



AGENDA

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

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

- I. CALL TO ORDER
- II. WELCOME AND SWEARING IN OF NEW BOARD MEMBER – GEORGE H. ERWIN, JR.
- III. SERVICE RECOGNITION AWARD – ANDREW TATE
- IV. PRESENTATIONS:
 - A. Operations and Maintenance – John Coon
- V. FINANCIAL REPORT ([document](#))
- VI. CONSENT ITEMS:
 - A. Approval of the Greater Asheville Regional Airport Authority November 9, 2017 Regular Meeting Minutes ([document](#))
 - B. Approval of Amendment to the FY17/18 Budget ([document](#))
- VII. OLD BUSINESS: None



VIII. NEW BUSINESS:

- A. Adoption of the Asheville Regional Airport Five-Year Capital Improvement Plan (CIP) for FY 2019-2023 ([document](#))

IX. DIRECTOR'S REPORT:

- A. Allegiant Summer Flight Schedule
- B. Discussion of Key Priorities: Master Plan, Long Term Economic Development, Community Outreach, Air Service Development

X. INFORMATION SECTION:

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

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

XI. PUBLIC AND TENANTS' COMMENTS

XII. CALL FOR NEXT MEETING

XIII. CLOSED SESSION:

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



XIV. AUTHORITY MEMBER REPORTS:

- A. Key Strategic Elements ([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
October-17**

AIRPORT ACTIVITY

| | Month | Variance to Prior Year | Calendar Year to Date | Variance to Prior Year |
|-------------------------------|--------|---------------------------|--------------------------|---------------------------|
| Passenger Enplanements | 51,073 | 17.5% | 393,855 | 14.0% |
| Aircraft Operations | | | | |
| Commercial | 2,085 | 18.4% | 15,861 | 11.9% |
| Scheduled Flights | 753 | 16.9% | | |
| Flight Cancellations | 11 | | | |
| Seats | 59,680 | 18.8% | 487,255 | 16.5% |
| Load Factor | 85.6% | (1.1%) | 80.8% | (2.1%) |
| General Aviation | 4,756 | 8.9% | 36,263 | (2.7%) |
| Military | 460 | (4.0%) | 3,983 | 8.8% |

FINANCIAL RESULTS

| | Month | Variance to Budget | Fiscal Year to Date | Variance to Budget |
|---|-------------------|-----------------------|------------------------|-----------------------|
| Operating Revenues | \$ 1,062,064 | 11.2% | \$ 4,111,126 | 10.6% |
| Operating Expenses | 578,153 | (23.7%) | 2,714,920 | (7.0%) |
| Net Operating Revenues before Depreciation | <u>\$ 483,911</u> | 145.9% | <u>\$ 1,396,206</u> | 74.7% |
| Net Non-Operating Revenues | <u>\$ 359,104</u> | 26.3% | <u>\$ 1,271,669</u> | 12.9% |
| Grants: | | | | |
| FAA AIP Grants | \$ 44 | | \$ 3,507,378 | |
| NC Dept of Transportation Grants | - | | - | |
| Total | <u>\$ 44</u> | | <u>\$ 3,507,378</u> | |

CASH

| | |
|---------------------------------|----------------------|
| Restricted | \$ 14,350,715 |
| Designated for O&M Reserve | 4,517,470 |
| Designated for Emergency Repair | 650,000 |
| Unrestricted, Undesignated | 12,429,956 |
| Total | <u>\$ 31,948,141</u> |

RECEIVABLES PAST DUE

| | Total | 1-30 Days | 31-60 Days | Over 60 Days |
|------------------------|-------------------|-------------------|------------------|------------------|
| Advertising Customers | 11,577 | 6,050 | 2,327 | 3,200 |
| Allegiant | 17,361 | 16,175 | 497 | 689 |
| American | 15,149 | 14,711 | 289 | 150 |
| Avis | 1,181 | - | 254 | 927 |
| Budget | 1,618 | 208 | 1,195 | 216 |
| Delta | 38,372 | 37,350 | 1,022 | - |
| Enterprise | 5,152 | - | 1,152 | 4,000 |
| TSA | 50,988 | 16,783 | 17,066 | 17,138 |
| FAA | 25,728 | 12,864 | 12,864 | - |
| Paradies | 2,529 | 1,816 | - | 712 |
| Signature | 2,111 | 111 | - | 2,000 |
| Skywest | 17,940 | 17,646 | - | 294 |
| United | 15,201 | 15,051 | - | 150 |
| Vanguard | 1,533 | - | 1,533 | - |
| Miscellaneous | 4,233 | - | 1,129 | 3,104 |
| Total | <u>\$ 210,672</u> | <u>\$ 138,765</u> | <u>\$ 39,327</u> | <u>\$ 32,580</u> |
| % of Total Receivables | <u>23.30%</u> | | | |

Note: Excludes balances paid subsequent to month-end.

REVENUE BONDS PAYABLE

| | Original Amount | Current Balance |
|---|----------------------|----------------------|
| Parking Garage Revenue Bond, Series 2016A | \$ 15,750,000 | \$ 15,750,000 |
| Parking Garage Taxable Revenue Bond, Series 2016B | 5,250,000 | 4,295,000 |
| | <u>\$ 21,000,000</u> | <u>\$ 20,045,000</u> |

CAPITAL EXPENDITURES

| | |
|-----------------------|---------------|
| Annual Budget | \$ 44,615,330 |
| Year-to-Date Spending | \$ 7,224,997 |

**REGULAR MEETING
GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
November 9, 2017**

The Greater Asheville Regional Airport Authority (“Authority”) met on Thursday, November 9, 2017 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: Matthew C. Burrell, Vice-Chair; K. Ray Bailey; William L. Moyer; Stephanie Pace Brown; and David Gantt

MEMBERS ABSENT: Robert C. Roberts, Chair

STAFF AND LEGAL COUNSEL PRESENT: Cindy Rice, Authority Legal Counsel; Lew Bleiweis, Executive Director; Michael Reisman, Deputy Executive Director of Development and Operations; Kevan Smith, Chief of Public Safety; Suzie Baker, Director of Administration; Janet Burnette, Director of Finance and Accounting; Shane Stockman, IT Director; John Coon, Director of Operations; David Nantz, Safety Manager; Samuel Sales, Public Safety Captain; and Ellen Heywood, Clerk to the Board

ALSO PRESENT: Mike Darcangelo, AVCON, Inc.; Eric Rysdon, RS&H; Charles Buckland, Signature Flight; Paul Puckli, CHA Consulting; Tonya Marshall, Gould Killian CPA Group

CALL TO ORDER: The Vice-Chair called the meeting to order at 8:30 a.m.

The Director advised the Board that a schedule of industry conferences was available at their seats for review. Board Members were asked to mention any conferences they are interested in attending at the December Board meeting.

The Director also informed the Board that a new gate arm would be installed across the Authority parking lot, however, their badges would activate the gate arm for access to the parking lot.

SERVICE AWARD PRESENTATION:

A. David Nantz: The Vice-Chair recognized David Nantz with a service recognition award and gift for his 20 years of service with the Authority.

FINANCIAL REPORT: The Director reported on the airport activity for the month of September which included enplanements, aircraft operations, and general aviation activity. Janet Burnette reported on the financial activity for the month of September. Mr. Moyer commented that the past due receivables for over 60 days was rather high. The Director reported that TSA and FAA are both in arrears and staff is working with them, especially TSA as their lease extension has just been received. Staff is also working with United Airlines to catch them up.

CONSENT ITEMS: The Vice-Chair stated that the order of Consent Items would be changed so the Board Members could review the Closed Session minutes.

B. Approval of the Greater Asheville Regional Airport Authority October 6, 2017 Closed Session Minutes Parts A, B and C: The Closed Session minutes were distributed and reviewed. Mr. Moyer moved to approve the minutes for the October 6, 2017 Closed Session Parts A, B and C and to seal and withhold the minutes for the October 6, 2017 Closed Session, Parts A, B and C, from public inspection so long as public inspection would frustrate the purpose or purposes thereof. Mr. Gantt seconded the motion and it carried unanimously.

C. Approval of the Greater Asheville Regional Airport Authority September 8, 2017 Closed Session Minutes: The Closed Session minutes were distributed and reviewed. Mr. Moyer moved to approve the minutes for the September 8, 2017 Closed Session and to seal and withhold the minutes for the September 8, 2017 Closed Session from public inspection so long as public inspection would frustrate the purpose or purposes thereof. Ms. Brown seconded the motion and it carried unanimously.

A. Approval of the Greater Asheville Regional Airport Authority October 6 2017 Regular Meeting Minutes: Mr. Moyer moved to approve the October 6, 2017 Regular Meeting minutes. Mr. Bailey seconded the motion and it carried unanimously.

D. Ratification on the Delay of New Parking Lot Rates: Mr. Gantt moved to ratify the delay in implementing the parking rate increase until such time that all the new parking revenue equipment is installed and operational. Mr. Moyer seconded the motion and it carried unanimously.

OLD BUSINESS:

A. Approval of the Greater Asheville Regional Airport Authority Board 2018 Schedule: The Director remarked that this item was presented to the Board at the October Board meeting and action was deferred due to conflicts. The Director spoke with

the Chair and it was suggested that the dates be left as is with the exception of the May meeting which was moved to May 18, 2018.

Mr. Bailey moved to approve the 2018 Authority Board Schedule as presented. Mr. Moyer seconded the motion and it carried unanimously.

NEW BUSINESS:

A. Presentation of the Annual Audited Financial Report for Fiscal Year 2016/2017: Janet Burnette reported that the annual audit for fiscal year ended June 30, 2017 was performed by Gould Killian CPA Group and introduced Tonya Marshall, Senior Audit Manager with Gould Killian. Ms. Marshall advised the Board that an unmodified or clean opinion was issued with reasonable assurance that the financial statements were free from material misstatement and found no material weaknesses in internal control as well as no material noncompliance with laws and regulations. Ms. Marshall touched upon GASB 73 and the pension fund liability that is reported as a liability on the Authority's financial statements and a brief discussion ensued. Ms. Marshall highlighted key statistics for fiscal year 2017 including cash and investments, net position both unrestricted and restricted, operating loss, debt service, and non-operating revenues. A bound copy of the annual financial statement and audit wrap up communication was provided to the Board Members.

Mr. Bailey moved to accept the 2016/2017 Audit Report as presented. Mr. Moyer seconded the motion and it carried unanimously.

B. Approval of Lease Assignment, Assumption and Consent with Signature Flight Support: The Director informed the Board that early in 2016 Signature Flight Support Corporation (Signature) acquired Landmark Aviation and in order to achieve operational efficiencies, Signature would like to assume all rights and interest in the lease agreement between the Authority and Encore Asheville FBO, LLC, doing business as Landmark Aviation in Asheville.

Mr. Gantt moved to approve the Lease Assignment, Assumption and Consent between Encore Asheville FBO, L.L.C. d/b/a/Landmark Aviation and Signature Flight Support Corporation and authorize the Executive Director to execute the necessary documents. Ms. Brown seconded the motion and it carried unanimously.

C. Approval of Agreement for Professional Consulting Services with CHA Consulting, Inc.: Michael Reisman reminded the Board that staff was authorized to proceed with consultant selection for a terminal assessment study. A qualifications-based selection process was performed of the five firms that submitted statements of

qualifications. CHA Consulting was ranked top firm by staff to perform the study. Mr. Reisman advised the Board that in order to make use of NCDOT appropriations for this project, certain steps were still underway, mainly an independent fee comparison and final approval of the scope of work and fee by the FAA. These steps are being conducted simultaneously and the final fee for the project should be less than the not-to-exceed cost of \$628,900.00 for this study. Mr. Reisman stated that while this fee may seem excessive, several different studies are being conducted as part of the terminal assessment study including an infrastructure assessment of the terminal building, which as a stand-alone project would cost several hundred thousand dollars, the other is the Terminal Area Planning which is much like a master plan, and the third phase of the project is the assessment of the exterior façade of the building. Mr. Reisman stated that Mr. Paul Puckli of CHA Consulting, Inc. was available for any questions the Board may have.

Ms. Brown asked for a description of the expertise of the team assigned to this project and the length of time it would take to complete. Mr. Reisman referred to Mr. Puckli to answer this question. Mr. Puckli responded that there were utilities and infrastructure staff in addition to the aviation component that will work on the project. Mr. Reisman stated that Mr. Puckli would be acting as the project manager on the overall project. There will be sub-project managers for each of the three phases that have their own teams of either in-house or sub-consultants. The project is expected to be finished the first part of spring.

Mr. Burril inquired about the timing of the state funds. The Director stated that the state funds in the amount of \$2 million were currently available and the state expects a good majority of these funds to be spent by June 30th. The expansion of the aircraft ramp will cost approximately \$1 million. The rest of the funds as this project develops will come from 2019 funding from the state.

Mr. Burril suggested that it would be helpful if information on CHA Consulting could be sent to the Board Members.

Mr. Moyer moved to approve the award of an Agreement for Professional Consulting Services with CHA Consulting, Inc. in an amount not to exceed \$628,900.00 and upon IFE review and concurrence from the FAA, and authorize the Executive Director to execute the necessary documents. Mr. Bailey seconded the motion and it carried unanimously.

D. Approval of Change Order Nos. 7 and 8 to Contract with American South General Contractors: Michael Reisman stated that the contract with American South General Contractors for construction of the parking garage was approved by the Board in

July of 2016. Mr. Reisman reviewed the work contained under Change Order Nos. 7 and 8 to the contract with American South General Contractors. The total additional cost of \$176,158.25 for Change Order No. 7 and \$55,987.82 for Change Order No. 8 brings the total contract price to \$20,689,475.95 which is within the current construction project budget of \$21,938,700.00.

Ms. Brown moved to approve Change Order Nos. 7 and 8 to the contract with American South General Contractors and authorize the Executive Director to sign the necessary documents. Mr. Bailey seconded the motion and it carried unanimously.

INFORMATION SECTION: No comments

PUBLIC AND TENANTS COMMENTS: None

CALL FOR NEXT MEETING: The next regular meeting of the Authority Board will be held on December 8, 2017.

ADJOURNMENT: Mr. Gantt moved to adjourn the meeting at 9:20 a.m. Mr. Moyer seconded the motion and it carried unanimously.

Respectfully submitted,

Ellen Heywood
Clerk to the Board

Approved:

Matthew C. Burrill
Vice-Chair



MEMORANDUM

TO: Members of the Airport Authority

FROM: Janet Burnette, Director of Finance and Accounting

DATE: December 8, 2017

ITEM DESCRIPTION – Consent Item B

Approval of Amendment to the FY17/18 Budget

BACKGROUND

We need to amend our FY17/18 budget to cover some unanticipated legal costs. As a result of the FAA Part 13 complaint as well as the airfield redevelopment construction issues, a budget increase in the amount of \$50,000 for legal fees is necessary.

We recommend that the Airport Authority Board amend the FY17/18 budget as outlined below.

ISSUES

None.

ALTERNATIVES

None.

FISCAL IMPACT

The budget amendment will increase both FY17/18 budgeted revenues and expenditures by \$50,000. The net increase in Transfers from GARAA Cash is \$50,000.

RECOMMENDED ACTION

It is respectfully requested that the Airport Authority Board resolve to amend the FY17/18 budget by adopting the following budget ordinance amendment:

Consent -Item B



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, 2018:

Section 1. To amend the appropriations as follows:

EXPENDITURES:

| | <u>Decrease</u> | <u>Increase</u> |
|----------------------|-----------------|-----------------|
| Executive Department | _____ | \$50,000 |
| Totals | _____ | \$50,000 |

This will result in a net increase of \$50,000 in the appropriations. Revenues will be revised as follows:

REVENUES:

| | <u>Decrease</u> | <u>Increase</u> |
|--------------------------|-----------------|-----------------|
| Transfer from GARAA Cash | _____ | \$50,000 |
| Totals | _____ | \$50,000 |

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

Adopted this 8th day of December, 2017.

Robert C. Roberts, Chair

Attested by:

Ellen Heywood, Clerk to the Board



MEMORANDUM

TO: Members of the Airport Authority

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

DATE: December 8, 2017

ITEM DESCRIPTION – New Business Item A

Adoption of the Asheville Regional Airport Five-Year Capital Improvement Plan (CIP) for FY 2019-2023

BACKGROUND

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

CIP priorities through FY 23 provide for the completion of existing programs already underway or planned. This includes equipment replacement, roadway and parking lot pavement rehabilitation, terminal apron repairs and expansion, and an update of the Airport Master Plan.

ISSUES

None.

ALTERNATIVES

None.

FISCAL IMPACT

The Five-Year CIP is considered a planning and administrative tool for authority Staff, the FAA, and the NCDOT Division of Aviation. Adopting the CIP does not approve any

New Business – Item A



contracts nor provide Staff with any authorization to award design or construction projects. Staff will present individual CIP projects to the Authority Board in accordance with all applicable Authority policies.

RECOMMENDED ACTION

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

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

| Airport Capital Improvement Program - Fiscal Years 2019-2023 | | | | | | | | | | | Draft - Dec2017 | |
|--|----------------------|----------------------|-------------------|----------------------|-------------------|------------------|----------------------|-------------|-------------|----------------------|-----------------|--|
| Description | Total Cost | AIP Entitlements | AIP Discretionary | State Funds | Pay-As-You-Go PFC | | Other Local Funds | | | Total Funding | | |
| | | | | | Current Approval | Future Approvals | Airport Capital | Other | CFC | | | |
| Current Year | | | | | | | | | | | | |
| FY 2018 (Oct 1, 2017 - Sept 30, 2018) | | | | | | | | | | | | |
| Terminal Apron Extension (North) | \$ 1,000,000 | \$ 415,553 | | \$ 544,447 | | \$ - | \$ 40,000 | \$ - | \$ - | \$ 1,000,000 | | |
| Security System Improvements | \$ 1,538,581 | \$ 1,384,723 | \$ - | | | \$ - | \$ 153,858 | | | \$ 1,538,581 | | |
| Snow Removal Equipment - Broom & Blower | \$ 1,580,280 | \$ 1,024,724 | \$ - | \$ - | \$ - | \$ - | \$ 555,556 | \$ - | \$ - | \$ 1,580,280 | | |
| Terminal Building Assessment Study | \$ 628,900 | \$ - | \$ - | \$ 628,900 | | \$ - | \$ - | \$ - | \$ - | \$ 628,900 | | |
| Terminal Apron Expansion (South) Environmental Services | \$ 70,000 | \$ - | \$ - | \$ 70,000 | | \$ - | \$ - | \$ - | \$ - | \$ 70,000 | | |
| Terminal Infrastructure Improvements - Phase I Utilities | \$ 756,653 | \$ - | \$ - | \$ 756,653 | | \$ - | \$ - | \$ - | \$ - | \$ 756,653 | | |
| Subtotal FY 2018 | \$ 5,574,414 | \$ 2,825,000 | \$ - | \$ 2,000,000 | \$ - | \$ - | \$ 749,414 | \$ - | \$ - | \$ 5,574,414 | | |
| FY 2019 (Oct 1, 2018 - Sept 30, 2019) | | | | | | | | | | | | |
| Wright Brothers Way Extension | \$ 3,000,000 | \$ 1,000,000 | \$ - | \$ - | \$ - | \$ - | \$ 2,000,000 | \$ - | \$ - | \$ 3,000,000 | | |
| Snow Removal Equipment - Snow Plow Trucks | \$ 2,400,000 | \$ 1,825,000 | \$ - | \$ - | \$ - | \$ - | \$ 575,000 | \$ - | \$ - | \$ 2,400,000 | | |
| Terminal Rehabilitation and Expansion - Design | \$ 2,000,000 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 2,000,000 | \$ - | \$ - | \$ 2,000,000 | | |
| Terminal Infrastructure Improvements - Phase II Utilities | \$ 2,000,000 | \$ - | \$ - | \$ 2,000,000 | | \$ - | \$ - | \$ - | \$ - | \$ 2,000,000 | | |
| Subtotal FY 2019 | \$ 9,400,000 | \$ 2,825,000 | \$ - | \$ 2,000,000 | \$ - | \$ - | \$ 4,575,000 | \$ - | \$ - | \$ 9,400,000 | | |
| FY 2020 (Oct 1, 2019 - Sept 30, 2020) | | | | | | | | | | | | |
| Terminal Apron Expansion (South) - Phase I | \$ 4,250,000 | \$ 1,825,000 | | \$ - | \$ - | \$ - | \$ 2,425,000 | \$ - | \$ - | \$ 4,250,000 | | |
| Terminal Apron Repairs | \$ 1,111,111 | \$ 1,000,000 | \$ - | \$ - | \$ - | \$ - | \$ 111,111 | \$ - | \$ - | \$ 1,111,111 | | |
| Terminal Rehabilitation and Expansion - Phase I | \$ 11,500,000 | \$ - | \$ - | \$ 2,000,000 | | \$ - | \$ 9,500,000 | \$ - | \$ - | \$ 11,500,000 | | |
| Subtotal FY 2020 | \$ 16,861,111 | \$ 2,825,000 | \$ - | \$ 2,000,000 | \$ - | \$ - | \$ 12,036,111 | \$ - | \$ - | \$ 16,861,111 | | |
| FY 2021 (Oct 1, 2020 - Sept 30, 2021) | | | | | | | | | | | | |
| Terminal Apron Expansion (South) - Phase II | \$ 4,250,000 | \$ 2,825,000 | \$ - | \$ - | \$ - | \$ - | \$ 1,425,000 | \$ - | \$ - | \$ 4,250,000 | | |
| Terminal Rehabilitation and Expansion - Phase II | \$ 11,500,000 | \$ - | \$ - | \$ 2,000,000 | | \$ - | \$ 9,500,000 | \$ - | \$ - | \$ 11,500,000 | | |
| Subtotal FY 2021 | \$ 15,750,000 | \$ 2,825,000 | \$ - | \$ 2,000,000 | \$ - | \$ - | \$ 10,925,000 | \$ - | \$ - | \$ 15,750,000 | | |
| FY 2022 (Oct 1, 2021 - Sept 30, 2022) | | | | | | | | | | | | |
| Roadway Improvements & Rehab. | \$ 4,981,944 | \$ 2,825,000 | \$ - | \$ 2,000,000 | | \$ - | \$ 156,944 | \$ - | \$ - | \$ 4,981,944 | | |
| | \$ - | \$ - | \$ - | \$ - | | \$ - | \$ - | \$ - | \$ - | \$ - | | |
| Subtotal FY 2022 | \$ 4,981,944 | \$ 2,825,000 | \$ - | \$ 2,000,000 | \$ - | \$ - | \$ 156,944 | \$ - | \$ - | \$ 4,981,944 | | |
| FY 2023 (Oct 1, 2022 - Sept 30, 2023) | | | | | | | | | | | | |
| Airport Master Plan | \$ 1,000,000 | \$ 900,000 | \$ - | \$ - | \$ - | \$ - | \$ 100,000 | \$ - | \$ - | \$ 1,000,000 | | |
| GA Apron /Taxilane Rehabilitation - Phase I | \$ 4,138,889 | \$ 1,925,000 | \$ - | \$ 2,000,000 | | \$ - | \$ 213,889 | \$ - | \$ - | \$ 4,138,889 | | |
| Subtotal FY 2023 | \$ 5,138,889 | \$ 2,825,000 | \$ - | \$ 2,000,000 | \$ - | \$ - | \$ 313,889 | \$ - | \$ - | \$ 5,138,889 | | |
| Total - FY 2019 - FY 2023 | \$ 57,706,358 | \$ 16,950,000 | \$ - | \$ 12,000,000 | \$ - | \$ - | \$ 28,756,358 | \$ - | \$ - | \$ 57,706,358 | | |



MEMORANDUM

TO: Members of the Airport Authority
FROM: Lew Bleiweis, A.A.E., Executive Director
DATE: December 8, 2017

ITEM DESCRIPTION – Information Section Item A

October, 2017 Traffic Report – Asheville Regional Airport

SUMMARY

October, 2017 overall passenger traffic numbers were up 17.3% compared to the same period last year. Passenger traffic numbers reflect a 17.5% increase in passenger enplanements from October, 2016. Enplanements for Fiscal Year to Date total 194,010 which is a 12.7% increase over the same period last year.

AIRLINE PERFORMANCE

Allegiant Airlines: Year over Year passenger enplanements for Allegiant in October 2017 were up by 37.1%. There were no flight cancellations for the month.

American Airlines: American's October 2017 passenger enplanements represent an 8.9% increase over the same period last year. There were ten (10) flight cancellations for the month.

Delta Airlines: Delta's October 2017 enplanements decreased by 6.2% compared to October 2016. There were no flight cancellations for the month.

United Airlines: In October 2017, United Airlines saw an increase in enplanements by 46.4% over the same period last year. There was one (1) flight cancellation for the month.

Monthly Traffic Report Asheville Regional Airport

October 2017



| Category | Oct 2017 | Oct 2016 | Percentage Change | *CYTD-2017 | *CYTD-2016 | Percentage Change | *MOV12-2017 | *MOV12-2016 | Percentage Change |
|----------------------------|-----------------------|-----------------------|-------------------|-------------------------|-------------------------|-------------------|-------------------------|-------------------------|-------------------|
| Passenger Traffic | | | | | | | | | |
| Enplaned | 51,073 | 43,470 | 17.5% | 393,855 | 345,375 | 14.0% | 463,086 | 404,440 | 14.5% |
| Deplaned | <u>51,022</u> | <u>43,562</u> | 17.1% | <u>392,397</u> | <u>342,913</u> | 14.4% | <u>461,526</u> | <u>401,138</u> | 15.1% |
| Total | 102,095 | 87,032 | 17.3% | 786,252 | 688,288 | 14.2% | 924,612 | 805,578 | 14.8% |
| Aircraft Operations | | | | | | | | | |
| Airlines | 784 | 715 | 9.7% | 6,510 | 5,468 | 19.1% | 7,572 | 6,641 | 14.0% |
| Commuter /Air Taxi | <u>1,301</u> | <u>1,046</u> | 24.4% | 9,351 | 8,706 | 7.4% | 10,489 | 10,076 | 4.1% |
| Subtotal | <u>2,085</u> | <u>1,761</u> | 18.4% | <u>15,861</u> | <u>14,174</u> | 11.9% | <u>18,061</u> | <u>16,717</u> | 8.0% |
| General Aviation | 4,756 | 4,366 | 8.9% | 36,263 | 37,276 | -2.7% | 42,376 | 43,470 | -2.5% |
| Military | <u>460</u> | <u>479</u> | -4.0% | <u>3,983</u> | <u>3,661</u> | 8.8% | <u>4,536</u> | <u>4,374</u> | 3.7% |
| Subtotal | <u>5,216</u> | <u>4,845</u> | 7.7% | <u>40,246</u> | <u>40,937</u> | -1.7% | <u>46,912</u> | <u>47,844</u> | -1.9% |
| Total | 7,301 | 6,606 | 10.5% | 56,107 | 55,111 | 1.8% | 64,973 | 64,561 | 0.6% |
| Fuel Gallons | | | | | | | | | |
| 100LL | 16,818 | 16,352 | 2.8% | 138,819 | 145,823 | -4.8% | 164,156 | 171,465 | -4.3% |
| Jet A (GA) | 163,450 | 162,442 | 0.6% | 1,248,439 | 1,102,196 | 13.3% | 1,448,055 | 1,257,834 | 15.1% |
| Subtotal | <u>180,268</u> | <u>178,794</u> | 0.8% | <u>1,387,258</u> | <u>1,248,019</u> | 11.2% | <u>1,612,211</u> | <u>1,429,299</u> | 12.8% |
| Jet A (A/L) | <u>411,553</u> | <u>267,526</u> | 53.8% | <u>2,958,897</u> | <u>2,161,750</u> | 36.9% | <u>3,423,645</u> | <u>2,592,048</u> | 32.1% |
| Total | 591,821 | 446,320 | 32.6% | 4,346,155 | 3,409,769 | 27.5% | 5,035,856 | 4,021,347 | 25.2% |

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

Monday, November 27, 2017

Airline Enplanements, Seats, and Load Factors

Asheville Regional Airport

October 2017



| | Oct 2017 | Oct 2016 | Percentage Change | *CYTD-2017 | *CYTD-2016 | Percentage Change |
|--------------------------|----------|----------|-------------------|------------|------------|-------------------|
| Allegiant Air | | | | | | |
| Enplanements | 17,109 | 12,483 | 37.1% | 120,343 | 103,175 | 16.6% |
| Seats | 21,277 | 14,146 | 50.4% | 143,446 | 120,231 | 19.3% |
| Load Factor | 80.4% | 88.2% | -8.9% | 83.9% | 85.8% | -2.2% |
| American Airlines | | | | | | |
| Enplanements | 11,512 | 10,575 | 8.9% | 88,423 | 84,052 | 5.2% |
| Seats | 13,299 | 12,543 | 6.0% | 116,763 | 106,767 | 9.4% |
| Load Factor | 86.6% | 84.3% | 2.7% | 75.7% | 78.7% | -3.8% |
| Delta Air Lines | | | | | | |
| Enplanements | 13,691 | 14,602 | -6.2% | 116,389 | 119,174 | -2.3% |
| Seats | 14,909 | 16,667 | -10.5% | 142,527 | 146,347 | -2.6% |
| Load Factor | 91.8% | 87.6% | 4.8% | 81.7% | 81.4% | 0.3% |
| Elite Airways | | | | | | |
| Enplanements | 253 | 0 | #Div/0! | 1,251 | 0 | #Div/0! |
| Seats | 450 | 0 | #Div/0! | 2,420 | 0 | #Div/0! |
| Load Factor | 56.2% | #Num! | #Type! | 51.7% | #Num! | #Type! |
| United Airlines | | | | | | |
| Enplanements | 8,508 | 5,810 | 46.4% | 67,449 | 38,974 | 73.1% |
| Seats | 9,745 | 6,900 | 41.2% | 82,099 | 44,764 | 83.4% |
| Load Factor | 87.3% | 84.2% | 3.7% | 82.2% | 87.1% | -5.6% |
| Totals | | | | | | |
| Enplanements | 51,073 | 43,470 | 17.5% | 393,855 | 345,375 | 14.0% |
| Seats | 59,680 | 50,256 | 18.8% | 487,255 | 418,109 | 16.5% |
| Load Factor | 85.6% | 86.5% | -1.1% | 80.8% | 82.6% | -2.1% |

Monday, November 27, 2017

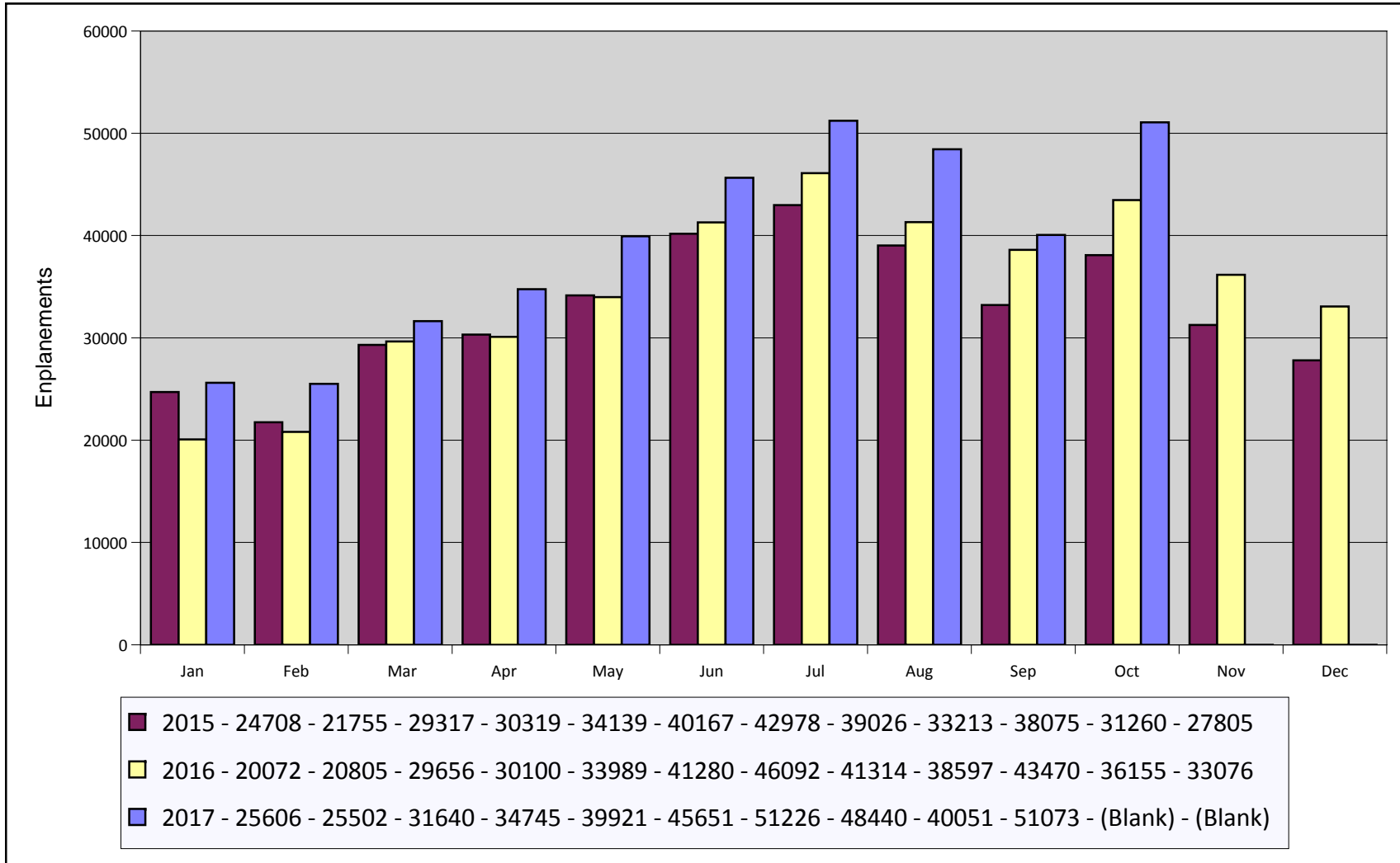
*CTYD = Calendar Year to Date and *Mov12 = Moving Twelve Months.

Airline Flight Completions Asheville Regional Airport October 2017

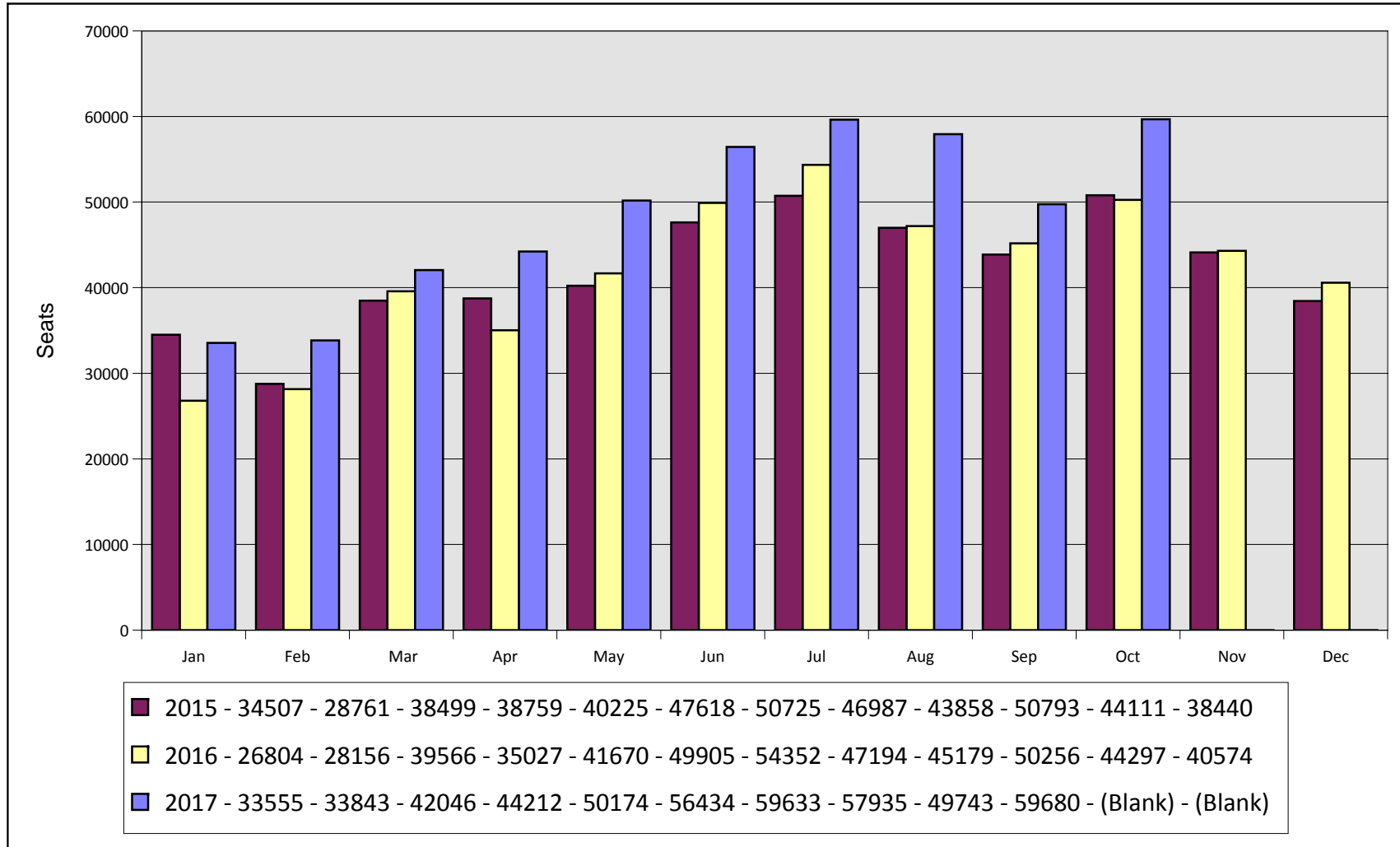


| Airline | Scheduled Flights | Field | Cancellations Due To | | | Total Cancellations | Percentage of Completed |
|-------------------|-------------------|----------|----------------------|----------|----------|---------------------|-------------------------|
| | | | Mechanical | Weather | Other | | |
| Allegiant Air | 124 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| American Airlines | 237 | 0 | 7 | 3 | 0 | 10 | 95.8% |
| Delta Air Lines | 234 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| Elite Airways | 9 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| United Airlines | 149 | 0 | 0 | 1 | 0 | 1 | 99.3% |
| Total | 753 | 0 | 7 | 4 | 0 | 11 | 98.5% |

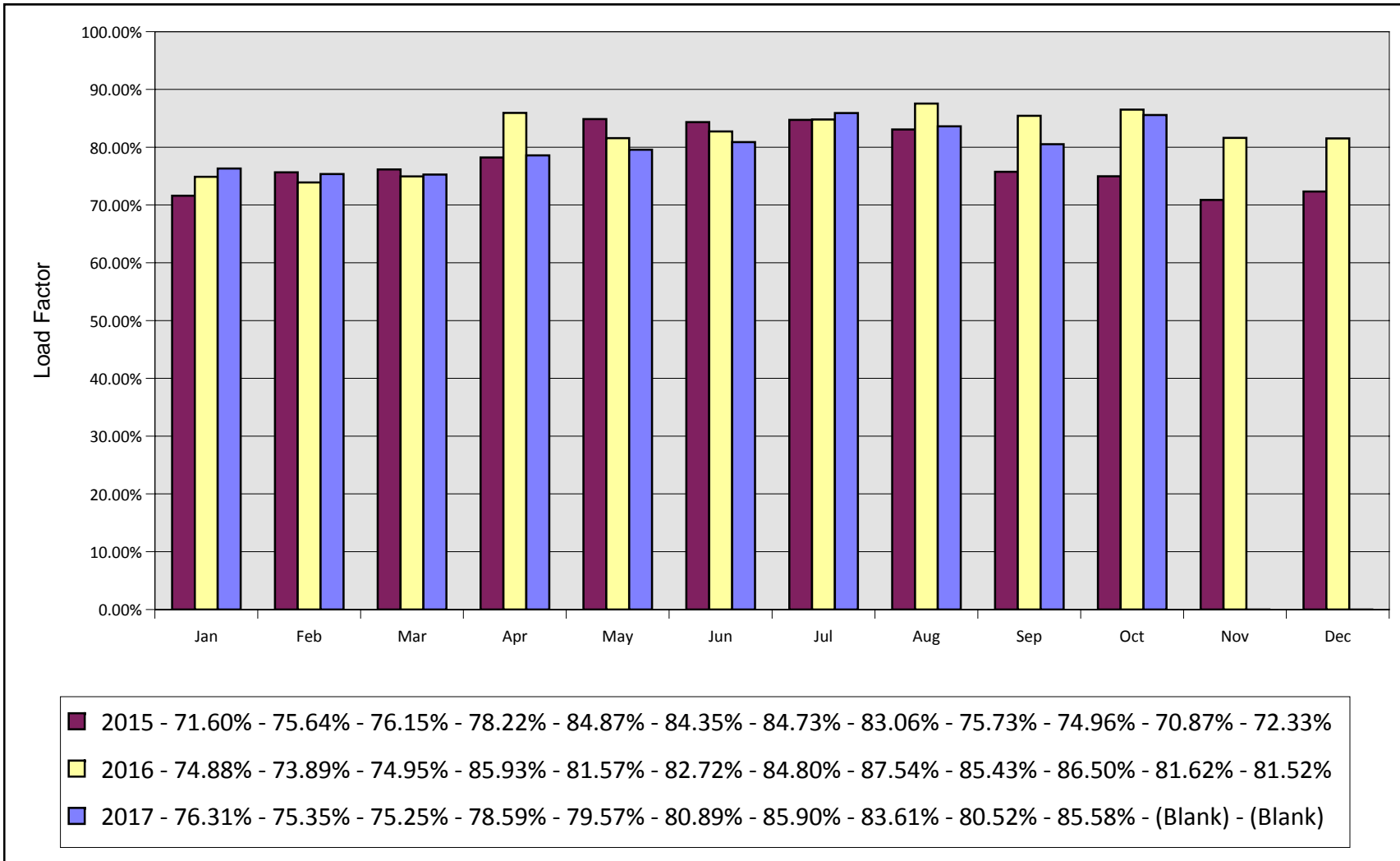
Monthly Enplanements By Year Asheville Regional Airport



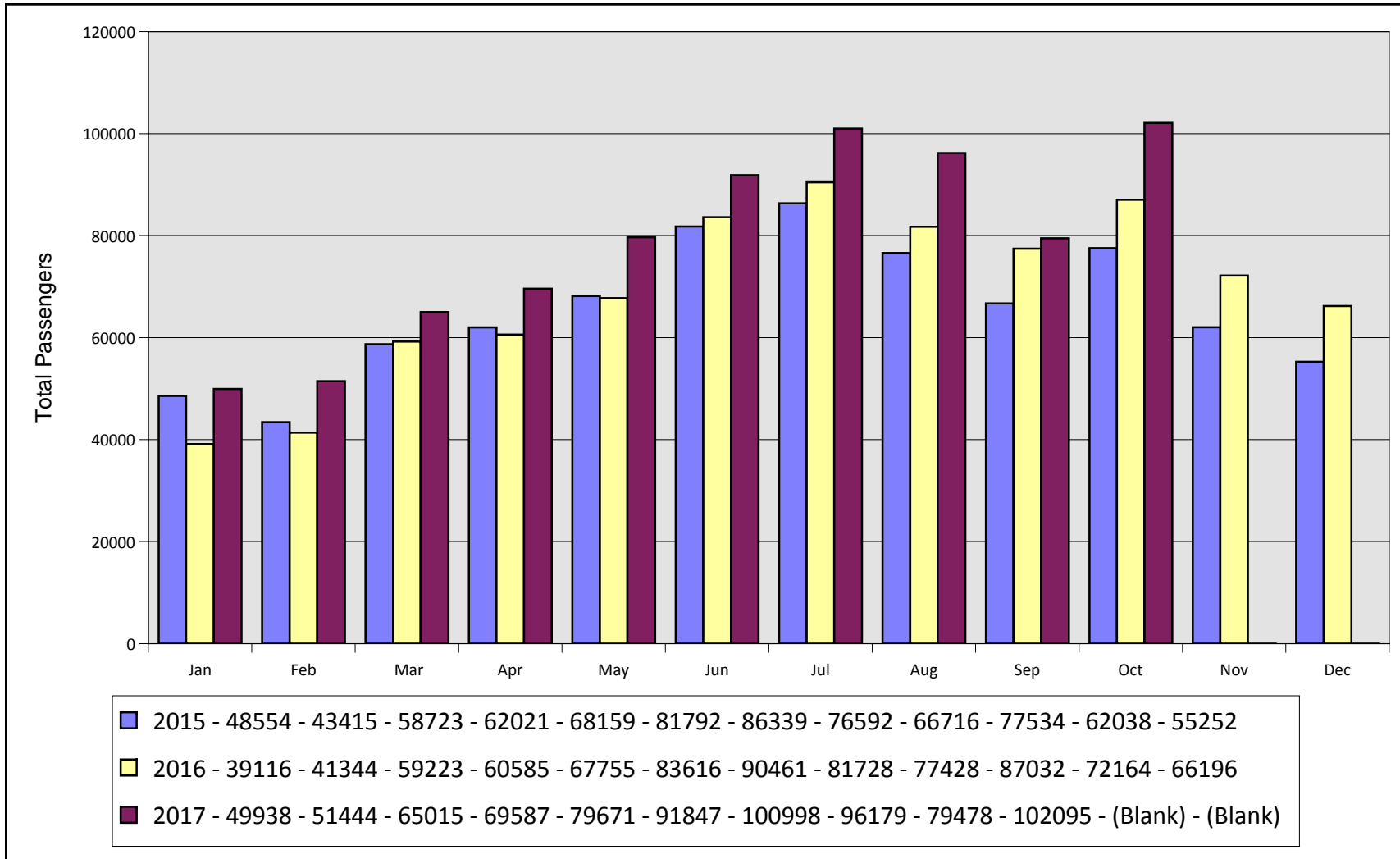
Monthly Seats By Year Asheville Regional Airport



Monthly Load Factors By Year Asheville Regional Airport

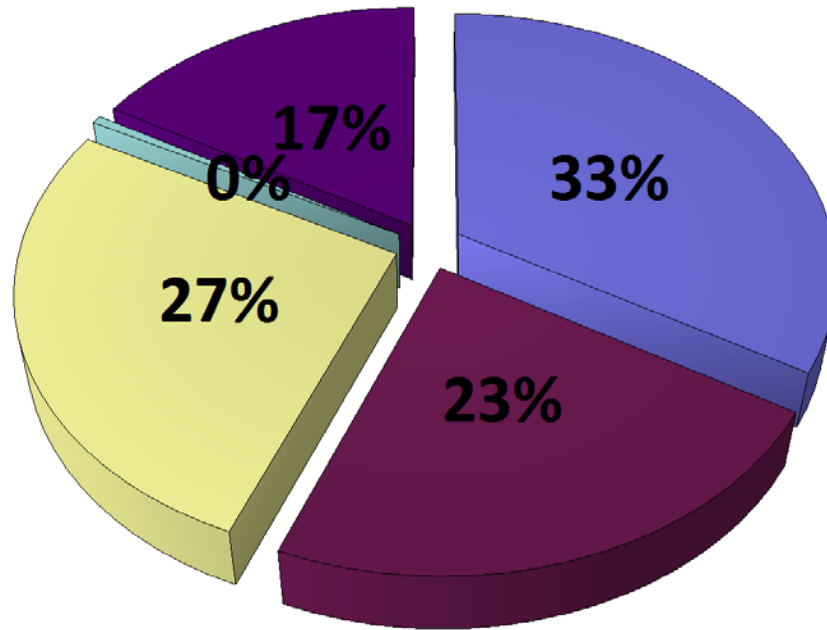


Total Monthly Passengers By Year Asheville Regional Airport



Airline Market Share Analysis (Enplanements) Asheville Regional Airport

Report Period From October 2017 Through October 2017



Schedule Weekly Summary Report for nonstop Passenger (Air - All) flights from AVL to for travel December 2017 vs. December 2016

All flights, seats, and ASMs given are per week.

| Mkt AI | Travel Period | | Dec 2017 | | Dec 2016 | | Diff | | Percent Diff | |
|--------------|---------------|------|------------|---------------|------------|---------------|-----------|--------------|--------------|--------------|
| | Orig | Dest | Ops/Week | Seats | Ops/Week | Seats | Ops/Week | Seats | Ops/Week | Seats |
| AA | AVL | CLT | 48 | 2,825 | 42 | 2,370 | 6 | 455 | 14.3% | 19.2% |
| AA | CLT | AVL | 48 | 2,838 | 42 | 2,357 | 6 | 481 | 14.3% | 20.4% |
| DL | ATL | AVL | 44 | 2,980 | 41 | 2,975 | 3 | 5 | 7.3% | 0.2% |
| DL | AVL | ATL | 44 | 2,980 | 41 | 2,975 | 3 | 5 | 7.3% | 0.2% |
| G4 | AVL | BWI | 2 | 354 | 2 | 332 | 0 | 22 | 0.0% | 6.6% |
| G4 | AVL | EWR | 2 | 354 | 4 | 664 | (2) | (310) | (50.0%) | (46.7%) |
| G4 | AVL | FLL | 6 | 1,062 | 5 | 841 | 1 | 221 | 20.0% | 26.3% |
| G4 | AVL | PGD | 3 | 531 | 2 | 332 | 1 | 199 | 50.0% | 59.9% |
| G4 | AVL | PIE | 4 | 708 | 2 | 332 | 2 | 376 | 100.0% | 113.3% |
| G4 | AVL | SFB | 3 | 531 | 2 | 332 | 1 | 199 | 50.0% | 59.9% |
| G4 | BWI | AVL | 2 | 354 | 2 | 332 | 0 | 22 | 0.0% | 6.6% |
| G4 | EWR | AVL | 2 | 354 | 4 | 664 | (2) | (310) | (50.0%) | (46.7%) |
| G4 | FLL | AVL | 6 | 1,062 | 5 | 841 | 1 | 221 | 20.0% | 26.3% |
| G4 | PGD | AVL | 3 | 531 | 2 | 332 | 1 | 199 | 50.0% | 59.9% |
| G4 | PIE | AVL | 4 | 708 | 2 | 332 | 2 | 376 | 100.0% | 113.3% |
| G4 | SFB | AVL | 3 | 531 | 2 | 332 | 1 | 199 | 50.0% | 59.9% |
| UA | AVL | EWR | 7 | 882 | 7 | 350 | 0 | 532 | 0.0% | 152.0% |
| UA | AVL | ORD | 14 | 700 | 11 | 550 | 3 | 150 | 27.3% | 27.3% |
| UA | EWR | AVL | 7 | 882 | 7 | 350 | 0 | 532 | 0.0% | 152.0% |
| UA | ORD | AVL | 14 | 700 | 11 | 550 | 3 | 150 | 27.3% | 27.3% |
| TOTAL | | | 266 | 21,867 | 236 | 18,143 | 30 | 3,724 | 12.7% | 20.5% |

| Mkt AI | Travel Period | | Jan 2018 | | Jan 2017 | | Diff | | Percent Diff | |
|--------------|---------------|------|------------|---------------|------------|---------------|----------|--------------|--------------|--------------|
| | Orig | Dest | Ops/Week | Seats | Ops/Week | Seats | Ops/Week | Seats | Ops/Week | Seats |
| AA | AVL | CLT | 33 | 2,261 | 38 | 2,122 | (5) | 139 | (13.2%) | 6.6% |
| AA | CLT | AVL | 33 | 2,261 | 38 | 2,148 | (5) | 113 | (13.2%) | 5.3% |
| DL | ATL | AVL | 37 | 2,690 | 38 | 2,843 | (1) | (153) | (2.6%) | (5.4%) |
| DL | AVL | ATL | 37 | 2,690 | 38 | 2,843 | (1) | (153) | (2.6%) | (5.4%) |
| G4 | AVL | EWR | 2 | 354 | 4 | 664 | (2) | (310) | (50.0%) | (46.7%) |
| G4 | AVL | FLL | 7 | 1,239 | 4 | 675 | 3 | 564 | 75.0% | 83.6% |
| G4 | AVL | PGD | 2 | 354 | 2 | 332 | 0 | 22 | 0.0% | 6.6% |
| G4 | AVL | PIE | 4 | 708 | 2 | 332 | 2 | 376 | 100.0% | 113.3% |
| G4 | AVL | SFB | 2 | 354 | 2 | 332 | 0 | 22 | 0.0% | 6.6% |
| G4 | EWR | AVL | 2 | 354 | 4 | 664 | (2) | (310) | (50.0%) | (46.7%) |
| G4 | FLL | AVL | 7 | 1,239 | 4 | 675 | 3 | 564 | 75.0% | 83.6% |
| G4 | PGD | AVL | 2 | 354 | 2 | 332 | 0 | 22 | 0.0% | 6.6% |
| G4 | PIE | AVL | 4 | 708 | 2 | 332 | 2 | 376 | 100.0% | 113.3% |
| G4 | SFB | AVL | 2 | 354 | 2 | 332 | 0 | 22 | 0.0% | 6.6% |
| UA | AVL | EWR | 6 | 768 | 0 | 0 | 6 | 768 | 0.0% | 0.0% |
| UA | AVL | ORD | 14 | 700 | 14 | 700 | 0 | 0 | 0.0% | 0.0% |
| UA | EWR | AVL | 6 | 768 | 0 | 0 | 6 | 768 | 0.0% | 0.0% |
| UA | ORD | AVL | 14 | 700 | 14 | 700 | 0 | 0 | 0.0% | 0.0% |
| TOTAL | | | 214 | 18,856 | 208 | 16,026 | 6 | 2,830 | 2.9% | 17.7% |

| Mkt AI | Travel Period | | Feb 2018 | | Feb 2017 | | Diff | | Percent Diff | |
|--------------|---------------|------|------------|---------------|------------|---------------|----------|--------------|--------------|--------------|
| | Orig | Dest | Ops/Week | Seats | Ops/Week | Seats | Ops/Week | Seats | Ops/Week | Seats |
| AA | AVL | CLT | 32 | 2,224 | 38 | 2,148 | (6) | 76 | (15.8%) | 3.5% |
| AA | CLT | AVL | 31 | 2,161 | 38 | 2,148 | (7) | 13 | (18.4%) | 0.6% |
| DL | ATL | AVL | 36 | 2,778 | 39 | 3,047 | (3) | (269) | (7.7%) | (8.8%) |
| DL | AVL | ATL | 36 | 2,778 | 39 | 3,047 | (3) | (269) | (7.7%) | (8.8%) |
| G4 | AVL | EWR | 2 | 354 | 4 | 664 | (2) | (310) | (50.0%) | (46.7%) |
| G4 | AVL | FLL | 7 | 1,239 | 4 | 675 | 3 | 564 | 75.0% | 83.6% |
| G4 | AVL | PGD | 3 | 531 | 2 | 332 | 1 | 199 | 50.0% | 59.9% |
| G4 | AVL | PIE | 4 | 708 | 2 | 332 | 2 | 376 | 100.0% | 113.3% |
| G4 | AVL | SFB | 4 | 708 | 2 | 332 | 2 | 376 | 100.0% | 113.3% |
| G4 | EWR | AVL | 2 | 354 | 4 | 664 | (2) | (310) | (50.0%) | (46.7%) |
| G4 | FLL | AVL | 7 | 1,239 | 4 | 675 | 3 | 564 | 75.0% | 83.6% |
| G4 | PGD | AVL | 3 | 531 | 2 | 332 | 1 | 199 | 50.0% | 59.9% |
| G4 | PIE | AVL | 4 | 708 | 2 | 332 | 2 | 376 | 100.0% | 113.3% |
| G4 | SFB | AVL | 4 | 708 | 2 | 332 | 2 | 376 | 100.0% | 113.3% |
| UA | AVL | EWR | 6 | 762 | 0 | 0 | 6 | 762 | 0.0% | 0.0% |
| UA | AVL | ORD | 14 | 700 | 14 | 700 | 0 | 0 | 0.0% | 0.0% |
| UA | EWR | AVL | 6 | 762 | 0 | 0 | 6 | 762 | 0.0% | 0.0% |
| UA | ORD | AVL | 14 | 700 | 14 | 700 | 0 | 0 | 0.0% | 0.0% |
| TOTAL | | | 215 | 19,945 | 210 | 16,460 | 5 | 3,485 | 2.4% | 21.2% |



MEMORANDUM

TO: Members of the Airport Authority
 FROM: Janet Burnette, Director of Finance & Accounting
 DATE: December 8, 2017

ITEM DESCRIPTION – Information Section Item B

Greater Asheville Regional Airport – Explanation of Extraordinary Variances
 Month of October 2017 (Month 4 of FY2018)

SUMMARY

Operating Revenues for the month of October were \$1,062,064, 11.22% over budget. Operating Expenses for the month were \$578,153, 23.74% under budget. As a result, Net Operating Revenues before Depreciation were \$483,911, 145.88% over budget. Net Non-Operating Revenues were \$359,104, 26.32% over budget.

Year-to-date Operating Revenues were \$4,111,126, 10.56% over budget. Year-to-date Operating Expenses were \$2,714,920, 6.99% under budget. Year-to-date Net Operating Revenues before Depreciation were \$1,396,206, 74.67% over budget. Net Non-Operating Revenues for the year were \$1,271,669, 12.88% over budget.

REVENUES

Significant variations to budget for October were:

| | | | |
|--------------|----------|--------|--------------------------|
| Concessions | \$7,228 | 19.86% | Enplanements over budget |
| Auto Parking | \$67,857 | 22.58% | Enplanements over budget |

EXPENSES

Significant variations to budget for October were:

| | | | |
|---------------------------------|------------|----------|--------------------------------------|
| Contractual Services | (\$71,815) | (71.43%) | No invoice for parking management |
| Advertising, Printing & Binding | (\$18,359) | (69.18%) | No advertising payments during month |
| Operating Supplies | (\$18,552) | (50.04%) | Supply purchases low for month |
| Repairs & Maintenance | \$6,452 | 27.01% | Annual fire alarm system maintenance |



STATEMENT OF NET ASSETS

Significant variations to prior month were:

Cash and Cash Equivalents – Cash and Cash Equivalents decreased by \$1,396k mainly due to payments toward parking garage.

Accounts Receivable – Accounts Receivable increased by \$271k mainly due to lack of payments or late payments from airlines and rental car companies.

Property and Equipment, Net – Property and Equipment, Net decreased by \$389k due to depreciation.

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

| <u>Institution:</u> | <u>Interest Rate</u> | <u>Investment Amount</u> | <u>Monthly Interest</u> |
|--|---------------------------------|-------------------------------------|------------------------------------|
| Bank of America - Operating Account | 0.20% | \$ 8,127,705 | 1,630 |
| First Citizens - Money Market Account | 0.05% | 6,394,258 | 272 |
| NC Capital Management Trust - Cash Portfolio | | 17,337 | 13 |
| NC Capital Management Trust - Term Portfolio | | 3,057,926 | 3,010 |
| Petty Cash | | 200 | |
| <u>Restricted Cash:</u> | | | |
| BNY Mellon | | 5,859,585 | |
| Bank of America - PFC Revenue Account | 0.20% | 7,923,574 | 1,315 |
| | | 567,556 | (836) |
| Total | | <u>\$ 31,948,141</u> | <u>\$ 5,404</u> |

Investment Diversification:

| | |
|-----------------------------|-------------|
| Banks | 90% |
| NC Capital Management Trust | 10% |
| Commercial Paper | 0% |
| Federal Agencies | 0% |
| US Treasuries | 0% |
| | <u>100%</u> |

ASHEVILLE REGIONAL AIRPORT
STATEMENT OF CHANGES IN FINANCIAL POSITION
For the Month Ended October 31, 2017

| | Current Month | Prior Period |
|---|-----------------------------|-----------------------------|
| Cash and Investments Beginning of Period | <u>\$ 33,344,874</u> | <u>\$ 31,921,966</u> |
| Net Income/(Loss) Before Capital Contributions | 453,718 | (84,884) |
| Depreciation | 389,296 | 389,296 |
| Decrease/(Increase) in Receivables | (160,394) | 4,105,942 |
| Increase/(Decrease) in Payables | (2,119,497) | (1,334,962) |
| Decrease/(Increase) in Prepaid Expenses | 24,769 | 29,395 |
| Decrease/(Increase) in Fixed Assets | (25,308) | (1,389,520) |
| Principal Payments of Bond Maturities | 40,639 | (454,629) |
| Capital Contributions | 44 | 162,270 |
| Increase(Decrease) in Cash | <u>(1,396,733)</u> | <u>1,422,908</u> |
| Cash and Investments End of Period | <u><u>\$ 31,948,141</u></u> | <u><u>\$ 33,344,874</u></u> |

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

| | <u>Current Month Actual</u> | <u>Current Month Budget</u> | <u>Variance \$</u> | <u>Variance %</u> | <u>YTD Actual</u> | <u>YTD Budget</u> | <u>Variance \$</u> | <u>Variance %</u> | <u>Annual Budget</u> |
|--|---------------------------------|---------------------------------|--------------------|-------------------|-----------------------|-----------------------|--------------------|-------------------|--------------------------|
| Operating Revenue: | | | | | | | | | |
| Terminal Space Rentals - Non Airline | \$19,978 | \$20,235 | (\$257) | (1.27%) | \$79,913 | \$80,169 | (\$256) | (0.32%) | \$243,049 |
| Terminal Space Rentals - Airline | 172,853 | 166,475 | 6,378 | 3.83% | 613,627 | 645,201 | (31,574) | (4.89%) | 1,571,724 |
| Concessions | 43,615 | 36,387 | 7,228 | 19.86% | 190,805 | 140,918 | 49,887 | 35.40% | 444,480 |
| Auto Parking | 368,357 | 300,500 | 67,857 | 22.58% | 1,316,127 | 1,150,000 | 166,127 | 14.45% | 3,270,000 |
| Rental Car - Car Rentals | 139,347 | 131,387 | 7,960 | 6.06% | 742,087 | 526,948 | 215,139 | 40.83% | 1,579,656 |
| Rental Car - Facility Rent | 60,016 | 52,378 | 7,638 | 14.58% | 229,053 | 208,468 | 20,585 | 9.87% | 627,526 |
| Commercial Ground Transportation | 1,650 | 2,500 | (850) | (34.00%) | 30,107 | 15,000 | 15,107 | 100.71% | 75,000 |
| Landing Fees | 93,870 | 86,229 | 7,641 | 8.86% | 277,583 | 328,012 | (50,429) | (15.37%) | 774,903 |
| FBO'S | 88,186 | 88,283 | (97) | (0.11%) | 352,549 | 348,632 | 3,917 | 1.12% | 1,021,005 |
| Building Leases | 13,018 | 12,903 | 115 | 0.89% | 51,922 | 51,612 | 310 | 0.60% | 113,820 |
| Land Leases | 4,004 | 4,913 | (909) | (18.50%) | 17,924 | 19,652 | (1,728) | (8.79%) | 58,968 |
| Other Leases/Fees | 57,170 | 52,722 | 4,448 | 8.44% | 209,429 | 203,755 | 5,674 | 2.78% | 528,639 |
| Total Operating Revenue | \$1,062,064 | \$954,912 | \$107,152 | 11.22% | \$4,111,126 | \$3,718,367 | \$392,759 | 10.56% | \$10,308,770 |
| Operating Expenses: | | | | | | | | | |
| Personnel Services | \$366,954 | \$417,232 | (\$50,278) | (12.05%) | \$1,615,537 | \$1,698,563 | (\$83,026) | (4.89%) | \$5,400,329 |
| Professional Services | 17,235 | 14,893 | 2,342 | 15.73% | 82,031 | 62,804 | 19,227 | 30.61% | 262,250 |
| Accounting & Auditing | 1,050 | 3,000 | (1,950) | (65.00%) | 16,200 | 8,000 | 8,200 | 102.50% | 16,200 |
| Other Contractual Services | 28,727 | 100,542 | (71,815) | (71.43%) | 366,469 | 427,682 | (61,213) | (14.31%) | 960,194 |
| Travel & Training | 15,309 | 23,571 | (8,262) | (35.05%) | 61,512 | 58,534 | 2,978 | 5.09% | 209,650 |
| Communications & Freight | 6,830 | 8,325 | (1,495) | (17.96%) | 25,373 | 34,299 | (8,926) | (26.02%) | 103,900 |
| Utility Services | 37,381 | 43,745 | (6,364) | (14.55%) | 129,801 | 173,680 | (43,879) | (25.26%) | 520,817 |
| Rentals & Leases | 1,510 | 1,033 | 477 | 46.18% | 9,580 | 3,732 | 5,848 | 156.70% | 12,000 |
| Insurance | 16,679 | 21,058 | (4,379) | (20.79%) | 66,993 | 84,232 | (17,239) | (20.47%) | 252,700 |
| Repairs & Maintenance | 30,340 | 23,888 | 6,452 | 27.01% | 94,653 | 89,822 | 4,831 | 5.38% | 266,530 |
| Advertising, Printing & Binding | 8,180 | 26,539 | (18,359) | (69.18%) | 25,752 | 48,156 | (22,404) | (46.52%) | 257,790 |
| Promotional Activities | - | 4,925 | (4,925) | (100.00%) | 19,572 | 33,900 | (14,328) | (42.27%) | 108,950 |
| Other Current Charges & Obligations | 9,831 | 8,250 | 1,581 | 19.16% | 39,084 | 33,450 | 5,634 | 16.84% | 104,000 |
| Office Supplies | 346 | 750 | (404) | (53.87%) | 1,535 | 3,000 | (1,465) | (48.83%) | 9,000 |
| Operating Supplies | 18,524 | 37,076 | (18,552) | (50.04%) | 85,419 | 129,104 | (43,685) | (33.84%) | 476,793 |
| Books, Publications, Subscriptions & Mem | 19,257 | 23,277 | (4,020) | (17.27%) | 24,854 | 30,073 | (5,219) | (17.35%) | 59,870 |
| Contingency | - | - | - | 100.00% | - | - | - | 100.00% | 100,000 |
| Emergency Repair | - | - | - | 100.00% | - | - | - | 100.00% | 50,000 |
| Business Development | - | - | - | 100.00% | 50,555 | - | 50,555 | 100.00% | 300,000 |
| Total Operating Expenses | \$578,153 | \$758,104 | (\$179,951) | (23.74%) | \$2,714,920 | \$2,919,031 | (\$204,111) | (6.99%) | \$9,470,973 |

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

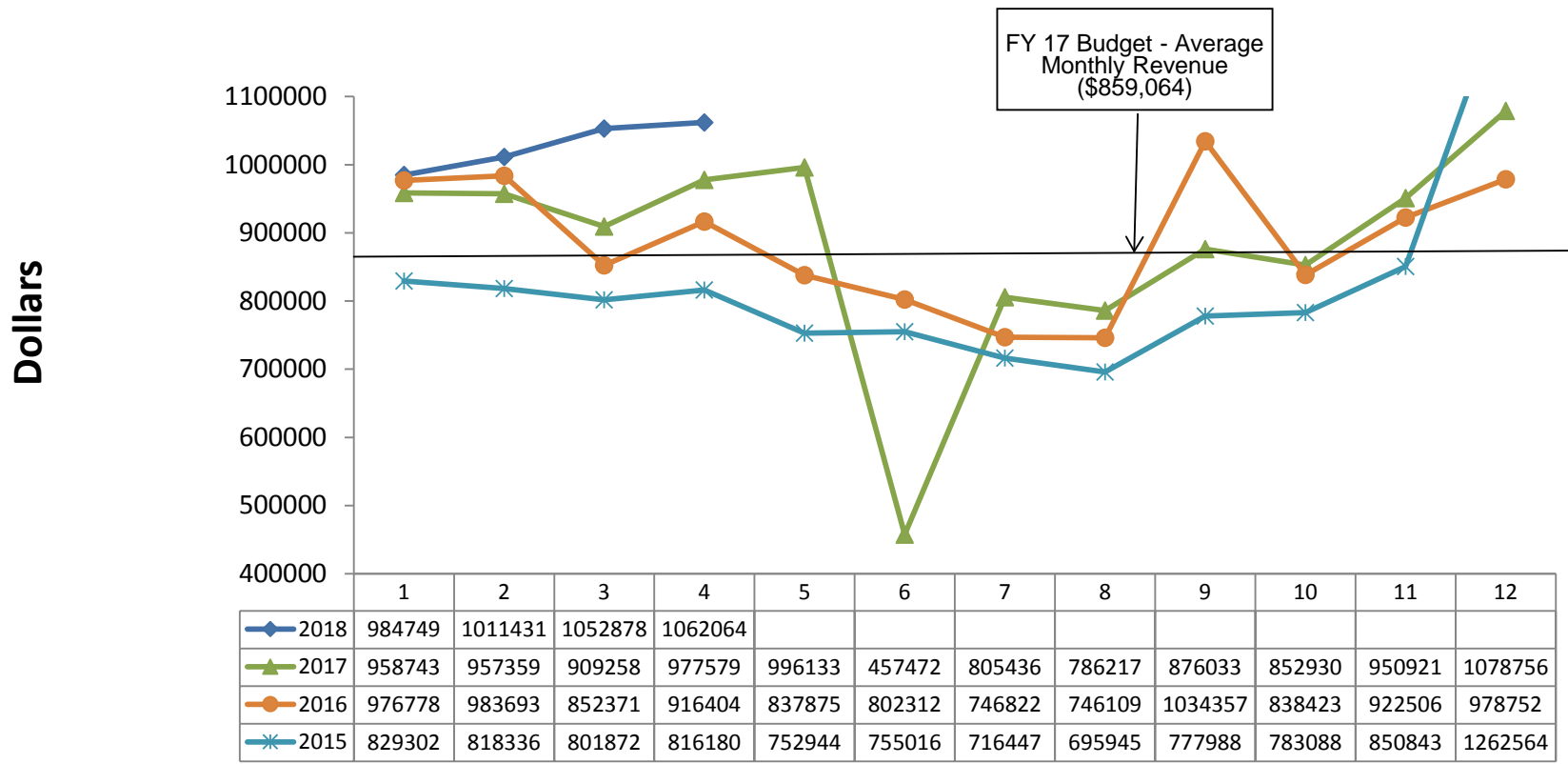
For the Month Ending October 31, 2017

| | Current Month Actual | Current Month Budget | Variance \$ | Variance % | YTD Actual | YTD Budget | Variance \$ | Variance % | Annual Budget |
|---|-------------------------|-------------------------|-------------|------------|---------------|---------------|-------------|------------|------------------|
| Operating Revenue before Depreciation | \$483,911 | \$196,808 | \$287,103 | 145.88% | \$1,396,206 | \$799,336 | \$596,870 | 74.67% | \$837,797 |
| Depreciation | 389,296 | - | 389,296 | 100.00% | 1,556,833 | - | \$1,556,833 | 100.00% | - |
| Operating Income(Loss) Before Non-Operating Revenue and Expenses | \$94,615 | \$196,808 | (\$102,193) | (51.93%) | (\$160,627) | \$799,336 | (\$959,963) | (120.10%) | \$837,797 |
| Non-Operating Revenue and Expense | | | | | | | | | |
| Customer Facility Charges | \$172,984 | \$162,000 | \$10,984 | 6.78% | \$604,061 | \$594,000 | \$10,061 | 1.69% | \$ 1,350,000 |
| Passenger Facility Charges | 221,355 | 160,000 | 61,355 | 38.35% | 793,537 | 683,500 | 110,037 | 16.10% | 1,788,500 |
| Interest Revenue | 5,404 | 2,917 | 2,487 | 85.26% | 22,751 | 11,667 | 11,084 | 95.00% | 35,000 |
| Interest Expense | (40,639) | (40,639) | - | 0.00% | (162,555) | (162,555) | - | 0.00% | (487,666) |
| Bond Expense | - | - | - | 100.00% | - | - | - | 100.00% | - |
| Reimbursable Cost Revenues | - | - | - | 100.00% | - | - | - | 100.00% | - |
| Reimbursable Cost Expenses | - | - | - | 100.00% | - | - | - | 100.00% | - |
| Gain/Loss on Disposal of Assets | - | 0 | (0) | 0.00% | 13,875 | 0 | 13,875 | 0.00% | - |
| Non-Operating Revenue-Net | \$359,104 | \$284,278 | \$74,826 | 26.32% | \$1,271,669 | \$1,126,612 | \$145,057 | 12.88% | \$2,685,834 |
| Income (Loss) Before Capital Contributions | \$453,719 | \$481,086 | (\$27,367) | (5.69%) | \$1,111,042 | \$1,925,948 | (\$814,906) | (42.31%) | \$3,523,631 |
| Capital Contributions | \$44 | \$0 | \$44 | 100.00% | \$3,507,378 | \$0 | \$3,507,378 | 100.00% | \$0 |
| Increase in Net Assets | \$453,763 | \$481,086 | (\$27,323) | (5.68%) | \$4,618,420 | \$1,925,948 | \$2,692,472 | 139.80% | \$3,523,631 |

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

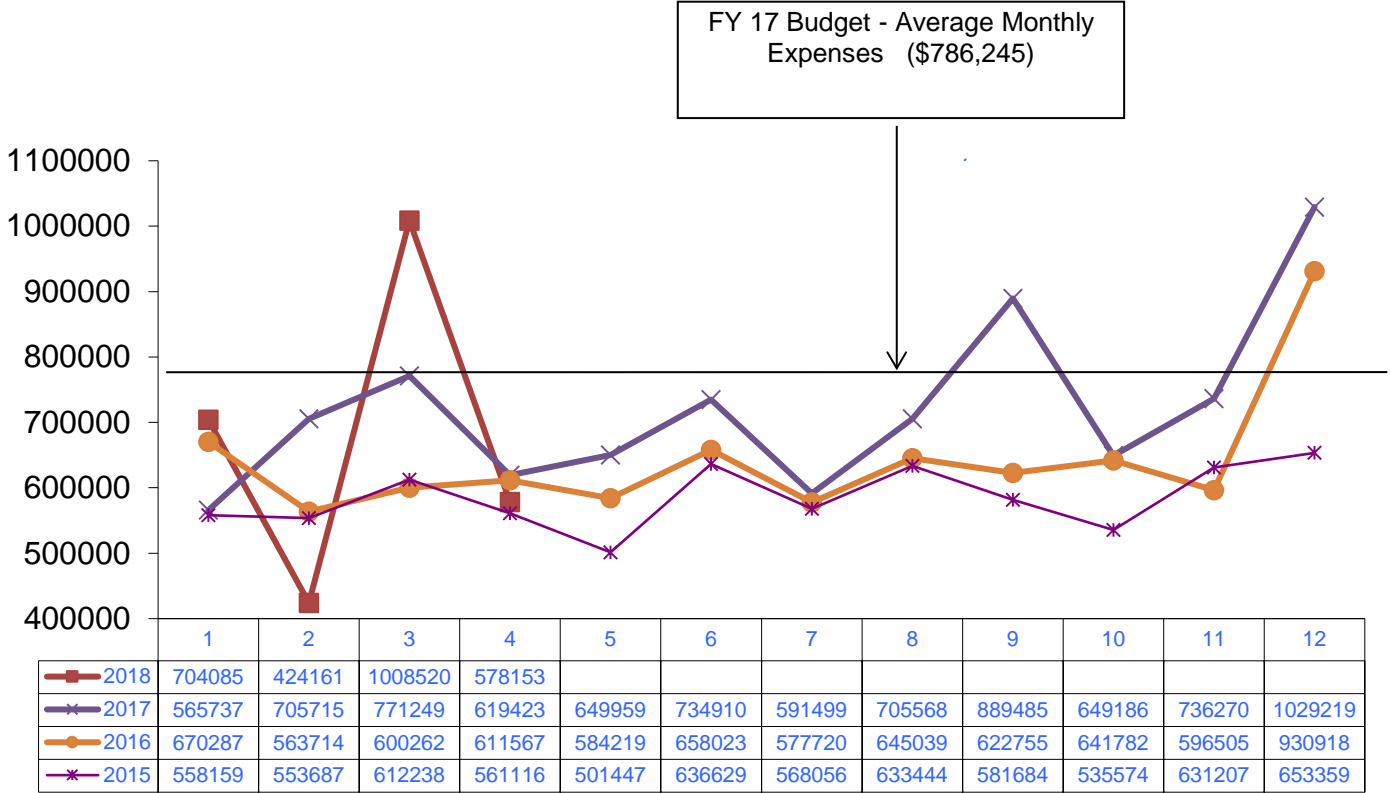
| | Current Month | Last Month |
|---|--------------------------|-----------------------|
| <u>ASSETS</u> | | |
| Current Assets: | | |
| Unrestricted Net Assets: | | |
| Cash and Cash Equivalents | \$17,597,426 | \$19,507,882 |
| Accounts Receivable | 934,757 | 663,019 |
| Passenger Facility Charges Receivable | 200,000 | 350,000 |
| Refundable Sales Tax Receivable | 390,644 | 351,878 |
| Grants Receivable | 203,913 | 203,869 |
| Prepaid Expenses | 134,199 | 158,969 |
| Total Unrestricted Assets | 19,460,939 | 21,235,617 |
| Restricted Assets: | | |
| Cash and Cash Equivalents | 14,350,715 | 13,836,992 |
| Total Restricted Assets | 14,350,715 | 13,836,992 |
| Total Current Assets | 33,811,654 | 35,072,609 |
| Noncurrent Assets: | | |
| Construction in Progress | 68,681,155 | 68,655,846 |
| Net Pension Asset - LGERS | (1,061,652) | (1,061,652) |
| Contributions in Current Year | 944,231 | 944,231 |
| Property and Equipment - Net | 56,191,510 | 56,580,806 |
| Total Noncurrent Assets | 124,755,244 | 125,119,231 |
| | \$158,566,898 | \$160,191,840 |
| <u>LIABILITIES AND NET ASSETS</u> | | |
| Current Liabilities: | | |
| Payable from Unrestricted Assets: | | |
| Accounts Payable & Accrued Liabilities | \$273,278 | \$2,553,446 |
| Customer Deposits | 17,210 | 17,210 |
| Unearned Revenue | 392,966 | 232,295 |
| Construction Contract Retainages | 2,080,038 | 2,080,038 |
| Revenue Bond Payable - Current | 1,215,000 | 1,215,000 |
| Interest Payable | 162,555 | |
| Total Payable from Unrestricted Assets | 4,141,047 | 6,097,989 |
| Total Current Liabilities | 4,141,047 | 6,097,989 |
| Noncurrent Liabilities: | | |
| Other Postemployment Benefits | 1,209,372 | 1,209,372 |
| Compensated Absences | 350,006 | 350,006 |
| Net Pension Obligation-LEO Special Separation Allowance | 441,122 | 441,122 |
| Revenue Bond Payable - Noncurrent | 18,830,000 | 18,830,000 |
| Total Noncurrent Liabilities | 20,830,500 | 20,830,500 |
| Total Liabilities | 24,971,547 | 26,928,489 |
| Net Assets: | | |
| Invested in Capital Assets | 104,827,665 | 105,191,652 |
| Restricted | 14,350,715 | 13,836,992 |
| Unrestricted | 14,416,971 | 14,234,707 |
| Total Net Assets | 133,595,351 | 133,263,351 |
| | \$158,566,898 | \$160,191,840 |

ASHEVILLE REGIONAL AIRPORT Annual Operating Revenue by Month October 2017

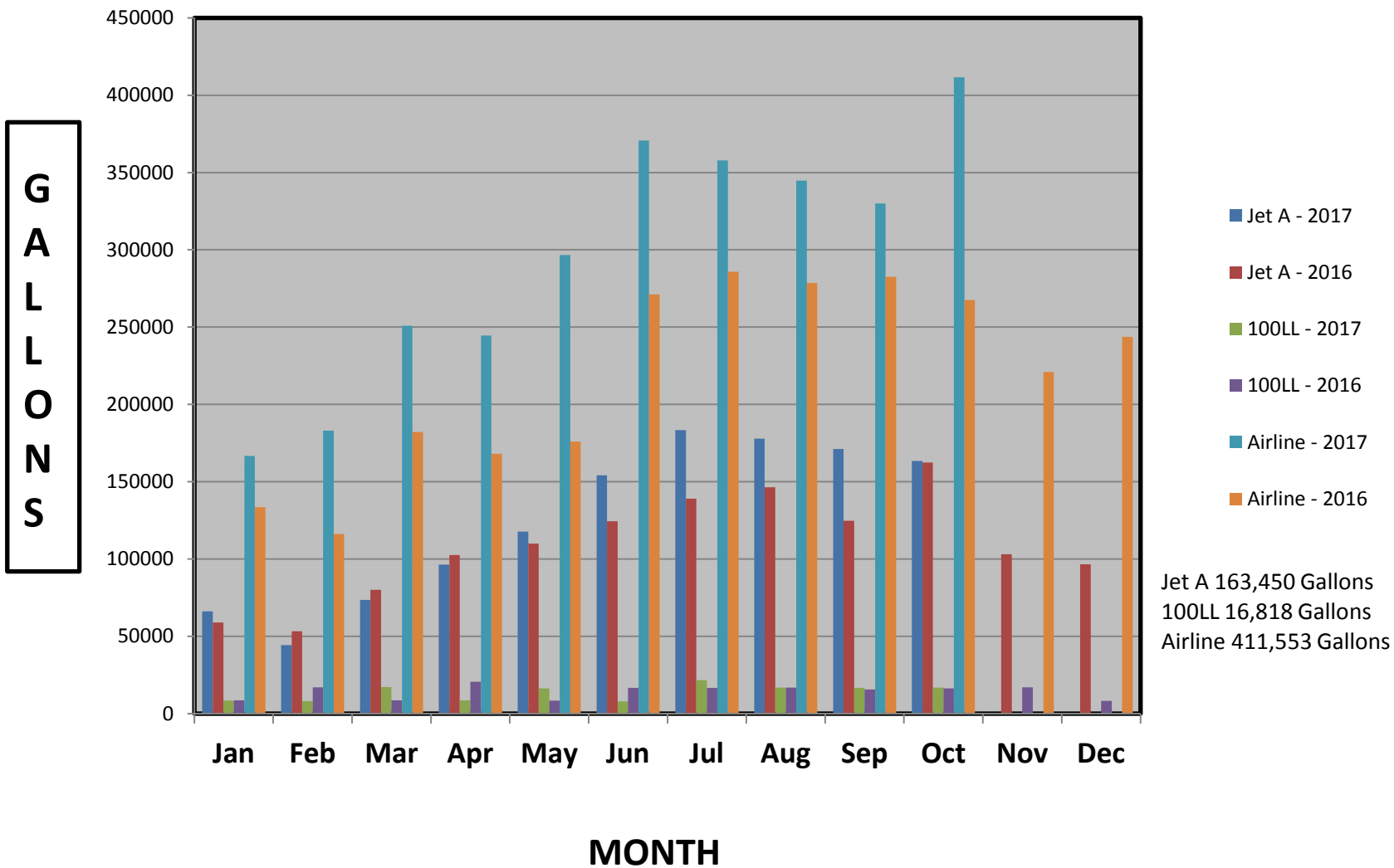


ASHEVILLE REGIONAL AIRPORT Annual Operating Expenses by Month October 2017

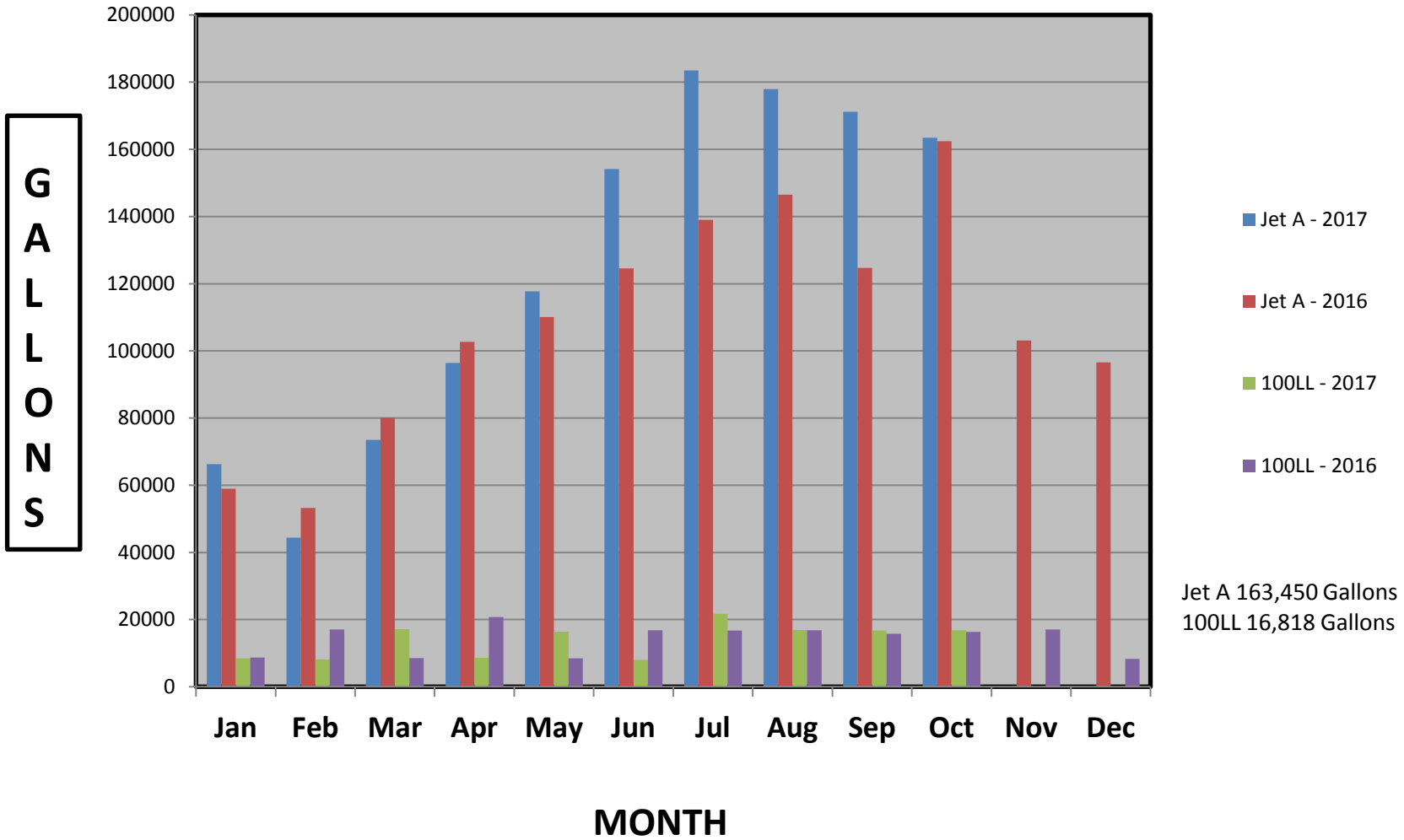
Dollars



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



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



| Design Phase | | | | | | | | | | | | | | |
|----------------|---|---|----------------------------------|--------------------------------|--------------------|--------------------------------|---------------------------------|------------------------------|---|------------------|------------------------------------|------------|----------|--|
| Project Number | Project Name | Project Description | Professional Services Consultant | Professional Services Contract | General Contractor | Original Construction Contract | Change Orders (thru 12/01/2017) | Percent of Original Contract | Board Approved Project Cost | Percent Complete | Expensed to Date (thru 12/01/2017) | Start Date | End Date | Current Project Status (as of 12/01/2017) |
| 1 | Airfield Re-Development Project | Budget for the complete project | | | | \$64,100,000.00 | \$15,900,000.00 | | \$80,000,000.00 | 71.0% | \$56,862,633 | | | All Engineer contracts, completed construction contracts and expenses will be inclusive of budget. |
| 1A | Airfield Re-Development Project | Phase I - Design Services | RS&H | \$447,983.00 | N/A | N/A | \$0.00 | 0.00% | <i>(Overall total included in above number)</i> | 83% | \$372,161 | Dec-12 | Jun-16 | Project Management work primarily complete. |
| 1B | Airfield Re-Development Project | Phase II - Design Services and Project Management. | RS&H | \$1,842,318.00 | N/A | N/A | \$0.00 | 0.00% | <i>(Overall total included in above number)</i> | 95.0% | \$1,748,887 | Jun-13 | Dec-16 | Project Management work continues, pending Contractor resolution. |
| 1C | Airfield Re-Development Project | Phase III and IV - Design Services and Project Management. | RS&H | \$2,399,826.00 | N/A | N/A | \$0.00 | 0.00% | <i>(Overall total included in above number)</i> | 78.0% | \$1,870,921 | Dec-14 | May-18 | Phase IV Project Management underway. |
| 1D | Airfield Re-Development Project | New Runway Design | AVCON | \$1,967,476.00 | N/A | N/A | \$0.00 | 0.00% | <i>(Overall total included in above number)</i> | 94.4% | \$1,857,519 | Mar-13 | May-18 | Phase IV Project Management underway. |
| 1E | Airfield Re-Development Project | Miscellaneous and Administrative Expenses | | | N/A | N/A | \$0.00 | 0.00% | <i>(Overall total included in above number)</i> | | \$3,766,649 | Jan-13 | Dec-17 | Miscellaneous Administrative Expenses, Reimbursable Agreement and Land Acquisition |
| 2 | Parking Garage Project | Design and EA for approximately 1300 spaces of covered parking garage. | Delta Airport Consultants | \$1,627,575.00 | N/A | N/A | \$0.00 | 0.00% | \$1,627,575.00 | 93.5% | \$1,522,295 | Oct-15 | Nov-17 | Construction service and RPR Management continues. |
| 3 | Expand Air Carrier Apron | Design additional apron space to hold RON Aircraft. | Delta Airport Consultants | \$99,000.00 | N/A | N/A | \$0.00 | 0.00% | \$99,000.00 | 97.0% | \$96,017 | Feb-17 | Jun-18 | Project being re-bid December 2017 |
| 4 | Terminal Building Assessment Study | Terminal infrastructure, interior space and exterior facade assessment. | CHA | \$628,900.00 | N/A | N/A | \$0.00 | 0.00% | \$628,900.00 | 0.0% | \$0 | Dec-18 | Aug-18 | Scope of work is under review. |
| 5 | Environmental Assessment Services, South Terminal Apron Expansion | Environmental Assessment | Delta Airport Consultants | \$70,000.00 | N/A | N/A | \$0.00 | 0.00% | \$70,000.00 | 0.0% | \$0 | Oct-17 | Apr-18 | Work is underway. |

| Construction Phase | | | | | | | | | | | | | | |
|--------------------|---|--|----------------------------------|--|--|--------------------------------|---------------------------------|------------------------------|-----------------------------|------------------|------------------------------------|------------|----------|---|
| Project Number | Project Name | Project Description | Professional Services Consultant | Professional Services Contract | General Contractor | Original Construction Contract | Change Orders (thru 12/01/2017) | Percent of Original Contract | Board Approved Project Cost | Percent Complete | Expensed to Date (thru 12/01/2017) | Start Date | End Date | Current Project Status (as of 12/01/2017) |
| 1 | Parking Garage | Construct a 5 level parking garage for passenger/public parking. | Delta Airport Consultants | \$1,627,575.00 | American South General Contractors | \$20,244,000.00 | \$445,476.00 | 2.2% | \$21,938,700.00 | 87.3% | \$18,056,455 | Sep-16 | Dec-17 | Punch list items on interior/exterior work continues, ground level striping and signage, landscaping and Loop Road repairs. |
| 2 | Permanent Runway 17-35 Construction, NAVAIDS and Taxiway Conversion | Construct new runway and convert temporary runway to a taxiway | RS&H and AVCON Inc. | Amount Included in Phase 3 Design Fees | Cedar Peaks Enterprises Inc. (Pending) | \$33,703,095.70 | \$0.00 | 0.00% | \$34,703,095.70 | 24.7% | \$8,343,589 | Mar-17 | Jun-18 | Project being re-bid December 2017 |

(Construction and Administrative Costs included)

Key strategic priorities

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

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