
Load Factor	80.4%	84.8%	-5.2%	77.5%	73.6%	5.4%

Airline Flight Completions Asheville Regional Airport October 2012

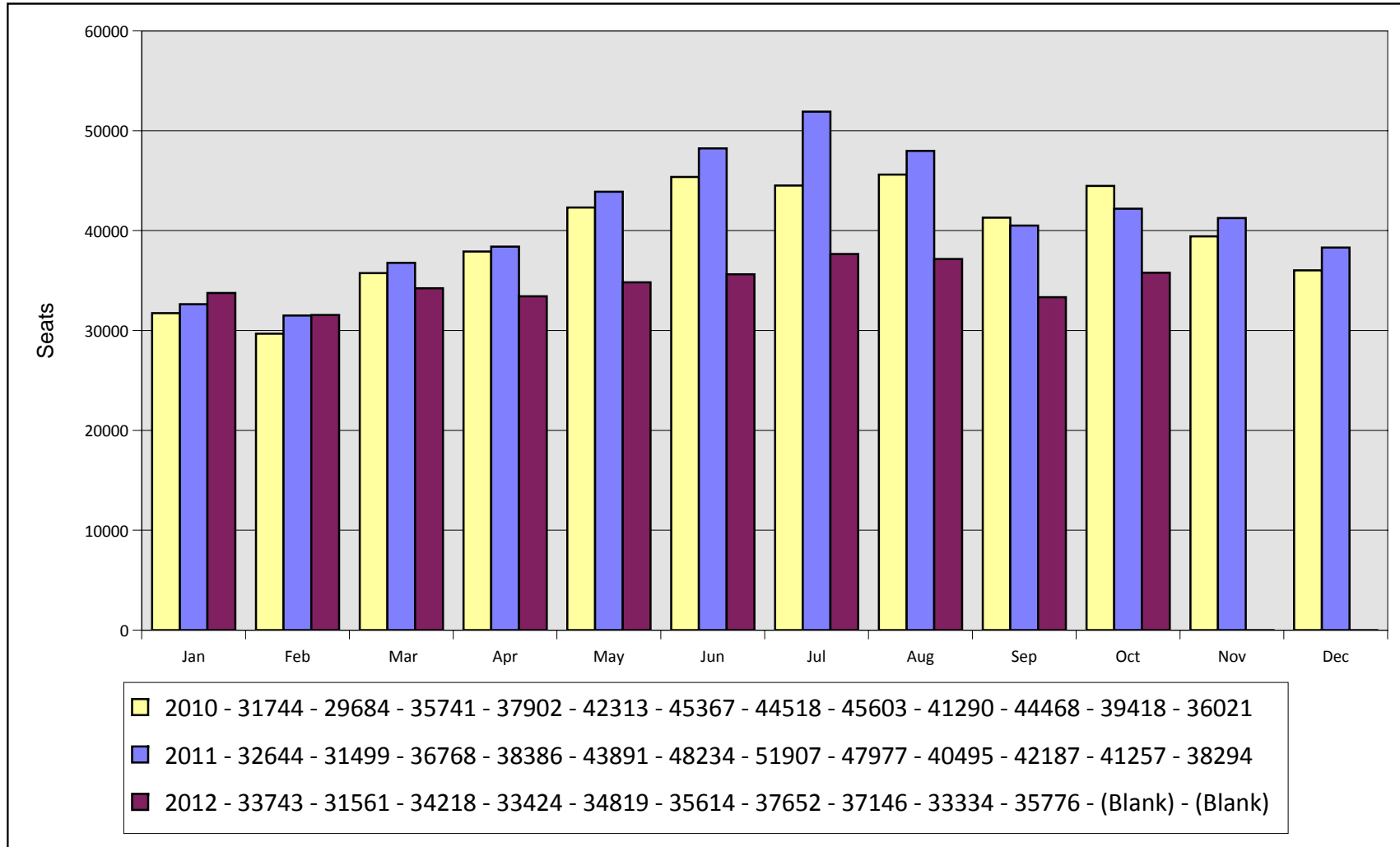


Airline	Scheduled Flights	Field	Cancellations Due To			Total Cancellations	Percentage of Completed
			Mechanical	Weather	Other		
Allegiant Air	8	0	0	0	0	0	100.0%
Delta Air Lines	283	0	0	0	0	0	100.0%
United Airlines	101	0	0	3	0	3	97.0%
US Airways	268	0	4	3	0	7	97.8%
Total	660	0	4	6	0	10	98.5%

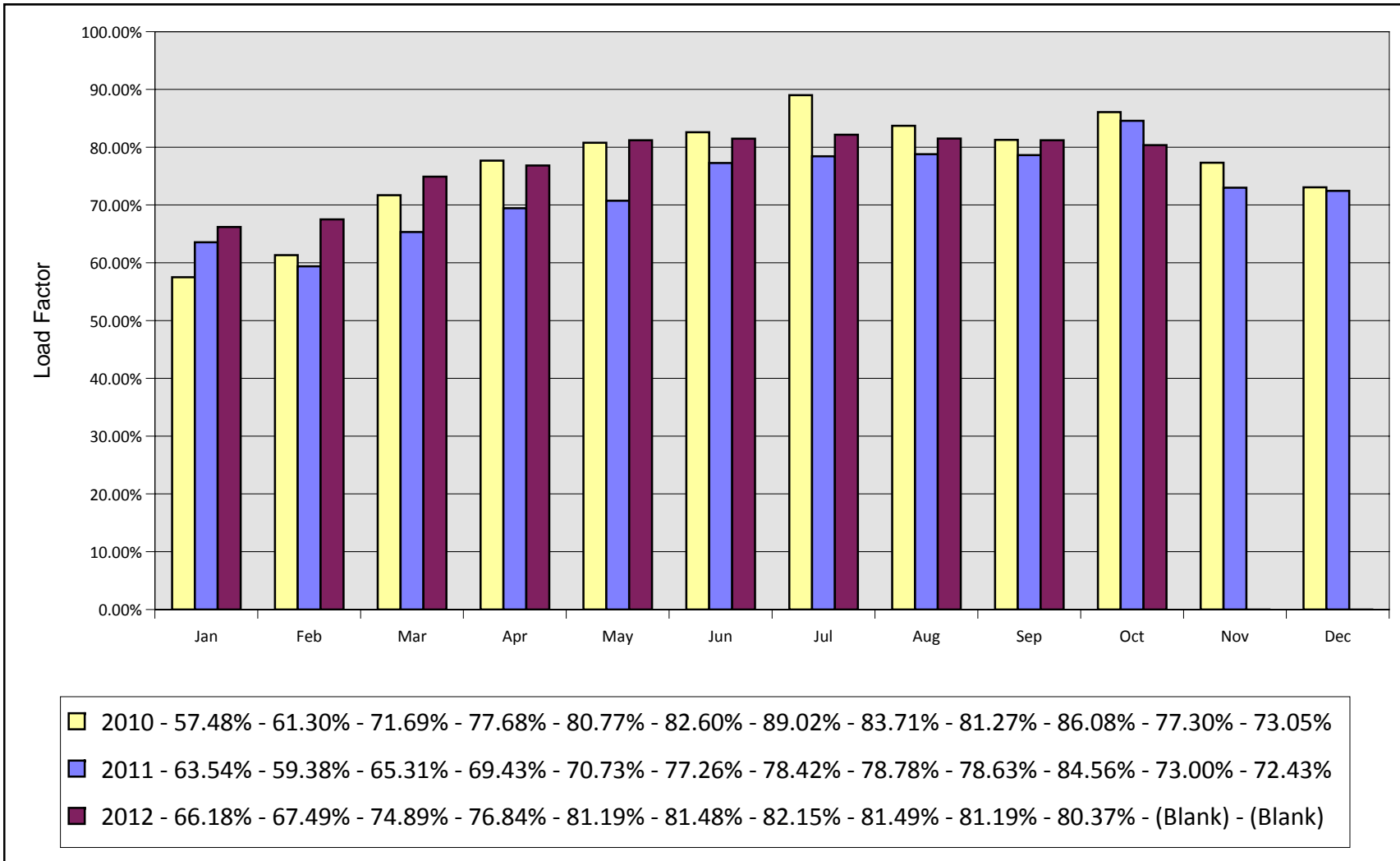
Monthly Enplanements By Year Asheville Regional Airport



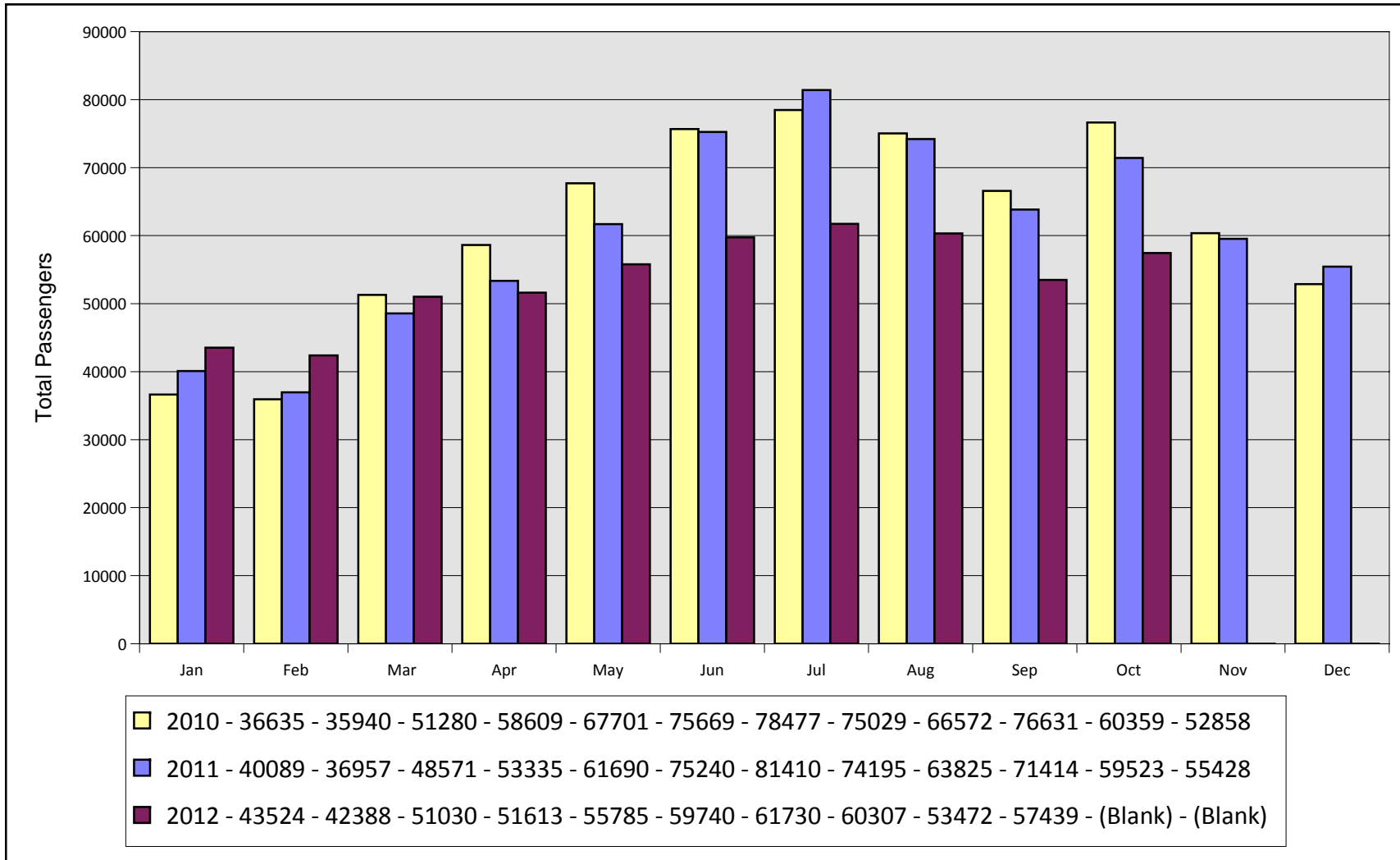
Monthly Seats By Year Asheville Regional Airport



Monthly Load Factors By Year Asheville Regional Airport

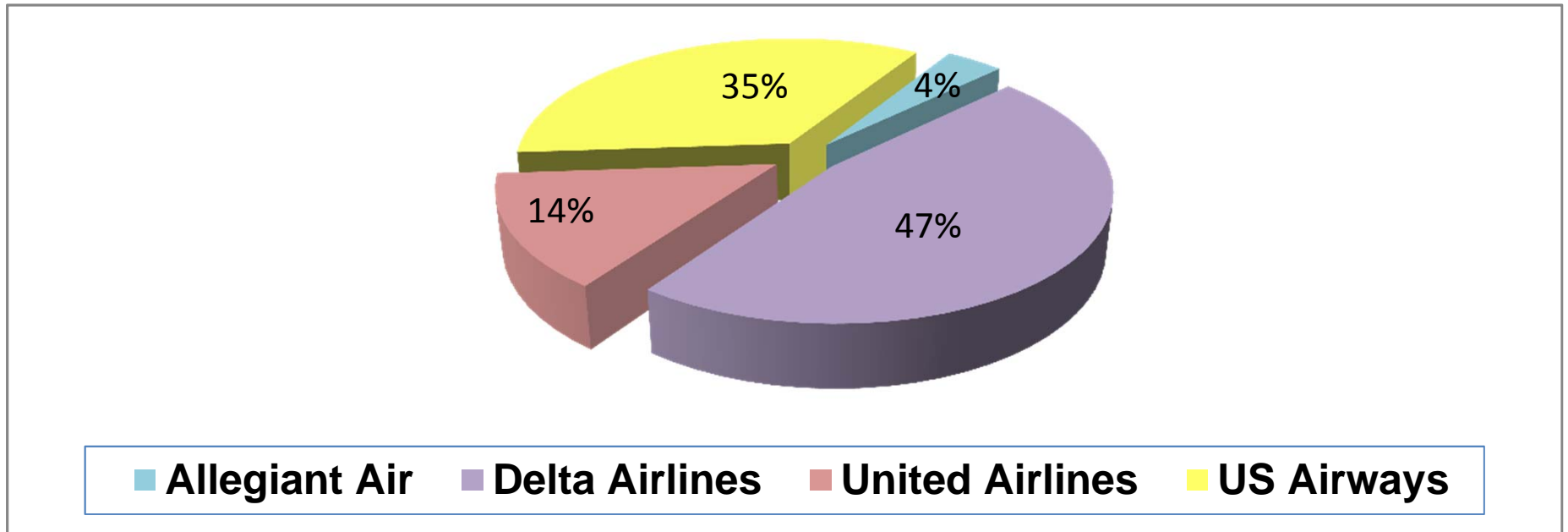


Total Monthly Passengers By Year Asheville Regional Airport

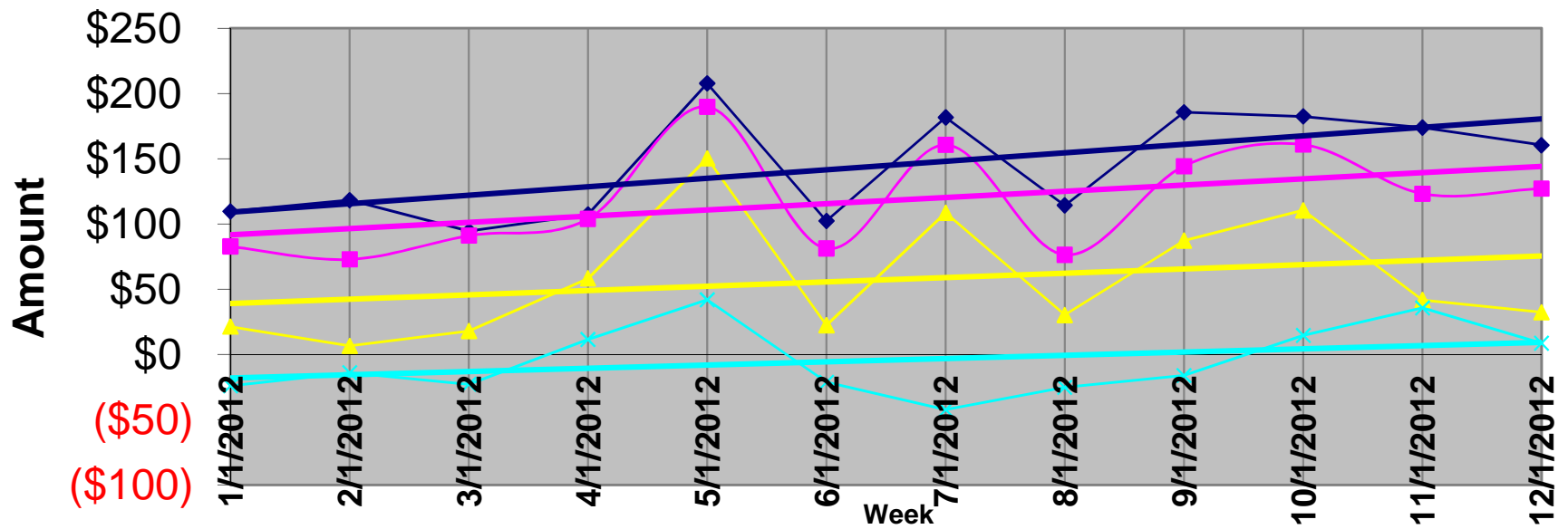


Airline Market Share Analysis (Enplanements) Asheville Regional Airport

Report Period From October 2012 Through October 2012



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 12/01/12
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	\$697	\$515	\$519	\$583	\$774	\$182	\$178	\$114	(\$77)	
ATL	Atlanta	\$344		\$159	\$349	\$409	\$344	\$185	(\$5)	(\$65)	
AUS	Austin	\$683	\$293	\$495	\$578	\$674	\$390	\$188	\$105	\$9	
BWI	Baltimore	\$430	\$283	\$284	\$353	\$430	\$147	\$146	\$77	\$0	
BOS	Boston	\$493	\$487	\$344	\$563	\$466	\$6	\$149	(\$70)	\$27	
ORD	Chicago	\$458	\$286	\$359	\$321	\$427	\$172	\$99	\$137	\$31	
CVG	Cincinnati	\$388	\$292	\$312	\$403	\$418	\$96	\$76	(\$15)	(\$30)	
CLE	Cleveland	\$434	\$324	\$488	\$440	\$400	\$110	(\$54)	(\$6)	\$34	
DFW	Dallas	\$438	\$247	\$355	\$438	\$450	\$191	\$83	\$0	(\$12)	
DEN	Denver	\$754	\$418	\$534	\$598	\$624	\$336	\$220	\$156	\$130	
DTW	Detroit	\$423	\$297	\$355	\$499	\$470	\$126	\$68	(\$76)	(\$47)	
FLL	Fort Lauderdale	\$453	\$323	\$328	\$456	\$416	\$130	\$125	(\$3)	\$37	
RSW	Ft. Myers	\$508	\$321	\$374	\$444	\$411	\$187	\$134	\$64	\$97	
BDL	Hartford	\$507	\$360	\$378	\$526	\$508	\$147	\$129	(\$19)	(\$1)	
IAH	Houston	\$514	\$291	\$462	\$456	\$500	\$223	\$52	\$58	\$14	
IND	Indianapolis	\$393	\$279	\$277	\$472	\$400	\$114	\$116	(\$79)	(\$7)	
JAX	Jacksonville	\$393	\$269	\$282	\$421	\$393	\$124	\$111	(\$28)	\$0	
MCI	Kansas City	\$493	\$350	\$328	\$408	\$508	\$143	\$165	\$85	(\$15)	
LAS	Las Vegas	\$601	\$356	\$418	\$432	\$626	\$245	\$183	\$169	(\$25)	
LAX	Los Angeles	\$799	\$668	\$576	\$709	\$738	\$131	\$223	\$90	\$61	
MHT	Manchester	\$477	\$437	\$351	\$564	\$477	\$40	\$126	(\$87)	\$0	
MEM	Memphis	\$395	\$283	\$290	\$444	\$408	\$112	\$105	(\$49)	(\$13)	
MIA	Miami	\$453	\$331	\$368	\$483	\$396	\$122	\$85	(\$30)	\$57	
MKE	Milwaukee	\$554	\$334	\$379	\$452	\$622	\$220	\$175	\$102	(\$68)	
MSP	Minneapolis/Saint Pau	\$503	\$341	\$442	\$490	\$442	\$162	\$61	\$13	\$61	
BNA	Nashville	\$367	\$326	\$258	\$314	\$321	\$41	\$109	\$53	\$46	
MSY	New Orleans	\$411	\$250	\$328	\$371	\$364	\$161	\$83	\$40	\$47	

LGA	New York	\$464	\$433	\$352	\$431	\$441	\$31	\$112	\$33	\$23
EWR	Newark	\$496	\$401	\$367	\$437	\$518	\$95	\$129	\$59	(\$22)
MCO	Orlando	\$400	\$290	\$326	\$438	\$386	\$110	\$74	(\$38)	\$14
PHL	Philadelphia	\$386	\$364	\$336	\$372	\$400	\$22	\$50	\$14	(\$14)
PHX	Phoenix	\$715	\$421	\$597	\$689	\$709	\$294	\$118	\$26	\$6
PIT	Pittsburgh	\$400	\$280	\$295	\$396	\$393	\$120	\$105	\$4	\$7
PDX	Portland	\$803	\$760	\$688	\$777	\$763	\$43	\$115	\$26	\$40
PVD	Providence	\$473	\$385	\$363	\$521	\$453	\$88	\$110	(\$48)	\$20
RDU	Raleigh/Durham	\$450	\$261	\$316	\$440	\$405	\$189	\$134	\$10	\$45
RIC	Richmond	\$393	\$301	\$277	\$428	\$450	\$92	\$116	(\$35)	(\$57)
STL	Saint Louis	\$393	\$313	\$313	\$415	\$400	\$80	\$80	(\$22)	(\$7)
SLC	Salt Lake City	\$775	\$586	\$602	\$724	\$824	\$189	\$173	\$51	(\$49)
SAT	San Antonio	\$654	\$316	\$494	\$536	\$686	\$338	\$160	\$118	(\$32)
SAN	San Diego	\$794	\$549	\$570	\$707	\$700	\$245	\$224	\$87	\$94
SFO	San Francisco	\$852	\$635	\$661	\$743	\$760	\$217	\$191	\$109	\$92
SRQ	Sarasota/Bradenton	\$508	\$332	\$384	\$364	\$441	\$176	\$124	\$144	\$67
SEA	Seattle	\$941	\$670	\$783	\$936	\$976	\$271	\$158	\$5	(\$35)
SYR	Syracuse	\$558	\$387	\$414	\$509	\$552	\$171	\$144	\$49	\$6
TPA	Tampa	\$418	\$295	\$289	\$374	\$351	\$123	\$129	\$44	\$67
YYZ	Toronto	\$545	\$514	\$492	\$629	\$663	\$31	\$53	(\$84)	(\$118)
DCA	Washington DC	\$495	\$258	\$292	\$388	\$480	\$237	\$203	\$107	\$15
IAD	Washington DC	\$495	\$258	\$292	\$323	\$480	\$237	\$203	\$172	\$15
PBI	West Palm Beach	\$501	\$280	\$372	\$515	\$536	\$221	\$129	(\$14)	(\$35)

*These sample airfares were available 12/01/12, 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.

\$160 \$127 \$32 \$9

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 12/01/12
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	\$1,109	\$629	\$682	\$652	\$1,109	\$480	\$427	\$457	\$0
ATL	Atlanta	\$346		\$472	\$319	\$558	\$346	(\$126)	\$27	(\$212)
AUS	Austin	\$851	\$557	\$399	\$583	\$1,015	\$294	\$452	\$268	(\$164)
BWI	Baltimore	\$723	\$414	\$262	\$267	\$723	\$309	\$461	\$456	\$0
BOS	Boston	\$667	\$430	\$215	\$700	\$667	\$237	\$452	(\$33)	\$0
ORD	Chicago	\$396	\$298	\$548	\$387	\$596	\$98	(\$152)	\$9	(\$200)
CVG	Cincinnati	\$704	\$536	\$742	\$552	\$484	\$168	(\$38)	\$152	\$220
CLE	Cleveland	\$757	\$446	\$869	\$503	\$900	\$311	(\$112)	\$254	(\$143)
DFW	Dallas	\$980	\$564	\$891	\$361	\$940	\$416	\$89	\$619	\$40
DEN	Denver	\$836	\$263	\$553	\$679	\$1,006	\$573	\$283	\$157	(\$170)
DTW	Detroit	\$654	\$445	\$571	\$585	\$596	\$209	\$83	\$69	\$58
FLL	Fort Lauderdale	\$751	\$352	\$373	\$566	\$825	\$399	\$378	\$185	(\$74)
RSW	Ft. Myers	\$783	\$386	\$366	\$637	\$818	\$397	\$417	\$146	(\$35)
BDL	Hartford	\$676	\$609	\$360	\$682	\$885	\$67	\$316	(\$6)	(\$209)
IAH	Houston	\$614	\$388	\$755	\$422	\$892	\$226	(\$141)	\$192	(\$278)
IND	Indianapolis	\$711	\$320	\$346	\$632	\$798	\$391	\$365	\$79	(\$87)
JAX	Jacksonville	\$681	\$291	\$345	\$624	\$801	\$390	\$336	\$57	(\$120)
MCI	Kansas City	\$813	\$364	\$360	\$771	\$813	\$449	\$453	\$42	\$0
LAS	Las Vegas	\$1,061	\$548	\$577	\$901	\$1,061	\$513	\$484	\$160	\$0
LAX	Los Angeles	\$1,022	\$504	\$635	\$911	\$1,062	\$518	\$387	\$111	(\$40)
MHT	Manchester	\$755	\$499	\$303	\$648	\$831	\$256	\$452	\$107	(\$76)
MEM	Memphis	\$591	\$331	\$699	\$587	\$591	\$260	(\$108)	\$4	\$0
MIA	Miami	\$665	\$364	\$543	\$506	\$1,052	\$301	\$122	\$159	(\$387)
MKE	Milwaukee	\$686	\$442	\$362	\$705	\$814	\$244	\$324	(\$19)	(\$128)
MSP	Minneapolis/Saint Paul	\$805	\$430	\$797	\$707	\$678	\$375	\$8	\$98	\$127
BNA	Nashville	\$700	\$375	\$307	\$262	\$768	\$325	\$393	\$438	(\$68)
MSY	New Orleans	\$813	\$436	\$360	\$651	\$813	\$377	\$453	\$162	\$0

LGA	New York	\$677	\$346	\$393	\$492	\$859	\$331	\$284	\$185	(\$182)
EWR	Newark	\$360	\$428	\$542	\$487	\$929	(\$68)	(\$182)	(\$127)	(\$569)
MCO	Orlando	\$814	\$347	\$360	\$272	\$881	\$467	\$454	\$542	(\$67)
PHL	Philadelphia	\$454	\$549	\$345	\$359	\$796	(\$95)	\$109	\$95	(\$342)
PHX	Phoenix	\$806	\$514	\$643	\$975	\$1,040	\$292	\$163	(\$169)	(\$234)
PIT	Pittsburgh	\$780	\$405	\$350	\$555	\$839	\$375	\$430	\$225	(\$59)
PDX	Portland	\$1,074	\$876	\$622	\$923	\$1,074	\$198	\$452	\$151	\$0
PVD	Providence	\$755	\$532	\$303	\$640	\$755	\$223	\$452	\$115	\$0
RDU	Raleigh/Durham	\$701	\$309	\$448	\$598	\$844	\$392	\$253	\$103	(\$143)
RIC	Richmond	\$837	\$467	\$345	\$700	\$837	\$370	\$492	\$137	\$0
STL	Saint Louis	\$661	\$454	\$355	\$591	\$813	\$207	\$306	\$70	(\$152)
SLC	Salt Lake City	\$857	\$595	\$830	\$963	\$889	\$262	\$27	(\$106)	(\$32)
SAT	San Antonio	\$805	\$427	\$386	\$629	\$958	\$378	\$419	\$176	(\$153)
SAN	San Diego	\$921	\$549	\$652	\$911	\$1,121	\$372	\$269	\$10	(\$200)
SFO	San Francisco	\$1,034	\$554	\$605	\$733	\$1,057	\$480	\$429	\$301	(\$23)
SRQ	Sarasota/Bradenton	\$889	\$472	\$366	\$542	\$889	\$417	\$523	\$347	\$0
SEA	Seattle	\$1,023	\$461	\$668	\$911	\$1,113	\$562	\$355	\$112	(\$90)
SYR	Syracuse	\$895	\$556	\$374	\$831	\$895	\$339	\$521	\$64	\$0
TPA	Tampa	\$818	\$372	\$366	\$491	\$818	\$446	\$452	\$327	\$0
YYZ	Toronto	\$918	\$951	\$817	\$774	\$1,011	(\$33)	\$101	\$144	(\$93)
DCA	Washington DC	\$849	\$420	\$647	\$368	\$900	\$429	\$202	\$481	(\$51)
IAD	Washington DC	\$849	\$416	\$713	\$377	\$900	\$433	\$136	\$472	(\$51)
PBI	West Palm Beach	\$791	\$258	\$373	\$639	\$825	\$533	\$418	\$152	(\$34)

\$325 \$270 \$163 (\$88)

Average Fare difference

*These sample airfares were available 12/01/12, 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 Dec12 vs. Dec11

Mktg AI	Org	Dst	Miles	Ops/Week				Seats/Week			
				Dec12	Dec11	Diff	Pct Chg	Dec12	Dec11	Diff	Pct Chg
CO	AVL	EWR	583	0	7	-7	-100.00	0	350	-350	-100.00
CO	AVL	IAH	834	0	6	-6	-100.00	0	300	-300	-100.00
CO	EWR	AVL	583	0	7	-7	-100.00	0	350	-350	-100.00
CO	IAH	AVL	834	0	6	-6	-100.00	0	300	-300	-100.00
DL	ATL	AVL	164	44	55	-11	-20.00	2,729	2,750	-21	-0.76
DL	AVL	ATL	164	45	55	-10	-18.18	2,784	2,750	34	1.24
DL	AVL	DTW	470	0	6	-6	-100.00	0	300	-300	-100.00
DL	AVL	LGA	599	2	2	0	0.00	100	100	0	0.00
DL	DTW	AVL	470	0	6	-6	-100.00	0	300	-300	-100.00
DL	LGA	AVL	599	2	2	0	0.00	100	100	0	0.00
FL	AVL	MCO	488	0	4	-4	-100.00	0	468	-468	-100.00
FL	MCO	AVL	488	0	4	-4	-100.00	0	468	-468	-100.00
G4	AVL	FLL	660	2	0	2	100.00	300	0	300	100.00
G4	AVL	SFB	465	2	2	0	0.00	300	300	0	0.00
G4	FLL	AVL	660	2	0	2	100.00	300	0	300	100.00
G4	SFB	AVL	465	2	2	0	0.00	300	300	0	0.00
UA	AVL	EWR	583	7	0	7	100.00	350	0	350	100.00
UA	AVL	ORD	536	7	14	-7	-50.00	350	700	-350	-50.00
UA	EWR	AVL	583	7	0	7	100.00	350	0	350	100.00
UA	ORD	AVL	536	7	14	-7	-50.00	350	700	-350	-50.00
US	AVL	CLT	92	59	53	6	11.32	3,009	2,726	283	10.38
US	AVL	PHL	503	0	1	-1	-100.00	0	50	-50	-100.00
US	CLT	AVL	92	59	53	6	11.32	3,009	2,743	266	9.70
US	PHL	AVL	503	0	1	-1	-100.00	0	50	-50	-100.00
TOTAL				247	300	-53	-17.67	14,331	16,105	-1,774	-11.01

Schedule Weekly Summary Report for all Airlines for Passenger nonstop flights between AVL and ALL for Jan13 vs. Jan12

Mktg AI	Org	Dst	Miles	Ops/Week				Seats/Week			
				Jan13	Jan12	Diff	Pct Chg	Jan13	Jan12	Diff	Pct Chg
CO	AVL	EWR	583	0	6	-6	-100.00	0	300	-300	-100.00
CO	AVL	IAH	834	0	6	-6	-100.00	0	300	-300	-100.00
CO	EWR	AVL	583	0	6	-6	-100.00	0	300	-300	-100.00
CO	IAH	AVL	834	0	6	-6	-100.00	0	300	-300	-100.00
DL	ATL	AVL	164	54	52	2	3.85	3,162	2,600	562	21.62
DL	AVL	ATL	164	55	52	3	5.77	3,212	2,600	612	23.54
DL	AVL	DTW	470	0	5	-5	-100.00	0	250	-250	-100.00
DL	DTW	AVL	470	0	5	-5	-100.00	0	250	-250	-100.00
G4	AVL	FLL	660	2	0	2	100.00	300	0	300	100.00
G4	AVL	SFB	465	2	2	0	0.00	300	300	0	0.00
G4	FLL	AVL	660	2	0	2	100.00	300	0	300	100.00
G4	SFB	AVL	465	2	2	0	0.00	300	300	0	0.00
UA	AVL	ORD	536	14	14	0	0.00	700	700	-350	-50.00
UA	ORD	AVL	536	14	14	0	0.00	700	700	-350	-50.00
US	AVL	CLT	92	60	55	5	9.09	3,102	3,128	-26	-0.83
US	AVL	PHL	503	0	1	-1	-100.00	0	50	-50	-100.00
US	CLT	AVL	92	60	55	5	9.09	3,102	3,145	-43	-1.37
US	PHL	AVL	503	0	1	-1	-100.00	0	50	-50	-100.00
TOTAL				265	282	-17	-6.00	15,178	15,273	-95	-0.62

*Note: New report style now in effect

Schedule Weekly Summary Enhanced Report for travel February 2013 vs. February 2012

Mktg Al	Travel periods			Feb 2013			Feb 2012			Diff	
	Org	Dst	Miles	Ops/Week	Seats	ASMs	Ops/Week	Seats	ASMs	Ops/Week	Seats
CO	AVL	EWR	583	0	0	0	6	300	174,900	(6)	(300)
CO	AVL	IAH	834	0	0	0	6	300	250,200	(6)	(300)
CO	EWR	AVL	583	0	0	0	6	300	174,900	(6)	(300)
CO	IAH	AVL	834	0	0	0	6	300	250,200	(6)	(300)
DL	ATL	AVL	164	54	3,239	531,196	54	2,700	442,800	0	539
DL	AVL	ATL	164	54	3,239	531,196	54	2,700	442,800	0	539
DL	AVL	DTW	470	0	0	0	6	300	141,000	(6)	(300)
DL	DTW	AVL	470	0	0	0	6	300	141,000	(6)	(300)
G4	AVL	FLL	660	2	332	219,120	0	0	0	2	332
G4	AVL	SFB	465	2	332	154,380	2	300	139,500	0	32
G4	FLL	AVL	660	2	332	219,120	0	0	0	2	332
G4	SFB	AVL	465	2	332	154,380	2	300	139,500	0	32
UA	AVL	ORD	536	14	700	375,200	14	700	375,200	0	0
UA	ORD	AVL	536	14	700	375,200	14	700	375,200	0	0
US	AVL	CLT	92	61	3,152	289,984	55	3,162	290,904	6	(10)
US	AVL	PHL	503	0	0	0	1	50	25,150	(1)	(50)
US	CLT	AVL	92	61	3,152	289,984	55	3,162	290,904	6	(10)
US	PHL	AVL	503	0	0	0	1	50	25,150	(1)	(50)
TOTAL				266	15,510	3,139,760	288	15,624	3,679,308	(22)	(114)



MEMORANDUM

TO: Members of the Airport Authority
FROM: Vickie Thomas, Director of Finance & Accounting
DATE: December 14, 2012

ITEM DESCRIPTION – Information Section Item B

Asheville Regional Airport – Explanation of Extraordinary Variances
Month of October, 2012 (Month 4 of FY-2013)

SUMMARY

Operating Revenues for the month of October were \$760,064, 5.24% over budget. Operating Expenses for the month were \$535,830, 18.14% under budget. As a result, Net Operating Revenues before Depreciation were \$156,543 over budget. Net Non-Operating Revenues were \$183,667, 14.30% under budget.

Year-to-date Operating Revenues were \$2,959,790, 1.25% over budget. Year-to-date Operating Expenses were \$2,036,620, 17.38% below budget. Year-to-date Net Operating Revenues before Depreciation were \$464,994 over budget. Net Non-Operating Revenues for the year were \$809,406, 8.62% under budget.

REVENUES

Significant variations to budget for October were:

Auto Parking	\$29,506	13.74%	Higher parking rates more than offsetting lower usage due to lower enplanements.
Passenger Facility Charges	(\$38,707)	(31.25%)	Enplanements under budget.



EXPENSES

Significant variations to budget for October were:

Personnel Services	(\$20,801)	(5.92%)	2.5 FTE vacant positions.
Professional Services	(\$17,709)	(84.63%)	Timing of Professional Services spending.
Repairs & Maintenance	(\$25,352)	(38.57%)	Timing of Repair & Maintenance spending.
Operating Supplies	(\$12,412)	(65.73%)	Timing of Operating Supplies spending.
Emergency Repair	(\$10,000)	(100.00%)	No Emergency Repair Spending spending.

STATEMENT OF NET ASSETS

Significant variations to prior month were:

Cash – Cash increased by \$350k mainly due to positive operating cash flow.

Grants Receivable – Grants Receivable increased by \$321k mainly due to the federal share of October invoices for work on the Passenger Boarding Bridges project.

Construction in Progress – Construction in Progress increased by \$439k mainly due to budgeted spending on capital projects.

Property and Equipment, Net – Property and Equipment, Net decreased by \$431k due to the current month's depreciation.

Accounts Payable & Accrued Liabilities – Accounts Payable & Accrued Liabilities increased by \$390k mainly due to invoices for the Passenger Boarding Bridges project.

**ASHEVILLE REGIONAL AIRPORT
INVESTMENT AND INTEREST INCOME SUMMARY
As of October 31, 2012**

<u>Institution:</u>	<u>Interest Rate</u>	<u>Investment Amount</u>	<u>Monthly Interest</u>
Bank of America - Operating Account	0.25%	\$ 4,788,530	968
Bank of America - PFC Revenue Account	0.25%	698,611	146
First Citizens - Money Market Account	0.35%	6,371,481	1,349
NC Capital Management Trust - Cash Portfolio		17,165	1
NC Capital Management Trust - Term Portfolio		3,004,328	586
Petty Cash		200	
 <u>Restricted Cash:</u>			
Wells Fargo - CFC Revenue Account	0.00%	413,607	0
 Total		 <u>\$ 15,293,922</u>	 <u>\$ 3,050</u>

Investment Diversification:

Banks	80%
NC Capital Management Trust	20%
Commercial Paper	0%
Federal Agencies	0%
US Treasuries	0%
	<u>100%</u>

**ASHEVILLE REGIONAL AIRPORT
STATEMENT OF CHANGES IN FINANCIAL POSITION
For the Month Ended October 31, 2012**

	Current Month	Prior Period
Cash and Investments Beginning of Period	\$ 14,943,593	\$ 14,775,781
Net Income/(Loss) Before Capital Contributions	(23,210)	(53,274)
Depreciation	431,111	431,111
Decrease/(Increase) in Receivables	(395,875)	(67,459)
Increase/(Decrease) in Payables	475,121	(90,922)
Decrease/(Increase) in Prepaid Expenses	19,238	5,172
Decrease/(Increase) in Long Term Assets	(439,191)	(205,976)
Principal Payments of Bond Maturities	(38,018)	(37,836)
Contributed Capital	321,153	186,997
Increase(Decrease) in Cash	350,329	167,812
Cash and Investments End of Period	\$ 15,293,922	\$ 14,943,593

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

For the Month Ending October 31, 2012

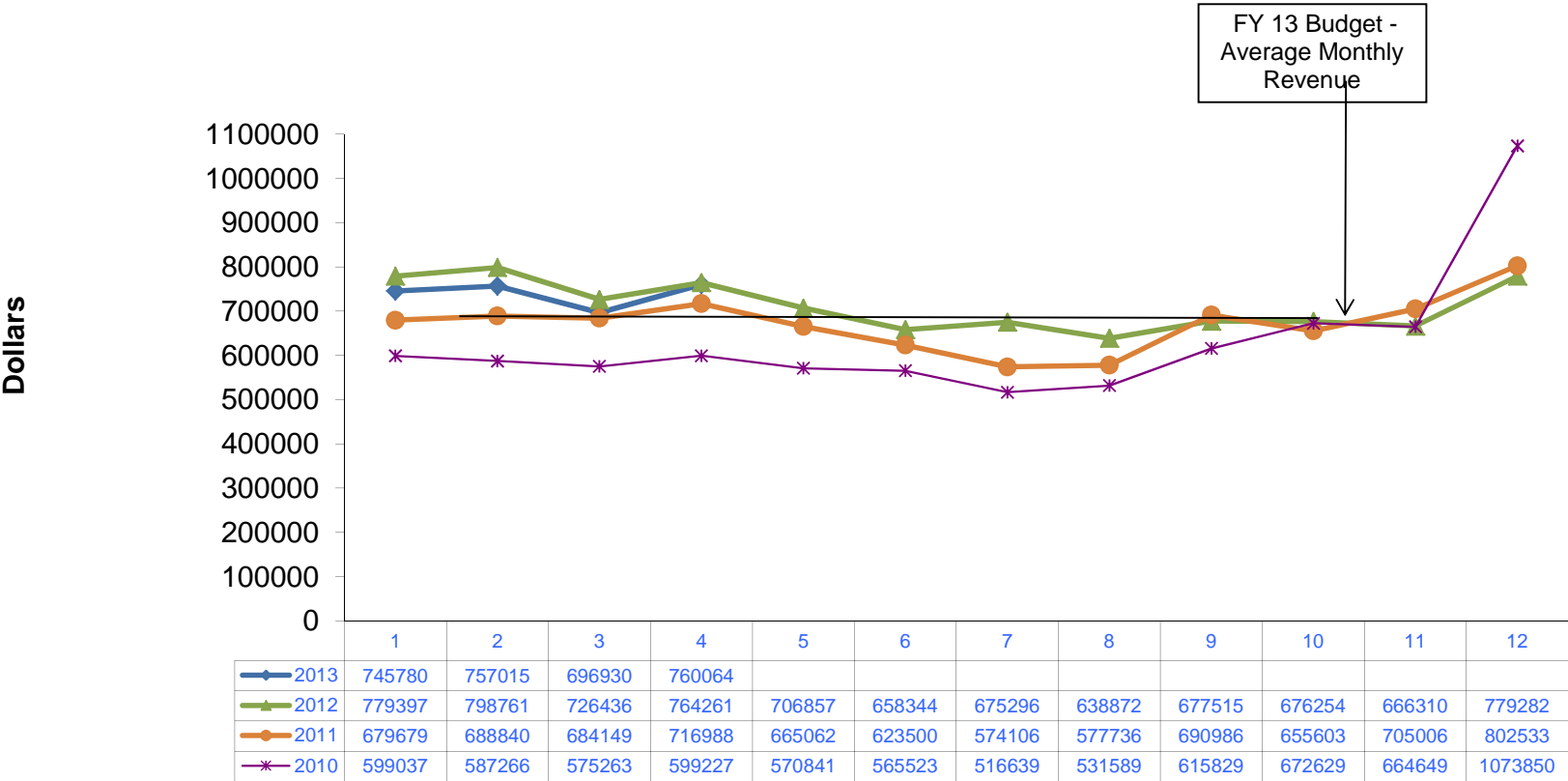
	Month Actual	Month Budget	Variance \$	Variance %	YTD Actual	YTD Budget	Variance \$	Variance %	Annual Budget
Operating Revenue:									
Terminal Space Rentals - Non Airline	\$17,554	\$17,554	\$0	0.00%	\$69,322	\$69,320	\$2	0.00%	\$209,756
Terminal Space Rentals - Airline	114,951	118,028	(3,077)	(2.61%)	480,174	478,061	2,113	0.44%	1,290,000
Concessions	17,567	17,058	509	2.98%	73,457	68,995	4,462	6.47%	189,975
Auto Parking	244,326	214,820	29,506	13.74%	886,324	864,773	21,551	2.49%	2,415,800
Rental Car - Car Rentals	121,468	114,848	6,620	5.76%	492,121	455,796	36,325	7.97%	1,356,230
Rental Car - Facility Rent	50,045	48,285	1,760	3.65%	192,330	186,037	6,293	3.38%	558,145
Commercial Ground Transportation	540	-	540	100.00%	7,282	5,400	1,882	34.85%	32,000
Landing Fees	49,578	53,473	(3,895)	(7.28%)	195,304	222,084	(26,780)	(12.06%)	617,000
FBO'S/SASO'S	82,570	80,495	2,075	2.58%	330,161	326,866	3,295	1.01%	961,840
Building Leases	10,554	11,668	(1,114)	(9.55%)	42,101	46,672	(4,571)	(9.79%)	140,017
Land Leases	2,090	2,060	30	1.46%	8,300	8,240	60	0.73%	24,716
Other Leases/Fees	48,821	43,951	4,870	11.08%	182,914	190,895	(7,981)	(4.18%)	470,022
Total Operating Revenue	\$760,064	\$722,240	\$37,824	5.24%	\$2,959,790	\$2,923,139	\$36,651	1.25%	\$8,265,501
Operating Expenses:									
Personnel Services	\$330,708	\$351,509	(\$20,801)	(5.92%)	\$1,278,101	\$1,361,645	(\$83,544)	(6.14%)	\$4,129,995
Professional Services	3,216	20,925	(17,709)	(84.63%)	25,403	76,949	(51,546)	(66.99%)	236,400
Accounting & Auditing	-	-	-	100.00%	3,100	6,200	(3,100)	(50.00%)	15,000
Other Contractual Services	53,662	61,370	(7,708)	(12.56%)	213,813	247,859	(34,046)	(13.74%)	722,408
Travel & Training	11,810	16,927	(5,117)	(30.23%)	32,925	53,916	(20,991)	(38.93%)	187,240
Communications & Freight	5,916	5,775	141	2.44%	22,481	24,099	(1,618)	(6.71%)	72,348
Utility Services	28,349	37,518	(9,169)	(24.44%)	115,660	148,404	(32,744)	(22.06%)	453,509
Rentals & Leases	936	1,068	(132)	(12.36%)	4,294	4,822	(528)	(10.95%)	15,020
Insurance	15,981	16,778	(797)	(4.75%)	63,990	67,112	(3,122)	(4.65%)	201,308
Repairs & Maintenance	40,372	65,724	(25,352)	(38.57%)	109,709	212,906	(103,197)	(48.47%)	389,400
Advertising, Printing & Binding	15,077	22,649	(7,572)	(33.43%)	50,797	80,105	(29,308)	(36.59%)	200,692
Promotional Activities	13,121	16,185	(3,064)	(18.93%)	35,562	34,590	972	2.81%	103,100
Other Current Charges & Obligations	5,562	6,340	(778)	(12.27%)	21,980	25,861	(3,881)	(15.01%)	82,680
Office Supplies	705	1,015	(310)	(30.54%)	2,430	4,058	(1,628)	(40.12%)	12,175
Operating Supplies	6,472	18,884	(12,412)	(65.73%)	47,664	86,610	(38,946)	(44.97%)	372,618
Books, Publications, Subscriptions & Meml	3,943	1,882	2,061	109.51%	8,711	9,827	(1,116)	(11.36%)	41,435
Contingency	0	0	-	0.00%	0	0	-	0.00%	44,673
Emergency Repair	0	10,000	(10,000)	(100.00%)	0	20,000	(20,000)	(100.00%)	100,000
Business Development	0	0	-	0.00%	0	0	-	0.00%	300,000
Total Operating Expenses	\$535,830	\$654,549	(\$118,719)	(18.14%)	\$2,036,620	\$2,464,963	(\$428,343)	(17.38%)	\$7,680,001

Operating Revenue before Depreciation	\$224,234	\$67,691	\$156,543	231.26%	\$923,170	\$458,176	\$464,994	101.49%	\$585,500
Depreciation	431,111	-	431,111	100.00%	1,724,445	-	1,724,445	100.00%	-
Operating Income(Loss) Before Non-Operating Revenue and Expenses	(\$206,877)	\$67,691	(\$274,568)	(405.62%)	(\$801,275)	\$458,176	(\$1,259,451)	(274.88%)	\$585,500
Non-Operating Revenue and Expense									
Customer Facility Charges	\$109,697	\$103,438	\$6,259	6.05%	\$421,740	\$385,046	\$36,694	9.53%	\$ 900,000
Passenger Facility Charges	85,137	123,844	(38,707)	(31.25%)	432,604	553,696	(121,092)	(21.87%)	1,350,000
Interest Revenue	3,050	1,250	1,800	144.00%	13,021	5,000	8,021	160.42%	15,000
Interest Expense	(14,217)	(14,217)	-	0.00%	(57,959)	(57,959)	-	0.00%	(165,014)
Reimbursable Cost Revenues	-	29,167	(29,167)	(100.00%)	35,820	116,668	(80,848)	(69.30%)	350,000
Reimbursable Cost Expenses	-	(29,167)	29,167	(100.00%)	(35,820)	(116,668)	80,848	(69.30%)	(350,000)
Sale of Assets	0	0	-	0.00%	0	0	-	0.00%	
Non-Operating Revenue-Net	\$183,667	\$214,315	(\$30,648)	(14.30%)	\$809,406	\$885,783	(\$76,377)	(8.62%)	\$2,099,986
Income (Loss) Before Capital Contributions	(\$23,210)	\$282,006	(\$305,216)	(108.23%)	\$8,131	\$1,343,959	(\$1,335,828)	(99.39%)	\$2,685,486
Capital Contributions	\$321,153	\$0	\$321,153	100.00%	\$940,858	\$0	\$940,858	100.00%	\$0
Increase in Net Assets	\$297,943	\$282,006	\$15,937	5.65%	\$948,989	\$1,343,959	(\$394,970)	(29.39%)	\$2,685,486

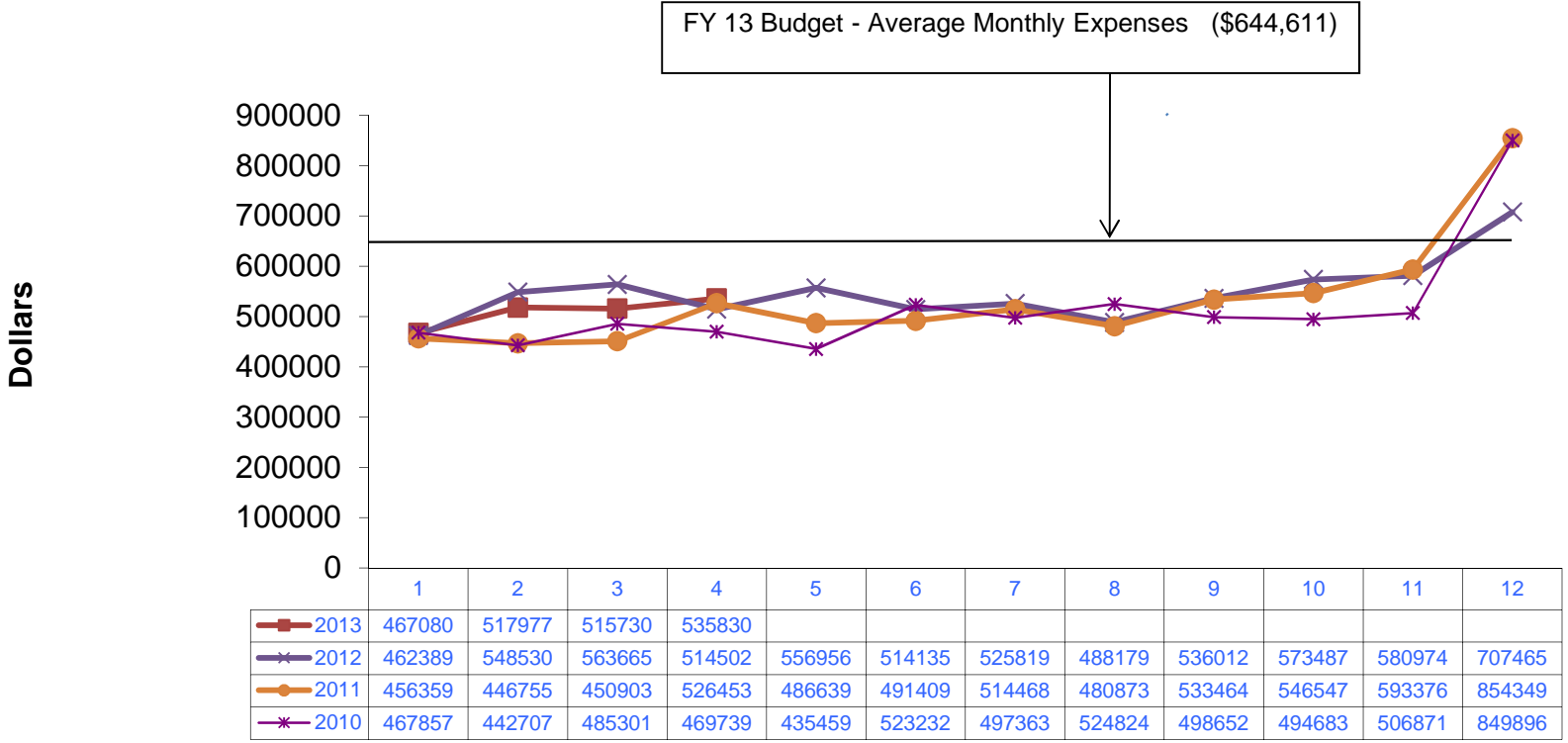
ASHEVILLE REGIONAL AIRPORT
STATEMENT OF FINANCIAL POSITION
As of October 31, 2012

	Current Month	Last Month
<u>ASSETS</u>		
Current Assets:		
Unrestricted Net Assets:		
Cash and Cash Equivalents	\$14,880,315	\$14,608,362
Accounts Receivable	495,468	465,906
Passenger Facility Charges Receivable	201,500	170,500
Refundable Sales Tax Receivable	121,547	107,387
Grants Receivable	1,016,487	695,334
Prepaid Expenses	154,355	173,594
Total Unrestricted Assets	16,869,672	16,221,083
Restricted Assets:		
Cash and Cash Equivalents	413,607	335,231
Total Restricted Assets	413,607	335,231
Total Current Assets	17,283,279	16,556,314
Noncurrent Assets:		
Construction in Progress	3,306,973	2,867,782
Property and Equipment - Net	64,241,899	64,673,010
Total Noncurrent Assets	67,548,872	67,540,792
	\$84,832,151	\$84,097,106
<u>LIABILITIES AND NET ASSETS</u>		
Current Liabilities:		
Payable from Unrestricted Assets:		
Accounts Payable & Accrued Liabilities	\$1,123,486	\$733,428
Customer Deposits	750	750
Unearned Revenue	269,736	184,671
Construction Contract Retainages	86,502	86,502
Revenue Bond Payable - Current	470,786	468,526
Total Payable from Unrestricted Assets	1,951,260	1,473,877
Total Current Liabilities	1,951,260	1,473,877
Noncurrent Liabilities:		
Other Postemployment Benefits	769,875	769,875
Compensated Absences	346,796	346,796
Net Pension Obligation-LEO Special Separation Allowance	(43,831)	(43,831)
Revenue Bond Payable - Noncurrent	2,437,666	2,477,945
Total Noncurrent Liabilities	3,510,506	3,550,785
Total Liabilities	5,461,766	5,024,662
Net Assets:		
Invested in Capital Assets	64,553,918	64,507,819
Restricted	413,607	335,231
Unrestricted	14,402,860	14,229,394
Total Net Assets	79,370,385	79,072,444
	\$84,832,151	\$84,097,106

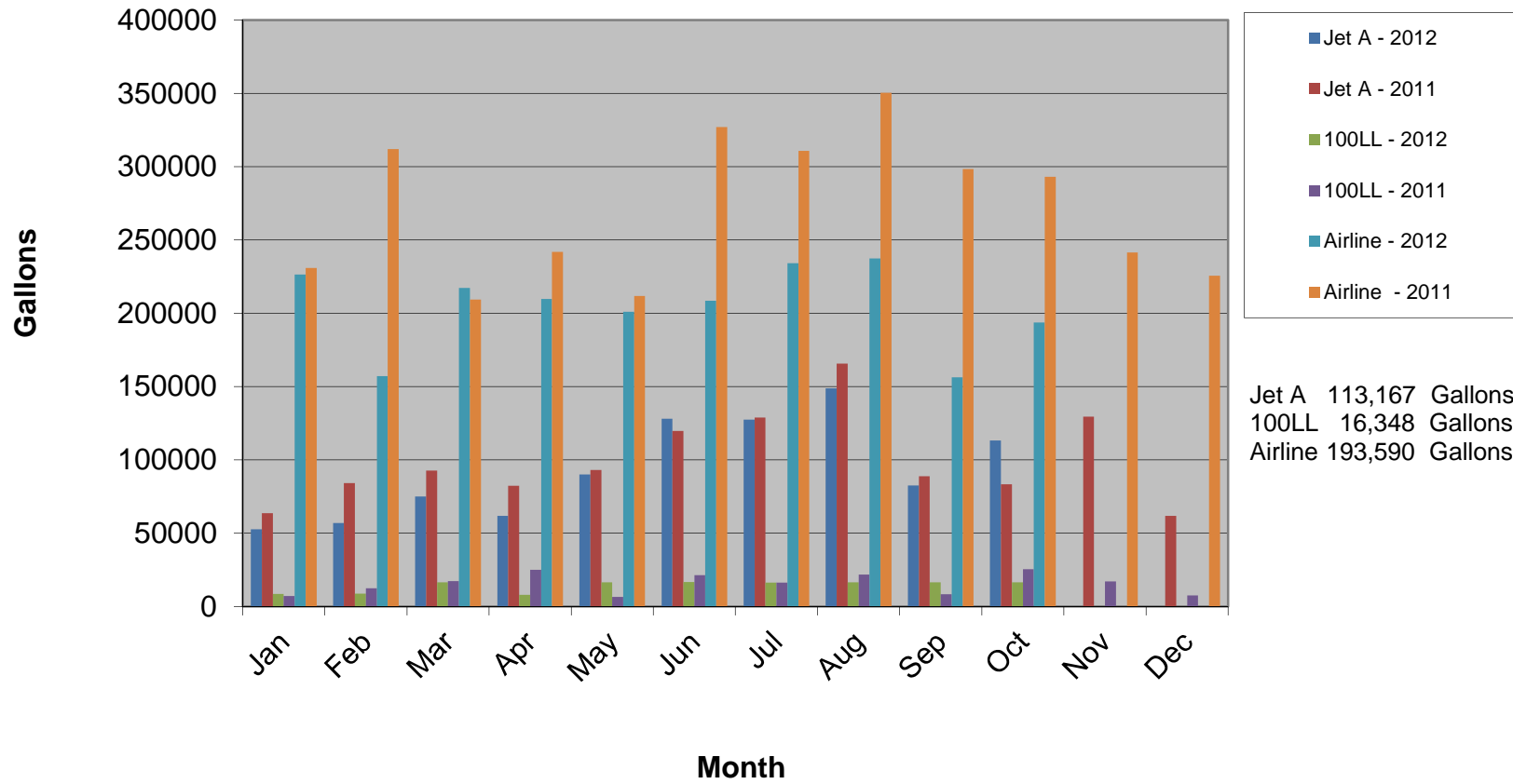
ASHEVILLE REGIONAL AIRPORT Annual Operating Revenue by Month October 2012



ASHEVILLE REGIONAL AIRPORT Annual Operating Expenses by Month October 2012



Asheville Regional Airport Fuels Sales - Gallons October 2012



**Asheville Regional Airport
Project Report - December 2012**

Project Number	Project Name	Project Description	Professional Services Consultant	Professional Services Contract	General Contractor	Original Construction Contract	Change Orders (thru 12/03/2012)	Percent of Original Contract	Board Approved Project Cost	Percent Complete	Expensed to Date (thru 12/03/2012)	Start Date	End Date	Current Project Status (as of 12/03/2012)	
Planning Phase															
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	75%	\$668,535.00	Sep-11	Mar-13	ALP update continues. Completion of Alternatives chapter in progress.	
1A	Airfield Redevelopment	Survey and obstruction analysis.	Delta Airport Consultants	\$26,000.00	N/A	N/A	\$0.00	0.00%	\$0.00	15%	\$6,500.00	Sep-12	Dec-12	Runway end elevation determination continues.	
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	40%	\$225,955.35	Jun-12	Nov-12	Final bid set expected to be completed and submitted by end of December. Bid ad expected to be placed early January 2013.	
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%	\$367,750.00* <i>(project expenses are being reimbursed by Charah through a separate agreement)</i>	99%	\$329,934.27	Jul-10	May-12	Phase I subcells have all been completed with soil cap and subcells 1-4 seeded with grass. Subcells 6-9 have been seeded and will be re-seeded in Spring.	
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>	45%	\$157,403.00	Feb-11	Jan-13	Ash placement continues weather permitting. Subcells 12-13 have begun liner placement and ash.	
3	Passenger Boarding Bridges	Purchase and install Passenger Boarding Bridges for Gates 4-6 including building upgrades	RS&H	\$128,079.00	Goforth Builders & Thyssen Krupp Airport Systems	\$1,643,681.00	\$9,844.11	2.21%	\$1,778,840.00	90%	\$1,595,401.00	Nov-11	Oct-12	Rubber flooring has been placed in Gates 5 and 6. Gate 4 materials are on order. Punch list items continue to be completed.	
											<i>**Amounts are based on invoices received and processed through Development.**</i>				