



## **AGENDA**

Greater Asheville Regional Airport Authority Regular Meeting  
Friday, March 13, 2015, 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. ELECTION AND SWEARING IN OF VICE-CHAIR
- III. SERVICE RECOGNITION AWARDS:
  - A. Douglas Tate
  - B. Carol Peterson
- IV. PRESENTATIONS: None
- V. FINANCIAL REPORT ([document](#))
- VI. CONSENT ITEMS:
  - A. Approval of the Greater Asheville Regional Airport Authority February 13, 2015 Regular Meeting Minutes ([document](#))
  - B. Approval of the Greater Asheville Regional Airport Authority February 13, 2015 Closed Session Minutes
- VII. OLD BUSINESS: None



VIII. NEW BUSINESS:

- A. Transfer of Rental Car Facility Bond from Asheville Regional Airport Authority to Greater Asheville Regional Airport Authority ([document](#))
- B. Approval of a Space/Use Permit with The Lamar Companies ([document](#))
- C. Preliminary Fiscal Year 2015/2016 Budget ([document](#))

IX. DIRECTOR'S REPORT:

- A. Washington, DC Update
- B. Ground Transportation Meeting Date: March 26, 2015

X. INFORMATION SECTION:

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

- A. January 2015 Traffic Report ([document](#))
- B. January 2015 Monthly Financial Report ([document](#))
- C. March 2015 Development/Project Status Report ([document](#))
- D. Potential Board Items for the Next Regular Meeting:
  - Fiscal Year 2015/2016 Budget

XI. PUBLIC AND TENANTS' COMMENTS

XII. CALL FOR NEXT MEETING

XIII. 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.



XIV. AUTHORITY MEMBER REPORTS

- A. Strategic Planning Session ([document](#))

XV. ADJOURNMENT

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

**Asheville Regional Airport  
Executive Summary  
January-15**

**AIRPORT ACTIVITY**

	Month	Variance to Prior Year	Calendar Year to Date	Variance to Prior Year
<b>Passenger Enplanements</b>	24,708	11.3%	24,708	11.3%
<b>Aircraft Operations</b>				
Commercial	1,014	(0.8%)	1,014	(0.8%)
Scheduled Flights	470	(0.6%)		
Flight Cancellations	7			
Seats	34,507	8.5%	34,507	8.5%
Load Factor	71.6%	2.6%	71.6%	2.6%
General Aviation	2,433	(17.4%)	2,433	(17.4%)
Military	345	(24.7%)	345	(24.7%)

**FINANCIAL RESULTS**

	Month	Variance to Budget	Fiscal Year to Date	Variance to Budget
<b>Operating Revenues</b>	\$ 716,447	9.1%	\$ 5,490,096	9.4%
<b>Operating Expenses</b>	581,598	(9.8%)	4,004,867	(13.2%)
<b>Net Operating Revenues before Depreciation</b>	<u>\$ 134,849</u>	1,041.5%	<u>\$ 1,485,229</u>	268.7%
<b>Net Non-Operating Revenues</b>	<u>\$ 133,401</u>	16.6%	<u>\$ 1,711,412</u>	30.4%
<b>Grants:</b>				
FAA AIP Grants	\$ 936,332		\$ 8,008,295	
NC Dept of Transportation Grants	-		-	
Total	<u>\$ 936,332</u>		<u>\$ 8,008,295</u>	

**CASH**

Restricted	\$ 3,502,724
Designated for O&M Reserve	3,881,467
Designated for Emergency Repair	650,000
Unrestricted, Undesignated	10,924,463
Total	<u>\$ 18,958,654</u>

**RECEIVABLES PAST DUE**

	Total	1-30 Days	31-60 Days	Over 60 Days
Advertising Customers	9,855	4,260	1,070	4,525
Delta Airlines	88,526	56,822	29,837	1,867
Enterprise	19,425	19,425	-	-
Vanguard	28,725	28,725	-	-
DOTFAA	30,423	10,068	9,600	10,755
Miscellaneous	21,664	2,942	1,061	17,661
Total	<u>\$ 198,618</u>	<u>\$ 122,242</u>	<u>\$ 41,568</u>	<u>\$ 34,808</u>
% of Total Receivables	<u>53.18%</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	\$ 1,809,624

**CAPITAL EXPENDITURES**

Annual Budget	\$ 25,676,196
Year-to-Date Spending	\$ 9,224,642

**REGULAR MEETING  
GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
February 13, 2015**

The Greater Asheville Regional Airport Authority ("Authority") met on Friday, February 13, 2015 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:** Robert C. Roberts, Chair; Jeffrey A. Piccirillo; Andrew T. Tate; K. Ray Bailey; William L. Moyer; Matthew C. Burril; and Stephanie Brown

**MEMBERS ABSENT:** None

**STAFF AND LEGAL COUNSEL PRESENT:** Cindy Rice, Authority Legal Counsel; Lew Bleiweis, Executive Director; Michael Reisman, Deputy Executive Director of Development and Operations; Kevan Smith, Chief of Public Safety; David Nantz, Director of Operations; Royce Holden, IT Director; Suzie Baker, Director of Administration; Tina Kinsey, Director of Marketing and Public Relations; Janet Burnette, Director of Finance and Accounting; and Ellen Heywood, Clerk to the Board

**ALSO PRESENT:** James Moose, Avcon; Eva Ritchey, The Trolley Company; Jim Anderson; El Mustapha Aithoussann; Mike Cronin, Asheville Citizen Times; Marc Hunt, City of Asheville, Jason Walls, Duke Energy

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

The Chair welcomed new Board Members Matthew Burril and Stephanie Brown. Mr. Burril and Ms. Brown provided brief backgrounds and stated they were happy to be serving on the Board.

**PRESENTATIONS:** None

**FINANCIAL REPORT:** The Director reported on the airport activity for December which included enplanements, aircraft operations and general aviation activity. The Director was happy to announce that 2014 has been the airport's busiest year for enplanements since the airport's inception. Mrs. Burnette reported on the financial activity for the month of December.

**CONSENT ITEMS:** The Chair remarked that Consent Item B, Approval of the Greater Asheville Regional Airport Authority January 9, 2015 Closed Session Minutes would be reviewed in closed session.

**A. Approval of the Greater Asheville Regional Airport Authority January 9, 2015 Regular Meeting Minutes:**

**C. Approval of Amendment to the FY14/15 Budget:**

BE IT ORDAINED by the Greater Asheville Regional Airport Authority that the following amendment be made to the annual budget ordinance for the fiscal year ending June 30, 2015:

Section 1. To amend the appropriations as follows:

**EXPENDITURES:**

	<u>Decrease</u>	<u>Increase</u>
Administrative Department	\$80,491	
Development Department		\$8,067
Executive Department		\$3,334
Finance Department		\$6,136
Guest Services Department		\$3,835
Information Technology Department		\$11,284
Marketing Department		\$5,776
Operations Department		\$29,231
Public Safety Department		\$12,828
Carry-over Capital Expenditures		\$291,340
Totals	\$80,491	\$371,831

This will result in a net increase of \$291,340 in the appropriations. Revenues will be revised as follows:

**REVENUES:**

	<u>Decrease</u>	<u>Increase</u>
Federal Grants – AIP Entitlement Funds	\$737,245	
Federal Funds – AIP Discretionary Funds		\$411,419
NC Department of Transportation Grants		\$615,093
Transfer from GARAA Cash		\$2,073
Totals	\$737,245	\$1,028,585

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 13th day of February, 2015.

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Robert C. Roberts, Chair

Attested by:

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Ellen Heywood, Clerk to the Board

Mr. Bailey moved to approve Consent Items A and C. Mr. Piccirillo seconded the motion and it carried unanimously.

**OLD BUSINESS:**

**A. Ground Transportation Discussion:** The Chair stated that Ms. Eva Ritchey requested a moment to address the Board on this agenda item. Ms. Ritchey stated that the ground transportation providers want to be seen as partners with the airport and made recommendations for the Board's consideration. Ms. Ritchey suggested a \$150 per year permit fee for two cars or less and \$50 for each additional car, no age limitation with the requirement of passing the City of Asheville inspection and permit process, and no mileage limitations. Ms. Ritchey stated that the proposed permit fee is not burdensome to small businesses and would still allow the airport to monitor and inventory the vehicles that are on airport property. Ms. Ritchey further stated that the City's inspection and permitting process is thorough and reliable, and that the majority of airports do not have mileage requirements.

The Chair stated that the Board Members did receive a copy of the letter from the North Carolina Limousine Association and opened the issue up for discussion.

Mr. Moyer remarked that he would like the airport staff to have an opportunity to review the recommendations presented by Ms. Ritchey and then a discussion could be held.

The Director stated that he has reconfirmed some of the data that was collected from various airports for the ground transportation survey. Greenville-Spartanburg, Charlotte, Tri-City, and Knoxville all confirmed the data that was collected and the fees charged to

the ground transportation providers in Asheville are not out of line with the fees charged by the four surrounding airports. The Director further reviewed some of the other ground transportation programs of these four airports. The Director stated that the airport is required by the FAA to run in a self-sufficient manner. The Director believes the fee charged is appropriate and brings in the revenue necessary to operate the ground transportation program. The Director informed the Board that more defined age limit requirements have been proposed and staff used the State's definitions as to how vehicles are classified. These new requirements will remove the subjectivity for staff to make determinations on which vehicles are approved for use at the airport. This information will be shared with ground transportation operators. The mileage restriction is applicable only to taxis, and staff has not received any complaints on this from the taxi providers. The vehicle age requirement provides for the safety of passengers and the Director believes staff manages the ground transportation well. The Director also shared information regarding the number of ground transportation providers that were previously permitted at the airport before the fees were increased, as well as the number of current providers. The Director stated that the airport does not have the capacity to support a large amount of operators, and that the airport is not in the business to subsidize or support ground transportation operators.

Mr. Moyer commented that the age limitation was of concern to him and felt that the proposed defined age limit requirement is moving in the wrong direction. Mr. Moyer stated that the new requirement basically does away with exemption procedures and that a vehicle over 9 years is considered unsafe, however a vehicle over 35 years is safe. The Director responded that the requirements do not signify that vehicles over age 35 are safe. The state classifies an antique vehicle as over age 35. If providers have an antique vehicle that is retrofitted to be in showroom condition and have the documentation to prove the vehicle is in safe condition, the effort and expense has been put into that vehicle to make it like new condition. Staff would then consider that a safe vehicle for passengers.

The Chair affirmed that there are no exemptions for vehicles between the ages of 9 and 35. The Director replied that this was correct. The requirements take out the subjectivity.

Mr. Tate remarked that he felt the airport was moving in the wrong direction with the vehicle age requirements. Mr. Tate asked how the airport's process differed from the City's process. The Director responded that the City has a limited inspection process and staff was unsure how thorough it was. Mr. Moyer felt the City required all vehicles to pass the state inspection and that the City inspected the mechanical part of the vehicles including brakes and horn.



Mr. Bailey stated that vehicle safety should be the concern and that passengers are entitled to the safest possible vehicles. Mr. Bailey further stated that the airport needs to consider revenue sources and the finances of operating the airport. Mr. Bailey suggested airport staff meet with the ground transportation providers before anything is finalized.

The consensus of the Board was for staff to meet with the ground transportation providers to discuss the age requirement exemption process before July 1<sup>st</sup>, obtain feedback, and then make recommendations for any changes.

**NEW BUSINESS:**

**A. Approve Contract for Construction of Airfield Re-development Project –**

**Phase II:** Michael Reisman reviewed the components of Phase II of the Airfield Re-development project and informed the Board that upon completion of this phase of construction, the temporary runway will be operational. The sealed bids were received and opened on January 30, 2015. The responsive low bid was received from Harrison Construction Company, a division of APAC Atlantic, Inc., in the amount of \$12,204,519 plus \$71,365 for Bid Alternate 2, as well as the addition of a \$160,000.00 allowance for the relocation of the wind shear tower for a total of \$12,435,884. Staff is recommending an additional 5 percent allowance of \$621,794.00 for miscellaneous costs and potential overages for a project total of \$13,057,678. Mr. Reisman informed the Board that Phase II will be funded with AIP Entitlement Funds of \$2,560,480.00, AIP Discretionary Funds in the amount of \$6.5 million, PFC Funds in the amount of \$2,550,123.00 and \$1,447,075.00 in Airport funds. The total amount of Phase II is \$307,555.00 over the amount included in the FY 2014/2015 budget. Mr. Reisman advised the Board that the following budget amendment is necessary:

BE IT ORDAINED by the Greater Asheville Regional Airport Authority that the following amendment be made to the annual budget ordinance for the fiscal year ending June 30, 2015:

Section 1. To amend the appropriations as follows:

**EXPENDITURES:**

	<u>Decrease</u>	<u>Increase</u>
Capital Improvements		\$307,555
Totals	<u>\$0</u>	<u>\$307,555</u>

This will result in a net increase of \$307,555 in the appropriations. Revenues will be revised as follows:

**REVENUES:**

	<u>Decrease</u>	<u>Increase</u>
Transfer from GARAA Cash		\$307,555
Totals	<u>                    \$0</u>	<u>                    \$307,555</u>

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

Adopted this 13<sup>th</sup> day of February, 2015.

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

Attested by:

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

Mr. Bailey asked what Bid Alternate 1 was. Mr. Reisman responded that Bid Alternate 1 was a deduction for the exclusion of underground pipe that needs to be constructed along with this project. Staff considered having Charah do the work if the price was less than the contractor bid. However, Charah's price was higher, so staff kept the work as part of the project and excluded alternate 1.

Mr. Tate commented that the 5 percent allowance brings the lowest bid to above the threshold of the highest bid amount, and asked if the 5 percent allowance was a standard operating procedure that would have been included on any agreement. Mr. Reisman stated that allowances are included with construction projects and that the standard allowance is 10 percent, however, 10 percent seemed overly excessive given the amount of this project. Staff has discussed this with the engineering team to determine if a 5 percent allowance would be adequate. It was decided that 5 percent would marginally be enough.

Mr. Moyer moved to approve the Airfield Re-Development Construction Project – Bid Package II with Harrison Construction Company, a division of APAC Atlantic, Inc. in the amount of \$12,435,884.00 plus 5 percent allowance in the amount of \$621,794.00 for a total of \$13,057,678.00; authorize the Executive Director to execute the necessary documents, and amend the FY2014/2015 budget by adopting the budget ordinance

amendment presented by staff. Mr. Tate seconded the motion and it carried unanimously.

**B. Extending and Updating the Passenger Processing System:** Royce Holden informed the Board that in 2009 the Authority implemented AirIT’s Extended Airline System Environment (EASE) at the ticket counters and gates. This system enables airlines to process passengers at any ticket counter or gate. The current equipment is nearing end-of-life (EOL) and the existing software is already EOL. Staff initially budgeted \$30,300.00 as a capital project in the FY15 budget to replace some of the equipment in a phased approach. However, a phased approach will no longer work due to existing technology limitations at gate space required by Allegiant Airlines. Mr. Holden informed the Board that the server hardware structure will be improved to support anticipated additional airlines on the system. This includes moving from one server with one point of failure, to a clustered virtualized server environment where if one fails, the other one will continue to run as normal with little to no disruption of service. The upgrade to EASE V3 will provide for seven additional workstations at the gates. Mr. Holden reviewed the cost of the upgrade which includes all hardware, software, installation, as well as configuration labor and travel for a total of \$97,857.86. Since \$30,300.00 is currently budgeted in this year’s capital budget, the remaining \$67,557.86 will be taken from fund balance requiring the following budget ordinance amendment:

BE IT ORDAINED by the Greater Asheville Regional Airport Authority that the following amendment be made to the annual budget ordinance for the fiscal year ending June 30, 2015:

Section 1. To amend the appropriations as follows:

**EXPENDITURES:**

	<u>Decrease</u>	<u>Increase</u>
Renewal and Replacement	\$0	\$67,558
Totals	\$0	\$67,558

This will result in a net increase of \$67,558 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 GARAA		
Cash/Investments	\$0	\$67,558
Totals	\$0	\$67,558

**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 13<sup>th</sup> day of February, 2015.

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Robert C. Roberts, Chair

Attested by:

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Ellen M. Heywood, Clerk to the Board

Mr. Tate moved to approve the upgrade to EASE 3, including all hardware, software, and labor for a cost not to exceed \$97,857.86; authorize the Executive Director to execute the necessary documents, and amend the FY14/15 Budget by adopting the budget ordinance amendment presented by staff. Mr. Piccirillo seconded the motion and it carried unanimously.

**DIRECTOR'S REPORT:** The Director advised the Board that he had an additional item to include that was not on the agenda.

**A. Standard Parking Amendment:** The Director informed the Board that in 2008 the Board approved a parking management agreement with Standard Parking. The bid included a five-year contract with a five-year option. When the Agreement was prepared, the five-year option was inadvertently left out. In 2013, the Board approved an amendment to the Agreement putting in a 5-year option comprised of a 2-year firm term with three 1-year options. The end of the 2-year firm term is nearing so staff is moving forward with the first one-year option of the Agreement. Staff believes it is beneficial to move forward with the one-year option as it gives staff the flexibility as it relates to the future parking expansion.

**B. Contract Change Orders:** The Director advised the Board of three contract change orders that were approved since they were within his spending authority:

1. \$5,300 for an amendment to the FAA reimbursable agreement. Vertical guidance to runway 34 had been removed due to the runway project, however, Allegiant has concerns with the lack of vertical guidance and may limit night-time flights. Staff went

ahead and re-installed instrumentation that was removed for the project. The \$5,300 is for the FAA to complete a flight check to ensure the instrument approach is working.

2. A \$36,000 change order with Thalle Construction for grading and drainage work on the runway project. Part of the cost is for the anti-climbing system on the retaining wall along Ferncliff Park Drive. TSA made some changes to the specifications after the bid was sent out. Some of the other work included in that change order was for clearing a clogged 42" drainage pipe under Ferncliff Park Drive.

3. A deduction fee in the amount of \$4,486 for the terminal roofing project. The Authority will receive this money back.

**C. Contingency Transfers:** The Director reported that \$44,000 was moved from contingency to four line items in the Executive budget:

1. \$15,000 for professional consultant services relating to new rates and charges model for the airlines, and for strategic development consultant.

2. \$10,000 for legal services related to the transfer of the rental car bond from the Asheville Regional Airport Authority to the Greater Asheville Regional Airport Authority.

3. \$4,000 to cover a one-year membership in a small airports consortium to improve air service development at small airports.

4. \$15,000 to increase travel for the Executive budget. The Director stated that additional travel has been necessary with his appointment as Chair of the US Policy Board within ACI-NA as well as unexpected travel for business development.

**D. Construction Update:** Mr. Reisman briefed the Board on a few of the ongoing construction projects including continued repairs on the retaining wall along Ferncliff Park Drive, the airport entryway project which is expected to be completed in late March, and the gas station project which has started to pick back up after delays due to water issues with the City of Asheville and relocation of an AT&T cable.

**INFORMATION SECTION:** No comments

**AUTHORITY MEMBER REPORTS:**

**A. Strategic Working Meeting:** The Chair advised the Board that he would like to hold a strategic working session at the March 13<sup>th</sup> regular Board meeting. A tour of

the fill projects for new Board Members will also be available. The Chair requested the Board Members block time that day until the early afternoon.

**B. Formation of a Nominating Committee:** The Chair appointed Jeffrey Piccirillo and Andrew Tate to serve with him on a Nominating Committee for the election of the Vice-Chair position on the Board.

**C. Conference Schedule:** The Chair suggested that it may be the time for Board Members to express interest in attending industry conferences. The Director stated that Mr. Moyer had expressed interest in attending the ACI-NA Commissioners Conference in April. The Chair stated that he had interest in attending that as well.

**D. Tryon Equestrian Center:** Mr. Moyer noted that he was pleased to hear staff getting involved in the Tryon Equestrian Center as he thought there was a possibility that the airport could benefit from that. The Director stated that staff has met with the owners of the equestrian center and that the plans for the center are phenomenal. The airport had an opportunity to sponsor a horse event in Palm Beach recently. While attending the Palm Beach event, the Director spoke to the equestrian folks about quarantine accommodations at the Ag Center for horses arriving from other countries. The opportunities for general aviation in Asheville could be tremendous.

**E. Passenger Facility Charges (PFCs):** Mr. Piccirillo stated that he had read an article about PFC's recently and asked if the Director had an update. The Director stated that the aviation industry is pursuing an increase in PFCs as they have not been increased since 2000. The current PFC is \$4.50 and this has not kept up with inflation so the industry is looking for an increase to \$8.50 for PFCs. The Director gave an overview of PFCs for the new Board Members.

**PUBLIC AND TENANTS' COMMENTS:** None

**CALL FOR NEXT MEETING:** The Chair stated that the next regular meeting will be held on March 13, 2015.

The Chair called for a break at 9:50 a.m.

The Board reconvened at 9:55 a.m.

**CLOSED SESSION:** At 9:55 a.m. Mr. Piccirillo moved to go into 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 Greater Asheville Regional Airport Authority, Including Agreement on a Tentative List of Economic Development Incentives that may be Offered by the Greater Asheville Regional Airport Authority in Negotiations and to Consider Personnel Matters. Mr. Bailey seconded the motion and it carried unanimously.

Open Session resumed at 10:45 a.m.

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY FEBRUARY 13, 2015**

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

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY JANUARY 9, 2015**

**CLOSED SESSION MINUTES:** Mr. Piccirillo moved to approve the minutes for the January 9, 2015 Closed Session and to seal and withhold such minutes from public inspection so long as public inspection would frustrate the purpose or purposes thereof. Mr. Bailey seconded the motion and it carried unanimously.

The Director advised the Board that in a recent conference he attended, information was learned about security issues for photos posted on websites. The Director stated that all Board and staff photos were being removed from the website.

**ADJOURNMENT:** Mr. Moyer moved to adjourn the meeting at 10:50 a.m. Mr. Piccirillo seconded the motion and it carried unanimously.

Respectfully submitted,

Ellen Heywood  
Clerk to the Board

Approved:

Robert C. Roberts  
Chair



## **MEMORANDUM**

TO: Members of the Airport Authority

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

DATE: March 13, 2015

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

Transfer of Rental Car Facility Bond from Asheville Regional Airport Authority to Greater Asheville Regional Airport Authority

### **BACKGROUND**

On October 12, 2007 the Asheville Regional Airport Authority ("ARAA") adopted a bond order for the construction of a rental car maintenance facility. These bonds are tied to the rental car leases for certain properties on the Asheville Regional Airport. The leases are in-turn tied to the overall lease with the City of Asheville for the airport. In 2012, the North Carolina General Assembly created the Greater Asheville Regional Airport Authority ("GARAA") which provides for the City of Asheville to transfer all right, title, and interest to the airport property to the newly created airport authority. Before the property may be transferred, the Federal Aviation Administration ("FAA") has to approve of such transfer. The City of Asheville has submitted the formal request to the FAA to transfer the property. Upon approval by the FAA, and prior to the property transfer, the ARAA must transfer the bond order to the GARAA to keep the bond valid without any lapse or default. The documents will sit in escrow until such time the FAA approval is received and the property is transferred.

### **ISSUES**

Without the assignment and transfer of the bond from the ARAA to GARAA, the bond will become null and void. A default will then occur when the airport property owned by the City of Asheville is transferred to GARAA and the ARAA no longer exists.

### **ALTERNATIVES**

None





## **FISCAL IMPACT**

None

## **RECOMMENDED ACTION**

It is respectfully requested that the Airport Authority Board resolve to (1) approve the assignment and transfer of the Rental Car Facilities Taxable Revenue Bond, Series 2007 and; (2) authorize the Executive Director to execute the necessary documents.

**SUPPLEMENTAL BOND ORDER AMENDING A BOND ORDER ADOPTED BY THE ASHEVILLE REGIONAL AIRPORT AUTHORITY ON OCTOBER 12, 2007, ENTITLED "BOND ORDER AUTHORIZING THE ISSUANCE OF A RENTAL CAR FACILITIES TAXABLE REVENUE BOND, SERIES 2007 OF THE ASHEVILLE REGIONAL AIRPORT AUTHORITY TO PAY A PORTION OF THE COST OF CONSTRUCTING A RENTAL CAR MAINTENANCE FACILITY AND FURTHER AUTHORIZING THE ISSUANCE OF RENTAL CAR FACILITIES REVENUE BONDS FOR THE PURPOSE OF FINANCING RENTAL CAR FACILITIES AND PROVIDING FOR THE SECURING THEREOF," TO PROVIDE FOR THE POSSIBLE SUCCESSION OF THE ASHEVILLE REGIONAL AIRPORT AUTHORITY**

WHEREAS, the City of Asheville, North Carolina (the "*City*") and the County of Buncombe, North Carolina ("*Buncombe County*") formed the Asheville Regional Airport Authority (the "*Authority*") as a joint agency pursuant to North Carolina General Statutes §160A-462 and an Agreement between the City and Buncombe County dated November 29, 1979; and

WHEREAS, on October 12, 2007, the Authority adopted a bond order (the "*Bond Order*") entitled:

"BOND ORDER AUTHORIZING THE ISSUANCE OF A RENTAL CAR FACILITIES TAXABLE REVENUE BOND, SERIES 2007 OF THE ASHEVILLE REGIONAL AIRPORT AUTHORITY TO PAY A PORTION OF THE COST OF CONSTRUCTING A RENTAL CAR MAINTENANCE FACILITY AND FURTHER AUTHORIZING THE ISSUANCE OF RENTAL CAR FACILITIES REVENUE BONDS FOR THE PURPOSE OF FINANCING RENTAL CAR FACILITIES AND PROVIDING FOR THE SECURING THEREOF"

; and

WHEREAS, the Authority issued its Rental Car Facilities Taxable Revenue Bond, Series 2007 in the principal sum of \$4,750,000 (the "*Bond*") pursuant to the Bond Order; and

WHEREAS, Session Law 2012-121, enacted by the General Assembly of North Carolina, created the Greater Asheville Regional Airport Authority ("GARAA"), and provides that Buncombe County, the County of Henderson and the City shall transfer to GARAA, within the time periods set forth therein, all right, title and interest to the property known as the Asheville Regional Airport; and

WHEREAS, the Authority desires to ensure that upon the potential dissolution or termination of its legal existence, all of the covenants, stipulations, obligations and agreements contained in the Bond Order by or on behalf of or for the benefit of the Authority shall bind or inure to the benefit of its successor, and the term "Authority" as used in the Bond Order shall include such successor; and

WHEREAS, Section 10.02 of the Bond Order permits the adoption of such supplemental bond orders, with the consent and approval of the holders of not less than three-fourths in aggregate principal amount of the Bonds then Outstanding (as each such term is defined in the Bond Order), which are deemed necessary or desirable by the Authority for the purpose of modifying, altering, amending, adding to or rescinding any of the terms or provisions contained in the Bond Order, subject to certain restrictions contained in Section 10.02 of the Bond Order; and

WHEREAS, Wells Fargo Bank, National Association, as the sole Bondholder, has consented to the adoption of this supplemental bond order,

NOW, THEREFORE, BE IT ORDERED by the Authority:

Section 1. Amendment to Bond Order. The Bond Order is hereby amended by adding a new Section 11.10 to read as follows:

"Section 11.10 Successorship of Authority. In the event the Authority for any reason shall be dissolved or its legal existence shall otherwise be terminated, all of the covenants, stipulations, obligations and agreements contained in this Bond Order by or on behalf of or for the benefit of the Authority shall bind or inure to the benefit of the successor of the Authority from time to time and any officer, board, commission, authority, agency or instrumentality to whom or to which any power or duty affecting such covenants, stipulations, obligations and agreements shall be transferred by or in accordance with law, and the term 'Authority' as used in this Bond Order shall include such successor or successors, including, without limitation, the Greater Asheville Regional Airport Authority, a body corporate and politic created pursuant to the Greater Asheville Regional Airport Authority Act."

Section 2. Effective Date. The provisions of Section 1 of this supplemental bond order shall take effect immediately.

Adopted this \_\_\_\_ day of \_\_\_\_\_, 2015.

ASHEVILLE REGIONAL AIRPORT  
AUTHORITY

\_\_\_\_\_  
Lew S. Bleiweis, AAE, Executive Director

ATTEST

\_\_\_\_\_  
Secretary-Treasurer

## **ASSIGNMENT AND ASSUMPTION AGREEMENT**

This **ASSIGNMENT AND ASSUMPTION AGREEMENT** (this "*Assumption*") is made and entered into as of \_\_\_\_\_, 2015 to be effective as described below, by and among **ASHEVILLE REGIONAL AIRPORT AUTHORITY**, a joint agency under North Carolina General Statutes § 160A-462 (the "*Issuer*"), **GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**, a body corporate and politic of the State of North Carolina ("*GARAA*"), and **WELLS FARGO BANK, N.A.**, a national banking association and successor to Wachovia Bank, National Association (the "*Bank*").

### **W I T N E S S E T H:**

**WHEREAS**, the Issuer issued its Rental Car Facilities Taxable Revenue Bond, Series 2007 (the "*2007 Bond*") in the original principal amount of \$4,750,000 in accordance with a Bond Order of the Issuer adopted by the Issuer on October 12, 2007 (the "*Bond Order*");

**WHEREAS**, the Bank purchased the 2007 Bond;

**WHEREAS**, the County of Buncombe, the County of Henderson and the City of Asheville are required by statute to transfer to GARAA all of their respective rights, title and interest to the property known as Asheville Regional Airport (the "*Airport*");

**WHEREAS**, in connection with the conveyance of the property consisting of the Airport to GARAA, and at the request of the Bank, the Issuer has agreed to assign, transfer and convey to GARAA, and GARAA has agreed to accept and assume, all of the Issuer's rights, title, interests, duties and obligations in, to and under the Bond Order and the 2007 Bond, and such other documents executed in connection therewith (the "*Bond Documents*");

**WHEREAS**, this Assumption will become immediately effective upon the conveyance by the City of Asheville to GARAA of title to the real property constituting the Airport; and

**WHEREAS**, the Bank consents to the assignment and assumption of the Bond Documents based on the representations and warranties in this Assumption.

**NOW, THEREFORE**, for and in consideration of the conveyance of the property consisting of the Airport to GARAA and the mutual promises and agreements set forth herein, the Issuer and GARAA hereby agree as follows:

1. The above recitals are true and complete and are incorporated herein by this reference, and this Assumption shall be construed in light thereof.
2. This Assumption will become effective immediately upon the conveyance by the City of Asheville

to GARAA of title to the real property constituting the Airport (the “*Effective Date*”).

3. The Issuer hereby assigns, transfers and conveys to GARAA all of the Issuer’s covenants, stipulations, obligations and agreements contained in the Bond Documents, effective as of the Effective Date.
4. GARAA hereby accepts and assumes all of the Issuer’s covenants, stipulations, obligations and agreements contained in the Bond Documents, effective as of the Effective Date.
5. All references to the Issuer (however designated) in the Bond Documents with respect to representations, warranties, covenants, actions or events after the Effective Date shall hereafter be deemed to refer to GARAA; and all provisions therein for notices, certificates, execution and other actions by officers of the Issuer shall refer to notices, certificates, execution and actions by the appropriate officers of GARAA. The parties hereto acknowledge and agree that this Assumption shall constitute a Bond Document.
6. The Issuer and GARAA each hereby ratifies and affirms the terms of each of the Bond Documents, and, except as otherwise provided by this Assumption, the Bond Documents shall remain in full force and effect as written.
7. Pursuant to its signature hereto the Bank consents to the assignment and assumption of the Bond Documents and waives any provision of the Bond Documents that would restrict such assignment and assumption or require immediate payment of any sums due thereunder. The consent to this Assumption by the Bank shall not constitute its consent to any other assignment or waiver of any other term, covenant or condition of the Bond Documents.
8. All of the terms, conditions and obligations contained in the Bond Documents, whether or not expressly modified hereby, shall be construed so as to give effect to the provisions contained in this Assumption.
9. This Assumption may not be amended, modified, altered or changed in any respect whatsoever except by further agreement in writing duly executed by each of the parties hereto.
10. This Assumption shall be binding upon and inure to the benefit of the parties hereto and their respective heirs, successors, permitted assigns and legal representatives.
11. This Assumption may be executed in one or more counterparts, all of which shall be considered one and the same agreement, and shall become a binding agreement when one or more counterparts have been signed by and delivered to each of the parties.
12. In the event any term or provision of this Assumption is determined by appropriate judicial authority to be illegal or otherwise invalid, such provision shall be given its nearest legal meaning or be construed or deleted as such authority determines, and the remainder of this Assumption shall remain in full force and effect.
13. GARAA represents and warrants to the Bank that (i) this Assumption constitutes a legal, valid and binding obligation of GARAA, enforceable against GARAA in accordance with its terms; (ii) the assignments and assumptions contained herein are effective such that GARAA is bound and obligated to perform the obligations of the Issuer under the Bond Documents; and (iii) the liens and security interests granted by the Issuer continue as a perfected lien and security interest in the

collateral covered by the Bond Documents after giving effect to the assignment and assumptions contained herein and no other filing or action is required in order to maintain or perfect such lien and security interest.

14. This Assumption shall be governed by and construed in accordance with the laws of the State of North Carolina.
15. Each party agrees that it will without further consideration execute and deliver such other documents and take such other action as may be reasonably requested by the other party to consummate more effectively the purposes or subject matter of this Assumption.

[Signature Pages Follow]

**IN WITNESS WHEREOF**, the undersigned have caused these presents to be duly executed as of the day and year first above written.

**ISSUER:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Its: \_\_\_\_\_

**GARAA:**

**GREATER ASHEVILLE REGIONAL AIRPORT  
AUTHORITY**

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Its: \_\_\_\_\_

**BANK:**

**WELLS FARGO BANK NATIONAL  
ASSOCIATION**

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Its: \_\_\_\_\_

[Signature page to Assignment and Assumption Agreement related to Asheville Regional Airport Authority Rental Car Facilities Taxable Revenue Bond, Series 2007]





## **MEMORANDUM**

TO: Members of the Airport Authority

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

DATE: March 13, 2015

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

Approval of a Space/Use Permit with The Lamar Companies

### **BACKGROUND**

The Authority entered into a space/use permit with The Lamar Companies (“Lamar”) in 2005 under a ten-year term for the lease of property for two bill boards located adjacent to I-26 just north of the airport. The bill boards have been in place for 20+ years and are owned by Lamar. The current lease requires Lamar to pay the Authority an annual rent which is currently \$3,400 per year. There is an automatic rent increase of \$100.00 per year on each anniversary.

Lamar is very interested in continuing the agreement with the Authority for the next ten years.

### **ISSUES**

None

### **ALTERNATIVES**

The Authority could elect not to enter into an agreement with Lamar; or change the proposed terms and conditions of the agreement.

### **FISCAL IMPACT**

The first year of the agreement will provide 3,500.00 in revenue to the Authority and the rent will increase by \$100 each subsequent year of the agreement.

New Business – Item B



## **RECOMMENDED ACTION**

It is respectfully requested that the Airport Authority Board resolve to (1) approve the Space / Use Permit with The Lamar Companies as detailed above; and (2) authorize the Executive Director to execute the necessary documents.

**SPACE/USE PERMIT  
ASHEVILLE REGIONAL AIRPORT**

**THE GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**, hereinafter referred to as "Authority," by its execution hereof, hereby authorizes the following person or entity, hereinafter referred to as "Company" to conduct business and/or occupy space at Asheville Regional Airport, hereinafter referred to as "the Airport," for the purpose or purposes and on the terms and conditions hereinafter stated.

1. **Company.** The name, address and telephone number of the Company hereunder are as follows:

Name: **The Lamar Companies**  
Address: **35 Loop Road, Arden, NC 28704**

Contact: **Bobby Soule**  
Telephone: **828-687-4000** Fax: **828-684-2016**  
E-mail: **bsoule@lamar.com** Cell: **828-242-1214**

**Company Financial Billing Contact(s):**

Name: **Bobby Soule**  
Address: **35 Loop Road, Arden, NC 28704**  
Telephone: **828-687-4000** Fax: **828-684-2016**  
E-mail: **bsoule@lamar.com**

**Company - 24 Hour Emergency Contacts – minimum of 2 contacts required**

Name & Title: **Bobby Soule, Vice – President/General Manager**  
Address: **35 Loop Road, Arden, NC 28704**  
Telephone: **828-687-4000** Fax: **828-684-2016**  
Pager: Cell: **828-242-1214**  
E-mail: **bsoule@lamar.com** Other:

Name & Title: **John Anderson, Operations Manager**  
Address: **35 Loop Road, Arden, NC 28704**  
Telephone: **828-687-4000** Fax: **828-684-2016**  
Pager: Cell: **828-483-2189**  
E-mail: **janderson@lamar.com** Other:

2. **Business to be Conducted.** Company is authorized to conduct the following business at the Airport:

**Outdoor advertising at structures located in the County/Parish of Buncombe County; State of North Carolina, more particularly described as: I-26 W/O Exit 40.**

3. **Space to be Occupied.** Company is authorized to use the space at the Airport described in **Attachment A-1.**

4-a. **Consideration-Space Rental.** In consideration for the rights granted hereunder by Authority, Company hereby agrees to pay to Authority monthly, in advance, on the first (1st) day of each calendar month during the term hereof, the sum shown in **Attachment A-2** plus any and all sales or use taxes due thereon.

4-b. **Consideration-Percentage of Receipts.** Company hereby agrees to pay to Authority a percentage of the gross receipts derived from its business at the Airport as specified in **Attachment A-3** and in accordance with the provisions of Paragraph H ("Percentage Fees"), plus any and all sales or use taxes thereon.

All payments due hereunder shall be remitted to the Director of Finance and Administration, Greater Asheville Regional Airport Authority, 61 Terminal Drive, Suite 1, Fletcher, North Carolina, 28732; without demand, set-off or deduction.

In the event that the term of this Permit shall commence or end on any day other than the first and last day, respectively, of a calendar month such consideration due hereunder for a portion of such month shall be prorated on a per-diem basis, and the first payment shall be due on or before the effective date hereof.

5. **Term.** This Permit is effective, from the date of execution, to permit use or occupancy for the period stated in **Attachment A-4**, unless sooner terminated in accordance with the terms and provisions hereof. Notwithstanding the foregoing, however, Company shall have the right to terminate this Permit prior to each anniversary date by giving the Authority 60 days written notice. The Authority shall have the right to terminate this Permit prior to the date upon which it would otherwise expire by giving Company at least 180 days written notice of its intention to do so.

6. **Amount of Insurance Required.** Commercial general liability, automobile liability, and workers compensation and employer's liability insurance is required to be carried by Company under subparagraphs K(1) and K(2) of the Terms and Conditions attached hereto. The amounts of coverage are specified in **Attachment A-5.**

7. **Security Deposit.** The amount of the security deposit to be held subject to the provisions of Paragraph Thereof is shown in **Attachment A-6.**

8. **Utility and Service Charges.** Except as otherwise expressly shown on **Attachment A-7**, Company shall be responsible for all utility and service charges.

9. **Additional Terms and Conditions.** Company does hereby further agree to abide by all of the Terms and Conditions attached hereto. Special Terms and Conditions are shown in **Attachment A-8.**

10 **Amendments.** Amendments to this Permit may be made by a revision of Attachment A and executing a numbered and dated letter of amendment.

**The Lamar Companies:**

**Greater Asheville Regional Airport Authority:**

BY: \_\_\_\_\_  
**Bobby Soule**  
**Vice-President/General**  
**Manager**

BY: \_\_\_\_\_  
**Lew Bleiweis, A.A.E.**  
**Executive Director**

DATE: \_\_\_\_\_

DATE \_\_\_\_\_

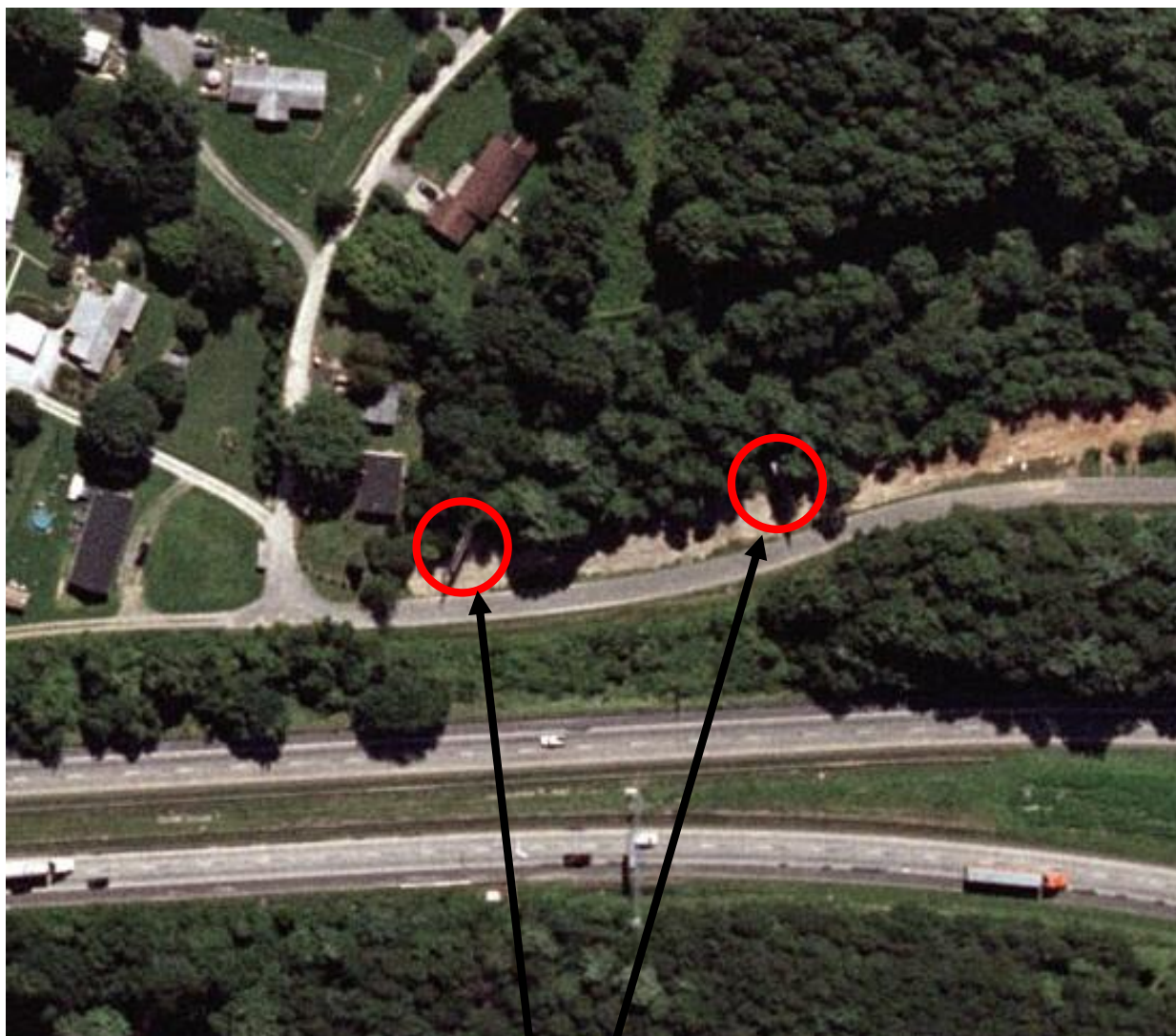


**A-7 UTILITY & SERVICE CHARGES.**

**All utility and service charges are the responsibility of the Company.**

**A-8 SPECIAL CONDITIONS**

**"EXHIBIT A"**



**Outdoor Advertising  
Locations**



## GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

### TERMS AND CONDITIONS OF SPACE/USE PERMIT

A. **Maintenance of Assigned Space.** Company accepts the space, if any, assigned under Attachment A-1 hereof, hereinafter referred to as "Assigned Space," in its present condition, "as is," and Company shall be responsible for maintaining the Assigned Space in good, clean and attractive condition.

Authority shall have the right, at any time and from time to time, to cause maintenance to be performed and repairs to be made in and to the Assigned Space and the fixtures, equipment and mechanical systems located therein, and the term of this Permit shall not be extended nor shall there be any abatement of the sums payable to Authority hereunder by reason thereof.

Company shall promptly pay or reimburse Authority for the cost to Authority of any and all maintenance, replacement and repair which may be required to restore the Assigned Space and any of its fixtures, equipment and mechanical systems as a result of the neglect of, or loss or damage caused by, Company or any of its officers, employees, agents, invitees or licensees, or which otherwise results from Company's use or occupancy of the Assigned Space. The performance of maintenance and repair by the Authority shall in no event be construed as a waiver of the Company's duty to maintain and repair as herein provided.

Unless Authority's written approval has been first obtained in each instance, Company shall not post any signs in the Assigned Space or at the Airport which are in public view, nor shall Company make any alterations, additions, decorations, improvements, or structural changes in or to the Assigned Space, or alter the point of supply of any utilities therein. The installation of telecommunication systems including but not limited to voice, data, wired, and wireless systems all require the written approval of the Executive Director.

Company shall not permit a work of visual art, as defined in 17 USC § 101, to be installed in the Assigned Space without providing Authority with a written waiver, in form acceptable to the Authority, of the artist's rights under the Visual Artists Rights Act of 1990, Pub. L. 101-650, and without obtaining the Authority's prior written approval.

B. **Company's Property.** Any and all property belonging to, or brought onto the Airport by, Company or any of its officers, employees, agents, invitees or licensees shall be at the sole risk of Company. Subject to Authority's right of approval as set forth in paragraph A hereof, Company may place and install trade fixtures and other personal property in the Assigned Space for use in connection with its operations hereunder, and the same shall be and remain the property of Company. Company shall, however, be responsible for the cost of repairing any damage to the Assigned Space or any other

improvements of Authority which are caused by the removal of any such trade fixtures and personal property. Notwithstanding the foregoing, however, if Company shall at any time be in default hereunder, then Authority shall have the benefit of any statutory liens on Company's property located in the Assigned Space which are available to it under the laws of the State of North Carolina, and Company shall not remove or permit the removal of any of such property until all amounts secured by such liens have been paid and all other defaults under this Permit have been cured.

C. **Authority's Right to Enter**. Authority and its designated agents shall have the right to enter the Assigned Space at any reasonable time for inspection, maintenance, repair, attending to emergencies or any other reasonable purpose.

D. **Utilities**. Unless expressly provided otherwise herein, Company shall be responsible for obtaining and paying for all utilities (including, without limitation, electricity, water, sewer, and telephone) used or consumed in the Assigned Space.

E. **Access**. Company and its officers, employees, agents and invitees shall, subject to the reasonable rules and regulations of the Authority, have the right of ingress and egress to and from the Assigned Space.

F. **Taxes and Assessments**. Company shall pay, on or before the due date established therefor, all taxes, assessments (including, without limitation, storm water utility charges) and impact fees which are levied against or in connection with the Assigned Space, Company's interest therein and the property and improvements of Company for the term hereof or attributable to Company's activities at the Assigned Space or at the Airport. If the term of this Permit expires or is earlier terminated prior to the close of the tax year for which any such tax is payable, or if the term of this Permit commences on a date other than the first day of such tax year, Company shall be responsible for paying a percentage of the tax calculated by dividing the number of days that this Permit was in effect during such tax year by the total number of days that the Assigned Space was leased to tenants (excluding any tenant performing a governmental, municipal or public purpose or function or which uses the Assigned Space exclusively for literary, scientific, religious or charitable purposes) during such tax year. If this Permit is in effect for a period less than any entire period for which an assessment other than a tax is imposed, Company shall pay a percentage of the assessment calculated by dividing the number of days this Permit was in effect during that assessment period by the total number of days in the assessment period. Company's obligations under this Paragraph F shall survive the expiration or earlier termination of this Permit. Nothing contained herein shall be construed as a release or waiver on the part of the Authority, as a political subdivision of the State of North Carolina of the right to assess, levy or collect any license, personal, tangible, intangible, occupation or other tax, fee or assessment which may lawfully be imposed on the business or property of Company.

**G. Rules and Regulations.** Company covenants and agrees to observe and comply with all reasonable rules and regulations of Authority which now exist or may hereafter be promulgated from time to time governing conduct on and operations at the Airport and the use of its facilities. Company further covenants and agrees to observe and comply with any and all valid and applicable requirements of all duly-constituted public authorities and with all federal, state and local statutes, ordinances and regulations applicable to Company, the Assigned Space or the Airport. Company agrees to pay or reimburse Authority for any fines which may be assessed against Authority as a result of the violation by Company of any applicable security regulation at the Airport, which payment shall be made by Company within fifteen (15) days from receipt of Authority's invoice for such amount and documentation showing that payment of such fine is Company's responsibility hereunder.

**H. Percentage Fees.** In the event that the consideration to be paid under Paragraph 4 hereof is based in whole or in part on a percentage of Company's "Gross Receipts," such term as used herein shall mean all amounts billed or received by Company or any agent of Company or sublesses from its business at the Airport, excluding only (i) the amount of all credits and refunds to customers actually made by Company, (ii) the amount of any federal, state or municipal sales or other similar taxes separately stated to and paid by customers of Company now or hereafter levied and imposed and (iii) the proceeds from the sale of capital assets. If Company shows the percentage of Gross Receipts payable to Authority as a separate charge to Company's customers, then this separate charge must also be included in Company's Gross Receipts.

No deduction shall be made from Gross Receipts by reason of any credit loss sustained or financing discount that may be applicable by reason of the acceptance or use of credit cards or by reason of any other credit arrangements. If any charge customarily made by Company for goods or services is not assessed, charged or collected, irrespective of the reason therefore, then the amount of Company's customary charge therefore shall nevertheless be included in determining Gross Receipts. All computations in the determination of Gross Receipts shall be made in accordance with the terms of this Permit.

On or before the fifteenth (15th) day of each calendar month during the term hereof and of the calendar month immediately following the end of the term, Company shall deliver to Authority a statement signed by an officer of Company, in such form and with such detail as Authority may reasonably request, setting forth Company's Gross Receipts (as the same are hereinbefore defined) during the preceding calendar month, and separately identifying all receipts derived by Company during such month which have been excluded from the computation of Gross Receipts, together with payment of the Percentage Fees due by reason thereof.

Company shall maintain complete and accurate books and records as would normally be examined by an independent certified public accountant pursuant to generally accepted auditing standards, of all receipts with respect to its business at the Airport in a form consistent with generally accepted accounting principles. Such books and records of the Company shall contain itemized records of all amounts billed or received by the Company from its operations in the Assigned Space or otherwise hereunder. The Company shall supply to the Authority, within thirty (30) days of the Authority's request, the books and records required to be maintained hereby and any other financial or statistical reports or records that the Authority may reasonably request for the purpose of determining the accuracy of the Gross Receipts reported by the Company. In addition, the Company shall account for all revenues of any nature related to transactions in connection with this Permit entered into in the Assigned Space or otherwise hereunder in a manner which segregates in detail those transactions from other transactions of the Company and which supports the amounts reported to the Authority in the Company's monthly Gross Receipts reports prepared in accordance with Paragraph 4-b. In the event of any conflict between any provision of this Permit and generally accepted accounting principles or generally accepted auditing standards, the provisions of the Permit shall control even where this Permit references such principles or standards.

Such records may be in the form of (a) electronic media compatible with or convertible to format compatible with computers utilized by the Authority at its offices, (b) a computer run hard copy, or (c) legible microfiche or microfilm, together with access to a microfiche or microfilm reader. Records maintained by the Company in the form of electronic media shall be provided to the Authority in electronic read only form compatible with computers utilized by the Authority if requested in such form by the Authority. The Executive Director may require the Company to provide any other records the Executive Director determines, in his or her opinion, are necessary to enable the Authority to perform an accurate audit of the Company's Gross Receipts hereunder. Such records shall be provided within thirty (30) days of the request thereof and, in the event that exclusions, deductions or allocations reducing Gross Receipts are not supported or substantiated by such records, all such amounts shall be deemed Gross Receipts for purposes of determining amounts payable to the Authority. All such original books and records shall upon reasonable notice from Authority be made available, either at the Assigned Space, if assigned, or at the offices of the Authority, for inspection, examination or audit by Authority through its duly authorized representatives at any time for up to three (3) years after the calendar year to which such books and records pertain; provided, however, that if prior to the expiration of such three (3) year period, any audit, review or investigation is commenced by the Authority, or any claim is made or litigation is commenced relating to this Permit by the Authority, such books and records shall continue to be maintained by Company, and Authority shall continue to have the right to inspect such books and records in the manner stated above, until the audit, claim or litigation is finally resolved (including the determination of any and all appeals or the expiration of time for an appeal). Any such inspection at the Assigned Space will be

conducted during reasonable business hours and in such a manner and at such time as to not unduly interfere with the conduct of Company's business.

Should the Company not wish to make its original books and records available for inspection at the Airport, the Company shall have the option of having representatives of the Authority inspect the Company's books and records at a location where the Company maintains its records within forty five (45) days of Authority's request to inspect Company's books and records. Should the Company elect to have the inspection, examination or audit performed at a location outside the limits of Buncombe County, the Company shall pay the Authority for travel expenses incurred in connection with such inspection, examination or audit in accordance with the Authority's adopted travel policies, from the auditor's duty station to the location at which the books and records are maintained for each day of travel and on-site work. After the inspection is complete, the Authority shall bill the Company for such travel expenses and the Company shall promptly pay such bill. Authority shall further have the right, upon reasonable written notice to Company, to cause an audit to be made of the books and records of Company and its assignees and agents which relate to its operations at the Airport to determine the correctness of the Percentage Fees paid by Company hereunder. Such audit may include, but is not limited to, a review of general, input, processing, and output controls of information systems, using read only access, for all computerized applications used to record financial transactions and information. The Company shall, if requested, freely lend its own assistance in making such inspection, examination, or audit, and, if such records are maintained in electronic and other machine-readable format, shall provide the Authority and/or its representative such assistance as may be required to allow complete access to such records. The Company also shall lend such assistance and support freely to the Authority as the Authority may reasonably request in the conduct of any inspection, examination or audit as the Authority deems necessary. If, as a result of such audit, it is established that Percentage Fees have been underpaid to Authority, Company shall forthwith, upon written demand from Authority, pay the difference to Authority, together with interest thereon at the rate of eighteen percent (18%) per annum from the date such amount or amounts should have been paid. Further, if such audit establishes that Company has understated and underpaid the total Percentage Fees due hereunder during the audit period by two percent (2%) or more, then the entire expense of such audit shall be borne by Company.

I. **Indemnification.** Company agrees to indemnify, defend and hold completely harmless the Authority, and its members (including, without limitation, members of the Authority's Board), officers, employees and agents of each, from and against all liabilities (including, without limitation, liability under the Comprehensive Environmental Response, Compensation and Liability Act, 42 USC Section 9601, et seq., or any other federal, state or local environmental statute, ordinance regulation or rule), losses, suits, claims, demands, judgments, damages, fines, penalties, costs and expenses (including all costs for investigation and defense thereof, including, but not limited to, court costs, expert fees and reasonable attorneys' fees prior to institution of

legal proceedings and at both trial and appellate levels), which may be incurred by, charge to or recovered from any of the foregoing (i) by reason or on account of damage to or destruction of any property of the Authority, or any property of, injury to or death of any person resulting from or arising out of the use, occupancy, or maintenance of the Assigned Space or any improvements thereto, of Company's operations thereon, or the acts or omissions of Company's officers, agents, employees, contractors, subcontractors, invitees or licensees, regardless of where the damage, destruction, injury or death occurred, unless such liability, loss, suit, claim, demand, judgment, damage, fine, penalty, cost or expense was proximately caused solely by Authority's negligence or by the joint negligence of Authority and any person other than Company or its officers, agents, employees, contractors, subcontractors, invitees or licensees, or (ii) arising out of the failure of Company to keep, observe or perform any of the covenants or agreements in this Permit to be kept, observed or performed by Company. The provisions of this Paragraph I shall survive the expiration of earlier termination of the term of this Permit with respect to any acts or omissions occurring during the term of this Permit.

The foregoing provisions of this Paragraph I are not intended and shall not be construed to limit in any manner whatsoever the protection or benefits to which Authority otherwise would be entitled as an additional insured under any liability insurance maintained or required to be maintained by Company under this Permit.

J. **Waiver of Damage.** Company hereby expressly waives and releases any cause of action or right of recovery for compensation for any and all loss or damage sustained by reason of any fire, defect, deficiency or impairments of any of the services in or to the Assigned Space or the Airport, including, but not limited to, electrical power, gas, telephone service, steam, heating, air conditioning, water supply, drainage or sewage systems, or from wires leading to or inside of any space or structure, or by reason of any loss resulting from the failure of any such system or facility unless such loss or damage is due to the negligence or willful misconduct of Authority or its officers, agents or employees.

K. **Insurance Requirements.** Company shall, at its own cost and expense, purchase and maintain throughout the term of this Permit the following insurance:

(1) Automobile liability insurance (any auto, including owned autos, non-autos and hired autos), and Commercial general liability insurance (including, but not limited to Premises/Operations, Products/Completed Operations, Contractual, Independent Contractors, Broad Form Property Damage and Personal Injury coverage, as applicable), protecting Company, the Greater Asheville Regional Airport Authority, and the members (including, without limitation, members of Authority Board), officers, agents and employees of each, all of whom shall be named as additional insureds, from and against any and all liabilities arising out of or relating to Company's use or occupancy of, or the conduct of its operations on, the Assigned Space and any improvements

thereto, and on the Airport, in such form and with such company or companies as the Authority may reasonably approve, with a combined single limit (or its equivalent) per occurrence of not less than the amount set forth in Paragraph 6 hereof, with a deductible reasonably acceptable to the Authority, with a waiver of any right of subrogation that the insurer may have against the Authority, with contractual liability coverage for Company's covenants to and indemnification of the Authority under this Permit, and with the insurance company obligated to use counsel reasonably acceptable to the Authority in carrying out its obligations to the Authority. This insurance shall provide that it is primary insurance as respects any other valid and collectible insurance Authority may possess, including any self-insured retention or deductible Authority may have, and that any other insurance Authority does possess shall be considered excess insurance only. This insurance shall also provide that it shall act for each insured and each additional insured as though a separate policy has been written for each; provided, however, that this provision shall not operate to increase the policy limits of the insurance; and

(2) Workers compensation insurance as required by the laws of North Carolina; provided, however, that Company may self-insure its workers compensation liability, if in compliance with North Carolina law. Employers Liability coverage is also required with limits of liability not less than \$500,000 each accident, \$500,000 disease policy limit and \$500,000 disease-each employee.

At least three (3) business days prior to the commencement of the term of this Permit and at least ten (10) days prior to the expiration of any policy or policies theretofore provided hereunder by Company, Company shall cause a certificate or certificates of insurance to be furnished to Authority evidencing all such coverage, and such certificate shall provide that the policy or policies will not be cancelled nor the limits thereunder be materially changed without first providing at least thirty (30) days' written notice thereof to Authority.

L. **Assignment and Subletting.** Company shall not assign this Permit or any of the rights granted to it hereunder or sublet the Assigned Space or any portion thereof without the prior express written consent of Authority in each instance, which may be granted or withheld in the Authority's sole discretion.

M. **Default.** In the event that Company shall fail to remit any payment due to Authority under Paragraph 4 hereof, or shall fail to submit any financial report required to be submitted in connection therewith, within five (5) days after the same shall become due, or in the event that Company or any of its officers, employees, agents, invitees or licensees violates any other term, covenant or condition of this Permit and such violation continues or reoccurs after Authority has given written notice thereof to Company, the Authority shall have the right to declare the entire balance of the consideration due to Authority under Paragraph 4 of this Permit due and payable forthwith; or Authority may elect to terminate this Permit and resume possession of the Assigned Space, thereafter using the same for its own purposes without having to account to Company therefor; or

Authority may elect to retake possession of and relet the Assigned Space as agent for the Company, collecting and applying the proceeds first, toward the payment of all costs and expenses incurred in connection with such reletting, and next, toward the payment of any consideration and other charges due Authority under this Permit, in which event Company shall be responsible for paying any deficiency to Authority. In addition, Authority shall have any and all other rights or remedies available to it as a landlord under the applicable laws of the State of North Carolina by reason of any such default.

N. **End of Term.** At the end of the term or upon the earlier termination of this Permit, Company shall deliver to Authority possession of the Assigned Space and all of the fixtures and equipment of Authority in their original condition in all respects, reasonable use and wear excepted, and Company agrees to reimburse Authority for the cost of any alterations, replacement, repairs or cleaning required to restore the same to such condition; provided, however, in the event Company has caused any alterations or improvements to be made to the Assigned Space, including but not limited to the addition, relocation or removal of partitions and doorways (which such alterations or improvements shall be made at Company's cost and only with the prior express written approval of Authority in each instance), the Authority may elect, with respect to each such alteration or improvement, to accept it as it was at the time it was made or constructed, reasonable use and wear excepted, or to require the same to be restored to its original condition at Company's expense.

O. **Holding Over.** It is agreed that if Company, or any assignee or sublessee thereof, shall continue to occupy the Assigned Space after the termination of this Permit (including a termination under paragraph M hereof) without the prior written consent of Authority, then such tenancy shall be a tenancy-at-sufferance, the Authority shall be entitled to double the monthly rent specified in Paragraph 4 hereof, and acceptance by Authority of any sums after any such termination shall not constitute a renewal of this Permit or a consent to such occupancy, nor shall it waive Authority's right of re-entry or any other right available to it under the laws of North Carolina or the provisions of this Permit.

P. **Costs and Attorneys' Fees.** In the event that Authority elects to engage the services of an attorney to collect any sums due hereunder from Company, or in the event the Authority is the prevailing party in any action to enforce any provision of this Permit or in any other legal proceeding at law or in equity arising hereunder or in connection herewith, Company shall reimburse Authority for all reasonable costs, attorneys' fees and all other actual expenses incurred by the Authority in the defense and/or prosecution of such legal proceeding and in any appeals, including, but not limited to, fees and expenses for paralegals, investigators, legal support personnel and expert witnesses.

Q. **Notice.** Any notice permitted or required to be given to Company hereunder shall be in writing and delivered either by hand to the Assigned Space, by nationally



recognized overnight courier service or by U.S. Certified Mail, Return Receipt Requested, postage prepaid, to the address contained in Paragraph 1 of this Permit or such other address as Company may, by written notice, direct from time to time. Any notice permitted or required to be given to Authority hereunder shall be in writing and delivered either by hand to the Office of the Executive Director, Greater Asheville Regional Airport Authority, Asheville Regional Airport, Fletcher, North Carolina, provided Company obtains a written acknowledgment of receipt therefor from Authority, by nationally recognized overnight courier service or by U.S. Certified Mail, Return Receipt Requested, postage prepaid, addressed as follows:

Greater Asheville Regional Airport Authority  
Attention: Executive Director  
61 Terminal Drive, Suite 1  
Fletcher, North Carolina 28732

or such other address as Authority may request from time to time.

R. **Sums Paid by Authority.** If Authority has paid any sum or sums or has incurred any obligation or expense which Company has agreed to pay or reimburse Authority for, or if Authority is required or elects to pay any sum or sums or incurs any obligation or expense because of the failure, neglect or refusal of Company to perform or fulfill any of the terms or conditions of this Permit, then the same shall be deemed additional rent due hereunder and Company shall reimburse Authority therefor promptly upon demand.

S. **Interest on Sums Due Authority.** Any sums payable by Company to Authority under any provision of this Permit which are not paid when due shall bear interest at the rate of eighteen percent (18%) per annum from the date the same became due and payable until paid.

T. **Security Deposit.** In the event that a security deposit is required under Paragraph 7 hereof, Company shall deposit such sum with Authority upon execution of this Permit, and such sum shall be retained by Authority as security for the faithful performance of Company's obligation hereunder. Authority shall have the right, but not the obligation, to apply said security deposit to the payment of any sum due to Authority which has not been paid, including, but not limited to, reimbursement of any expenses incurred by Authority in curing any default of Company, or to the cost of restoring the Assigned Space or its furnishings, fixtures or equipment to their original condition, reasonable use and wear excepted. In the event that all or any portion of the security deposit is so applied, Company shall promptly upon demand by Authority remit to Authority the amount of cash required to restore the security deposit to its original sum, and Company's failure to do so within five (5) days after its receipt of such demand shall constitute a default under this Permit. If said deposit shall not have been applied for any of the foregoing purposes, it shall be returned to Company, without interest, within

sixty (60) days after the end of the term of this Permit. The Authority will not pay interest on any security deposit.

U. **Brokerage Commissions.** Unless expressly provided otherwise herein, Company warrants that no real estate commission is payable by Authority to any person or entity in connection with this Permit, and Company does hereby agree to indemnify, defend and hold completely harmless Authority from and against any and all liabilities, costs and expenses (including all costs for investigation and defense thereof, including, but not limited to, court costs, expert fees and reasonable attorneys' fees prior to institution of legal proceedings and at both trial and appellate levels) incurred by Authority as a result of any claims therefor.

V. **Authority's Reserved Rights.**

(1) Authority reserves the right for itself and others to utilize and maintain existing utility easements over, under, across and through the Assigned Space, and to run water, electrical, telephone, gas, drainage and other lines over, under, across and through the Assigned Space and to grant necessary utility easements therefor.

(2) Authority reserves the right (a) to further develop, improve, repair and alter the Airport and all roadways, parking areas, terminal facilities, landing areas and taxiways as it may reasonably see fit, free from any and all liability to Company for loss of business or damages of any nature whatsoever to Company occasioned during the making of such improvements, repairs, alterations and additions, including but not limited to any damages resulting from negligence of the Authority or its employees, agents or contractors, and (b) to establish such fees and charges for the use of the Airport by Company and all others as Authority may deem advisable.

(3) Company covenants and agrees that this Permit shall be subject and subordinate to the provisions of any existing or future agreement between Authority and the United States Government relative to the operation or maintenance of Airport, the execution of which has been or will be required as a condition precedent to the granting of federal funds for the development or operation of Airport. In the event that the Federal Aviation Administration or its successors shall require any modifications to this Permit as a condition precedent to the granting of such federal funds, Company shall promptly consent in writing to such modifications.

W. **Discrimination Not Permitted.**

(1) Company, for itself, its successors in interest and its assigns, as a part of the consideration hereof, does hereby covenant and agree as a covenant running with the land that (a) no person on the grounds of race, color or national origin shall be excluded from participation in, denied the benefits of, or be otherwise subject to discrimination in the use of the Assigned Space or the Airport under the provisions of this Permit; (b) that in the construction of any improvements on, over or under the

Assigned Space and the furnishing of services thereon, no person on the grounds of race, color or national origin shall be excluded from participation in, denied the benefits of, or otherwise be subject to discrimination; and (c) that Company shall use the Assigned Space in compliance with all other requirements imposed pursuant to Title 49, Code of Federal Regulations, Department of Transportation, Subtitle A, Office of the Secretary, Part 21, Non-discrimination in Federally-assisted programs of the Department of Transportation-effectuation of Title VI of the Civil Rights Act of 1964, and as said Regulations may be amended.

Likewise, Company shall comply with laws of the State of North Carolina prohibiting discrimination because of race, color, religion, sex, national origin, age, handicap or marital status. Should the Company authorize another person, with Authority's prior written consent, to provide services or benefits from the Assigned Space or at the Airport, Company shall obtain from such person a written agreement pursuant to which such person shall, with respect to the services or benefits which it is authorized to provide, undertake for itself the obligations contained in this paragraph. Company shall furnish the original or a true copy of such agreement to Authority. Authority may from time to time be required by the United States Government, or one or more of its agencies, to adopt additional or amended provisions, including non-discrimination provisions, concerning the use and operation of the Airport, and Company agrees that it will adopt any such requirement as a part of this Permit.

(2) If Company shall furnish any services to the public at the Airport, it shall furnish said services on a fair, equal and not unjustly discriminatory basis to all users thereof and shall charge fair, reasonable and not unjustly discriminatory prices for each unit of service, provided that Company shall be allowed to make reasonable and non-discriminatory discounts, rebates or other similar types of price reductions to volume purchasers, if any.

(3) In the event of breach of any of the above nondiscrimination covenants, Authority shall have the right to terminate this Permit and to re-enter and repossess said Assigned Space, and hold the same as if this Permit had never been made or issued. The right granted to Authority by the foregoing sentence shall not be effective until applicable procedures of Title 49, Code of Federal Regulations, Part 21 are followed and completed, including exercise or expiration of appeal rights.

(4) Further, Company assures Authority that no person shall be excluded on the grounds of race, creed, color, national origin or sex from participating in or receiving the services or benefits of any program or activity covered by Title 14, Code of Federal Regulations, Part 152, Subpart E, Federal Aviation Administration, Non-discrimination in Airport Aid Program, and that it will be bound by and comply with all other applicable provisions of such Subpart E, as it may be amended. Company also assures Authority that it will require its covered suborganizations to provide written assurances to the same effect and provide copies thereof to Authority.

(5) Company assures Authority that it will comply with pertinent statutes, Executive Orders, and such rules as are promulgated to assure that no person shall, on the grounds of race, creed, color, national origin, sex, age or handicap be excluded from participating in any activity conducted in connection with its operations under this Permit. Company also assures Authority that it will require any contractors and sublessees (to the extent that such sublessees are allowed under other provisions of this Permit) to provide assurances to the same effect and ensure that such assurances are included in subcontracts at all tiers which are entered into in connection with Company's operations under this Permit.

**X. Federal Aviation Administration Requirements.**

(1) Company shall comply with all applicable regulations of the Federal Aviation Administration relating to Airport security and shall control the Assigned Space so as to prevent or deter unauthorized persons from obtaining access to the air operations area of the Airport.

(2) Authority reserves unto itself, and unto its successors and assigns, for the use and benefit of the public, a right of flight for the passage of aircraft through the airspace above the surface of the Assigned Space, together with the right to cause in said airspace such noise as may be inherent in the operation of aircraft now known or hereafter used, and for navigation of or flight in the said airspace, and use of said airspace for landing on, taking off from or operating on the Airport.

(3) Company expressly agrees, on behalf of itself and its successors and assigns, to restrict the height of structures, objects of natural growth and other obstructions on the Assigned Space in compliance with the requirements of Federal Aviation Regulations, 14 CFR Part 77.

(4) Company agrees to require any lights in the Assigned Space to be constructed, focused or arranged in a manner that will prevent them from casting their beams in an upward direction so as to interfere with the vision of pilots in aircraft landing at or taking off from the Airport.

(5) Company expressly agrees, on behalf of itself and its successors and assigns, to prevent any use of the Assigned Space which would interfere with or adversely affect the operation or maintenance of the Airport, or which would otherwise constitute a hazard or nuisance at the Airport.

(6) Company agrees that it will not exercise or grant any right or privilege which would operate to prevent any person, firm or corporation operating aircraft on the Airport from performing any service (including, but not limited to maintenance and repair) on its own aircraft with its own employees that it may choose to perform.

(7) The Company agrees that it will not discriminate against any business owner because of the owner's race, color, national origin, or sex in connection with the award or performance of any concession agreement covered by 49 CFR, Part 23, Subpart F. The Company also agrees to include the above statements in any subsequent complementary aeronautical activity agreements that it enters into and to cause those businesses to similarly include the statements in further agreements.

Y. **Hazardous Materials.**

(1) **Definitions.** As used herein, the following terms shall have the meanings hereinafter set forth:

i. **"Environmental Laws"** shall mean any federal, state, local or administrative law, rule, regulation, order or requirement relating to industrial hygiene, environmental conditions or Hazardous Materials, whether now in effect or hereafter adopted.

ii. **"Hazardous Materials"** shall mean any material that, because of its quantity, concentration or physical or chemical characteristics, is deemed by any federal, state or local governmental authority to pose a present or potential hazard to human health or safety or to the environment. **"Hazardous Material"** includes, without limitation, any material or substance defined as a "hazardous substance," or "pollutant" or "contaminant" pursuant to the Comprehensive Environmental Response, Compensation and Liability Act of 1980, also commonly known as the "Superfund" law, as amended (42 U.S.C. **Sections** 9601 et seq.) ("**CERCLA**"), or pursuant to the General Statutes of North Carolina, or any waste which conforms to the criteria for hazardous material adopted by the Authority; any asbestos and asbestos containing materials; lead based paint; petroleum, including crude oil or any fraction thereof; natural gas or natural gas liquids; and any materials listed as a hazardous substance in the Authority's rules and regulations.

iii. **"Release"** when used with respect to Hazardous Material shall include any actual or imminent spilling, leaking, pumping, pouring, emitting, emptying, discharging, injecting, escaping, leaching, dumping, or disposing into or on any property.

(2) **Company's Agreement.** Company agrees that neither it nor its officers, agents, employees, contractors, subcontractors, sublessees, licensees or invitees shall cause any Hazardous Materials to be brought upon, kept, used, stored, generated or disposed of in, on or about the Airport, or transported to or from the Airport; provided that Company may use such substances as are customarily used in aviation so long as such use is in strict compliance with all applicable Environmental Laws and the Authority's rules and regulations.

(3) **Environmental Indemnity.** Company shall indemnify, defend and hold harmless the Authority from and against any and all loss, damage, cost or expense (including attorneys fees) arising during or after the term of this Permit as a result of or arising from (i) a breach by Company of its obligations contained in subparagraph Y(2) above, or (ii) any Release of Hazardous Materials from, in, or about the Airport caused by the act or omission of Company, its officers, agents, employees, contractors, subcontractors, sublessees, licensees or invitees.

(4) **Environmental Audit.** Upon reasonable notice to Company, the Authority may conduct or cause to be conducted through a third party that it selects, an environmental audit or other investigation of Company's operations to determine whether Company has breached its obligations under subparagraph Y(2) above. Company shall pay all costs associated with said investigation if such investigation shall disclose any such breach by Company.

**Z. Miscellaneous.**

(1) the paragraph headings contained in this Permit are inserted only as a matter of convenience and for reference, and in no way define, limit or describe the scope or intent of any provision hereof.

(2) Notwithstanding anything herein contained that may appear to be to the contrary, it is expressly understood and agreed that, except for Company's right to possession of the Assigned Space, the rights granted under this Permit are non-exclusive.

(3) Except as expressly prohibited herein, the provisions of this Permit shall bind and inure to the benefit of the successors and assigns of the parties hereto.

(4) Time is expressed to be of the essence of this Permit.

(5) This Permit shall be governed by and construed in accordance with the laws of the State of North Carolina. It is agreed that if any covenant, condition or provision contained herein is held to be invalid by any court of competent jurisdiction, such invalidity shall not affect the validity of any other covenant, condition or provision herein contained.

(6) No recourse under or upon any obligation, covenant or agreement contained in this Permit, or any other agreement or document pertaining to the operations of Company hereunder, as such may from time to time be altered or amended in accordance with the provisions hereof, or under any judgment obtained against Authority, or by the enforcement of any assessment or by any legal or equitable proceeding by virtue of any statute or otherwise, under or independent of this Permit, shall be had against any member (including, without limitation, members of Authority's Board), officer, employee or agent, as such, past, present and future, of Authority, either

directly or through Authority or otherwise, for any claim arising out of this Permit or the operations conducted pursuant to it, or for any sum that may be due and unpaid by Authority. Any and all personal liability of every nature, whether at common law or in equity, or by statute or by constitution or otherwise, of any Authority member, officer, employee or agent, as such, to respond by reason of any act or omission on his or her part or otherwise for any claim arising out of this Permit or the operations conducted pursuant to it, or for the payment for or to Authority, or any receiver therefor or otherwise, or any sum that may remain due and unpaid by Authority, is hereby expressly waived and released as a condition of and as consideration for the execution of this Permit.

(7) Company represents and warrants to Authority that, to the best of its knowledge, except as may be disclosed in an Addendum hereto, no member, officer, employee or agent of Authority has any material interest, either directly or indirectly, in the business of Company to be conducted hereunder.

(8) This Permit constitutes the entire agreement between the parties hereto with respect to the subject matter hereof, and any representation or statements heretofore made with respect to such subject matter, whether oral or written, are merged herein. This Permit may be altered or amended only by written instrument executed by both parties hereto.

(9) As required by North Carolina law, Authority hereby includes the following notifications as part of this Permit:

**RADON GAS:** Radon is a naturally occurring radioactive gas that, when it has accumulated in a building in sufficient quantities, may present health risks to persons who are exposed to it over time. Levels of radon that exceed federal and state guidelines have been found in buildings in North Carolina. Additional information regarding radon and radon testing may be obtained from your county public health unit.

(10) Company hereby consents to the jurisdiction of the courts of the State of North Carolina and of the Federal District Court for the Western District of North Carolina with respect to any action instituted by the Authority and arising against Company under this Permit, and waives any objection which Company may have at any time to the laying of venue of any such action brought in any such court, waives any claim that such action has been brought in an inconvenient forum and further waives the right to object, with respect to such action, that such court does not have any jurisdiction over Company. Company further irrevocably consents to the service of process by certified or registered mail (airmail if overseas) or the equivalent (return receipt requested), or the service of process in any other manner permitted by law, in any action instituted by the Authority and arising against Company under this Permit.

**IN WITNESS WHEREOF**, the parties hereto have caused this Permit to be executed the day and year first above written.

**GREATER ASHEVILLE REGIONAL  
AIRPORT AUTHORITY**

By: \_\_\_\_\_  
Lew Bleiweis, A.A.E.  
Executive Director

**THE LAMAR COMPANIES**

By: \_\_\_\_\_  
Bobby Soule  
Vice – President/General Manager





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## **MEMORANDUM**

TO: Members of the Airport Authority

FROM: Janet Burnette, Director of Finance and Accounting

DATE: March 13, 2015

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

Approval of the Authority's Preliminary Fiscal Year 2015/2016 Budget

### **BACKGROUND**

The Authority Board needs to approve the Proposed Preliminary Fiscal Year 2015/2016 Budget and allow the budget to remain available for public inspection for a minimum of 10 days. The Fiscal Year 2015/2016 budget will then be presented to the Authority Board for final adoption on April 10, 2015.

### **ISSUES**

None.

### **ALTERNATIVES**

None recommended.

### **FISCAL IMPACT**

No fiscal impact until adopted.

### **RECOMMENDED ACTION**

It is respectfully requested that the Airport Authority Board resolve to (1) approve the Proposed Preliminary Fiscal Year 2015/2016 Budget; and (2) accept public comment on the Proposed Fiscal Year 2015/2016 Budget during the next 10 days.

# Proposed 2015/2016 Budget

Greater Asheville Regional Airport Authority


March 13, 2015




  
**Asheville**  
REGIONAL AIRPORT  
Take the easy way out.

# Agenda


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-  **General Statistics**


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-  **Proposed FY 2015/2016 Operating Budget**


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-  **Proposed FY 2015/2016 Capital Budget**


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-  **Proposed FY 2015/2016 Reserve Funds**


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-  **Proposed FY 2015/2016 Estimated Cash Balance**

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-  **Proposed FY 2015/2016 Supplemental Fees**

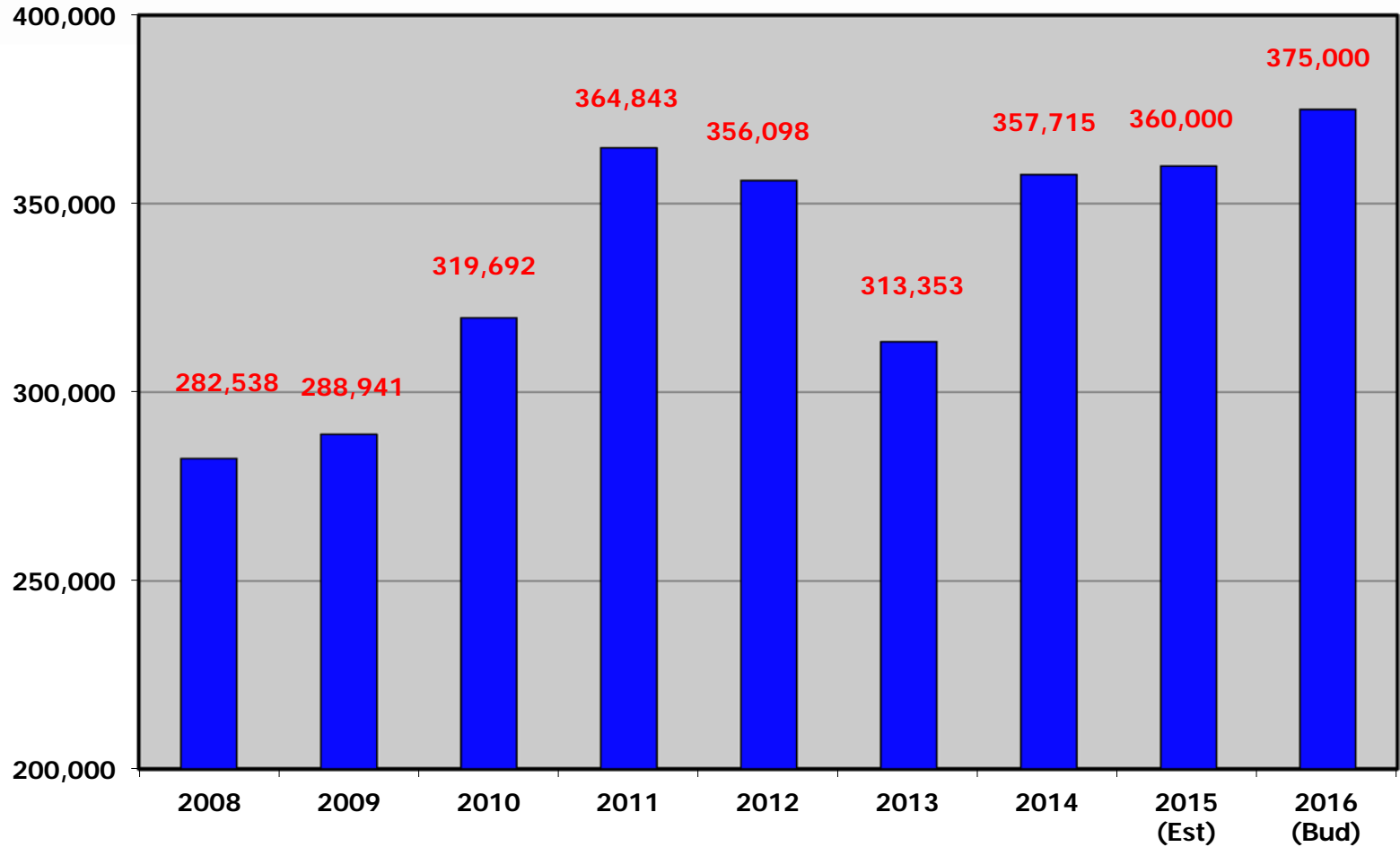
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-  **Questions and Comments**

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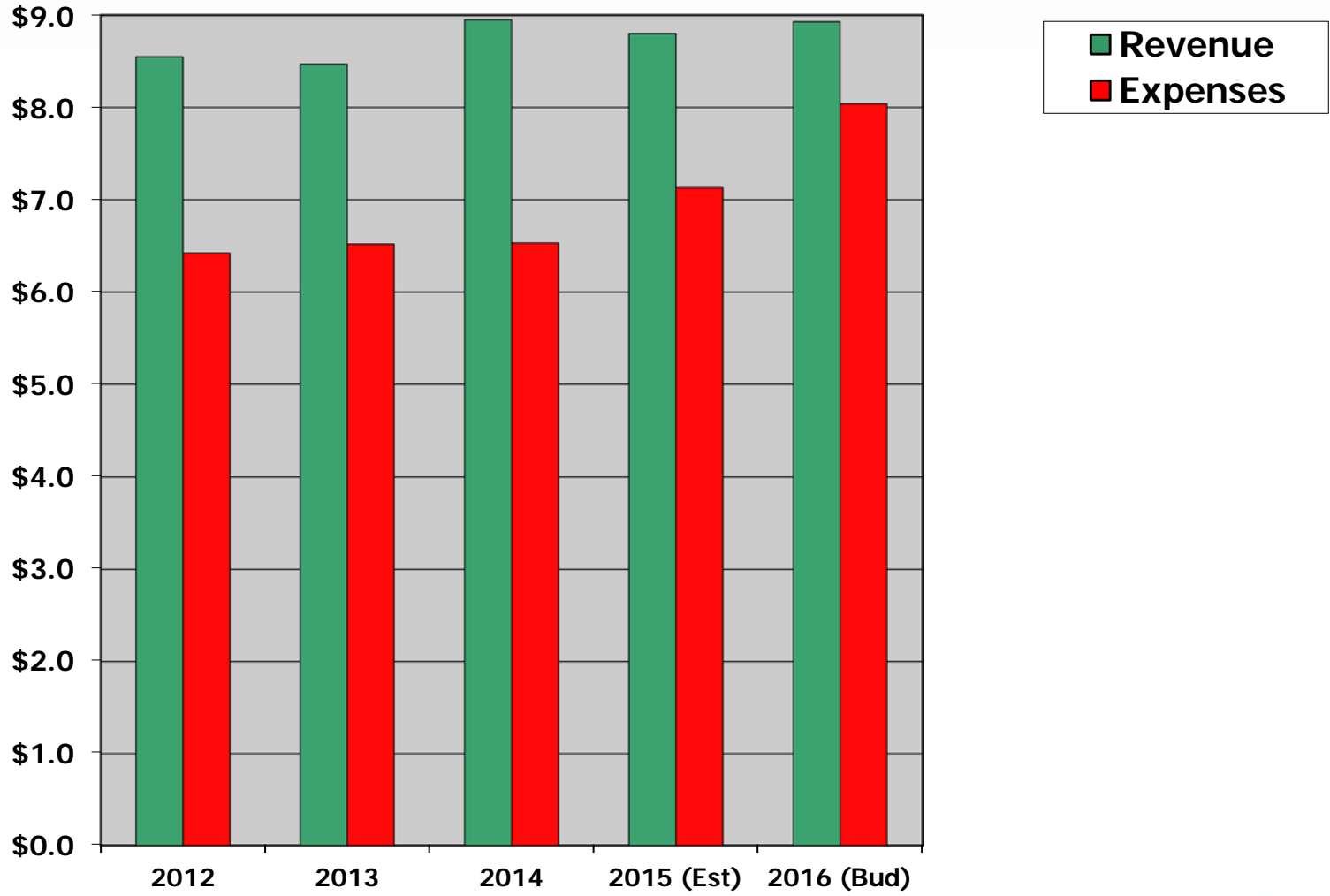
# Passenger Traffic

Enplanements

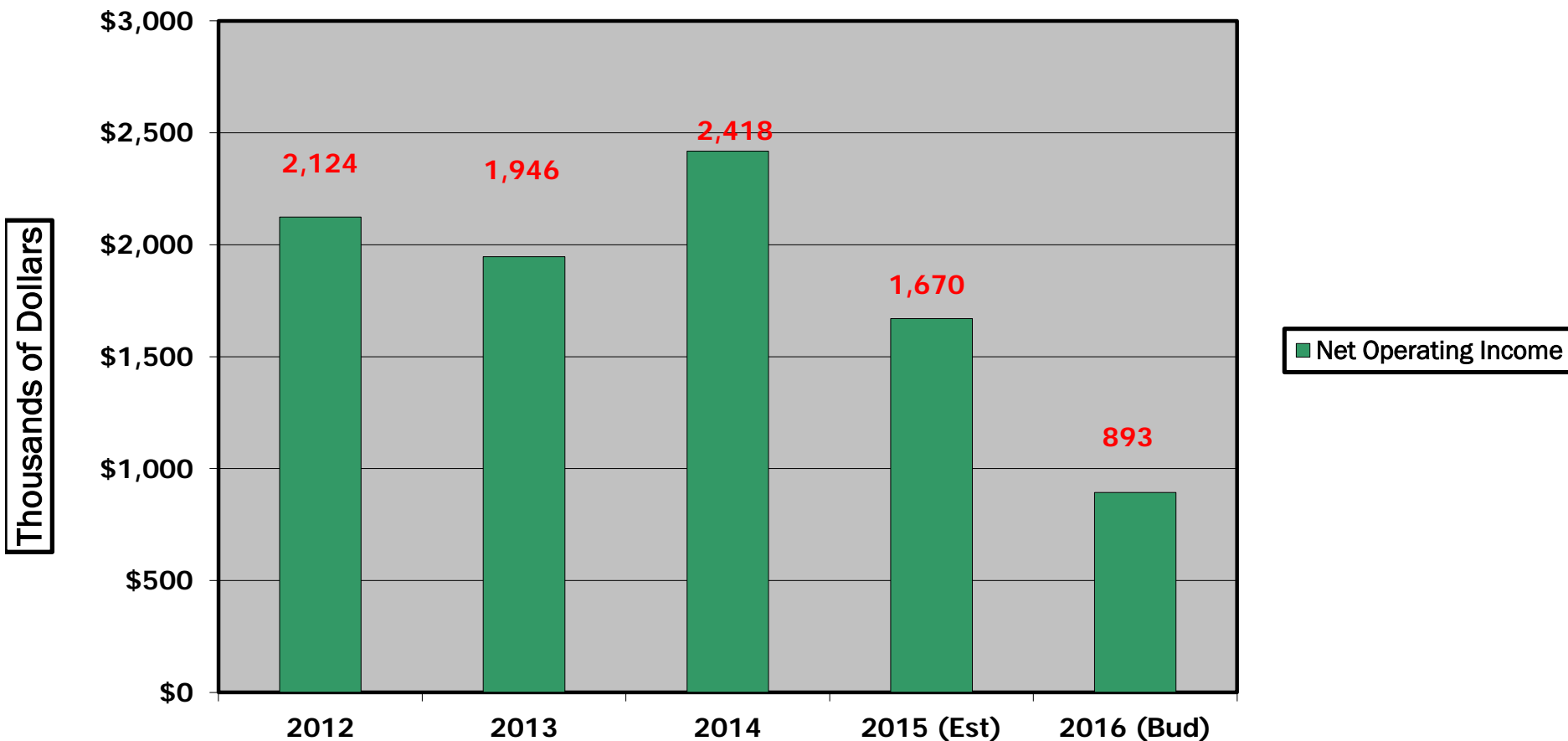


# Operating Revenues/Expenses

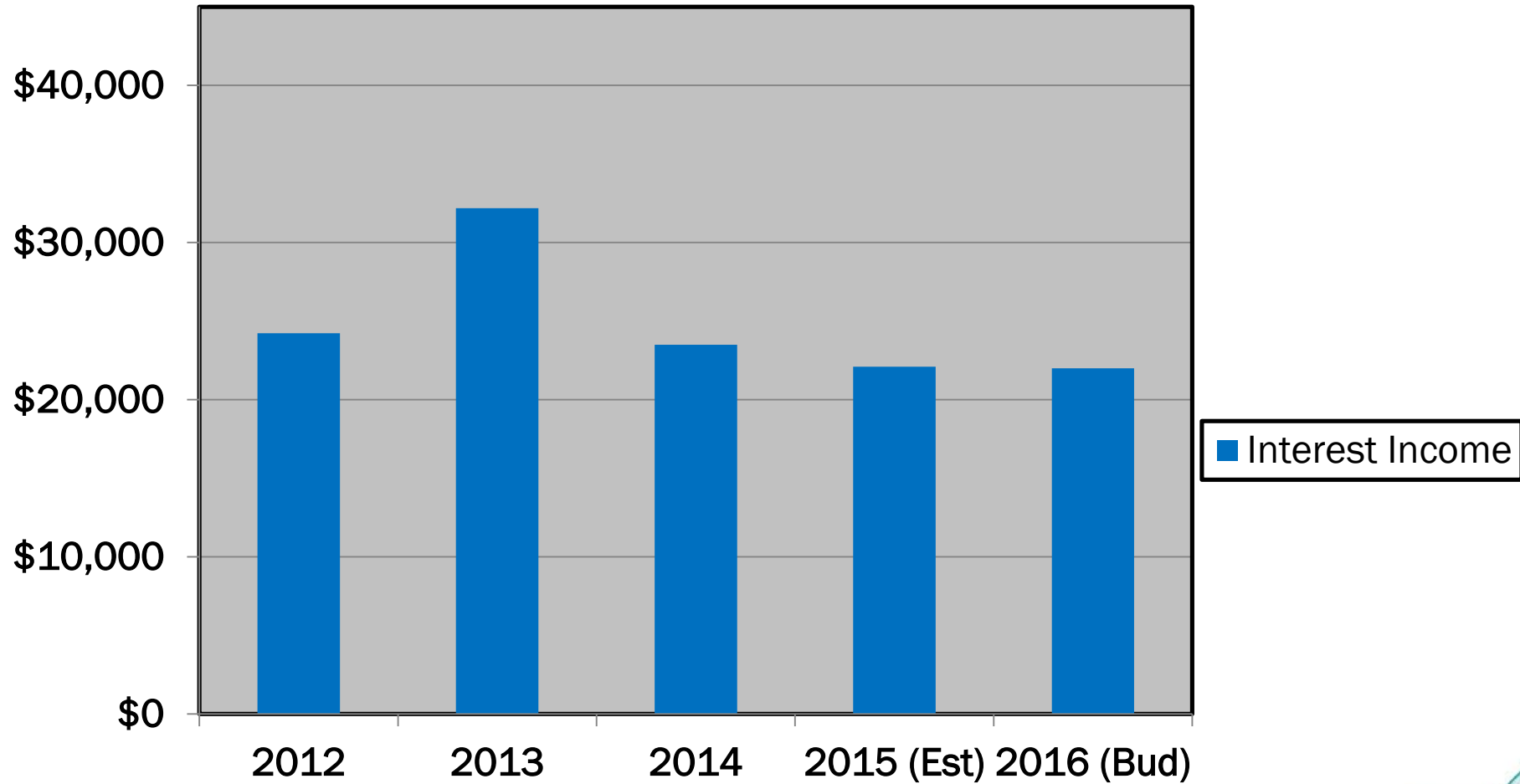
Millions of Dollars



# Net Operating Income



# Interest Income



# Proposed Operating Budget



# Basic Operating Budget Assumptions

## OPERATING REVENUES:

- Passenger enplanements – 375,000
- Public Parking revenues increased with higher estimated enplanements
- Advertising revenues continue to increase as result of advertising being brought in-house

# Basic Operating Budget Assumptions (cont'd)

## OPERATING EXPENSES:

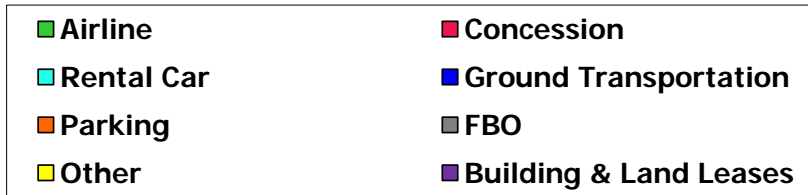
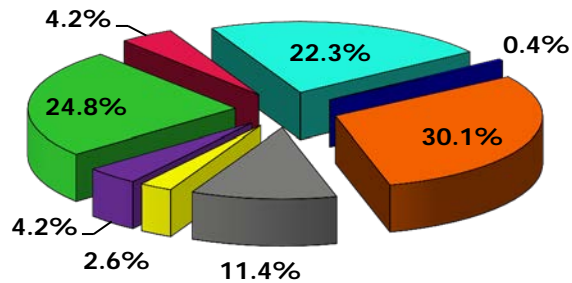
- Full year of one FTE position added in FY 2015/2016
- Salary adjustment pool budgeted at 4.0%
- Higher Parking Management Fees and Custodial Supplies and Consumables with higher enplanements

# Proposed Operating Budget

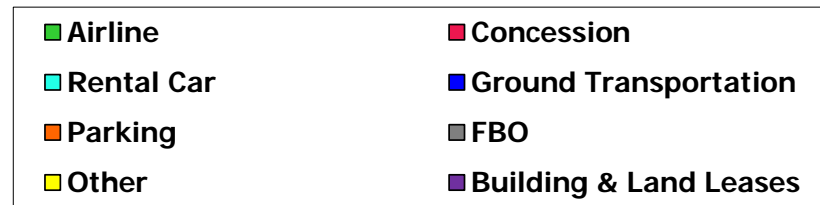
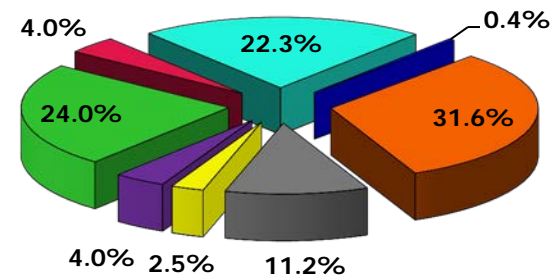
	Budget Amounts			Percent Change
	FY2014/2015	FY2015/2016	Difference	
<b><u>Revenues</u></b>				
Operating Revenues	\$ 8,547,942	\$ 8,931,462	\$ 383,520	4.5%
Investment Income	22,000	22,000	0	0.0%
<b>Total Operating &amp; Investment Revenues</b>	<b>8,569,942</b>	<b>8,953,462</b>	<b>383,520</b>	<b>4.5%</b>
<b><u>Expenses</u></b>				
Operating Expenses	7,806,933	8,038,252	231,319	3.0%
<b>Total Operating Expenses</b>	<b>7,806,933</b>	<b>8,038,252</b>	<b>231,319</b>	<b>3.0%</b>
<b>Net Operating &amp; Investment Income</b>	<b>\$ 763,009</b>	<b>\$ 915,210</b>	<b>\$ 152,201</b>	<b>19.9%</b>

# Sources of Operating Revenue

FY 2015 (Est)

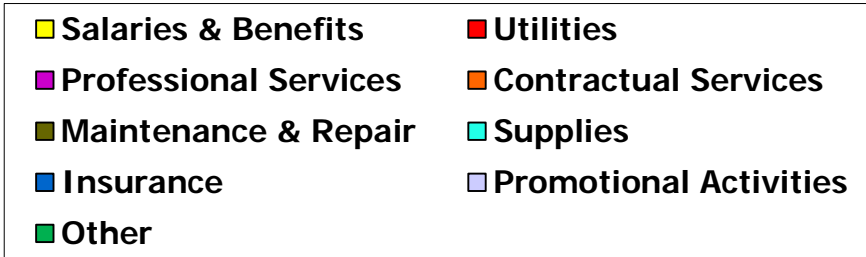
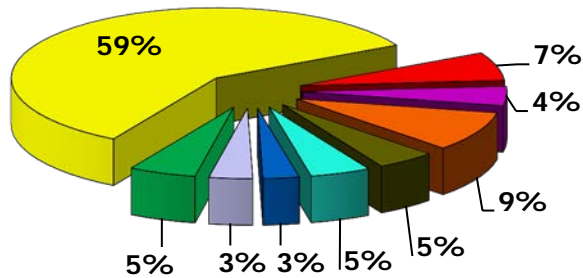


FY 2016 (Bud)

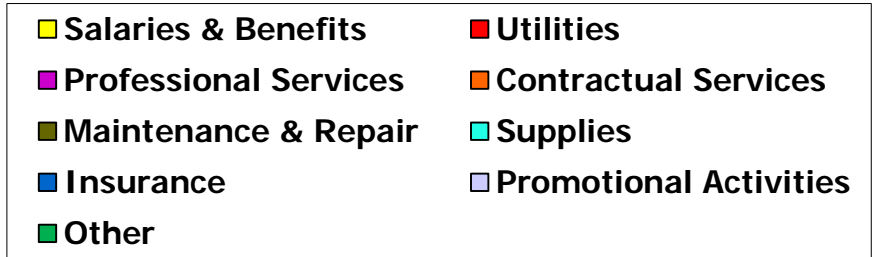
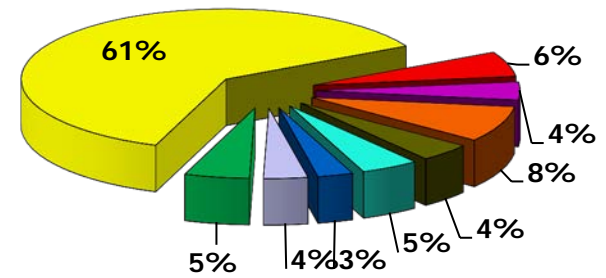


# Operating Expenses by Category

FY 2015 (Est)

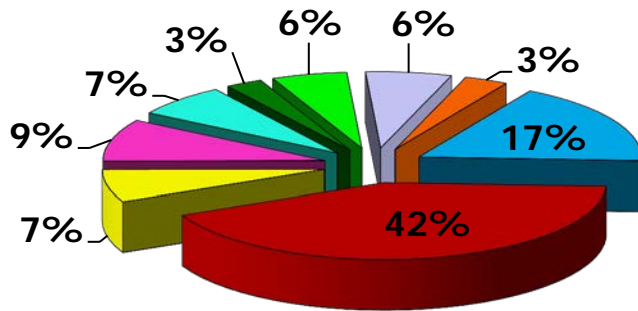


FY 2016 (Bud)



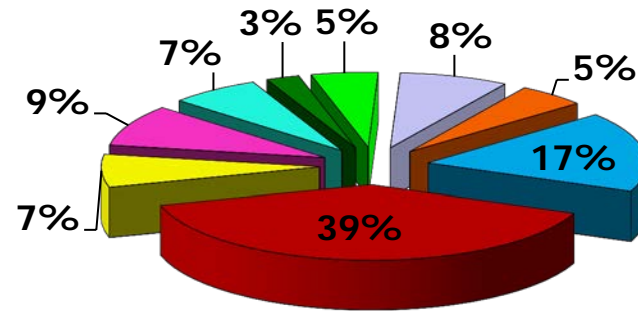
# Operating Expenses By Department

FY 2015 (Est)



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

FY 2016 (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 Grants	Currently Approved PFC's	Airport Funds
-	-	-	-	-	-	-
<b>Capital Improvements (1)</b>	-					
Airfield Redevelopment - Bid Package 3	\$ 7,798,120	\$ 1,500,000	\$ 6,298,120	\$ -	\$ -	\$ -
<b>Total Capital Improvements</b>	<b>7,798,120</b>	<b>1,500,000</b>	<b>6,298,120</b>	<b>-</b>	<b>-</b>	<b>-</b>

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



# Proposed Capital Budget (cont'd)

Description	Total	Funding Source					
		FAA- AIP Entitlements	FAA- AIP Discretionary	NCDOT Grants	Currently Approved PFC's	Airport Funds	
<b>Renewal and Replacement</b>							
ARFF Truck	1,000,000	300,000	274,750			425,250	
Turnout Gear Replacement-Phase 2	10,345					10,345	
Board Room Chairs	8,000					8,000	
Brochure Rack Display	15,000					15,000	
Board Room Technology Refresh	7,200					7,200	
Accounting & Financial System Replacement	350,000					350,000	
Disaster Recovery & Backup	49,000					49,000	
LCD Upgrades-Phase 4	35,500					35,500	
Wireless System Upgrade	45,000					45,000	
Vehicle Replacement	43,040					43,040	
LED Lighting – Gates 4-7	22,436					22,436	
Airfield Broom & Snow Blower	1,000,000	700,000				300,000	
Old DPS Demo and Water Line	56,000					56,000	
						-	
<b>Total Renewal and Replacement</b>	<b>2,641,521</b>	<b>1,000,000</b>	<b>-</b>	<b>274,750</b>	<b>-</b>	<b>-</b>	<b>1,366,771</b>
<b>Total</b>	<b>\$ 10,439,641</b>	<b>\$ 2,500,000</b>		<b>\$ 6,572,870</b>	<b>\$ -</b>		<b>\$1,366,771</b>

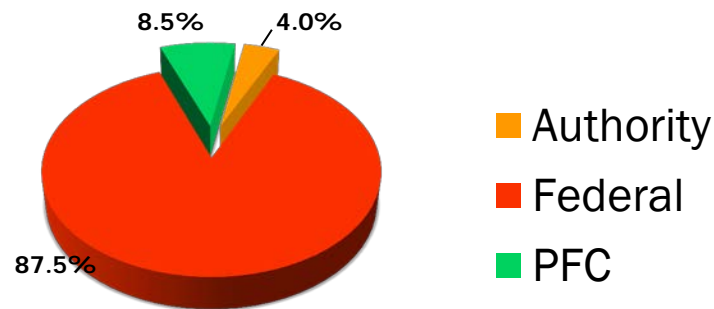
# Carry-Over Capital Projects

Description	Amount	Estimated Spending Through 6/30/2015	Estimated Balance to Carryover	FAA-AIP Entitlement	FAA-AIP Discretionary	NC DOT Grants	PFC'S Currently Approved	Airport Funds
	Authorized							
Airfield Redevelopment-Bid Package 2 (1)	13,057,678	3,500,000	9,557,678		9,557,678			-
<b>TOTAL CARRYOVER</b>	<b>\$ 13,057,678</b>	<b>\$ 3,500,000</b>	<b>\$9,557,678</b>		<b>\$ 9,557,678</b>			

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

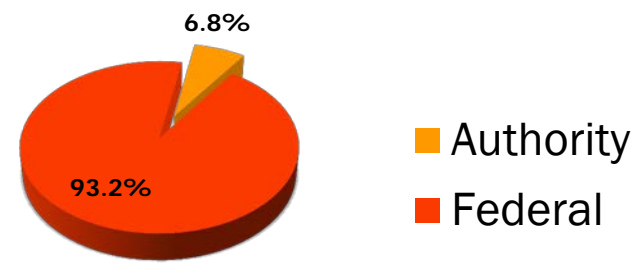
# Capital Funding Sources

FY 2015 (Est)



**Authority's Contribution - \$592,867**

FY 2016 (Bud)



**Authority's Contribution - \$1,366,771**

Although PFC's will not be expended toward capital projects during FY2016, the Authority will continue to collect these funds from the airlines



# Reserve Funds

# Operations & Maintenance Reserve

- **Description and Justification**
  - Established to cover fluctuations in cash flow and provide quick access to additional operational cash.
- **Equivalent to 6 months of budgeted FY 2015/2016 operating expenses.**
  - \$4,019,126 for FY 2015/2016

# Emergency Repair Reserve

- **Description and Justification**
  - Established to cover emergency repairs and provide ready access to the required cash.
- **\$650,000 for FY 2015/2016**

# Estimated Cash Balance

# Cash Balance

	<u>Amount</u>	
<b>Estimated Cash &amp; Investment Balance at June 30, 2015</b>		<b>\$ 17,500,000</b>
Plus: Net Operating & Investment Revenues		915,210
Less Other Costs:		
Business Development Costs	(300,000)	
Contingency	(100,000)	
Debt Service	<u>(626,823)</u>	(1,026,823)
Plus Non-Operating Revenues:		
Passenger Facility Charges	1,642,500	
Customer Facility Charges	<u>1,250,000</u>	2,892,500
Plus Capital Contributions:		
Federal Grants - AIP Entitlements	2,500,000	
Federal Grants - AIP Discretionary Funds	<u>16,130,548</u>	18,630,548



# Cash Balance (cont'd)

## Less Capital Costs:

Capital Improvements	(7,798,120)	
Equipment and Small Capital Outlay Fund	-	
Renewal and Replacements	(2,641,521)	
Carryover Projects From FY2015	<u>(9,557,678)</u>	(19,997,319)
<b>Estimated Cash &amp; Investment Balance at June 30, 2016</b>		<u><b>18,914,116</b></u>
<b>Estimated Restricted Cash at June 30, 2016</b>		<b>2,000,000</b>
<b><u>Reserves:</u></b>		
Operations & Maintenance Reserve (6 Months)		4,019,126
Emergency Repair Reserve		650,000
<b>Estimated Unrestricted Undesignated Cash &amp; Investments at June 30, 2016</b>		<u><u><b>\$ 12,244,990</b></u></u>

# Supplemental Fees

# Proposed FY 2015/2016 Fees

	FY 2014/2015 Current Fees		FY 2015/2016 Proposed Fees	
	Cost	Per	Cost	Per
<b><u>Maintenance</u></b>				
Scissor Lift	\$ 100.00	day	\$ 100.00	day
Large ADA Ramp Rental	\$ 100.00	use	\$ 100.00	use
Air Stair Rental	\$ 100.00	use	\$ 100.00	use
Volvo Wheel Loader	\$ 150.00	use	\$ 150.00	use
Fork-lift	\$ 100.00	use	\$ 100.00	use
Pallet Jack	\$ 50.00	use	\$ 50.00	use
Tenant Sweeper	\$ 125.00	hour	\$ 125.00	hour
Service Truck	\$ 50.00	hour	\$ 50.00	hour
Backhoe	\$ 100.00	hour	\$ 100.00	hour
Lighted X	\$ 200.00	day	\$ 200.00	day
Light Tower	\$ 150.00	day	\$ 150.00	day
Paint Stripper	\$ 100.00	hour	\$ 100.00	hour
Large Aircraft Removal Dolly	\$ 200.00	day	\$ 200.00	day
Small Aircraft Removal Dolly	\$ 100.00	day	\$ 100.00	day
Aircraft Jack	\$ 100.00	use	\$ 100.00	use
Cores	\$ 40.00	each	\$ 40.00	each
Keys	\$ 12.00	each	\$ 12.00	each
Large Dump Truck	\$ 200.00	hour	\$ 200.00	hour
Small Broom	\$ 200.00	hour	\$ 200.00	hour
Large Broom	\$ 300.00	hour	\$ 300.00	hour
Pressure Washer	\$ 125.00	hour	\$ 125.00	hour
Maintenance Labor Rate (1)	\$ 45.00	hour	\$ 45.00	hour
Security Escort Rate (1)	\$ 45.00	hour	\$ 45.00	hour

# Proposed FY 2015/2016 Fees (cont'd)

	FY 2014/2015 Current Fees		FY 2015/2016 Proposed Fees	
	Cost	Per	Cost	Per
<b><u>Department of Public Safety</u></b>				
ARFF Apparatus for 1500 gal. or greater	\$ 250.00	hour	\$ 250.00	hour
ARFF Apparatus for less than 1500 gal.	\$ 150.00	hour	\$ 150.00	hour
Command, Police, and Ops support vehicles	\$ 100.00	hour	\$ 100.00	hour
Aircraft recover dolly	\$ 150.00	day	\$ 150.00	day
Maintenance Labor Rate (1)	\$ 45.00	hour	\$ 45.00	hour
Mutual Aid Agencies collected on their behalf		as incurred		as incurred
Replacement charges for AVL equipment/supplies		as incurred		as incurred
<b><u>Information Technology (IT) Department</u></b>				
IT Labor Rate - Non-Network (1)	\$ 40.00	hour	\$ 40.00	hour
IT Labor Rate - Network Related (1)	\$ 60.00	hour	\$ 60.00	hour
Cable Television (CATV) Signal Transport Fee	\$ 10.00	month	\$ 10.00	month
Cable Television-150+ Channels (2 & 3)	\$ 45.00	month	\$ 45.00	month
Dark Fiber per strand per 0-1000 ft	\$ 20.00	month	\$ 20.00	month
Dark Fiber per strand per 0-2000 ft	\$ 22.00	month	\$ 22.00	month
Dark Fiber per strand per 0-3000 ft	\$ 24.00	month	\$ 24.00	month
WiFi & SSID (required for WiFi Access) (2)	\$ 70.00	month	\$ 70.00	month
Internet Bandwidth-Not Dedicated (2 MB) (2)	\$ 50.00	month	\$ 50.00	month
Internet Bandwidth-Not Dedicated (5 MB) (2)	\$ 70.00	month	\$ 70.00	month
Internet Bandwidth-Not Dedicated (10 MB) (2)	\$ 125.00	month	\$ 125.00	month

## **Notes:**

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

# Proposed FY 2015/2016 Fees (cont'd)

<b><u>Identification Badge Fees and Charges</u></b>	<b>FY 2014/2015</b>		<b>FY 2015/2016</b>	
	<b>Current Fees</b>		<b>Proposed Fees</b>	
	<b>Cost</b>	<b>Per</b>	<b>Cost</b>	<b>Per</b>
Initial Badge Issuance				
SIDA Badge	\$ 70.00		\$ 70.00	
Non-SIDA Badge	\$ 37.00		\$ 37.00	
Renewal of Badge				
SIDA Badge	\$ 37.00		\$ 37.00	
Non-SIDA Badge	\$ 37.00		\$ 37.00	
Lost Badge Replacement				
SIDA Badge (4)	\$ 85.00 / \$ 100.00		\$ 85.00 / \$ 100.00	
Non-SIDA Badge (5)	\$ 60.00 / \$ 75.00		\$ 60.00 / \$ 75.00	
Damaged Badge				
SIDA Badge (6)	\$ 37.00/\$45.00	-	\$ 37.00/\$45.00	
Non-SIDA Badge (6)	\$ 37.00/\$45.00	-	\$ 37.00/\$45.00	
Security Escort Training	\$ 25.00		\$ 25.00	
Lock-out Service (7)	\$ 25.00		\$ 25.00	

## **Notes:**

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

# Proposed FY 2015/2016 Fees (cont'd)

	FY 2014/2015			FY 2015/2016		
	Current Fees			Proposed Fees		
	Cost	Per		Cost	Per	
<b><u>Identification Badge Fees and Charges</u></b>						
<b><u>Parking</u></b>						
Long term	\$	1.50	0 - 1 hour	\$	1.50	0 - 1 hour
	\$	1.50	each add'l hour	\$	1.50	each add'l hour
	\$	8.00	day	\$	8.00	day
	\$	48.00	week	\$	48.00	week
Short term	\$	1.00	1/2 hour	\$	1.00	1/2 hour
	\$	12.50	day	\$	12.50	day
Employee Parking Rate		\$ 60 / \$50	new/renewal		\$ 60 / \$50	new/renewal
Commuter Parking Rate		\$ 290 / \$275	new/renewal		\$ 290 / \$275	new/renewal
Fines		up to \$1,000	day		up to \$1,000	day
<b><u>Ground Transportation</u></b>						
Airport Ground Transportation Permit (8)	\$	300	annual	\$	300	annual
Off-Airport Rental Car Fee		7.50%	of gross revenue		7.50%	of gross revenue

**Notes:**

- (8) Flat fee of \$4,000 for companies with a vehicle fleet inclusive of a minimum of 5 charter coach vehicles with seating capacity greater than 20 seats

**QUESTIONS?**

March 13, 2015

## **BUDGET MESSAGE**

To: Members of the Greater Asheville Regional Airport Authority

From: Lew S. Bleiweis, A.A.E., Executive Director

The attached budget for the fiscal year ending June 30, 2016 has been prepared with special consideration given to the safeguarding of the Greater Asheville Regional Airport Authority's assets and the reliability of the Authority's financial records, while maintaining the flexibility to allow the airport staff the tools to provide outstanding service to our passengers and tenants and the general public.

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

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

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

### **ASSUMPTIONS**

Operating revenues are budgeted to increase 4.5% from the prior year's budget. Passenger enplanements are projected to increase 7.1% from 350,000 budgeted for FY2014/2015 to 375,000 budgeted for FY2015/2016.

Parking revenue is projected to increase with the budgeted increase in enplanements. Advertising revenues are budgeted to increase as well.

Budgeted operating expenses are expected to increase 3.0%. A salary adjustment pool of 4.0% is budgeted. Also, an additional custodial position is budgeted for FY2015/2016.



## **OPERATING REVENUE**

### **Investment Income:**

Interest rates are assumed to remain low in FY2015/2016.

### **Space Rent-Non Airline:**

All line items listed are at the lease rates in effect for the new fiscal year.

### **Space Rent-Airline:**

Airline space rentals are estimated to remain at levels similar to the previous fiscal year.

### **Concessions:**

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

### **Auto Parking:**

Public Parking is budgeted to increase with the budgeted increase in enplanements.

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

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

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

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

### **Commercial Ground Transportation:**

The revenues from Ground Transportation Fees, Employee Parking, and Commuter Parking are based on Staff estimates.

### **Landing Fees:**

Landing Fees are estimated based on landed weights projected by the airlines. Landing Fees are charged based on 1,000 pounds of airlines gross landed weight.

### **FBOs:**

The FBO fees are based on the current agreements with Landmark.

**Building Leases:**

All estimates are backed by current leases in place.

**Land Leases:**

All estimates are backed by current leases in force.

**Other Leases/Fees:**

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

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

Payroll costs are based on current salaries for all employees, plus estimated longevity bonuses. In addition, a full year of personnel costs is included in the FY2015/2016 budget for the additional custodial position. A salary adjustment pool of 4.0% is budgeted for FY2015/2016. Overtime is estimated by Department Directors based on historical amounts. Benefits are estimated for each benefit type to better manage benefit costs. Total benefits are approximately 48% of payroll.

**Professional Services:**

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

**Contractual Services:**

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

**Travel and Training:**

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

**Communications and Freight:**

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

**Rents and Leases:**

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

**Insurance:**

Overall costs of business insurance premiums are not expected to increase over current year costs.

**Utility Services:**

Utility Services are estimated based on the latest historical data.

**Repairs and Maintenance:**

This line item, the timing and amount of which is always difficult to predict, has been estimated by the Director of Operations and other department heads to account for repairs and maintenance anticipated for FY2015/2016.

**Printing and Binding:**

This estimate is based on known needs and historical data.

**Promotional Activities:**

These activities represent media advertising, community sponsorships, and tenant and employee events, and are based on planned activities for FY2015/2016.

**Other Current Charges and Obligation:**

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

**Operating Supplies:**

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

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

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

**EMERGENCY REPAIR**

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

**CONTINGENCY**

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

## **CAPITAL BUDGET**

The Capital Budget items were generated by the Department Directors and include those capital improvement projects in the approved five year capital improvement plan for FY2015/2016. Explanations and justifications for new capital projects are included on the Capital Budget Request sheets.

To be conservative, the FY2015/2016 Capital Budget includes the full \$7,798,120 estimated cost for the Airfield Redevelopment-Bid Package 3. However, staff expects little of this work to be accomplished in FY2015/2016.

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

## **DEBT SERVICE**

Debt Service represents payments required by our bond agreement for the Rental Car Maintenance and Storage Facility.

## **BUSINESS DEVELOPMENT**

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

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
2015-2016  
BUDGET ORDINANCE**

**BE IT ORDAINED** by the Greater Asheville Regional Airport Authority that, pursuant to Section 159-13 of the General Statutes of North Carolina, the 2015-2016 Budget Ordinance of the Airport Authority is hereby set forth as follows:

**Section 1.** The following amounts are hereby appropriated for the operation of the Greater Asheville Regional Airport Authority for the fiscal year beginning July 1, 2015 and ending June 30, 2016 in accordance with the following schedules:

**EXPENDITURES**

Administration Department	\$ 647,845
Development Department	409,472
Executive Department	567,861
Finance Department	397,910
Guest Services Department	198,011
Information Technology Department	719,323
Marketing Department	538,695
Operations Department	3,096,287
Public Safety Department	1,387,848
Emergency Repair Costs	75,000
Reimbursable Costs	214,000
Carry-over Capital Expenditures from Prior Year	9,557,678
Capital Improvement	7,798,120
Renewal and Replacement	2,641,521
Business Development	300,000
Debt Service	626,823
Contingency	100,000
<b>Total Expenditures</b>	<hr/> <b>\$29,276,394</b> <hr/>

**Section 2.** It is estimated that the following revenues will be available for the fiscal year beginning July 1, 2015 and ending June 30, 2016.

**REVENUES**

Administration (Interest Income)	\$ 22,000
Terminal	4,092,542
Airfield	810,753
General Aviation	1,009,468
Parking Lot	2,861,100
Other	157,600
Reimbursable Costs	214,000
Passenger Facility Charges	1,642,500
Customer Facility Charges	1,250,000
Federal Grants – AIP Entitlements	2,500,000
Federal Grants – AIP Discretionary Funds	16,130,548
NC Department of Transportation Grants	0
Transfer to GARAA Cash/Investments	(1,414,117)
<b>Total Revenues</b>	<u><u>\$29,276,394</u></u>

**Section 3.** The Budget Officer is hereby authorized to transfer appropriations as contained herein under the following conditions:

- a. He may transfer amounts between line item expenditures within a budget ordinance line item without limitation and without a report being required. These changes should not result in increased recurring obligations such as salaries.
- b. He may transfer amounts up to \$60,000 from contingency appropriations to other budget ordinance line items within the same fund. He must make an official report on such transfers at the next regular meeting of the board.

**Section 4.** This Budget Ordinance shall be entered in the minutes of the Greater Asheville Regional Airport Authority and within five (5) days after its adoption copies shall be filed with the Finance Officer, the Budget Officer and the Clerk to the Board of the Greater Asheville Regional Airport Authority as described in G.S. 159-13.

**Section 5.** This ordinance shall become effective on July 1, 2015.

Adopted this 10th day of April, 2015.

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Robert C. Roberts, Chair

Attested by:

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Ellen Heywood, Clerk to the Board

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**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
OPERATING SUMMARY  
FY 2015/2016 BUDGET**

	Budget Amounts			Percent Change
	FY2014/2015	FY2015/2016	Difference	
<b><u>Revenues</u></b>				
Operating Revenues	\$ 8,547,942	\$ 8,931,462	\$ 383,520	4.5%
Investment Income	22,000	22,000	-	0.0%
<b>Total Operating &amp; Investment Revenues</b>	<b>8,569,942</b>	<b>8,953,462</b>	<b>383,520</b>	4.5%
<b><u>Expenses</u></b>				
Operating Expenses	7,806,933	8,038,252	231,319	3.0%
<b>Total Operating Expenses</b>	<b>7,806,933</b>	<b>8,038,252</b>	<b>231,319</b>	3.0%
<b>Net Operating &amp; Investment Income</b>	<b>\$ 763,009</b>	<b>\$ 915,210</b>	<b>\$ 152,201</b>	19.9%



**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2015-2016**

	Historical, Actual Revenue			FY 2014-2015			Proposed Budget Fiscal Year 2015-2016	Difference Est FY14-15 To Budget FY15-16	Difference Bud FY14-15 To Budget FY15-16
	Fiscal Year 2011-2012	Fiscal Year 2012-2013	Fiscal Year 2013-2014	Fiscal Year 2014-2015 Budget	11/30/14 FYTD Actual Revenue	5 Projection for Full Fiscal Year			
<b>Revenue Sources</b>									
<b>Investment Income</b>									
Interest Income	\$ 24,230	\$ 32,193	\$ 23,493	\$ 22,000	\$ 9,209	\$ 22,101	\$ 22,000	(101)	-
<b>Total Investment Income</b>	<b>24,230</b>	<b>32,193</b>	<b>23,493</b>	<b>22,000</b>	<b>9,209</b>	<b>22,101</b>	<b>22,000</b>	<b>(101)</b>	<b>-</b>
<b>Terminal Space Rentals - Non-Airline</b>									
FAA Tower Rent	118,741	122,292	125,947	129,731	53,498	128,395	125,551	(2,844)	(4,180)
TSA Space	87,404	87,404	87,404	87,404	36,418	87,404	91,921	4,517	4,517
Federal Express	60	60	60	60	25	60	60	-	-
<b>Total Terminal Space Rentals - Non-Airline</b>	<b>206,205</b>	<b>209,756</b>	<b>213,411</b>	<b>217,195</b>	<b>89,941</b>	<b>215,859</b>	<b>217,533</b>	<b>1,674</b>	<b>338</b>
<b>Terminal Space Rentals - Airline</b>									
Facility/Services/Hold Room Charges	681,802	738,128	821,033	830,000	427,995	924,451	870,000	(54,451)	40,000
Loading Bridge Fees (includes FGP & PC Air)	117,374	62,344	38,924	40,000	14,796	31,079	30,000	(1,079)	(10,000)
Apron Fees	224,988	198,211	157,334	180,000	62,147	130,494	130,000	(494)	(50,000)
US Airways (Counter/Office/Queue)	78,244	87,745	89,450	90,000	38,123	91,496	93,000	1,504	3,000
Delta Air Lines (Counter/Office/Queue)	83,801	93,976	95,802	96,000	40,831	97,994	99,000	1,006	3,000
United/SkyWest/Continental (Counter/Office/Queue)	84,167	73,261	47,736	48,000	20,345	48,828	49,000	172	1,000
Allegiant (Counter/Office/Queue)	-	4,825	13,952	16,000	7,148	23,229	21,706	(1,523)	5,706
Worldwide (Office)	-	-	-	-	-	-	5,146	5,146	5,146
AirTran (Counter/Office/Queue)	8,079	-	-	-	-	-	-	-	-
American (Counter/Office/Queue)	5,239	-	-	-	-	-	-	-	-
Turn Fees-Non-Scheduled Airlines	7,995	16,195	9,568	-	-	-	-	-	-
<b>Total Terminal Space Rentals - Airline</b>	<b>1,291,689</b>	<b>1,274,685</b>	<b>1,273,799</b>	<b>1,300,000</b>	<b>611,385</b>	<b>1,347,571</b>	<b>1,297,852</b>	<b>(49,719)</b>	<b>(2,148)</b>
<b>Concessions</b>									
Food & Beverage, Gift, Info	110,572	99,105	126,766	105,000	60,691	122,612	125,000	2,388	20,000
Advertising	84,107	110,646	119,248	165,000	92,831	222,794	200,000	(22,794)	35,000
Brochure Sales	21,405	27,455	25,360	26,500	9,930	23,832	26,500	2,668	-
Guest Services	3,067	2,763	3,022	3,285	1,521	3,650	1,100	(2,550)	(2,185)
Art in the Airport	160	134	236	-	(15)	(36)	-	36	-
Baggage Cart	28	-	-	-	-	-	-	-	-
Sanitary Machines	85	49	67	80	45	107	80	(27)	-
Massage Chairs & Phone Charger (SmarteCarte)	100	-	-	-	-	-	-	-	-
ATM	1,540	1,362	1,167	1,100	494	1,186	1,100	(86)	-

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2015-2016**

	Historical, Actual Revenue			FY 2014-2015			Proposed Budget Fiscal Year 2015-2016	Difference Est FY14-15 To Budget FY15-16	Difference Bud FY14-15 To Budget FY15-16
	Fiscal Year 2011-2012	Fiscal Year 2012-2013	Fiscal Year 2013-2014	Fiscal Year 2014-2015 Budget	11/30/14 FYTD Actual Revenue	5 Projection for Full Fiscal Year			
<b>Revenue Sources</b>									
<b>Total Concessions</b>	<b>221,064</b>	<b>241,514</b>	<b>275,866</b>	<b>300,965</b>	<b>165,496</b>	<b>374,145</b>	<b>353,780</b>	<b>(20,365)</b>	<b>52,815</b>
<b>Auto Parking</b>									
Public Parking	2,586,409	2,486,102	2,802,404	<b>2,500,000</b>	1,300,712	2,626,450	<b>2,800,000</b>	173,550	300,000
Commuter Parking	18,852	18,162	18,725	<b>19,725</b>	1,578	21,000	<b>20,000</b>	(1,000)	275
<b>Total Auto Parking</b>	<b>2,605,261</b>	<b>2,504,264</b>	<b>2,821,129</b>	<b>2,519,725</b>	<b>1,302,290</b>	<b>2,647,450</b>	<b>2,820,000</b>	<b>172,550</b>	<b>300,275</b>
<b>Rental Car</b>									
<b>Rental Car - Car Rentals</b>									
All Companies % (Signatory)	-	-	-	-	-	-	-	-	-
Avis MAG	250,417	258,333	245,250	<b>244,000</b>	101,667	244,000	<b>244,000</b>	-	-
Hertz MAG	441,750	463,942	426,108	<b>422,500</b>	176,042	422,500	<b>422,500</b>	-	-
Enterprise MAG	216,010	267,446	252,301	<b>250,000</b>	104,391	252,300	<b>256,256</b>	3,956	6,256
Budget MAG	165,555	170,501	161,918	<b>161,100</b>	67,125	161,100	<b>161,100</b>	-	-
National/Alamo MAG	253,056	260,649	247,534	<b>246,284</b>	102,618	246,284	<b>256,359</b>	10,075	10,075
Avis %	-	-	-	-	-	-	-	-	-
Hertz %	-	-	-	-	-	-	-	-	-
Enterprise %	87,491	15,942	32,122	-	-	-	-	-	-
Budget %	-	-	20,901	-	-	-	-	-	-
National/Alamo %	-	-	16,620	-	-	-	-	-	-
Off Airport % - Thrifty	17,377	16,392	16,510	<b>14,000</b>	10,495	25,189	<b>20,000</b>	(5,189)	6,000
Off Airport % - U Save	614	-	-	-	-	-	-	-	-
Off Airport % - Dollar	5,192	4,348	10,632	<b>9,000</b>	7,480	17,951	<b>15,000</b>	(2,951)	6,000
<b>Subtotal Car Rentals</b>	<b>1,437,462</b>	<b>1,457,553</b>	<b>1,429,896</b>	<b>1,346,884</b>	<b>569,817</b>	<b>1,369,324</b>	<b>1,375,215</b>	<b>5,891</b>	<b>28,331</b>
<b>Rental Car - Facility Rent</b>									
Avis (Counter & Office)	30,500	32,316	33,533	<b>34,707</b>	14,012	33,628	<b>35,821</b>	2,193	1,114
Hertz (Counter & Office)	32,072	37,019	38,658	<b>40,011</b>	16,153	38,767	<b>41,295</b>	2,528	1,284
Enterprise (Counter & Office)	25,631	28,844	30,079	<b>31,132</b>	12,569	30,164	<b>32,131</b>	1,967	999
Vanguard/National/Alamo (Counter & Office)	31,928	37,105	38,769	<b>40,126</b>	16,199	38,879	<b>41,413</b>	2,534	1,287
Budget (Counter & Office)	28,843	34,164	35,761	<b>37,023</b>	14,943	35,862	<b>38,211</b>	2,349	1,188
Avis (Ready/Return)	8,103	7,821	7,625	<b>7,772</b>	3,138	7,530	<b>8,021</b>	491	249
Hertz (Ready/Return)	13,360	12,580	13,377	<b>14,086</b>	5,687	13,649	<b>14,538</b>	889	452
Enterprise (Ready/Return)	9,095	11,681	11,966	<b>12,143</b>	4,903	11,766	<b>12,533</b>	767	390

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2015-2016**

Revenue Sources	Historical, Actual Revenue			FY 2014-2015			Proposed Budget Fiscal Year 2015-2016	Difference Est FY14-15 To Budget FY15-16	Difference Bud FY14-15 To Budget FY15-16
	Fiscal Year 2011-2012	Fiscal Year 2012-2013	Fiscal Year 2013-2014	Fiscal Year 2014-2015 Budget	11/30/14 FYTD Actual Revenue	5 Projection for Full Fiscal Year			
Vanguard/National/Alamo (Ready/Return)	9,747	9,635	10,209	<b>10,686</b>	4,314	10,354	<b>11,029</b>	675	343
Budget (Ready/Return)	6,571	6,802	7,040	<b>7,286</b>	2,942	7,060	<b>7,520</b>	460	234
Avis (Service Facility)	36,640	35,313	35,144	<b>36,066</b>	14,560	34,944	<b>37,223</b>	2,279	1,157
Hertz (Service Facility)	61,402	59,980	63,394	<b>66,332</b>	26,779	64,270	<b>68,460</b>	4,190	2,128
Enterprise (Service Facility)	42,748	55,368	57,071	<b>58,040</b>	23,432	56,236	<b>59,902</b>	3,666	1,862
Budget (Service Facility)	29,622	26,695	27,347	<b>28,613</b>	11,551	27,723	<b>29,531</b>	1,808	918
Vanguard/National/Alamo (Service Facility)	45,716	46,349	48,579	<b>50,588</b>	20,423	49,015	<b>52,211</b>	3,196	1,623
Avis CAM fee	15,909	13,757	11,952	-	3,607	8,656	-	(8,656)	-
Hertz CAM fee	17,624	15,353	17,345	-	7,227	17,345	-	(17,345)	-
Enterprise CAM fee	12,403	14,068	15,411	-	5,698	13,676	-	(13,676)	-
Vanguard/National/Alamo CAM fee	21,265	17,263	13,452	-	5,716	13,719	-	(13,719)	-
Budget CAM fee	8,236	6,995	8,401	-	4,247	10,193	-	(10,193)	-
Common Area Maintenance (Service Facility)				<b>62,678</b>			<b>59,453</b>	59,453	(3,225)
<b>Subtotal Facility Rent</b>	<b>487,415</b>	<b>509,108</b>	<b>525,113</b>	<b>537,289</b>	<b>218,098</b>	<b>523,436</b>	<b>549,291</b>	<b>25,855</b>	<b>12,002</b>
<b>Total Rental Car</b>	<b>1,924,877</b>	<b>1,966,661</b>	<b>1,955,009</b>	<b>1,884,173</b>	<b>787,916</b>	<b>1,892,760</b>	<b>1,924,506</b>	<b>31,746</b>	<b>40,333</b>
<b>Commercial Ground Transportation</b>									
Employee Parking	13,075	18,266	14,826	<b>13,900</b>	2,940	13,900	<b>11,100</b>	(2,800)	(2,800)
Ground Transportation Fees	37,062	24,389	31,800	<b>23,800</b>	10,500	23,000	<b>30,000</b>	7,000	6,200
<b>Total Commercial Ground Transportation</b>	<b>50,137</b>	<b>42,655</b>	<b>46,626</b>	<b>37,700</b>	<b>13,440</b>	<b>36,900</b>	<b>41,100</b>	<b>4,200</b>	<b>3,400</b>
<b>Landing Fees</b>									
Delta Air Lines	248,194	265,940	279,278		100,044	202,109	<b>187,379</b>	(14,731)	187,379
Air Tran	26,851	-			-	-		-	-
US Airways	207,449	210,521	230,793		76,934	155,423	<b>158,519</b>	3,096	158,519
SkyWest / United	92,853	70,668	69,175		33,818	68,319	<b>59,968</b>	(8,352)	59,968
Allegiant	-	20,793	51,807		38,765	93,012	<b>129,238</b>	36,225	129,238
American	2,976	-	-		-	-		-	-
Total Scheduled Carriers	-	-	-	<b>565,000</b>	-	-	-	-	(565,000)
Charter Fees	9,322	5,087	1,863	<b>1,500</b>	-	-	<b>1,500</b>	1,500	-
<b>Total Landing Fees</b>	<b>587,645</b>	<b>573,009</b>	<b>632,916</b>	<b>566,500</b>	<b>249,561</b>	<b>518,864</b>	<b>536,603</b>	<b>17,739</b>	<b>(29,897)</b>
<b>FBOs</b>									
Percentage Fee	22,439	18,242	19,122	<b>18,000</b>	10,229	24,550	<b>20,000</b>	(4,550)	2,000
T-Hangar	77,873	80,096	81,375	<b>82,024</b>	34,177	82,024	<b>83,090</b>	1,066	1,066

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2015-2016**

	Historical, Actual Revenue			FY 2014-2015			Proposed Budget Fiscal Year 2015-2016	Difference Est FY14-15 To Budget FY15-16	Difference Bud FY14-15 To Budget FY15-16
	Fiscal Year 2011-2012	Fiscal Year 2012-2013	Fiscal Year 2013-2014	Fiscal Year 2014-2015 Budget	11/30/14 FYTD Actual Revenue	5 Projection for Full Fiscal Year			
<b>Revenue Sources</b>									
Bulk Hangar #1	109,224	112,342	114,137	<b>115,046</b>	47,936	115,046	<b>116,542</b>	1,496	1,496
Bulk Hangar #2	205,928	211,806	215,190	<b>216,905</b>	90,377	216,905	<b>219,725</b>	2,820	2,820
Land Rent	446,292	456,396	455,780	<b>459,418</b>	191,424	459,418	<b>465,399</b>	5,981	5,981
Apron Rent	-	-	-	-	-	-	-	-	-
Option Parcel Fee	8,712	8,712	8,712	<b>8,712</b>	3,630	8,712	<b>8,712</b>	-	-
Fuel Flowage Fee	64,616	64,092	66,579	<b>70,000</b>	33,928	81,426	<b>74,000</b>	(7,426)	4,000
<b>Subtotal FBOs</b>	<b>935,084</b>	<b>951,686</b>	<b>960,895</b>	<b>970,105</b>	<b>411,701</b>	<b>988,081</b>	<b>987,468</b>	<b>(613)</b>	<b>17,363</b>
<b>Belle Aircraft Maintenance</b>									
Percentage Fee	8,255	9,256	8,789	<b>8,000</b>	5,023	12,054	<b>10,000</b>	(2,054)	2,000
<b>Total FBOs/SASOs</b>	<b>943,339</b>	<b>960,942</b>	<b>969,684</b>	<b>978,105</b>	<b>416,723</b>	<b>1,000,135</b>	<b>997,468</b>	<b>(2,667)</b>	<b>19,363</b>
<b>Building Leases</b>									
Rental Houses	9,000	13,510	21,001	<b>21,004</b>	8,741	20,978	<b>21,500</b>	522	496
Advantage West	79,250	81,075	81,936	<b>72,000</b>	26,197	62,872	<b>27,911</b>	(34,961)	(44,089)
Lacy Griffin Building (WNC Aviation)	23,045	23,063	23,324	<b>20,472</b>	9,862	23,669	<b>19,441</b>	(4,228)	(1,031)
Cargo Building (US Airways)	12,925	12,948	13,086	<b>13,086</b>	5,559	13,341	<b>3,000</b>	(10,341)	(10,086)
<b>Total Building Leases</b>	<b>124,220</b>	<b>130,596</b>	<b>139,347</b>	<b>126,562</b>	<b>50,359</b>	<b>120,860</b>	<b>71,852</b>	<b>(49,008)</b>	<b>(54,710)</b>
<b>Land Leases</b>									
Pasture Rent	600	600	600	<b>600</b>	250	600	<b>600</b>	-	-
Lamar (Billboard)	3,338	3,225	3,325	<b>3,425</b>	1,417	3,400	<b>3,500</b>	100	75
Optional Parcel Fee - Gravel Lot	12,000	9,000	-	-	-	-	<b>12,000</b>	12,000	12,000
US Forest Service - Tanker	10,103	10,294	10,428	<b>10,320</b>	4,354	10,450	<b>10,592</b>	142	272
Waddell/Triangle Stop	-	-	11,804	<b>32,779</b>	13,658	12,292	<b>32,779</b>	20,487	-
Golf Center	10,682	10,928	11,071	<b>11,093</b>	1,849	4,437	<b>11,277</b>	6,840	184
<b>Total Land Leases</b>	<b>36,723</b>	<b>34,047</b>	<b>37,228</b>	<b>58,217</b>	<b>21,528</b>	<b>31,179</b>	<b>70,748</b>	<b>39,569</b>	<b>12,531</b>
<b>Other Leases/Fees</b>									
LEO Services (TSA)	137,926	121,809	116,800	<b>116,800</b>	48,960	116,800	<b>116,800</b>	-	-
Shared Terminal Services - Airlines on AirIT	44,934	15,861	16,935	<b>20,000</b>	12,046	27,836	<b>45,289</b>	17,453	25,289
Security Fee (Airlines)	208,310	222,368	267,212	<b>260,000</b>	141,542	292,943	<b>260,000</b>	(32,943)	-
Security Fee (Rental Car)	68,481	65,541	67,756	<b>67,000</b>	28,328	67,987	<b>67,000</b>	(987)	-
Security Fee (ID Media)	13,988	20,155	23,442	<b>20,000</b>	8,897	21,353	<b>27,350</b>	5,997	7,350
Telecommunication Fees (Voice/Data)	44,970	42,630	50,000	<b>49,000</b>	22,459	53,902	<b>50,582</b>	(3,320)	1,582

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2015-2016**

	Historical, Actual Revenue			FY 2014-2015			Proposed Budget Fiscal Year 2015-2016	Difference Est FY14-15 To Budget FY15-16	Difference Bud FY14-15 To Budget FY15-16
	Fiscal Year 2011-2012	Fiscal Year 2012-2013	Fiscal Year 2013-2014	Fiscal Year 2014-2015 Budget	11/30/14 FYTD Actual Revenue	5 Projection for Full Fiscal Year			
<u>Revenue Sources</u>									
Sale of Assets	-	-	-	-	-	-	-	-	-
Misc	5,537	4,568	4,604	1,000	24,788	3,000	3,000	-	2,000
Tenant Services/Assessment Fees	9,692	11,034	13,136	1,000	22,975	8,000	6,000	(2,000)	5,000
Annual Event Fees/Sponsorships	22,590	27,107	23,420	24,000	-	23,420	24,000	580	-
<b>Total Other Leases</b>	<b>556,428</b>	<b>531,073</b>	<b>583,305</b>	<b>558,800</b>	<b>309,995</b>	<b>615,241</b>	<b>600,021</b>	<b>(15,220)</b>	<b>41,221</b>
<b>Total Revenue</b>	<b>\$ 8,571,818</b>	<b>\$ 8,501,395</b>	<b>\$ 8,971,813</b>	<b>\$ 8,569,942</b>	<b>\$ 4,027,842</b>	<b>\$ 8,823,064</b>	<b>\$ 8,953,462</b>	<b>\$ 130,398</b>	<b>\$ 383,520</b>
								1.5%	4.5%

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2014-2015**

	Historical, Actual Expenses			FY 2014-2015			Proposed Budget Fiscal Year 2015-2016	Difference Est FY14-15 To Budget FY15-16	Difference Bud FY14-15 To Budget FY15-16
	Fiscal Year 2011-2012	Fiscal Year 2012-2013	Fiscal Year 2013-2014	Fiscal Year 2014-2015 Budget	11/30/14 FYTD Actual Expenses	Projection for Full Fiscal Year			
<b>Expenses</b>									
<b>PERSONNEL SERVICES</b>									
Regular Salaries	\$ 2,581,816	\$ 2,643,096	\$ 2,690,022	\$ 3,009,573	\$ 1,177,900	\$ 2,878,884	\$ 3,115,211	\$ 236,327	\$ 105,638
Overtime	55,876	47,859	53,956	67,700	19,612	47,200	91,072	43,872	23,372
Salary Adjustment/Bonus Pool (a)	-	-	-	26,085	-	-	171,660	171,660	145,575
LEO Special Separation Allowance	40,783	20,468	25,141	24,118	10,049	24,118	24,118	-	-
Longevity	29,327	36,430	39,695	45,400	17,516	45,834	52,380	6,546	6,980
Unemployment Claims	15,517	9,151	17,818	14,000	5,340	28,280	14,000	(14,280)	-
Retiree Health	33,353	33,130	31,583	40,655	12,559	30,142	23,575	(6,567)	(17,080)
Benefits	1,073,915	1,085,651	1,161,789	1,504,318	461,360	1,144,748	1,461,083	316,335	(43,235)
<b>Total Personnel Services</b>	<b>3,830,587</b>	<b>3,875,785</b>	<b>4,020,004</b>	<b>4,731,849</b>	<b>1,704,336</b>	<b>4,199,206</b>	<b>4,953,099</b>	<b>753,893</b>	<b>221,250</b>
<b>OPERATING EXPENSES</b>									
<b>Professional Services</b>									
Professional Services - General	39,352	56,922	80,159	101,900	20,853	61,790	121,100	59,310	19,200
Professional Services - Legal	35,889	66,082	72,708	55,000	17,957	55,000	50,000	(5,000)	(5,000)
Artwork and Creative Production	29,759	9,337	17,781	26,000	11,071	27,000	17,500	(9,500)	(8,500)
Surveys, Reports & Data	41,575	31,031	34,885	24,800	9,100	24,800	32,300	7,500	7,500
Physicals & Drug Screens	2,607	1,702	995	1,500	1,611	3,866	9,400	5,534	7,900
Engineering and Architectural	(815)	-	-	-	-	-	-	-	-
Website Maintenance	2,148	2,200	3,100	3,200	-	3,200	3,400	200	200
Auditors	12,200	12,400	12,550	15,000	4,425	15,000	15,000	-	-
Temporary Help	55,351	74,854	91,746	70,000	74,988	124,585	85,000	(39,585)	15,000
Relocation Expense	-	-	-	-	-	-	-	-	-
<b>Total Professional Services</b>	<b>218,066</b>	<b>254,528</b>	<b>313,924</b>	<b>297,400</b>	<b>140,005</b>	<b>315,241</b>	<b>333,700</b>	<b>18,459</b>	<b>36,300</b>
<b>Contractual Services</b>									
Computer Technical Support	22,560	22,884	19,860	21,300	8,011	21,300	24,400	3,100	3,100
Landscaping	9,600	9,600	9,420	9,420	3,925	9,420	9,420	-	-
Parking Management Contract	343,649	351,964	372,970	380,719	166,140	398,736	400,720	1,984	20,001
Other Contractual Services	209,292	205,426	171,091	203,759	78,259	200,575	212,127	11,552	8,368
Elevator Maintenance Contract	4,653	35,417	4,223	4,000	1,814	4,354	2,280	(2,074)	(1,720)
Fire Alarm Systems Contract	9,800	14,314	14,305	15,500	7,045	16,908	15,500	(1,408)	-
	<b>599,554</b>	<b>639,605</b>	<b>591,869</b>	<b>634,698</b>	<b>265,194</b>	<b>651,293</b>	<b>664,447</b>	<b>13,154</b>	<b>29,749</b>
<b>Travel and Training</b>									
Travel & Per Diem	108,297	107,446	103,072	130,995	42,627	130,569	141,050	10,481	10,055
Training & Education	24,667	23,168	18,286	33,700	7,153	24,958	37,350	12,392	3,650
<b>Total Travel and Training</b>	<b>132,964</b>	<b>130,614</b>	<b>121,358</b>	<b>164,695</b>	<b>49,780</b>	<b>155,527</b>	<b>178,400</b>	<b>22,873</b>	<b>13,705</b>

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2014-2015**

	Historical, Actual Expenses			FY 2014-2015			Proposed Budget Fiscal Year 2015-2016	Difference Est FY14-15 To Budget FY15-16	Difference Bud FY14-15 To Budget FY15-16
	Fiscal Year 2011-2012	Fiscal Year 2012-2013	Fiscal Year 2013-2014	Fiscal Year 2014-2015 Budget	11/30/14 FYTD Actual Expenses	Projection for Full Fiscal Year			
<b>Expenses</b>									
<b>Communications and Freight</b>									
Postage	3,853	3,760	3,202	4,500	1,514	3,634	4,000	366	(500)
Express Mail Delivery	906	1,318	817	1,500	204	490	1,000	510	(500)
Telecommunications	57,412	61,842	62,823	60,666	29,831	60,666	64,698	4,032	4,032
Online Services	878	1,117	2,424	2,500	1,050	2,520	2,500	(20)	-
<b>Total Communications and Freight</b>	<b>63,049</b>	<b>68,037</b>	<b>69,266</b>	<b>69,166</b>	<b>32,599</b>	<b>67,310</b>	<b>72,198</b>	<b>4,888</b>	<b>3,032</b>
<b>Rentals and Leases</b>									
Rentals & Leases	14,437	13,592	11,663	11,716	5,004	11,676	11,900	224	184
<b>Total Rentals and Leases</b>	<b>14,437</b>	<b>13,592</b>	<b>11,663</b>	<b>11,716</b>	<b>5,004</b>	<b>11,676</b>	<b>11,900</b>	<b>224</b>	<b>184</b>
<b>Insurance</b>									
Property & Casualty	38,742	41,334	44,010	51,200	18,755	45,012	44,000	(1,012)	(7,200)
General Liability	31,770	31,875	33,025	36,400	14,241	34,178	36,000	1,822	(400)
Auto Liability	19,119	18,848	19,362	22,800	8,393	20,143	23,000	2,857	200
Other Insurance & Bonds	33,215	34,240	34,185	40,300	15,185	36,444	45,500	9,056	5,200
Worker's Compensation Insurance	62,488	66,997	60,987	75,000	28,048	67,315	77,000	9,685	2,000
<b>Total Insurance</b>	<b>185,334</b>	<b>193,294</b>	<b>191,569</b>	<b>225,700</b>	<b>84,622</b>	<b>203,092</b>	<b>225,500</b>	<b>22,408</b>	<b>(200)</b>
<b>Utility Services</b>									
Electric Service	307,263	289,704	305,312	363,793	136,838	360,554	355,530	(5,024)	(8,263)
Gas Service	38,815	38,375	43,521	60,141	11,263	48,700	50,558	1,858	(9,583)
Water/Sewer Service	35,124	41,082	54,136	63,714	17,805	57,300	60,339	3,039	(3,375)
<b>Total Utility Services</b>	<b>381,202</b>	<b>369,161</b>	<b>402,969</b>	<b>487,648</b>	<b>165,906</b>	<b>466,554</b>	<b>466,427</b>	<b>(127)</b>	<b>(21,221)</b>
<b>Repairs and Maintenance</b>									
Other Repairs & Maintenance	17,189	19,364	13,750	19,850	7,555	20,035	15,550	(4,485)	(4,300)
Terminal, Buildings and Grounds	150,989	241,863	89,828	233,200	47,946	150,000	157,000	7,000	(76,200)
Vehicles and Heavy Equipment	77,158	64,390	55,639	78,000	25,838	68,000	68,451	451	(9,549)
Airport and Airfield Equipment	85,022	15,830	6,087	15,500	15,727	17,500	18,000	500	2,500
<b>Total Repairs and Maintenance</b>	<b>330,358</b>	<b>341,447</b>	<b>165,304</b>	<b>346,550</b>	<b>97,066</b>	<b>255,535</b>	<b>259,001</b>	<b>3,466</b>	<b>(87,549)</b>
<b>Printing &amp; Binding</b>									
Printing & Binding	7,905	9,623	6,189	9,100	6,295	10,471	8,400	(2,071)	(700)
Banners	535	2,798	2,181	2,700	279	2,000	2,000	-	(700)
<b>Total Printing &amp; Binding</b>	<b>8,440</b>	<b>12,421</b>	<b>8,370</b>	<b>11,800</b>	<b>6,574</b>	<b>12,471</b>	<b>10,400</b>	<b>(2,071)</b>	<b>(1,400)</b>

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2014-2015**

<u>Expenses</u>	Historical, Actual Expenses			FY 2014-2015			Proposed Budget Fiscal Year 2015-2016	Difference Est FY14-15 To Budget FY15-16	Difference Bud FY14-15 To Budget FY15-16
	Fiscal Year 2011-2012	Fiscal Year 2012-2013	Fiscal Year 2013-2014	Fiscal Year 2014-2015 Budget	11/30/14 FYTD Actual Expenses	Projection for Full Fiscal Year			
<b>Promotional Activities</b>									
Radio	35,122	9,362	18,654	12,000	5,179	12,000	12,000	-	-
Billboards	35,600	31,090	35,770	36,000	6,600	31,000	32,500	1,500	(3,500)
Print	14,650	32,225	18,861	17,100	5,890	15,000	15,100	100	(2,000)
TV	55,585	59,446	62,900	64,000	14,148	60,000	58,000	(2,000)	(6,000)
Telephone Book	1,048	1,011	900	600	203	500	300	(200)	(300)
Web Advertising	29,414	28,950	38,219	47,000	14,381	46,000	43,000	(3,000)	(4,000)
Air Service Development	-	590	507	750	255	750	750	-	-
Other Promotional Events/Sponsorships	12,424	14,778	21,903	19,050	5,054	18,200	17,500	(700)	(1,550)
Community Events/Exhibits/Sponsorships	49,753	53,623	42,077	47,200	7,508	35,462	68,200	32,738	21,000
Employee/Tenant Events	19,919	23,898	25,015	28,765	8,436	22,529	29,290	6,761	525
Wellness	4,991	4,269	4,486	4,500	1,573	3,775	4,500	725	-
<b>Total Promotional Activities</b>	<b>258,506</b>	<b>259,242</b>	<b>269,292</b>	<b>276,965</b>	<b>69,227</b>	<b>245,216</b>	<b>281,140</b>	<b>35,924</b>	<b>4,175</b>
<b>Other Current Charges and Obligations</b>									
Legal Notices & Advertising	666	1,351	3,942	4,000	3,273	7,855	4,500	(3,355)	500
Credit Card & Bank Fees	62,605	61,214	67,817	70,000	31,639	74,452	75,000	548	5,000
Other Current Charges & Obligations	6,293	5,941	6,280	7,000	1,650	3,960	7,000	3,040	-
In Terminal Advertising	-	-	9,305	16,400	349	9,000	8,400	(600)	(8,000)
Miscellaneous Expense	2,280	-	-	-	-	-	-	-	-
<b>Total Other Current Charges and Obligations</b>	<b>71,844</b>	<b>68,506</b>	<b>87,344</b>	<b>97,400</b>	<b>36,911</b>	<b>95,267</b>	<b>94,900</b>	<b>(367)</b>	<b>(2,500)</b>
<b>Operating Supplies</b>									
Office Supplies	10,664	7,944	38,824	10,000	3,687	8,849	9,000	151	(1,000)
Vehicle Fuel	38,231	36,936	37,416	43,000	16,819	39,000	38,000	(1,000)	(5,000)
Shop Supplies	5,266	2,535	3,388	5,000	260	5,000	4,000	(1,000)	(1,000)
Other Operating Supplies	37,575	30,640	21,293	69,753	27,295	70,160	97,383	27,223	27,630
Art Program Supplies	998	810	1,063	2,000	518	2,500	2,500	-	500
Promotional Supplies	13,629	12,145	11,415	12,250	3,395	12,272	17,050	4,778	4,800
Holiday Decorations	-	741	7,282	4,500	4,464	4,464	500	(3,964)	(4,000)
Chemicals and Safety	5,156	4,300	41,696	82,012	3,422	83,032	75,100	(7,932)	(6,912)
Small Tools and Equipment	12,669	8,852	11,200	11,400	5,925	15,254	11,400	(3,854)	-
Custodial Supplies	14,234	12,765	19,158	12,000	6,720	17,000	18,000	1,000	6,000
Custodial Consumables	32,163	28,943	27,500	33,000	13,446	33,000	36,000	3,000	3,000
Operating Furniture, Fixtures, Equipment and Software	45,580	25,437	14,549	37,721	14,214	37,458	42,110	4,652	4,389
Uniforms	14,810	7,931	15,252	13,700	3,351	11,653	14,500	2,847	800
Firefighter Equipment	3,479	968	2,626	2,200	132	317	2,500	2,183	300
<b>Total Operating Supplies</b>	<b>234,454</b>	<b>180,947</b>	<b>252,662</b>	<b>338,536</b>	<b>103,648</b>	<b>339,959</b>	<b>368,043</b>	<b>28,084</b>	<b>29,507</b>



**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2014-2015**

	Historical, Actual Expenses			FY 2014-2015			Proposed Budget Fiscal Year 2015-2016	Difference Est FY14-15 To Budget FY15-16	Difference Bud FY14-15 To Budget FY15-16
	Fiscal Year 2011-2012	Fiscal Year 2012-2013	Fiscal Year 2013-2014	Fiscal Year 2014-2015 Budget	11/30/14 FYTD Actual Expenses	Projection for Full Fiscal Year			
<b>Expenses</b>									
<b>Books, Publications, Subscriptions &amp; Memberships</b>									
Books, Publications, Compact Disks, Videos & Subscriptions	3,004	3,920	2,458	6,025	1,632	5,177	6,775	1,598	750
Dues & Memberships	28,292	29,150	21,497	31,065	7,388	31,454	36,602	5,148	5,537
Licenses and Certification Fees	204	585	635	720	-	60	720	660	-
<b>Total Books, Publications, Subscriptions &amp; Mem.</b>	<b>31,500</b>	<b>33,655</b>	<b>24,590</b>	<b>37,810</b>	<b>9,020</b>	<b>36,691</b>	<b>44,097</b>	<b>7,406</b>	<b>6,287</b>
<b>Emergency Repair</b>	<b>63,619</b>	<b>81,892</b>		<b>75,000</b>	<b>-</b>	<b>75,000</b>	<b>75,000</b>	<b>-</b>	<b>-</b>
<b>TOTAL SERVICES &amp; MATERIALS</b>	<b>2,593,327</b>	<b>2,646,941</b>	<b>2,510,180</b>	<b>3,075,084</b>	<b>1,065,556</b>	<b>2,930,832</b>	<b>3,085,153</b>	<b>154,321</b>	<b>10,069</b>
<b>TOTAL OPERATING EXPENSES, INCLUDING EMERGENCY REPAIR EXPENSE</b>	<b>\$ 6,423,914</b>	<b>\$ 6,522,726</b>	<b>\$ 6,530,184</b>	<b>\$ 7,806,933</b>	<b>\$ 2,769,892</b>	<b>\$ 7,130,038</b>	<b>\$ 8,038,252</b>	<b>\$ 908,214</b>	<b>\$ 231,319</b>
								12.7%	3.0%

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Administrative**  
**BASIC OPERATING BUDGET**  
**FY 2015-2016**

Fund		ARA							
Department		Admin							
Department #		11							
Cost Center		00							
Source		00							91,237
<b>Account Code</b>				<b>Description</b>		<b>Item</b>		<b>Summary</b>	
Fund	Acct.	Sec.	C.C.	Source		Amount		Amount	
<b>PERSONNEL SERVICES</b>									
ARA	500000	11	00	00	Salaries	96,432		96,432	
ARA	500015	11	00	00	Salary Adjustment Pool	171,660		171,660	
ARA	500016	11	00	00	Longevity	1,531		1,531	
ARA	500018	11	00	00	Unemployment Claims	14,000		14,000	
ARA	500020	11	00	00	Overtime	-		-	
ARA	500165	11	00	00	Retiree Health	23,575		23,575	
<b>Benefits:</b>									
ARA	500017	11	00	00	Medical Reimbursements	100		35,242	
ARA	500050	11	00	00	FICA Taxes	8,528			
ARA	500070	11	00	00	LGERS retirement	5,804			
ARA	500080	11	00	00	401k	4,105			
ARA	500160	11	00	00	Medical & ACA Reinsurance Fees	15,351			
ARA	500260	11	00	00	Dental	670			
ARA	500360	11	00	00	Life Insurance	239			
ARA	500460	11	00	00	Disability	445			
<b>TOTAL PERSONNEL SERVICES</b>								<b>342,440</b>	
<b>OPERATING EXPENSES</b>									
<b>Professional Services</b>									
ARA	604000	11	00	00	Professional Services - General			6,100	
					HRA's for Employees	3,200			
					HRA's for Spouses	1,150			
					HRA's for New Hires	300			
					HRA Report	250			
					Infinisource - COBRA Administration	1,200			
ARA	604020	11	00	00	Physicals and Drug Screens			9,400	
					Physicals & Drug Screens	2,500			
					Fit for Duty Physicals	6,900			
ARA	641000	11	00	00	Temporary Help			-	
<b>Travel and Training</b>									
ARA	650000	11	00	00	Travel, Per Diem, Conference Registration			7,800	
					ACI HR Conference	2,200			
					Risk Management or Benefit Conference	2,200			
					Applicant Travel	1,000			
					Local Travel	2,400			
ARA	651000	11	00	00	Training & Education			5,500	
					HR Training/HR Laws Update/HR Education	1,500			
					Tuition/Certification Pay reimbursement for employees	4,000			
<b>Communications and Freight</b>									
ARA	660000	11	00	00	Postage			4,000	
					Postage	4,000			

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Administrative**  
**BASIC OPERATING BUDGET**  
**FY 2015-2016**

Fund		ARA							
Department		Admin							
Department #		11							
Cost Center		00							
Source		00							91,237
<b>Account Code</b>					<b>Description</b>		<b>Item Amount</b>	<b>Summary Amount</b>	
Fund	Acct.	Sec.	C.C.	Source					
ARA	661000	11	00	00	Express Mail Delivery			1,000	
					Express mail		1,000		
					<b>Rentals and Leases</b>				
ARA	664000	11	00	00	Rentals and Leases			400	
					Neopost postage machine rental		400		
					<b>Insurance</b>				
ARA	670000	11	00	00	Property Insurance			44,000	
					Property insurance		44,000		
ARA	671000	11	00	00	General Liability			36,000	
					General liability insurance		36,000		
ARA	672000	11	00	00	Auto Liability			23,000	
					Auto liability insurance		23,000		
ARA	673000	11	00	00	Other Insurance and Bonds			45,500	
					Public officials insurance		28,000		
					Police professional liability insurance		16,500		
					Crime insurance		1,000		
ARA	674000	11	00	00	Worker's Compensation Insurance			77,000	
					Workers' compensation insurance		77,000		
					<b>Printing &amp; Binding</b>				
ARA	730000	11	00	00	Printing & Binding			300	
					Printing and Binding		300		
					<b>Promotional Activities</b>				
ARA	740101	11	00	00	Community Events/Exhibits/Sponsorships			200	
					United Way campaign		200		
ARA	740115	11	00	00	Employee/Tenant Appreciation			22,465	
					Employee birthday coupons		640		
					Employee picnic		3,000		
					Employee flowers (funeral/hospital)		400		
					Employee service awards		1,625		
					Employee holiday checks/gift cards		14,300		
					Employee holiday lunches		2,500		
ARA	740119	11	00	00	Wellness			4,500	
					Wellness		4,500		
					<b>Other Current Charges and Obligations</b>				
ARA	750000	11	00	00	Legal Notices & Placements			4,500	

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Administrative**  
**BASIC OPERATING BUDGET**  
**FY 2015-2016**

Fund		ARA							
Department		Admin							
Department #		11							
Cost Center		00							
Source		00							91,237
<b>Account Code</b>				<b>Description</b>		<b>Item Amount</b>		<b>Summary Amount</b>	
Fund	Acct.	Sec.	C.C.	Source					
					Employment advertising/Legal Notices	4,500			
					<b>Operating Supplies</b>				
ARA	760000	11	00	00	Office Supplies			9,000	
					Office supplies	9,000			
ARA	770300	11	00	00	Operating Supplies			3,000	
					Administrative supplies	3,000			
ARA	771000	11	00	00	Operating Furniture, Fixtures, Equipment and Software			500	
					Greater than \$100 & up to \$5,000				
					HR furniture & equipment	500			
					<b>Books, Publications, Subscriptions and Memberships</b>				
ARA	780100	11	00	00	Dues & Memberships			990	
					SHRM	375			
					WNCHR	195			
					NC PRIMA	50			
					IPMA-HR	150			
					PRIMA	220			
ARA	780500	11	00	00	Books, Publications, Compact Disks, Videos & Subscriptions			250	
					HR Books/Publications	250			
					<b>TOTAL OPERATING EXPENSES</b>				305,405
					<b>SECTION TOTAL</b>				647,845

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Administrative**  
**Fiscal Year 2015/2016**  
**Variance Analysis**

Acct #	Description	FY2015 Budget				FY2015 Estimated Actual				FY2014 Actual			FY 2013
		FY 2016 Budget	FY 2015 Budget	Increase/Decrease		FY 2015 5 Months	FY 2015 Estimate	Increase/Decrease		FY 2014 Actual	Increase/Decrease		FY 2013 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	96,432	92,737	3,695	3.98%	35,156	84,374	12,058	14.29%	90,425	6,007	6.64%	99,683
500015	Salary Adjustment Pool	171,660	26,085	145,575	558.08%	0	0	171,660	100%	0	171,660	100%	(2,652)
500016	Longevity	1,531	1,532	(1)	-0.07%	1,531	1,531	0	0.00%	2,050	(519)	-25.32%	555
500018	Unemployment Claims	14,000	14,000	0	0.00%	5,340	28,280	(14,280)	-50.50%	17,818	(3,818)	-21.43%	9,151
500165	Retiree Health	23,575	40,655	(17,080)	-42.01%	12,559	30,142	(6,567)	-21.79%	31,583	(8,008)	-25.36%	33,131
500017	Medical Reimbursements	100	100	0	0.00%	0	100	0	0.00%	100	0	0.00%	100
500050	FICA Taxes	8,528	8,289	239	2.88%	2,869	6,886	1,642	23.85%	7,151	1,377	19.26%	7,932
500070	LGERS retirement	5,804	5,783	21	0.36%	2,403	5,767	37	0.64%	6,366	(562)	-8.83%	6,773
500080	401k	4,105	3,983	122	3.06%	1,700	4,080	25	0.61%	4,502	(397)	-8.82%	5,020
500160	Medical & ACA Reinsurance Fees	15,351	8,131	7,220	88.80%	1,166	10,190	5,161	50.64%	10,285	5,066	49.26%	11,927
500260	Dental	670	1,172	(502)	-42.83%	614	1,474	(804)	-54.53%	1,243	(573)	-46.10%	1,361
500360	Life Insurance	239	255	(16)	-6.27%	100	240	(1)	-0.42%	270	(31)	-11.48%	524
500460	Disability	445	485	(40)	-8.25%	168	403	42	10.37%	513	(68)	-13.26%	591
	Total Benefits	35,242	28,198	7,044	24.98%	9,020	29,140	6,102	20.94%	30,430	4,812	15.81%	34,228
	<b>Total Personal Services</b>	<b>342,440</b>	<b>203,207</b>	<b>139,233</b>	<b>68.52%</b>	<b>63,606</b>	<b>173,467</b>	<b>168,973</b>	<b>97.41%</b>	<b>172,306</b>	<b>170,134</b>	<b>98.74%</b>	<b>174,096</b>
604000	Professional Services - General	6,100	4,900	1,200	24.49%	821	1,970	4,130	209.58%	26,298	(20,198)	-76.80%	2,410
604020	Physicals and Drug Screens	9,400	1,500	7,900	526.67%	1,611	3,866	5,534	143.12%	995	8,405	844.72%	1,702
641000	Temporary Help	0	0	0	100%	3,873	9,295	(9,295)	-100.00%	9,137	(9,137)	-100.00%	663
650000	Travel, Per Diem, Conference Registration	7,800	6,850	950	13.87%	1,000	2,400	5,400	225.00%	7,908	(108)	-1.37%	9,035
651000	Training & Education	5,500	1,500	4,000	266.67%	1,406	3,374	2,126	62.99%	179	5,321	2972.63%	1,092
660000	Postage	4,000	4,500	(500)	-11.11%	1,514	3,634	366	10.08%	3,202	798	24.92%	1,760
661000	Express Mail Delivery	1,000	1,500	(500)	-33.33%	204	490	510	104.25%	817	183	22.40%	1,319
664000	Rentals and Leases	400	400	0	0.00%	150	360	40	11.11%	290	110	37.93%	2,170
670000	Property and Casualty Insurance	44,000	51,200	(7,200)	-14.06%	18,755	45,012	(1,012)	-2.25%	44,010	(10)	-0.02%	41,334
671000	General Liability	36,000	36,400	(400)	-1.10%	14,241	34,178	1,822	5.33%	33,025	2,975	9.01%	31,875
672000	Auto Liability	23,000	22,800	200	0.88%	8,393	20,143	2,857	14.18%	19,362	3,638	18.79%	18,848
673000	Other Insurance & Bonds	45,500	40,300	5,200	12.90%	15,185	36,444	9,056	24.85%	34,185	11,315	33.10%	34,240
674000	Worker's Compensation Insurance	77,000	75,000	2,000	2.67%	28,048	67,315	9,685	14.39%	60,987	16,013	26.26%	66,997
730000	Printing & Binding	300	300	0	0.00%	488	1,171	(871)	-74.39%	375	(75)	-20.00%	108
740101	Other Community Events/Exhibits/Sponsorships	200	200	0	0.00%	401	962	(762)	-79.22%	146	54	36.99%	186
740115	Employee/Tenant Appreciation	22,465	21,940	525	2.39%	6,607	15,857	6,608	41.67%	19,447	3,018	15.52%	18,836
740119	Wellness	4,500	4,500	0	0.00%	1,573	3,775	725	19.20%	4,486	14	0.31%	4,269
750000	Legal Notices & Advertising	4,500	4,000	500	12.50%	3,273	7,855	(3,355)	-42.71%	3,942	558	14.16%	1,351
760000	Office Supplies	9,000	10,000	(1,000)	-10.00%	3,687	8,849	151	1.71%	7,627	1,373	18.00%	7,944
770300	Operating Supplies	3,000	4,000	(1,000)	-25.00%	1,201	2,882	118	4.08%	1,900	1,100	57.89%	3,919
771000	Operating Furniture, Fixtures and Equipment	500	500	0	0.00%	0	500	0	0.00%	0	500	100%	507
780100	Dues & Memberships	990	945	45	4.76%	530	1,272	(282)	-22.17%	544	446	81.99%	794
780500	Books & Publications	250	250	0	0.00%	0	450	(200)	-44.44%	0	250	100%	0
	<b>Total Services &amp; Mat'ls.</b>	<b>305,405</b>	<b>293,485</b>	<b>11,920</b>	<b>4.06%</b>	<b>112,961</b>	<b>272,056</b>	<b>33,349</b>	<b>12.26%</b>	<b>278,862</b>	<b>26,543</b>	<b>9.52%</b>	<b>251,359</b>
	<b>Department Total</b>	<b>647,845</b>	<b>496,692</b>	<b>151,153</b>	<b>30.43%</b>	<b>176,567</b>	<b>445,523</b>	<b>202,322</b>	<b>45.41%</b>	<b>451,168</b>	<b>196,677</b>	<b>43.59%</b>	<b>425,455</b>

Comments:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY							
ASHEVILLE REGIONAL AIRPORT							
Development							
BASIC OPERATING BUDGET							
FY 2015-2016							
Fund		ARA					
Department	Development						
Department #	70						
Cost Center	00						
Source	00						150,634
Account Code		Description				Item	Summary
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount
<b>PERSONNEL SERVICES</b>							
ARA	500000	70	00	00	Salaries	240,384	240,384
ARA	500016	70	00	00	Longevity	3,068	3,068
ARA	500020	70	00	00	Overtime	300	300
					Benefits:		
ARA	500017	70	00	00	Medical Reimbursements	100	103,210
ARA	500050	70	00	00	FICA Taxes	19,156	
ARA	500070	70	00	00	LGERS retirement	17,233	
ARA	500080	70	00	00	401k	12,188	
ARA	500160	70	00	00	Medical	49,923	
ARA	500260	70	00	00	Dental	2,463	
ARA	500360	70	00	00	Life Insurance	773	
ARA	500460	70	00	00	Disability	1,374	
<b>TOTAL PERSONNEL SERVICES</b>							346,962
<b>OPERATING EXPENSES</b>							
<b>Professional Services</b>							
ARA	604000	70	00	00	Professional Services - General		40,000
					Surveys, Appraisals, Reports, Consultant Svcs, Misc.	40,000	
ARA	604017	70	00	00	Surveys, Reports & Data		-
ARA	604030	70	00	00	Engineering and Architectural		-
<b>Travel and Training</b>							
ARA	650000	70	00	00	Travel, Per Diem, Conference Registration		18,600
					AAAE NAC	2,500	
					NBAA	1,600	
					SEC- Board Travel	1,100	
					SEC - AAAE Annual Conference	1,700	
					AAAE Annual Conference	2,500	
					NCAA Annual Conference	800	
					FAA & Other Meetings	2,500	
					Local Travel & Expenses	5,400	
					Business Meeting Expenses	500	
ARA	651000	70	00	00	Training & Education		1,500
					Professional Development (ADA/DBE/Misc. Cert.)	1,500	
<b>Communications and Freight</b>							
ARA	663000	70	00	00	Online Services		560
					Internet Broadband Services	560	
<b>Printing &amp; Binding</b>							
ARA	730000	70	00	00	Printing & Binding		300
					Development Marketing Materials & Supplies	300	
<b>Operating Supplies</b>							
ARA	770300	70	00	00	Operating Supplies		300
					General Supplies	300	
ARA	771000	70	00	00	Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000		500
					Operating Furniture, Fixtures, Equip up to \$5K	500	
<b>Books, Publications, Subscriptions and Memberships</b>							
ARA	780100	70	00	00	Dues & Memberships		750
					AAAE	275	
					SEC - AAAE	35	
					NCAA	40	
					Leadership Asheville	150	
					DBE, ADA & Other	250	
<b>TOTAL OPERATING EXPENSES</b>							62,510
<b>SECTION TOTAL</b>							409,472

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Development**  
**Fiscal Year 2015/2016**  
**Variance Analysis**

Acct #	Description	FY2015 Budget				FY2015 Estimated Actual				FY2014 Actual			FY 2013
		FY 2016 Budget	FY 2015 Budget	Increase/Decrease		FY 2015 5 Months	FY 2015 Estimate	Increase/Decrease		FY 2014 Actual	Increase/Decrease		FY 2013 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	240,384	158,634	81,750	51.53%	63,279	151,870	88,514	58.28%	151,545	88,839	58.62%	147,930
500016	Longevity	3,068	795	2,273	285.91%	795	795	2,273	285.91%	767	2,301	300.00%	0
500020	Overtime	300	300	0	0.00%	0	300	0	0.00%	28	272	971.43%	0
500017	Medical Reimbursements	100	100	0	0.00%	100	100	0	0.00%	100	0	0.00%	100
500050	FICA Taxes	19,156	12,689	6,467	50.97%	4,929	11,830	7,326	61.93%	11,322	7,834	69.19%	10,857
500070	LGERS retirement	17,233	11,579	5,654	48.83%	4,530	10,872	6,361	58.51%	10,350	6,883	66.50%	9,439
500080	401k	12,188	7,974	4,214	52.85%	3,204	7,690	4,498	58.50%	7,320	4,868	66.50%	6,996
500160	Medical	49,923	36,426	13,497	37.05%	8,324	19,978	29,945	149.89%	29,691	20,232	68.14%	27,499
500260	Dental	2,463	1,844	619	33.57%	588	1,411	1,052	74.53%	1,677	786	46.87%	1,606
500360	Life Insurance	773	471	302	64.12%	194	466	307	66.02%	425	348	81.88%	425
500460	Disability	1,374	843	531	62.99%	306	734	640	87.09%	735	639	86.94%	735
	Total Benefits	103,210	71,926	31,284	43.49%	22,175	53,080	50,130	94.44%	61,620	41,590	67.49%	57,657
	<b>Total Personal Services</b>	<b>346,962</b>	<b>231,655</b>	<b>115,307</b>	<b>49.78%</b>	<b>86,249</b>	<b>206,045</b>	<b>140,917</b>	<b>68.39%</b>	<b>213,960</b>	<b>133,002</b>	<b>62.16%</b>	<b>205,587</b>
604000	Professional Services - General	40,000	30,000	10,000	33.33%	1,000	2,400	37,600	1566.67%	4,152	35,848	863.39%	7,617
604017	Surveys, Reports & Data	0	0	0	100%	0	0	0	100%	10,494	(10,494)	-100.00%	8,875
604030	Engineering and Architectural	0	0	0	100%	0	0	0	100%	0	0	100%	0
650000	Travel, Per Diem, Conference Registration	18,600	17,000	1,600	9.41%	5,794	13,906	4,694	33.76%	15,664	2,936	18.74%	12,622
651000	Training & Education	1,500	1,500	0	0.00%	0	1,500	0	0.00%	570	930	163.16%	0
663000	Online Services	560	560	0	0.00%	196	470	90	19.05%	480	80	16.67%	481
730000	Printing & Binding	300	300	0	0.00%	0	300	0	0.00%	0	300	100%	48
770300	Operating Supplies	300	550	(250)	-45.45%	0	550	(250)	-45.45%	80	220	275.00%	207
770305	Promotional Items	0	0	0	100%	0	0	0	100%	0	0	100%	0
771000	Operating Furniture, Fixtures and Equipment	500	500	0	0.00%	0	500	0	0.00%	0	500	100%	188
780100	Dues & Memberships	750	750	0	0.00%	315	756	(6)	-0.79%	350	400	114.29%	493
	<b>Total Services &amp; Mat'ls.</b>	<b>62,510</b>	<b>51,160</b>	<b>11,350</b>	<b>22.19%</b>	<b>7,305</b>	<b>20,382</b>	<b>42,128</b>	<b>206.69%</b>	<b>31,790</b>	<b>30,720</b>	<b>96.63%</b>	<b>30,531</b>
	<b>Department Total</b>	<b>409,472</b>	<b>282,815</b>	<b>126,657</b>	<b>44.78%</b>	<b>93,554</b>	<b>226,427</b>	<b>183,045</b>	<b>80.84%</b>	<b>245,750</b>	<b>163,722</b>	<b>66.62%</b>	<b>236,118</b>

**Comments:**

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Public Safety**  
**BASIC OPERATING BUDGET**  
**FY 2015-2016**

Fund	ARA							
Department	Public Safety							
Department #	50							
Cost Center	00							
Source	00							906,980

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

PERSONNEL SERVICES							
ARA	500000	50	20	00	Salaries	798,528	798,528
ARA	500016	50	20	00	Longevity	12,592	12,592
ARA	500020	50	20	00	Overtime	57,872	57,872
ARA	500090	50	20	00	LEO Special Separation Allowance	24,118	24,118
Benefits:							
ARA	500017	50	20	00	Medical Reimbursements	200	420,068
ARA	500050	50	20	00	FICA Taxes	67,187	
ARA	500070	50	20	00	LGERS retirement	64,392	
ARA	500080	50	20	00	401k	43,450	
ARA	500160	50	20	00	Medical	225,086	
ARA	500260	50	20	00	Dental	11,660	
ARA	500360	50	20	00	Life Insurance	3,089	
ARA	500460	50	20	00	Disability	5,004	
<b>TOTAL PERSONNEL SERVICES</b>							<b>1,313,178</b>

**OPERATING EXPENSES**

Contractual Services							
ARA	647000	50	20	00	Other Contractual Services		6,910
					Police Info Computer (NCIC) & Mobile Data	600	
					Fire Extinguisher Service	2,000	
					SCBA Inspection	1,100	
					AED Inspection	660	
					IACP Net	500	
					Firearms Qualification (Fall)	900	
					Professional Services (Specialized Carbine Instruction)	800	
					Range Membership	350	
Travel and Training							
ARA	650000	50	20	00	Travel, Per Diem, Conference Registration		10,800
					AAAE Chief's Conference	1,800	
					ARFF Working Group	1,500	
					NCAA Meeting	800	
					Business Meeting Expenses	500	
					ASOS	1,000	
					ALEAN Conference	2,000	
					Glock A	800	
					Local Travel	2,400	
ARA	651000	50	20	00	Training & Education		11,600
					FAR 139 Burn (Truck Ops)	10,000	
					Professional Development	600	
					Fire & LEO Local Training (Community Colleges)	1,000	
Communications and Freight							
ARA	662000	50	20	00	Telecommunications		-
					Cable News Service	-	
ARA	663000	50	20	00	Online Services		1,440
					Broadband Service for 3 Toughbook Laptops	1,440	
General Repairs and Maintenance							
ARA	710000	50	20	00	General Repairs and Maintenance		3,000
					Maintenance	3,000	
Operating Supplies							
ARA	770300	50	20	00	Operating Supplies		11,550
					First Aid Supplies	6,550	
					Training Supplies (ammunition, foam, etc)	5,000	
ARA	770400	50	20	00	Chemicals & Safety		3,000
					Chemicals, Safety, and OSHA	3,000	
ARA	770500	50	20	00	Small Tools and Equipment		3,900
					Small Tools & Equipment	3,900	
ARA	771000	50	20	00	Operating Furniture, Fixtures, Equipment and Software		6,500
					Greater than \$100 & up to \$5,000		
					Station Furniture	1,000	



GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY							
ASHEVILLE REGIONAL AIRPORT							
Public Safety							
BASIC OPERATING BUDGET							
FY 2015-2016							
Fund		ARA					
Department	Public Safety						
Department #	50						
Cost Center	00						
Source	00						906,980
Account Code		Description				Item	Summary
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount
					Radio Equipment	5,500	
ARA	771500	50	20	00	Uniforms		10,500
					Uniforms (Police and Fire Class A's and Utility)	7,260	
					Duty Boots	1,440	
					Body Armor	1,800	
ARA	780501	50	20	00	Firefighter Equipment		2,500
					Turnout Gear & SCBA Masks (New Hire or Damage)	2,500	
					<b>Books, Publications, Subscriptions and Memberships</b>		
ARA	780100	50	20	00	Dues & Memberships		2,470
					ALEAN	450	
					ARFFWG	300	
					AAAE	275	
					NCAA	45	
					SECAAAE	35	
					Buncombe Co FF Assoc	150	
					Buncombe Co Fire Chief's Assoc	150	
					Henderson Co FF Assoc	100	
					International Assoc of Chief's of Police	170	
					National Safety Council	395	
					NC Assoc of Rescue Squads and EMS	400	
ARA	780500	50	20	00	Books, Publications, Compact Disks, Videos & Subscriptions		500
					Books, Publications. Compact Disks, Videos & Subscrip.	500	
	<b>TOTAL OPERATING EXPENSES</b>						74,670
	<b>SECTION TOTAL</b>						1,387,848

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Public Safety**  
**Fiscal Year 2015/2016**  
**Variance Analysis**

Acct #	Description	FY 2016 Budget	FY2015 Budget		FY2015 Estimated Actual				FY2014 Actual			FY2013	
			FY 2015 Budget	Increase/Decrease		FY 2015 5 Months	FY 2015 Estimate	Increase/Decrease		FY 2014 Actual	Increase/Decrease		FY 2013 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	798,528	813,518	(14,990)	-1.84%	306,058	776,539	21,989	2.83%	727,334	71,194	9.79%	807,896
500016	Longevity	12,592	11,336	1,256	11.08%	2,155	10,937	1,655	15.13%	10,197	2,395	23.49%	12,839
500020	Overtime	57,872	35,000	22,872	65.35%	7,960	19,104	38,768	202.93%	22,273	35,599	159.83%	25,533
500090	LEO Special Separation Allowance	24,118	24,118	0	0.00%	10,049	24,118	0	0.00%	25,141	(1,023)	-4.07%	20,468
500017	Medical Reimbursements	200	200	0	0.00%	0	0	200	100%	200	0	0.00%	200
500050	FICA Taxes	67,187	69,629	(2,442)	-3.51%	23,876	60,515	6,672	11.02%	59,909	7,278	12.15%	64,973
500070	LGERS retirement	64,392	67,077	(2,685)	-4.00%	23,197	58,785	5,607	9.54%	55,387	9,005	16.26%	56,646
500080	401k	43,450	43,841	(391)	-0.89%	15,724	39,838	3,612	9.07%	38,266	5,184	13.55%	41,815
500160	Medical	225,086	239,132	(14,046)	-5.87%	64,864	163,726	61,360	37.48%	174,470	50,616	29.01%	162,191
500260	Dental	11,660	12,877	(1,217)	-9.45%	4,692	11,685	(25)	-0.21%	10,623	1,037	9.76%	11,699
500360	Life Insurance	3,089	3,157	(68)	-2.15%	1,157	3,045	44	1.45%	2,469	620	25.11%	2,937
500460	Disability	5,004	5,586	(582)	-10.42%	1,759	4,514	490	10.86%	4,359	645	14.80%	4,893
	Total Benefits	420,068	441,499	(21,431)	-4.85%	135,269	342,107	77,961	22.79%	345,683	74,385	21.52%	345,354
	<b>Total Personal Services</b>	<b>1,313,178</b>	<b>1,325,471</b>	<b>(12,293)</b>	<b>-0.93%</b>	<b>461,491</b>	<b>1,172,805</b>	<b>140,373</b>	<b>11.97%</b>	<b>1,130,628</b>	<b>182,550</b>	<b>16.15%</b>	<b>1,212,090</b>
604020	Physicals and Drug Screens	0	0	0	100%	0	0	0	100%	0	0	100%	0
604000	Professional Services General		0			980							
647000	Other Contractual Services	6,910	4,600	2,310	50.22%	1,598	3,835	3,075	80.17%	3,530	3,380	95.75%	9,301
650000	Travel, Per Diem, Conference Registration	10,800	8,900	1,900	21.35%	8,341	20,018	(9,218)	-46.05%	7,821	2,979	38.09%	4,713
651000	Training & Education	11,600	14,200	(2,600)	-18.31%	4,114	9,874	1,726	17.49%	12,679	(1,079)	-8.51%	15,419
662000	Telecommunications	0	0	0	100%	0	0	0	100%	1,257	(1,257)	-100.00%	1,182
663000	Online Services	1,440	1,440	0	0.00%	600	1,440	0	0.00%	1,441	(1)	-0.07%	64
710000	General Repairs and Maintenance	3,000	3,000	0	0.00%	1,327	3,185	(185)	-5.80%	2,894	106	3.66%	2,383
770300	Operating Supplies	11,550	4,200	7,350	175.00%	2,567	6,161	5,389	87.48%	1,937	9,613	496.28%	7,284
770400	Chemicals & Safety	3,000	3,000	0	0.00%	1,675	4,020	(1,020)	-25.37%	2,712	288	10.62%	2,937
770500	Small Tools and Equipment	3,900	3,900	0	0.00%	3,231	7,754	(3,854)	-49.71%	4,673	(773)	-16.54%	2,420
771000	Operating Furniture, Fixtures and Equipment	6,500	6,000	500	8.33%	2,077	4,985	1,515	30.40%	375	6,125	1633.33%	721
771500	Uniforms	10,500	8,800	1,700	19.32%	2,687	6,449	4,051	62.82%	13,661	(3,161)	-23.14%	6,382
780501	Firefighter Equipment	2,500	2,200	300	13.64%	132	317	2,183	689.14%	2,626	(126)	-4.80%	968
780100	Dues & Memberships	2,470	2,095	375	17.90%	865	2,076	394	18.98%	1,588	882	55.54%	1,311
780500	Books & Publications	500	750	(250)	-33.33%	84	202	298	148.02%	142	358	252.11%	473
	<b>Total Services &amp; Mat'ls.</b>	<b>74,670</b>	<b>63,085</b>	<b>11,585</b>	<b>18.36%</b>	<b>30,278</b>	<b>70,315</b>	<b>4,355</b>	<b>6.19%</b>	<b>57,336</b>	<b>17,334</b>	<b>30.23%</b>	<b>55,558</b>
	<b>Department Total</b>	<b>1,387,848</b>	<b>1,388,556</b>	<b>(708)</b>	<b>-0.05%</b>	<b>491,769</b>	<b>1,243,120</b>	<b>144,728</b>	<b>11.64%</b>	<b>1,187,964</b>	<b>199,884</b>	<b>16.83%</b>	<b>1,267,648</b>

**Comments:**

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Executive**  
**BASIC OPERATING BUDGET**  
**FY 2015-2016**

Fund		ARA							
Department		Executive							
Department #		05							
Cost Center		00							
Source		00							215,675

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

PERSONNEL SERVICES							
ARA	500000	05	00	00	Salaries	264,962	264,962
ARA	500016	05	00	00	Longevity	4,519	4,519
					Benefits:		
ARA	500017	05	00	00	Medical Reimbursements	200	92,115
ARA	500030	05	00	00	Allocated Benefits	1,000	
ARA	500050	05	00	00	FICA Taxes	20,690	
ARA	500070	05	00	00	LGERS retirement	19,052	
ARA	500080	05	00	00	401k	13,474	
ARA	500160	05	00	00	Medical	34,801	
ARA	500260	05	00	00	Dental	1,414	
ARA	500360	05	00	00	Life Insurance	603	
ARA	500460	05	00	00	Disability	881	
<b>TOTAL PERSONNEL SERVICES</b>							<b>361,596</b>

**OPERATING EXPENSES**

Professional Services							
ARA	604000	05	00	00	Professional Services - General		50,000
					Various	50,000	
ARA	604010	05	00	00	Professional Services - Legal		50,000
					Paltra, Straus, Robinson & Moore	50,000	
ARA	604017	05	00	00	Surveys, Reports & Data		18,000
					Diiio	18,000	
Travel and Training							
ARA	650000	05	00	00	Travel, Per Diem, Conference Registration		49,800
					ACI Small Airports Conf	2,000	
					ACI Annual Conf	3,000	
					AAAE Aviation Issues Conf	4,000	
					ACI Concessions Conf	2,500	
					ACI Exec Comm Mtg/Legislative Visit	2,500	
					US Chamber Aviation Summit	1,500	
					Allegiant Conf	2,000	
					ACI-AAAE Spring Legislative Conf	2,500	
					SEC-AAAE Annual Conf	1,000	
					NCAA Annual Conf	800	
					AAAE Annual Conf	3,000	
					Chamber Raleigh Legislative Visit	500	
					Airline & FAA Meetings	3,500	
					ACI Winter Board Meeting / CEO Forum	3,000	
					ACI Summer Board Meeting	3,000	
					Board Travel	15,000	
ARA	651000	05	00	00	Training & Education		500
					General Professional Development	500	
					NC Notary Reappointment		
Communications and Freight							
ARA	663000	05	00	00	Online Services		500
					MiFi 3G	500	
Printing & Binding							
ARA	730000	05	00	00	Printing & Binding		500
					General	500	
Promotional Activities							
ARA	740100	05	00	00	Other Promotional Events/Sponsorships		1,500
					SEC-AAAE & AAEE Finance & Admin Sponsorships	1,500	
ARA	740115	05	00	00	Employee/Tenant Appreciation		2,500
					Tenant/Employee Lunch	2,500	

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY								
ASHEVILLE REGIONAL AIRPORT								
Executive								
BASIC OPERATING BUDGET								
FY 2015-2016								
Fund		ARA						
Department		Executive						
Department #		05						
Cost Center		00						
Source		00					215,675	
Account Code		Description				Item	Summary	
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount	
<b>Other Current Charges and Obligations</b>								
ARA	750100	05	00	00	Other Current Charges and Obligations		7,000	
					Business Meeting Expenses	2,000		
					Misc Board Expenses	1,000		
					Annual Board Holiday Reception	4,000		
<b>Operating Supplies</b>								
ARA	770300	05	00	00	Operating Supplies		750	
					Misc Supplies	750		
ARA	770305	05	00	00	Promotional Items		1,250	
					Special Promo Items	1,250		
ARA	771000	05	00	00	Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000		1,250	
					Admin Equipment	1,250		
<b>Books, Publications, Subscriptions and Memberships</b>								
ARA	780100	05	00	00	Dues & Memberships		22,315	
					AAAE Annual Membership	275		
					SEC-AAAE Annual Membership	35		
					NCAA Annual Membership	40		
					Leadership Asheville - Pioneer Level/ Leadership Forum	300		
					Small Airport Coalition	3,500		
					AMAC			
					ACI / AAAE Airport Membership	15,000		
					WNC Pilots Association	200		
					WNC Human Resource Association	240		
					Henderson County Partnership for Econ Devel	1,000		
					ACI Airport for the Future Campaign	1,725		
ARA	780500	05	00	00	Books, Publications, Compact Disks, Videos & Subscriptions		400	
					General Subscriptions	400		
<b>TOTAL OPERATING EXPENSES</b>								206,265
<b>SECTION TOTAL</b>								567,861

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Executive**  
**Fiscal Year 2015/2016**  
**Variance Analysis**

Acct #	Description	FY2015 Budget				FY2015 Estimated Actual				FY2014 Actual			FY2013
		FY 2016 Budget	FY 2015 Budget	Increase/Decrease		FY 2015 5 Months	FY 2015 Estimate	Increase/Decrease		FY 2014 Actual	Increase/Decrease		FY 2013 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	264,962	235,975	28,987	12.28%	90,572	217,373	47,589	21.89%	221,756	43,206	19.48%	216,113
500016	Longevity	4,519	4,376	143	3.27%	914	4,376	143	3.27%	4,180	339	8.11%	3,221
500017	Medical Reimbursements	200	200	0	0.00%	100	200	0	0.00%	100	100	100.00%	194
500030	Allocated Benefits	1,000	1,000	0	0.00%	400	960	40	4.17%	375	625	166.67%	375
500050	FICA Taxes	20,690	18,492	2,198	11.89%	3,934	9,442	11,248	119.14%	13,288	7,402	55.70%	13,014
500070	LGERS retirement	19,052	17,479	1,573	9.00%	6,468	15,523	3,529	22.73%	15,577	3,475	22.31%	13,942
500072	457 (b) retirement plan	0	0	0	100%	0	0	0	100%	0	0	100%	0
500080	401k	13,474	12,038	1,436	11.93%	4,574	10,978	2,496	22.74%	11,016	2,458	22.31%	10,334
500160	Medical	34,801	35,126	(325)	-0.93%	10,047	24,113	10,688	44.33%	28,821	5,980	20.75%	22,081
500260	Dental	1,414	1,516	(102)	-6.73%	588	1,411	3	0.20%	1,379	35	2.54%	1,320
500360	Life Insurance	603	570	33	5.79%	251	602	1	0.10%	544	59	10.85%	544
500460	Disability	881	1,094	(213)	-19.47%	334	802	79	9.91%	801	80	9.99%	801
	Total Benefits	92,115	87,515	4,600	5.26%	26,696	64,030	28,085	43.86%	71,901	20,214	28.11%	62,605
	<b>Total Personal Services</b>	<b>361,596</b>	<b>327,866</b>	<b>33,730</b>	<b>10.29%</b>	<b>118,182</b>	<b>285,779</b>	<b>75,817</b>	<b>26.53%</b>	<b>297,837</b>	<b>63,759</b>	<b>21.41%</b>	<b>281,939</b>
604000	Professional Services - General	50,000	45,000	5,000	11.11%	17,610	45,000	5,000	11.11%	40,242	9,758	24.25%	37,788
604010	Professional Services - Legal	50,000	55,000	(5,000)	-9.09%	17,957	55,000	(5,000)	-9.09%	72,708	(22,708)	-31.23%	66,082
604017	Surveys, Reports & Data	18,000	18,000	0	0.00%	7,500	18,000	0	0.00%	18,000	0	0.00%	18,000
650000	Travel, Per Diem, Conference Registration	49,800	53,600	(3,800)	-7.09%	18,072	53,600	(3,800)	-7.09%	26,935	22,865	84.89%	40,068
651000	Training & Education	500	500	0	0.00%	150	360	140	38.89%	822	(322)	-39.17%	490
663000	Online Services	500	500	0	0.00%	254	610	(110)	-17.98%	503	(3)	-0.60%	572
730000	Printing & Binding	500	500	0	0.00%	0	500	0	0.00%	0	500	100%	61
740100	Promotional Events/Sponsorships	1,500	1,050	450	42.86%	500	1,200	300	25.00%	4,084	(2,584)	-63.27%	1,050
740115	Employee/Tenant Appreciation	2,500	2,500	0	0.00%	0	2,500	0	0.00%	1,510	990	65.56%	1,746
750100	Other Current Charges & Obligations	7,000	7,000	0	0.00%	1,650	3,960	3,040	76.77%	6,280	720	11.46%	5,941
770300	Operating Supplies	750	750	0	0.00%	131	314	436	138.55%	366	384	104.92%	266
770305	Promotional Items	1,250	1,250	0	0.00%	530	1,272	(22)	-1.73%	1,801	(551)	-30.59%	685
771000	Operating Furniture, Fixtures and Equipment	1,250	1,250	0	0.00%	0	1,252	(2)	-0.16%	415	835	201.20%	1,065
780100	Dues & Memberships	22,315	17,770	4,545	25.58%	2,765	17,770	4,545	25.58%	12,220	10,095	82.61%	19,755
780500	Books & Publications	400	400	0	0.00%	0	400	0	0.00%	0	400	100%	
	<b>Total Services &amp; Mat'ls.</b>	<b>206,265</b>	<b>205,070</b>	<b>1,195</b>	<b>0.58%</b>	<b>67,119</b>	<b>201,738</b>	<b>4,527</b>	<b>2.24%</b>	<b>185,886</b>	<b>20,379</b>	<b>10.96%</b>	<b>193,569</b>
	<b>Department Total</b>	<b>567,861</b>	<b>532,936</b>	<b>34,925</b>	<b>6.55%</b>	<b>185,301</b>	<b>487,517</b>	<b>80,344</b>	<b>16.48%</b>	<b>483,723</b>	<b>84,138</b>	<b>17.39%</b>	<b>475,508</b>

**Comments:**

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Finance**  
**BASIC OPERATING BUDGET**  
**FY 2015-2016**

Fund		ARA								
Department		Finance								
Department #		12								
Cost Center		00								
Source		00							182,603	
<b>Account Code</b>						<b>Description</b>	<b>Item</b>	<b>Summary</b>		
Fund	Acct.	Sec.	C.C.	Source			Amount	Amount		
<b>PERSONNEL SERVICES</b>										
ARA	500000	12	00	00		Salaries	200,083	200,083		
ARA	500016	12	00	00		Longevity	761	761		
						<u>Benefits:</u>				
ARA	500017	12	00	00		Medical Reimbursements	100	80,691		
ARA	500050	12	00	00		FICA Taxes	15,733			
ARA	500070	12	00	00		LGERS retirement	14,200			
ARA	500080	12	00	00		401k	10,042			
ARA	500160	12	00	00		Medical	36,899			
ARA	500260	12	00	00		Dental	2,084			
ARA	500360	12	00	00		Life Insurance	533			
ARA	500460	12	00	00		Disability	1,100			
<b>TOTAL PERSONNEL SERVICES</b>									281,535	
<b>OPERATING EXPENSES</b>										
<b>Professional Services</b>										
ARA	604000	12	00	00		Professional Services - General		10,000		
						Software Consultants	9,800			
						Actuary Report-Retiree Health (Every 3 years)	-			
						Actuary Report-LEO SAA-for Audit	200			
ARA	640000	12	00	00		Auditing Services		15,000		
						Annual Audit	15,000			
<b>Travel and Training</b>										
ARA	650000	12	00	00		Travel, Per Diem, Conference Registration		7,900		
						Travel for Financial System Training	3,000			
						AAAE Conference or Other Airport Conference	2,500			
						Local Travel	2,400			
ARA	651000	12	00	00		Training & Education		5,000		
						Financial System Training	5,000			
<b>Other Current Charges and Obligations</b>										
ARA	654000	12	00	00		Credit Card Fees & Bank Charges		75,000		
						Credit Card Fees	56,000			
						Bank Charges	19,000			
<b>Operating Supplies</b>										
ARA	770300	12	00	00		Operating Supplies		1,500		
						Checks, Envelopes, W-2's & PO's	1,500			
ARA	771000	12	00	00		Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000		1,000		
						Finance Equipment	1,000			
<b>Books, Publications, Subscriptions and Memberships</b>										
ARA	780100	12	00	00		Dues & Memberships		615		
						AAAE	275			
						GFOA	50			
						NCAA	40			
						NACCPA	250			
ARA	780500	12	00	00		Books, Publications, Compact Disks, Videos & Subscriptions		300		
						Professional Books & Subscriptions	300			
ARA	780503	12	00	00		Licenses & Certifications		60		
						CPA Certificate Renewal	60			
<b>TOTAL OPERATING EXPENSES</b>									116,375	
<b>SECTION TOTAL</b>									397,910	

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**Finance**

**Fiscal Year 2015/2016**

**Variance Analysis**

Acct #	Description	FY2015 Budget				FY2015 Estimated Actual				FY2014 Actual			FY 2013
		FY 2016 Budget	FY 2015 Budget	Increase/Decrease		FY 2015 Actual 5 Months	FY 2015 Estimate	Increase/Decrease		FY 2014 Actual	Increase/Decrease		FY 2013 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	200,083	192,203	7,880	4.10%	93,772	193,772	6,311	3.26%	182,809	17,274	9.45%	174,459
500016	Longevity	761	2,734	(1,973)	-72.17%	1,971	2,734	(1,973)	-72.17%	734	27	3.68%	714
500017	Medical Reimbursements	100	100	0	0.00%	0	100	0	0.00%	0	100	100%	200
500050	FICA Taxes	15,733	15,309	424	2.77%	7,195	15,195	538	3.54%	13,693	2,040	14.90%	12,790
500070	LGERS retirement	14,200	14,180	20	0.14%	5,536	12,606	1,594	12.64%	12,576	1,624	12.91%	11,178
500080	401k	10,042	9,766	276	2.83%	3,752	8,752	1,290	14.74%	8,894	1,148	12.91%	8,285
500160	Medical	36,899	38,704	(1,805)	-4.66%	11,664	27,994	8,905	31.81%	31,671	5,228	16.51%	26,322
500260	Dental	2,084	1,828	256	14.00%	720	1,728	356	20.60%	1,662	422	25.39%	1,379
500360	Life Insurance	533	641	(108)	-16.85%	232	557	(24)	-4.27%	524	9	1.72%	467
500460	Disability	1,100	1,287	(187)	-14.53%	418	1,003	97	9.65%	1,004	96	9.56%	619
	Total Benefits	80,691	81,815	(1,124)	-1.37%	29,517	67,935	12,756	18.78%	70,024	10,667	15.23%	61,240
	<b>Total Personal Services</b>	<b>281,535</b>	<b>276,752</b>	<b>4,783</b>	<b>1.73%</b>	<b>125,260</b>	<b>264,441</b>	<b>17,094</b>	<b>6.46%</b>	<b>253,567</b>	<b>27,968</b>	<b>11.03%</b>	<b>236,413</b>
604000	Professional Services - General	10,000	10,000	0	0.00%	175	420	9,580	2280.95%	3,671	6,329	172.41%	283
640000	Auditors	15,000	15,000	0	0.00%	4,425	15,000	0	0.00%	12,550	2,450	19.52%	12,400
641000	Temporary Help	0	0	0	100%	29,575	30,290	(30,290)	-100.00%	0	0	100%	0
648000	Miscellaneous Expense	0	0	0	100%	0	0	0	100%	0	0	100%	0
650000	Travel, Per Diem, Conference Registration	7,900	5,400	2,500	46.30%	200	2,900	5,000	172.41%	5,144	2,756	53.58%	2,940
651000	Training & Education	5,000	7,000	(2,000)	-28.57%	550	550	4,450	809.09%	1,352	3,648	269.82%	375
654000	Bank Charges & Credit Card Fees	75,000	70,000	5,000	7.14%	31,639	74,452	548	0.74%	67,817	7,183	10.59%	61,214
770300	Operating Supplies	1,500	1,500	0	0.00%	0	1,500	0	0.00%	1,440	60	4.17%	891
771000	Operating Furniture, Fixtures and Equipment	1,000	1,000	0	0.00%	0	1,000	0	0.00%	0	1,000	100%	591
780100	Dues & Memberships	615	865	(250)	-28.90%	0	865	(250)	-28.90%	405	210	51.85%	275
780500	Books & Publications	300	300	0	0.00%	0	300	0	0.00%	0	300	100%	0
780503	Licenses & Certifications	60	60	0	0.00%	0	60	0	0.00%	60	0	0.00%	60
	<b>Total Services &amp; Mat'ls.</b>	<b>116,375</b>	<b>111,125</b>	<b>5,250</b>	<b>4.72%</b>	<b>66,564</b>	<b>127,337</b>	<b>(10,962)</b>	<b>-8.61%</b>	<b>92,439</b>	<b>23,936</b>	<b>25.89%</b>	<b>79,029</b>
	<b>Department Total</b>	<b>397,910</b>	<b>387,877</b>	<b>10,033</b>	<b>2.59%</b>	<b>191,824</b>	<b>391,778</b>	<b>6,132</b>	<b>1.57%</b>	<b>346,006</b>	<b>51,904</b>	<b>15.00%</b>	<b>315,442</b>

**Comments:**

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Guest Services**  
**BASIC OPERATING BUDGET**  
**FY 2015-2016**

Fund		ARA								
Department		Guest Services								
Department #		60								
Cost Center		00								
Source		00							136,162	
<b>Account Code</b>					<b>Description</b>		<b>Item</b>	<b>Summary</b>		
Fund	Acct.	Sec.	C.C.	Source			Amount	Amount		
<b>PERSONNEL SERVICES</b>										
ARA	500000	60	00	00	Salaries		140,344	140,344		
ARA	500016	60	00	00	Longevity		1,832	1,832		
ARA	500020	60	00	00	Overtime		2,400	2,400		
<u>Benefits:</u>										
ARA	500017	60	00	00	Medical Reimbursements		100	38,270		
ARA	500050	60	00	00	FICA Taxes		11,094			
ARA	500070	60	00	00	LGERS retirement		5,857			
ARA	500080	60	00	00	401k		4,142			
ARA	500160	60	00	00	Medical		15,556			
ARA	500260	60	00	00	Dental		728			
ARA	500360	60	00	00	Life Insurance		265			
ARA	500460	60	00	00	Disability		528			
<b>TOTAL PERSONNEL SERVICES</b>									182,846	
<b>OPERATING EXPENSES</b>										
<b>Travel and Training</b>										
ARA	650000	60	00	00	Travel, Per Diem, Conference Registration			1,850		
					AAAE Customer Service or Sales Conference (Supervisor)		1,850			
ARA	651000	60	00	00	Training & Education			500		
					Customer Service Training (Staff/Volunteers)		500			
<b>Printing &amp; Binding</b>										
ARA	730000	60	00	00	Printing & Binding			1,000		
					GT cards/Advertising sales materials/Misc. printing		1,000			
<b>Promotional Activities</b>										
ARA	740115	60	00	00	Employee/Tenant Appreciation			2,125		
					Volunteer appreciation/recognition		625			
					Tenant customer service incentives		1,500			
<b>Other Current Charges and Obligations</b>										
ARA	750200	60	00	00	In Terminal Advertising			8,400		
					In-terminal advertising - sales supplies		1,200			
					In-terminal advertising - mileage/local travel		200			
					In-terminal advertising - cleaning/R&M		1,500			
					In-terminal advertising - business development/meetings		500			
					In-terminal advertising - additional displays under \$5,000		5,000			
<b>Operating Supplies</b>										
ARA	771000	60	00	00	Operating Furniture, Fixtures, Equipment and Software			260		
					Greater than \$100 & up to \$5,000					
					Misc equipment		260			
ARA	771500	60	00	00	Uniforms			500		



**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Guest Services**  
**BASIC OPERATING BUDGET**  
**FY 2015-2016**

Fund		ARA							
Department		Guest Services							
Department #		60							
Cost Center		00							
Source		00							136,162
<b>Account Code</b>					<b>Description</b>		<b>Item Amount</b>	<b>Summary Amount</b>	
Fund	Acct.	Sec.	C.C.	Source					
					Apparel for G.S. Staff/volunteers		500		
					<b>Books, Publications, Subscriptions and Memberships</b>				
ARA	780100	60	00	00	Dues & Memberships				480
					AAAE		275		
					AAAE - SE Chapter		35		
					FABA		150		
					Young Professionals		20		
ARA	780500	60	00	00	Books, Publications, Compact Disks, Videos & Subscriptions				50
					Misc. publications		50		
<b>TOTAL OPERATING EXPENSES</b>									15,165
<b>SECTION TOTAL</b>									198,011

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**Guest Services**

**Fiscal Year 2015/2016**

**Variance Analysis**

Acct #	Description	FY 2016 Budget	FY2015 Budget			FY2015 Estimated Actual				FY2014 Actual			FY 2013
			FY 2015 Budget	Increase/Decrease		FY 2015 5 Months	FY 2015 Estimate	Increase/Decrease		FY 2014 Actual	Increase/Decrease		FY 2013 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	140,344	138,740	1,604	1.16%	53,127	138,740	1,604	1.16%	95,546	44,798	46.89%	89,280
500016	Longevity	1,832	1,829	3	0.16%	887	1,829	3	0.16%	911	921	101.10%	118
500020	Overtime	2,400	2,400	0	0.00%	887	2,129	271	12.74%	1,879	521	27.73%	2,265
500017	Medical Reimbursements	100	100	0	0.00%	0	100	0	0.00%	0	100	100%	100
500050	FICA Taxes	11,094	11,188	(94)	-0.84%	4,164	9,994	1,100	11.01%	7,536	3,558	47.21%	7,057
500070	LGERS retirement	5,857	6,002	(145)	-2.42%	2,399	5,758	99	1.73%	4,393	1,464	33.33%	2,988
500080	401k	4,142	4,133	9	0.22%	1,696	4,070	72	1.76%	3,107	1,035	33.31%	2,213
500160	Medical	15,556	15,856	(300)	-1.89%	4,671	11,210	4,346	38.76%	9,902	5,654	57.10%	6,116
500260	Dental	728	781	(53)	-6.79%	303	727	1	0.11%	562	166	29.54%	340
500360	Life Insurance	265	326	(61)	-18.71%	110	264	1	0.38%	231	34	14.72%	166
500460	Disability	528	607	(79)	-13.01%	200	480	48	10.00%	371	157	42.32%	293
	Total Benefits	38,270	38,993	(723)	-1.85%	13,543	32,603	5,667	17.38%	26,102	12,168	46.62%	19,273
	<b>Total Personal Services</b>	<b>182,846</b>	<b>181,962</b>	<b>884</b>	<b>0.49%</b>	<b>68,444</b>	<b>175,301</b>	<b>7,545</b>	<b>4.30%</b>	<b>124,438</b>	<b>58,408</b>	<b>46.94%</b>	<b>110,936</b>
641000	Temporary Help	0	0	0	100%	0	0	0	100%	13,775	(13,775)	-100.00%	6,959
650000	Travel, Per Diem, Conference Registration	1,850	1,850	0	0.00%	0	1,850	0	0.00%	0	1,850	100%	1,772
651000	Training & Education	500	500	0	0.00%	0	500	0	0.00%	224	276	123.21%	197
654000	Credit Card & Bank Fees	0	0	0	100%	0	0	0	100%	0	0	100%	0
660000	Postage	0	0	0	100%	0	0	0	100%	0	0	100%	2,000
664000	Rentals and Leases	0	0	0	100%	0	0	0	100%	(2)	2	-100.00%	262
730000	Printing & Binding	1,000	1,000	0	0.00%	470	1,000	0	0.00%	381	619	162.47%	1,591
740040	Web Advertising	0	0	0	100%	0	0	0	100%	0	0	100%	0
740115	Employee/Tenant Appreciation	2,125	2,125	0	0.00%	282	2,125	0	0.00%	2,128	(3)	-0.14%	1,505
750200	In Terminal Advertising	8,400	16,400	(8,000)	-48.78%	349	9,000	(600)	-6.67%	9,305	(905)	-9.73%	0
760000	Office Supplies	0	0	0	100%	0	0	0	100%	0	0	100%	0
771000	Operating Furniture, Fixtures and Equipment	260	260	0	0.00%	0	260	0	0.00%	417	(157)	-37.65%	176
771500	Uniforms	500	500	0	0.00%	335	804	(304)	-37.81%	446	54	12.11%	221
780100	Dues & Memberships	480	445	35	7.87%	125	445	35	7.87%	295	185	62.71%	275
780500	Books & Publications	50	50	0	0.00%	0	50	0	0.00%	79	(29)	-36.71%	0
	<b>Total Services &amp; Mat'ls.</b>	<b>15,165</b>	<b>23,130</b>	<b>(7,965)</b>	<b>-34.44%</b>	<b>1,561</b>	<b>16,034</b>	<b>(869)</b>	<b>-5.42%</b>	<b>27,048</b>	<b>(11,883)</b>	<b>-43.93%</b>	<b>14,958</b>
	<b>Department Total</b>	<b>198,011</b>	<b>205,092</b>	<b>(7,081)</b>	<b>-3.45%</b>	<b>70,005</b>	<b>191,335</b>	<b>6,676</b>	<b>3.49%</b>	<b>151,486</b>	<b>46,525</b>	<b>30.71%</b>	<b>125,894</b>

Comments

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**INFORMATION TECHNOLOGY**

**BASIC OPERATING BUDGET**

**FY 2015-2016**

<b>PERSONNEL SERVICES</b>							
ARA	500000	20	00	00	Salaries	252,240	252,240
ARA	500016	20	00	00	Longevity	4,693	4,693
					Benefits:		
ARA	500017	20	00	00	Medical Reimbursements	300	100,855
ARA	500050	20	00	00	FICA Taxes	19,963	
ARA	500070	20	00	00	LGERS retirement	18,165	
ARA	500080	20	00	00	401k	12,847	
ARA	500160	20	00	00	Medical	44,858	
ARA	500260	20	00	00	Dental	2,448	
ARA	500360	20	00	00	Life Insurance	806	
ARA	500460	20	00	00	Disability	1,468	
					<b>TOTAL PERSONNEL SERVICES</b>		<b>357,788</b>
<b>OPERATING EXPENSES</b>							
					<b>Professional Services</b>		
ARA	604000	20	00	00	Professional Services - General		3,000
					x GARA: PCI Compliance Audit	3,000	
ARA	604043	20	00	00	Website Maintenance		3,400
					x GARA: Immedion Website Hosting (flyavl.com)	3,400	
					<b>Contractual Services</b>		
ARA	644000	20	00	00	Computer Technical Support		24,400
					x FINANCE: Microsoft Dynamics Technical Support	4,600	
					x STS: Cisco Unified Com. & Switching/Routing Support	18,000	
					x IT: Network Support	1,800	
ARA	647000	20	00	00	Other Contractual Services		47,324
					x GARA: Internet Fax Service (5 lines)	540	
					x FINANCE: New Financial System Service Agreement	-	
					x ARA: Click Through Flights Service	5,500	
					x ARA: Flightview (Website)	3,000	
					x ARA: Flightview (Service/Support Agreement Maintenance)	500	
					x ARA: Copier Service Agreement	4,700	
					x MAINT: GasBoy Service Agreement	725	
					x MAINT: Infor MP2 Service Agreement	2,400	
					x GARA: SoftTime Service Agreement (Time & Attendance)	1,200	
					x GARA: Firewall Maintenance and Service Agreement	3,100	
					x ARA: Remote Control Software Services	900	
					x GARA: Remote Access (External/PCI)	1,200	
					x ARA: Call Recording Service Agreement	865	
					x ARA: Call Accounting Service Agreement (Year 5)	1,508	
					x ARA: Opnet Support Agreement (Year 2)	1,200	
					x ARA: PacketShaper Support Agreement (Year 2)	2,600	
					ARA: Xirrus Support Renewal ( Year 7)	-	
					x ARA: Managed Printer Services (Year 2)	1,300	
					x ARA: LogMeIn Services (Ignition, Backup, SSL Remote Acc	1,550	
					x IT: Eset Antivirus and Malware	1,500	
					x IT: DroboCare Service Agreement (Year 2)	1,300	
					x ARA: Off Terminal Site Backup (Servers)	2,000	
					x ARA: Hosted Email (MS Office 365)	7,236	
					x IT: Server Extended Hardware Service Agreements	2,500	
					x OPS: CAD A.L.E.I.R. Software & Support	300	
					x FINANCE: Fixed Assets Support	600	
ARA	647000	20	10	00	Other Contractual Services-Terminal		85,225
					x STS: AirIT EASE Master Service Agreement (Year 6)	27,000	
					STS: ComNet Software Master Service Agreement (Year 7)	34,000	

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**INFORMATION TECHNOLOGY**

**BASIC OPERATING BUDGET**

**FY 2015-2016**

					x	STS: SDI Master Service Agreement	12,435	
					x	STS: DMC Terminal Music	300	
					x	STS: PCI Compliance Audit	6,000	
						STS: Runway Scan System Online Access Service (SaaS)	-	
						STS: Runway Scan System Service Agreement	-	
						DPS: Fingerprint Scanner Warranty (CrossMatch)	1,950	
					x	OPS: ID BADGE Printer Service Agreement (Year 3)	840	
					x	DPS: IET Service/Maintenance (S/M) Program	2,700	
						<b>Travel and Training</b>		
ARA	650000	20	00	00		Travel, Per Diem, Conference Registration		12,200
					x	ROYCE: ACI-NA: Annual	2,800	
					x	ROYCE: ISC-West	2,000	
					x	ROYCE: NCAA	1,000	
					x	JAMES: Pelco/Schneider	1,800	
					x	CORTEZ: MS-ISAC or Security Conference	2,200	
					x	Local Travel	2,400	
ARA	651000	20	00	00		Training & Education		4,500
					x	KELLIE: NCLGISA: Winston-Salem	650	
					x	KELLIE: AAAE-SEC: Greenville, SC	650	
					x	ROYCE: AAAE-SEC: Greenville, SC	650	
					x	JAMES: BICSI Tech Training	300	
					x	CORTEZ: SANS GCIH Certification Maintenance	300	
					x	ROYCE: CISSP Certification Maintenance	500	
					x	KELLIE: A+ Certification Maintenance	300	
					x	Airport IT Collaboration (Royce, Kellie, Cortez, and James)	1,150	
						<b>Communications and Freight</b>		
ARA	662000	20	00	00		Telecommunications		64,698
					x	MAINT: Voice + Broadband (PRI + 10M)	8,400	
					x	GARAA: Voice (PRI)	6,012	
					x	GARAA: Broadband (50M)	16,800	
					x	ARAA: Cable TV	3,500	
					x	ARAA: Cable TV - Tenant Use	-	
					x	MAINT: Fire Alarm Lines	1,766	
					x	ARAA: Cell/Mobile	18,420	
					x	ARAA: Long Distance	2,100	
					x	DPS: Emergency Copper Line	660	
					x	ARAA: Add'l Emergency Copper Lines for Tenants (5 qty)	3,300	
					x	DPS/MAINT/IT: Emergency & Operations Mobile	1,980	
					x	MAINT: Pagers	800	
					x	ARAA: Emergency Notification System	960	
						<b>Rentals and Leases</b>		
ARA	664000	20	00	00		Rentals and Leases		11,500
					x	ARAA: Authority Offices Copier Lease	3,181	
					x	MAINT: Maintenance Offices Copier Lease	3,181	
					x	DPS: DPS Offices Copier Lease	3,181	
					x	GUEST: Guest Services Copier Lease	1,956	
						<b>General Repairs and Maintenance</b>		
ARA	710000	20	00	00		General Repairs and Maintenance		12,150
					x	STS: Access Control/Security System Repairs and Maintena	6,000	
					x	ARAA: FIDS/GIDS/PA Repairs & Maintenance	2,100	
					x	Ceeco Phone Repairs	200	
					x	IT: Crash Phone Support	250	
					x	IT: Cisco Phone System Items (Phones + Digital Fax Device:	1,600	
					x	IT: Cisco Phone System Extensions	1,500	

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**INFORMATION TECHNOLOGY**

**BASIC OPERATING BUDGET**

**FY 2015-2016**

					x	ARAA: EASE Repairs and Maintenance	500	
					<b>Operating Supplies</b>			
ARA	770300	20	00	00		Operating Supplies		25,700
					x	IT: Utility Software Updates	7,500	
					x	IT: Operating Supplies	6,500	
					x	IT: SmartUPS 1500 (4 quantity - Large)(Cortez)	4,000	
					x	IT: UPS Batteries (Power Supplies & Testing)	600	
					x	IT: UPS Replacements	1,200	
					x	IT: Shipping	400	
					x	IT: Communications Rooms Supplies (Cortez)	600	
					x	DEV:Plotter Ink	600	
					x	IT: Tools for System Tech II	1,200	
					x	ARAA: Mobile Phone Accessories & Supplies	3,100	
ARA	770300	20	10	00		Operating Supplies-Terminal		35,893
					x	STS: Laser Printer Toner	400	
					x	STS: Bag Tag Stock (Allegiant)(119000*1)(.15/EA)	17,850	
					x	STS: Bag Tag Stock (US AIR)(115900/4)(.15/EA)	4,346	
					x	STS: Bag Tag Stock (Delta)(132600/4)(.15/EA)	4,973	
					x	STS: BagTag Stock (United)(43394/4)(.15/EA)	1,627	
					x	STS: Boarding Pass Stock (Allegiant)(119000/2)(.025/EA)	1,488	
					x	STS: Boarding Pass Stock (US AIR) (115900/4)(.025/EA)	747	
					x	STS: Boarding Pass Stock (Delta) (132600/4)(.025/EA)	829	
					x	STS: Boarding Pass Stock (United)(45394/4)(.025/EA)	284	
					x	STS: Continuous Feed Paper (ALL)	1,500	
					x	STS: MAP Cleaning Kits	1,500	
					x	STS: Continuous Feed Ribbons (ALL)	150	
					x	STS: EASE Equipment Cleaning Supplies	200	
ARA	771000	20	00	00		Operating Furniture, Fixtures, Equipment and Software		26,500
						Greater than \$100 & up to \$5,000		
					x	IT: Network Management Software (KiwiSys Log)(Cortez)	-	
					x	IT: Online Apps (Kellie)	-	
					x	FIN: Destkop (rbarthels)	1,250	
					x	ADM: Desktop (Reception)	1,250	
					x	ARFF: Desktop (Comm Main)	1,500	
					x	OPS: Laptop (Dnantz)	1,600	
					x	IT: Laptop + LCD (Jserrano)	2,400	
					x	IT: Laptop + LCD (Cjohnson)	2,400	
					x	IT: Laptop + LCD (Kwhittemore)	2,400	
					x	FIN: Laptop (Jburnette)	1,600	
					x	OPS: Desktop (Ops personnel)	1,250	
					x	OPS: Desktop (Badging)	1,250	
					x	OPS: Desktop (Fingerprint)	1,200	
					x	OPS: Desktop (Ops personnel)	1,250	
					x	GARAA: Adobe 12 Professional (6 copies Full)	2,150	
					x	ARAA: Adobe 12 Professional (6 Upgrades)	800	
					x	ARAA: Windows 8 Upgrades (10 Upgrades)	1,250	
					x	IT: Clothing for Department	400	
					x	OPS: CAD Custom Reports	1,800	
					x	IT: Risevision	120	
					x	DEV: AutoCad 2014 Annual	630	
					<b>Books, Publications, Subscriptions and Memberships</b>			
ARA	780100	20	00	00		Dues & Memberships		1,045
					x	ISSA Membership (Cortez)	95	
					x	NCAA (Royce)	40	
					x	AAAE (Royce)	275	

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY										
ASHEVILLE REGIONAL AIRPORT										
INFORMATION TECHNOLOGY										
BASIC OPERATING BUDGET										
FY 2015-2016										
					x	AAAE-SEC (Royce)			35	4,000
					x	Experts-Exchange (IT Dept.)			450	
					x	NCLGSA (IT Dept.)			150	
ARA	780500	20	00	00		Books, Publications, Compact Disks, Videos & Subscriptions				
					x	IT: 2014 Policy and Procedures			600	
					x	IT: Renew Domain Names			1,000	
					x	IT: CBT Nuggets Subscription			1,200	
					x	IT: Books & Subscriptions (Kellie)			300	
					x	IT: Books & Subscriptions (Cortez)			300	
					x	IT: Books & Subscriptions (Royce)			300	
					x	IT: Books & Subscriptions (James)			300	
<b>TOTAL OPERATING EXPENSES</b>										361,535
<b>SECTION TOTAL</b>										719,323

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Information Technology**  
**Fiscal Year 2015/2016**  
**Variance Analysis**

Acct #	Description	FY 2016 Budget	FY2015 Budget		FY2015 Estimated Actual				FY2014 Actual			FY 2013	
			FY 2015 Budget	Increase/Decrease		FY 2015 Actual 5 Months	FY 2015 Estimate	Increase/Decrease		FY 2014 Actual	Increase/Decrease		FY 2013 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	252,240	245,026	7,214	2.94%	84,557	227,937	24,303	10.66%	202,873	49,367	24.33%	181,014
500016	Longevity	4,693	3,417	1,276	37.34%	839	3,417	1,276	37.34%	3,301	1,392	42.17%	3,209
500020	Overtime	0	0	0	100%	121	121	(121)	-100.00%		0	100%	
500017	Medical Reimbursements	300	300	0	0.00%	0	300	0	0.00%	100	200	200.00%	0
500050	FICA Taxes	19,963	19,255	708	3.68%	6,418	17,316	2,647	15.29%	15,591	4,372	28.04%	13,711
500070	LGERS retirement	18,165	17,982	183	1.02%	6,038	16,259	1,906	11.72%	14,403	3,762	26.12%	12,051
500080	401k	12,847	12,385	462	3.73%	4,270	11,498	1,349	11.73%	10,166	2,681	26.37%	8,932
500160	Medical	44,858	58,543	(13,685)	-23.38%	13,844	36,676	8,182	22.31%	33,360	11,498	34.47%	28,198
500260	Dental	2,448	3,258	(810)	-24.86%	1,044	2,688	(240)	-8.91%	2,068	380	18.38%	1,960
500360	Life Insurance	806	836	(30)	-3.59%	288	782	24	3.06%	607	199	32.78%	580
500460	Disability	1,468	1,646	(178)	-10.81%	480	1,302	166	12.75%	1,084	384	35.42%	1,034
	Total Benefits	100,855	114,205	(13,350)	-11.69%	32,382	86,820	14,035	16.17%	77,379	23,476	30.34%	66,466
	<b>Total Personal Services</b>	<b>357,788</b>	<b>362,648</b>	<b>(4,860)</b>	<b>-1.34%</b>	<b>117,899</b>	<b>318,294</b>	<b>39,494</b>	<b>12.41%</b>	<b>283,553</b>	<b>74,235</b>	<b>26.18%</b>	<b>250,689</b>
604000	Professional Services - General	3,000	2,000	1,000	50.00%	267	2,000	1,000	50.00%	5,796	(2,796)	-48.24%	8,823
604043	Website Maintenance	3,400	3,200	200	6.25%	0	3,200	200	6.25%	3,100	300	9.68%	2,200
644000	Computer Tech. Support	24,400	21,300	3,100	14.55%	8,011	21,300	3,100	14.55%	19,860	4,540	22.86%	22,884
647000	Other Contractual Services	132,549	123,740	8,809	7.12%	49,920	123,740	8,809	7.12%	114,311	18,238	15.95%	143,461
650000	Travel, Per Diem, Conference Registration	12,200	9,945	2,255	22.67%	5,455	9,945	2,255	22.67%	11,764	436	3.71%	10,180
651000	Training & Education	4,500	1,850	2,650	143.24%	455	1,850	2,650	143.24%	1,151	3,349	290.96%	3,533
662000	Telecommunications	64,698	60,666	4,032	6.65%	29,831	60,666	4,032	6.65%	61,566	3,132	5.09%	60,330
664000	Rentals and Leases	11,500	11,316	184	1.63%	4,854	11,316	184	1.63%	11,375	125	1.10%	11,161
710000	General Repairs and Maintenance	12,150	16,650	(4,500)	-27.03%	6,103	16,650	(4,500)	-27.03%	10,856	1,294	11.92%	16,886
770300	Operating Supplies	61,593	40,063	21,530	53.74%	18,906	40,063	21,530	53.74%	31,197	30,396	97.43%	16,827
771000	Operating Furniture, Fixtures and Equipment	26,500	24,761	1,739	7.02%	10,833	24,761	1,739	7.02%	12,141	14,359	118.27%	19,306
780100	Dues & Memberships	1,045	1,045	0	0.00%	930	1,045	0	0.00%	415	630	151.81%	515
780500	Books & Publications	4,000	3,000	1,000	33.33%	1,421	3,000	1,000	33.33%	1,878	2,122	112.99%	2,800
	<b>Total Services &amp; Mat'ls.</b>	<b>361,535</b>	<b>319,536</b>	<b>41,999</b>	<b>13.14%</b>	<b>136,986</b>	<b>319,536</b>	<b>41,999</b>	<b>13.14%</b>	<b>285,410</b>	<b>76,125</b>	<b>26.67%</b>	<b>318,906</b>
	<b>Department Total</b>	<b>719,323</b>	<b>682,184</b>	<b>37,139</b>	<b>5.44%</b>	<b>254,885</b>	<b>637,830</b>	<b>81,492</b>	<b>12.78%</b>	<b>568,963</b>	<b>150,360</b>	<b>26.43%</b>	<b>569,595</b>

**Comments:**

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Marketing & Public Relations**  
**BASIC OPERATING BUDGET**  
**FY 2015-2016**

Fund	ARA							
Department	Marketing & Public Relations							
Department #	30							
Cost Center	00							
Source	00							127,546

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

**PERSONNEL SERVICES**

ARA	500000	30	00	00	Salaries	137,771	137,771	
ARA	500015	30	00	00	Salary Adjustment Pool		-	
ARA	500016	30	00	00	Longevity	1,890	1,890	
ARA	500018	30	00	00	Unemployment Claims		-	
ARA	500020	30	00	00	Overtime	500	500	
ARA	500090	30	00	00	LEO Special Separation Allowance		-	
ARA	500165	30	00	00	Retiree Health		-	
					<u>Benefits:</u>			
ARA	500017	30	00	00	Medical Reimbursements	200	52,572	
ARA	500030	30	00	00	Allocated Benefits			
ARA	500050	30	00	00	FICA Taxes	11,014		
ARA	500070	30	00	00	LGERS retirement	9,874		
ARA	500072	30	00	00	457 (b) Retirement Plan			
ARA	500080	30	00	00	401k	6,983		
ARA	500160	30	00	00	Medical	21,778		
ARA	500260	30	00	00	Dental	1,414		
ARA	500360	30	00	00	Life Insurance	421		
ARA	500460	30	00	00	Disability	888		
<b>TOTAL PERSONNEL SERVICES</b>								192,733

**OPERATING EXPENSES**

					Professional Services		
ARA	604000	30	00	00	Professional Services - General		12,000
					Air service development consulting - leakage study	12,000	
ARA	604016	30	00	00	Artwork and Creative Production		17,500
					Creative production (tv, radio, pr videos, in-terminal collateral)	14,000	
					Website updates (flight schedules & interactive forms)	3,500	
ARA	604017	30	00	00	Surveys, Reports & Data		14,300
					Internal marketing surveys - process, supplies, incentives	1,000	
					Thanks Again quarterly surveys	2,000	
					Community perception survey	8,000	
					SwiftTrip - fare analysis data	3,300	
ARA	641000	30	00	00	Temporary Help		-
					Holiday help; trees; etc.	-	
					<b>Travel and Training</b>		
ARA	650000	30	00	00	Travel, Per Diem, Conference Registration		19,000
					ACI Marketing conference - Sept 2015	2,200	
					ACI Jumpstart conference - June 2016	2,200	
					NCAA meetings and annual conference	3,000	
					Marketing conference - Alex - MarCom	2,200	
					Allegiant Air annual meeting - May 2016	2,000	
					Airline meeting travel expenses	2,000	
					Roundtables - Sabre, Seabury, Ailevon, etc.	1,800	
					Local travel - Tina	3,600	



**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Marketing & Public Relations**  
**BASIC OPERATING BUDGET**  
**FY 2015-2016**

Fund	ARA							
Department	Marketing & Public Relations							
Department #	30							
Cost Center	00							
Source	00							
								127,546

<b>Account Code</b>					<b>Description</b>	<b>Item Amount</b>	<b>Summary Amount</b>
Fund	Acct.	Sec.	C.C.	Source			
ARA	651000	30	00	00	Training & Education		250
					Professional development courses	250	
						-	
					<b>General Repairs and Maintenance</b>		
ARA	710000	30	00	00	General Repairs and Maintenance		400
					Piano tuning	400	
					<b>Printing &amp; Binding</b>		
ARA	730000	30	00	00	Printing & Binding		4,800
					Miscellaneous projects - annual report, brochures, etc.	2,800	
					In-terminal displays	2,000	
ARA	730001	30	00	00	Banners		2,000
					Updated banners	2,000	
					<b>Promotional Activities</b>		
ARA	740005	30	00	00	Radio		12,000
					Misc. radio	12,000	
ARA	740010	30	00	00	Billboards		32,500
					Billboard leases (outdoor, cinema screens, etc.)	30,000	
					Production costs	2,500	
ARA	740015	30	00	00	Print		15,100
					AVL - CVB Asheville Magazine - Journal Communications	2,100	
					Magazines & newspapers	13,000	
ARA	740020	30	00	00	TV		58,000
					Network - WLOS, WSPA, WYFF, FOX	48,000	
					Charter cable	10,000	
ARA	740030	30	00	00	Telephone Book		300
					Yellow Book	300	
ARA	740040	30	00	00	Web Advertising		43,000
					Per click & display advertising	38,000	
					Business to business marketing via email/web/Constant Contact	2,000	
					Social media advertising/contesting	3,000	
ARA	740050	30	00	00	Air Service Development		750
					Miscellaneous	750	
ARA	740100	30	00	00	Other Promotional Events/Sponsorships		16,000
					Flyaways	6,000	
					Corp traveler loyalty program - Thanks Again	10,000	
ARA	740101	30	00	00	Community Events/Exhibits/Sponsorships		68,000
					Sponsorships/events (misc - DTA5, FRP, Tourists, other)	25,000	
					Annual event - Aviation Day - spent only if event happens	24,000	
					Henderson Chamber sponsorships	5,000	
					Asheville Chamber sponsorships - including 5x5	7,000	
					Customer appreciation events in terminal	1,500	
					Project SOAR 2016: Event to commemorate old runway	5,000	
					PROJECT SOAR: media event - 1st flight on temp runway	500	

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Marketing & Public Relations**  
**BASIC OPERATING BUDGET**  
**FY 2015-2016**

Fund		ARA						
Department	Marketing & Public Relations							
Department #	30							
Cost Center	00							
Source	00							
								127,546
<b>Account Code</b>		<b>Description</b>					<b>Item</b>	<b>Summary</b>
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount	
ARA	740115	30	00	00	Employee/Tenant Appreciation		1,700	
					Tenant lunch	1,700		
<b>Operating Supplies</b>								
ARA	770301	30	00	00	Art Program Supplies		2,500	
					Supplies, promotional materials	1,000		
					LED fixtures - continue transition	1,500		
ARA	770305	30	00	00	Promotional Items		15,800	
					Small items/large quantities - general & events	3,000		
					DTA5 promo items - 5 events	3,000		
					Runway core plaques - mementos of original AVL runway	1,500		
					Carolina West	1,000		
					Apparel - promotional	3,000		
					Apparel - staff - restock	1,800		
					Large items / small quantities	2,500		
ARA	770310	30	00	00	Holiday Decorations		500	
					Decorations - replacement lights, supplies	500		
ARA	771000	30	00	00	Operating Furniture, Fixtures, Equipment and Software		4,100	
					Greater than \$100 & up to \$5,000			
					Shelving for storage room	400		
					Corn hole or other branded game for events	400		
					Camera lens - needed for professional quality photos for we	500		
					New event tent & panels - inflatable & custom branded	2,800		
<b>Books, Publications, Subscriptions and Memberships</b>								
ARA	780100	30	00	00	Dues & Memberships		4,687	
					Asheville Chamber	702		
					Haywood Chamber	580		
					Hendersonville Chamber	495		
					Jackson Chamber	210		
					Madison Chamber	300		
					McDowell Chamber	205		
					Mitchell County Chamber	350		
					Polk Chamber	375		
					Rutherford Chamber	250		
					Transylvania/Brevard Chamber	375		
					Yancey Chamber	280		
					AAAE	275		
					SEC AAAE	35		
					NCAA	45		
					Social media plug in service	210		
ARA	780500	30	00	00	Books, Publications, Compact Disks, Videos & Subscriptions		775	
					Photos - royalty free	300		
					Citizen-Times subscription	250		
					Times-News subscription	225		
<b>TOTAL OPERATING EXPENSES</b>							<b>345,962</b>	

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Marketing & Public Relations**  
**BASIC OPERATING BUDGET**  
**FY 2015-2016**

Fund		ARA						
Department	Marketing & Public Relations							
Department #	30							
Cost Center	00							
Source	00							
								127,546
<b>Account Code</b>		<b>Description</b>					<b>Item</b>	<b>Summary</b>
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount	
<b>SECTION TOTAL</b>								538,695

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Marketing & Public Relations**  
**Fiscal Year 2015/2016**  
**Variance Analysis**

Acct #	Description	FY 2016 Budget	FY2015 Budget				FY2015 Estimated Actual				FY2014 Actual			FY 2013
			FY 2015 Budget	Increase/Decrease		FY 2015 5 Months	FY 2015 Estimate	Increase/Decrease		FY 2014 Actual	Increase/Decrease		FY 2013 Actual	
				Amount	Percent			Amount	Percent		Amount	Percent		
500000	Salaries	137,771	136,546	1,225	0.90%	53,254	132,781	4,990	3.76%	115,984	21,787	18.78%	123,882	
500016	Longevity	1,890	0	1,890	100%	0	0	1,890	100%	0	1,890	100%	900	
500020	Overtime	500	0	500	100%	0	0	500	100%	0	500	100%	900	
500017	Medical Reimbursements	200	200	0	0.00%	0	200	0	0.00%	100	100	100.00%	0	
500050	FICA Taxes	11,014	10,843	171	1.58%	4,107	10,486	528	5.04%	8,894	2,120	23.84%	9,915	
500070	LGERS retirement	9,874	9,977	(103)	-1.03%	3,765	9,388	486	5.18%	8,008	1,866	23.30%	8,409	
500080	401k	6,983	6,871	112	1.63%	2,663	6,639	344	5.18%	5,664	1,319	23.29%	6,235	
500160	Medical	21,778	22,116	(338)	-1.53%	5,844	18,743	3,035	16.19%	15,169	6,609	43.57%	17,885	
500260	Dental	1,414	1,517	(103)	-6.79%	558	1,378	36	2.61%	1,231	183	14.87%	1,321	
500360	Life Insurance	421	452	(31)	-6.86%	176	443	(22)	-4.97%	321	100	31.15%	410	
500460	Disability	888	953	(65)	-6.82%	306	953	(65)	-6.82%	569	319	56.06%	740	
	Total Benefits	52,572	52,929	(357)	-0.67%	17,419	48,230	4,342	9.00%	39,956	12,616	31.57%	44,915	
	<b>Total Personal Services</b>	<b>192,733</b>	<b>189,475</b>	<b>3,258</b>	<b>1.72%</b>	<b>70,673</b>	<b>181,011</b>	<b>11,722</b>	<b>6.48%</b>	<b>155,940</b>	<b>36,793</b>	<b>23.59%</b>	<b>173,297</b>	
604000	Professional Services - General	12,000	10,000	2,000	20.00%	0	10,000	2,000	20.00%	0	12,000	100%		
604016	Artwork and Creative Production	17,500	26,000	(8,500)	-32.69%	11,071	27,000	(9,500)	-35.19%	17,781	(281)	-1.58%	9,337	
604017	Surveys, Reports & Data	14,300	6,800	7,500	110.29%	1,600	6,800	7,500	110.29%	6,391	7,909	123.75%	4,156	
641000	Temporary Help	0	0	0	100%	0	0	0	100%	0	0	100%	0	
650000	Travel, Per Diem, Conference Registration	19,000	12,700	6,300	49.61%	2,732	12,700	6,300	49.61%	12,245	6,755	55.17%	11,245	
651000	Training & Education	250	250	0	0.00%	0	250	0	0.00%	320	(70)	-21.88%	500	
662000	Telecommunications	0	0	0	100%	0	0	0	100%	0	0	100%	330	
710000	General Repairs and Maintenance	400	200	200	100.00%	125	200	200	100.00%	0	400	100%	95	
730000	Printing & Binding	4,800	5,500	(700)	-12.73%	5,153	6,000	(1,200)	-20.00%	3,952	848	21.46%	4,445	
730001	Banners	2,000	2,700	(700)	-25.93%	279	2,000	0	0.00%	2,181	(181)	-8.30%	2,798	
740005	Radio	12,000	12,000	0	0.00%	5,179	12,000	0	0.00%	18,654	(6,654)	-35.67%	9,362	
740010	Billboards	32,500	36,000	(3,500)	-9.72%	6,600	31,000	1,500	4.84%	35,770	(3,270)	-9.14%	31,090	
740015	Print	15,100	17,100	(2,000)	-11.70%	5,890	15,000	100	0.67%	18,861	(3,761)	-19.94%	32,224	
740020	TV	58,000	64,000	(6,000)	-9.38%	14,148	60,000	(2,000)	-3.33%	62,900	(4,900)	-7.79%	59,446	
740030	Telephone Book	300	600	(300)	-50.00%	203	500	(200)	-40.00%	900	(600)	-66.67%	1,011	
740040	Web Advertising	43,000	47,000	(4,000)	-8.51%	14,381	46,000	(3,000)	-6.52%	38,219	4,781	12.51%	28,950	
740050	Air Service Development	750	750	0	0.00%	255	750	0	0.00%	507	243	47.93%	590	
740100	Promotional Events/Sponsorships	16,000	18,000	(2,000)	-11.11%	4,554	17,000	(1,000)	-5.88%	17,819	(1,819)	-10.21%	13,728	
740101	Other Community Events/Exhibits/Sponsorships	68,000	47,000	21,000	44.68%	7,108	34,500	33,500	97.10%	41,931	26,069	62.17%	53,437	
740115	Employee/Tenant Appreciation	1,700	1,700	0	0.00%	1,547	1,547	153	9.89%	1,618	82	5.07%	1,350	
770301	Art Program	2,500	2,000	500	25.00%	518	2,500	0	0.00%	1,063	1,437	135.18%	810	
770305	Promotional Items	15,800	11,000	4,800	43.64%	2,865	11,000	4,800	43.64%	9,614	6,186	64.34%	11,460	
770310	Holiday Decorations	500	4,500	(4,000)	-88.89%	4,464	4,464	(3,964)	-88.80%	7,282	(6,782)	-93.13%	741	
771000	Operating Furniture, Fixtures and Equipment	4,100	2,700	1,400	51.85%	0	2,700	1,400	51.85%	874	3,226	369.11%	226	
780100	Dues & Memberships	4,687	4,725	(38)	-0.80%	1,228	4,800	(113)	-2.35%	4,565	122	2.67%	4,667	
780500	Books & Publications	775	775	0	0.00%	127	775	0	0.00%	359	416	115.88%	459	
	<b>Total Services &amp; Mat'ls.</b>	<b>345,962</b>	<b>334,000</b>	<b>11,962</b>	<b>3.58%</b>	<b>90,027</b>	<b>309,486</b>	<b>36,476</b>	<b>11.79%</b>	<b>303,806</b>	<b>42,156</b>	<b>13.88%</b>	<b>282,457</b>	
	<b>Department Total</b>	<b>538,695</b>	<b>523,475</b>	<b>15,220</b>	<b>2.91%</b>	<b>160,700</b>	<b>490,497</b>	<b>48,198</b>	<b>9.83%</b>	<b>459,746</b>	<b>78,949</b>	<b>17.17%</b>	<b>455,754</b>	

**Comments:**

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Operations**  
**BASIC OPERATING BUDGET**  
**FY 2015-2016**

Fund	ARA							
Department	Operations							
Department #	40							
Cost Center	00							
Source	00							1,025,454

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

**PERSONNEL SERVICES**

ARA	500000	40	10	00	Salaries	984,467	984,467
ARA	500016	40	10	00	Longevity	21,494	21,494
ARA	500020	40	10	00	Overtime...Includes O/T for 3 New Ops Positions	30,000	30,000
<b>Benefits:</b>							
ARA	500017	40	10	00	Medical Reimbursements	400	538,060
ARA	500050	40	10	00	FICA Taxes	80,288	
ARA	500070	40	10	00	LGERS retirement	73,242	
ARA	500080	40	10	00	401k	51,798	
ARA	500160	40	10	00	Medical	305,613	
ARA	500260	40	10	00	Dental	16,170	
ARA	500360	40	10	00	Life Insurance	3,916	
ARA	500460	40	10	00	Disability	6,633	

**TOTAL PERSONNEL SERVICES** 1,574,021

**OPERATING EXPENSES**

**Professional Services**

ARA	641000	40	10	00	Temporary Help		85,000
					Temporary Help	85,000	

**Contractual Services**

ARA	645000	40	60	00	Landscaping		9,420
					RAC Contract	9,420	
ARA	646500	40	80	00	Parking Management Contract		400,720
					Payroll, Benefits & Operating Expenses	334,599	
					Management Fee	66,121	
ARA	647000	40	10	00	Other Contractual Services		72,668
					Automatic Door Contract	6,800	
					Uniform Cleaning & Mats (Maintenance & Janitorial)	16,000	
					Loading Bridge Maintenance Contract	4,100	
					Load Bank Generator Test	3,200	
					State & NCDOL Inspections	1,000	
					Fire Sprinkler Inspections/Backflow/Halation/Crane	4,000	
					Waste Removal & Recycling	13,285	
					RAC Waste Removal and Recycling	4,500	
					Pest Control	1,750	
					RAC Pest Control	533	
					Wildlife Program	13,000	
					Annual Continuous Runway Friction Testing		
					Lobby Plants	4,500	
ARA	700100	40	10	00	Elevator Maintenance Contract		2,280
					Elevator Maintenance Contract	2,280	
ARA	700200	40	10	00	Fire Alarm Systems Contract		15,500
					Fire Alarm Systems-Infinity & Monitoring fees	1,000	
					Fire Alarm Systems-Simplex	14,500	

**Travel and Training**

ARA	650000	40	10	00	Travel, Per Diem, Conference Registration		13,100
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**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Operations**  
**BASIC OPERATING BUDGET**  
**FY 2015-2016**

Fund		ARA										
Department	Operations											
Department #	40											
Cost Center	00											
Source	00											1,025,454
<b>Account Code</b>						<b>Description</b>		<b>Item</b>		<b>Summary</b>		
Fund	Acct.	Sec.	C.C.	Source				Amount		Amount		
						SEC Annual Conference		1,200				
						NCAA Conference		800				
						AGTA Conference (1)		2,500				
						Annual Snow Symposium (2)		4,200				
						FAA Annual Cert. Conference (2)						
						Safety Conferences		2,000				
						Local Travel		2,400				
ARA	651000	40	10	00		Training & Education				8,000		
						Professional Development		500				
						Safety Programs		3,000				
						ASOS (3)		4,500				
						<b>Utility Services</b>						
ARA	681000	40	20	00		Electricity TA8918 Terminal 208				140,062		
						61 Terminal Dr (727 171 5729)		140,062				
ARA	681500	40	20	00		Electricity TH4698 Landside Restaurant & GRAA Storage areas				21,667		
						61 Terminal Dr (183 474 0183)		4,943				
						Airside Restaurant and Freezer		16,724				
ARA	682500	40	20	00		Electricity TH4217 DPS Bldg Old				4,200		
						43 Terminal Drive (726 522 5727)		4,200				
ARA	689400	40	20	10		Electricity TR2714 DPS Bldg New				23,600		
						136 Wright Brother Way (640-377-9462)		23,600				
ARA	683000	40	20	00		Electricity TK0203 Maint Bldgs				12,233		
						15 Aviation Way (590 232 5728)		12,233				
ARA	683500	40	20	00		Electricity W10456 Vgate-8AW				414		
						21 Aviation Way (798 342 2663)		414				
ARA	684000	40	20	00		Electricity S93746 GA Sewer Lift				775		
						1 Aviation Way (153 235 5813)		775				
ARA	685600	40	20	00		Electricity TF3027 480V TAFRDP				130,891		
						61 Terminal Dr (447 711 2884)		130,891				
ARA	686000	40	20	00		Electricity YK5320 Cargo Bldg				801		
						41 Terminal Dr (527 340 0993)		801				
ARA	687000	40	20	00		Electricity W12777 ODLGriffen				-		
						21 Aviation Way (465 604 2167) WNC Lease		-				
ARA	688500	40	60	00		Electricity RAC CAM S83383				14,000		
						87 Rental Car Dr (319 694 7927)		14,000				
ARA	689000	40	80	00		Electricity TH6583 WBW St Light				4,913		
						Wright Brothers Way (317 794 7458)		4,913				
ARA	689100	40	90	00		Electricity VF0723 Pinner Rd Rental House				-		
						(129 615 7405)		-				
ARA	689200	40	80	00		Electricity YT5631 LowerOverflow				1,974		
						(606 016 2549)		1,974				
ARA	689300	40	20	00		Electricity Lav Cart Dump Station				-		
ARA	690000	40	10	00		Nat Gas 635822 Terminal				24,454		
						61 Terminal Dr (3-1981-0349-9500)		24,454				
ARA	691500	40	20	00		Nat Gas 568135 Operations Office Bldg A (East)				11,249		
						15 Aviation Way (2-2100-7146-7120)		11,249				

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Operations**  
**BASIC OPERATING BUDGET**  
**FY 2015-2016**

Fund	ARA							
Department	Operations							
Department #	40							
Cost Center	00							
Source	00							1,025,454

Account Code						Description	Item	Summary
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount	
ARA	692000	40	20	00	Nat Gas 446155 Main Bldg B (West)		5,855	
					15 Aviation Way (8-1981-0349-9521)	5,855		
ARA	692500	40	20	00	Nat Gas 384909 DPS Bldg Old		2,000	
					43 Terminal Dr (2-1981-0440-0092)	2,000		
ARA	690300	40	20	00	Nat Gas 508999/509070 DPS Bldg New		7,000	
					136 Wright Brothers Way (2-2101-0054-6510)	7,000		
ARA	693000	40	20	00	Nat Gas 250049 CAP Bldg		-	
					21 Aviation Way (1-1981-0349-9513) WNC Lease	-		
ARA	695000	40	10	00	Water 11946022/11946024 Term		32,000	
					61 Terminal Dr (2111887-1140018)	32,000		
ARA	695500	40	00	00	Water 47313873 Maint Bldg A E		-	
					15 Aviation Way (2111879-1339978)	-		
ARA	696000	40	20	00	Water 11703893 Public Saf Bldg-Old		250	
					43 Terminal Dr (2111883-1139998)	250		
ARA	697600	40	20	00	Water 102059 Public Saf Bldg-New		4,800	
					136 Wright Brothers Way (1264268/139442887)	4,800		
ARA	696500	40	20	00	Water 12439009 Air Cargo Bldg		150	
					41 Terminal Dr (2111885-1140008)	150		
ARA	697000	40	00	00	Water 43119699 ODL Griffen Bldg		-	
					21 Aviation Way (2111877-1139968) WNC Lease	-		
ARA	697500	40	20	00	Water 11459507/70162311 New Maint Bldg (East)		2,750	
					15 Aviation Way (2111887-1580708)	2,750		
ARA	698000	40	60	00	Water 11946005/70182576 RAC		19,000	
					65 Rental Car Dr (2293169-1587918)	19,000		
ARA	698500	40	80	00	Water 1013844 Toll Plaza Office		1,389	
					70 Terminal Dr	1,389		
<b>General Repairs and Maintenance</b>								
ARA	710100	40	10	00	Terminal, Buildings and Grounds		157,000	
					Terminal, Building & Grounds General Repairs	22,500		
					Door Hardware	5,000		
					Forbo Replacement	5,000		
					Terminal & Grounds Lighting Fixtures and bulbs	13,000		
					Baggage Belts	5,000		
					Equipment Rental	5,000		
					Roofing Maintenance	5,000		
					HVAC Repairs	12,000		
					Signs	8,000		
					Lime, Fertilizer, Mulch & Plants	14,000		
					Loading Bridges, PC Air/GPU's	10,000		
					RAC Light Poles, Fencing, Backflow/Fire Line & Building	12,000		
					Light Poles, Fencing.	5,000		
					Crosswalk Sealing (1)	7,500		
					Sewer Cleanout & Repair	3,000		
					Pavement Maintenance Program	15,000		
					Rental Homes, Advantage West, DPS, CAP, & WNC Building	10,000		

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Operations**  
**BASIC OPERATING BUDGET**  
**FY 2015-2016**

Fund	ARA							
Department	Operations							
Department #	40							
Cost Center	00							
Source	00							1,025,454

<b>Account Code</b>					<b>Description</b>	<b>Item Amount</b>	<b>Summary Amount</b>
Fund	Acct.	Sec.	C.C.	Source			
ARA	710200	40	20	00	Vehicles and Heavy Equipment		68,451
					Airfield Vehicles & Heavy Equipment	50,000	
					Landside Vehicles & Heavy Equipment	15,000	
					Authority Vehicle Tax & Tags	3,451	
ARA	710300	40	20	00	Airport and Airfield Equipment		18,000
					Airfield Lighting, Runway Painting, & Electrical Vault	18,000	
					<b>Printing &amp; Binding</b>		
ARA	730000	40	10	00	Printing & Binding		1,500
					Printing & Binding, Forms/Permits/	1,500	
					<b>Promotional Activities</b>		
ARA	740115	40	10	00	Employee/Tenant Appreciation		500
					Employee/Conference Hosting/Snow Team Food	500	
					<b>Operating Supplies</b>		
ARA	770100	40	10	00	Vehicle Fuel		38,000
					Vehicle Fuel	38,000	
ARA	770200	40	10	00	Shop Supplies		4,000
					Shop Supplies	4,000	
ARA	770300	40	10	00	Operating Supplies		18,690
					Operating Supplies	6,000	
					Finger Print/Badging	12,690	
ARA	770400	40	10	00	Chemicals & Safety		72,100
					Chemicals & Safety	4,100	
					De-icing Chemicals	68,000	
ARA	770500	40	10	00	Small Tools and Equipment		7,500
					Small Tools & Equipment	7,500	
ARA	770600	40	10	00	Custodial Supplies		18,000
					Cleaning Supplies/Mop Heads/Trash Can Liners etc.	18,000	
ARA	770650	40	10	00	Custodial Consumables		36,000
					Soap/Paper Towels/Toilet Paper/Seat Covers	36,000	
ARA	771000	40	10	00	Operating Furniture, Fixtures, Equipment and Software		1,500
					Greater than \$100 & up to \$5,000	1,500	
ARA	771500	40	10	00	Uniforms		3,500
					Employee Shoe Allowance	1,500	
					Winter Weather Gear	1,600	
					Prescription Safety Glasses	400	



**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Operations**  
**BASIC OPERATING BUDGET**  
**FY 2015-2016**

Fund		ARA						
Department		Operations						
Department #		40						
Cost Center		00						
Source		00						1,025,454
<b>Account Code</b>					<b>Description</b>		<b>Item Amount</b>	<b>Summary Amount</b>
Fund	Acct.	Sec.	C.C.	Source				
					<b>Books, Publications, Subscriptions and Memberships</b>			
ARA	780100	40	10	00	Dues & Memberships			3,250
					AAAE-8	2,200		
					AGTA-2	450		
					SEC-8	280		
					NCAA Annual Dues 8	320		
ARA	780500	40	10	00	Books, Publications, Compact Disks, Videos & Subscriptions			500
						500		
ARA	780503	40	10	00	Licenses & Certifications			660
					CDL Licenses	500		
					NC Fire Sprinkler Licenses	160		
					<b>TOTAL OPERATING EXPENSES</b>			1,522,266
					<b>SECTION TOTAL</b>			3,096,287

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Operations**  
**Fiscal Year 2015/2016**  
**Variance Analysis**

Acct #	Description	FY 2016 Budget	FY2015 Budget		FY2015 Estimated Actual				FY2014 Actual			FY 2013	
			FY 2015 Budget	Increase/Decrease		FY 2015 Actual 5 Months	FY 2015 Estimate	Increase/Decrease		FY 2014 Actual	Increase/Decrease		FY 2013 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	984,467	996,194	(11,727)	-1.18%	398,124	955,498	28,969	3.03%	901,750	82,717	9.17%	805,491
500016	Longevity	21,494	19,381	2,113	10.90%	8,423	20,215	1,279	6.33%	17,555	3,939	22.44%	14,874
500020	Overtime	30,000	30,000	0	0.00%	10,644	25,546	4,454	17.44%	29,776	224	0.75%	20,060
500017	Medical Reimbursements	400	400	0	0.00%	100	240	160	66.67%	400	0	0.00%	400
500050	FICA Taxes	80,288	81,631	(1,343)	-1.65%	30,616	73,478	6,810	9.27%	69,804	10,484	15.02%	62,495
500070	LGERS retirement	73,242	76,411	(3,169)	-4.15%	29,495	70,788	2,454	3.47%	65,974	7,268	11.02%	56,369
500080	401k	51,798	52,625	(827)	-1.57%	20,860	50,064	1,734	3.46%	46,657	5,141	11.02%	41,781
500160	Medical	305,613	344,834	(39,221)	-11.37%	84,145	201,948	103,665	51.33%	232,665	72,948	31.35%	210,944
500260	Dental	16,170	19,052	(2,882)	-15.13%	6,139	14,734	1,436	9.75%	14,460	1,710	11.83%	13,296
500360	Life Insurance	3,916	4,437	(521)	-11.74%	1,578	3,787	129	3.40%	3,357	559	16.65%	3,188
500460	Disability	6,633	7,848	(1,215)	-15.48%	2,402	5,765	868	15.06%	5,377	1,256	23.36%	5,439
	Total Benefits	538,060	587,238	(49,178)	-8.37%	175,335	420,804	117,256	27.86%	438,694	99,366	22.65%	393,912
	<b>Total Personal Services</b>	<b>1,574,021</b>	<b>1,632,813</b>	<b>(58,792)</b>	<b>-3.60%</b>	<b>592,526</b>	<b>1,422,062</b>	<b>151,959</b>	<b>10.69%</b>	<b>1,387,775</b>	<b>186,246</b>	<b>13.42%</b>	<b>1,234,337</b>
604020	Physicals and Drug Screens	0	0	0	100%	0	0	0	100%	0	0	100%	0
641000	Temporary Help	85,000	70,000	15,000	21.43%	41,540	85,000	0	0.00%	68,834	16,166	23.49%	67,232
645000	Landscaping	9,420	9,420	0	0.00%	3,925	9,420	0	0.00%	9,420	0	0.00%	9,600
646500	Parking Management Contract	400,720	380,719	20,001	5.25%	166,140	398,736	1,984	0.50%	372,970	27,750	7.44%	351,964
647000	Other Contractual Services	72,668	75,419	(2,751)	-3.65%	26,741	73,000	(332)	-0.45%	53,250	19,418	36.47%	52,664
700100	Elevator Maintenance Contract	2,280	4,000	(1,720)	-43.00%	1,814	4,354	(2,074)	-47.63%	4,223	(1,943)	-46.01%	35,417
700200	Fire Alarm Systems Contract	15,500	15,500	0	0.00%	7,045	16,908	(1,408)	-8.33%	14,305	1,195	8.35%	14,314
650000	Travel, Per Diem, Conference Registration	13,100	14,750	(1,650)	-11.19%	1,033	13,250	(150)	-1.13%	15,591	(2,491)	-15.98%	14,871
651000	Training & Education	8,000	6,400	1,600	25.00%	479	6,700	1,300	19.40%	989	7,011	708.90%	1,561
681000	Electricity TA8918 Terminal 208	140,062	141,763	(1,701)	-1.20%	60,144	144,346	(4,284)	-2.97%	132,324	7,738	5.85%	127,337
681500	Electricity TH4698 Restaurant	21,667	20,623	1,044	5.06%	2,084	21,000	667	3.18%	4,564	17,103	374.74%	4,376
682500	Electricity TD0460 DPS Bldg-Old	4,200	4,000	200	5.00%	2,504	6,010	(1,810)	-30.11%	9,828	(5,628)	-57.26%	9,877
689400	Electricity TR2714 DPS Bldg-New	23,600	28,400	(4,800)	-16.90%	3,843	24,000	(400)	-1.67%	0	23,600	100%	0
683000	Electricity TF6197 Maint Bldg	12,233	12,124	109	0.90%	5,035	12,084	149	1.23%	11,700	533	4.56%	11,268
683500	Electricity W10456 Vgate-8AW	414	420	(6)	-1.43%	163	391	23	5.83%	389	25	6.43%	324
684000	Electricity S93746 GA Sewer Lift	775	792	(17)	-2.15%	303	727	48	6.57%	765	10	1.31%	590
685600	Electricity TF3027 480V TAFRDP	130,891	132,108	(1,217)	-0.92%	54,353	130,447	444	0.34%	124,586	6,305	5.06%	115,497
686000	Electricity YK5320 Cargo Bldg	801	554	247	44.58%	340	816	(15)	-1.84%	536	265	49.44%	278
687000	Electricity W12777 ODLGriffin	0	0	0	100%	0	0	0	100%	0	0	100%	0
688500	Electricity RAC CAM S83383	14,000	15,527	(1,527)	-9.83%	5,350	13,750	250	1.82%	13,708	292	2.13%	13,757
689000	Electricity TH6583 WBW St Light	4,913	5,546	(633)	-11.41%	1,851	4,900	13	0.27%	5,133	(220)	-4.29%	4,834
689100	Electricity VF0723 Pinner Rd RH	0	0	0	100%	0	0	0	100%	0	0	100%	361
689200	Electricity YT5631 Lower Overflow	1,974	1,156	818	70.76%	1,017	2,441	(467)	-19.12%	1,361	613	45.04%	506
689300	Electricity SA3067 Lav Cart	0	780	(780)	-100.00%	(149)	(358)	358	-100.00%	418	(418)	-100.00%	701
690000	Natural Gas 635822 Terminal	24,454	24,191	263	1.09%	5,670	24,000	454	1.89%	24,418	36	0.15%	20,593
691500	Natural Gas 568135 Operations	11,249	10,425	824	7.90%	2,255	11,000	249	2.26%	10,726	523	4.88%	9,715
692000	Natural Gas 446155 Main Bldg A West	5,855	5,350	505	9.44%	1,207	5,700	155	2.72%	5,579	276	4.95%	4,629
692500	Natural Gas 384909 DPS Bldg-Old	2,000	1,200	800	66.67%	780	1,200	800	66.67%	2,798	(798)	-28.52%	3,438
690300	Natural Gas 580999/509070 DPS Bldg-New	7,000	18,975	(11,975)	-63.11%	1,351	6,800	200	2.94%	0	7,000	100%	0
693000	Natural Gas 250049 CAP Bldg	0	0	0	100%	0	0	0	100%	0	0	100%	0
695000	Water 70185431/70185433 Term	32,000	41,500	(9,500)	-22.89%	10,021	31,000	1,000	3.23%	33,883	(1,883)	-5.56%	21,106
695500	Water 47313873 Maint Bldg A E	0	0	0	100%	0	0	0	100%	0	0	100%	0
696000	Water 37667083 Public Saf Bldg-Old	250	250	0	0.00%	228	300	(50)	-16.67%	731	(481)	-65.80%	575
697600	Water 1264268/139442887 DPS-New	4,800	950	3,850	405.26%	765	4,650	150	3.23%	0	4,800	100%	0
696500	Water 83562624 Air Cargo Bldg	150	290	(140)	-48.28%	24	150	0	0.00%	88	62	70.45%	231
697000	Water 43119699 ODL Griffin Bldg	0	0	0	100%	0	0	0	100%	0	0	100%	0

Acct #	Description	FY 2016 Budget	FY2015 Budget		FY2015 Estimated Actual				FY2014 Actual			FY 2013	
			FY 2015 Budget	Increase/Decrease		FY 2015 Actual 5 Months	FY 2015 Estimate	Increase/Decrease		FY 2014 Actual	Increase/Decrease		FY 2013 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
697500	Water 70162311 New Maint Bldg	2,750	2,875	(125)	-4.35%	881	2,700	50	1.85%	2,666	84	3.15%	2,738
698000	Water 70182576/70182577 RAC	19,000	16,500	2,500	15.15%	5,886	18,500	500	2.70%	16,768	2,232	13.31%	16,432
698500	Water 1013844 Toll Plaza Office	1,389	1,349	40	2.97%	0	0	1,389	100%	0	1,389	100%	0
710100	Terminal, Buildings and Grounds	157,000	233,200	(76,200)	-32.68%	47,915	150,000	7,000	4.67%	89,828	67,172	74.78%	241,863
710200	Vehicles and Heavy Equipment	68,451	78,000	(9,549)	-12.24%	25,838	68,000	451	0.66%	55,639	12,812	23.03%	64,390
710300	Airport and Airfield Equipment	18,000	15,500	2,500	16.13%	15,727	17,500	500	2.86%	6,087	11,913	195.71%	15,830
730000	Printing & Binding	1,500	1,500	0	0.00%	183	1,500	0	0.00%	1,481	19	1.28%	3,370
740115	Employee/Tenant Appreciation	500	500	0	0.00%	0	500	0	0.00%	312	188	60.26%	461
770100	Vehicle Fuel	38,000	43,000	(5,000)	-11.63%	16,819	39,000	(1,000)	-2.56%	37,416	584	1.56%	36,936
770200	Shop Supplies	4,000	5,000	(1,000)	-20.00%	260	5,000	(1,000)	-20.00%	3,388	612	18.06%	2,534
770300	Operating Supplies	18,690	18,690	0	0.00%	4,490	18,690	0	0.00%	15,570	3,120	20.04%	1,244
770400	Chemicals & Safety	72,100	79,012	(6,912)	-8.75%	1,747	79,012	(6,912)	-8.75%	38,984	33,116	84.95%	1,363
770500	Small Tools and Equipment	7,500	7,500	0	0.00%	2,693	7,500	0	0.00%	6,527	973	14.91%	6,432
770600	Custodial Supplies	18,000	12,000	6,000	50.00%	6,720	17,000	1,000	5.88%	19,158	(1,158)	-6.04%	12,765
770650	Custodial Consumables	36,000	33,000	3,000	9.09%	13,446	33,000	3,000	9.09%	27,500	8,500	30.91%	28,943
771000	Operating Furniture, Fixtures and Equipment	1,500	750	750	100.00%	1,304	1,500	0	0.00%	327	1,173	358.72%	2,655
771500	Uniforms	3,500	4,400	(900)	-20.45%	328	4,400	(900)	-20.45%	1,145	2,355	205.68%	1,328
780100	Dues & Memberships	3,250	2,425	825	34.02%	630	2,425	825	34.02%	1,115	2,135	191.48%	1,065
780500	Books & Publications	500	500	0	0.00%	0	0	500	100%	0	500	100%	189
780503	Licenses & Certifications	660	660	0	0.00%	0	0	660	100%	575	85	14.78%	525
	<b>Total Services &amp; Mat'ls.</b>	<b>1,522,266</b>	<b>1,599,493</b>	<b>(77,227)</b>	<b>-4.83%</b>	<b>552,723</b>	<b>1,518,949</b>	<b>3,317</b>	<b>0.22%</b>	<b>1,247,603</b>	<b>274,663</b>	<b>22.02%</b>	<b>1,338,679</b>
	<b>Department Total</b>	<b>3,096,287</b>	<b>3,232,306</b>	<b>(136,019)</b>	<b>-4.21%</b>	<b>1,145,249</b>	<b>2,941,011</b>	<b>155,276</b>	<b>5.28%</b>	<b>2,635,378</b>	<b>460,909</b>	<b>17.49%</b>	<b>2,573,016</b>

**Comments:**

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
FY2015/2016 PROJECTED CAPITAL CARRYOVER**

Description	Amount Authorized	Estimated Spending Through 6/30/2015	Estimated Balance to Carryover	FAA-AIP Entitlement	FAA-AIP Discretionary	NC DOT Grants	PFC'S Currently Approved	Airport Funds
Airfield Redevelopment-Bid Package 2 (1)	13,057,678	3,500,000	9,557,678	-	9,557,678		-	-
<b>TOTAL CARRYOVER</b>	<b>\$ 13,057,678</b>	<b>\$ 3,500,000</b>	<b>\$ 9,557,678</b>	<b>\$ -</b>	<b>\$ 9,557,678</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>

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

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
CAPITAL BUDGET  
FISCAL YEAR 2015/2016**

Description	Total	Funding Source				
		FAA- AIP Entitlements	FAA- AIP Discretionary	NCDOT Grants	Currently Approved PFC's	Airport Funds
<b>Capital Improvements (1)</b>						
Airfield Redevelopment - Bid Package 3	\$ 7,798,120	\$ 1,500,000	\$ 6,298,120	\$ -	\$ -	\$ -
<b>Total Capital Improvements</b>	<b>7,798,120</b>	<b>1,500,000</b>	<b>6,298,120</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Renewal and Replacement</b>						
ARFF Truck	1,000,000	300,000	\$ 274,750			425,250
Turnout Gear Replacement-Phase 2	10,345					10,345
Board Room Chairs	8,000					8,000
Brochure Rack Display	15,000					15,000
Board Room Technology Refresh	7,200					7,200
Accounting & Financial System Replacement	350,000					350,000
Disaster Recovery & Backup	49,000					49,000
LCD upgrades-Phase 4	35,500					35,500
Wireless System Upgrade	45,000					45,000
Vehicle Replacements	43,040					43,040
LED Lighting - Gates 4-7	22,436					22,436
Airfield Broom & Snow Blower	1,000,000	700,000				300,000
Old DPS Demo and Water Line	56,000					56,000
						-
<b>Total Renewal and Replacement</b>	<b>2,641,521</b>	<b>1,000,000</b>	<b>274,750</b>	<b>-</b>	<b>-</b>	<b>1,366,771</b>
<b>Total</b>	<b>\$ 10,439,641</b>	<b>\$ 2,500,000</b>	<b>\$ 6,572,870</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 1,366,771</b>

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

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

**Development**

**CAPITAL BUDGET / PERSONNEL REQUEST**  
**FY 2015-2016**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

<b>Fund</b>	<b>Acct.</b>	<b>Sec.</b>	<b>C.C.</b>	<b>Source</b>	<b>Description</b>	<b>Amount</b>
ARA	0	70	0	0	Airfield Redevelopment Project - Bid Pkg 3	\$7,798,120

Bid Package 3 of the Airfield Re-development Project includes engineering services, RPR services, and construction for replacement of existing Runway 16/34, including demolition of existing facilities, site preparation, drainage systems, utilities and associated work.

This phase of the project is to be funded with \$1,500,000 in AIP Entitlement Funds, and the remainder with AIP Discretionary Funds, which are expected to be in excess of the required expenses in this budget year. Excess funds will be used mainly to reimburse the Authority for prior eligible expenses not yet included in a grant.

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

**TITLE:**

**HIRE DATE:**

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

**Development**

**CAPITAL BUDGET / PERSONNEL REQUEST  
FY 2015-2016**

**JUSTIFICATION SCHEDULE**

<input type="checkbox"/>	Capital Improvement		
<input checked="" type="checkbox"/>	Equipment and Small Capital Outlay	Fund	ARA
<input type="checkbox"/>	Renewal and Replacement	Department Number	70
<input type="checkbox"/>	Personnel Request	Cost Center	0

**DESCRIPTION & JUSTIFICATION**

<b>Fund</b>	<b>Acct.</b>	<b>Sec.</b>	<b>C.C.</b>	<b>Source</b>	<b>Description</b>	<b>Amount</b>
ARA	0	70	0	0	ARFF Truck	\$1,000,000

ARFF Equipment

The current 1989 1500 gallon twin agent (foam/dry chemical) Oshkosh ARFF truck (Rescue 2) has 26 years of service. According to the American Public Works Association, recommended fire apparatus service times in North Carolina should not exceed 15 years of mainline service, with an additional 5 years of reserve status. This truck requires replacement due to its age and condition.

GARAA is proposing to replace Rescue 2 with a 3,000 gallon twin agent ARFF truck. In addition to providing a larger quantity of firefighting water and agent, as commercial flight operations continue to transition back to larger mainline aircraft, it is expected that an increase in the airport's required ARFF Index under FAA requirements will be necessary. The larger truck will allow the airport to meet that goal in an easier and more efficient manner.

ARFF equipment is AIP eligible, and as shown in the current CIP, this equipment purchase would be funded with \$300,000 of Entitlement Funds, \$274,750 of Discretionary Funds, and \$425,250 of Airport Capital.

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

**TITLE:**

**HIRE DATE:**

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

Public Safety

**CAPITAL BUDGET / PERSONNEL REQUEST**  
**FY 2015-2016**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

<b>Fund</b>	<b>Acct.</b>	<b>Sec.</b>	<b>C.C.</b>	<b>Source</b>	<b>Description</b>	<b>Amount</b>
ARA	0	50	0	0	Turnout Gear Replacement PHASE TWO	\$ 10,345

Currently DPS has 5 sets of turnout gear in use that were manufactured in 2007, or before. NFPA 1851 states that turnout gear shall be replaced 10 years after its manufacture date.

Current contract pricing on gear is \$1,933 per set plus 7% sales tax (\$2,069).

Phase one of the Turnout Gear replacement covered 8 sets. Phase two will cover 5 sets, and Phase three will cover 3 sets.

NOTE:

**TITLE:**

**HIRE DATE:**



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

Public Safety

**CAPITAL BUDGET / PERSONNEL REQUEST**  
**FY 2015-2016**

**JUSTIFICATION SCHEDULE**

<input type="checkbox"/>	Capital Improvement			
<input type="checkbox"/>	Equipment and Small Capital Outlay		Fund	ARA
<input type="checkbox"/>	Renewal and Replacement		Department Number	50
<input checked="" type="checkbox"/>	Personnel Request		Cost Center	20

**DESCRIPTION & JUSTIFICATION**

<b>Fund</b>	<b>Acct.</b>	<b>Sec.</b>	<b>C.C.</b>	<b>Source</b>	<b>Description</b>	<b>Amount</b>
ARA	0	50	0	0	Requiring all DPS personnel to obtain their NC EMT certification and upgrade equipment	\$ 27,222

It is recommended that all DPS members be required to obtain and maintain a NC Emergency Medical Technician certification and that the department obtain Provider Status with Buncombe County EMS and coordinate all training and care protocols with Buncombe County Emergency Medical Services. Departments providing emergency medical response typically partner with their county's Medical Director and Emergency Medical Service (EMS) to provide emergency medical care. The Medical Director, who is a licensed medical doctor, authorizes personnel within the County's EMS system to provide medical care to people under his license. Departments are referred to as "providers" and have to meet the criteria established by the Medical Director. Training requirements, quality control, and program oversight are provided by the EMS service of the county under the guidance of the Medical Director.

The amount above covers initial startup costs for the program. Recurring expenses to support this program are estimated to be \$6,000 annually.

NOTE:

**TITLE:**

**HIRE DATE:**

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

**Executive**

**CAPITAL BUDGET / PERSONNEL REQUEST  
FY 2015-2016**

**JUSTIFICATION SCHEDULE**

<input type="checkbox"/>	Capital Improvement	Fund	ARA
<input checked="" type="checkbox"/>	Equipment and Small Capital Outlay	Department Number	<b>05</b>
<input type="checkbox"/>	Renewal and Replacement	Cost Center	0
<input type="checkbox"/>	Personnel Request		

**DESCRIPTION & JUSTIFICATION**

<b>Fund</b>	<b>Acct.</b>	<b>Sec.</b>	<b>C.C.</b>	<b>Source</b>	<b>Description</b>	<b>Amount</b>
ARA	0	05	0	0		\$ 8,000.00

New Board Room Chairs - Quantity of 10. Current ones are over 7 years old and are starting to break.

NOTE:

**TITLE:**

**HIRE DATE:**

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

**Guest Services**

**CAPITAL BUDGET / PERSONNEL REQUEST  
FY 2015-2016**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

<b>Fund</b>	<b>Acct.</b>	<b>Sec.</b>	<b>C.C.</b>	<b>Source</b>	<b>Description</b>	<b>Amount</b>
ARA		60	0	0	New brochure rack display	\$ 15,000

The existing brochure display cases in the Guest Services area of the airport are old and falling apart. Renewal is needed. In addition to renewing, we propose adding a few marketable displays built into the cases, to help offset the cost by providing a way to bring more revenue to the advertising program.

The new case would be more modern, and match the rest of the display units in the airport. Additionally, the new display advertising options would bring an estimated \$400/month to the advertising program, or \$4,800 per year.

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

**TITLE:**

**HIRE DATE:**

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Information Technology  
CAPITAL BUDGET / PERSONNEL REQUEST  
FY 2015-2016**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	20	0	0	Board Room Refresh	\$ 7,200

The existing board room technology was installed over 7 years ago and continues to run today, however, the projector's useful life will be ending at the end of 2015. Newer technology uses wireless to connect directly to the projector, bypassing costly cabling that may or may not have the right types of adapters for laptops, tablets and/or phones connecting to the system to make a presentation. Furthermore, this project will replace all the wireless speakers.

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

**TITLE:**

**HIRE DATE:**

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Information Technology  
CAPITAL BUDGET / PERSONNEL REQUEST  
FY 2015-2016**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	20	0	0	Accounting and Financial System	\$ 350,000

We experience a lot of inefficiencies with the current accounting system which we need to address. The purchase order process should be more automated and streamlined to reduce turnaround time. The department heads need the ability to create the requisitions, electronically forward for approvals and resulting in completed purchase orders without paper forms moving from desk to desk. The completed purchase orders should also update the fixed asset module, when appropriate.

The payroll process is also very manual and should be enhanced with a new system. For example, to determine the amount to pay to third parties for payroll taxes, insurance, etc., a significant amount of manual calculations must be done, when the accounting system should handle this process. We would also benefit from a user inquiry system that would allow department heads read only access to their budget balances and transactions so they can more easily monitor their budgets.

A more efficient system would not only help prevent errors which can currently occur as a result of a lot of manual operations, but would also reduce the amount of time required to complete these processes.

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

**TITLE:**

**HIRE DATE:**

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Information Technology  
CAPITAL BUDGET / PERSONNEL REQUEST  
FY 2015-2016**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	20	0	0	Disaster Recovery & Backup	\$ 49,000

The existing backup solution is 7 Terabytes in size. This system is providing crucial backup for the following systems: EASE Passenger Processing, Authority Business documents, Financial System, HVAC for Terminal, Various databases used by airport operations and IT network systems.

However, the following systems do not archive to the existing system due to aging technology, capacity and support for newer backup technologies: security cameras, door and gate access control data and databases, employee badging and law enforcement systems.

The existing system uses older technology and is slow on backups, in addition, is nearing capacity at 85% of space used. A newer technology exists that will allow us to use one system to manage (not multiple) 13 Terabytes in size and comes with deduplication, bare-metal restore, Offsite replication, and support for virtualization. All reduce the size of the overall data backup and restore is faster and more secure.

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

**TITLE:**

**HIRE DATE:**

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Information Technology  
CAPITAL BUDGET / PERSONNEL REQUEST  
FY 2015-2016**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	20	0	0	LCD Upgrade	\$ 35,500

Phase 4. Upgrade 26 LCDs to complete upgrade on ticket counter LCDs. 6 new DDCs, misc. cables

As in Phase 3 in FY15, LCD's with 3 year life are being replaced after a 4-6 year life has been achieved. The newer LCD's come with 4 year warranties and are LED technology which is brighter and more durable. The following items will be replaced:

- Replace 26 40" LCD monitors on Ticket Counter (26 x \$1000) - Monitors to be replaced.
- Replace video extender Baluns with small DDCs (5 x \$600) - Video connectors.
- Modify cabling for VGA/HDMI Connectivity (26x \$250) - Cabling.

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

**TITLE:**

**HIRE DATE:**

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Information Technology  
CAPITAL BUDGET / PERSONNEL REQUEST  
FY 2015-2016**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	20	0	0	Wireless System Upgrade	\$ 45,000

The existing system is over 8 years old. The system provides front line wireless access to all passengers in the terminal, airport employees and tenants. Since the original system was installed, technology has moved rapidly, in addition to increased passenger traffic through the terminal. Coupled with each person carrying 2 or 3 devices that connect to wireless, the existing system has maxed out on the number of connections available. This proposed solutions will expand the number of wireless radios in each passenger location and offer a free solutions for surfing the web and a paid solutions for more bandwidth intensive applications such as audio and video streaming.

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

**TITLE:**

**HIRE DATE:**



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

**Operations**

**CAPITAL BUDGET / PERSONNEL REQUEST**  
**FY 2015-2016**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

<b>Fund</b>	<b>Acct.</b>	<b>Sec.</b>	<b>C.C.</b>	<b>Source</b>	<b>Description</b>	<b>Amount</b>
ARA	0	40	0	0	Vehicle Replacements	\$ 43,040

Airport Maintenance is requesting to replace Unit #9 & 10. These vehicles are scheduled to be replaced this year. Unit #9, shop truck used for servicing and pulling equipment and for picking up supplies. Unit #10, HVAC service truck used for Airport heating and cooling needs and for picking up supplies. All vehicles are used to tow equipment for FAR 139 airfield support, emergency response, winter operations, and as escort vehicles as needed.

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

**TITLE:**

**HIRE DATE:**

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

**Operations**

**CAPITAL BUDGET / PERSONNEL REQUEST**  
**FY 2015-2016**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

<b>Fund</b>	<b>Acct.</b>	<b>Sec.</b>	<b>C.C.</b>	<b>Source</b>	<b>Description</b>	<b>Amount</b>
ARA	0	40	0	0	Gates 4-7 LED Lighting	\$ 22,436

Maintenance is requesting to replace our lighting in gate areas 4-7 and the boarding corridor with 100 LED fixtures. This project includes all overhead lighting. Cost savings is calculated at \$5,687.41 in reduced energy costs annually, \$360.00 reduced labor, and \$400.00 in reduced material costs. Pay back is calculated to be 45.11 months. Reduced CO2 emissions is 67 tons, or equivalent to eight (8) homes, or eleven passenger cars per year.

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

**TITLE:**

**HIRE DATE:**

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

**Operations**

**CAPITAL BUDGET / PERSONNEL REQUEST**  
**FY 2015-2016**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

<b>Fund</b>	<b>Acct.</b>	<b>Sec.</b>	<b>C.C.</b>	<b>Source</b>	<b>Description</b>	<b>Amount</b>
ARA	0	40	0	0	Airfield Broom and Snow Blower	\$ 1,000,000

Airport Maintenance is requesting to purchase a Large Airfield Broom and a large capacity High Speed Snow blower for snow removal operations. This equipment will serve to meet our expanded airfield snow removal needs, as well as, provide needed back-up capacity for existing equipment. The large Airfield Broom will serve to offset and save expenses by reducing the need for very expensive anti-icing chemicals by maintaining the airfield surfaces by reducing the bonding of ice and snow to the airfield pavement.

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

**TITLE:**

**HIRE DATE:**

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

**Operations**

**CAPITAL BUDGET / PERSONNEL REQUEST  
FY 2015-2016**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

<b>Fund</b>	<b>Acct.</b>	<b>Sec.</b>	<b>C.C.</b>	<b>Source</b>	<b>Description</b>	<b>Amount</b>
ARA	0	40	0	0	Old DPS Demo and Water Line	\$ 56,000

Airport Staff request to demo the old DPS Building and restore the site to grade with proper drainage and seed grass on the site. We also intend to relocate the fire main to the corner of the aircraft ramp so we can provide a fill point for aircraft deicing trucks.

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

**TITLE:**

**HIRE DATE:**

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

**Operations**

**CAPITAL BUDGET / PERSONNEL REQUEST  
FY 2015-2016**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

<b>Fund</b>	<b>Acct.</b>	<b>Sec.</b>	<b>C.C.</b>	<b>Source</b>	<b>Description</b>	<b>Amount</b>
ARA	0	40	0	0	Custodial Position	\$ 35,300

The Custodial Supervisor is requesting to add one (1) Custodial Technician to accommodate the cleaning needs of increased passenger traffic. Trends for the past two years are showing the expectation that traffic will increase during the next budget. Allegiant has added additional flights and their larger aircraft are usually full and create additional burdens on the existing staff. As Allegiant adds additional flights this spring, we will have these larger aircraft on the ground at the same time and additional resources will be necessary. Additional staff have not been added since 2009. The additional position will allow our team to keep the Airport clean while handling the increased traffic and the additional duties of maintaining and cleaning advertising signs for the advertising program. The position will help cover sick days and vacation time.

The new position salary will start at \$22,500 annually and include the following related costs:

Benefits @ 48% = \$10,800

Workman's Comp = \$2,000

Total Annual Expenses: \$35,300

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

**TITLE:**

**HIRE DATE:**

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ESTIMATED CASH & INVESTMENT BALANCE**  
**As of June 30, 2016**

		<b>Amount</b>
<b>Estimated Cash &amp; Investment Balance at June 30, 2015</b>		<b>\$ 17,500,000</b>
Plus: Net Operating & Investment Revenues		915,210
Less Other Costs:		
Business Development Costs	(300,000)	
Contingency	(100,000)	
Debt Service	<u>(626,823)</u>	(1,026,823)
Plus Non-Operating Revenues:		
Passenger Facility Charges	1,642,500	
Customer Facility Charges	<u>1,250,000</u>	2,892,500
Plus Capital Contributions:		
Federal Grants - AIP Entitlements	2,500,000	
Federal Grants - AIP Discretionary Funds	16,130,548	
NC DOT Grants	<u>-</u>	18,630,548
Less Capital Costs:		
Capital Improvements	(7,798,120)	
Equipment and Small Capital Outlay Fund	-	
Renewal and Replacements	(2,641,521)	
Carryover Projects From FY2015	<u>(9,557,678)</u>	(19,997,319)
<b>Estimated Cash &amp; Investment Balance at June 30, 2016</b>		<b><u>18,914,116</u></b>
<b>Estimated Restricted Cash at June 30, 2016</b>		<b>2,000,000</b>
<b><u>Reserves:</u></b>		
<b>Operations &amp; Maintenance Reserve (6 Months)</b>		<b>4,019,126</b>
<b>Emergency Repair Reserve</b>		<b>650,000</b>
<b>Estimated Unrestricted Undesignated Cash &amp; Investments at June 30, 2016</b>		<b><u>\$ 12,244,990</u></b>

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
SUPPLEMENTAL FEES AND CHARGES  
FY 2015/2016 ANNUAL BUDGET**

	FY 2014/2015 Current Fees		FY 2015/2016 Proposed Fees	
	Cost	Per	Cost	Per
<b><u>Maintenance</u></b>				
Scissor Lift	\$ 100.00	day	\$ 100.00	day
Large ADA Ramp Rental	\$ 100.00	use	\$ 100.00	use
Air Stair Rental	\$ 100.00	use	\$ 100.00	use
Volvo Wheel Loader	\$ 150.00	use	\$ 150.00	use
Fork-lift	\$ 100.00	use	\$ 100.00	use
Pallet Jack	\$ 50.00	use	\$ 50.00	use
Tenant Sweeper	\$ 125.00	hour	\$ 125.00	hour
Service Truck	\$ 50.00	hour	\$ 50.00	hour
Backhoe	\$ 100.00	hour	\$ 100.00	hour
Lighted X	\$ 200.00	day	\$ 200.00	day
Light Tower	\$ 150.00	day	\$ 150.00	day
Paint Stripper	\$ 100.00	hour	\$ 100.00	hour
Large Aircraft Removal Dolly	\$ 200.00	day	\$ 200.00	day
Small Aircraft Removal Dolly	\$ 100.00	day	\$ 100.00	day
Aircraft Jack	\$ 100.00	use	\$ 100.00	use
Cores	\$ 40.00	each	\$ 40.00	each
Keys	\$ 12.00	each	\$ 12.00	each
Large Dump Truck	\$ 200.00	hour	\$ 200.00	hour
Small Broom	\$ 200.00	hour	\$ 200.00	hour
Large Broom	\$ 300.00	hour	\$ 300.00	hour
Pressure Washer	\$ 125.00	hour	\$ 125.00	hour
Maintenance Labor Rate (1)	\$ 45.00	hour	\$ 45.00	hour
Security Escort Rate (1)	\$ 45.00	hour	\$ 45.00	hour
<b><u>Department of Public Safety</u></b>				
ARFF Apparatus for 1500 gal. or greater	\$ 250.00	hour	\$ 250.00	hour
ARFF Apparatus for less than 1500 gal.	\$ 150.00	hour	\$ 150.00	hour
Command, Police, and Ops support vehicles	\$ 100.00	hour	\$ 100.00	hour
Aircraft recover dolly	\$ 150.00	day	\$ 150.00	day
Maintenance Labor Rate (1)	\$ 45.00	hour	\$ 45.00	hour
Mutual Aid Agencies collected on their behalf		as incurred		as incurred
Replacement charges for AVL equipment/supplies		as incurred		as incurred
<b><u>Information Technology (IT) Department</u></b>				
IT Labor Rate - Non-Network (1)	\$ 40.00	hour	\$ 40.00	hour
IT Labor Rate - Network Related (1)	\$ 60.00	hour	\$ 60.00	hour
Cable Television (CATV) Signal Transport Fee	\$ 10.00	month	\$ 10.00	month
Cable Television-150+ Channels (2 & 3)	\$ 45.00	month	\$ 45.00	month
Dark Fiber per strand per 0-1000 ft	\$ 20.00	month	\$ 20.00	month
Dark Fiber per strand per 0-2000 ft	\$ 22.00	month	\$ 22.00	month
Dark Fiber per strand per 0-3000 ft	\$ 24.00	month	\$ 24.00	month
WiFi & SSID (required for WiFi Access) (2)	\$ 70.00	month	\$ 70.00	month
Internet Bandwidth-Not Dedicated (2 MB) (2)	\$ 50.00	month	\$ 50.00	month
Internet Bandwidth-Not Dedicated (5 MB) (2)	\$ 70.00	month	\$ 70.00	month
Internet Bandwidth-Not Dedicated (10 MB) (2)	\$ 125.00	month	\$ 125.00	month

**Notes:**

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

<b>Identification Badge Fees and Charges</b>	<b>FY 2014/2015 Current Fees</b>		<b>FY 2015/2016 Proposed Fees</b>	
	<b>Cost</b>	<b>Per</b>	<b>Cost</b>	<b>Per</b>
Initial Badge Issuance				
SIDA Badge	\$ 70.00		\$ 70.00	
Non-SIDA Badge	\$ 37.00		\$ 37.00	
Renewal of Badge				
SIDA Badge	\$ 37.00		\$ 37.00	
Non-SIDA Badge	\$ 37.00		\$ 37.00	
Lost Badge Replacement				
SIDA Badge (4)	\$ 85.00 / \$ 100.00		\$ 85.00 / \$ 100.00	
Non-SIDA Badge (5)	\$ 60.00 / \$ 75.00		\$ 60.00 / \$ 75.00	
Damaged Badge				
SIDA Badge (6)	\$ 37.00 / \$ 45.00		\$ 37.00 / \$ 45.00	
Non-SIDA Badge (6)	\$ 37.00 / \$ 45.00		\$ 37.00 / \$ 45.00	
Security Escort Training	\$ 25.00		\$ 25.00	
Lock-out Service (7)	\$ 25.00		\$ 25.00	

**Notes:**

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

**Parking**

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	\$ 60 / \$50	new/renewal	\$ 60 / \$50	new/renewal
Commuter Parking Rate	\$ 290 / \$275	new/renewal	\$ 290 / \$275	new/renewal
Fines	up to \$1,000	day	up to \$1,000	day

**Ground Transportation**

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

**Notes:**

- (8) Flat fee of \$4,000 for companies with a vehicle fleet inclusive of a minimum of 5 charter coach vehicles with seating capacity greater than 20 seats





## **MEMORANDUM**

TO: Members of the Airport Authority  
FROM: Lew Bleiweis, A.A.E., Executive Director  
DATE: March 13, 2015

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

January, 2015 Traffic Report – Asheville Regional Airport

### **SUMMARY**

January 2015 overall passenger traffic numbers were up 11.4% compared to the same period last year. Passenger traffic numbers reflect an 11.3% increase in passenger enplanements from January 2014. Enplanements for Fiscal Year to Date total 241,106 which is a 10.4% increase over the same period last year.

### **AIRLINE PERFORMANCE**

Allegiant Airlines: Year over Year passenger enplanements for Allegiant in January 2015 were up by 48.3%. There were no flight cancellations for the month.

Delta Airlines: Delta's January 2015 enplanements increased by 7.9% compared to January 2014. There were no flight cancellations for the month.

United Airlines: In January 2015, United Airlines saw an increase in enplanements by 33.1% over the same period last year. There were no flight cancellations for the month.

US Airways: US Airways' January 2015 passenger enplanements represent a 9.9% decrease over the same period last year. There were seven (7) flight cancellations for the month.

# Monthly Traffic Report

## Asheville Regional Airport

### January 2015



Category	Jan 2015	Jan 2014	Percentage Change	*CYTD-2015	*CYTD-2014	Percentage Change	*MOV12-2015	*MOV12-2014	Percentage Change
<b>Passenger Traffic</b>									
Enplaned	24,708	22,191	11.3%	24,708	22,191	11.3%	380,641	342,355	11.2%
Deplaned	<u>23,846</u>	<u>21,377</u>	11.5%	<u>23,846</u>	<u>21,377</u>	11.5%	<u>380,770</u>	<u>342,262</u>	11.3%
<b>Total</b>	<b>48,554</b>	<b>43,568</b>	<b>11.4%</b>	<b>48,554</b>	<b>43,568</b>	<b>11.4%</b>	<b>761,411</b>	<b>684,617</b>	<b>11.2%</b>
<b>Aircraft Operations</b>									
Airlines	425	322	32.0%	425	322	32.0%	5,871	5,072	15.8%
Commuter /Air Taxi	<u>589</u>	<u>700</u>	-15.9%	589	700	-15.9%	10,174	11,956	-14.9%
<b>Subtotal</b>	<u>1,014</u>	<u>1,022</u>	-0.8%	<u>1,014</u>	<u>1,022</u>	-0.8%	<u>16,045</u>	<u>17,028</u>	-5.8%
General Aviation	2,433	2,944	-17.4%	2,433	2,944	-17.4%	45,403	41,706	8.9%
Military	<u>345</u>	<u>458</u>	-24.7%	<u>345</u>	<u>458</u>	-24.7%	<u>6,780</u>	<u>4,822</u>	40.6%
<b>Subtotal</b>	<u>2,778</u>	<u>3,402</u>	-18.3%	<u>2,778</u>	<u>3,402</u>	-18.3%	<u>52,183</u>	<u>46,528</u>	12.2%
<b>Total</b>	<b>3,792</b>	<b>4,424</b>	<b>-14.3%</b>	<b>3,792</b>	<b>4,424</b>	<b>-14.3%</b>	<b>68,228</b>	<b>63,556</b>	<b>7.4%</b>
<b>Fuel Gallons</b>									
100LL	8,554	13,524	-36.7%	8,554	13,524	-36.7%	147,171	160,371	-8.2%
Jet A (GA)	52,728	59,991	-12.1%	52,728	59,991	-12.1%	1,213,895	1,133,635	7.1%
<b>Subtotal</b>	<u>61,282</u>	<u>73,515</u>	-16.6%	<u>61,282</u>	<u>73,515</u>	-16.6%	<u>1,361,066</u>	<u>1,294,006</u>	5.2%
Jet A (A/L)	<u>157,422</u>	<u>165,606</u>	-4.9%	<u>157,422</u>	<u>165,606</u>	-4.9%	<u>2,475,122</u>	<u>2,430,782</u>	1.8%
<b>Total</b>	<b>218,704</b>	<b>239,121</b>	<b>-8.5%</b>	<b>218,704</b>	<b>239,121</b>	<b>-8.5%</b>	<b>3,836,188</b>	<b>3,724,788</b>	<b>3.0%</b>

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

Wednesday, February 25, 2015

# Airline Enplanements, Seats, and Load Factors

## Asheville Regional Airport

January 2015



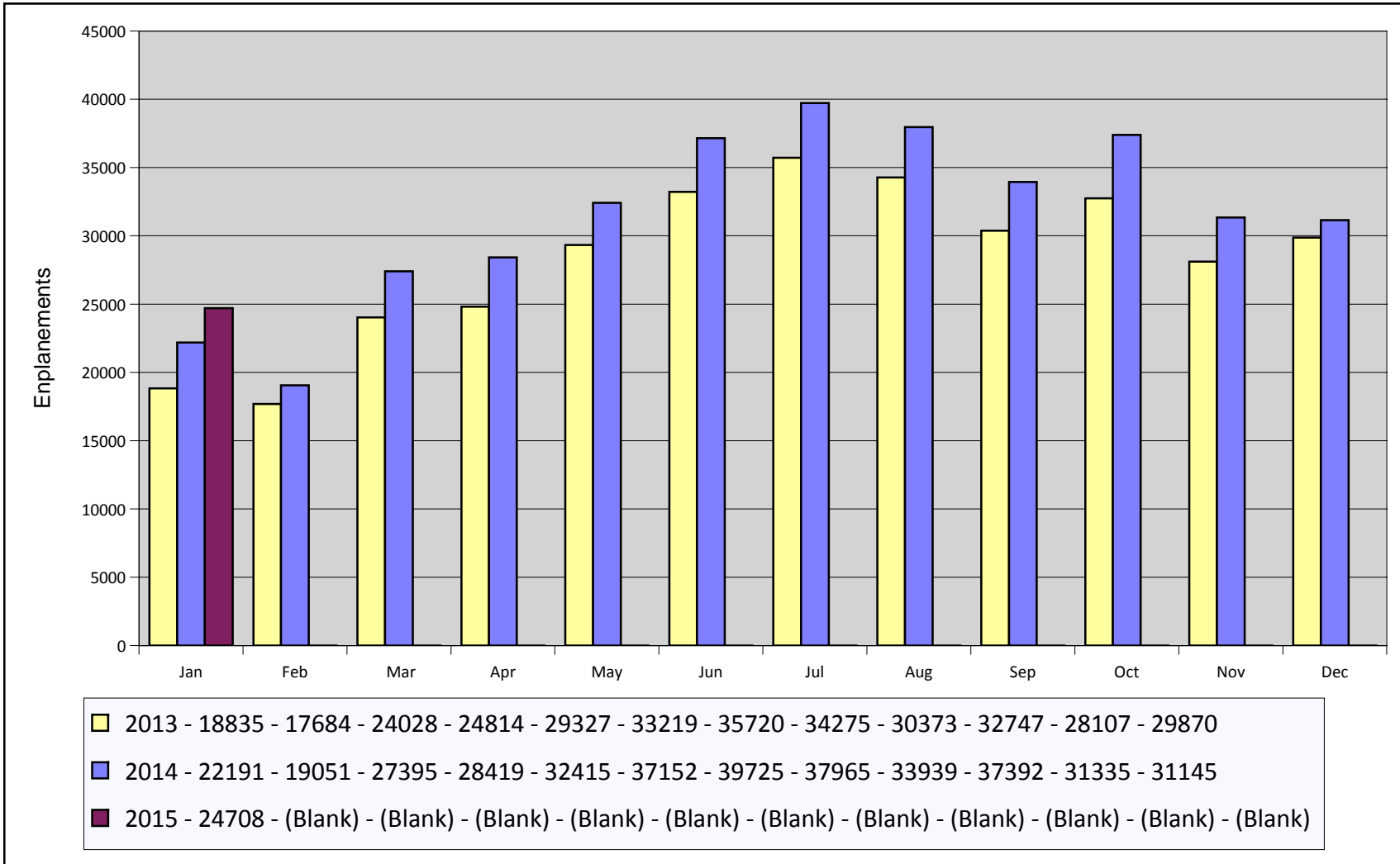
	Jan 2015	Jan 2014	Percentage Change	*CYTD-2015	*CYTD-2014	Percentage Change
<b>Allegiant Air</b>						
Enplanements	6,868	4,630	48.3%	6,868	4,630	48.3%
Seats	8,221	5,832	41.0%	8,221	5,832	41.0%
Load Factor	83.5%	79.4%	5.2%	83.5%	79.4%	5.2%
<b>Delta Air Lines</b>						
Enplanements	8,930	8,276	7.9%	8,930	8,276	7.9%
Seats	13,131	11,937	10.0%	13,131	11,937	10.0%
Load Factor	68.0%	69.3%	-1.9%	68.0%	69.3%	-1.9%
<b>United Airlines</b>						
Enplanements	1,687	1,267	33.1%	1,687	1,267	33.1%
Seats	1,900	1,700	11.8%	1,900	1,700	11.8%
Load Factor	88.8%	74.5%	19.1%	88.8%	74.5%	19.1%
<b>US Airways</b>						
Enplanements	7,223	8,018	-9.9%	7,223	8,018	-9.9%
Seats	11,255	12,340	-8.8%	11,255	12,340	-8.8%
Load Factor	64.2%	65.0%	-1.2%	64.2%	65.0%	-1.2%
<b>Totals</b>						
Enplanements	24,708	22,191	11.3%	24,708	22,191	11.3%
Seats	34,507	31,809	8.5%	34,507	31,809	8.5%
Load Factor	71.6%	69.8%	2.6%	71.6%	69.8%	2.6%

# Airline Flight Completions Asheville Regional Airport January 2015

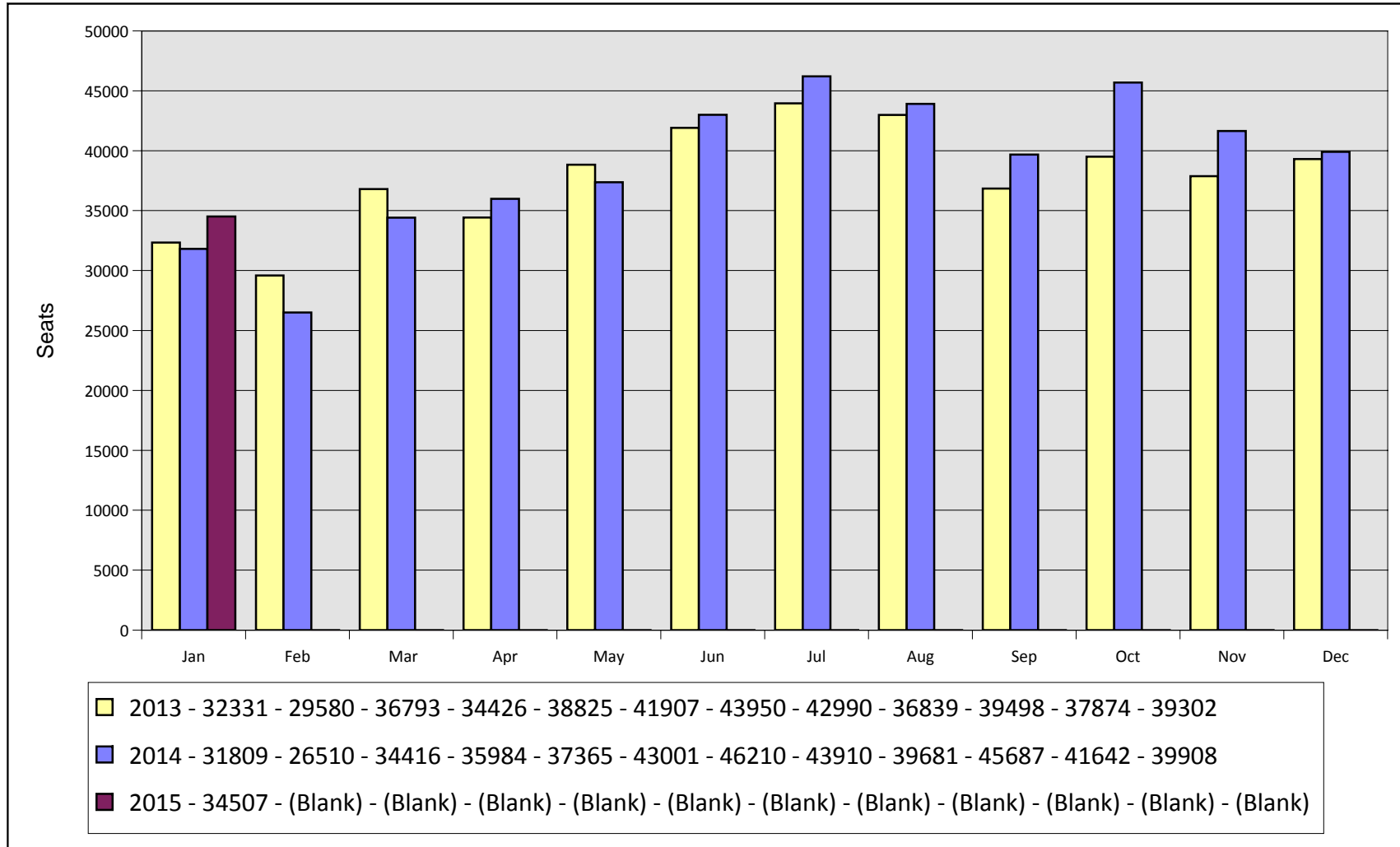


Airline	Scheduled Flights	Field	Cancellations Due To			Total Cancellations	Percentage of Completed
			Mechanical	Weather	Other		
Allegiant Air	48	0	0	0	0	0	100.0%
Delta Air Lines	172	0	0	0	0	0	100.0%
United Airlines	38	0	0	0	0	0	100.0%
US Airways	212	0	7	0	0	7	96.7%
<b>Total</b>	470	0	7	0	0	7	98.5%

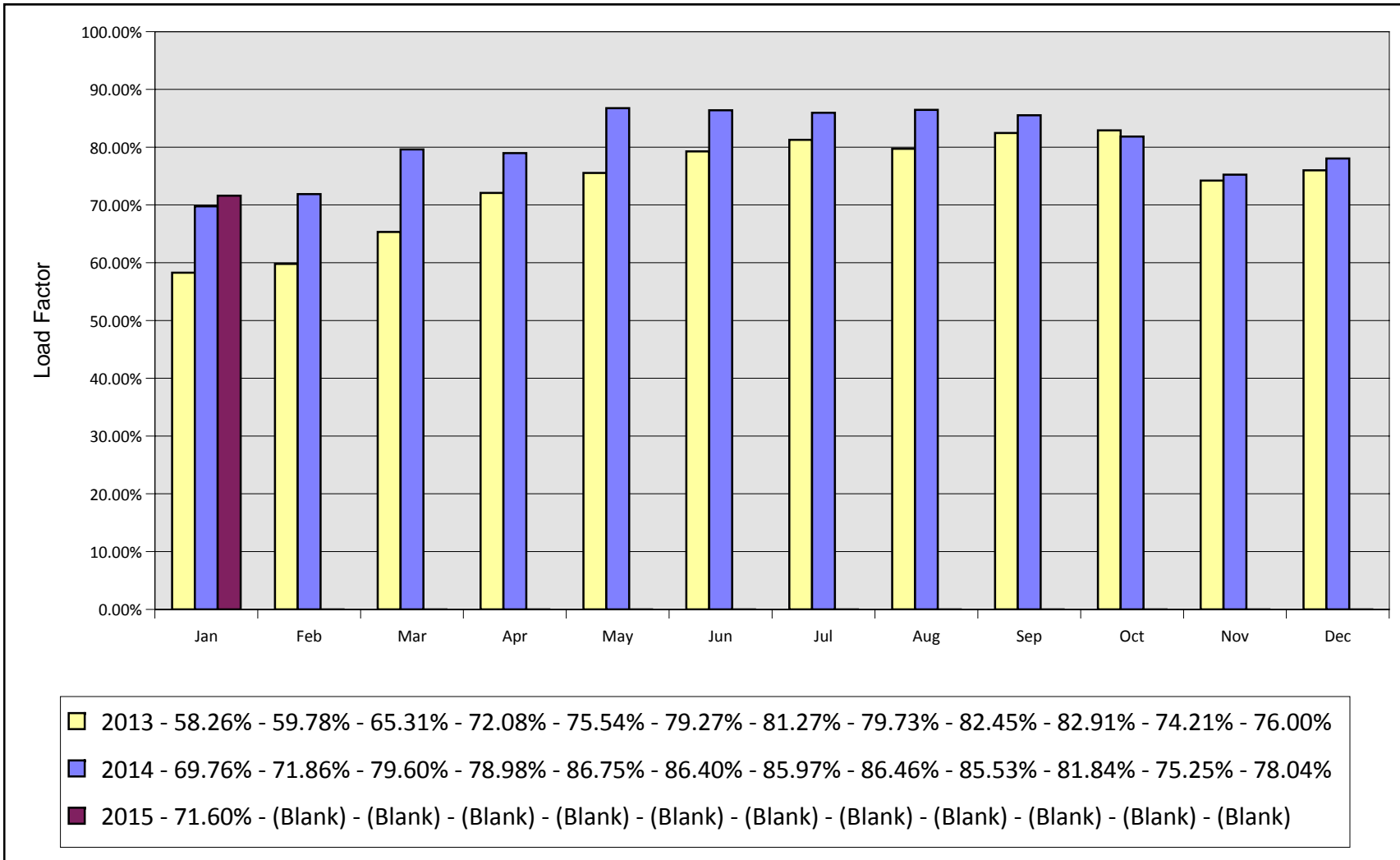
# Monthly Enplanements By Year Asheville Regional Airport



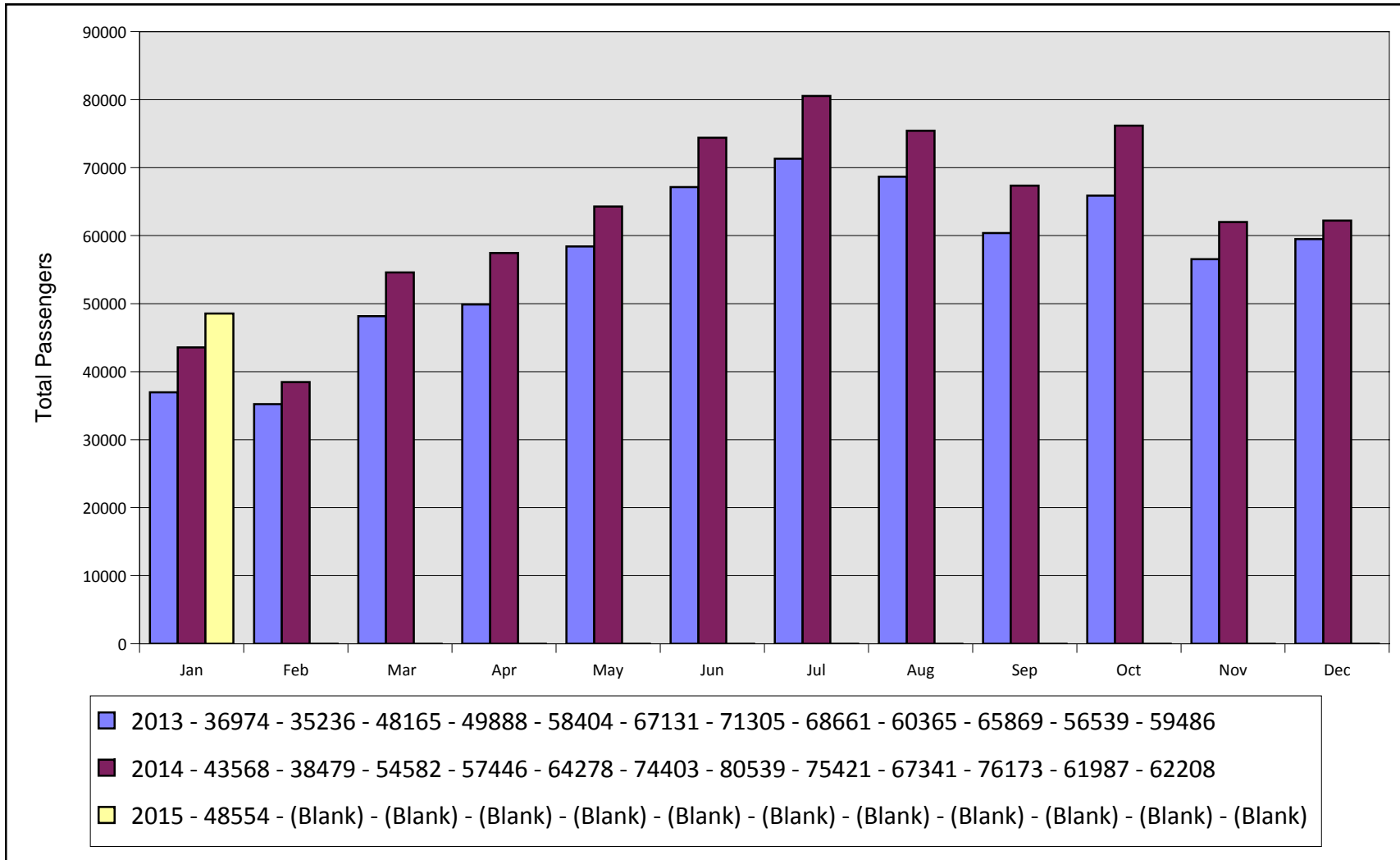
# Monthly Seats By Year Asheville Regional Airport



# Monthly Load Factors By Year Asheville Regional Airport



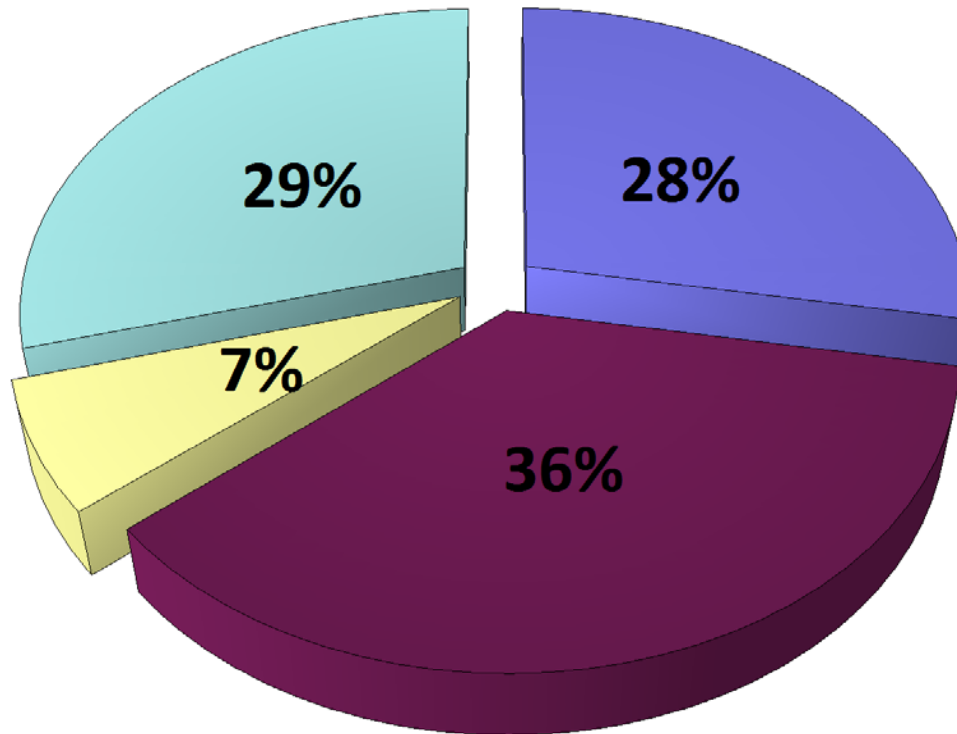
# Total Monthly Passengers By Year Asheville Regional Airport



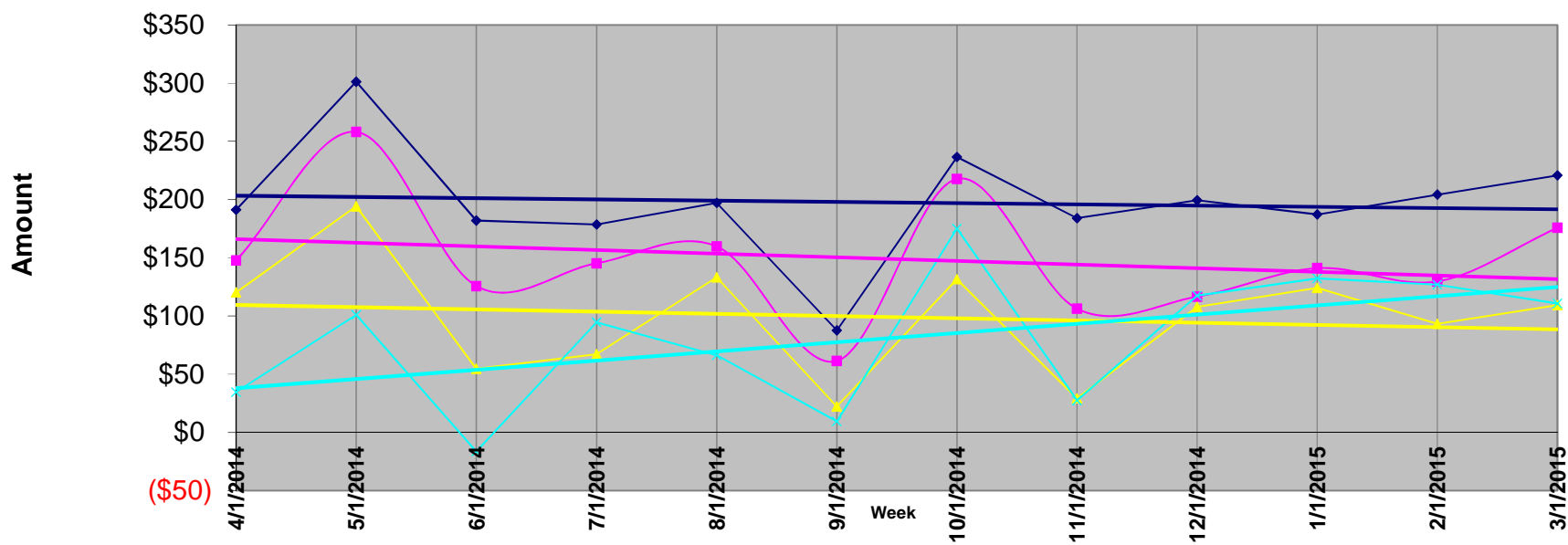


# Airline Market Share Analysis (Enplanements) Asheville Regional Airport

Report Period From January 2015 Through January 2015



## 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 3/1/15**  
**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	\$549	\$427	\$465	\$512	\$546	\$122	\$84	\$37	\$3	
ATL	Atlanta	\$360		\$442	\$335	\$410	\$360	(\$82)	\$25	(\$50)	
AUS	Austin	\$513	\$194	\$401	\$424	\$381	\$319	\$112	\$89	\$132	
BWI	Baltimore	\$506	\$262	\$189	\$352	\$335	\$244	\$317	\$154	\$171	
BOS	Boston	\$508	\$339	\$190	\$399	\$456	\$169	\$318	\$109	\$52	
ORD	Chicago	\$289	\$214	\$271	\$294	\$279	\$75	\$18	(\$5)	\$10	
CVG	Cincinnati	\$441	\$347	\$468	\$560	\$390	\$94	(\$27)	(\$119)	\$51	
CLE	Cleveland	\$361	\$174	\$213	\$427	\$325	\$187	\$148	(\$66)	\$36	
DFW	Dallas	\$323	\$211	\$349	\$335	\$377	\$112	(\$26)	(\$12)	(\$54)	
DEN	Denver	\$572	\$214	\$483	\$459	\$418	\$358	\$89	\$113	\$154	
DTW	Detroit	\$590	\$316	\$547	\$436	\$445	\$274	\$43	\$154	\$145	
FLL	Fort Lauderdale	\$520	\$232	\$271	\$385	\$279	\$288	\$249	\$135	\$241	
RSW	Ft. Myers	\$518	\$232	\$273	\$343	\$279	\$286	\$245	\$175	\$239	
BDL	Hartford	\$514	\$353	\$305	\$420	\$497	\$161	\$209	\$94	\$17	
IAH	Houston	\$506	\$260	\$364	\$360	\$314	\$246	\$142	\$146	\$192	
IND	Indianapolis	\$694	\$154	\$254	\$374	\$365	\$540	\$440	\$320	\$329	
JAX	Jacksonville	\$616	\$232	\$177	\$451	\$325	\$384	\$439	\$165	\$291	
MCI	Kansas City	\$718	\$364	\$385	\$461	\$527	\$354	\$333	\$257	\$191	
LAS	Las Vegas	\$635	\$364	\$423	\$481	\$554	\$271	\$212	\$154	\$81	
LAX	Los Angeles	\$744	\$365	\$488	\$471	\$551	\$379	\$256	\$273	\$193	
MHT	Manchester	\$538	\$390	\$283	\$352	\$381	\$148	\$255	\$186	\$157	
MEM	Memphis	\$503	\$440	\$409	\$422	\$320	\$63	\$94	\$81	\$183	
MIA	Miami	\$323	\$154	\$271	\$487	\$377	\$169	\$52	(\$164)	(\$54)	
MKE	Milwaukee	\$605	\$300	\$293	\$340	\$420	\$305	\$312	\$265	\$185	
MSP	Minneapolis/Saint Pau	\$559	\$388	\$565	\$538	\$500	\$171	(\$6)	\$21	\$59	
BNA	Nashville	\$454	\$420	\$221	\$342	\$323	\$34	\$233	\$112	\$131	
MSY	New Orleans	\$500	\$232	\$281	\$315	\$377	\$268	\$219	\$185	\$123	

LGA	New York	\$529	\$304	\$435	\$333	\$346	\$225	\$94	\$196	\$183
EWR	Newark	\$476	\$403	\$295	\$392	\$377	\$73	\$181	\$84	\$99
MCO	Orlando	\$510	\$114	\$225	\$421	\$279	\$396	\$285	\$89	\$231
PHL	Philadelphia	\$374	\$254	\$212	\$348	\$338	\$120	\$162	\$26	\$36
PHX	Phoenix	\$578	\$364	\$487	\$543	\$473	\$214	\$91	\$35	\$105
PIT	Pittsburgh	\$502	\$279	\$191	\$325	\$335	\$223	\$311	\$177	\$167
PDX	Portland	\$709	\$486	\$473	\$672	\$744	\$223	\$236	\$37	(\$35)
PVD	Providence	\$538	\$356	\$274	\$435	\$377	\$182	\$264	\$103	\$161
RDU	Raleigh/Durham	\$624	\$232	\$427	\$444	\$420	\$392	\$197	\$180	\$204
RIC	Richmond	\$506	\$283	\$468	\$289	\$325	\$223	\$38	\$217	\$181
STL	Saint Louis	\$509	\$356	\$267	\$415	\$365	\$153	\$242	\$94	\$144
SLC	Salt Lake City	\$641	\$368	\$665	\$479	\$684	\$273	(\$24)	\$162	(\$43)
SAT	San Antonio	\$513	\$306	\$339	\$320	\$431	\$207	\$174	\$193	\$82
SAN	San Diego	\$674	\$421	\$513	\$654	\$654	\$253	\$161	\$20	\$20
SFO	San Francisco	\$629	\$421	\$508	\$472	\$599	\$208	\$121	\$157	\$30
SRQ	Sarasota/Bradenton	\$418	\$258	\$257	\$448	\$377	\$160	\$161	(\$30)	\$41
SEA	Seattle	\$717	\$473	\$571	\$508	\$619	\$244	\$146	\$209	\$98
SYR	Syracuse	\$521	\$429	\$277	\$612	\$500	\$92	\$244	(\$91)	\$21
TPA	Tampa	\$398	\$232	\$241	\$425	\$316	\$166	\$157	(\$27)	\$82
YYZ	Toronto	\$677	\$674	\$585	\$539	\$674	\$3	\$92	\$138	\$3
DCA	Washington DC	\$469	\$317	\$177	\$274	\$328	\$152	\$292	\$195	\$141
IAD	Washington DC	\$469	\$274	\$229	\$217	\$328	\$195	\$240	\$252	\$141
PBI	West Palm Beach	\$518	\$232	\$271	\$343	\$279	\$286	\$247	\$175	\$239

\*These sample airfares were available 3/1/15, 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 specific airline or airline booking websites. Airfares are subject to change without notice - and lower airfares are often not available on all dates. Please see our "Low Fares" section on our web site for any last minute airfare specials.

\$221      \$176      \$110      \$111

**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 3/1/15**  
**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	\$1,086	\$656	\$1,135	\$1,442	\$1,137	\$430	(\$49)	(\$356)	(\$51)	
ATL	Atlanta	\$452		\$668	\$531	\$516	\$452	(\$216)	(\$79)	(\$64)	
AUS	Austin	\$658	\$772	\$507	\$1,219	\$783	(\$114)	\$151	(\$561)	(\$125)	
BWI	Baltimore	\$566	\$370	\$299	\$314	\$415	\$196	\$267	\$252	\$151	
BOS	Boston	\$658	\$494	\$297	\$662	\$662	\$164	\$361	(\$4)	(\$4)	
ORD	Chicago	\$397	\$254	\$427	\$378	\$390	\$143	(\$30)	\$19	\$7	
CVG	Cincinnati	\$458	\$506	\$680	\$746	\$450	(\$48)	(\$222)	(\$288)	\$8	
CLE	Cleveland	\$385	\$567	\$439	\$520	\$688	(\$182)	(\$54)	(\$135)	(\$303)	
DFW	Dallas	\$487	\$642	\$539	\$536	\$477	(\$155)	(\$52)	(\$49)	\$10	
DEN	Denver	\$1,232	\$702	\$1,179	\$1,375	\$726	\$530	\$53	(\$143)	\$506	
DTW	Detroit	\$791	\$416	\$790	\$665	\$710	\$375	\$1	\$126	\$81	
FLL	Fort Lauderdale	\$624	\$522	\$379	\$676	\$572	\$102	\$245	(\$52)	\$52	
RSW	Ft. Myers	\$628	\$344	\$475	\$634	\$557	\$284	\$153	(\$6)	\$71	
BDL	Hartford	\$624	\$489	\$459	\$1,004	\$907	\$135	\$165	(\$380)	(\$283)	
IAH	Houston	\$650	\$414	\$540	\$433	\$475	\$236	\$110	\$217	\$175	
IND	Indianapolis	\$844	\$267	\$439	\$526	\$428	\$577	\$405	\$318	\$416	
JAX	Jacksonville	\$844	\$344	\$545	\$774	\$650	\$500	\$299	\$70	\$194	
MCI	Kansas City	\$892	\$416	\$459	\$760	\$477	\$476	\$433	\$132	\$415	
LAS	Las Vegas	\$1,001	\$798	\$794	\$1,088	\$1,241	\$203	\$207	(\$87)	(\$240)	
LAX	Los Angeles	\$918	\$701	\$769	\$1,168	\$846	\$217	\$149	(\$250)	\$72	
MHT	Manchester	\$658	\$702	\$367	\$662	\$577	(\$44)	\$291	(\$4)	\$81	
MEM	Memphis	\$563	\$785	\$441	\$724	\$423	(\$222)	\$122	(\$161)	\$140	
MIA	Miami	\$533	\$632	\$628	\$781	\$627	(\$99)	(\$95)	(\$248)	(\$94)	
MKE	Milwaukee	\$904	\$447	\$381	\$652	\$606	\$457	\$523	\$252	\$298	
MSP	Minneapolis/Saint Paul	\$959	\$691	\$870	\$858	\$592	\$268	\$89	\$101	\$367	
BNA	Nashville	\$585	\$516	\$444	\$601	\$476	\$69	\$141	(\$16)	\$109	
MSY	New Orleans	\$628	\$389	\$459	\$837	\$492	\$239	\$169	(\$209)	\$136	

LGA	New York	\$630	\$779	\$387	\$556	\$477	(\$149)	\$243	\$74	\$153
EWR	Newark	\$666	\$527	\$699	\$437	\$477	\$139	(\$33)	\$229	\$189
MCO	Orlando	\$566	\$341	\$599	\$922	\$477	\$225	(\$33)	(\$356)	\$89
PHL	Philadelphia	\$422	\$632	\$451	\$500	\$390	(\$210)	(\$29)	(\$78)	\$32
PHX	Phoenix	\$842	\$897	\$997	\$994	\$1,022	(\$55)	(\$155)	(\$152)	(\$180)
PIT	Pittsburgh	\$565	\$471	\$441	\$534	\$428	\$94	\$124	\$31	\$137
PDX	Portland	\$1,014	\$825	\$519	\$1,330	\$1,130	\$189	\$495	(\$316)	(\$116)
PVD	Providence	\$1,376	\$1,258	\$1,361	\$1,283		\$118	\$15	\$93	\$1,376
RDU	Raleigh/Durham	\$674	\$683	\$580	\$824	\$650	(\$9)	\$94	(\$150)	\$24
RIC	Richmond	\$566	\$344	\$663	\$676	\$390	\$222	(\$97)	(\$110)	\$176
STL	Saint Louis	\$566	\$344	\$281	\$620	\$390	\$222	\$285	(\$54)	\$176
SLC	Salt Lake City	\$942	\$886	\$919	\$1,333	\$1,280	\$56	\$23	(\$391)	(\$338)
SAT	San Antonio	\$662	\$495	\$489	\$866	\$664	\$167	\$173	(\$204)	(\$2)
SAN	San Diego	\$830	\$702	\$864	\$972	\$1,015	\$128	(\$34)	(\$142)	(\$185)
SFO	San Francisco	\$1,246	\$634	\$775	\$1,179	\$671	\$612	\$471	\$67	\$575
SRQ	Sarasota/Bradenton	\$688	\$808	\$742	\$1,080	\$702	(\$120)	(\$54)	(\$392)	(\$14)
SEA	Seattle	\$1,166	\$788	\$1,320	\$1,116	\$775	\$378	(\$154)	\$50	\$391
SYR	Syracuse	\$632	\$629	\$485	\$832	\$997	\$3	\$147	(\$200)	(\$365)
TPA	Tampa	\$628	\$344	\$475	\$694	\$477	\$284	\$153	(\$66)	\$151
YYZ	Toronto	\$743	\$997	\$984	\$632	\$711	(\$254)	(\$241)	\$111	\$32
DCA	Washington DC	\$774	\$416	\$317	\$364	\$394	\$358	\$457	\$410	\$380
IAD	Washington DC	\$774	\$642	\$317	\$314	\$428	\$132	\$457	\$460	\$346
PBI	West Palm Beach	\$628	\$488	\$595	\$756	\$815	\$140	\$33	(\$128)	(\$187)

\*These sample airfares were available 3/1/15, 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 specific airline or airline booking websites. Airfares are subject to change without notice - and lower airfares are often not available on all dates. Please see our "Low Fares" section on our web site for any last minute airfare specials.

\$157      \$119      (\$55)      \$99

**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.**

Schedule Weekly Summary Report for all nonstop Passenger (All) flights from AVL for travel March 2015 vs. March 2014

Mktg AI	Travel Period				Mar 2015				Mar 2014				Diff		Percent Diff	
	Orig	Dest	Miles		Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats
DL	ATL	AVL	164		41	3,457	45	2,969	(4)	488	(8.9%)	16.4%				
DL	AVL	ATL	164		41	3,457	45	2,969	(4)	488	(8.9%)	16.4%				
G4	AVL	FLL	660		3	531	2	332	1	199	50.0%	59.9%				
G4	AVL	PBI	620		2	354	0	0	2	354						
G4	AVL	PGD	588		2	332	2	332	0	0	0.0%	0.0%				
G4	AVL	PIE	518		2	354	2	332	0	22	0.0%	6.6%				
G4	AVL	SFB	465		2	332	2	332	0	0	0.0%	0.0%				
G4	FLL	AVL	660		3	531	2	332	1	199	50.0%	59.9%				
G4	PBI	AVL	620		2	354	0	0	2	354						
G4	PGD	AVL	588		2	332	2	332	0	0	0.0%	0.0%				
G4	PIE	AVL	518		2	354	2	332	0	22	0.0%	6.6%				
G4	SFB	AVL	465		2	332	2	332	0	0	0.0%	0.0%				
UA	AVL	ORD	536		14	700	14	700	0	0	0.0%	0.0%				
UA	ORD	AVL	536		14	700	14	700	0	0	0.0%	0.0%				
US	AVL	CLT	92		48	2,655	46	2,590	2	65	4.3%	2.5%				
US	CLT	AVL	92		48	2,655	46	2,590	2	65	4.3%	2.5%				
TOTAL					228	17,430	226	15,174	2	2,256	0.9%	14.9%				

Schedule Weekly Summary Report for nonstop Passenger (All) flights from AVL for travel April 2015 vs. April 2014

Mktg AI	Travel Period				Apr 2015				Apr 2014				Diff		Percent Diff	
	Orig	Dest	Miles		Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats
DL	ATL	AVL	164		38	3,205	46	3,209	(8)	(4)	(17.4%)	(0.1%)				
DL	AVL	ATL	164		38	3,182	46	3,209	(8)	(27)	(17.4%)	(0.8%)				
DL	AVL	DTW	470		0	0	7	350	(7)	(350)	(100.0%)	(100.0%)				
DL	DTW	AVL	470		0	0	7	350	(7)	(350)	(100.0%)	(100.0%)				
G4	AVL	FLL	660		2	354	3	498	(1)	(144)	(33.3%)	(28.9%)				
G4	AVL	PBI	620		2	354	0	0	2	354						
G4	AVL	PGD	588		2	332	2	332	0	0	0.0%	0.0%				
G4	AVL	PIE	518		3	531	3	498	0	33	0.0%	6.6%				
G4	AVL	SFB	465		2	332	2	332	0	0	0.0%	0.0%				
G4	FLL	AVL	660		2	354	3	498	(1)	(144)	(33.3%)	(28.9%)				
G4	PBI	AVL	620		2	354	0	0	2	354						
G4	PGD	AVL	588		2	332	2	332	0	0	0.0%	0.0%				
G4	PIE	AVL	518		3	531	3	498	0	33	0.0%	6.6%				
G4	SFB	AVL	465		2	332	2	332	0	0	0.0%	0.0%				
UA	AVL	ORD	536		21	1,050	14	700	7	350	50.0%	50.0%				
UA	ORD	AVL	536		21	1,050	14	700	7	350	50.0%	50.0%				
US	AVL	CLT	92		48	2,655	40	2,296	8	359	20.0%	15.6%				
US	CLT	AVL	92		48	2,655	40	2,267	8	388	20.0%	17.1%				
TOTAL					236	17,603	234	16,401	2	1,202	0.9%	7.3%				

Schedule Weekly Summary Report for nonstop Passenger (All) flights from AVL for travel May 2015 vs. May 2014

Mktg AI	Travel Period				May 2015				May 2014				Diff		Percent Diff	
	Orig	Dest	Miles		Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats
DL	ATL	AVL	164		39	3,711	46	3,158	(7)	553	(15.2%)	17.5%				
DL	AVL	ATL	164		39	3,711	46	3,158	(7)	553	(15.2%)	17.5%				
DL	AVL	DTW	470		0	0	7	350	(7)	(350)	(100.0%)	(100.0%)				
DL	DTW	AVL	470		0	0	7	350	(7)	(350)	(100.0%)	(100.0%)				
G4	AVL	FLL	660		2	354	2	332	0	22	0.0%	6.6%				
G4	AVL	PBI	620		2	332	2	354	0	(22)	0.0%	(6.2%)				
G4	AVL	PGD	588		2	332	2	332	0	0	0.0%	0.0%				
G4	AVL	PIE	518		3	531	4	708	(1)	(177)	(25.0%)	(25.0%)				
G4	AVL	SFB	465		3	509	2	332	1	177	50.0%	53.3%				
G4	FLL	AVL	660		2	354	2	332	0	22	0.0%	6.6%				
G4	PBI	AVL	620		2	332	2	354	0	(22)	0.0%	(6.2%)				
G4	PGD	AVL	588		2	332	2	332	0	0	0.0%	0.0%				
G4	PIE	AVL	518		3	531	4	708	(1)	(177)	(25.0%)	(25.0%)				
G4	SFB	AVL	465		3	509	2	332	1	177	50.0%	53.3%				
UA	AVL	ORD	536		15	750	14	700	1	50	7.1%	7.1%				
UA	ORD	AVL	536		15	750	14	700	1	50	7.1%	7.1%				
US	AVL	CLT	92		47	2,699	41	2,453	6	246	14.6%	10.0%				
US	CLT	AVL	92		47	2,699	41	2,453	6	246	14.6%	10.0%				
TOTAL					226	18,436	240	17,438	(14)	998	(5.8%)	5.7%				



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**MEMORANDUM**

TO: Members of the Airport Authority  
FROM: Janet Burnette, Director of Finance & Accounting  
DATE: March 13, 2015

**ITEM DESCRIPTION – Information Section Item B**

Greater Asheville Regional Airport – Explanation of Extraordinary Variances  
Month of January, 2015 (Month 7 of FY2015)

**SUMMARY**

Operating Revenues for the month of January were \$716,447, 9.08% over budget. Operating Expenses for the month were \$581,598, 9.83% under budget. As a result, Net Operating Revenues before Depreciation were \$123,036 over budget. Net Non-Operating Revenues were \$133,401, 16.62% over budget.

Year-to-date Operating Revenues were \$5,490,096, 9.43% over budget. Year-to-date Operating Expenses were \$4,004,867, 13.20% below budget. Year-to-date Net Operating Revenues before Depreciation were \$1,082,383 over budget. Net Non-Operating Revenues for the year were \$1,711,412, 30.38% over budget.

**REVENUES**

Significant variations to budget for January were:

Concessions	\$ 9,429	42.23%	Enplanements over budget.
Auto Parking	\$34,420	18.02%	Enplanements over budget.





## **EXPENSES**

Significant variations to budget for January were:

Other Contractual Services	\$34,690	63.74%	Timing of Contractual Services
Operating Supplies	(\$16,784)	(56.06%)	Timing of Operating Supplies purchases.
Repairs & Maintenance	(\$21,317)	(61.63%)	Timing of Repairs and Maintenance

## **STATEMENT OF NET ASSETS**

Significant variations to prior month were:

Cash and Cash Equivalents – Cash and Cash Equivalents increased by \$3,981k mainly due to receipt of Federal funding for the Airfield Redevelopment project.

Grants Receivable – Grants Receivable decreased by \$4,737k mainly due to the receipt of Federal funds.

Construction in Progress – Construction in Progress increased by \$1,084k mainly due to spending on the Airfield Redevelopment project.

Property and Equipment, Net – Property and Equipment, Net decreased by \$383k for the current month's depreciation.

**ASHEVILLE REGIONAL AIRPORT  
INVESTMENT AND INTEREST INCOME SUMMARY  
As of January 31, 2015**

<b><u>Institution:</u></b>	<b><u>Interest Rate</u></b>	<b><u>Investment Amount</u></b>	<b><u>Monthly Interest</u></b>
Bank of America - Operating Account	0.20%	\$ 6,041,084	519
First Citizens - Money Market Account	0.05%	6,385,478	271
NC Capital Management Trust - Cash Portfolio		17,173	0
NC Capital Management Trust - Term Portfolio		3,011,995	192
Petty Cash		200	
 <b><u>Restricted Cash:</u></b>			
Wells Fargo - CFC Revenue Account	0.00%	530,735	0
Bank of America - PFC Revenue Account	0.20%	2,971,989	499
 <b>Total</b>		 <b><u>\$ 18,958,654</u></b>	 <b><u>\$ 1,481</u></b>

**Investment Diversification:**

Banks	84%
NC Capital Management Trust	16%
Commercial Paper	0%
Federal Agencies	0%
US Treasuries	0%
	<u>100%</u>

**ASHEVILLE REGIONAL AIRPORT  
STATEMENT OF CHANGES IN FINANCIAL POSITION  
For the Month Ended January 31, 2015**

	<b>Current Month</b>	<b>Prior Period</b>
<b>Cash and Investments Beginning of Period</b>	<b>\$ 14,976,682</b>	<b>\$ 16,414,518</b>
Net Income/(Loss) Before Capital Contributions	(114,791)	(29,053)
Depreciation	383,041	383,041
Decrease/(Increase) in Receivables	4,687,841	43,745
Increase/(Decrease) in Payables	(800,845)	(1,596,500)
Decrease/(Increase) in Prepaid Expenses	18,354	18,465
Decrease/(Increase) in Fixed Assets	(1,084,665)	(237,028)
Principal Payments of Bond Maturities	(43,295)	(43,087)
Capital Contributions	936,332	22,581
<b>Increase(Decrease) in Cash</b>	<b>3,981,972</b>	<b>(1,437,836)</b>
<b>Cash and Investments End of Period</b>	<b>\$ 18,958,654</b>	<b>\$ 14,976,682</b>

**Asheville Regional Airport**  
**Detailed Statement of Revenue, Expenses and Changes in Net Assets**  
**For the Month Ending January 31, 2015**

	<u>Current Month Actual</u>	<u>Current Month Budget</u>	<u>Variance \$</u>	<u>Variance %</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>Variance \$</u>	<u>Variance %</u>	<u>Annual Budget</u>
<b>Operating Revenue:</b>									
Terminal Space Rentals - Non Airline	\$18,179	\$18,178	\$1	0.01%	\$126,299	\$126,292	\$7	0.01%	\$217,195
Terminal Space Rentals - Airline	94,141	89,033	5,108	5.74%	816,744	776,031	40,713	5.25%	1,300,000
Concessions	31,758	22,329	9,429	42.23%	226,480	172,803	53,677	31.06%	300,965
Auto Parking	225,420	191,000	34,420	18.02%	1,781,806	1,473,500	308,306	20.92%	2,519,725
Rental Car - Car Rentals	111,740	112,240	(500)	(0.45%)	793,099	785,680	7,419	0.94%	1,346,884
Rental Car - Facility Rent	47,990	49,252	(1,262)	(2.56%)	344,833	349,812	(4,979)	(1.42%)	604,289
Commercial Ground Transportation	11,605	8,800	2,805	31.88%	26,135	15,375	10,760	69.98%	37,700
Landing Fees	40,945	38,125	2,820	7.40%	336,511	358,875	(22,364)	(6.23%)	566,500
FBO'S	78,816	79,099	(283)	(0.36%)	574,481	571,318	3,163	0.55%	978,105
Building Leases	9,868	13,157	(3,289)	(25.00%)	83,393	93,535	(10,142)	(10.84%)	159,341
Land Leases	5,915	2,117	3,798	179.40%	14,989	14,819	170	1.15%	25,438
Other Leases/Fees	40,070	33,502	6,568	19.60%	365,326	278,874	86,452	31.00%	491,800
<b>Total Operating Revenue</b>	<b>\$716,447</b>	<b>\$656,832</b>	<b>\$59,615</b>	<b>9.08%</b>	<b>\$5,490,096</b>	<b>\$5,016,914</b>	<b>\$473,182</b>	<b>9.43%</b>	<b>\$8,547,942</b>
<b>Operating Expenses:</b>									
Personnel Services	\$354,859	\$387,398	(\$32,539)	(8.40%)	\$2,442,886	\$2,700,290	(\$257,404)	(9.53%)	\$4,731,849
Professional Services	12,275	14,865	(2,590)	(17.42%)	102,495	107,685	(5,190)	(4.82%)	187,400
Accounting & Auditing	-	-	-	100.00%	7,600	6,200	1,400	22.58%	15,000
Other Contractual Services	89,110	54,420	34,690	63.74%	451,097	418,700	32,397	7.74%	685,198
Travel & Training	9,687	9,267	420	4.53%	67,885	73,955	(6,070)	(8.21%)	149,695
Communications & Freight	6,272	5,764	508	8.81%	45,536	40,348	5,188	12.86%	69,166
Utility Services	34,760	44,019	(9,259)	(21.03%)	245,583	285,991	(40,408)	(14.13%)	487,648
Rentals & Leases	916	976	(60)	(6.15%)	6,866	6,832	34	0.50%	11,716
Insurance	16,402	18,808	(2,406)	(12.79%)	118,215	131,656	(13,441)	(10.21%)	225,700
Repairs & Maintenance	13,274	34,591	(21,317)	(61.63%)	142,836	240,891	(98,055)	(40.71%)	366,050
Advertising, Printing & Binding	5,165	2,522	2,643	104.80%	64,151	96,754	(32,603)	(33.70%)	205,650
Promotional Activities	9,698	4,870	4,828	99.14%	46,510	48,290	(1,780)	(3.69%)	99,515
Other Current Charges & Obligations	5,470	6,415	(945)	(14.73%)	50,585	48,905	1,680	3.44%	81,000
Office Supplies	464	833	(369)	(44.30%)	4,858	5,831	(973)	(16.69%)	10,000
Operating Supplies	13,154	29,938	(16,784)	(56.06%)	125,051	237,712	(112,661)	(47.39%)	326,336
Books, Publications, Subscriptions & Meml	10,092	12,972	(2,880)	(22.20%)	29,210	28,634	576	2.01%	36,010
Contingency	0	11,111	(11,111)	(100.00%)	0	44,444	(44,444)	(100.00%)	100,000
Emergency Repair	-	6,250	(6,250)	(100.00%)	0	43,750	(43,750)	(100.00%)	75,000
Business Development	-	-	-	100.00%	53,503	47,200	6,303	13.35%	300,000
<b>Total Operating Expenses</b>	<b>\$581,598</b>	<b>\$645,019</b>	<b>(\$63,421)</b>	<b>(9.83%)</b>	<b>\$4,004,867</b>	<b>\$4,614,068</b>	<b>(\$609,201)</b>	<b>(13.20%)</b>	<b>\$8,162,933</b>

**Asheville Regional Airport**  
**Detailed Statement of Revenue, Expenses and Changes in Net Assets**  
**For the Month Ending January 31, 2015**

	<u>Current Month Actual</u>	<u>Current Month Budget</u>	<u>Variance \$</u>	<u>Variance %</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>Variance \$</u>	<u>Variance %</u>	<u>Annual Budget</u>
<b>Operating Revenue before Depreciation</b>	\$134,849	\$11,813	\$123,036	1,041.53%	\$1,485,229	\$402,846	\$1,082,383	268.68%	\$385,009
Depreciation	383,041	-	\$383,041	100.00%	2,681,287	-	\$2,681,287	100.00%	-
<b>Operating Income(Loss) Before Non-Operating Revenue and Expenses</b>	(\$248,192)	\$11,813	(\$260,005)	(2,201.01%)	(\$1,196,058)	\$402,846	(\$1,598,904)	(396.90%)	\$385,009
<b>Non-Operating Revenue and Expense</b>									
Customer Facility Charges	\$72,522	\$63,000	\$9,522	15.11%	\$774,762	\$654,750	\$120,012	18.33%	\$ 1,075,000
Passenger Facility Charges	68,338	58,500	9,838	16.82%	996,370	712,000	284,370	39.94%	1,325,000
Interest Revenue	1,481	1,833	(352)	(19.20%)	12,455	12,831	(376)	(2.93%)	22,000
Interest Expense	(8,940)	(8,940)	-	0.00%	(66,913)	(66,913)	-	0.00%	(108,461)
Reimbursable Cost Revenues	28,066	17,833	10,233	57.38%	101,390	124,831	(23,441)	(18.78%)	214,000
Reimbursable Cost Expenses	(28,066)	(17,833)	(10,233)	57.38%	(101,390)	(124,831)	23,441	(18.78%)	(214,000)
Gain/Loss on Disposal of Assets	-	0	(0)	0.00%	(5,262)	0	(5,262)	0.00%	
<b>Non-Operating Revenue-Net</b>	\$133,401	\$114,393	\$19,008	16.62%	\$1,711,412	\$1,312,668	\$398,744	30.38%	\$2,313,539
<b>Income (Loss) Before Capital Contributions</b>	(\$114,791)	\$126,206	(\$240,997)	(190.96%)	\$515,354	\$1,715,514	(\$1,200,160)	(69.96%)	\$2,698,548
<b>Capital Contributions</b>	\$936,332	\$0	\$936,332	100.00%	\$8,008,295	\$0	\$8,008,295	100.00%	\$0
<b>Increase in Net Assets</b>	\$821,541	\$126,206	\$695,335	550.95%	\$8,523,649	\$1,715,514	\$6,808,135	396.86%	\$2,698,548

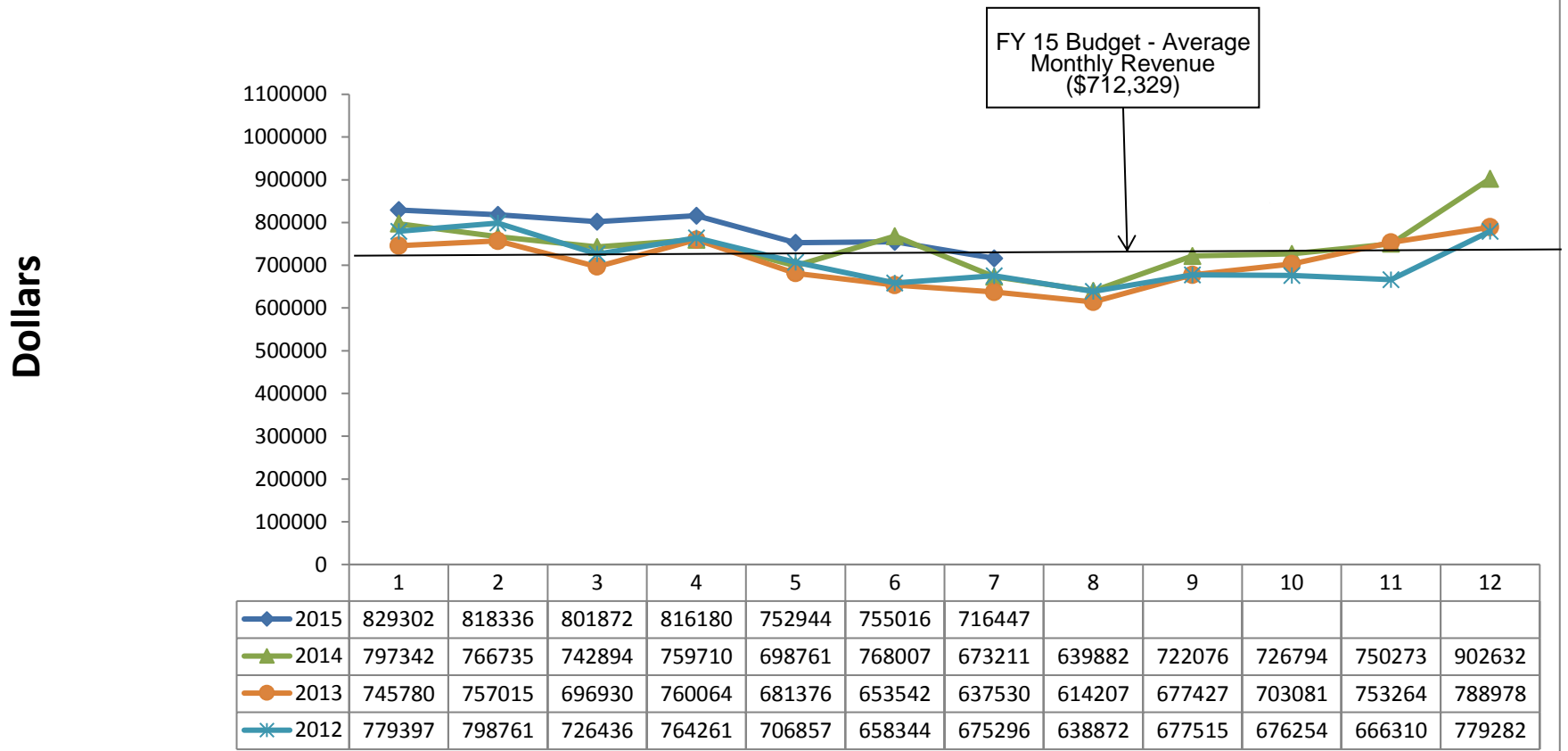
**ASHEVILLE REGIONAL AIRPORT  
STATEMENT OF FINANCIAL POSITION  
As of January 31, 2015**

	<u>Current Month</u>	<u>Last Month</u>
<b><u>ASSETS</u></b>		
<b>Current Assets:</b>		
<b>Unrestricted Net Assets:</b>		
Cash and Cash Equivalents	\$15,455,931	\$11,490,562
Accounts Receivable	148,221	106,462
Passenger Facility Charges Receivable	275,000	275,000
Refundable Sales Tax Receivable	192,608	184,317
Grants Receivable	4,551,012	9,288,903
Prepaid Expenses	91,921	110,275
Total Unrestricted Assets	<u>20,714,693</u>	<u>21,455,519</u>
<b>Restricted Assets:</b>		
Cash and Cash Equivalents	3,502,723	3,486,121
Total Restricted Assets	<u>3,502,723</u>	<u>3,486,121</u>
 Total Current Assets	 <u>24,217,416</u>	 <u>24,941,640</u>
<b>Noncurrent Assets:</b>		
Construction in Progress	18,245,220	17,160,555
Property and Equipment - Net	56,717,398	57,100,439
Total Noncurrent Assets	<u>74,962,618</u>	<u>74,260,994</u>
	<u>\$99,180,034</u>	<u>\$99,202,634</u>
<b><u>LIABILITIES AND NET ASSETS</u></b>		
<b>Current Liabilities:</b>		
<b>Payable from Unrestricted Assets:</b>		
Accounts Payable & Accrued Liabilities	\$1,510,651	\$2,277,599
Customer Deposits	10,425	10,425
Unearned Revenue	291,322	325,222
Construction Contract Retainages	211,456	211,456
Revenue Bond Payable - Current	536,124	533,550
Total Payable from Unrestricted Assets	<u>2,559,978</u>	<u>3,358,252</u>
 Total Current Liabilities	 <u>2,559,978</u>	 <u>3,358,252</u>
<b>Noncurrent Liabilities:</b>		
Other Postemployment Benefits	927,340	927,340
Compensated Absences	401,620	401,620
Net Pension Obligation-LEO Special Separation Allowance	(28,163)	(28,163)
Revenue Bond Payable - Noncurrent	1,273,500	1,319,369
Total Noncurrent Liabilities	<u>2,574,297</u>	<u>2,620,166</u>
 Total Liabilities	 <u>5,134,275</u>	 <u>5,978,418</u>
<b>Net Assets:</b>		
Invested in Capital Assets	73,152,994	72,408,075
Restricted	3,502,723	3,486,121
Unrestricted	17,390,042	17,330,020
Total Net Assets	<u>94,045,759</u>	<u>93,224,216</u>
	<u>\$99,180,034</u>	<u>\$99,202,634</u>

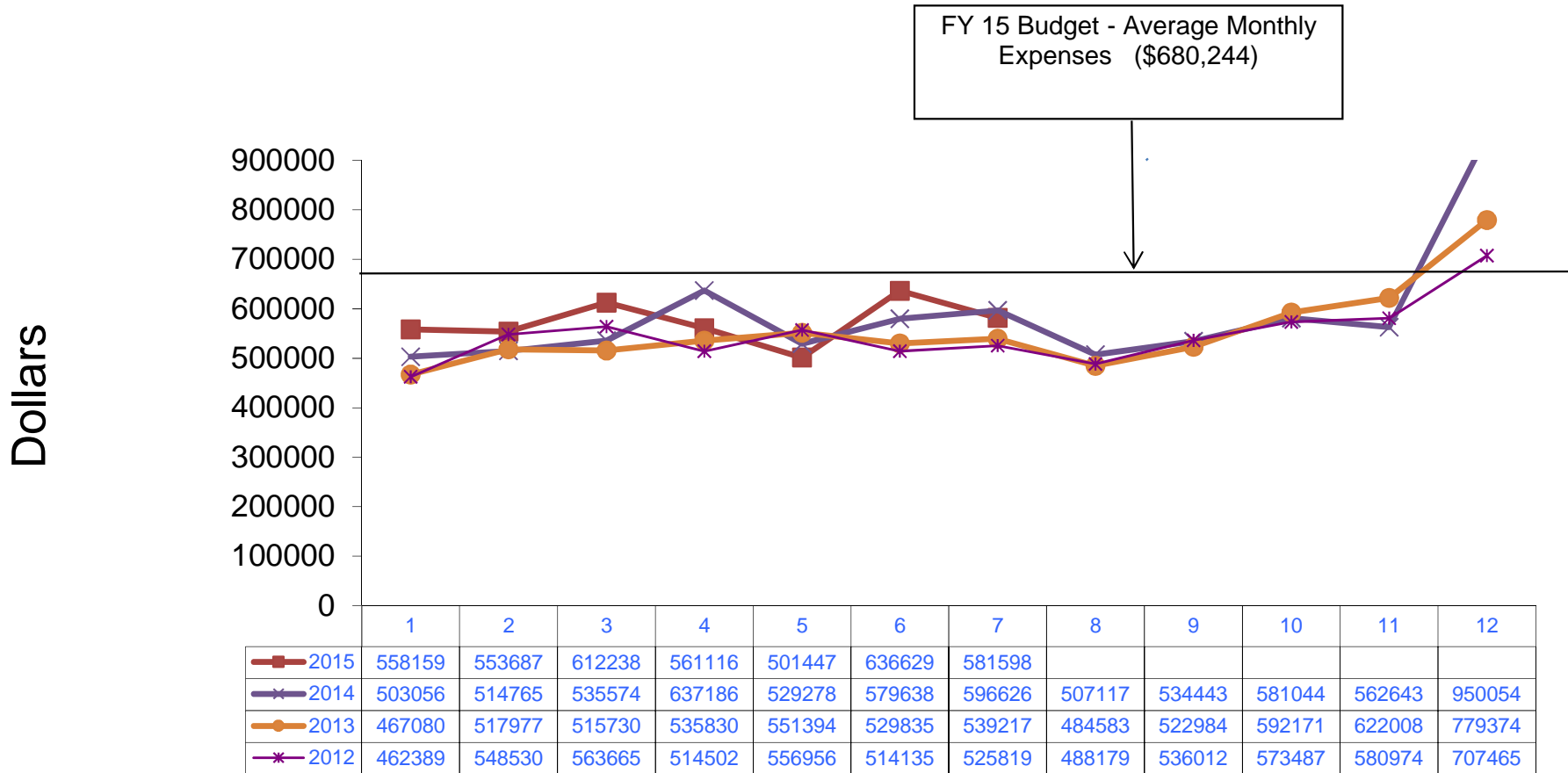
# ASHEVILLE REGIONAL AIRPORT

## Annual Operating Revenue by Month

### January 2015

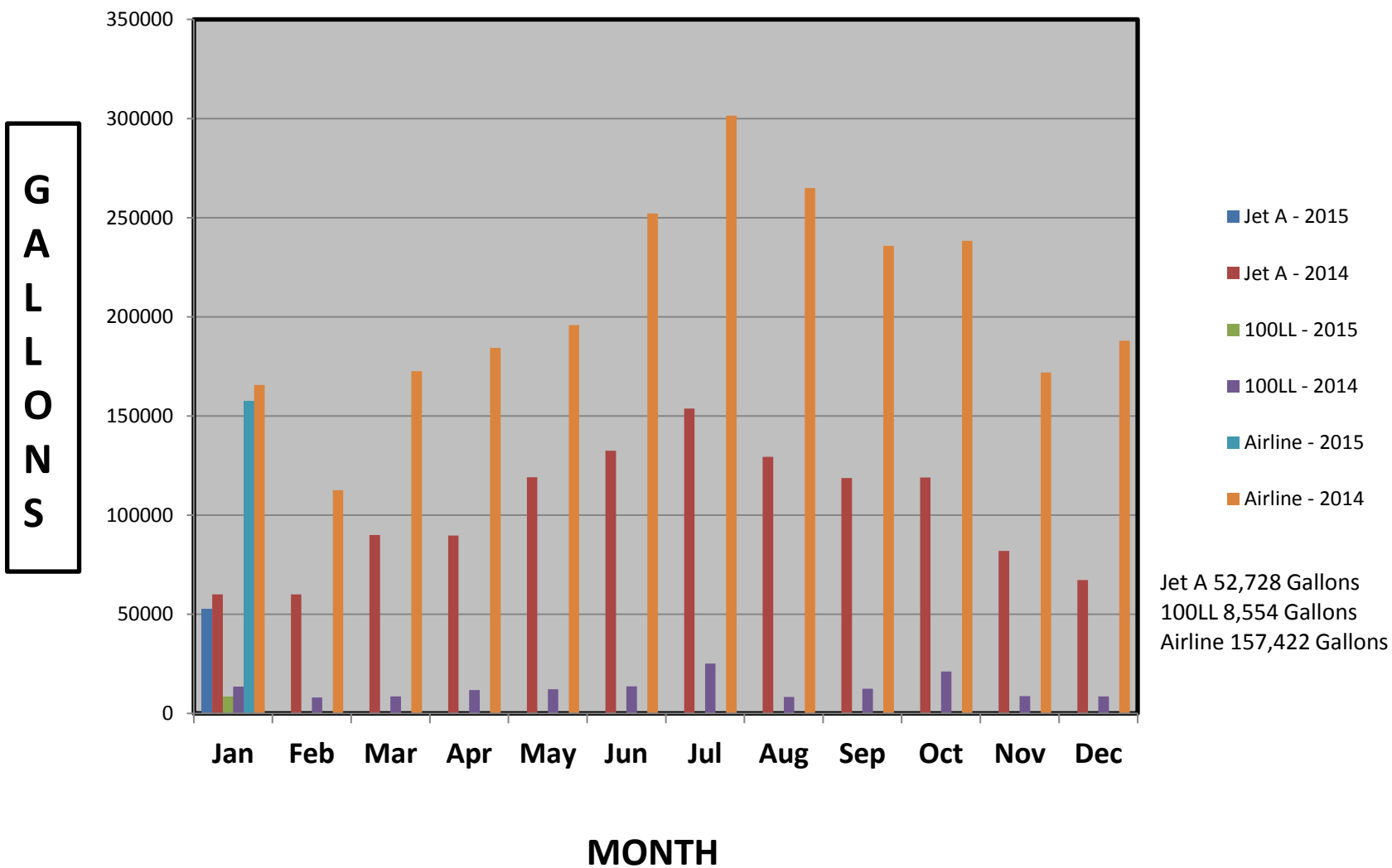


# ASHEVILLE REGIONAL AIRPORT Annual Operating Expenses by Month January 2015





**ASHEVILLE REGIONAL AIRPORT  
FUEL SALES - GALLONS  
January 2015**



Design Phase														
Project Number	Project Name	Project Description	Professional Services Consultant	Professional Services Contract	General Contractor	Original Construction Contract	Change Orders (thru 03/01/2015)	Percent of Original Contract	Board Approved Project Cost	Percent Complete	Expensed to Date (thru 03/01/2015)	Start Date	End Date	Current Project Status (as of 03/01/2015)
1	Airfield Re-Development Project	Budget for the complete project							\$64,000,000.00	19.8%	\$12,698,936.39			All Engineer contracts and expenses will be inclusive of budget.
1A	Airfield Re-Development Project	Phase I - Design Services	RS&H	\$447,983.00	N/A	N/A	\$0.00	0.00%	(Overall total included in above number)	75%	\$335,582.73	Dec-12	Sep-14	Bid Package 2 pre-construction meeting was held 3/3/15
1B	Airfield Re-Development Project	Phase II - Design Services and Project Management.	RS&H	\$1,842,318.00	N/A	N/A	\$0.00	0.00%	(Overall total included in above number)	45.9%	\$845,838.19	Jun-13	Dec-15	Project Management work continues.
1C	Airfield Re-Development Project	Phase III and IV - Design Services and Project Management.	RS&H	\$2,399,826.00	N/A	N/A	\$0.00	0.00%	(Overall total included in above number)	0.0%	\$0.00	Dec-14	Dec-15	Preliminary plans for BP3 are in development.
1D	Airfield Re-Development Project	New Runway Design	Michael Baker Engineering Inc.	\$397,257.94	N/A	N/A	\$0.00	0.00%	(Overall total included in above number)	100%	\$397,257.94	Mar-13	Sep-14	Contract is completed.
1E	Airfield Re-Development Project	Temporary Runway/Taxiway Design	AVCON	\$1,837,826.00	N/A	N/A	\$0.00	0.00%	(Overall total included in above number)	88.5%	\$1,625,245.70	Mar-13	Dec-14	Bid Package 2 pre-construction meeting was held 3/3/15
1F	Airfield Re-Development Project	New Runway Design	AVCON	\$1,902,676.06	N/A	N/A	\$0.00	0.00%	(Overall total included in above number)	0.0%	\$0.00	Mar-13	Mar-14	Preliminary plans for BP3 are in development.
1G	Airfield Re-Development Project	Miscellaneous and Administrative Expenses			N/A	N/A	\$0.00	0.00%	(Overall total included in above number)		\$2,336,790.69	Jan-13	Dec-17	Misc., Admin., \$642K FAA Reimbursable expenses and land acquisition costs of 1.5M are included in this figure.

Construction Phase														
Project Number	Project Name	Project Description	Professional Services Consultant	Professional Services Contract	General Contractor	Original Construction Contract	Change Orders (thru 03/01/2015)	Percent of Original Contract	Board Approved Project Cost	Percent Complete	Expensed to Date (thru 03/01/2015)	Start Date	End Date	Current Project Status (as of 03/01/2015)
1	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* (project expenses are being reimbursed by Charah through a separate agreement)	72%	\$254,307.00	Feb-11	Jul-15	Work continues as weather permits.
2	Westside Area 3	Construction for the Westside Project to level land utilizing engineered ash to fill and top with soil embankment/cap for future development.	AVCON	\$278,060.00	Charah	N/A	\$0.00	0.00%	\$278,060 * (project expenses are being reimbursed by Charah through a separate agreement)	80.0%	\$222,898.41	Mar-13	Jul-15	Area 3 ash placement will continue in North cells, weather permitting.
3	Area 2	Construction for the Ash Fill on the NE for future development.	AVCON	\$466,140.00	Charah	N/A	\$0.00	0.00%	\$466,140 * (project expenses are being reimbursed by Charah through a separate agreement)	5%	\$20,312.03	Dec-14	May-17	Area 2 ash placement delayed, due to begin in March 2015.
4	ARFF Facility Construction	Design, Project Management and Construction of a new Aircraft Rescue Fire Fighting Building.	LPA/BAKER	\$541,409.00	Goforth Builders Inc.	\$4,122,500.00	\$179,094.86	4.3%	\$543,409.00 (Design) & \$4,534,750.00 (Construction)	100%	\$4,936,117.18	Jun-13	Aug-14	Grant Close out documents being prepared to be submitted to FAA. Overall project is complete.

Construction Phase														
Project Number	Project Name	Project Description	Professional Services Consultant	Professional Services Contract	General Contractor	Original Construction Contract	Change Orders (thru 03/01/2015)	Percent of Original Contract	Board Approved Project Cost	Percent Complete	Expensed to Date (thru 03/01/2015)	Start Date	End Date	Current Project Status (as of 03/01/2015)
5	Temporary Runway 17-35 Site Preparation and Grading	Site preparation, drainage and retaining wall construction for new temporary runway/taxiway.	RS&H and AVCON, Inc.	Amount included in Phase 1 Design Fees	Thalle Construction Company, Inc.	\$8,856,193.00	\$34,119.73	0.38%	\$9,741,812.30	90%	\$7,158,527.99	Jun-14	Dec-14	Retaining wall repair work South end complete, North end repairs underway. Final punch list items continue to be completed.
6	Temporary Runway 17-35 Paving, Lighting and NAVAIDS	Construction of new temporary runway - parallel taxiway B	RS&H and AVCON, Inc.	Amount included in Phase 3 Design Fees	Harrison Construction Company	\$12,435,884.00	\$0.00	0.00%	\$13,057,678.00	0%	\$0.00	Mar-15	Dec-15	Contract documents are executed and Notice to Proceed submitted.
7	Entryway Improvements	Replacement entrance sign, landscaping and road sign placement due to NCDOT project in front of airport.	Delta Airports Inc.	\$84,507.00	Young and McQueen Construction	\$414,725.00	\$0.00	0.00%	\$84,507.00 (Design) & \$434,725.00 (Construction)	29%	\$143,976.23	Nov-14	Feb-15	Entrance sign footings poured, electrical conduit installed and wayfind signs lower foundation has begun.

*\*\*Amounts are based on invoices received and processed through Development.\*\**

# GARAA Board Members

2015 Strategic Focus

Draft

# Purpose

1. Establish & agree to a Governance vs. Management model, so Authority Members are not spending time in the day to day operations of the Airport
  - ▶ Focus on macro issues (big rocks)
2. Clarify & agree to our roles as Authority Members vs. Lew's role as Executive Director
  - ▶ Clarify Board's strategic priorities (guard rails) and primary accountabilities
  - ▶ Clarify Executive Director's macro accountabilities and strategic alignment with the Authority Board's priorities
3. Establish & agree to specific guiding strategic priorities (macro issues, not often reestablished)
4. Establish & agree to specific annual goals consistent with the director and staff's goals to lead the airport forward (specific items that change periodically based on current business needs)
5. Use principles & goals as “touchstone” for every meeting to keep us on track to purpose
6. Reassess each year to validate

Draft

# Key strategic priorities

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

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

**Draft**

# Key Goals for 2015

1. Governance vs. Management
2. Acculturate new board members
3. Runway project
4. Parking facilities
5. Legal entity/Property transfer documents completed

Draft