



## **AGENDA**

Greater Asheville Regional Airport Authority Regular Meeting  
Friday, March 13, 2020, 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. PRESENTATIONS:
  - A. NonStop Flight Advertising Support – Marla Tambellini, Explore Asheville
- III. FINANCIAL REPORT ([document](#))
- IV. CONSENT ITEMS:
  - A. Approval of the Greater Asheville Regional Airport Authority February 14, 2020 Regular Meeting Minutes ([document](#))
  - B. Approval of the Greater Asheville Regional Airport Authority February 14, 2020 Closed Session Minutes
- V. OLD BUSINESS: None
- VI. NEW BUSINESS:
  - A. Preliminary Approval of Authority's Amended Ordinance of Airline Rates, Fees and Charges for the Asheville Regional Airport ([document](#))



- B. Approval of the Authority's Preliminary Fiscal Year 2020/2021 Budget ([document](#))
- C. Approval of a Hangar and Facility Lease Agreement between Allegiant Air, LLC., and the Greater Asheville Regional Airport Authority ([document](#))

VII. DIRECTOR'S REPORT:

- A. Results on AVL Forward Survey
- B. TSA Equipment
- C. Annual Report

VIII. INFORMATION SECTION:

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

- A. January 2020 Traffic Report ([document](#))
- B. January 2020 Monthly Financial Report ([document](#))
- C. March 2020 Development/Project Status Report ([document](#))
- D. Potential Board Items for the Next Regular Meeting:
  - Public Hearing and Final Approval of Amended Ordinance of Airline Rates, Fees and Charges
  - Public Hearing and Final Adoption of the Authority's Fiscal Year 2020/2021 Budget

IX. PUBLIC AND TENANTS' COMMENTS

X. CALL FOR NEXT MEETING



XI. 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.

XII. AUTHORITY MEMBER REPORTS:

A. Key Strategic Elements ([document](#))

XIII. 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-20**

**AIRPORT ACTIVITY**

	Month	Variance to Prior Year	Calendar Year to Date	Variance to Prior Year
<b>Passenger Enplanements</b>	58,017	26.8%	58,017	26.8%
<b>Aircraft Operations</b>				
Commercial	1,790	35.7%	1,790	35.7%
Scheduled Flights	866	35.7%		
Flight Cancellations	9			
Seats	79,346	31.7%	79,346	31.7%
Load Factor	73.1%	(3.7%)	73.1%	(3.7%)
General Aviation	3,330	13.3%	3,330	13.3%
Military	147	(17.4%)	147	(17.4%)

**FINANCIAL RESULTS**

	Month	Variance to Budget	Fiscal Year to Date	Variance to Budget
<b>Operating Revenues</b>	\$ 1,414,955	33.3%	\$ 10,589,933	42.6%
<b>Operating Expenses</b>	995,620	7.3%	5,322,919	(21.5%)
<b>Net Operating Revenues before Depreciation</b>	<u>\$ 419,335</u>		<u>\$ 5,267,014</u>	
<b>Net Non-Operating Revenues</b>	<u>\$ 353,598</u>	3.5%	<u>\$ 2,292,354</u>	(4.2%)
<b>Grants:</b>				
FAA AIP Grants	\$ 239,071		\$ 6,354,656	
NC Dept of Transportation Grants	-		-	
Total	<u>\$ 239,071</u>		<u>\$ 6,354,656</u>	

**CASH**

Restricted	\$ 15,418,059
Designated for O&M Reserve	5,201,092
Designated for Emergency Repair	650,000
Unrestricted, Undesignated	13,529,250
Total	<u>\$ 34,798,401</u>

**RECEIVABLES PAST DUE**

	Total	1-30 Days	31-60 Days	Over 60 Days
Advertising Customers	27,557	6,900	2,200	18,457
Allegiant	14,054	1,175	12,355	524
Dollar/Thrifty	334	-	-	334
Elite	10,770	-	-	10,770
Enterprise	5,498	2,654	-	2,844
FAA	217	-	70	147
TSA	10,579	3,810	1,167	5,602
Hertz	786	-	-	786
Signature	4,524	107	-	4,417
Spirit	17,754	16,055	-	1,699
Travelers	2,882	-	-	2,882
Vanguard	5,233	2,886	-	2,347
WNC Aviation	1,258	185	-	1,073
Worldwide	6,095	-	-	6,095
Miscellaneous	20,093	140	37	19,916
Total	<u>\$ 127,634</u>	<u>\$ 33,912</u>	<u>\$ 15,829</u>	<u>\$ 77,893</u>
% of Total Receivables	<u>37.88%</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	1,835,000
	<u>\$ 21,000,000</u>	<u>\$ 17,585,000</u>

**CAPITAL EXPENDITURES**

Annual Budget	\$ 62,902,904
Year-to-Date Spending	\$ 9,559,648



**REGULAR MEETING  
GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
February 14, 2020**

The Greater Asheville Regional Airport Authority ("Authority") met on Friday, February 14, 2020 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. Burril, Chair; K. Ray Bailey, Vice-Chair; Stephanie Pace Brown; Brad Galbraith; and Carl H. Ricker, Jr.

**MEMBERS ABSENT:** George H. Erwin, Jr. and Thomas M. Apodaca

**STAFF AND LEGAL COUNSEL PRESENT:** Cindy Rice, Authority Legal Counsel; Lew Bleiweis, Executive Director; Michael Reisman, Deputy Executive Director; Tina Kinsey, Director of Marketing and Public Relations; Janet Burnette, Director of Finance and Accounting; Shane Stockman, IT Director; John Coon, Director of Operations and Maintenance; Christina Madsen, Airport Properties and Contracts Manager; Lisa Jump, Director of Administration and Human Resources; Jared Merrill, Airport Planning Manager; Keith Duffie, Public Safety Lieutenant; and Ellen Heywood, Clerk to the Board

**ALSO PRESENT:** Jason Sandford, Ashvegas.com; Patrick Pettit, Haskell; Jon McCalmont, Parrish & Partners; John White, J.E. Dunn; Charles Buckland, Signature Flight; Jeff Schoepfel, GSP Transportation; Nick Loder, RS&H; Faith Quilling, Vino Volo/Paradies Lagardere; Mike Darcangelo, Avcon; Barry Bialik, Thirsty Monk; David Modaff, Thirsty Monk; Jesse Davis, Interstate Battery

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

**PRESENTATIONS:** None

**FINANCIAL REPORT:** The Director reported on the airport activity for the month of December which included enplanements, aircraft operations, and general aviation activity. Janet Burnette reported on the financial activity for the month of December.

**CONSENT ITEMS:** The Chair stated that Consent Item C, Approval of the Greater Asheville Regional Airport Authority December 13, 2019 Closed Session Minutes, would be pulled for review in Closed Session.

**A. Approval of the Greater Asheville Regional Airport Authority December 13, 2019 Regular Meeting Minutes:**

**B. Approval of Waterline Easement with City Asheville:**

Ms. Brown moved to approve Consent Items A and B. Mr. Galbraith seconded the motion and it carried unanimously.

**OLD BUSINESS:** None

**NEW BUSINESS:**

**A. Approval to Unseal Closed Session Minutes:** The Director advised the Board that the policy for Closed Session Minutes provides for an annual review of the preceding year's Closed Session Minutes. The Director has provided a recommendation for unsealing certain minutes relating to business matters that have come to fruition and are no longer of a confidential nature.

Mr. Ricker moved to unseal those portions of Closed Session Minutes as designated and recommended by the Executive Director. Mr. Bailey seconded the motion and it carried unanimously.

**B. Approval of a Rental Car Concession Agreement and Lease Between Rental Car Operators, Avis Budget Car Rental System, LLC., Enterprise Leasing Company-Southeast, LLC., and GSP Transportation, LLC., and the Greater Asheville Regional Airport Authority:** Christina Madsen requested the Board's approval to enter into an agreement with three rental car companies: Avis-Budget Group, Enterprise Leasing Company-Southeast, LLC. which owns Enterprise, National and Alamo, and GSP Transportation, LLC. which operates the Hertz, Thrifty and Dollar franchises. Mrs. Madsen reviewed the key terms of the agreement including the ten-year term, the Minimum Annual Guarantee to be paid by all three companies, and rent for the service counter, ready/return lot and service facilities. Mrs. Madsen further stated that revenue is anticipated to be approximately \$41,500,000 over the term of the Agreement. With the new agreement, the Authority will take over the maintenance of the rental car service facility on or before January 1, 2021. This service will be paid for by the rental car companies through rental fees and customer facility charges.

Mr. Galbraith move to approve the agreements as presented by staff with Avis Budget Car Rental System, LLC., Enterprise Leasing Company-Southeast, LLC., and GSP Transportation, LLC. and authorize the Executive Director to execute the necessary documents. Ms. Brown seconded the motion and it carried unanimously.

**C. Approval of an Agreement Amendment Between The Paradies Shops, LLC. and the Greater Asheville Regional Airport Authority:**

Christina Madsen requested Board approval to amend the existing Agreement with Paradies Shops, LLC. to add 923 sf of concession space for a Vino Volo wine and craft beer concept to be located in the corridor leading to gates 4 through 7. Vino Volo is a subsidiary of Paradies and will enter into a sublease with Paradies. Paradies has also created a relationship with Thirsty Monk to provide local beer for this establishment. Mrs. Madsen summarized the terms of the Agreement which included a capital investment to be made by Paradies, a \$75,000 allowance from the Authority towards the capital investment, and reimbursement to Paradies for the unamortized portion of their investment should the Authority terminate the Agreement prior to the five-year term expiration. Mrs. Madsen reviewed the rent for this new location space as well as the Minimum Annual Guarantee.

Mr. Bailey moved to approve the Agreement Amendment with The Paradies Shops, LLC. and authorize the Executive Director to execute the necessary documents. Mr. Ricker seconded the motion and it carried unanimously.

**D. Approval of an Agreement Amendment Between Signature Flight Support Corporation and the Greater Asheville Regional Airport Authority:**

Christina Madsen advised the Board that with the growth and expansion of commercial service at the airport, additional ramp and hangar space is needed to accommodate the operational needs of the airlines. Mrs. Madsen requested Board approval to amend the Agreement with Signature Flight Support Corporation ("Signature") to reduce their leased premises from 47.026 acres to 43.97 acres. This includes removal of ramp space and a 6,000 SF hangar from the lease as well as a reduction in the rent by approximately \$17,030 per year. Signature will pay a ramp usage fee of \$290 per month to utilize that ramp area when not in use for commercial air carrier operations.

Ms. Brown moved to approve the Agreement Amendment with Signature Flight Support Corporation and authorize the Executive Director to execute the necessary documents. Mr. Ricker seconded the motion and it carried unanimously.

**E. Ratify Approval of Amended Task Order No. 7 with CHA Consulting, Inc. for Short Form Environmental Assessment:**

Michael Reisman reminded the Board that at a previous Board meeting the Director reported on his execution of an agreement with CHA Consulting for an FAA mandated Short Form Environmental Assessment (EA) for the Terminal Modernization project. Subsequently, the FAA has further required an update to the airport's Noise Exposure Maps (NEM) as part of the process. Mr. Reisman stated that in order to keep the project on schedule, he executed the required documents for the NEM with CHA Consulting, Inc. with the Director's approval. The not to exceed

fee for these services is \$88,300.00 and includes the Short Form EA and NEM update for \$78,100.00 as well as \$10,200.00 for a public meeting if needed. The cost for these services is included in the current fiscal year capital budget for the Terminal Modernization project.

A brief discussion followed regarding public notification and the noise modeling process.

Mr. Ricker moved to ratify approval of Task Order No. 7 with CHA Consulting, Inc. Mr. Galbraith seconded the motion and it carried unanimously.

**F. Approval of Change Order #2 for Repair of 60 Inch Reinforced Concrete**

**Pipe:** Jared Merrill reported that repairs of the 60 Inch Reinforced Concrete Pipe by Applied Polymeric are approximately 95% complete. Upon the recent inspection of the pipe, Hydrostructures and Kimley Horn observed significant hydrostatic pressure on the pipe system which will require additional grout to properly seal 15 joints and 2 vaults. Change Order #2 with Applied Polymeric will complete the grout work at an estimated cost of \$51,480.00 which is based on the unit prices in the contract. Airport funds will cover the additional cost for these services and will require 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, 2020:

**Section 1.** To amend the appropriations as follows:

**EXPENDITURES:**

	<u>Decrease</u>	<u>Increase</u>
Capital Improvements	_____	_____ \$51,480.00
Totals	_____	_____ \$51,480.00

This will result in a net increase of \$51,480.00 in the appropriations. Revenues will be revised as follows:

**REVENUES:**

	<u>Decrease</u>	<u>Increase</u>
Transfer from GARAA Cash	_____	_____ \$51,480.00
Totals	_____	_____ \$51,480.00

**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 14<sup>th</sup> day of February 2020.

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Matthew Burrell, Chair

Attested by:

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Ellen Heywood, Clerk to the Board

A discussion ensued regarding the number of joints not included in the scope for additional grouting as well as inspections to be performed within the one-year warranty period.

Mr. Bailey moved to approve Change Order #2 with Applied Polymerics in the amount of \$51,480.00, authorize the Executive Director to execute the necessary documents, and amend the FY2019/2020 Budget by adopting the budget ordinance amendment as presented by staff. Ms. Brown seconded the motion and it carried unanimously.

**G. Employee Referral Incentive Program Policy:** Lisa Jump informed the Board that in order to help recruit and hire candidates for positions, staff is recommending an Employee Referral Incentive Program. Current employees who refer applicants who are successfully employed by the Authority will be eligible for the Referral Incentive Program. Mrs. Jump briefly reviewed the incentives and stated that there are sufficient funds within the FY 2019/2020 Budget to cover implementation of the program.

Mr. Galbraith moved to approve the Employee Referral Incentive Program and authorize the Executive Director to implement such changes effective February 1, 2020. Mr. Ricker seconded the motion and it carried unanimously.

**H. Approval of Amendment to the FY2019/2020 Budget:** The Director advised the Board that this item was being added to the agenda for consideration. The FY2019/2020 Budget includes \$300,000.00 for Business Development. With the addition of Allegiant's four new air service destinations, these funds have been exhausted without giving the full incentive package. American Airlines has also announced new air service. Both airlines have requested incentives and the Director stated that staff is seeking an additional \$200,000.00 for Business Development. The addition of these funds will allow



The Board questioned the reason for the difference in the amounts requested for Allegiant and American. The Director stated that the incentives follow Board policy which contains different levels of incentives based on frequency, seasonal service vs. year-round service, etc.

Mr. Bailey moved to amend the FY2019/2020 Budget by adopting the budget ordinance amendment as presented by staff. Ms. Brown seconded the motion and it carried unanimously.

**DIRECTOR'S REPORT:** The Director advised the Board that he had a few additional items to include that were not on the agenda.

**A. TSA Pre-Check RV Tour:** The Director remarked that TSA is bringing the mobile unit for TSA Pre-Check to the airport possibly in April. Staff will help to advertise once the dates are confirmed.

**B. Social Media Comments:** A group of citizens in Asheville concerned with growth and its environmental impact to the community have recently been vocal on social media. The Director remarked that the airport growth has been mentioned in some of their comments and wanted the Board to be aware.

**C. USDOT Human Trafficking Program:** The US Department of Transportation is taking an active approach to eliminate human trafficking and have asked the airport to help promote this initiative. Messaging will be displayed in the terminal and some staff training will take place.

**D. Reimbursement for Jet Bridge Repairs:** The Director was pleased to note that the airport has received a check in an approximate amount of \$129,000.00 from Delta's insurance company for the damage that was caused to the jet bridge in the fall of 2018.

**E. Real ID:** The aviation industry has some concerns with the implementation of the Real ID requirement by October 1, 2020. Infrequent travelers may not be aware of the requirement. A bill has been introduced by Congress to include Global Entry or Pre-Check travelers as meeting the Real ID requirement. Airports in North Carolina are working with the state DMV to communicate the Real ID requirement to the public.

**F. Tap Root Dairy Property:** Another subdivision is being proposed for the Tap Root Dairy property. Henderson County will begin holding meetings this month on the proposed development.

**G. Change Order:** The Director reported that a change order was received from Chatham Construction for the parking lot project for a \$91,000 reduction in the contract amount. There will, however, be future change orders increasing the amount of the contract. The new parking lot is expected to be opening in mid-May.

The Chair requested revenue information from the TNC's. The Director stated that staff will forward that information.

**H. Parking Tickets:** Due to problems with the Authority issuing parking tickets on airport property, the Asheville City Council has passed an ordinance to begin administering parking tickets for the Authority. Airport Public Safety officers will issue the tickets, the paperwork will go to the City for processing, and the City will retain the revenue.

**I. United Airlines:** For the last 3 or 4 quarters of 2019, the Asheville United team has won United Airline's Best Station Award for their customer service efforts and the team has recently won Station of the Year.

**J. Terminal Modernization Project:** The Director commented that a survey on the terminal expansion project will go live later in the month and will be sent to approximately 190,000 people on the airport's e-mail list.

**K. ATCT Model Update:** The Director reported on staff's recent trip to the FAA's research lab for the relocation of the Air Traffic Control Tower. The Director displayed pictures of the computer models created in the lab and stated that by the end of the visit, three potential sites were identified. Staff will be traveling back to the research lab in June to finalize the site location.

**INFORMATION SECTION:** No comments

**PUBLIC AND TENANTS COMMENTS:** None

**CALL FOR NEXT MEETING:** The Chair stated that the next regular meeting of the Authority Board will be held on March 13, 2020.

A brief discussion took place concerning the date for the April Authority Board Meeting. It was agreed that the meeting will be moved to April 3, 2020 rather than April 9, 2020.

**AUTHORITY MEMBER REPORTS:** None



**CLOSED SESSION:** At 10:12 a.m. Mr. Bailey moved to go into Closed Session Pursuant to Subsections 143-318.11 (a)(3) and (4) of the General Statutes of North Carolina to Consult with Legal Counsel in Order to Preserve the Attorney-Client Privilege and to Discuss Matters Relating to the Location and/or Expansion of Industries or Other Businesses in the Area Served by the 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. Mr. Galbraith seconded the motion and it carried unanimously.

The Chair indicated they would break for five minutes at which time the Board would resume in closed session.

Open Session resumed at 12:04 p.m.

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY FEBRUARY 14, 2020**

**CLOSED SESSION MINUTES:** Mr. Bailey 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. Galbraith seconded the motion and it carried unanimously.

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY DECEMBER 13, 2019**

**CLOSED SESSION MINUTES:** Mr. Bailey moved to approve the minutes for the December 13, 2019 Closed Session and to seal and withhold the minutes for the December 13, 2019 Closed Session from public inspection so long as public inspection would frustrate the purpose or purposes thereof. Mr. Galbraith seconded the motion and it carried unanimously.

**ADJOURNMENT:** Ms. Brown moved to adjourn the meeting at 12:09 p.m. Mr. Bailey seconded the motion and it carried unanimously.

Respectfully submitted,

Ellen Heywood  
Clerk to the Board

Approved:

Matthew C. Burril  
Chair



## **MEMORANDUM**

TO: Members of the Airport Authority

FROM: Janet Burnette, Director of Finance and Accounting

DATE: March 13, 2020

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

Preliminary Approval of the Authority's Amended Ordinance of Airline Rates, Fees and Charges for the Asheville Regional Airport.

### **BACKGROUND**

The Authority Board established airline rates, fees and charges by ordinance in 2016. In accordance with Ordinance No. 201601, and in preparation for the upcoming FY2020-2021 budget, we have developed a new Schedule of Airline Rates, Fees and Charges for FY2020-2021, using the same agreed-upon rate methodology. Overall, these new rates result in higher total costs to each of the airlines, primarily to cover some of the costs associated with airport growth.

The airlines were notified and presented the new proposed airline rates, fees and charges. A meeting with the airlines is scheduled for March 17, 2020.

### **ISSUES**

The Authority's ordinance process requires a public hearing prior to adoption of these new rates.

### **ALTERNATIVES**

None recommended.



## **FISCAL IMPACT**

The proposed rates are higher overall to provide adequate revenue to cover airline operating costs.

## **RECOMMENDED ACTION**

It is respectfully requested that the Greater Asheville Regional Airport Authority Board resolve to (1) consider and approve the proposed Airline Rates, Fees and Charges; (2) schedule a public hearing and accept public comment on the proposed Airline Rates, Fees and Charges; and (3) following the minimum period for public comment and public hearing, adopt the Airline Rates, Fees and Charges for FY2020/2021 at the next scheduled Authority Board meeting.

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

AMENDED ORDINANCE NO. 201601-6

**AN ORDINANCE TO IMPLEMENT A SCHEDULE OF AIRLINE RATES, FEES AND CHARGES  
FOR THE ASHEVILLE REGIONAL AIRPORT.**

**IT IS HEREBY ENACTED AND ORDAINED BY THE GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY AS FOLLOWS:**

**Section 1. CITATION.**

1.1 This Ordinance may be cited as the "**Airline Rates, Fees & Charges Ordinance**".

**Section 2: FINDINGS.**

2.1 The Greater Asheville Regional Airport Authority was created by Session Law 2012-121, which was ratified by the General Assembly of North Carolina on June 28, 2012.

2.2 Section 1.6(a)(7) of Session Law 2012-121 gives the Greater Asheville Regional Airport Authority the ability to, among other things: *"[m]ake all reasonable rules, regulations, and policies as it may from time to time deem to be necessary, beneficial or helpful for the proper maintenance, use, occupancy, operation, and/or control of any airport or airport facility owned, leased, subleased, or controlled by the Authority . . . "*

2.3 Section 1.6(a)(6) of Session Law 2012-121 gives the Greater Asheville Regional Airport Authority the authority to: *"[c]harge and collect fees, royalties, rents, and/or other charges, including fuel flowage fees for the use and/or occupancy of property owned, leased, subleased, or otherwise controlled and operated by the Authority or for services rendered in operation thereof."*

2.4 Section 1.6(a)(21) of Session Law 2012-121 gives the Greater Asheville Regional Airport Authority the ability to: *"[e]xercise all powers conferred by Chapter 63 of the General Statutes [of the State of North Carolina] or any successor Chapter or law."*

2.5 North Carolina General Statute Section 63-53(5) further gives the Greater Asheville Regional Airport Authority the authority: *"[t]o determine the charge or rental for the use of any properties under its control and the charges for any services or accommodations and the terms and conditions under which such properties may be used, provided that in all cases the public is not deprived of its rightful, equal, and uniform use of such property."*

2.6 The Greater Asheville Regional Airport Authority is obligated under federal law to maintain an airport user fee and rental structure that, given the conditions of the Airport makes the Airport as financially self-sustaining as possible.

2.7 The Greater Asheville Regional Airport Authority is further obligated under federal law to establish an airport user fee structure that is fair and reasonable to all users, and not unjustly discriminatory.

2.8 In or around Fall 2014, the Greater Asheville Regional Airport Authority contracted with an airport consulting firm, who conducted a comprehensive airline rate and charge study at the Airport, in accordance with the methodology stated in the Rates and Charges Policy promulgated by the Office of the Secretary of the Department of Transportation and by the FAA.

2.9 Since approximately February 2015, the Greater Asheville Regional Airport Authority has consulted with and made repeated, good faith efforts to reach an agreement regarding rates, fees and charges with the Airlines, and to resolve all disputes asserted by the Airlines, and after adequate and timely consultation with the Airlines and with the airport consulting firm, Greater Asheville Regional Airport Authority now desires to implement, by ordinance, the fair, reasonable and not unjustly discriminatory rates and charges structure as proposed by the airport consulting firm.

### **Section 3. PURPOSE AND SCOPE**

3.1 The Greater Asheville Regional Airport Authority finds and determines that it is in the public interest to establish a schedule of Airline rates, fees and charges by ordinance.

3.2 This Airline Rates, Fees & Charges Ordinance shall be applicable to all Airlines utilizing the Asheville Regional Airport.

### **Section 4. EFFECTIVE DATE**

4.1 The Airline Rates, Fees & Charges Ordinance shall take effect as of the 9th day of December, 2016.

### **Section 5. DEFINITIONS**

5.1 "Affiliate" shall mean any airline or other entity designated in writing by Airline as an Affiliate that is operating under the same flight code designator and is: (1) a parent or subsidiary of Airline or is under the common ownership and control with Airline or (2) operates under essentially the same trade name as Airline at the Airport and uses essentially the same livery as Airline or (3) is a contracting ground handling company on behalf of Airline at the Airport.

5.2 "Airline(s)" shall mean each airline providing commercial passenger service to and from the Airport and using the Airport Terminal Building to enplane and deplane passengers or cargo service to and from the Airport.

5.3 [RESERVED]

5.4 "Airlines' Revenue Landed Weight" is for the applicable Fiscal Year the sum of the products determined by multiplying each Revenue Aircraft Arrival by each of the Airlines by the applicable Certified Maximum Gross Landed Weight of the aircraft making the Revenue Aircraft Arrival.

5.6 "Airport" is the Asheville Regional Airport as it presently exists and as it is hereafter modified or expanded.

5.7 "Airport Operating Requirement" for any Fiscal Year, consists of all of the following: (1) Operation and Maintenance Expenses; (2) O&M Reserve Requirement; (3) Depreciation; (4) Amortization; (5) Debt Service; (6) coverage required on any Bonds; (7) fund deposits required under any Bond Ordinance; (8) the net amount of any judgment or settlement arising out of or as a result of the ownership, operation or maintenance of the Airport payable by Authority during any Fiscal Year. This amount would include, but not be limited to, the amount of any such judgment or settlement arising out of or as a result of any claim, action, proceeding or suit alleging a taking of property or an interest in property without just

or adequate compensation, trespass, nuisance, property damage, personal injury or any other claim, action, proceeding or suit based upon or relative to the environmental impact resulting from the use of the Airport for the landing and taking off of aircraft; and (9) any and all other sums, amounts, charges or requirements of the Airport to be recovered, charged, set aside, expensed or accounted for during any Fiscal Year, or the Authority's accounting system.

5.8 "Amortization" is the amount determined by dividing the net cost of each Airport non-depreciating asset by an imputed estimated life for the asset as determined by the Authority.

5.9 "Assigned Space" means for each Airline, those areas and facilities in the Terminal Building and those areas adjacent to and outside the Terminal Building which are assigned to such Airline for its Preferential use.

5.10 "Authority" means the Greater Asheville Regional Airport Authority.

5.11 "Bond Ordinance" is any ordinance, resolution or indenture authorizing the issuance of Bonds for or on behalf of the Airport or Authority, including all amendments and supplements to such ordinances, resolutions and indentures.

5.12 "Bonds" are all debt obligations issued for or on behalf of the Airport or the Authority subsequent to July 1, 2009, except obligations issued by or on behalf of the Authority for a Special Facility.

5.13 "Capital Charge or Capital Charges" charges that include Amortization, Depreciation and Debt Service.

5.14 "Capital Outlay" is the sum of one hundred thousand dollars (\$100,000) or as otherwise determined by the Authority.

5.15 "Certified Maximum Gross Landed Weight" or "CMGLW" is, for any aircraft operated by any of the Airlines, the certified maximum gross landing weight in one thousand pound units of such aircraft as certified by the FAA and as listed in the airline's FAA approved "Flight Operations Manual".

5.16 "Debt Service" for any Fiscal Year is the principal, interest and other payments required for or on account of Bonds issued under any Bond Ordinance.

5.17 "Depreciation" is the amount which is the net cost of any Airport asset, except a non-depreciating asset, divided by its estimated useful life as determined by the Authority.

5.18 "Enplaned Passengers" are the originating and on-line or off-line transfer passengers of each of the Airlines serving the Airport enplaning at the Airport.

5.19 "Fiscal Year" is July 1st of any calendar year through June 30th of the next succeeding calendar year, or such other fiscal year as Authority may subsequently adopt for the Airport.

5.20 "Holdrooms" means the gate seating areas currently situated in the Airport Terminal Building, as they now exist or as they may hereafter be modified or expanded or constructed by Authority within or as part of the Terminal Building for use by Airline and the other Airlines for their Joint Use.

5.21 "Joint Use Formula" is, for any Fiscal Year, the formula used for prorating Terminal Building Rentals for Joint Use Space.

5.22 "Joint Use Space" means that common use space not assigned, which Airline uses on a joint use basis with other airline tenants.

5.23 "Landing Fees" are the airfield related charges calculated by multiplying the landing fee rate established in the Schedule of Rates, Fees and Charges for the applicable Fiscal Year by the applicable Certified Maximum Gross Landed Weight ("CMGLW") of Revenue Aircraft Arrivals.

5.24 "Operation and Maintenance Expenses" or "O&M Expenses" are, for any Fiscal Year, the total costs and expenses, incurred or accrued by the Authority for that Fiscal Year, in providing for the administration, operation, maintenance and management of the Airport, including, without limitation, the performance by Authority of any of its obligations related to the Airport.

5.25 "O&M Reserve Requirement" is the requirement adopted by the Authority that defines the amount of operating cash reserves to be available within the O&M Reserve Fund. The O&M Reserve Requirement may be revised from time to time and is currently set to equal at least six (6) months of the annual O&M Expenses budgeted for the current Fiscal Year.

5.26 "Passenger Facility Charge (PFC)" is the charge imposed by the Authority pursuant to 49 U.S.C. App. 513, as amended or supplemented from time to time, and 14 CFR Part 158, as amended or supplemented from time to time, or any other substantially similar charge lawfully levied by or on behalf of the Authority pursuant to or permitted by federal law.

5.27 "Preferential Use Space" means that Assigned Space for which Airline holds a preference as to use, and which may be used on a non-preferential basis by another airline or tenant.

5.28 "Rentable Space" is that space within the Airport Terminal Building which has been constructed or designated as rentable space by Authority, including such deletions therefrom and additions thereto as may occur from time-to-time.

5.29 "Revenue Aircraft Arrival" is an airline aircraft landing at Airport, excluding those returning to the Airport due to an emergency, and for which Landing Fees are charged by Authority.

5.30 "Special Facility" is any Airport facility acquired or constructed for the benefit or use of any person or persons, the costs of construction and acquisition of which are paid for (a) by the obligor under a Special Facility agreement, (b) from the proceeds of Special Facility bonds, or (c) both; provided, however, that Airport facilities built by an Airport tenant under a ground lease or any other agreement which by its terms is not indicated to be a Special Facility agreement shall not be considered a Special Facility under this definition.

5.31 "Schedule of Rates, Fees and Charges" is the schedule the rates, fees and charges due by Airline to the Authority and is reestablished each Fiscal Year.

5.32 "Terminal Building Rentals" are the Terminal Building rents calculated by multiplying the Terminal Building Rental Rate times the then-applicable square footage of the Assigned Space in question.

5.33 "Loading Bridge Fees" are the fees calculated by dividing the total Loading Bridge requirement, which currently includes Operating Expenses, Capital Outlay, Debt Service and Debt Service Coverage, by the total departures.

5.34 "Market Share Exempt Carrier" is any New Airline operating with less than 7% market share of total enplanements per month. The only fees applicable to a Market Share Exempt Carrier are Landing Fees and Per Turn Fees, unless the New Airline is leasing preferential space which would be included in separate rent. An Airline will cease to qualify as Market Share Exempt Carrier at the time that the Airline meets or exceeds 7% of market share of total enplanements per month for any six (6) of the immediately preceding twelve (12) months. Once Airline is no longer Market Share Exempt, the Airline will be responsible for all Terminal and Airfield related rates, fees and charges.

5.35 "New Airline(s)" shall mean any new airline providing new commercial passenger or cargo service to and from the Airport, using the Airport Terminal Building or cargo building to enplane and deplane passengers or cargo service to and from the Airport.

## **Section 6. RATE MAKING METHODOLOGY**

6.1 Rates and charges shall be established annually based on the methodology set by the Authority below and in the Schedule of Rates and Charges referenced in Section 8 below.

6.2 Rates and charges shall be developed under a commercial compensatory rate making methodology.

6.3 Rates and charges shall be calculated and set at the beginning of each Fiscal Year.

6.4 Terminal Building Operating Requirement.

6.4.1 For purposes of this Ordinance, the Terminal Building Cost Center shall consist of the current Terminal Building, including the ticketing wing, the Holdrooms, baggage claim facilities, baggage make-up facilities, and passenger loading bridges/regional boarding ramps, as well as the areas immediately adjacent to the west side of the terminal building utilized for baggage tug drives and baggage tug storage, and all public areas, concession areas, and other leasable areas.

6.4.2 The Terminal Building Operating Requirement shall be calculated as specified in Sections 6.4.2.1 through 6.4.2.4 below:

6.4.2.1 By summing the elements of the Airport Operating Requirement allocated to the Terminal Building Cost Center. Currently, this includes O&M Expenses, O&M Reserve Requirement, net Depreciation, Amortization, Capital Outlay, and Debt Service.

6.4.2.2 By then reducing the total from Section 6.4.2.1 by non-airline revenue credits applied by the Director. These revenue credits are reimbursements and offsets to base costs. This results in the Net Terminal Building Operating Requirement.



6.4.2.3 The Net Terminal Building Operating Requirement calculated in Section 6.4.2.2 is then divided by Rentable Space to obtain the Terminal Building Rental Rate.

6.4.2.4 Finally, each Airlines' share of cost is then derived by multiplying the Terminal Building Rental Rate by the Terminal Building Airlines' rented space (preferential use) and Airlines' share of Joint Use Space as determined by the Joint Use Formula.

6.4.3. Joint Use Space. Joint Use Space shall be classified as Baggage Make-Up, Baggage Claim and Gate Area. Airline's share of the Terminal Building Rentals for Baggage Make-Up and Baggage Claim Joint Use Space will be determined as follows: (1) eighty-five percent (85%) of the total rentals due shall be prorated among Airlines using Joint Use Space based upon Airline's share of Checked Bags, (2) fifteen percent (15%) of the total rentals due shall be prorated equally among the Airlines using Joint Use Space. Airline's share of the Terminal Building Rentals for Gate Area Joint Use Space will be determined as follows: (1) eighty-five percent (85%) of the total rentals due shall be prorated among Airlines using Joint Use Space based upon Airline's share of Enplaned Passengers, (2) fifteen percent (15%) of the total rentals due shall be prorated equally among the Airlines using Joint Use Space.

6.4.4 Per Turn Fee for Market Share Exempt Carriers. The Per Turn Fee for Market Share Exempt Carriers is calculated by dividing the Per Turn requirement by the total estimated departures.

#### 6.5 Airfield Area Operating Requirement.

6.5.1 For purposes of this Ordinance, the Airfield Area Cost Center consists of those areas of land and Airport facilities which provide for the general support of air navigation, flight activity and other aviation requirements of the Airport. The airfield includes runways, taxiways, the terminal apron, aircraft service areas and those ramp areas not included in any other cost center, approach and clear zones, safety areas and infield areas, together with all associated landing navigational aids and Airport facilities, aviation controls, and other systems related to the airfield. It also includes areas of land acquired for buffer requirements for the landing areas of the Airport, all land acquired for Airport expansion until the land is used or dedicated to another cost center, and all Airport noise mitigation facilities or costs. The Airport's triturator facility, storage areas for airline glycol equipment and tanks, and any fueling facilities and equipment provided to serve the airlines on the terminal apron are also included in the airfield cost center.

6.5.2 The Airfield Area Operating Requirement shall be calculated as specified in Sections 6.5.2.1 through 6.5.2.4 below:

6.5.2.1 By summing the elements of the Airport Operating Requirement allocated to the Airfield Area Cost Center. Currently, this includes the O&M Expenses, O&M Reserve Requirement, net Depreciation, Amortization, Capital Outlay, and Debt Service.

6.5.2.2 By then reducing the total calculated in Section 6.5.2.1 above by non-airline revenue credits applied by the Director. These revenue credits are reimbursements and offsets to base costs. This results in the Net Airfield Area Operating Requirement.

6.5.2.3 The Net Airfield Area Operating Requirement calculated in Section 6.5.2.2

is then divided by the estimated Certified Maximum Gross Landed Weight (CMGLW) of all Airlines' Revenue Aircraft Arrivals to determine the Airlines' Landing Fee rate.

6.5.2.4 The Airlines' Landing Fee rate is then multiplied by the estimated CMGLW of the Airlines.

6.5.3 All costs incurred by the Authority for mitigation or damages resulting from noise, environmental incidents or conditions, aircraft fueling, or other Airport aircraft-related conditions or activities will also be charged and allocated to the Airfield Area Operating Requirement.

6.5.4 [RESERVED]

6.5.5 Affiliate. Each Affiliate's operations shall be counted and recorded jointly with Airline's and shall be at the same rate.

6.5.6 [RESERVED]

6.5.7 Other Cost Centers. All other cost centers are not included as part of the Airlines' rates, charges and fees. Authority may apply revenues from the other cost centers to offset expenses at a time, and in an amount, based on the sole discretion of the Director.

6.5.8 Unless otherwise provided herein, all rates, fees and charges are calculated as described in Schedule of Rates, Fees and Charges referenced in Section 8 below.

## **Section 7. RENTALS, FEES AND CHARGES**

7.1 The Authority shall establish the Schedule of Rates, Fees and Charges at the beginning of each Fiscal Year.

7.2 Prior to the establishment of the Schedule of Rates, Fees and Charges each Fiscal Year, the Authority shall formally notify Airline in writing of the anticipated Schedule of Rates, Fees and Charges to be in effect for the upcoming Fiscal Year. Authority's notification to Airline shall include notice of the time and place of a meeting to present the Schedule of Rates, Fees and Charges, expenses and capital charges used in the calculation, and to answer questions of Airline. The anticipated Schedule of Rates, Fees and Charges shall be set forth and supported by a document prepared by the Authority.

7.3 So long as Airline has been notified per above, the implementation of the upcoming Schedule of Rentals and Charges will be effective on the first day of the Fiscal Year.

7.4 Each Airline operating at the Airport shall be responsible for paying those rates and charges itemized below in the amounts specified in the Schedule of Rates, Fees and Charges in Section 8 below:

7.4.1 Preferential Use Space - Each Airline shall pay the Authority for its use of the assigned, Preferential Use Space in the Terminal.

7.4.2 Joint Use Space – Each Airline shall pay the Authority its share of rentals on Joint Use Space used by Airline in common with other airline tenants.

7.4.3 Landing Fees –For its use of the airfield, apron and appurtenant facilities, Airline

shall pay a landing fee for each and every aircraft landed by the Airline at the Airport except as otherwise noted herein.

7.4.4 Passenger Facility Charge. Airline shall comply with all of the applicable requirements contained in 14 CFR Part 158 and any amendments thereto. Airline shall pay the Authority the Passenger Facility Charge applicable to all of Airline's revenue passengers enplaning at the Airport imposed by the Authority from time to time pursuant to applicable Federal law and regulations.

7.4.5 Other Fees and Charges. Airline shall also pay all miscellaneous charges assessed to and owed by Airline to the Authority including, but not limited to, the cost of utilities and services, employee parking fees, telecommunications charges, paging system fees, triturator fees, skycap services, preconditioned air and fixed ground power fees, security measures, such as key cards and identification badges and the like, common use fees and common equipment charges, and law enforcement fees (net of TSA reimbursement).

7.4.5.1 Such other fees and charges shall be detailed by the Authority in the Schedule of Rates, Fees and Charges.

## **Section 8. SCHEDULE OF RATES, FEES AND CHARGES**

8.1 The Authority's 2020-2021 Schedule of Rates, Fees and Charges effective July 1, 2020 is attached hereto and incorporated herein by reference as Exhibit A.

## **Section 9. PAYMENT OF RENTALS, FEES AND CHARGES**

9.1 Airlines shall pay for space rentals for Preferential Use Space and Joint Use Space, monthly, without invoice, demand, set-off, or deduction on or before the first (1<sup>st</sup>) day of each calendar month.

9.2 On or before the fifteenth (15<sup>th</sup>) day of each month, Airlines shall pay for their Landing Fees for the immediately preceding month.

9.3 Airlines shall report to the Authority on or before the fifteenth (15<sup>th</sup>) day of each month the Airlines actual operating activity for the prior month by submitting a written report. All such monthly reports shall be submitted on a standardized form provided by the Authority, such form shall act as the actual invoice.

9.4 Payment for all other fees and charges shall be invoiced by the Authority and shall be due upon receipt of the Authority's invoice. Such payments shall be deemed delinquent if not received within thirty (30) calendar days of the date of such invoice.

9.5 Except as provided above, or if such payments or reporting is under dispute by Airline, Airline shall be in violation of this Ordinance if its payments and reporting information required above are not received by the Authority on or before the fifteenth (15<sup>th</sup>) day of the month in which they are due.

9.6 Security Deposit. If in the reasonable business discretion of the Authority, it is determined that the financial condition of Airline, at the beginning of air service at the Airport, or an incumbent Airline that has displayed an irregular payment history, then Airline may be required to submit a cash security deposit in an amount not to exceed the equivalent of six (6) months estimated rentals, fees and charges.

9.6.1 In the event that the Authority determines a security deposit is required, the Airline shall deposit such sum with the Authority within thirty (30) days of being so notified by the Authority, and such sum shall be retained by Authority as security for the faithful performance of Airline's obligation hereunder.

9.6.2 The 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 in accordance with this Ordinance, including, but not limited to, reimbursement of any expenses incurred by Authority in curing any default of Airline, or to the cost of restoring the Assigned Space or its furnishings, fixtures or equipment to their original condition, reasonable wear and tear excepted.

9.6.3 In the event that all or any portion of the security deposit is so applied, the Airline shall promptly, upon demand by Authority, remit to Authority the amount of cash required to restore the security deposit to its original sum.

9.6.4 An Airline's failure to remit the amount of cash required to restore the security deposit in accordance with Section 9.6.3 above within ten (10) calendar days after its receipt of such demand shall constitute a breach of this Ordinance.

9.6.5 If said deposit shall not have been applied for any of the foregoing purposes, it shall be returned to Airline, without interest, within sixty (60) days of the Airline ceasing operation at the Airport. The Authority will not pay interest on any security deposit.

9.7 Airlines shall pay all rates, fees and charges established herein to the Authority monthly, without set-off, and except as specifically provided above, without invoice or demand therefore, in lawful money of the United States of America, by check payable to Authority delivered or mailed to the Authority or by wire transfer to the Authority.

## **Section 10. PENALTIES AND ENFORCEMENT**

10.1 Unless otherwise specified herein, violation of any provision of this Airline Rates, Fees & Charges Ordinance shall be enforced in accordance with, and subject to the penalties specified in, this Section 10.

10.2 In addition to any civil or criminal penalties set out in this Section 10. or in any other Section or Subsection herein, this Airline Rates, Fees & Charges Ordinance may be enforced by an injunction, order of abatement, or other appropriate equitable remedy issuing from a court of competent jurisdiction.

10.3 This Airline Rates, Fees & Charges Ordinance may be enforced by one, all or a combination of the penalties and remedies authorized and prescribed in this Section 10, or elsewhere herein, except that any provision, the violation of which incurs a civil penalty, shall not be enforced by criminal penalties.

10.4 Except as otherwise specified herein, each day's continuing violation of any provision of the Airline Rates, Fees & Charges Ordinance is a separate and distinct offense.

10.5 A violation this Airline Rates, Fees & Charges Ordinance shall not be a misdemeanor or infraction under N.C. Gen. Stat. §14-4; however, civil penalties shall be assessed and civil citations issued for the administrative violation of any provision in accordance with Section 10.6 through 10.7 below.

10.6 The Executive Director shall authorize specific Authority personnel to enforce all administrative violations of this Airlines Rates, Fees & Charges Ordinance.

10.7 Upon any administrative violation of this Airline Rates, Fees & Charges Ordinance, personnel designated in accordance with Section 10.6 shall cause a civil citation to be issued to the violator.

10.7.1 All civil citations shall be hand-delivered to the violator or shall be mailed by first class mail addressed to the last known address of the violator. The violator shall be deemed to have been served upon hand-delivery or the mailing of the civil citation.

10.7.2 Unless otherwise expressly specified herein the civil penalty associated with each civil citation issued for an administrative violation of this Airline Rates, Fees & Charges Ordinance shall be as follows: By a fine of up to \$500.00.

10.8 Any person may submit, within ten (10) days of receipt of a civil violation, a written request that the Executive Director review the civil citation, in accordance with Sections 10.8.1.1 through 10.8.3 below.

10.8.1 A request to the Executive Director shall be in writing and shall be hand delivered to the Office of the Executive Director and must be signed for by and employee of the Authority, or shall be mailed to the Executive Director by certified mail, return receipt requested.

10.8.2 A request to the Executive Director must specify in detail all of the reasons why the civil citation should be modified or withdrawn and must provide a mailing address for the Executive Director to submit a response to the request.

10.8.3 Within ten (10) days of receipt of a request in accordance with Section 10.8.1, the Executive Director shall mail a written decision to the requesting party at the address provided.

10.8.4 Unless a written request for review in accordance with Section 10.8.1 above, civil penalties issued via civil citation for an administrative violation of any Section of this Airport Rates, Fees and Charges Ordinance shall be due and payable to the Authority within 30 days of receipt.

10.8.5 If a written request for review is appealed and the civil citation is not withdrawn, payment of the civil penalty shall be due and payable to the Authority within 30 days of issuance of the Executive Director's written decision to the violator.

10.8.6 Unless other provided, if the violator fails to respond to a citation within 30 days of issuance and pay the fine prescribed therein, the Authority may institute a civil action in the nature of a debt in the appropriate division of the state general court of justice to collect the fine owed.

## **Section 11. SEVERABILITY**

11.1 If any provision, clause, section, or provision of this the Airline Rates, Fees & Charges Ordinance shall be held by a court of competent jurisdiction to be invalid, illegal or unenforceable, such

invalid, illegal or unenforceable provision shall be severed from the remainder of the Airline Rates, Fees & Charges Ordinance, and the remainder of shall be enforced and not be affected thereby.

**Section 12. AMENDMENT.**

12.1 The Authority reserves the right to amend the Airline Rates, Fees & Charges Ordinance, as well as the attached Schedule of Rates, Fees and Charges, at any time, by ordinance, after due notice and public hearing, in accordance with the Authority's Resolution No. \_\_ establishing The Greater Asheville Regional Airport Authority's Policy and Procedure for the Adoption of Ordinances.

ADOPTED THIS the \_\_ day of \_\_\_\_\_, 2020, after due notice and a public hearing, by the Greater Asheville Regional Airport Authority.

**GREATER ASHEVILLE REGIONAL  
AIRPORT AUTHORITY**

By: \_\_\_\_\_  
Matthew C. Burrell, Chair

**ATTEST:**

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

# **Exhibit A**

Asheville Regional Airport

2020-2021 Fiscal Year

Schedule of Rates, Fees and Charges

**SUMMARY TABLE**

<b>RESULTS</b> (Fiscal Years Ending June 30)	<b>GARAA</b>	
	2020	Budget 2021
<u>Signatory Airline Rates &amp; Charges:</u>		
Terminal Building Rental Rate (per s.f.)	\$53.88	\$60.16
Passenger-Related Security Fee (per EP)	\$0.66	\$0.70
Landing Fee (per 1,000-lbs)	\$1.51	\$1.76
Ticket Counter & Queue Fee (per EP-unassigned)	\$0.41	\$0.34
Baggage Make-Up & Claim Fee (per bag)	\$0.95	\$0.98
Baggage Make-Up & Claim Fee (per airline)	\$11,825	\$13,205
Gate Area Charge per (enplaned pax)	\$1.34	\$1.10
Gate Area Fee (per airline)	\$30,208	\$33,732
Loading Bridge Fee (per depart.)	\$9.20	\$9.78
Turn Fees <sup>1</sup>		
Per Turn Fee for Exempt Carriers (0-70 seats)	\$279.00	\$322.00
Per Turn Fee for Exempt Carriers (71-135 seats)	\$333.00	\$361.00
Per Turn Fee for Exempt Carriers (136+ seats)	\$373.00	\$387.00
Average AVL CPE	\$5.64	\$5.12

<sup>1</sup> Includes use of holdroom, bag claim, bag make-up, passenger loading bridge, apron, tug drives,

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019, February 2020)



**Table 1****AVIATION ACTIVITY**

(Fiscal Years Ending June 30)

**GARAA**

	Budget	
	2020	2021
<u>Enplaned Passengers:</u>		
Allegiant	240,000	420,000
American <sup>1</sup>	150,000	187,000
Delta	137,000	158,000
Spirit	48,000	21,000
United	65,000	80,000
<b>Total</b>	<b>640,000</b>	<b>866,000</b>
<u>Estimated Checked Bags:</u>		
Allegiant	98,600	130,550
American <sup>1</sup>	81,300	81,812
Delta	113,900	110,652
Spirit	20,940	6,300
United	36,300	50,805
<b>Total</b>	<b>351,040</b>	<b>380,119</b>
<u>Departures:</u>		
Allegiant	1,605	2,677
American <sup>1</sup>	2,757	3,414
Delta	2,298	2,577
Spirit	453	125
United	1,287	1,429
<b>Total</b>	<b>8,400</b>	<b>10,222</b>
<u>Landed Weight (1,000-lb units):</u>		
Allegiant	229,200	380,317
American <sup>1</sup>	175,627	222,724
Delta	152,236	178,253
Spirit	66,000	18,258
United	77,924	88,301
<b>Total</b>	<b>700,987</b>	<b>887,853</b>

Note: Amounts may not add due to rounding.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019, February 2020)

**Table 2**

<b>TERMINAL SPACE (s.f.)</b>		<b>GARAA</b>	
(Fiscal Years Ending June 30)			Budget
		2020	2021
<u>Preferential Space:</u> <sup>1</sup>			
Allegiant		1,331	1,331
American		2,297	2,297
Delta		2,609	2,609
Spirit		905	905
United		1,593	1,593
Worldwide		161	161
Total Preferential Space	[A]	8,896	8,896
<u>Joint Use Space:</u>			
Baggage Make-Up		3,192	3,192
Baggage Claim		4,124	4,124
Gates 1-3 Holdroom		8,517	8,517
Gates 4-7 Holdroom		6,751	6,751
Gates 4-7 Secure Enplanement Corridor		3,421	3,421
Total Joint Use Space	[B]	26,005	26,005
Total Airline Rented	[C=A+B]	34,901	34,901
<u>Other Rentable:</u>			
Ticket Counter (unassigned)		285	285
Queue (unassigned)		456	456
Vacant Airline Preferential Space		1,210	1,210
Concession Space		13,775	13,775
FAA Tower & Related Office Space		4,374	4,374
TSA Offices & Breakroom		1,933	1,933
TSA Passenger Security Screening		4,891	4,891
TSA Offices Adjacent to Passenger Screening		396	396
Total	[D]	27,320	27,320
Total Rentable Space	[E=C+D]	62,221	62,221
Public and Other Areas	[F]	45,628	45,628
Total Terminal Space	[G=E+F]	107,849	107,849

Note: Amounts may not add due to rounding.

<sup>1</sup> Includes ticket counter, queue, and office space.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019, February 2020)

**Table 3**

<b>DEPRECIATION, AMORTIZATION, &amp; CAPITAL OUTLAY</b>		<b>GARAA</b>	
(Fiscal Years Ending June 30)			
			Budget
		2020	2021
<u>Depreciation:</u> <sup>1</sup>			
Gross Depreciation		\$4,700,000	\$5,000,000
Less: Grant & PFC Amortization		(3,200,000)	(3,500,000)
Net Depreciation	[A]	\$1,500,000	\$1,500,000
<u>By Cost Center (%):</u>			
Airfield Area	[B]	14.0%	14.0%
Terminal Building	[C]	30.0%	30.0%
Parking, Roadway, and Ground Trans.	[D]	33.0%	33.0%
General Aviation Area	[E]	16.0%	16.0%
Other Area	[F]	7.0%	7.0%
Total		100.0%	100.0%
<u>By Cost Center:</u>			
Airfield Area	[A*B]	\$210,000	\$210,000
Terminal Building	[A*C]	450,000	450,000
Parking, Roadway, and Ground Trans.	[A*D]	495,000	495,000
General Aviation Area	[A*E]	240,000	240,000
Other Area	[A*F]	105,000	105,000
Net Depreciation	[A]	\$1,500,000	\$1,500,000
<u>Amortization:</u>			
Gross Amortization		\$242,056	\$242,056
Less: Grant & PFC Amortization		(162,475)	(162,475)
Net Amortization	[G]	\$79,581	\$79,581

**Table 3**

<b>DEPRECIATION, AMORTIZATION, &amp; CAPITAL OUTLAY</b>		<b>GARAA</b>	
(Fiscal Years Ending June 30)			
			Budget
		2020	2021
<u>By Cost Center (%):</u>			
Airfield Area	[H]	100.0%	100.0%
Terminal Building	[I]	0.0%	0.0%
Parking, Roadway, and Ground Trans.	[J]	0.0%	0.0%
General Aviation Area	[K]	0.0%	0.0%
Other Area	[L]	0.0%	0.0%
Total		100.0%	100.0%
<u>By Cost Center:</u>			
Airfield Area	[G*H]	\$79,581	\$79,581
Terminal Building	[G*I]	0	0
Parking, Roadway, and Ground Trans.	[G*J]	0	0
General Aviation Area	[G*K]	0	0
Other Area	[G*L]	0	0
Net Amortization	[G]	\$79,581	\$79,581
<u>Capital Outlay:</u>			
Capital Outlay	[M]	\$100,000	\$100,000
<u>By Cost Center (%):</u>			
Airfield Area	[N]	50.0%	50.0%
Terminal Building	[O]	50.0%	50.0%
<u>By Cost Center:</u>			
Airfield Area	[M*N]	\$50,000	\$50,000
Terminal Building	[M*O]	50,000	50,000
Capital Outlay	[M]	\$100,000	\$100,000

Note: Amounts may not add due to rounding.

<sup>1</sup> Depreciation is based on the prior year's actual depreciation

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019, February 2020)

**Table 4**

<b>OPERATION AND MAINTENANCE EXPENSES</b>		<b>GARAA</b>	
(Fiscal Years Ending June 30)			
			Budget
		2020	2021
<u>By Category:</u>			
Personnel Services		\$6,527,568	\$7,863,075
Professional Services		384,950	489,670
Utilities		539,867	545,117
Promotional Activities		303,800	353,025
Maintenance and Repairs		255,200	322,200
Contracted Services		978,646	1,838,377
Insurance Expense		260,600	330,725
Materials and Supplies		464,610	495,253
Other Expenses		506,740	574,848
Total O&M Expenses	[A]	\$10,221,981	\$12,812,290
<u>By Cost Center (%):</u>			
Airfield Area	[B]	26.3%	25.6%
Terminal Building	[C]	47.8%	46.0%
Parking, Roadway, and Ground Trans.	[D]	12.2%	15.0%
General Aviation Area	[E]	9.8%	9.5%
Other Area	[F]	4.0%	3.8%
Total		100.0%	100.0%
<u>By Cost Center:</u>			
Airfield Area	[A*B]	\$2,684,342	\$3,284,722
Terminal Building	[A*C]	4,883,676	5,888,847
Parking, Roadway, and Ground Trans.	[A*D]	1,245,820	1,927,664
General Aviation Area	[A*E]	997,713	1,221,329
Other Area	[A*F]	410,430	489,728
Total O&M Expenses	[A]	\$10,221,981	\$12,812,290

Note: Amounts may not add due to rounding.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019, February 2020)

**Table 5****LANDING FEE AND REVENUE**  
(Fiscal Years Ending June 30)

		GARAA	
		2020	Budget 2021
<u>Airfield Requirement:</u>			
O&M Expenses		\$2,684,342	\$3,284,722
Less: Deicing Chemicals		(72,141)	(74,305)
O&M Reserve Requirement		159,135	300,190
Net Depreciation		210,000	210,000
Net Amortization		79,581	79,581
Capital Outlay		50,000	50,000
Debt Service		0	0
Debt Service Coverage (25%)		0	0
Total Requirement	[A]	\$3,110,917	\$3,850,187
<u>Landing Fee Credits:</u>			
Non-Airline Revenue	[B]	\$90,000	\$70,000
Other	[C]	0	0
Total Credits	[D=B+C]	\$90,000	\$70,000
Net Landing Fee Requirement	[E=A-D]	\$3,020,917	\$3,780,187
Airline Landed Weight	[F]	700,987	887,853
Airline Landing Fee (pre-Revenue Share)	[G=E/F]	\$4.31	\$4.26
Revenue Share Credit	[H]	\$1,961,407	\$2,221,753
Adjusted Airline Net Requirement	[I=E-H]	\$1,059,511	\$1,558,434
Airline Landing Fee	[J=I/F]	\$1.51	\$1.76
Airline Landing Fee Revenue	[K=F*J]	\$1,059,511	\$1,558,434

Note: Amounts may not add due to rounding.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019, February 2020)

**Table 6****TERMINAL RENTAL RATE AND REVENUE****GARAA**

(Fiscal Years Ending June 30)

		Budget	
		2020	2021
<u>Terminal Requirement:</u>			
O&M Expenses		\$4,883,676	\$5,888,847
O&M Reserve Requirement		284,853	502,586
Net Depreciation		450,000	450,000
Net Amortization		0	0
Capital Outlay		50,000	50,000
Debt Service		0	0
Debt Service Coverage (25%)		0	0
Total Requirement	[A]	\$5,668,529	\$6,891,433
<u>Terminal Credits:</u>			
Passenger-Related Security Charges		\$421,080	\$603,922
AirIT Landside Expenses		16,463	16,463
Loading Bridge Fees		77,250	100,000
Total Terminal Credits	[B]	\$514,793	\$720,385
Net Requirement	[C=A-B]	\$5,153,736	\$6,171,048
Rentable Space (s.f.)	[D]	62,221	62,221
Terminal Rental Rate	[E=C/D]	\$82.83	\$99.18
Airline Rented Space (s.f.)	[F]	34,901	34,901
Airline Requirement	[G=E*F]	\$2,890,833	\$3,461,464
Revenue Share Credit	[H]	\$1,010,422	\$1,361,719
Adjusted Airline Requirement	[I=G-H]	\$1,880,411	\$2,099,745
Airline Rented Space (s.f.)	[F]	34,901	34,901
Adjusted Airline Terminal Rate	[J=I/F]	\$53.88	\$60.16
Airline Terminal Rentals	[K=F*J]	\$1,880,411	\$2,099,745

Note: Amounts may not add due to rounding.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019, February 2020)

**Table 6A****LOADING BRIDGE FEE AND REVENUE**

(Fiscal Years Ending June 30)

		GARAA	
		Budget	
		2020	2021
<u>Loading Bridge Requirement:</u>			
Operating Expenses		\$77,250	\$100,000
Capital Outlay		0	0
Debt Service		0	0
Debt Service Coverage (25%)		0	0
Total Requirement	[A]	\$77,250	\$100,000
Total Departures	[B]	8,400	10,222
Loading Bridge Fee (per Departure)	[C=A/B]	\$9.20	\$9.78
Total Loading Bridge Revenue	[D=B*C]	\$77,250	\$100,000

Note: Amounts may not add due to rounding.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019, February 2020)



**Table 6B****JOINT USE CHARGES**

(Fiscal Years Ending June 30)

**GARAA**

		Budget	
		2020	2021
Adjusted Signatory Airline Terminal Rate	[A]	\$53.88	\$60.16
<u>Joint Use Space (s.f.):</u>			
Baggage Make-Up	[B1]	3,192	3,192
Baggage Claim	[B2]	4,124	4,124
Gates 1-3 Holdroom	[C1]	8,517	8,517
Gates 4-7 Holdroom	[C2]	6,751	6,751
Gates 4-7 Secure Enplanement Corridor	[C23]	3,421	3,421
Joint Use Space		26,005	26,005
Baggage Make-Up & Claim Requirement	[D=A*(B1+B2)]	\$394,175	\$440,152
Gate Areas Requirement	[E=A*(C1+C2+C3)]	1,006,934	1,124,384
Total Joint Use Requirement	[G=D+E+F]	\$1,401,109	\$1,564,536
<u>Baggage Make-Up &amp; Claim:</u>			
Baggage Make-Up & Claim Requirement (85%)	[H=D*0.85]]	\$335,048	\$374,129
Checked Bags	[I]	351,040	380,119
Baggage Make-Up & Claim Fee (per bag)	[J=H/I]	\$0.95	\$0.98
Baggage Make-Up & Claim Requirement (15%)	[K=D*0.15]	\$59,126	\$66,023
Number of Airlines	[L]	5	5
Baggage Make-Up & Claim Fee (per airline)	[M=K/L]	\$11,825	\$13,205
<u>Gate Area:</u>			
Gate Area Requirement (85%)	[N=E*85%]	\$855,894	\$955,726
Enplaned Passengers	[O]	640,000	866,000
Gate Area Charge per (enplaned pax)	[P=N/O]	\$1.34	\$1.10
Gate Area Requirement (15%)	[Q=E*15%]	\$151,040	\$168,658
Number of Airlines	[L]	5	5
Gate Area Fee (per airline)	[R=Q/L]	\$30,208	\$33,732
Total Joint Use Revenue	[G]	\$1,401,109	\$1,564,536

Note: Amounts may not add due to rounding.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019, February 2020)

**Table 6C**

<b>TICKET COUNTER &amp; QUEUE FEES (UNASSIGNED)</b>		<b>GARAA</b>	
(Fiscal Years Ending June 30)			Budget
		2020	2021
Adjusted Signatory Airline Terminal Rate	[A]	\$53.88	\$60.16
<u>Ticket Counter and Queue Space (s.f.):</u>			
Ticket Counter		1,731	1,731
Queue Space		2,865	2,865
Ticket Counter and Queue Space	[B]	4,596	4,596
Ticket Counter and Queue Space Requirement	[C=A*B]	\$247,625	\$276,509
AirIT Landside Expenses	[D]	16,463	16,463
Ticket Counter and Queue Requirement	[E=C+D]	\$264,088	\$292,972
Enplaned Passengers	[F]	640,000	866,000
Ticket Counter & Queue Fee (unassigned)	[G=E/F]	\$0.41	\$0.34
Enplaned Passenger Use	[H]	240,000	0
Ticket Counter & Queue Fees (unassigned)	[I=G*H]	\$99,033	\$0

Note: Amounts may not add due to rounding.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019, February 2020)

**Table 7****PASSENGER-RELATED SECURITY CHARGE**

(Fiscal Years Ending June 30)

**GARAA**

		Budget	
		2020	2021
Personnel-Related Security Cost	[A]	\$1,593,131	\$1,700,149
<u>Officer Deployment Hours:</u>			
Total Hours (16 Officers at 42 hrs/week; 2 officers at 40 hrs/week)		2,172	2,174
Holiday (11 Holidays)		(176)	(198)
Vacation (12 Days)		(192)	(216)
Training (8 hrs per month per officer)		(128)	(144)
Sick Leave (12 Days Allowed; 9 Days Average Used)		(144)	(162)
Available Hours/Officer	[B]	1,532	1,454
Number of Officers	[C]	18	20
Total Available Hours	[D=B*C]	27,584	29,072
Less: Admin Hours Total	[E]	(2,592)	(2,880)
Total Officer Deployment Hours	[F=D-E]	24,992	26,192
Personnel-Related Security Cost per Hour	[G=A/F]	\$63.75	\$64.91
<u>Passenger-Related Security Charge:</u>			
Terminal Airlines (18 hrs/day Security Checkpoint)		\$418,809	\$426,465
Less: TSA Reimbursement		(116,800)	(116,800)
Net Personnel-Related Costs	[H]	\$302,009	\$309,665
TSA Passenger Security Screening Space (s.f.)	[I]	2,210	4,891
Terminal Rental Rate	[J]	\$53.88	\$60.16
Security Checkpoint Space Costs	[K=I*J]	\$119,071	\$294,257
Passenger-Related Security Charges	[L=H+K]	\$421,080	\$603,922
Enplaned Passengers	[M]	640,000	866,000
Passenger-Related Security Charges per Enplaned Passenger	[N=L/M]	\$0.66	\$0.70
Passenger-Related Security Charges	[O=M*N]	\$421,080	\$603,922

Note: Amounts may not add due to rounding.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019, February 2020)

**Table 8****COST PER ENPLANED PASSENGER**

(Fiscal Years Ending June 30)

**GARAA**

		Budget	
		2020	2021
<u>Airline Revenue:</u>			
Terminal Rentals		\$1,880,411	\$2,099,745
Loading Bridge Fees		77,250	100,000
Landing Fees		1,059,511	1,558,434
Unassigned Ticket Counter Charges		99,033	0
Passenger Related Security Charges		421,080	603,922
<b>Checkpoint Lane Fee</b>		<b>0</b>	<b>0</b>
Deicing Chemicals		72,141	74,305
Total	[A]	\$3,609,427	\$4,436,406
Enplaned Passengers	[B]	640,000	866,000
Cost Per Enplaned Passenger	[C=A/B]	<b>\$5.64</b>	<b>\$5.12</b>

Note: Amounts may not add due to rounding.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019, February 2020)

**Table 9**

<b>PER TURN FEE FOR MARKET SHARE EXEMPT CARRIERS</b>		<b>GARAA</b>	
(Fiscal Years Ending June 30)			
			Budget
		2020	2021
<u>Per Turn Requirement:</u>			
Joint Use Cost <sup>1</sup>		\$1,401,109	\$1,564,536
Loading Bridge Cost		77,250	100,000
Unassigned Ticket Counter Cost		264,088	292,972
Passenger Related Security Charge Cost		421,080	603,922
Deicing Chemicals Cost		72,141	74,305
<b>Total</b>	[A]	<b>\$2,235,669</b>	<b>\$2,635,735</b>
<b>Total Departures</b>	[B]	<b>8,400</b>	<b>10,222</b>
<b>Average Per Turn Cost</b>	[C=A/B]	<b>\$266.15</b>	<b>\$257.85</b>
Per Turn Fee for Exempt Carriers (0-70 seats)	[D=C*125%]	\$279.00	\$322.00
Per Turn Fee for Exempt Carriers (71-135 seats)	[E=C*140%]	\$333.00	\$361.00
Per Turn Fee for Exempt Carriers (136+ seats)	[F=C*150%]	\$373.00	\$387.00

Note: Amounts may not add due to rounding.

<sup>1</sup> Includes the cost of baggage areas and gate areas.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019, February 2020)



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## **MEMORANDUM**

TO: Members of the Airport Authority

FROM: Janet Burnette, Director of Finance and Accounting

DATE: March 13, 2020

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

Approval of the Authority's Preliminary Fiscal Year 2020/2021 Budget

### **BACKGROUND**

Airport staff is requesting that the Authority Board approve the Proposed Preliminary Fiscal Year 2020/2021 Budget and allow the budget to remain available for public inspection for a minimum of 10 days. The Fiscal Year 2020/2021 Budget will then be presented to the Authority Board for final adoption at its next scheduled meeting.

### **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 2020/2021 Budget; and (2) accept public comment on the Proposed Fiscal Year 2020/2021 Budget during the next 10 days.



  
**Asheville**  
REGIONAL AIRPORT

**Proposed 2020/2021  
Budget**

Greater Asheville Regional Airport Authority  
February 14, 2020



# Agenda

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**General Statistics**

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**Proposed FY 2020/2021 Operating Budget**

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**Proposed FY 2020/2021 Capital Budget**

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**Proposed FY 2020/2021 Reserve Funds**

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**Proposed FY 2020/2021 Estimated Cash Balance**

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**Proposed FY 2020/2021 Supplemental Fees**

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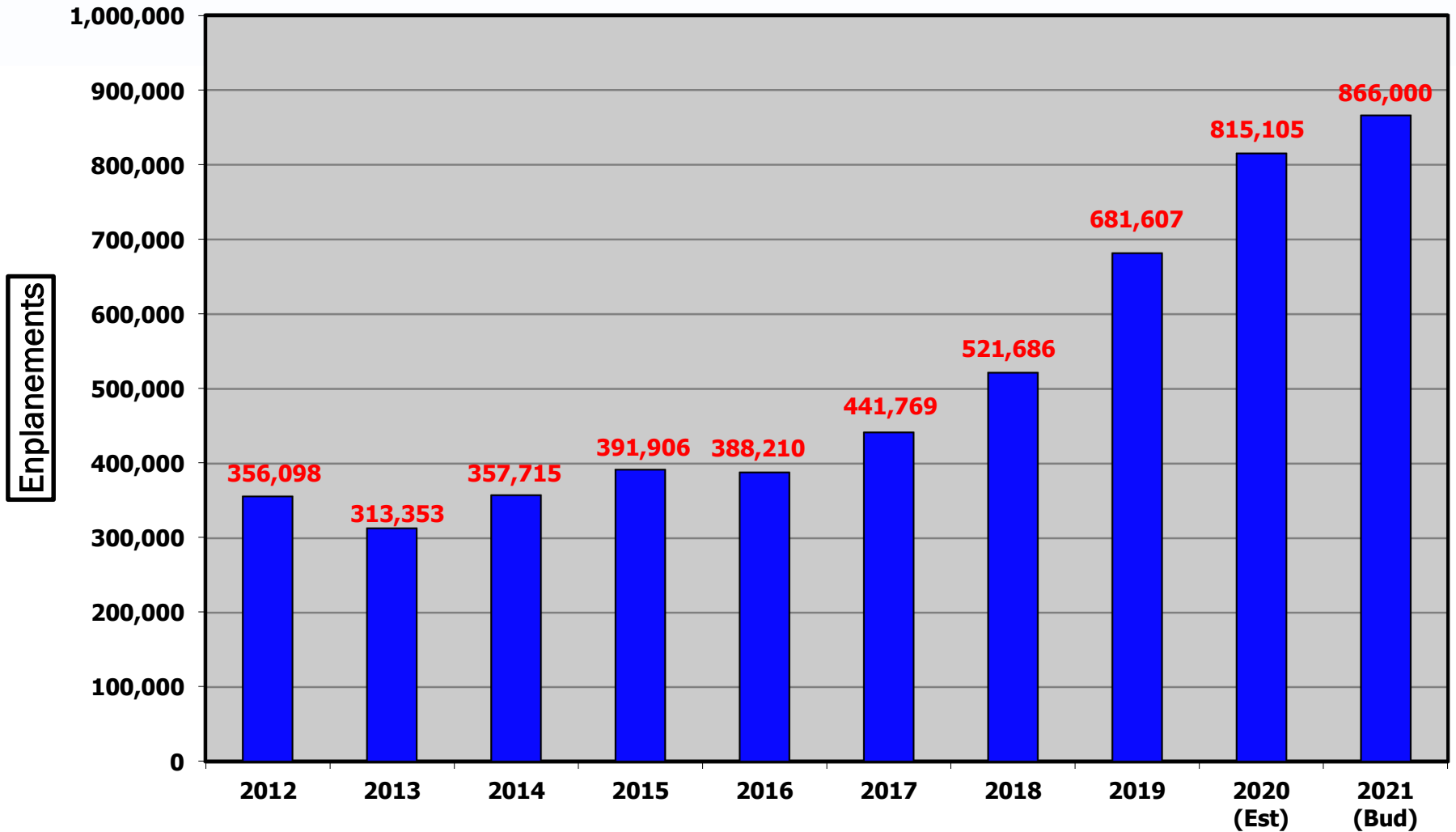


**Questions and Comments**

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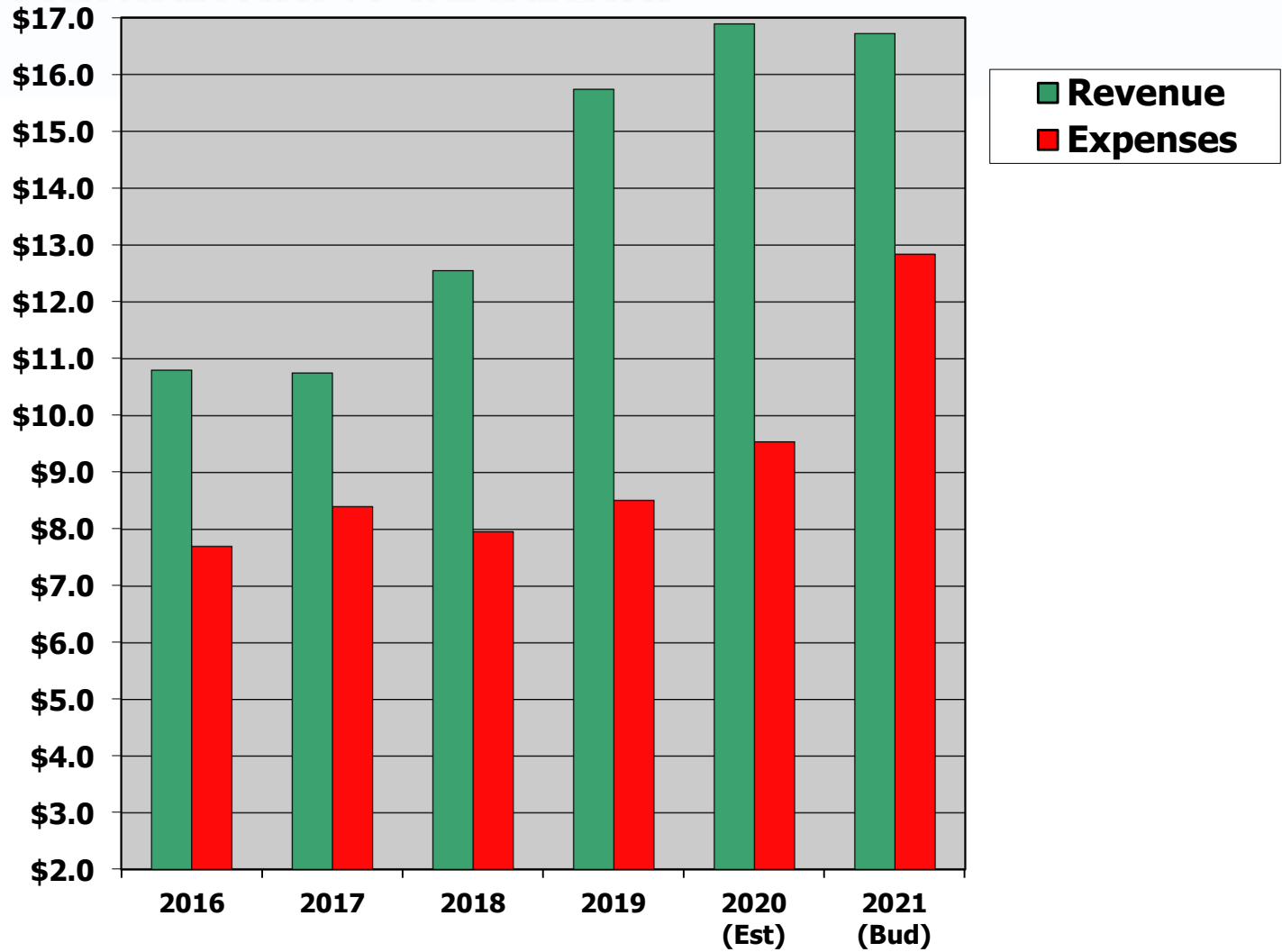


# Passenger Traffic

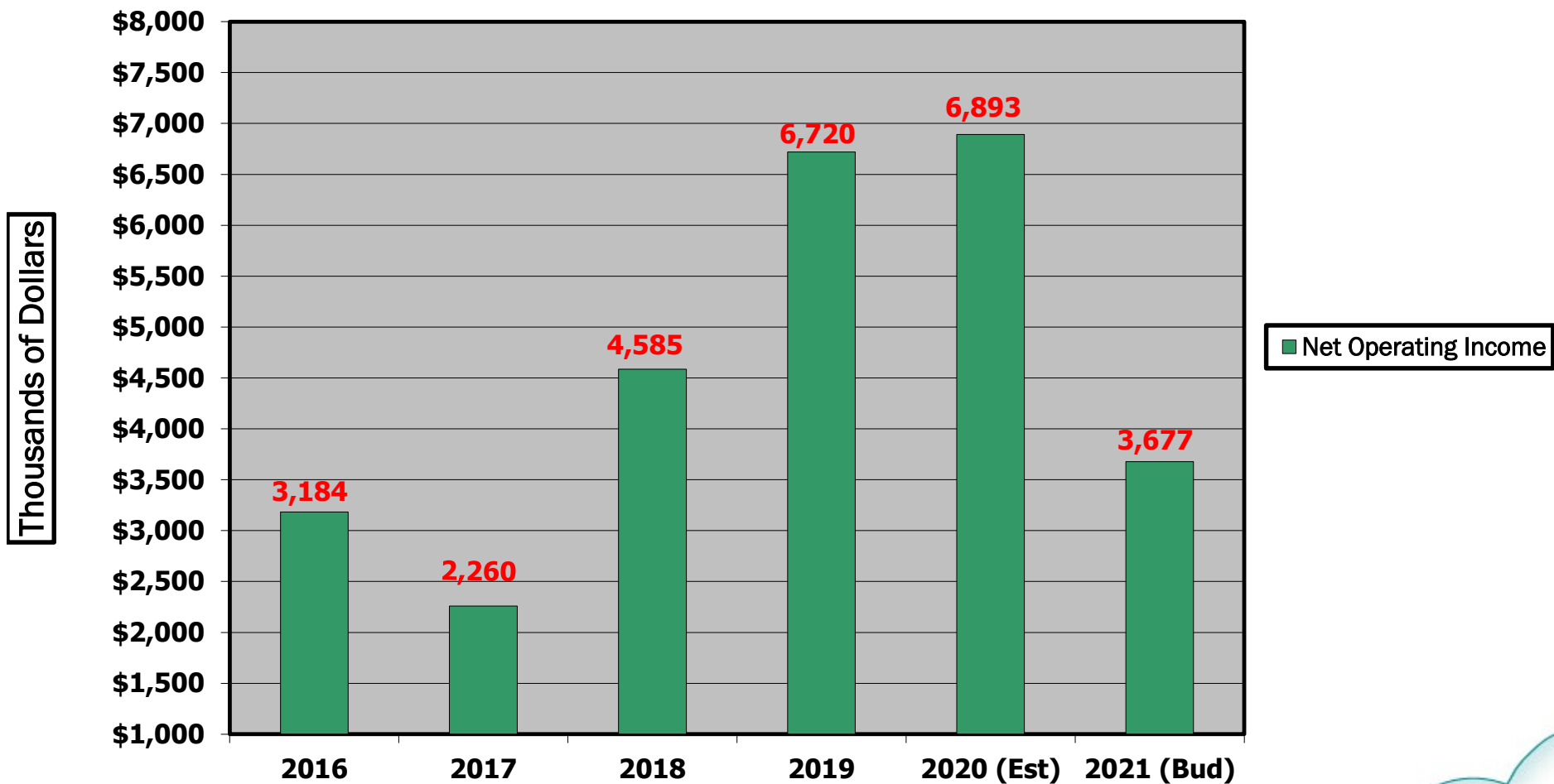


# Operating Revenues/Expenses

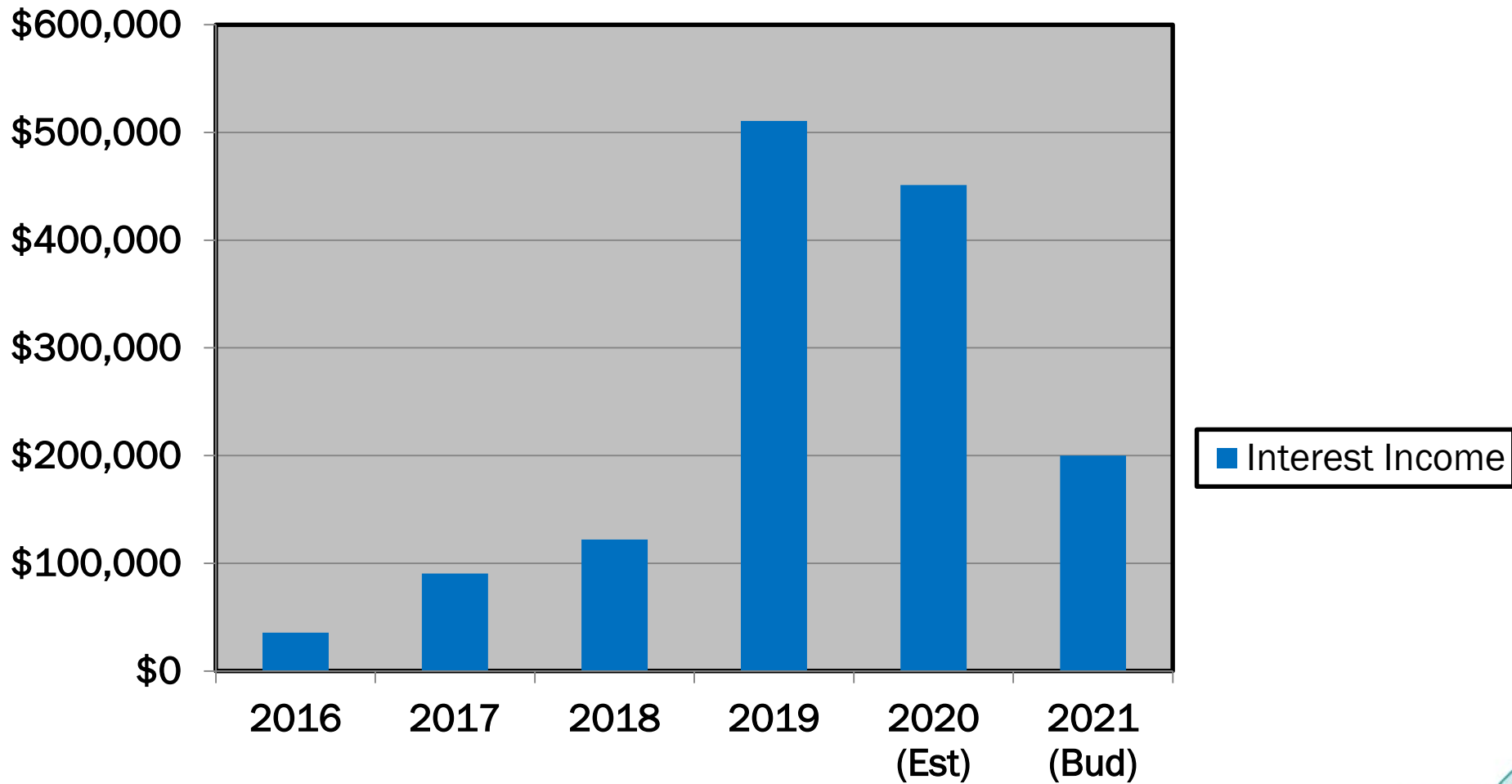
Millions of Dollars



# Net Operating Income



# Interest Income



# Proposed Operating Budget

# Basic Operating Budget Assumptions

## **OPERATING REVENUES:**

- **Passenger enplanements – 866,000**
- **Airline revenue is conservative using the rates by ordinance model.**
- **Ground transportation revenue increase due to per trip fees from transportation network companies.**
- **Parking revenue increase as result of high utilization of parking facilities.**
- **Food and Beverage revenue increase due to increase in enplanements and additional food and beverage options.**

# Basic Operating Budget Assumptions (cont'd)

## **OPERATING EXPENSES:**

- **Salary adjustment pool budgeted at 4.0%, with anticipation of 3.5% salary increases. Additional positions are also budgeted.**
- **Increase in contractual services due to service agreements for new gate management software and network backup system software as well as passenger parking shuttle contract.**

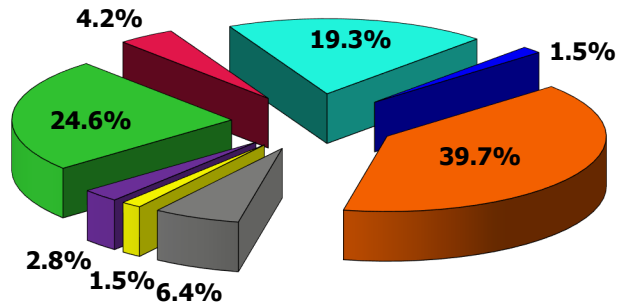
# Proposed Operating Budget

	Budget Amounts			Percent Change
	FY2019/2020	FY2020/2021	Difference	
<b><u>Revenues</u></b>				
Operating Revenues	\$12,734,739	\$16,520,633	\$ 3,785,894	29.7%
Investment Income	250,000	200,000	(50,000)	-20.0%
<b>Total Operating &amp; Investment Revenues</b>	<b>12,984,739</b>	<b>16,720,633</b>	<b>3,735,894</b>	<b>28.8%</b>
<b><u>Expenses</u></b>				
Operating Expenses	10,872,448	12,843,166	1,970,718	18.1%
<b>Total Operating Expenses</b>	<b>10,872,448</b>	<b>12,843,166</b>	<b>1,970,718</b>	<b>18.1%</b>
<b>Net Operating &amp; Investment Income</b>	<b>\$ 2,112,291</b>	<b>\$ 3,877,467</b>	<b>\$ 1,765,176</b>	<b>83.6%</b>

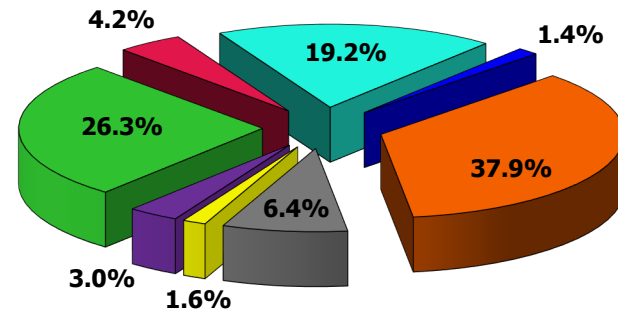


# Sources of Operating Revenue

**FY 2020 (Est)**



**FY 2021 (Bud)**

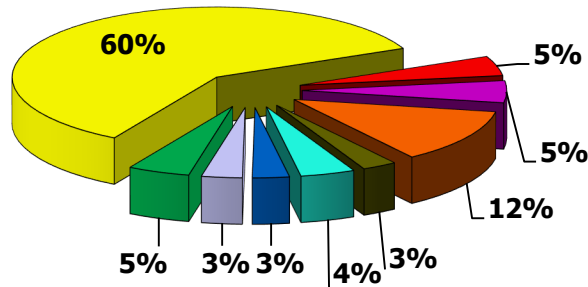


- Airline
- Rental Car
- Parking
- Other
- Concession
- Ground Transportation
- FBO
- Building & Land Leases

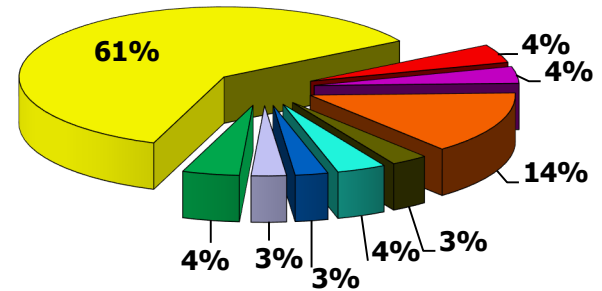
- Airline
- Rental Car
- Parking
- Other
- Concession
- Ground Transportation
- FBO
- Building & Land Leases

# Operating Expenses by Category

**FY 2020 (Est)**



**FY 2021 (Bud)**



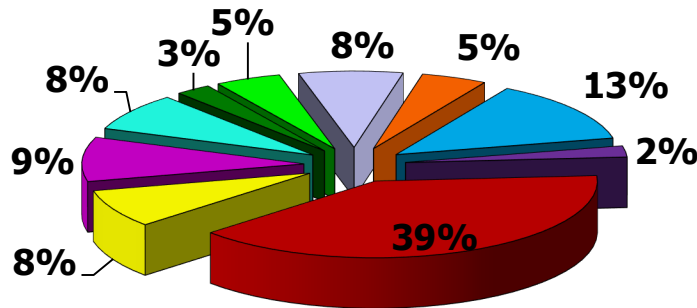
- Salaries & Benefits
- Professional Services
- Maintenance & Repair
- Insurance
- Other
- Utilities
- Contractual Services
- Supplies
- Promotional Activities

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



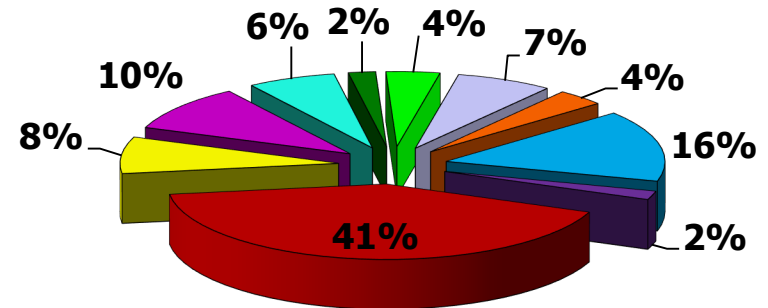
# Operating Expenses By Department

**FY 2020 (Est)**



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

**FY 2021 (Bud)**



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

# Proposed Capital Budget

# Proposed Capital Budget

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
CAPITAL BUDGET  
FISCAL YEAR 2020/2021**

Description	Total	Funding Source				
		FAA- AIP Entitlements	FAA- AIP Discretionary	NCDOT Grants	Currently Approved PFCs	Airport Funds
<b><u>Capital Improvements (1)</u></b>						
Roadway Seal Coating	\$ 50,000					\$ 50,000
Air Traffic Control Tower - Design	5,000,000					5,000,000
Airfield Storm Water Improvements	800,000					800,000
Tenant Allowance – Paradies/VinoVolo	75,000					75,000
<b>Total Capital Improvements</b>	<b>\$ 5,925,000</b>					<b>\$ 5,925,000</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)

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
CAPITAL BUDGET  
FISCAL YEAR 2020/2021**

Description	Total	Funding Source				
		FAA- AIP Entitlements	FAA- AIP Discretionary	NCDOT Grants	Currently Approved PFCs	Airport Funds
<b>Renewal and Replacement</b>						
Public Address System	200,000					200,000
Windows Server Upgrade	42,000					42,000
IET Replacement	105,000					105,000
Internet Firewall	15,000					15,000
Campus Structured Cabling	20,000					20,000
Airfield Lighted Xs	40,000					40,000
Mower Deck Replacement	38,000					38,000
Maintenance Roll Up Door Replacement	37,000					37,000
Vehicle Replacements	95,176					95,176
Roof Repair	40,000					40,000
E-Draulics Equipment Replacement	15,900					15,900
<b>Total Renewal and Replacement</b>	<b>648,076</b>					<b>648,076</b>
<b>Total</b>	<b>\$ 6,573,076</b>					<b>\$ 6,573,076</b>

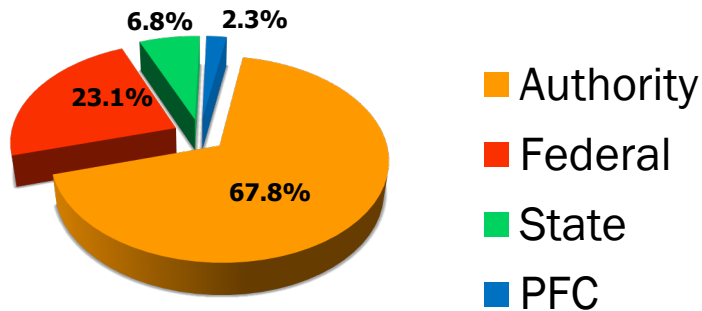
# Carry-Over Capital Projects

Description	Amount	Estimated Spending Through	Estimated Balance to	FAA-AIP	FAA-AIP	NC DOT	PFCs Currently	Airport
	Authorized	6/30/2020	Carryover	Entitlement	Discretionary	Grants	Approved	Funds
Terminal Rehab/Expansion-P1	25,000,000	2,000,000	23,000,000		10,000,000	4,900,000		8,100,000
Airfield Redevelopment-Bid Package 4 (1)	46,816,813	26,816,813	20,000,000		8,883,285		7,000,000	4,116,715
Terminal Apron Expansion	10,664,537	5,000,000	5,664,537					5,664,537
<b>TOTAL CARRYOVER</b>	<b>\$ 82,481,350</b>	<b>\$ 33,816,813</b>	<b>\$ 48,664,537</b>		<b>\$18,883,285</b>	<b>4,900,000</b>	<b>\$ 7,000,000</b>	<b>\$ 17,881,252</b>

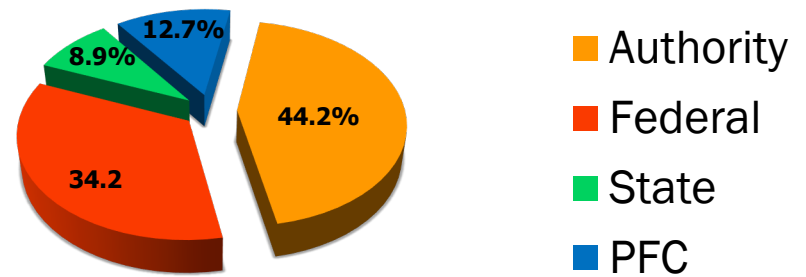
(1) Represents current estimated amounts. Related contracts requiring Board approval will be presented to the Board before implementation.

# Capital Funding Sources

FY 2020 (Est)



FY 2021 (Bud)



**Authority's Contribution - \$25,108,274**

**Authority's Contribution - \$24,454,328**



# 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 2020/2021 operating expenses.**
  - \$6,421,583 for FY 2020/2021

# Emergency Repair Reserve

- **Description and Justification**
  - Established to cover emergency repairs and provide ready access to the required cash.
- **\$650,000 for FY 2020/2021**

# Estimated Cash Balance

# Cash Balance

	<u>Amount</u>	
<b>Estimated Cash &amp; Investment Balance at June 30, 2020</b>		<b>\$ 18,000,000</b>
Plus: Net Operating & Investment Revenues		3,877,467
Less Other Costs:		
Business Development Costs	(300,000)	
Contingency	(100,000)	
Debt Service	<u>(1,687,376)</u>	(2,087,376)
Plus Non-Operating Revenues:		
Passenger Facility Charges	3,000,000	
Customer Facility Charges	<u>2,000,000</u>	5,000,000
Plus Capital Contributions:		
Federal Grants - AIP Entitlements		
Federal Grants - AIP Discretionary Fund	18,883,285	
NC DOT Grants	<u>4,900,000</u>	23,783,285

# Cash Balance (cont'd)

## Less Capital Costs:

Capital Improvements	(5,925,000)	
Equipment and Small Capital Outlay Fund	0	
Renewal and Replacements	(648,076)	
Carryover Projects From FY2020	<u>(48,664,537)</u>	(55,237,613)

**Estimated Cash & Investment Balance at June 30, 2021** **(6,664,237)**

**Estimated Restricted Cash at June 30, 2021** **1,000,000**

## Reserves:

**Operations & Maintenance Reserve (6 Months)** **6,421,583**

**Emergency Repair Reserve** **650,000**

**Estimated Unrestricted Undesignated Cash & Investments at June 30, 2021** **\$(14,735,820)\***

\*Deficit cash balance is a result of projected expenditures for the terminal rehabilitation/expansion and ATC tower design totaling \$25,000,000. At this time, staff has not confirmed funding sources for these projects, but anticipate bond funding, a TIFIA loan, as well as federal and state grant funding. Once sources are determined, the estimated cash balance at June 30, 2021 will be revised to reflect a positive balance.

# Supplemental Fees

# Proposed FY 2020/2021 Fees

	FY 2019/2020 Current Fees		FY 2020/2021 Proposed Fees	
	Cost	Per	Cost	Per
<b>Maintenance</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	<b>\$ 60.00</b>	hour
Security Escort Rate (1)	\$ 45.00	hour	<b>\$ 60.00</b>	hour



# Proposed FY 2020/2021 Fees (cont'd)

	FY 2019/2020 Current Fees		FY 2020/2021 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)	\$ 60.00	hour	\$ 60.00	hour
IT Labor Rate - Network Related (1)	\$ 80.00	hour	<b>\$ 110.00</b>	<b>hour</b>
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



# Proposed FY 2020/2021 Fees (cont'd)

<b><u>Information Technology (IT) Department</u></b>	<b><u>FY 2019/2020</u></b>		<b><u>FY 2020/2021</u></b>	
	<b>Cost</b>	<b>Per</b>	<b>Cost</b>	<b>Per</b>
Telephone Service – Per Telephone Number	\$ 50.00	month	\$ 50.00	month
Fax Service – Per Fax Machine/Phone Number	\$ 22.13	month	\$ 22.13	month
Cisco IP Phone – Model 7911G	\$ 5.67	month	\$ 5.67	month
Cisco IP Phone – Model 7945G	\$ 11.57	month	\$ 11.57	month
Cisco 1 Port Analog Line Converter-ATA186	\$ 4.86	month	\$ 4.86	month
Cisco 2 Port Analog Line Converter VG202	\$ 22.13	month	\$ 22.13	month
AirIT Shared Use Network Charge – Per Airline	\$ 50.00	month	\$ 50.00	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 2020/2021 Fees (cont'd)

<b>Identification Badge Fees and Charges</b>	<b>FY 2019/2020 Current Fees</b>		<b>FY 2020/2021 Proposed Fees</b>	
	<b>Cost</b>	<b>Per</b>	<b>Cost</b>	<b>Per</b>
Initial Badge Issuance				
SIDA Badge	\$ 70.00		\$ <b>75.00</b>	
Non-SIDA Badge	\$ 37.00		\$ <b>40.00</b>	
Renewal of Badge				
SIDA Badge	\$ 70.00		\$ <b>75.00</b>	
Non-SIDA Badge	\$ 37.00		\$ <b>40.00</b>	
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	-	\$ <b>40.00/\$ 50.00</b>	
Non-SIDA Badge (6)	\$ 37.00 / \$ 45.00	-	\$ <b>40.00/\$ 50.00</b>	
Security Escort Training	\$ 40.00		\$ 40.00	
Lock-out Service (7)	\$ 40.00		\$ 40.00	

**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) **\$40.00** for a damaged badge, **\$50.00** if badge damaged due to negligence.
- (7) \$40.00 Lock-out Service Charge applies ~~after the first 2 free service calls.~~

# Proposed FY 2020/2021 Fees (cont'd)

	FY 2019/2020 Current Fees		FY 2020/2021 Proposed Fees	
	Cost	Per	Cost	Per
<b>Identification Badge Fees and Charges</b>				
<b>Parking</b>				
Daily	\$ 2.00	hour	\$ 2.00	hour
	\$ 9.00	day	\$ 9.00	day
	\$ 54.00	week	\$ 54.00	week
Parking Garage	\$ 2.00	hour	\$ 2.00	hour
	\$ 12.00	day	\$ 12.00	day
	\$ 72.00	week	\$ 72.00	week
Hourly	\$ 1.00	1/2 hour	\$ 1.00	1/2 hour
	\$ 25.00	day	\$ 25.00	day
Employee Parking Rate	\$ 60 / \$ 50	new/renewal	\$ 60 / \$ 50	new/renewal
Commuter Parking Rate	\$ 290 / \$ 275	new/renewal	\$ 290 / \$ 275	new/renewal
Non-Tenant Aviation Commuter	\$ 900.00	annual	\$ 900.00	annual
Fines	up to \$1,000	day	up to \$1,000	day
<b>Ground Transportation</b>				
<b>Charter Bus Company (1-2 buses) (8)</b>			\$ <b>1000.00</b>	<b>annual</b>
<b>Charter Bus Company (3-4 buses) (8)</b>			\$ <b>2500.00</b>	<b>annual</b>
<b>Charter Bus Company (5 or more buses) (8)</b>	\$ 4000.00	annual	\$ 4000.00	annual
Airport Ground Transportation Permit (9)	\$ 50.00	annual	\$ 50.00	annual
Airport Ground Transportation Pick-up Fee (9)	\$ 2.50	per trip	\$ 2.50	per trip
Transp. Network Company (TNC) Pick-up Fee	\$ 2.50	per trip	\$ 2.50	per trip
Transp. Network Company (TNC) Drop-off Fee	\$ .50	per trip	\$ .50	per trip
Off-Airport Rental Car Fee	7.50%	of gross revenue	7.50%	of gross revenue

## Notes:

- (8) Companies with a vehicle fleet ~~inclusive of a minimum~~ of 5 charter coach vehicles with seating capacity greater than 20 seats.  
 (9) All Ground Transportation operators except TNCs and charter bus companies

**QUESTIONS?**

March 13, 2020

**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, 2021 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**

Based on unprecedented growth in CY19, passenger enplanements are projected to be 866,000 in FY21.

Airline revenue is projected to increase with the budgeted increase in enplanements.

Parking revenue is expected to increase significantly due to the high utilization of the parking facilities.

Budgeted operating expenses are expected to increase 17.4%. A salary adjustment pool of 4.0% is budgeted with the anticipation of 3.5% salary increases. Twelve additional staff positions are also included.

## **OPERATING REVENUE**

### **Investment Income:**

Funds available for investment will decrease to cover construction costs, so total investment earnings are expected to decrease.

### **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 at the rates in effect for the new fiscal year.

### **Concessions:**

Revenue from food and beverage sales budgeted to increase due to increase in enplanements and additional food and beverage options. The other line items are based on current agreements and/or historical averages.

### **Auto Parking:**

Public parking is budgeted to increase due to the high utilization of the parking facilities.

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

Rental car concessions budgets are based on amounts in new, recently approved agreement.

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

Budget estimates are based on the new, recently approved rental car agreements. The 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 are budgeted to increase due to the agreements with the transportation network companies. 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 Signature Flight Support.

**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. A salary adjustment pool of 4.0% is budgeted for FY2020/2021, with the anticipation of 3.5% salary increases. 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 averaged at approximately 56% of payroll. Budgeted FTEs for FY2020/2021 increase by 12 positions. However, 5 of these positions are budgeted at 50% of total annual cost for FY2020/2021 as the positions will not be filled until mid-year.

**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. Increases are primarily due to new service agreements for passenger shuttle service, the new airline gate management system, the network backup system and several planned surveys and inspections.

**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. The increase is due, in part, to planned employee training for airfield marking and maintenance.



**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 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 FY2020/2021. An increase is due to the maintenance agreement for the rental car facility.

**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 FY2020/2021. This year's budget includes \$25,000 for the Runway 5K, with revenue to offset this cost.

**Other Current Charges and Obligation:**

This estimate includes 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, and has increased due to the increase in enplanements.

**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 FY2020/2021. Explanations and justifications for new capital projects are included on the Capital Budget Request sheets.

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 parking garage.

## **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  
2020-2021  
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 2020-2021 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, 2020 and ending June 30, 2021 in accordance with the following schedules:

**EXPENDITURES**

Administration Department	\$ 911,513
Planning Department	456,536
Executive Department	1,004,505
Finance Department	507,723
Guest Services Department	256,799
Information Technology Department	1,271,612
Marketing Department	834,728
Operations Department	5,276,056
Properties & Contracts	236,526
Public Safety Department	2,037,168
Emergency Repair Costs	50,000
Carry-over Capital Expenditures from Prior Year	48,664,537
Capital Improvement	5,925,000
Equipment and Small Capital Outlay	-
Renewal and Replacement	648,076
Business Development	300,000
Debt Service	1,687,376
Contingency	100,000
<b>Total Expenditures</b>	<u><u>\$70,168,155</u></u>

**Section 2.** It is estimated that the following revenues will be available for the fiscal year beginning July 1, 2020 and ending June 30, 2021.

**REVENUES**

Administration (Interest Income)	\$ 200,000
Terminal	6,971,446
Airfield	1,724,421
General Aviation	1,060,234
Parking Lot	6,500,000
Other	264,532
Passenger Facility Charges	3,000,000
Customer Facility Charges	2,000,000
Federal Grants – AIP Entitlements	0
Federal Grants – AIP Discretionary Funds	18,883,285
NC Department of Transportation Grants	4,900,000
Transfer from GARAA Cash/Investments	24,664,237
<b>Total Revenues</b>	<u><u>\$70,168,155</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, 2020.

Adopted this \_\_\_\_ day of April, 2020

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Matthew C. Burrell, 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 2020/2021 BUDGET**

	Budget Amounts			Percent Change
	FY2019/2020	FY2020/2021	Difference	
<b><u>Revenues</u></b>				
Operating Revenues	\$ 12,734,739	\$ 16,520,633	\$ 3,785,894	29.7%
Investment Income	250,000	200,000	\$ (50,000)	-20.0%
<b>Total Operating &amp; Investment Revenues</b>	<b>12,984,739</b>	<b>16,720,633</b>	<b>3,735,894</b>	28.8%
<b><u>Expenses</u></b>				
Operating Expenses	10,872,448	12,843,166	\$ 1,970,718	18.1%
<b>Total Operating Expenses</b>	<b>10,872,448</b>	<b>12,843,166</b>	<b>1,970,718</b>	18.1%
<b>Net Operating &amp; Investment Income</b>	<b>\$ 2,112,291</b>	<b>\$ 3,877,467</b>	<b>\$ 1,765,176</b>	83.6%

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2020-2021**

	Historical, Actual Revenue			FY 2019-2020			Proposed Budget Fiscal Year 2020-2021	Difference Est FY19-20 To Budget FY20-21	Difference Bud FY19-20 To Budget FY20-21	% Change Bud FY19-20 To Budget FY20-21
	Fiscal Year 2016-2017	Fiscal Year 2017-2018	Fiscal Year 2018-2019	Fiscal Year 2019-2020 Budget	12/31/19 FYTD Actual Revenue	5 Projection for Full Fiscal Year				
<b>Revenue Sources</b>										
<b>Investment Income</b>										
Interest Income	\$ 90,543	\$ 122,155	\$ 510,562	250,000	\$ 248,108	\$ 451,105	200,000	(251,105)	(50,000)	-20.0%
<b>Total Investment Income</b>	<b>90,543</b>	<b>122,155</b>	<b>510,562</b>	<b>250,000</b>	<b>248,108</b>	<b>451,105</b>	<b>200,000</b>	<b>(251,105)</b>	<b>(50,000)</b>	<b>-20.0%</b>
<b>Terminal Space Rentals - Non-Airline</b>										
FAA Tower Rent	145,154	160,151	148,760	163,013	81,105	\$ 163,013	166,274	3,261	3,261	2.0%
TSA Space	84,474	86,306	88,032	89,793	44,527	\$ 89,793	91,589	1,796	1,796	2.0%
American Tower Corp	-	-	2,400	-	-	1,570	3,140	1,570	3,140	0.0%
Federal Express	60	60	100	60	-	60	60	-	-	0.0%
<b>Total Terminal Space Rentals - Non-Airline</b>	<b>229,688</b>	<b>246,517</b>	<b>239,292</b>	<b>252,866</b>	<b>125,632</b>	<b>254,436</b>	<b>261,062</b>	<b>6,626</b>	<b>8,196</b>	<b>3.2%</b>
<b>Terminal Space Rentals - Airline</b>										
Terminal Rental - Departures	406,931	(15,913)	-	-	-	-	-	-	-	0.0%
Terminal Rental - Enplanements	725,294	(24,955)	-	-	-	-	-	-	-	0.0%
Loading Bridge Fees (includes FGP & PC Air)	-	73,795	82,595	72,715	52,182	\$ 94,877	99,971	5,094	27,256	37.5%
Gate Area (per enplanement)	-	858,986	911,418	889,500	558,787	\$ 1,015,976	952,600	(63,376)	63,100	7.1%
Gate Area (per airline)	-	125,048	132,631	156,196	60,416	\$ 120,832	168,660	47,828	12,464	8.0%
Bag Makeup (per bag)	-	342,630	307,243	346,605	195,321	\$ 355,129	372,517	17,388	25,912	7.5%
Bag Makeup (per airline)	-	48,952	58,605	61,144	23,650	\$ 47,300	66,025	18,725	4,881	8.0%
American (Counter/Office/Queue)	92,074	90,035	101,217	119,575	61,881	\$ 123,762	138,188	14,426	18,613	15.6%
Delta Air Lines (Counter/Office/Queue)	112,764	109,439	120,927	145,373	70,286	\$ 140,572	156,957	16,385	11,584	8.0%
United/SkyWest/Continental (Counter/Office/Queue)	58,201	69,442	73,836	88,762	42,915	\$ 85,831	95,835	10,004	7,073	8.0%
Allegiant (Counter/Office/Queue)	35,711	37,160	79,849	92,439	35,857	\$ 71,714	80,073	8,359	(12,366)	-13.4%
Spirit	-	-	-	-	15,577	\$ 39,957	27,222	(12,735)	27,222	0.0%
Worldwide (Office)	6,133	6,117	7,277	8,971	4,337	\$ 8,674	9,686	1,012	715	8.0%
Common Use (Counter/Queue)	63,409	72,634	-	-	-	-	-	-	-	0.0%
Checkpoint Lane Fees	-	-	57,533	-	-	-	-	-	-	0.0%
Turn Fees-Non-Scheduled Airlines	-	21,725	30,936	-	64,728	\$ 117,687	-	(117,687)	-	0.0%
Airline Waived Fees	-	(22,794)	(28,757)	-	(16,038)	\$ (29,160)	-	29,160	-	0.0%
Non-Signatory Premiums-Term Rentals Depart	41,459	-	-	-	-	-	-	-	-	0.0%
Non-Signatory Premiums-Term Rentals Enplane	63,674	-	-	-	-	-	-	-	-	0.0%
Non-Signatory Premiums-Fixed Rent	26,363	-	-	-	-	-	-	-	-	0.0%
<b>Total Terminal Space Rentals - Airline</b>	<b>1,632,012</b>	<b>1,792,301</b>	<b>1,935,309</b>	<b>1,981,280</b>	<b>1,169,899</b>	<b>2,193,151</b>	<b>2,167,734</b>	<b>(25,417)</b>	<b>186,454</b>	<b>9.4%</b>
<b>Concessions</b>										
Food & Beverage, Gift, Info	189,943	242,615	344,086	240,000	182,510	\$ 331,836	360,000	28,164	120,000	50.0%
Advertising	313,819	327,708	342,920	280,000	154,628	\$ 281,142	290,000	8,858	10,000	3.6%
Brochure Sales	36,425	41,590	30,073	30,000	30,615	\$ 55,664	35,000	(20,664)	5,000	16.7%
Merchandise Sales	-	-	-	6,240	-	-	-	-	(6,240)	100.0%
Guest Services	2,657	2,406	4,149	2,000	2,924	\$ 5,316	3,500	(1,816)	1,500	75.0%
Art in the Airport	339	399	75	-	3,802	\$ 6,913	-	(6,913)	-	0.0%
Optiwash Station	-	466	224	-	867	\$ 1,576	1,000	(576)	1,000	0.0%
FuelRod	-	-	-	-	664	\$ 1,207	1,000	(207)	1,000	0.0%
Immaculate Cleaning	-	-	-	-	118	\$ 215	200	(15)	200	0.0%
Sanitary Machines	66	44	35	80	35	\$ 64	50	(14)	(30)	-37.5%
ATM	713	595	465	700	314	\$ 571	400	(171)	(300)	-42.9%
<b>Total Concessions</b>	<b>543,962</b>	<b>615,823</b>	<b>722,027</b>	<b>559,020</b>	<b>376,477</b>	<b>684,503</b>	<b>691,150</b>	<b>6,647</b>	<b>132,130</b>	<b>23.6%</b>
<b>Auto Parking</b>										
Public Parking	3,452,911	4,352,156	5,900,213	4,500,000	3,583,394	\$ 6,515,262	6,250,000	(265,262)	1,750,000	38.9%
Commuter Parking	8,484	13,367	18,176	8,500	8,612	\$ 15,659	10,000	(5,659)	1,500	17.6%
<b>Total Auto Parking</b>	<b>3,461,395</b>	<b>4,365,523</b>	<b>5,918,389</b>	<b>4,508,500</b>	<b>3,592,006</b>	<b>6,530,921</b>	<b>6,260,000</b>	<b>(270,921)</b>	<b>1,751,500</b>	<b>38.8%</b>
<b>Rental Car</b>										
<b>Rental Car - Car Rentals</b>										
Avis MAG (Avis/Budget FY2020)	244,000	244,000	170,791	341,151	325,570	\$ 341,151	297,762	(43,389)	(43,389)	-12.7%
Dollar/Thrifty	-	-	46,286	50,000	91,558	\$ 50,000	-	(50,000)	(50,000)	100.0%
Hertz MAG	422,500	422,500	268,670	330,108	261,507	\$ 330,108	338,125	8,017	8,017	2.4%

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2020-2021**

Revenue Sources	Historical, Actual Revenue			FY 2019-2020			Proposed Budget Fiscal Year 2020-2021	Difference Est FY19-20 To Budget FY20-21	Difference Bud FY19-20 To Budget FY20-21	% Change Bud FY19-20 To Budget FY20-21
	Fiscal Year 2016-2017	Fiscal Year 2017-2018	Fiscal Year 2018-2019	Fiscal Year 2019-2020 Budget	12/31/19 FYTD Actual Revenue	5 Projection for Full Fiscal Year				
Enterprise MAG	271,196	325,196	321,841	392,652	326,372	\$ 392,652	864,113	471,461	471,461	120.1%
Budget MAG	161,100	161,100	118,831	-	-	\$ -	-	-	-	0.0%
National/Alamo MAG	339,743	480,866	488,462	597,372	544,434	\$ 597,372	-	(597,372)	(597,372)	-100.0%
Avis %			85,125	-	-	200,000	210,000	10,000	210,000	0.0%
Hertz %			120,052	-	-	100,000	220,000	120,000	220,000	0.0%
Enterprise %	69,921	105,117	238,976	-	-	150,000	570,000	420,000	570,000	0.0%
Budget %	-	-	122,411	-	-	-	-	-	-	0.0%
National/Alamo %	101,815	216,107	402,520	-	-	300,000	-	(300,000)	-	0.0%
Dollar/Thrifty %						75,000	-	(75,000)	-	0.0%
Off Airport % - Thrifty	27,388	26,328	17,182	-	-	-	-	-	-	0.0%
Off Airport % - Dollar	12,091	8,144	3,246	-	-	-	-	-	-	0.0%
<b>Subtotal Car Rentals</b>	<b>1,649,754</b>	<b>1,989,358</b>	<b>2,404,392</b>	<b>1,711,283</b>	<b>1,549,440</b>	<b>2,536,283</b>	<b>2,500,000</b>	<b>(36,283)</b>	<b>788,717</b>	<b>46.1%</b>
<b>Rental Car - Facility Rent</b>										
Avis (Counter & Office) (Avis/Budget FY2020)	35,924	39,449	29,088	29,202	14,147	\$ 28,294	29,284	990	82	0.3%
Dollar/Thrifty (Counter & Office)			11,764	31,142	12,573	\$ 30,174	-	(30,174)	(31,142)	-100.0%
Hertz (Counter & Office)	42,007	43,120	33,534	33,665	18,824	\$ 32,618	64,990	32,372	31,325	93.0%
Enterprise (Counter & Office)	32,225	34,294	26,092	26,194	12,690	\$ 25,380	60,125	34,745	33,931	129.5%
Vanguard/National/Alamo (Counter & Office)	41,534	44,201	33,630	33,761	16,356	\$ 32,712	-	(32,712)	(33,761)	-100.0%
Budget (Counter & Office)	38,311	38,856	19,257	-	-	\$ -	-	-	-	0.0%
Avis (Ready/Return) (Avis/Budget FY2020)	7,542	7,918	12,734	17,574	7,524	\$ 15,048	15,575	527	(1,999)	-11.4%
Dollar/Thrifty (Ready/Return)			1,756	6,130	2,475	\$ 5,940	-	(5,940)	(6,130)	100.0%
Hertz (Ready/Return)	12,110	12,141	19,528	17,165	10,593	\$ 20,196	27,051	6,855	9,886	57.6%
Enterprise (Ready/Return)	10,815	11,893	18,032	20,026	9,306	\$ 18,612	49,183	30,571	29,157	145.6%
Vanguard/National/Alamo (Ready/Return)	15,596	17,364	27,911	30,653	14,454	\$ 28,908	-	(28,908)	(30,653)	-100.0%
Budget (Ready/Return)	7,542	7,918	6,072	-	0	\$ -	-	-	-	0.0%
Avis (Service Facility) (Avis/Budget FY2020)	33,911	35,600	32,070	32,759	15,870	\$ 31,740	44,580	12,840	11,821	36.1%
Dollar/Thrifty (Service Facility)			7,010	24,467	9,878	\$ 23,707	-	(23,707)	(24,467)	100.0%
Hertz (Service Facility)	58,759	59,924	53,982	55,141	28,689	\$ 53,427	103,009	49,582	47,868	86.8%
Enterprise (Service Facility)	51,321	57,547	50,322	51,402	24,902	\$ 49,805	101,278	51,473	49,876	97.0%
Budget (Service Facility)	28,277	26,590	16,943	-	-	\$ -	-	-	-	0.0%
Vanguard/National/Alamo (Service Facility)	75,795	84,916	74,276	75,870	36,756	\$ 73,511	-	(73,511)	(75,870)	-100.0%
Avis CAM fee (Avis/Dollar FY2020)	11,454	9,344	15,775	12,119	6,059	\$ 12,118	5,528	(6,590)	(6,591)	-54.4%
Dollar/Thrifty			2,049	9,051	3,771	\$ 9,051	-	(9,051)	(9,051)	100.0%
Hertz CAM fee	16,852	17,762	23,894	20,399	10,954	\$ 20,399	12,772	(7,627)	(7,627)	-37.4%
Enterprise CAM fee	12,197	14,006	22,740	19,016	9,508	\$ 19,016	12,558	(6,458)	(6,458)	-34.0%
Vanguard/National/Alamo CAM fee	19,404	21,151	40,275	28,067	14,033	\$ 28,067	-	(28,067)	(28,067)	-100.0%
Budget CAM fee	7,573	7,180	6,480	-	-	\$ -	-	-	-	0.0%
Common Area Maintenance (Service Facility)				-	-	\$ -	37,500	37,500	37,500	0.0%
<b>Subtotal Facility Rent</b>	<b>559,149</b>	<b>591,174</b>	<b>585,213</b>	<b>573,803</b>	<b>279,361</b>	<b>558,723</b>	<b>563,433</b>	<b>4,710</b>	<b>(10,370)</b>	<b>-1.8%</b>
<b>Total Rental Car</b>	<b>2,208,903</b>	<b>2,580,532</b>	<b>2,989,604</b>	<b>2,285,086</b>	<b>1,828,801</b>	<b>3,095,006</b>	<b>3,063,433</b>	<b>(31,573)</b>	<b>778,347</b>	<b>34.1%</b>
<b>Commercial Ground Transportation</b>										
Employee Parking	42,051	51,719	52,305	30,000	7,200	\$ 13,091	10,000	(3,091)	(20,000)	-66.7%
Ground Transportation Fees	46,475	65,610	238,197	150,000	125,092	\$ 227,439	230,000	2,561	80,000	53.3%
<b>Total Commercial Ground Transportation</b>	<b>88,526</b>	<b>117,329</b>	<b>290,503</b>	<b>180,000</b>	<b>132,292</b>	<b>240,530</b>	<b>240,000</b>	<b>(530)</b>	<b>60,000</b>	<b>33.3%</b>
<b>Landing Fees</b>										
Delta Air Lines	236,179	248,192	270,647	246,623	157,362	\$ 286,113	313,725	27,613	67,102	27.2%
SkyWest / United	106,093	154,332	139,878	126,237	80,071	\$ 145,584	155,410	9,826	29,173	23.1%
Allegiant	4,712	305,757	463,895	371,304	301,888	\$ 548,887	669,358	120,471	298,054	80.3%
American	179,217	220,531	286,956	284,516	172,324	\$ 313,316	391,994	78,678	107,478	37.8%
Spirit			21,300	-	45,154	\$ 82,098	32,134	(49,964)	32,134	0.0%
Elite			(89)	2,566	1,549	\$ 2,816	-	(2,816)	(2,566)	-100.0%
Total Scheduled Carriers		5,957	-	-	-	\$ -	-	-	-	0.0%
Charter Fees / General	-	166	-	-	-	\$ -	-	-	-	0.0%
Airline Landing Fees Waived		(7,574)	(22,976)	-	(11,812)	\$ (21,476)	-	21,476	-	0.0%
Non-Signatory Premium (to Signatory Carrier)	66,363	-	-	-	-	\$ -	-	-	-	0.0%
<b>Total Landing Fees</b>	<b>592,564</b>	<b>927,361</b>	<b>1,159,611</b>	<b>1,031,246</b>	<b>746,536</b>	<b>1,357,338</b>	<b>1,562,621</b>	<b>183,807</b>	<b>531,375</b>	<b>51.5%</b>



**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2020-2021**

	Historical, Actual Revenue			FY 2019-2020			Proposed Budget Fiscal Year 2020-2021	Difference Est FY19-20 To Budget FY20-21	Difference Bud FY19-20 To Budget FY20-21	% Change Bud FY19-20 To Budget FY20-21
	Fiscal Year 2016-2017	Fiscal Year 2017-2018	Fiscal Year 2018-2019	Fiscal Year 2019-2020 Budget	12/31/19 FYTD Actual Revenue	5 Projection for Full Fiscal Year				
<b>Revenue Sources</b>										
<b>FBOs</b>										
Percentage Fee	11,825	6,166	36,050	12,000	18,444	\$ 33,535	25,000	(8,535)	13,000	108.3%
T-Hangar	84,083	85,548	87,430	88,703	44,351	\$ 89,324	90,566	1,242	1,863	2.1%
Bulk Hangar #1	117,934	119,989	122,629	124,414	62,207	\$ 125,285	127,027	1,742	2,613	2.1%
Bulk Hangar #2	222,349	226,224	231,201	234,567	117,284	\$ 236,209	239,493	3,284	4,926	2.1%
Land Rent	470,956	477,094	486,540	493,620	246,810	\$ 490,090	497,660	7,570	4,040	0.8%
Apron Rent				-	-	\$ 1,163	3,488	2,325	3,488	0.0%
Option Parcel Fee	8,712	2,904		-	-	\$ -	-	-	-	0.0%
Fuel Flowage Fee	74,117	82,239	97,568	90,000	40,719	\$ 74,035	70,000	(4,035)	(20,000)	-22.2%
<b>Subtotal FBOs</b>	<b>989,976</b>	<b>1,000,164</b>	<b>1,061,418</b>	<b>1,043,304</b>	<b>529,815</b>	<b>1,049,640</b>	<b>1,053,234</b>	<b>3,594</b>	<b>9,930</b>	<b>1.0%</b>
<b>Belle Aircraft Maintenance</b>										
Percentage Fee	13,989	14,861	11,271	13,000	3,942	\$ 7,167	7,000	(167)	(6,000)	-46.2%
<b>Total FBOs/SASOs</b>	<b>1,003,965</b>	<b>1,015,025</b>	<b>1,072,688</b>	<b>1,056,304</b>	<b>533,757</b>	<b>1,056,807</b>	<b>1,060,234</b>	<b>3,427</b>	<b>3,930</b>	<b>0.4%</b>
<b>Building Leases</b>										
Rental Houses	22,332	22,250	16,806	20,800	9,169	\$ 21,133	23,928	2,795	3,128	15.0%
Airport Support Bldg	-	27,621	13,403	22,500	21,454	\$ 42,289	-	(42,289)	(22,500)	100.0%
SmarTrac	82,059	19,978		-	-	\$ -	-	-	-	0.0%
Lacy Griffin Building (WNC Aviation)	19,623	-	20,522	20,569	10,438	\$ 20,906	20,937	31	368	1.8%
Allegiant - Apron						\$ 992	3,968	2,976	3,968	0.0%
Allegiant - Hangar/Bldg							105,070	105,070	105,070	0.0%
Allegiant - Hangar Land Area						\$ 94	376	282	376	0.0%
Allegiant - Parking (Landside)						\$ 2,617	10,468	7,851	10,468	0.0%
Cargo Building (Allegiant)			34,180	31,617	16,044	\$ 32,136	-	(32,136)	(31,617)	-100.0%
Cargo Building (US Airways)	30,037	30,662		-	-	\$ -	-	-	-	0.0%
<b>Total Building Leases</b>	<b>154,051</b>	<b>100,511</b>	<b>84,911</b>	<b>95,486</b>	<b>57,105</b>	<b>120,167</b>	<b>164,746</b>	<b>44,579</b>	<b>69,260</b>	<b>72.5%</b>
<b>Land Leases</b>										
Pasture Rent & Misc Land Leases	700	700	600	600	800	\$ 800	600	(200)	-	0.0%
NCSU			100	100	-	\$ -	100	100	100	0.0%
Lamar (Billboard)	3,500	3,500	3,500	3,500	1,750	\$ 3,500	3,500	-	-	0.0%
US Forest Service - Tanker	15,122	11,353	11,662	11,716	6,897	\$ 11,896	11,896	-	180	1.5%
Waddell/Triangle Stop	32,779	32,779	35,784	36,057	18,028	\$ 36,056	36,057	1	-	0.0%
Waddell - Fuel Fee				19,000	8,597	\$ 18,913	20,632	1,719	1,632	8.6%
Golf Center	11,411	11,651	3,942	11,960	9,966	\$ 9,966	-	(9,966)	(11,960)	-100.0%
<b>Total Land Leases</b>	<b>63,512</b>	<b>59,983</b>	<b>55,588</b>	<b>82,833</b>	<b>46,038</b>	<b>81,131</b>	<b>72,785</b>	<b>(8,346)</b>	<b>(10,048)</b>	<b>-12.1%</b>
<b>Other Leases/Fees</b>										
LEO Services (TSA)	115,840	116,800	107,200	116,800	58,560	116,800	116,800	-	-	0.0%
Security Fee (Airlines)	303,859	359,757	427,028	426,960	275,223	\$ 500,406	606,200	105,794	179,240	42.0%
Security Fee (Rental Car)	72,053	74,081	77,965	78,358	39,179	\$ 71,235	114,867	43,632	36,509	46.6%
Security Fee (ID Media)	29,458	37,901	47,670	29,000	30,937	\$ 56,249	45,000	(11,249)	16,000	55.2%
Telecommunication Fees (Voice/Data)	50,930	46,940	55,992	46,000	33,185	\$ 60,336	67,000	6,664	21,000	45.7%
Sale of Assets	58,732	-	61,045	-	-	\$ -	-	-	-	0.0%
Misc	18,509	70,804	(21,602)	2,000	9,447	\$ 17,176	2,000	(15,176)	-	0.0%
Tenant Services/Assessment Fees	9,150	22,134	6,224	3,000	-	-	-	-	(3,000)	-100.0%
Annual Event Fees/Sponsorships (Runway 5K)	-	-	-	-	-	-	25,000	25,000	25,000	0.0%
Non-Signatory Security Fee Premium	26,885	-	-	-	-	-	-	-	-	0.0%
<b>Total Other Leases</b>	<b>685,416</b>	<b>728,417</b>	<b>761,522</b>	<b>702,118</b>	<b>446,531</b>	<b>822,202</b>	<b>976,867</b>	<b>154,665</b>	<b>274,749</b>	<b>39.1%</b>
<b>Total Revenue</b>	<b>\$ 10,754,537</b>	<b>\$ 12,671,477</b>	<b>\$ 15,740,007</b>	<b>\$ 12,984,739</b>	<b>\$ 9,303,182</b>	<b>\$ 16,887,299</b>	<b>\$ 16,720,633</b>	<b>\$ (188,142)</b>	<b>\$ 3,735,894</b>	<b>28.8%</b>
								-1.1%	28.8%	

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2020-2021**

	Historical, Actual Expenses			FY 2019-2020			Proposed Budget Fiscal Year 2020-2021	Difference Est FY19-20 To Budget FY20-21	Difference Bud FY19-20 To Budget FY20-21	% Change Bud FY19-20 To Budget FY20-21
	Fiscal Year 2016-2017	Fiscal Year 2017-2018	Fiscal Year 2018-2019	Fiscal Year 2019-2020 Budget	FYTD Actual Expenses 12/31/19	Projection for Full Fiscal Year				
<b>Expenses</b>										
<b>PERSONNEL SERVICES</b>										
Regular Salaries	\$ 3,176,717	\$ 3,096,606	\$ 3,226,569	\$ 4,235,025	\$ 1,705,527	\$ 3,731,037	\$ 4,648,615	\$ 917,578	\$ 413,590	9.8%
Overtime	117,826	103,471	122,240	115,900	26,486	115,900	116,650	750	750	0.6%
Salary Adjustment/Bonus Pool	-	-	-	1,124	-	-	220,156	220,156	219,032	19486.8%
Internship	-	-	4,356	3,000	-	3,000	3,000	-	-	-
LEO Special Separation Allowance	(335)	-	-	14,707	-	14,707	14,707	-	-	-
Longevity	49,709	48,885	52,095	51,013	23,695	50,709	61,762	11,053	10,749	21.1%
Unemployment Claims	1,888	-	-	14,000	426	14,000	14,000	-	-	-
Holiday Pay	-	-	13,400	16,678	14,700	14,700	19,282	4,582	2,604	15.6%
Auto Allowance	-	-	30,900	33,600	16,600	33,400	37,800	4,400	4,200	12.5%
Rewards Program	-	-	-	1,000	-	1,000	4,500	3,500	3,500	350.0%
Gym Membership Reimbursements	-	-	626	14,400	1,092	2,500	14,400	(101,500)	-	-
Service Awards	-	-	1,307	1,300	650	1,300	1,625	325	325	25.0%
Retiree Health	22,514	-	-	24,852	14,497	24,852	38,272	13,420	13,420	54.0%
Benefits	1,425,358	1,287,363	1,641,211	2,149,879	788,541	1,712,994	2,644,682	931,688	494,803	23.0%
<b>Total Personnel Services</b>	<b>4,793,677</b>	<b>4,536,325</b>	<b>5,092,705</b>	<b>6,676,478</b>	<b>2,592,214</b>	<b>5,720,099</b>	<b>7,839,451</b>	<b>2,005,952</b>	<b>1,162,973</b>	<b>17.4%</b>
<b>OPERATING EXPENSES</b>										
<b>Professional Services</b>										
Professional Services - General	254,562	95,364	120,748	221,800	69,958	248,701	270,770	22,069	48,970	22.1%
Professional Services - Legal	152,930	118,214	89,518	50,000	32,114	125,623	80,000	(45,623)	30,000	60.0%
Artwork and Creative Production	10,117	41,502	13,259	28,000	3,799	21,000	30,000	9,000	2,000	7.1%
Surveys, Reports & Data	240	-	45,377	34,500	9,437	30,000	28,000	(2,000)	(6,500)	-18.8%
Physicals & Drug Screens	4,537	2,811	4,973	3,000	1,798	3,681	4,150	469	1,150	38.3%
Fit for Duty Physicals	-	-	-	6,800	-	6,800	6,800	-	-	-
Website Maintenance	3,786	-	324	3,500	-	1,000	3,000	2,000	(500)	-14.3%
Auditors	9,900	20,200	15,100	23,650	17,250	23,650	36,950	13,300	13,300	56.2%
Temporary Help	73,006	48,472	-	50,000	-	20,000	30,000	10,000	(20,000)	-40.0%
<b>Total Professional Services</b>	<b>509,078</b>	<b>326,563</b>	<b>289,300</b>	<b>421,250</b>	<b>134,355</b>	<b>480,455</b>	<b>489,670</b>	<b>9,215</b>	<b>68,420</b>	<b>16.2%</b>
<b>Contractual Services</b>										
Computer Technical Support	15,124	14,405	20,959	18,000	-	18,000	-	(18,000)	(18,000)	-100.0%
Landscaping	7,850	9,759	9,420	9,420	4,710	9,420	9,420	-	-	-
Parking Management Contract	417,605	510,370	439,710	567,237	228,824	567,237	697,170	129,933	129,933	22.9%
Parking Management Shuttle	531,868	318,020	-	385,257	5,868	225,000	396,206	171,206	10,949	2.8%
Other Contractual Services	218,156	196,058	271,753	362,889	134,574	343,001	712,981	369,980	350,092	96.5%
Elevator Maintenance Contract	2,837	2,609	7,425	7,000	4,220	8,040	8,500	460	1,500	21.4%
Fire Alarm Systems Contract	11,977	19,337	13,403	14,100	12,116	16,400	14,100	(2,300)	-	-
<b>Total Contractual Services</b>	<b>1,205,417</b>	<b>1,070,558</b>	<b>762,670</b>	<b>1,363,903</b>	<b>390,312</b>	<b>1,187,098</b>	<b>1,838,377</b>	<b>651,279</b>	<b>474,474</b>	<b>34.8%</b>
<b>Travel and Training</b>										
Travel & Per Diem	144,073	160,775	161,370	217,550	47,449	185,143	235,850	50,707	18,300	8.4%
Training & Education	20,068	25,010	32,983	43,300	10,982	34,443	71,220	36,777	27,920	64.5%
<b>Total Travel and Training</b>	<b>164,141</b>	<b>185,785</b>	<b>194,354</b>	<b>260,850</b>	<b>58,430</b>	<b>219,586</b>	<b>307,070</b>	<b>87,484</b>	<b>46,220</b>	<b>17.7%</b>
<b>Communications and Freight</b>										
Postage	4,249	3,702	5,600	4,000	3,000	6,500	6,000	(500)	2,000	50.0%
Express Mail Delivery	1,182	951	2,008	2,000	291	1,332	1,500	168	(500)	-25.0%
Telecommunications	65,875	83,637	74,294	59,590	22,357	60,335	61,080	745	1,490	2.5%
Online Services	-	-	-	-	-	-	-	-	-	-
<b>Total Communications and Freight</b>	<b>71,306</b>	<b>88,290</b>	<b>81,902</b>	<b>65,590</b>	<b>25,648</b>	<b>68,167</b>	<b>68,580</b>	<b>413</b>	<b>2,990</b>	<b>4.6%</b>
<b>Rentals and Leases</b>										
Rentals & Leases	23,559	20,938	13,639	14,100	6,156	14,171	15,260	1,089	1,160	8.2%
<b>Total Rentals and Leases</b>	<b>23,559</b>	<b>20,938</b>	<b>13,639</b>	<b>14,100</b>	<b>6,156</b>	<b>14,171</b>	<b>15,260</b>	<b>1,089</b>	<b>1,160</b>	<b>8.2%</b>
<b>Insurance</b>										
Property & Casualty	48,944	39,909	63,200	51,700	66,546	66,546	76,600	10,054	24,900	48.2%
General Liability	28,352	28,352	28,352	36,750	33,000	33,000	36,000	3,000	(750)	-2.0%
Auto Liability	15,457	16,323	17,021	21,780	20,316	20,487	21,000	513	(780)	-3.6%
Other Insurance & Bonds	36,935	43,135	41,477	42,900	47,389	47,388	56,125	8,737	13,225	30.8%
Worker's Compensation Insurance	67,900	73,524	109,877	137,470	110,826	110,826	141,000	30,174	3,530	2.6%
<b>Total Insurance</b>	<b>197,588</b>	<b>201,243</b>	<b>259,927</b>	<b>290,600</b>	<b>278,077</b>	<b>278,247</b>	<b>330,725</b>	<b>52,478</b>	<b>40,125</b>	<b>13.8%</b>
<b>Utility Services</b>										
Electric Service	289,989	305,524	330,578	405,367	156,574	347,345	403,617	56,272	(1,750)	-0.4%
Gas Service	21,777	35,001	39,089	54,200	6,670	14,750	51,000	36,250	(3,200)	-5.9%

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2020-2021**

Expenses	Historical, Actual Expenses			FY 2019-2020			Proposed Budget Fiscal Year 2020-2021	Difference Est FY19-20 To Budget FY20-21	Difference Bud FY19-20 To Budget FY20-21	% Change Bud FY19-20 To Budget FY20-21
	Fiscal Year 2016-2017	Fiscal Year 2017-2018	Fiscal Year 2018-2019	Fiscal Year 2019-2020 Budget	FYTD Actual Expenses 12/31/19	Projection for Full Fiscal Year				
Water/Sewer Service	60,029	71,821	83,167	80,300	13,149	68,722	90,500	21,778	10,200	12.7%
<b>Total Utility Services</b>	<b>371,795</b>	<b>412,346</b>	<b>452,834</b>	<b>539,867</b>	<b>176,394</b>	<b>430,817</b>	<b>545,117</b>	<b>114,300</b>	<b>5,250</b>	<b>1.0%</b>
<b>Repairs and Maintenance</b>										
Other Repairs & Maintenance	25,900	21,735	27,401	22,200	5,208	14,200	23,200	9,000	1,000	4.5%
Terminal, Buildings and Grounds	169,916	195,816	164,609	151,500	64,235	145,000	203,000	58,000	51,500	34.0%
Permits, Licenses and Fees				1,000	100	850	1,000	150	-	-
Vehicles and Heavy Equipment	90,266	39,617	224,239	69,500	43,972	45,027	80,000	34,973	10,500	15.1%
Airport and Airfield Equipment	9,159	6,836	55,954	11,000	5,334	5,488	15,000	9,512	4,000	36.4%
<b>Total Repairs and Maintenance</b>	<b>295,241</b>	<b>264,004</b>	<b>472,203</b>	<b>255,200</b>	<b>118,849</b>	<b>210,565</b>	<b>322,200</b>	<b>111,635</b>	<b>67,000</b>	<b>26.3%</b>
<b>Printing &amp; Binding</b>										
Printing & Binding	9,338	7,651	9,894	19,200	2,784	19,007	16,830	(2,177)	(2,370)	-12.3%
Banners	680	702	-	-	-	-	-	-	-	-
<b>Total Printing &amp; Binding</b>	<b>10,018</b>	<b>8,353</b>	<b>9,894</b>	<b>19,200</b>	<b>2,784</b>	<b>19,007</b>	<b>16,830</b>	<b>(2,177)</b>	<b>(2,370)</b>	<b>-12.3%</b>
<b>Promotional Activities</b>										
Radio	27,996	36,145	67,660	22,000	6,000	22,000	22,000	-	-	-
Billboards	34,050	41,025	12,512	32,500	7,550	32,500	32,500	-	-	-
Print	15,334	11,926	15,909	12,100	6,497	12,100	12,100	-	-	-
TV	50,075	106,929	19,600	75,000	-	-	-	-	(75,000)	-100.0%
Web Advertising	33,237	39,762	59,488	63,750	25,930	135,000	140,950	5,950	77,200	121.1%
Air Service Development	19,797	824	3,409	2,300	5,692	9,017	8,800	(217)	6,500	282.6%
Other Promotional Events/Sponsorships	2,000	3,500	8,360	6,500	1,363	8,500	7,500	(1,000)	1,000	15.4%
Community Events/Exhibits/Sponsorships	39,051	42,781	82,892	56,800	10,258	56,779	92,950	36,171	36,150	63.6%
Employee/Tenant Events	28,297	31,620	31,587	28,350	12,402	27,147	31,725	4,578	3,375	11.9%
Wellness	5,558	5,037	6,445	4,500	2,121	3,391	4,500	1,109	-	-
<b>Total Promotional Activities</b>	<b>255,395</b>	<b>319,549</b>	<b>307,862</b>	<b>303,800</b>	<b>77,813</b>	<b>306,434</b>	<b>353,025</b>	<b>46,591</b>	<b>49,225</b>	<b>16.2%</b>
<b>Other Current Charges and Obligations</b>										
Legal Notices & Advertising	2,110	7,287	5,412	8,000	290	590	13,000	12,410	5,000	62.5%
Credit Card & Bank Fees	104,943	91,141	51,093	60,600	24,538	63,100	55,600	(7,500)	(5,000)	-8.3%
Recruiting Expense							500	500	500	100.0%
Other Current Charges & Obligations	6,812	8,570	2,483	9,000	6,440	9,000	10,000	1,000	1,000	11.1%
In Terminal Advertising	7,555	7,636	1,538	7,500	222	7,500	7,500	-	-	-
<b>Total Other Current Charges and Obligations</b>	<b>121,420</b>	<b>114,634</b>	<b>60,527</b>	<b>85,100</b>	<b>31,491</b>	<b>80,190</b>	<b>86,600</b>	<b>6,410</b>	<b>1,500</b>	<b>1.8%</b>
<b>Operating Supplies</b>										
Office Supplies	6,662	6,687	6,959	8,000	4,361	8,162	7,500	(662)	(500)	-6.3%
Vehicle Fuel	60,062	50,686	26,230	40,000	17,680	33,500	35,000	1,500	(5,000)	-12.5%
Shop Supplies	4,535	3,034	2,480	3,000	624	3,000	3,000	-	-	-
Other Operating Supplies	79,875	71,037	101,105	88,950	35,618	77,225	98,300	21,075	9,350	10.5%
Art Program Supplies	1,050	1,014	731	1,000	1,786	2,946	1,000	(1,946)	-	-
Promotional Supplies	15,497	14,226	18,105	16,200	7,908	16,200	16,500	300	300	1.9%
Holiday Decorations	5,080	4,116	2,031	4,800	1,498	2,500	4,980	2,480	180	3.8%
Chemicals and Safety	5,617	6,562	52,698	76,600	1,916	36,500	76,600	40,100	-	-
Small Tools and Equipment	6,373	20,662	23,765	8,000	3,611	7,000	10,500	3,500	2,500	31.3%
Custodial Supplies	5,136	8,544	33,929	26,500	21,639	32,000	34,800	2,800	8,300	31.3%
Custodial Consumables	47,317	40,608	43,451	51,000	25,492	60,000	63,000	3,000	12,000	23.5%
Operating Furniture, Fixtures, Equipment and Software	82,624	93,362	99,588	93,660	32,680	102,319	98,173	(4,146)	4,513	4.8%
Uniforms	12,168	13,221	23,550	22,400	5,699	20,900	21,400	500	(1,000)	-4.5%
Firefighter Equipment	-	3,093	1,453	24,500	574	9,000	29,000	20,000	4,500	18.4%
<b>Total Operating Supplies</b>	<b>331,996</b>	<b>336,852</b>	<b>436,074</b>	<b>464,610</b>	<b>161,086</b>	<b>411,252</b>	<b>499,753</b>	<b>88,501</b>	<b>35,143</b>	<b>7.6%</b>
<b>Books,Publications,Subscriptions &amp; Memberships</b>										
Books, Publications, Compact Disks, Videos & Subscriptions	4,224	1,930	6,681	7,800	2,531	5,950	13,978	8,028	6,178	79.2%
Dues & Memberships	46,353	44,143	44,067	52,820	49,198	60,070	65,250	5,180	12,430	23.5%
Licenses and Certification Fees	307	120	120	1,280	60	1,120	1,280	160	-	-
<b>Total Books,Publications,Subscriptions &amp; Mem.</b>	<b>50,884</b>	<b>46,193</b>	<b>50,868</b>	<b>61,900</b>	<b>51,788</b>	<b>67,140</b>	<b>80,508</b>	<b>13,368</b>	<b>18,608</b>	<b>30.1%</b>
<b>Emergency Repair</b>	<b>2,499</b>	<b>32,184</b>	<b>24,015</b>	<b>50,000</b>	<b>71,903</b>	<b>50,000</b>	<b>50,000</b>	<b>-</b>	<b>-</b>	
<b>TOTAL SERVICES &amp; MATERIALS</b>	<b>3,610,337</b>	<b>3,427,492</b>	<b>3,416,066</b>	<b>4,195,970</b>	<b>1,585,085</b>	<b>3,823,129</b>	<b>5,003,715</b>	<b>1,180,586</b>	<b>807,745</b>	<b>19.3%</b>
<b>TOTAL OPERATING EXPENSES, INCLUDING EMERGENCY REPAIR EXPENSE</b>	<b>\$ 8,404,014</b>	<b>\$ 7,963,817</b>	<b>\$ 8,508,771</b>	<b>\$ 10,872,448</b>	<b>\$ 4,177,299</b>	<b>\$ 9,543,228</b>	<b>\$ 12,843,166</b>	<b>\$ 3,186,538</b>	<b>\$ 1,970,718</b>	<b>18.1%</b>
								33.4%	18.1%	

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

**Administrative**

**BASIC OPERATING BUDGET**

**FY 2020-2021**

Department #	15		

<b>New World Account Numbers</b>	<b>Description</b>	<b>Item Amount</b>	<b>Summary Amount</b>
<b>PERSONNEL SERVICES</b>			
10.15.10.100.500000	Salaries - Admin	141,701	141,701
10.15.10.100.501000	Internships	3,000	3,000
10.15.10.100.502000	Salary Adjustment Pool	220,156	220,156
10.15.10.100.504000	Unemployment Claims	14,000	14,000
10.15.10.100.506000	Holiday Pay	433	433
10.15.10.100.507000	Auto Allowance	3,000	3,000
10.15.10.100.507100	Rewards Program	4,000	4,000
10.15.10.100.507200	Gym Membership Reimbursements	14,400	14,400
10.15.10.100.507300	Service Awards	1,625	1,625
	LEO Special Separation Allowance		-
10.15.10.100.521000	Retiree Health	38,272	38,272
	<u>Benefits:</u>		69,972
10.15.10.100.510000	FICA Taxes	13,385	
10.15.10.100.511000	LGERS retirement	14,518	
10.15.10.100.511200	401k	7,110	
10.15.10.100.520000	Group Insurance	26,599	
10.15.10.100.522000	Dental	1,096	
10.15.10.100.523000	Vision	152	
10.15.10.100.524000	Life Insurance	693	
10.15.10.100.525000	Disability	1,287	
10.15.10.100.530000	Tuition Reimbursement	3,500	
10.15.10.100.531000	Cell Phone Allowance	1,632	
		-	511,308
<b>OPERATING EXPENSES</b>			
10.15.10.100.600000	Professional Services - General		1,750
	Infinisource - COBRA Administration	1,500	
	ACI-NA Annual Compensation Survey	250	
10.15.10.100.604000	Physicals and Drug Screens		4,150
	Physicals & Drug Screens	2,000	
	Medical Tests for Safety Program	1,000	
	DOT Physicals	550	
	Custodial Vaccinations	600	
10.15.10.100.605000	Fit for Duty Physicals		6,800
	Fit for Duty Physicals	6,800	

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Administrative**  
**BASIC OPERATING BUDGET**  
**FY 2020-2021**

<b>New World Account Numbers</b>	<b>Description</b>	<b>Item Amount</b>	<b>Summary Amount</b>
Department #	15		
10.15.10.100.620000	Travel, Per Diem, Conference Registration		8,600
	HR Conference	4,000	
	Benefit Conference	2,500	
	Applicant Travel	2,100	
10.15.10.100.621000	Training & Education		1,500
	HR Training/HR Laws Update/HR Education	1,500	
10.15.10.100.700000	Postage		6,000
	Postage	6,000	
10.15.10.100.701000	Express Mail Delivery		1,500
	Express mail (includes IT shipments)	1,500	
10.15.10.100.740000	Rentals and Leases		510
	Neopost postage machine rental	510	
10.15.10.100.750000	Property Insurance		76,600
	Property insurance	72,000	
	Equipment Floater	4,600	
10.15.10.100.751000	General Liability		36,000
	General liability insurance	36,000	
10.15.10.100.751500	Auto Liability		21,000
	Auto liability insurance	21,000	
10.15.10.100.752000	Other Insurance and Bonds		56,125
	Public officials insurance	22,000	
	Police professional liability insurance	19,000	
	Crime insurance	725	
	Cyber liability	2,400	
	Commercial line fees	12,000	
10.15.10.100.752500	Worker's Compensation Insurance		141,000
	Workers' compensation insurance	141,000	
10.15.10.100.630000	Printing & Binding		300
	Printing and Binding	300	
10.15.10.100.646000	Community Events/Exhibits/Sponsorships		500
	United Way campaign	500	
10.15.10.100.647000	Employee/Tenant Appreciation		17,125
	Employee birthday coupons (20 @ 75)	1,500	
	Employee flowers (funeral/hospital)	1,000	
	Employee holiday gift cards (75 @75)	5,625	
	Employee events (holiday lunches, picnic, etc.)	8,000	
	Employee Retirement	1,000	
10.15.10.100.648000	Wellness		4,500
	Wellness	2,500	
	Fit bit replacements	2,000	



GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

Administrative  
Fiscal Year 2020/2021  
Variance Analysis

Acct #	Description	FY2020 Budget				FY2020 Estimated Actual				FY2019 Actual			FY 2018
		FY 2021 Budget	FY 2020 Budget	Increase/Decrease		FY 2020 6 Months	FY 2020 Estimate	Increase/Decrease		FY 2019 Actual	Increase/Decrease		FY 2018 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	141,701	231,671	(89,970)	-38.84%	110,390	220,780	(79,079)	-35.82%	95,801	45,900	47.91%	119,418
501000	Internship	3,000	3,000	0	0.00%	0	3,000	0	0.00%	4,356	(1,356)	-31.13%	0
502000	Salary Adjustment Pool	220,156	1,124	219,032	19486.83%	0	0	220,156	100%	0	220,156	100%	0
503000	Longevity	749	2,903	(2,154)	-74.20%	3,004	3,004	(2,255)	-75.07%	2,663	(1,914)	-71.87%	1,660
504000	Unemployment Claims	14,000	14,000	0	0.00%	426	14,000	0	0.00%	0	14,000	100%	0
506000	Holiday Pay	433	650	(217)	-33.38%	650	650	(217)	-33.38%	433	0	0.00%	0
507000	Auto Allowance	3,000	2,400	600	25.00%	1,000	2,200	800	36.36%	1,600	1,400	87.50%	0
507100	Rewards Program	4,000	1,000	3,000	300.00%	0	1,000	3,000	300.00%	0	4,000	100%	0
507200	Gym Membership Reimbursements	14,400	14,400	0	0.00%	1,092	2,500	11,900	476.00%	626	13,774	2200.32%	0
507300	Service Awards	1,625	1,300	325	25.00%	650	1,300	325	25.00%	1,307	318	24.33%	0
	LEO Special Separation Allowance	0	0	0	100%	0	0	0	100%	0	0	100%	39,195
521000	Retiree Health	38,272	24,852	13,420	54.00%	14,497	24,852	13,420	54.00%	98,597	(60,325)	-61.18%	0
510000	FICA Taxes	13,385	20,125	(6,740)	-33.49%	8,708	17,416	(4,031)	-23.15%	7,825	5,560	71.05%	9,512
511000	LGERS retirement	14,518	18,521	(4,003)	-21.61%	9,892	19,784	(5,266)	-26.62%	7,326	7,192	98.17%	0
511200	401k	7,110	11,476	(4,366)	-38.04%	5,489	10,978	(3,868)	-35.23%	4,968	2,142	43.12%	6,096
520000	Medical & ACA Reinsurance Fees	26,599	48,358	(21,759)	-45.00%	19,146	38,292	(11,693)	-30.54%	19,855	6,744	33.97%	16,732
522000	Dental	1,096	2,712	(1,616)	-59.59%	925	1,850	(754)	-40.76%	1,070	26	2.43%	780
523000	Vision Insurance	152	209	(57)	-27.27%	100	200	(48)	-24.00%	146	6	4.11%	110
524000	Life Insurance	693	1,009	(316)	-31.32%	494	988	(295)	-29.86%	466	227	48.71%	578
525000	Disability	1,287	1,942	(655)	-33.73%	1,455	2,910	(1,623)	-55.77%	966	321	33.23%	740
530000	Tuition Reimbursement	3,500	3,500	0	0.00%	1,645	3,500	0	0.00%	5,000	(1,500)	-30.00%	0
531000	Cell Phone Allowance	1,632	3,264	(1,632)	-50.00%	1,391	2,782	(1,150)	-41.34%	1,098	534	48.63%	0
	Total Benefits	69,972	111,116	(41,144)	-37.03%	46,209	98,700	(28,728)	-29.11%	42,622	27,350	64.17%	34,548
	<b>Total Personal Services</b>	<b>511,308</b>	<b>408,416</b>	<b>102,892</b>	<b>25.19%</b>	<b>180,954</b>	<b>371,986</b>	<b>139,322</b>	<b>37.45%</b>	<b>254,103</b>	<b>258,171</b>	<b>101.60%</b>	<b>194,821</b>
600000	Professional Services - General	1,750	1,500	250	16.67%	150	1,650	100	6.06%	1,430	320	22.38%	920
604000	Physicals and Drug Screens	4,150	3,000	1,150	38.33%	1,798	3,681	469	12.74%	4,973	(823)	-16.55%	2,811
605000	Fit for Duty Physicals	6,800	6,800	0	0.00%	0	6,800	0	0.00%	0	6,800	100%	0
616000	Other Contractual Services	0	0	0	0.00%	0	0	0	0.00%	415	0	0.00%	0
620000	Travel, Per Diem, Conference Registration	8,600	7,600	1,000	13.16%	521	4,521	4,079	90.22%	2,232	6,368	285.30%	6,808
621000	Training & Education	1,500	1,500	0	0.00%	119	1,119	381	34.05%	9,199	(7,699)	-83.69%	1,763
700000	Postage	6,000	4,000	2,000	50.00%	3,000	6,500	(500)	-7.69%	5,600	400	7.14%	3,702
701000	Express Mail Delivery	1,500	2,000	(500)	-25.00%	332	1,332	168	12.61%	2,008	(508)	-25.30%	951
740000	Rentals and Leases	510	400	110	27.50%	216	471	39	8.28%	442	68	15.38%	530
750000	Property and Casualty Insurance	76,600	51,700	24,900	48.16%	66,546	66,546	10,054	15.11%	63,200	13,400	21.20%	39,909
751000	General Liability	36,000	36,750	(750)	-2.04%	33,000	33,000	3,000	9.09%	28,352	7,648	26.98%	28,352
751500	Auto Liability	21,000	21,780	(780)	-3.58%	20,316	20,487	513	2.50%	17,021	3,979	23.38%	16,323
752000	Other Insurance & Bonds	56,125	42,900	13,225	30.83%	47,388	47,388	8,737	18.44%	41,477	14,648	35.32%	43,135
752500	Worker's Compensation Insurance	141,000	137,470	3,530	2.57%	110,826	110,826	30,174	27.23%	109,877	31,123	28.33%	73,524
630000	Printing & Binding	300	300	0	0.00%	107	107	193	180.37%	687	(387)	-56.33%	152
646000	Other Community Events/Exhibits/Sponsorships	500	500	0	0.00%	479	479	21	4.38%	335	165	49.25%	432
647000	Employee/Tenant Appreciation	17,125	16,300	825	5.06%	8,083	14,583	2,542	17.43%	20,857	(3,732)	-17.89%	25,195
648000	Wellness	4,500	4,500	0	0.00%	2,121	3,391	1,109	32.70%	6,445	(1,945)	-30.18%	5,037
650000	Legal Notices & Advertising	3,000	3,000	0	0.00%	290	590	2,410	408.47%	5,412	(2,412)	-44.57%	7,317
654000	Recruiting Expenses	500	0	500	100%	0	0	500	100%	0	500	100%	0
667000	Office Supplies	7,500	8,000	(500)	-6.25%	4,083	8,162	(662)	-8.11%	6,876	624	9.08%	6,687
661500	Operating Supplies	3,000	2,500	500	20.00%	2,053	3,375	(375)	-11.11%	4,124	(1,124)	-27.26%	2,893
665500	Operating Furniture, Fixtures and Equipment	0	4,000	(4,000)	-100.00%	3,693	3,693	(3,693)	-100.00%	9,612	(9,612)	-100.00%	1,211
670000	Dues & Memberships	1,995	2,090	(95)	-4.55%	195	1,755	240	13.68%	1,740	255	14.66%	644
671000	Books & Publications	250	250	0	0.00%	0	100	150	150.00%	0	250	100%	0
620000	Travel, Per Diem, Conference Reg (Safety)	0	6,600	(6,600)	-100.00%	0	6,600	(6,600)	-100.00%	0	0	100%	0
621000	Training & Education (Safety)	0	800	(800)	-100.00%	0	800	(800)	-100.00%	0	0	100%	0
630000	Printing & Binding (Safety)	0	250	(250)	-100.00%	0	250	(250)	-100.00%	0	0	100%	0
661500	Operating Supplies (Safety)	0	1,300	(1,300)	-100.00%	131	1,300	(1,300)	-100.00%	0	0	100%	0
670000	Dues & Memberships (Safety)	0	1,375	(1,375)	-100.00%	901	1,375	(1,375)	-100.00%	0	0	100%	0
	<b>Total Services &amp; Mat'ls.</b>	<b>400,205</b>	<b>369,165</b>	<b>41,365</b>	<b>11.21%</b>	<b>306,348</b>	<b>350,881</b>	<b>59,649</b>	<b>17.00%</b>	<b>342,314</b>	<b>58,306</b>	<b>17.03%</b>	<b>268,296</b>
	<b>Department Total</b>	<b>911,513</b>	<b>777,581</b>	<b>144,257</b>	<b>18.55%</b>	<b>487,302</b>	<b>722,867</b>	<b>198,971</b>	<b>27.53%</b>	<b>596,417</b>	<b>316,477</b>	<b>53.06%</b>	<b>463,117</b>

Comments:







GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

Executive

Fiscal Year 2020/2021

Variance Analysis

Acct #	Description	FY 2021 Budget	FY2020 Budget				FY2020 Estimated Actual				FY2019 Actual			FY2018
			FY 2020 Budget	Increase/Decrease		FY 2020 Actual 6 Months	FY 2020 Estimate	Increase/Decrease		FY 2019 Actual	Increase/Decrease		FY 2018 Actual	
				Amount	Percent			Amount	Percent		Amount	Percent		
500000	Salaries	474,295	313,734	160,561	51.18%	172,427	307,400	166,895	54.29%	335,331	138,964	41.44%	258,058	
503000	Longevity	11,232	7,734	3,498	45.23%	1,758	7,734	3,498	45.23%	7,734	3,498	45.23%	6,898	
506000	Holiday Pay	650	433	217	50.12%	420	420	230	54.76%	419	231	55.13%	0	
507000	Auto Allowance	12,600	7,200	5,400	75.00%	3,600	7,200	5,400	75.00%	8,200	4,400	53.66%	0	
507400	Allocated Benefits	1,000	1,000	0	0.00%	0	1,000	0	0.00%	0	1,000	100%	0	
510000	FICA Taxes	38,812	24,943	13,869	55.60%	7,426	14,852	23,960	161.33%	20,225	18,587	91.90%	14,033	
511000	LGERS retirement	49,481	24,981	24,500	98.07%	13,442	26,884	22,597	84.05%	25,585	23,896	93.40%	6,812	
511100	457 Retirement	8,472	8,069	403	4.99%	4,236	8,472	0	0.00%	8,330	142	1.70%	0	
511200	401k	24,232	15,478	8,754	56.56%	7,459	14,918	9,314	62.43%	16,776	7,456	44.44%	12,687	
520000	Medical	55,063	29,615	25,448	85.93%	14,803	29,606	25,457	85.99%	31,091	23,972	77.10%	25,849	
522000	Dental	3,072	1,770	1,302	73.56%	801	1,602	1,470	91.76%	2,749	323	11.75%	1,647	
523000	Vision Insurance	305	138	167	121.01%	69	138	167	121.01%	232	73	31.47%	196	
524000	Life Insurance	1,614	964	650	67.43%	493	986	628	63.69%	1,132	482	42.58%	703	
525000	Disability	3,663	2,181	1,482	67.95%	2,185	4,370	(707)	-16.18%	3,206	457	14.25%	1,733	
531000	Cell Phone Allowance	3,264	1,632	1,632	100.00%	753	1,506	1,758	116.73%	2,207	1,057	47.89%	0	
	Total Benefits	188,978	110,771	78,207	70.60%	51,667	104,334	84,644	81.13%	111,533	77,445	69.44%	63,660	
	<b>Total Personal Services</b>	<b>687,755</b>	<b>439,872</b>	<b>246,251</b>	<b>55.98%</b>	<b>229,872</b>	<b>427,088</b>	<b>258,909</b>	<b>60.62%</b>	<b>463,217</b>	<b>223,481</b>	<b>48.25%</b>	<b>328,616</b>	
600000	Professional Services - General	50,000	106,300	(56,300)	-52.96%	25,036	77,380	(27,380)	-35.38%	69,171	(19,171)	-27.72%	36,424	
601000	Professional Services - Legal	80,000	50,000	30,000	60.00%	83,239	125,623	(45,623)	-36.32%	95,806	(15,806)	-16.50%	118,214	
620000	Travel, Per Diem, Conference Registration	109,900	88,500	21,400	24.18%	21,868	66,672	43,228	64.84%	83,619	26,281	31.43%	70,806	
621000	Training & Education	1,500	500	1,000	200.00%	1,024	1,024	476	46.48%	191	1,309	685.34%	295	
702000	Online Services	1,000	500	500	100.00%	373	500	500	100.00%	441	559	126.76%	615	
630000	Printing & Binding	500	500	0	0.00%	0	500	0	0.00%	149	351	235.57%	0	
645000	Promotional Events/Sponsorships	6,000	5,000	1,000	20.00%	7,000	7,000	(1,000)	-14.29%	10,000	(4,000)	-40.00%	3,500	
647000	Employee/Tenant Appreciation	2,500	2,500	0	0.00%	0	2,500	0	0.00%	2,117	383	18.09%	2,269	
651000	Other Current Charges & Obligations	10,000	9,000	1,000	11.11%	6,440	9,000	1,000	11.11%	2,483	7,517	302.74%	8,541	
661500	Operating Supplies	350	350	0	0.00%	222	350	0	0.00%	224	126	56.25%	146	
662500	Promotional Items	1,500	1,500	0	0.00%	0	1,500	0	0.00%	0	1,500	100%	3,998	
665500	Operating Furniture, Fixtures and Equipment	1,000	1,000	0	0.00%	1,164	1,300	(300)	-23.08%	5,048	(4,048)	-80.19%	0	
670000	Dues & Memberships	50,900	38,550	12,350	32.04%	45,662	46,000	4,900	10.65%	32,519	18,381	56.52%	31,739	
671000	Books & Publications	1,600	500	1,100	220.00%	211	300	1,300	433.33%	1,970	(370)	-18.78%	432	
	<b>Total Services &amp; Mat'ls.</b>	<b>316,750</b>	<b>304,700</b>	<b>12,050</b>	<b>3.95%</b>	<b>192,239</b>	<b>339,649</b>	<b>(22,899)</b>	<b>-6.74%</b>	<b>303,738</b>	<b>13,012</b>	<b>4.28%</b>	<b>276,979</b>	
	<b>Department Total</b>	<b>1,004,505</b>	<b>744,572</b>	<b>258,301</b>	<b>34.69%</b>	<b>422,111</b>	<b>766,737</b>	<b>236,010</b>	<b>30.78%</b>	<b>766,955</b>	<b>236,493</b>	<b>30.84%</b>	<b>605,595</b>	

Comments:

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

**Finance**

**BASIC OPERATING BUDGET**

**FY 2020-2021**

Department #	40		

<b>New World Account Numbers</b>	<b>Description</b>	<b>Item Amount</b>	<b>Summary Amount</b>
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<b>PERSONNEL SERVICES</b>			
10.40.10.100.500000	Salaries	252,097	252,097
10.40.10.100.503000	Longevity	3,397	3,397
10.40.10.100.506000	Holiday Pay	650	650
10.40.10.100.507000	Auto Allowance	3,000	3,000
	<u>Benefits:</u>		123,379
10.40.10.100.510000	FICA Taxes	19,779	
10.40.10.100.511000	LGERS Retirement	25,958	
10.40.10.100.511200	401k	12,712	
10.40.10.100.520000	Medical	56,977	
10.40.10.100.522000	Dental	2,711	
10.40.10.100.523000	Vision	228	
10.40.10.100.524000	Life Insurance	1,138	
10.40.10.100.525000	Disability	2,244	
10.40.10.100.531000	Cell Phone Allowance	1,632	
			382,523

<b>OPERATING EXPENSES</b>			
10.40.10.100.600000	Professional Services - General		20,400
	Tyler Tech, GCR, Landrum Brown	8,000	
	Actuary Report-Retiree Health / LEO SSA	12,400	
10.40.10.100.607000	Auditing Services		36,950
	Annual Financial Audit	24,000	
	Audit - Major Programs	2,950	
	Parking Audit	10,000	
10.40.10.100.620000	Travel, Per Diem, Conference Registration		8,500
	Financial System Workshop/Conference	3,000	
	AAAE Conference - Savannah, GA - Sept 2020	2,500	
	ACI Conference	3,000	
10.40.10.100.621000	Training & Education		1,000
	CPE	1,000	
10.40.10.100.653000	Credit Card Fees & Bank Charges		55,600
	Credit Card Fees	1,500	
	Trustee Fees	4,100	
	Bank Charges & Trustee fees	50,000	
10.40.10.100.661500	Operating Supplies		1,000
	Check stock, Envelopes, W-2 forms, etc	1,000	
10.40.10.100.665500	Operating Furniture, Fixtures, Equipment and Software		500



GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

FINANCE

Fiscal Year 2020/2021

Variance Analysis

Acct #	Description	FY 2021 Budget	FY2020 Budget		FY2020 Estimated Actual				FY2019 Actual			FY 2018	
			FY 2020 Budget	Increase/Decrease Amount	Increase/Decrease Percent	FY 2020 Actual 6 Months	FY 2020 Estimate	Increase/Decrease Amount	Increase/Decrease Percent	FY 2019 Actual	Increase/Decrease Amount	Increase/Decrease Percent	FY 2018 Actual
500000	Salaries	252,097	255,160	(3,063)	-1.20%	118,955	237,910	14,187	5.96%	224,942	27,155	12.07%	214,968
503000	Longevity	3,397	3,133	264	8.43%	2,380	2,380	1,017	42.73%	1,112	2,285	205.49%	1,075
506000	Holiday Pay	650	650	0	0.00%	650	650	0	0.00%	650	0	0.00%	0
507000	Auto Allowance	3,000	2,400	600	25.00%	1,200	2,400	600	25.00%	2,400	600	25.00%	0
510000	FICA Taxes	19,779	18,310	1,469	8.02%	9,073	18,146	1,633	9.00%	17,001	2,778	16.34%	15,770
511000	LGERS retirement	25,958	18,979	6,979	36.77%	10,932	21,864	4,094	18.72%	17,422	8,536	49.00%	0
511200	401k	12,712	11,759	953	8.10%	6,067	12,134	578	4.76%	11,126	1,586	14.25%	10,561
520000	Medical	56,977	46,700	10,277	22.01%	24,795	49,590	7,387	14.90%	40,677	16,300	40.07%	40,049
522000	Dental	2,711	2,712	(1)	-0.04%	1,183	2,366	345	14.58%	2,793	(82)	-2.94%	2,353
523000	Vision Insurance	228	208	20	9.62%	98	196	32	16.33%	225	3	1.33%	218
524000	Life Insurance	1,138	1,082	56	5.18%	483	966	172	17.81%	794	344	43.32%	731
525000	Disability	2,244	2,067	177	8.56%	1,619	3,238	(994)	-30.70%	1,896	348	18.35%	1,488
531000	Cell Phone Allowance	1,632	1,632	0	0.00%	816	1,632	0	0.00%	1,632	0	0.00%	0
	Total Benefits	123,379	103,449	19,930	19.27%	55,066	110,132	13,247	12.03%	93,566	29,813	31.86%	71,170
	<b>Total Personal Services</b>	<b>382,523</b>	<b>364,792</b>	<b>17,731</b>	<b>4.86%</b>	<b>178,251</b>	<b>353,472</b>	<b>29,051</b>	<b>8.22%</b>	<b>322,670</b>	<b>59,853</b>	<b>20.84%</b>	<b>287,213</b>
600000	Professional Services - General	20,400	10,400	10,000	96.15%	581	10,400	10,000	96.15%	(416)	20,816	-5003.85%	1,674
607000	Auditors	36,950	23,650	13,300	56.24%	17,250	23,650	13,300	56.24%	15,100	21,850	144.70%	20,200
620000	Travel, Per Diem, Conference Registration	8,500	5,500	3,000	54.55%	(1,226)	5,500	3,000	54.55%	2,209	6,291	284.79%	2,500
621000	Training & Education	1,000	1,000	0	0.00%	514	1,000	0	0.00%	882	118	13.38%	543
653000	Bank Charges & Credit Card Fees	55,600	60,600	(5,000)	-8.25%	21,120	60,600	(5,000)	-8.25%	51,093	4,507	8.82%	91,141
661500	Operating Supplies	1,000	1,000	0	0.00%	0	1,000	0	0.00%	463	537	115.98%	617
665500	Operating Furniture, Fixtures and Equipment	500	500	0	0.00%	0	500	0	0.00%	472	28	5.93%	504
670000	Dues & Memberships	830	830	0	0.00%	0	830	0	0.00%	758	72	9.50%	745
671000	Books & Publications	300	300	0	0.00%	0	300	0	0.00%	0	300	100%	0
672000	Licenses & Certifications	120	120	0	0.00%	0	120	0	0.00%	120	0	0.00%	120
	<b>Total Services &amp; Mat'ls.</b>	<b>125,200</b>	<b>103,900</b>	<b>21,300</b>	<b>20.50%</b>	<b>38,239</b>	<b>103,900</b>	<b>21,300</b>	<b>20.50%</b>	<b>70,681</b>	<b>54,519</b>	<b>46.19%</b>	<b>118,044</b>
	<b>Department Total</b>	<b>507,723</b>	<b>468,692</b>	<b>39,031</b>	<b>8.33%</b>	<b>216,490</b>	<b>457,372</b>	<b>50,351</b>	<b>11.01%</b>	<b>393,351</b>	<b>114,372</b>	<b>28.22%</b>	<b>405,257</b>

Comments:





**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**GUEST SERVICES**  
**Fiscal Year 2020/2021**  
**Variance Analysis**

Acct #	Description	FY2020 Budget				FY2020 Estimated Actual				FY2019 Actual			FY 2018
		FY 2021 Budget	FY 2020 Budget	Increase/Decrease		FY 2020 Actual 6 Months	FY 2020 Estimate	Increase/Decrease		FY 2019 Actual	Increase/Decrease		FY 2018 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	165,395	165,652	(257)	-0.16%	79,488	158,976	6,419	4.04%	143,359	22,036	15.37%	128,365
500016	Longevity	2,349	1,685	664	39.41%	1,770	1,770	579	32.71%	1,685	664	39.41%	1,222
500020	Overtime	2,400	2,400	0	0.00%	1,899	2,400	0	0.00%	2,817	(417)	-14.80%	2,173
500023	Holiday Pay	1,516	1,516	0	0.00%	1,516	1,516	0	0.00%	1,516	0	0.00%	0
507000	Auto Allowance	3,000	3,000	0	0.00%	1,500	3,000	0	0.00%	2,500	500	20.00%	0
500050	FICA Taxes	13,361	12,762	599	4.69%	6,490	12,980	381	2.94%	11,429	1,932	16.90%	9,813
500070	LGERS retirement	10,732	8,078	2,654	32.85%	5,019	10,038	694	6.91%	7,363	3,369	45.76%	0
500080	401k	5,256	5,005	251	5.01%	2,785	5,570	(314)	-5.64%	4,700	556	11.83%	4,411
500160	Medical	25,594	24,376	1,218	5.00%	12,091	24,182	1,412	5.84%	20,089	5,505	27.40%	20,828
500260	Dental	783	783	0	0.00%	498	996	(213)	-21.39%	861	(78)	-9.06%	1,149
500265	Vision Insurance	152	139	13	9.35%	69	138	14	10.14%	153	(1)	-0.65%	141
500360	Life Insurance	521	512	9	1.76%	233	466	55	11.80%	384	137	35.68%	363
500460	Disability	825	787	38	4.83%	715	1,430	(605)	-42.31%	840	(15)	-1.79%	594
500500	Cell Phone Allowance	975	975	0	0.00%	488	976	(1)	-0.10%	975	0	0.00%	0
	Total Benefits	58,199	53,417	4,782	8.95%	28,388	56,776	1,423	2.51%	46,794	11,405	24.37%	37,299
	<b>Total Personal Services</b>	<b>232,859</b>	<b>227,670</b>	<b>5,189</b>	<b>2.28%</b>	<b>114,561</b>	<b>224,438</b>	<b>8,422</b>	<b>3.75%</b>	<b>198,671</b>	<b>34,188</b>	<b>17.21%</b>	<b>169,059</b>
641000	Temporary Help	0	0	0	100%	0	0	0	100%	0	0	100%	12,110
650000	Travel, Per Diem, Conference Registration	2,250	2,250	0	0.00%	0	2,250	0	0.00%	2,202	48	2.18%	2,224
651000	Training & Education	1,000	1,000	0	0.00%	0	1,000	0	0.00%	198	802	405.05%	153
730000	Printing & Binding	1,530	650	880	135.38%	0	650	880	135.38%	922	608	65.94%	1,021
740115	Employee/Tenant Appreciation	7,000	5,700	1,300	22.81%	853	5,700	1,300	22.81%	4,602	2,398	52.11%	805
750200	In Terminal Advertising	7,500	7,500	0	0.00%	678	7,500	0	0.00%	1,994	5,506	276.13%	7,636
771000	Operating Furniture, Fixtures and Equipment	350	350	0	0.00%	0	350	0	0.00%	1,416	(1,066)	-75.28%	96
771500	Uniforms	4,000	4,000	0	0.00%	26	4,000	0	0.00%	4,358	(358)	-8.21%	1,690
780100	Dues & Memberships	310	310	0	0.00%	115	310	0	0.00%	310	0	0.00%	35
	<b>Total Services &amp; Mat'ls.</b>	<b>23,940</b>	<b>21,760</b>	<b>2,180</b>	<b>10.02%</b>	<b>1,672</b>	<b>21,760</b>	<b>2,180</b>	<b>10.02%</b>	<b>16,002</b>	<b>7,938</b>	<b>49.61%</b>	<b>25,770</b>
	<b>Department Total</b>	<b>256,799</b>	<b>249,430</b>	<b>7,369</b>	<b>2.95%</b>	<b>116,233</b>	<b>246,198</b>	<b>10,602</b>	<b>4.31%</b>	<b>214,673</b>	<b>42,126</b>	<b>19.62%</b>	<b>194,829</b>

Comments



**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Information Technology**  
**BASIC OPERATING BUDGET**  
**FY 2020-2021**

Department #	60		

<b>New World Account Numbers</b>	<b>Description</b>	<b>Item Amount</b>	<b>Summary Amount</b>
<b>PERSONNEL SERVICES</b>			
10.60.10.100.500000	Salaries	392,329	392,329
10.60.10.100.503000	Longevity	4,850	4,850
10.60.10.100.506000	Holiday Pay	1,300	1,300
10.60.10.100.507000	Auto Allowance	3,000	3,000
	Benefits:		192,730
10.60.10.100.510000	FICA Taxes	30,669	
10.60.10.100.511000	LGERS retirement	40,507	
10.60.10.100.511200	401k	19,837	
10.60.10.100.520000	Medical	84,698	
10.60.10.100.522000	Dental	4,977	
10.60.10.100.523000	Vision	450	
10.60.10.100.524000	Life Insurance	1,948	
10.60.10.100.525000	Disability	3,455	
10.60.10.100.531000	Cell Phone Allowance	6,189	
			594,209
<b>OPERATING EXPENSES</b>			
10.60.10.100.600000	Professional Services - General		17,200
	Professional Services - Network Support	17,200	
10.60.10.100.606000	Website Maintenance		3,000
	Website Hosting and Support	3,000	
10.60.10.100.610000	Computer Technical Support		-
		-	
10.60.10.100.616000	Other Contractual Services		232,417
	APC - Battery Backup Maintenance Agreement	2,500	
	Barracuda - Network Backup Appliance Maintenance Agreement	74,500	
	Network Solutions - Domain Name / SSL Renewals	2,500	
	Internet Fax Service (3 lines)	330	
	VMWare - Annual Support Agreement (Production and DR)	14,000	
	Cisco - SmartNet Agreement (Network/Firewall/Telephone Equipment)	18,000	
	Adobe Creative Cloud (4 Subscriptions)	3,600	
	Adobe Acrobat Standard (Qty: 25)	4,700	
	GCR-Airport IQ	31,542	
	Image Solutions - Managed Print Service	3,400	
	KnowBefore - End User Security Training	2,100	
	AutoCad - Development and IT	1,600	
	Spatco - GasBoy Service Agreement	700	
	Solarwinds - Syslog / CatTools	600	
	Network Monitoring / Management Software	3,750	
	Remote Access Software - ScreenConnect - GARAA Network	300	
	Remote Access Software - LogMeIn - PCI Network	750	
	Smartsheets - SLA Management Software	600	
	Kimball - Call Recording Software Support Agreement	1,100	





**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Information Technology**  
**Fiscal Year 2020/2021**  
**Variance Analysis**

Acct #	Description	FY 2021 Budget	FY2020 Budget				FY2020 Estimated Actual				FY2019 Actual			FY 2018
			FY 2020 Budget	Increase/Decrease		FY 2020 Actual 6 Months	FY 2020 Estimate	Increase/Decrease		FY 2019 Actual	Increase/Decrease		FY 2018 Actual	
				Amount	Percent			Amount	Percent		Amount	Percent		
500000	Salaries	392,329	344,930	47,399	13.74%	154,427	317,143	75,186	23.71%	269,122	123,207	45.78%	236,247	
503000	Longevity	4,850	2,599	2,251	86.61%	1,509	2,599	2,251	86.61%	1,458	3,392	232.65%	2,707	
506000	Holiday Pay	1,300	1,083	217	20.04%	1,083	1,083	217	20.04%	866	434	50.12%	0	
507000	Auto Allowance	3,000	2,400	600	25.00%	1,200	2,400	600	25.00%	2,400	600	25.00%	0	
510000	FICA Taxes	30,669	25,583	5,086	19.88%	11,706	23,412	7,257	31.00%	20,003	10,666	53.32%	18,509	
511000	LGERS retirement	40,507	26,644	13,863	52.03%	13,980	27,960	12,547	44.87%	20,889	19,618	93.92%	0	
511200	401k	19,837	16,508	3,329	20.17%	7,753	15,506	4,331	27.93%	13,229	6,608	49.95%	12,231	
520000	Medical	84,698	84,972	(274)	-0.32%	27,106	58,469	26,229	44.86%	44,687	40,011	89.54%	36,070	
522000	Dental	4,977	4,586	391	8.53%	1,588	3,176	1,801	56.71%	3,486	1,491	42.77%	2,030	
523000	Vision Insurance	450	346	104	30.06%	157	314	136	43.31%	303	147	48.51%	238	
524000	Life Insurance	1,948	1,564	384	24.55%	700	1,400	548	39.14%	1,133	815	71.93%	1,029	
525000	Disability	3,455	2,769	686	24.77%	2,440	4,880	(1,425)	-29.20%	2,642	813	30.77%	1,739	
531000	Cell Phone Allowance	6,189	6,189	0	0.00%	2,801	5,602	587	10.48%	4,908	1,281	26.10%	0	
	Total Benefits	192,730	169,161	23,569	13.93%	68,231	140,719	52,011	36.96%	113,680	79,050	69.54%	71,846	
	<b>Total Personal Services</b>	<b>594,209</b>	<b>520,173</b>	<b>74,036</b>	<b>14.23%</b>	<b>226,450</b>	<b>463,944</b>	<b>129,678</b>	<b>27.95%</b>	<b>385,126</b>	<b>207,802</b>	<b>53.96%</b>	<b>310,800</b>	
600000	Professional Services - General	17,200	15,000	2,200	14.67%	4,375	15,000	2,200	14.67%	15,556	1,644	10.57%	9,118	
606000	Website Maintenance	3,000	3,500	(500)	-14.29%	0	1,000	2,000	200.00%	324	2,676	825.93%	0	
610000	Computer Tech. Support	0	18,000	(18,000)	-100.00%	1,320	18,000	(18,000)	-100.00%	20,959	(20,959)	-100.00%	14,405	
616000	Other Contractual Services	403,576	212,232	191,344	90.16%	121,881	187,047	216,529	115.76%	64,966	338,610	521.21%	118,912	
620000	Travel, Per Diem, Conference Registration	11,500	9,800	1,700	17.35%	1,522	5,000	6,500	130.00%	3,986	7,514	188.51%	7,502	
621000	Training & Education	10,000	4,500	5,500	122.22%	515	2,500	7,500	300.00%	3,190	6,810	213.48%	2,754	
702000	Telecommunications	58,000	56,450	1,550	2.75%	24,024	56,450	1,550	2.75%	74,587	(16,587)	-22.24%	80,421	
740000	Rentals and Leases	14,750	13,700	1,050	7.66%	7,173	13,700	1,050	7.66%	13,197	1,553	11.77%	12,409	
760000	General Repairs and Maintenance	20,000	19,000	38,200	201.05%	5,516	12,000	45,200	376.67%	24,266	32,934	135.72%	19,510	
661500	Operating Supplies	57,200	51,800	29,425	56.81%	18,768	41,800	39,425	94.32%	26,887	54,338	202.10%	41,807	
665500	Operating Furniture, Fixtures and Equipment	81,225	76,250	4,975	6.52%	41,488	76,250	4,975	6.52%	63,998	17,227	26.92%	85,931	
670000	Dues & Memberships	450	425	25	5.88%	160	425	25	5.88%	240	210	87.50%	300	
671000	Books & Publications	500	3,000	(2,500)	-83.33%	48	1,000	(500)	-50.00%	1,413	(913)	-64.61%	410	
	<b>Total Services &amp; Mat'ls.</b>	<b>677,401</b>	<b>483,657</b>	<b>254,969</b>	<b>52.72%</b>	<b>226,790</b>	<b>430,172</b>	<b>308,454</b>	<b>71.70%</b>	<b>313,569</b>	<b>425,057</b>	<b>135.55%</b>	<b>393,479</b>	
	<b>Department Total</b>	<b>1,271,610</b>	<b>1,003,830</b>	<b>329,005</b>	<b>32.77%</b>	<b>453,240</b>	<b>894,116</b>	<b>438,132</b>	<b>49.00%</b>	<b>698,695</b>	<b>632,859</b>	<b>90.58%</b>	<b>704,279</b>	

**Comments:**

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

**Information Technology**

**CAPITAL BUDGET / PERSONNEL REQUEST**

**FY 2020-2021**

**JUSTIFICATION SCHEDULE**

<input type="checkbox"/>	Capital Improvement		
<input type="checkbox"/>	Equipment and Small Capital Outlay	Fund	GARAA
<input type="checkbox"/>	Renewal and Replacement	Department Number	60
<input checked="" type="checkbox"/>	Personnel Request		

**DESCRIPTION & JUSTIFICATION**

Description	Amount
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Systems Technician	\$84,976
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The Airport has experienced significant growth in recent years. As a result, there is a need for additional staffing within the Information Technology Department to keep up with current workloads and future initiatives. The primary responsibilities of this new position would include support of the Airports LAN and DataCenter Equipment as well as Tier 2 Application Support. The recommended total salary cost for this position is \$84,976 / Pay Grade 5.

Salary	\$49,500
Benefits	\$35,476

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

**TITLE:**

**HIRE DATE:**











**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Marketing & Public Relations**  
**Fiscal Year 2020/2021**  
**Variance Analysis**

Acct #	Description	FY2020 Budget				FY2020 Estimated Actual				FY2019 Actual			FY 2018
		FY 2021 Budget	FY 2020 Budget	Increase/Decrease		FY 2020 Actual 6 Months	FY 2020 Estimate	Increase/Decrease		FY 2019 Actual	Increase/Decrease		FY 2018 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	212,622	215,757	(3,135)	-1.45%	102,196	204,392	8,230	4.03%	191,651	20,971	10.94%	149,672
503000	Longevity	4,546	3,093	1,453	46.98%	3,356	3,356	1,190	35.46%	2,164	2,382	110.07%	2,080
505000	Overtime	750	0	750	100%	0	0	750	100%	265	485	183.02%	0
506000	Holiday Pay	650	650	0	0.00%	650	650	0	0.00%	650	0	0.00%	0
507000	Auto Allowance	4,200	3,600	600	16.67%	1,800	3,600	600	16.67%	3,600	600	16.67%	0
510000	FICA Taxes	16,938	15,715	1,223	7.78%	8,133	16,266	672	4.13%	14,836	2,102	14.17%	11,466
511000	LGERS retirement	22,150	16,202	5,948	36.71%	9,510	19,020	3,130	16.46%	14,870	7,280	48.96%	0
511200	401k	10,847	10,038	809	8.06%	5,278	10,556	291	2.76%	9,542	1,305	13.68%	7,439
520000	Medical	33,727	32,121	1,606	5.00%	15,310	30,620	3,107	10.15%	24,930	8,797	35.29%	20,079
522000	Dental	2,085	2,085	0	0.00%	947	1,894	191	10.08%	2,296	(211)	-9.19%	1,467
523000	Vision Insurance	228	208	20	9.62%	103	206	22	10.68%	306	(78)	-25.49%	138
524000	Life Insurance	1,023	980	43	4.39%	444	888	135	15.20%	850	173	20.35%	504
525000	Disability	1,914	1,774	140	7.89%	1,610	3,220	(1,306)	-40.56%	2,104	(190)	-9.03%	1,051
531000	Cell Phone Allowance	2,607	2,607	0	0.00%	1,140	2,280	327	14.34%	2,477	130	5.25%	0
	<b>Total Benefits</b>	<b>91,519</b>	<b>81,730</b>	<b>9,789</b>	<b>11.98%</b>	<b>42,475</b>	<b>84,950</b>	<b>6,569</b>	<b>7.73%</b>	<b>72,211</b>	<b>19,308</b>	<b>26.74%</b>	<b>42,144</b>
	<b>Total Personal Services</b>	<b>314,287</b>	<b>304,830</b>	<b>9,457</b>	<b>3.10%</b>	<b>150,477</b>	<b>296,948</b>	<b>17,012</b>	<b>5.73%</b>	<b>270,541</b>	<b>43,616</b>	<b>16.12%</b>	<b>193,896</b>
600000	Professional Services - General	66,420	53,600	12,820	23.92%	69,900	69,900	(3,480)	-4.98%	37,500	28,920	77.12%	37,248
602000	Artwork and Creative Production	30,000	28,000	2,000	7.14%	17,768	21,000	9,000	42.86%	16,059	13,941	86.81%	41,502
603000	Surveys, Reports & Data	28,000	34,500	(6,500)	-18.84%	17,241	30,000	(2,000)	-6.67%	53,181	(25,181)	-47.35%	0
620000	Travel, Per Diem, Conference Registration	30,600	30,000	600	2.00%	12,275	30,600	0	0.00%	21,464	9,136	42.56%	20,638
621000	Training & Education	1,500	0	1,500	100%	0	0	1,500	100%	337	1,163	345.10%	297
702000	Telecommunications	640	640	0	0.00%	437	640	0	0.00%	586	54	9.22%	0
760000	General Repairs and Maintenance	1,200	1,200	0	0.00%	125	1,200	0	0.00%	1,556	(356)	-22.88%	1,141
630000	Printing & Binding	7,000	5,000	2,000	40.00%	483	6,000	1,000	16.67%	7,313	(313)	-4.28%	4,082
631000	Banners	0	0	0	100%	0	0	0	100%	0	0	100%	702
640000	Radio	22,000	22,000	0	0.00%	6,000	22,000	0	0.00%	67,660	(45,660)	-67.48%	34,925
641000	Billboards	32,500	32,500	0	0.00%	32,035	32,500	0	0.00%	12,512	19,988	159.75%	41,025
642000	Print	12,100	12,100	0	0.00%	7,994	12,100	0	0.00%	15,909	(3,809)	-23.94%	11,926
643000	TV	0	75,000	(75,000)	-100.00%	0	0	0	100%	19,600	(19,600)	-100.00%	106,929
644000	Web Advertising	140,950	63,750	77,200	121.10%	114,511	135,000	5,950	4.41%	66,088	74,862	113.28%	39,762
649000	Air Service Development	8,800	2,300	6,500	282.61%	9,017	9,017	(217)	-2.41%	3,409	5,391	158.14%	824
645000	Promotional Events/Sponsorships	1,500	1,500	0	0.00%	1,363	1,500	0	0.00%	860	640	74.42%	0
646000	Other Community Events/Exhibits/Sponsorships	92,450	56,300	36,150	64.21%	9,780	56,300	36,150	64.21%	82,557	9,893	11.98%	42,349
647000	Employee/Tenant Appreciation	4,500	3,250	1,250	38.46%	3,764	3,764	736	19.55%	4,368	132	3.02%	2,770
662000	Art Program	1,000	1,000	0	0.00%	2,946	2,946	(1,946)	-66.06%	731	269	36.80%	1,014
662500	Promotional Items	15,000	14,700	300	2.04%	7,908	14,700	300	2.04%	18,105	(3,105)	-17.15%	10,228
663000	Holiday Decorations	4,980	4,800	180	3.75%	1,498	2,500	2,480	99.20%	2,031	2,949	145.20%	4,116
665500	Operating Furniture, Fixtures and Equipment	5,848	2,560	3,288	128.44%	792	2,560	3,288	128.44%	8,004	(2,156)	-26.94%	128
670000	Dues & Memberships	4,125	3,715	410	11.04%	889	3,800	325	8.55%	4,564	(439)	-9.62%	5,350
671000	Books & Publications	9,328	1,750	7,578	433.03%	1,257	3,000	6,328	210.93%	3,057	6,271	205.14%	645
	<b>Total Services &amp; Mat'ls.</b>	<b>520,441</b>	<b>450,165</b>	<b>70,276</b>	<b>15.61%</b>	<b>317,983</b>	<b>461,027</b>	<b>59,414</b>	<b>12.89%</b>	<b>447,451</b>	<b>72,990</b>	<b>16.31%</b>	<b>407,601</b>
	<b>Department Total</b>	<b>834,728</b>	<b>754,995</b>	<b>79,733</b>	<b>10.56%</b>	<b>468,460</b>	<b>757,975</b>	<b>76,426</b>	<b>10.08%</b>	<b>717,992</b>	<b>116,606</b>	<b>16.24%</b>	<b>601,497</b>

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Operations**

**BASIC OPERATING BUDGET**

**FY 2020-2021**

Department #	80		
<b>New World Account Numbers</b>	<b>Description</b>	<b>Item Amount</b>	<b>Summary Amount</b>
<b>PERSONNEL SERVICES</b>			
10.80.15.100.500000	Salaries	1,582,640	1,582,640
10.80.15.100.503000	Longevity	17,743	17,743
10.80.15.100.505000	Overtime	45,000	45,000
10.80.15.100.506000	Holiday Pay	8,451	8,451
10.80.15.100.507000	Auto Allowance	3,000	3,000
	<u>Benefits:</u>		1,009,431
10.80.15.100.510000	FICA Taxes	126,622	
10.80.15.100.511000	LGERS retirement	167,704	
10.80.15.100.511200	401k	82,128	
10.80.15.100.520000	Medical	568,862	
10.80.15.100.522000	Dental	30,462	
10.80.15.100.523000	Vision	2,725	
10.80.15.100.524000	Life Insurance	9,584	
10.80.15.100.525000	Disability	17,267	
10.80.15.100.531000	Cell Phone Allowance	4,077	
			2,666,265
<b>OPERATING EXPENSES</b>			
10.80.15.100.608000	Temporary Help		30,000
	Temporary Help	30,000	
10.80.60.100.611000	Landscaping		9,420
	RAC Contract	9,420	
10.80.80.100.612000	Parking Management Contract		697,170
	Payroll, Benefits & Operating Expenses	625,921	
	Management Fee	71,249	
10.80.80.100.613000	Parking Management - Shuttle Service		396,206
	Shuttle Services	396,206	
10.80.15.100.616000	Other Contractual Services		198,293
	Automatic Door Contract	7,000	
	Uniform Cleaning & Mats (Maintenance & Janitori	19,000	
	Load Bank Generator Test	4,000	
	Fire Sprinkler Inspections/Backflow/Halation	6,500	
	Halon Fire Suppression Inspection	1,300	
	Waste Removal & Recycling	15,525	
	Pest Control	1,750	
	Window Washing	11,400	
	Lobby Plants	4,500	
	Loading Bridge Maintenance Contract	4,100	
	Wildlife Program	12,000	

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

**Operations**

**BASIC OPERATING BUDGET**

**FY 2020-2021**

Department #	80		
<b>New World Account Numbers</b>	<b>Description</b>	<b>Item Amount</b>	<b>Summary Amount</b>
	MSE Wall Monitoring	10,000	
	Wildlife Hazards Assessment Mgmt Plan Update	45,746	
	Garage Inspection	7,500	
	RAC Waste Removal and Recycling	3,400	
	RAC Pest Control	533	
	Rental Car Custodial	44,039	
10.80.20.100.616000	Other Contractual Services		100,000
	Runway Rubber Removal	100,000	
10.80.15.100.614000	Elevator Maintenance Contract		8,500
	Elevator Maintenance Contract	8,500	
10.80.15.100.615000	Fire Alarm Systems Contract		14,100
	Fire Alarm Systems-Infinity & Monitoring fees	1,000	
	Fire Alarm Systems-Siemens	13,100	
10.80.15.100.620000	Travel, Per Diem, Conference Registration		17,400
	SEC Annual Conference	2,500	
	NCAA Conference (2)	1,600	
	FAA Conference (2)	1,600	
	AAAE Conference	3,200	
	ARFF Vehicle Maintenance (Rosenbauer)	2,500	
	Annual Snow Symposium (2)	4,000	
	ASOCS 139 APP Conference	1,500	
	Business Meeting Expense	500	
10.80.15.100.621000	Training & Education		31,900
	Professional Development	500	
	AAAE	500	
	ASOS (2)	3,000	
	ACE (2)	6,000	
	Airfield Marking and Maintenance	20,000	
	AGTA Annual Conference	1,900	
	Electricity - All Locations		403,617
10.80.80.100.712500	Electricity Parking Garage		
	61 Terminal Dr	40,000	
10.80.15.100.715000	Electricity TA8918 Terminal 208		
	61 Terminal Dr (727 171 5729)	144,700	
10.80.15.100.710500	Electricity TH4698 Landside Restaurant & GRAA Storage areas		
	61 Terminal Dr (183 474 0183)	4,943	
	Airside Restaurant and Freezer	16,724	
10.80.20.100.714500	Electricity TR2714 DPS Bldg New		
	136 Wright Brother Way (640-377-9462)	20,000	
10.80.20.100.713000	Electricity TK0203 Maint Bldgs		
	15 Aviation Way (590 232 5728)	12,900	

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

**Operations**

**BASIC OPERATING BUDGET**

**FY 2020-2021**

Department #	80			
<b>New World Account Numbers</b>	<b>Description</b>	<b>Item Amount</b>	<b>Summary Amount</b>	
10.80.20.100.715500	Electricity W10456 Vgate-8AW 21 Aviation Way (798 342 2663)	450		
10.80.20.100.710000	Electricity S93746 GA Sewer Lift 1 Aviation Way (153 235 5813)	1,500		
10.80.20.100.712000	Electricity TF3027 480V TAFRDP 61 Terminal Dr (447 711 2884)	135,000		
	Electricity YK5320 Cargo Bldg 41 Terminal Dr (527 340 0993)	-		
10.80.60.100.711500	Electricity RAC CAM S83383 87 Rental Car Dr (319 694 7927)	12,400		
10.80.80.100.711000	Electricity TH6583 WBW St Light Wright Brothers Way (317 794 7458)	7,000		
10.80.80.100.713500	Electricity YT5631 LowerOverflow (606 016 2549)	3,000		
10.80.20.100.714000	Electricity TJ0142 134 Wright Brothers Way (635 739 7972)	5,000		
	Natural Gas - All Locations			51,000
10.80.15.100.721500	Nat Gas 635822 Terminal 61 Terminal Dr (3-1981-0349-9500)	24,000		
10.80.20.100.721000	Nat Gas 568135 Operations Office Bldg A (East) 15 Aviation Way (2-2100-7146-7120)	12,000		
10.80.20.100.722000	Nat Gas 446155 Main Bldg B (West) 15 Aviation Way (8-1981-0349-9521)	5,500		
10.80.20.100.720000	Nat Gas 508999/509070 DPS Bldg New 136 Wright Brothers Way (2-2101-0054-6410)	6,000		
10.80.20.100.720500	Nat Gas 134 Wright Brothers Way (2-21010-1438-6501)	3,500		
	Water - All Locations			90,500
10.80.15.100.733000	Water 11946022/12642942 Term 61 Terminal Dr (2111887-1140018)	45,000		
10.80.20.100.731000	Water - Deicing Truck Water Station 61 Terminal Dr (2111887-103231)	2,000		
	Water 47313873 Maint Bldg A E 15 Aviation Way (2111879-1339978)	-		
10.80.20.100.730000	Water 102059 Public Saf Bldg-New (211887/102059) 136 Wright Brothers Way (1264268/13942887)	4,800		
	Water 12439009 Air Cargo Bldg 41 Terminal Dr (2111885-1140008)	-		
10.80.20.100.733500	Water 11459507/70162311 New Maint Bldg (East) 15 Aviation Way (2111887-1580708)	6,000		

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

**Operations**

**BASIC OPERATING BUDGET**

**FY 2020-2021**

Department #	80			
<b>New World Account Numbers</b>	<b>Description</b>	<b>Item Amount</b>	<b>Summary Amount</b>	
10.80.60.100.734000	Water 11946005/70182576 RAC 65 Rental Car Dr (2293169-1587918)	28,500		
10.80.80.100.731500	Water 1013844 Toll Plaza Office 70 Terminal Dr	1,500		
10.80.80.100.732000	Water Garage (2111887/104501) 61 Terminal Dr	1,200		
10.80.20.100.732500	Water (2111887/1139948) 134 Wright Brothers Way	1,500		
10.80.15.100.761000	Terminal, Buildings and Grounds		203,000	
	Terminal, Building & Grounds General Repairs	22,000		
	Hardware/Equipment	12,000		
	Forbo Replacement	5,000		
	Terminal & Grounds Lighting Fixtures and Bulbs	12,000		
	Baggage Belts	5,000		
	Equipment Rental	3,000		
	Roofing Maintenance	5,000		
	HVAC Repairs	11,000		
	Lime, Fertilizer, Mulch & Plants	13,000		
	Loading Bridges, PC Air/GPU's	13,000		
	RAC Light Poles, Fencing, Backflow/Fire Line & Bt	11,000		
	RAC - Misc Repairs - Facility	50,000		
	Light Poles, Fencing	5,000		
	Crosswalk Sealing (1)	10,000		
	Sewer Cleanout & Repair	4,000		
	Pavement Maintenance Program	13,000		
	Rental Homes, Advantage West, DPS, CAP, & WN	9,000		
10.80.15.100.770500	Permits, Licenses & Fees		1,000	
	Permits, Licenses & Fees	1,000		
10.80.20.100.770000	Vehicles and Heavy Equipment		80,000	
	Airfield Vehicles & Heavy Equipment	55,000		
	Landside Vehicles & Heavy Equipment	20,000		
	Authority Vehicle Tax & Tags	5,000		
10.80.20.100.771000	Airport and Airfield Equipment		15,000	
	Airfield Lighting, Runway Painting, & Electrical Va	15,000		
10.80.15.100.630000	Printing & Binding		2,500	
	Printing & Binding, Forms/Permits/	2,500		
10.80.15.100.647000	Employee/Tenant Appreciation		600	
	Employee/Conference Hosting/Snow Team Food	600		
10.80.15.100.660000	Vehicle Fuel		35,000	
	Vehicle Fuel	35,000		





GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

Operations  
Fiscal Year 2020/2021  
Variance Analysis

Acct #	Description	FY 2021 Budget	FY2020 Budget		FY2020 Estimated Actual				FY2019 Actual			FY 2018 Actual	
			FY 2020 Budget	Increase/Decrease Amount	Increase/Decrease Percent	FY 2020 Actual 6 Months	FY 2020 Estimate	Increase/Decrease Amount	Increase/Decrease Percent	FY 2019 Actual	Increase/Decrease Amount		Increase/Decrease Percent
500000	Salaries	1,582,640	1,266,336	316,304	24.98%	577,045	1,158,149	424,491	36.65%	1,018,520	564,120	55.39%	998,794
503000	Longevity	17,743	14,357	3,386	23.58%	5,316	14,357	3,386	23.58%	16,701	1,042	6.24%	12,806
505000	Overtime	45,000	45,000	0	0.00%	15,858	45,000	0	0.00%	54,144	(9,144)	-16.89%	38,188
506000	Holiday Pay	8,451	6,064	2,387	39.36%	5,847	5,847	2,604	44.54%	5,414	3,037	56.10%	0
507000	Auto Allowance	3,000	2,400	600	25.00%	1,200	2,400	600	25.00%	2,400	600	25.00%	0
510000	FICA Taxes	126,622	95,976	30,646	31.93%	44,351	88,702	37,920	42.75%	85,741	40,881	47.68%	78,398
511000	LGERS retirement	167,704	100,156	67,548	67.44%	54,710	109,420	58,284	53.27%	120,690	47,014	38.95%	604
511200	401k	82,128	62,055	20,073	32.35%	29,758	59,516	22,612	37.99%	56,477	25,651	45.42%	53,274
520000	Medical	568,862	388,098	180,764	46.58%	155,514	311,028	257,834	82.90%	254,018	314,844	123.95%	264,507
522000	Dental	30,462	24,730	5,732	23.18%	8,096	16,192	14,270	88.13%	18,463	11,999	64.99%	15,258
523000	Vision Insurance	2,725	1,944	781	40.17%	912	1,824	901	49.40%	2,223	502	22.58%	1,535
524000	Life Insurance	9,584	6,779	2,805	41.38%	3,180	6,360	3,224	50.69%	5,578	4,006	71.82%	4,359
525000	Disability	17,267	10,515	6,752	64.21%	8,339	16,678	589	3.53%	11,145	6,122	54.93%	7,464
531000	Cell Phone Allowance	4,077	4,077	0	0.00%	2,507	5,014	(937)	-18.69%	5,159	(1,082)	-20.97%	0
	Total Benefits	1,009,431	694,330	315,101	45.38%	307,367	614,734	394,697	64.21%	561,894	447,537	79.65%	425,399
	<b>Total Personal Services</b>	<b>2,666,265</b>	<b>2,028,487</b>	<b>637,778</b>	<b>31.44%</b>	<b>912,633</b>	<b>1,840,487</b>	<b>826,715</b>	<b>44.92%</b>	<b>1,656,673</b>	<b>1,010,674</b>	<b>61.01%</b>	<b>1,475,187</b>
608000	Temporary Help	30,000	50,000	(20,000)	-40.00%	0	20,000	10,000	50.00%	0	30,000	100%	36,362
611000	Landscaping	9,420	9,420	0	0.00%	9,420	9,420	0	0.00%	9,420	0	0.00%	9,759
612000	Parking Management Contract	697,170	567,237	129,933	22.91%	264,036	567,237	129,933	22.91%	439,710	257,460	58.55%	510,370
613000	Parking Management - Shuttle	396,206	385,257	10,949	2.84%	13,911	225,000	171,206	76.09%	0	396,206	100%	318,020
616000	Other Contractual Services	298,293	140,847	157,446	111.79%	87,658	148,804	149,489	100.46%	145,923	152,370	104.42%	68,208
614000	Elevator Maintenance Contract	8,500	7,000	1,500	21.43%	8,040	8,040	460	5.72%	7,425	1,075	14.48%	2,609
615000	Fire Alarm Systems Contract	14,100	14,100	0	0.00%	12,116	16,400	(2,300)	-14.02%	13,403	697	5.20%	19,337
620000	Travel, Per Diem, Conference Registration	17,400	16,100	1,300	8.07%	0	16,100	1,300	8.07%	12,318	5,082	41.26%	11,009
621000	Training & Education	31,900	13,400	18,500	138.06%	3,246	13,400	18,500	138.06%	1,328	30,572	2302.11%	4,457
702000	Telecommunications	0	0	0	100%	745	745	(745)	-100.00%	801	(801)	-100.00%	560
0	Rentals and Leases	0	0	0	100%	0	0	0	100%	0	0	100%	8,000
710000	Electricity - All	403,617	405,367	(1,750)	-0.43%	157,467	347,345	56,272	16.20%	330,578	73,039	22.09%	305,524
720000	Natural Gas - All	51,000	54,200	(3,200)	-5.90%	6,948	14,750	36,250	245.76%	39,089	11,911	30.47%	35,001
730000	Water - All	90,500	80,300	10,200	12.70%	44,598	68,722	21,778	31.69%	83,167	7,333	8.82%	71,821
761000	Terminal, Buildings and Grounds	203,000	151,500	51,500	33.99%	73,865	145,000	58,000	40.00%	169,176	33,824	19.99%	195,816
770500	Permits, Licenses & Fees	1,000	1,000	0	0.00%	850	850	150	17.65%	0	1,000	100%	0
770000	Vehicles and Heavy Equipment	80,000	69,500	10,500	15.11%	47,483	45,027	34,973	77.67%	226,508	(146,508)	-64.68%	39,617
771000	Airport and Airfield Equipment	15,000	11,000	4,000	36.36%	5,334	5,488	9,512	173.32%	75,454	(60,454)	-80.12%	6,836
630000	Printing & Binding	2,500	2,500	0	0.00%	1,235	1,500	1,000	66.67%	823	1,677	203.77%	1,896
647000	Employee/Tenant Appreciation	600	600	0	0.00%	145	600	0	0.00%	899	(299)	-33.26%	581
660000	Vehicle Fuel	35,000	40,000	(5,000)	-12.50%	20,504	33,500	1,500	4.48%	26,230	8,770	33.43%	50,686
661000	Shop Supplies	3,000	3,000	0	0.00%	624	3,000	0	0.00%	2,480	520	20.97%	3,034
661500	Operating Supplies	26,000	24,000	2,000	8.33%	13,278	20,000	6,000	30.00%	32,386	(6,386)	-19.72%	16,851
663500	Chemicals & Safety	74,600	74,600	0	0.00%	1,209	35,000	39,600	113.14%	50,706	23,894	47.12%	3,580
664000	Small Tools and Equipment	7,500	5,000	2,500	50.00%	3,222	5,000	2,500	50.00%	10,525	(3,025)	-28.74%	4,974
664500	Custodial Supplies	34,800	26,500	8,300	31.32%	23,731	32,000	2,800	8.75%	33,929	871	2.57%	8,544
665000	Custodial Consumables	63,000	51,000	12,000	23.53%	33,518	60,000	3,000	5.00%	43,451	19,549	44.99%	40,608
665500	Operating Furniture, Fixtures and Equipment	4,500	4,500	0	0.00%	13,366	13,366	(8,866)	-66.33%	1,866	2,634	141.16%	1,639
666500	Uniforms	7,400	8,400	(1,000)	-11.90%	1,871	8,400	(1,000)	-11.90%	7,181	219	3.05%	3,063
670000	Dues & Memberships	2,125	2,125	0	0.00%	580	2,575	(450)	-17.48%	665	1,460	219.55%	430
671000	Books & Publications	500	500	0	0.00%	0	300	200	66.67%	0	500	100%	0
672000	Licenses & Certifications	1,160	1,160	0	0.00%	160	1,000	160	16.00%	0	1,160	100%	0
	<b>Total Services &amp; Mat'ls.</b>	<b>2,609,791</b>	<b>2,220,113</b>	<b>389,678</b>	<b>17.55%</b>	<b>849,160</b>	<b>1,868,569</b>	<b>741,222</b>	<b>39.67%</b>	<b>1,765,441</b>	<b>844,350</b>	<b>47.83%</b>	<b>1,779,192</b>
	<b>Department Total</b>	<b>5,276,056</b>	<b>4,248,600</b>	<b>1,027,456</b>	<b>24.18%</b>	<b>1,761,793</b>	<b>3,709,056</b>	<b>1,567,937</b>	<b>42.27%</b>	<b>3,422,114</b>	<b>1,855,024</b>	<b>54.21%</b>	<b>3,254,379</b>

Comments:



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

**Operations**

**CAPITAL BUDGET / PERSONNEL REQUEST**  
**FY 2020-2021**

**JUSTIFICATION SCHEDULE**

<input type="checkbox"/>	Capital Improvement		
<input type="checkbox"/>	Equipment and Small Capital Outlay	Fund	GARAA
<input type="checkbox"/>	Renewal and Replacement	Department Number	80
<input checked="" type="checkbox"/>	Personnel Request		

**DESCRIPTION & JUSTIFICATION**

<b>Description</b>	<b>Amount</b>
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Additional Maintenance Personnel	\$ 429,176
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Requesting to add 5 people to the maintenance staff. The additional employees would allow the airport to expand maintenance coverage to 6 or 7 days a week, depending upon what we determine to be the staffing level over the weekend time frame. The additional staff would also allow the airport to bring in house some of the maintenance responsibilities at the rental car consolidated facility. Positions requested would include a Facility Superintendent to oversee both Maintenance and Custodial, an HVAC tech to allow 6 or 7 day coverage, and also maintain the consolidated rental car facilities. The other 3 positions would include a mechanic or mechanic helper to expand services, a facility tech to maintain and operate energy saving features anticipated with the construction of new terminal facilities, and a Maintenance Tech to assist with general maintenance of airport buildings and grounds. The anticipated annual cost would be approximately \$429,176.00 which would break down to approximately \$251,000.00 for payroll and \$178,176.00 for benefits.

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

**TITLE:** HVAC Tech, Mechanic, Maintenance Tech, Facility Tech

**HIRE DATE:** 1-Jul-20

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

**Operations**

**CAPITAL BUDGET / PERSONNEL REQUEST**  
**FY 2020-2021**

**JUSTIFICATION SCHEDULE**

<input type="checkbox"/>	Capital Improvement		
<input type="checkbox"/>	Equipment and Small Capital Outlay	Fund	GARAA
<input type="checkbox"/>	Renewal and Replacement	Department Number	<b>80</b>
<input checked="" type="checkbox"/>	Personnel Request		

**DESCRIPTION & JUSTIFICATION**

Description	Amount
Additional Operations Personnel	\$ 366,520

Operations is requesting to add 5 people to accommodate 24/7 schedule. The additional personnel would allow consistency in the comm center and in Federal Aviation Administration regulatory requirements. The 5 people would be entry level OPS Technicians. Total additional personnel cost would be approximately \$366,520.00 of which \$200,000.00 would be salary and the balance, \$166,520.00 would be allocated to benefits.

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

**TITLE:** Operations Tech (5)

**HIRE DATE:** 1-Jul-20

<b>GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY</b>			
<b>ASHEVILLE REGIONAL AIRPORT</b>			
<b>Planning</b>			
<b>BASIC OPERATING BUDGET</b>			
<b>FY 2020-2021</b>			
-			
Department #	20		
<b>New World</b>	<b>Description</b>	<b>Item</b>	<b>Summary</b>
<b>Account Numbers</b>		<b>Amount</b>	<b>Amount</b>
<b>PERSONNEL SERVICES</b>			
10.20.10.100.500000	Salaries	153,858	243,557
10.20.75.100.500000	Salaries - Safety	89,699	
10.20.10.100.503000	Longevity	1,489	4,493
10.20.75.100.503000	Longevity - Safety	3,004	
10.20.10.100.505000	Overtime	500	500
10.20.10.100.506000	Holiday Pay	433	650
10.20.75.100.506000	Holiday Pay - Safety	217	
10.20.10.100.507000	Auto Allowance	-	-
10.20.75.100.507100	Rewards Program - Safety	500	500
	<b>Benefits:</b>		116,291
10.20.10.100.510000	FICA Taxes	11,955	
10.20.75.100.510000	FICA Taxes - Safety	7,108	
10.20.10.100.511000	LGERS Retirement	15,788	
10.20.75.100.511000	LGERS Retirement - Safety	9,429	
10.20.10.100.511200	401k	7,732	
10.20.75.100.511200	401k - Safety	4,617	
10.20.10.100.520000	Medical	33,057	
10.20.75.100.520000	Medical - Safety	17,509	
10.20.10.100.522000	Dental	1,694	
10.20.75.100.522000	Dental - Safety	705	
10.20.10.100.523000	Vision	152	
10.20.75.100.223000	Vision - Safety	76	
10.20.10.100.524000	Life Insurance	696	
10.20.75.100.524000	Life Insurance - Safety	399	
10.20.10.100.525000	Disability	1,307	
10.20.75.100.525000	Disability - Safety	803	
10.20.10.100.531000	Cell Phone Allowance	1,632	
10.20.75.100.531000	Cell Phone Allowance - Safety	1,632	
			365,991
<b>OPERATING EXPENSES</b>			
10.20.10.100.600000	Professional Services - General		70,000
	Surveys, Reports, Consultant Svcs, Misc.	35,000	
	Annual RCP Pipe Inspection & Report	35,000	
10.20.10.100.620000	Travel, Per Diem, Conference Registration		8,800
	NCAA Annual Conference	800	
	FAA & Other Meetings	1,500	
	Business Meeting Expenses	500	
	Airport Planning, Design, Const Symposium	2,500	
	Advanced ASOS	1,500	

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Planning**  
**BASIC OPERATING BUDGET**  
**FY 2020-2021**

-				
Department #	20			
<b>New World Account Numbers</b>	<b>Description</b>	<b>Item Amount</b>	<b>Summary Amount</b>	
	Project Mgt Institute Conference	2,000		
10.20.10.100.621000	Training & Education		3,000	
	Professional Development (ADA/DBE/Misc. Cert.)	2,000		
	Project Mgt Professional Cert	1,000		
10.20.10.100.702000	Telecommunications/Online Services		-	
	Internet Broadband Services	-		
10.20.10.100.630000	Printing & Binding		-	
	Development Marketing Materials & Supplies	-		
10.20.10.100.661500	Operating Supplies		500	
	General Supplies	500		
10.20.10.100.665500	Operating Furniture, Fixtures, Equipment and Software		750	
	Greater than \$100 & up to \$5,000			
	Operating Furniture, Fixtures, Equip up to \$5K	750		
10.20.10.100.670000	Dues & Memberships		800	
	AAAE	275		
	SEC - AAAE	35		
	NCAA	40		
	DBE, ADA & Other	300		
	PMI	150		
<b>SAFETY</b>				
10.20.75.100.620000	Travel, Per Diem, Conference Registration		3,800	
	Confined Space	800		
	Fall Protection	400		
	Hazard Communication	400		
	Job Safety Analysis	550		
	OSHA - 10 Hour General Industry	1,100		
	Safety Inspections	550		
10.20.75.100.621000	Training and Education		1,720	
	Professional Development	500		
	Supervisor Safety Development Program	920		
	Training Materials	300		
10.20.75.100.661500	Operating Supplies		250	
	Safety Glasses, Vests, etc.	250		
10.20.75.100.670000	Dues and Memberships		925	
	Family Safety and Health Magazine (All Employees)	400		
	National Safety Council	450		
	NCAA	40		
	SEC-AAAAE	35		
			90,545	
			456,536	

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

Planning

Fiscal Year 2020/2021

Variance Analysis

Acct #	Description	FY2020 Budget				FY2020 Estimated Actual				FY2019Actual			FY 2018
		FY 2021 Budget	FY 2020 Budget	Increase/Decrease		FY 2020 Actual 6 Months	FY 2020 Estimate	Increase/Decrease		FY 2019 Actual	Increase/Decrease		FY 2018 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	243,557	317,348	(73,791)	-23.25%	135,353	276,059	(32,502)	-11.77%	264,213	(20,656)	-7.82%	256,673
500016	Longevity	4,493	4,101	392	9.56%	1,489	4,101	392	9.56%	7,003	(2,510)	-35.84%	6,259
500020	Overtime	500	500	0	0.00%	0	500	0	0.00%	0	500	100%	0
500023	Holiday Pay	650	650	0	0.00%	636	636	14	2.20%	636	14	2.20%	0
507000	Auto Allowance	0	5,400	(5,400)	-100.00%	2,700	5,400	(5,400)	-100.00%	5,400	(5,400)	-100.00%	0
507100	Rewards Program	500											
500050	FICA Taxes	19,063	22,807	(3,744)	-16.42%	9,524	19,048	15	0.08%	20,494	(1,431)	-6.98%	19,654
500070	LGERS retirement	25,217	23,535	1,682	7.15%	12,330	24,660	557	2.26%	22,548	2,669	11.84%	0
500080	401k	12,349	14,582	(2,233)	-15.31%	6,842	13,684	(1,335)	-9.76%	13,543	(1,194)	-8.82%	12,956
500160	Medical	50,566	53,273	(2,707)	-5.08%	21,186	45,759	4,807	10.51%	39,142	11,424	29.19%	40,720
500260	Dental	2,399	2,996	(597)	-19.93%	1,113	2,226	173	7.77%	2,242	157	7.00%	2,087
500265	Vision Insurance	228	208	20	9.62%	90	180	48	26.67%	234	(6)	-2.56%	213
500360	Life Insurance	1,095	1,026	69	6.73%	539	1,078	17	1.58%	982	113	11.51%	890
500460	Disability	2,110	1,905	205	10.76%	1,867	3,734	(1,624)	-43.49%	3,141	(1,031)	-32.82%	1,996
500500	Cell Phone Allowance	3,264	3,264	0	0.00%	1,150	2,300	964	41.91%	3,138	126	4.02%	0
	Total Benefits	116,291	123,596	(7,305)	-5.91%	54,641	112,669	3,622	3.21%	105,464	10,827	10.27%	78,516
	<b>Total Personal Services</b>	<b>365,991</b>	<b>451,595</b>	<b>(86,104)</b>	<b>-19.07%</b>	<b>194,819</b>	<b>399,365</b>	<b>(34,838)</b>	<b>-8.72%</b>	<b>382,716</b>	<b>(17,225)</b>	<b>-4.50%</b>	<b>341,448</b>
604000	Professional Services - General	70,000	25,000	45,000	180.00%	34,771	34,771	35,229	101.32%	209,587	(139,587)	-66.60%	9,981
620000	Travel, Per Diem, Conference Registration	8,800	18,400	(9,600)	-52.17%	5,653	18,400	(9,600)	-52.17%	19,275	(10,475)	-54.35%	26,024
621000	Training & Education	3,000	2,000	1,000	50.00%	1,296	2,000	1,000	50.00%	4,895	(1,895)	-38.71%	1,078
662000	Telecommunications	0	560	(560)	-100.00%	190	560	(560)	-100.00%	494	(494)	-100.00%	480
630000	Printing & Binding	0	0	0	100%	0	0	0	100%	0	0	100%	501
661500	Operating Supplies	500	500	0	0.00%	278	500	0	0.00%	579	(79)	-13.64%	168
771000	Operating Furniture, Fixtures and Equipment	750	500	250	50.00%	0	500	250	50.00%	3,916	(3,166)	-80.85%	0
670000	Dues & Memberships	800	650	150	23.08%	550	650	150	23.08%	1,695	(895)	-52.80%	1,650
	<b>Safety</b>												
620000	Travel, Per Diem, Conference Registration	3,800											
621000	Training & Education	1,720											
630000	Printing & Binding	0											
661500	Operating Supplies	250											
670000	Dues & Memberships	925											
	<b>Total Services &amp; Mat'ls.</b>	<b>90,545</b>	<b>47,610</b>	<b>36,240</b>	<b>76.12%</b>	<b>42,738</b>	<b>57,381</b>	<b>26,469</b>	<b>46.13%</b>	<b>240,441</b>	<b>(156,591)</b>	<b>-65.13%</b>	<b>39,882</b>
	<b>Department Total</b>	<b>456,536</b>	<b>499,205</b>	<b>(49,864)</b>	<b>-9.99%</b>	<b>237,557</b>	<b>456,746</b>	<b>(8,369)</b>	<b>-1.83%</b>	<b>623,157</b>	<b>(173,816)</b>	<b>-27.89%</b>	<b>381,330</b>

Comments:





**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**PROPERTIES & CONTRACTS**  
 Fiscal Year 2020/2021  
 Variance Analysis

Acct #	Description	FY 2021 Budget	FY2020 Budget		FY2020 Estimated Actual				FY2019 Actual			FY 2018	
			FY 2020 Budget	Increase/Decrease Amount	Increase/Decrease Percent	FY 2020 Actual 6 Months	FY 2020 Estimate	Increase/Decrease Amount	Increase/Decrease Percent	FY 2019 Actual	Increase/Decrease Amount	Increase/Decrease Percent	FY 2018 Actual
500000	Salaries	102,245	102,332	(87)	-0.09%	52,101	105,466	(3,221)	-3.05%	0	102,245	100%	0
503000	Longevity	0	0	0	100%	0	0	0	100%	0	0	100%	0
506000	Holiday Pay	217	217	0	0.00%	217	217	0	0.00%	0	217	100%	0
507000	Auto Allowance	3,000	2,400	600	25.00%	1,200	2,400	600	25.00%	0	3,000	100%	0
510000	FICA Taxes	8,022	7,856	166	2.11%	3,932	7,864	158	2.01%	0	8,022	100%	0
511000	LGERS retirement	10,407	8,069	2,338	28.98%	4,423	8,846	1,561	17.65%	0	10,407	100%	0
511200	401k	5,096	5,000	96	1.92%	2,454	4,908	188	3.83%	0	5,096	100%	0
520000	Medical	23,968	22,325	1,643	7.36%	10,757	21,912	2,056	9.38%	0	23,968	100%	0
522000	Dental	1,302	1,302	0	0.00%	592	1,184	118	9.97%	0	1,302	100%	0
523000	Vision Insurance	76	69	7	10.14%	35	70	6	8.57%	0	76	100%	0
524000	Life Insurance	383	383	0	0.00%	198	396	(13)	-3.28%	0	383	100%	0
525000	Disability	828	828	0	0.00%	824	1,648	(820)	-49.76%	0	828	100%	0
531000	Cell Phone Allowance	1,632	1,632	0	0.00%	690	1,380	252	18.26%	0	1,632	100%	0
	Total Benefits	51,714	47,464	4,250	8.95%	23,905	48,208	3,506	7.27%	0	51,714	100%	0
	<b>Total Personal Services</b>	<b>157,176</b>	<b>152,413</b>	<b>4,763</b>	<b>3.13%</b>	<b>77,423</b>	<b>156,291</b>	<b>885</b>	<b>0.57%</b>	<b>0</b>	<b>157,176</b>	<b>N/A</b>	<b>0</b>
600000	Professional Services - General	45,000	10,000	35,000	350.00%	11,600	39,600	5,400	13.64%	0	45,000	100%	0
616000	Contractual Services	0	0	0	100%	0	0	0	100%	0	0	100%	0
620000	Travel, Per Diem, Conference Registration	15,000	17,500	(2,500)	-14.29%	3,115	14,500	500	3.45%	0	15,000	100%	0
621000	Training & Education	2,500	5,000	(2,500)	-50.00%	0	0	2,500	100%	0	2,500	100%	0
630000	Printing & Binding	5,000	10,000	(5,000)	-50.00%	958	10,000	(5,000)	-50.00%	0	5,000	100%	0
650000	Legal Notices & Placements	10,000	5,000	5,000	100.00%	0	2,500	7,500	300.00%	0	10,000	100%	0
661500	Operating Supplies	500	0	500	100%	0	0	500	100%	0	500	100%	0
665500	Operating Furniture, Fixtures and Equipment	0	0	0	100%	0	0	0	100%	0	0	100%	0
670000	Dues & Memberships	350	350	0	0.00%	0	350	0	0.00%	0	350	100%	0
671000	Books & Publications	1,000	1,000	0	0.00%	650	650	350	53.85%	0	1,000	100%	0
	<b>Total Services &amp; Mat'ls.</b>	<b>79,350</b>	<b>48,850</b>	<b>30,500</b>	<b>62.44%</b>	<b>16,323</b>	<b>67,600</b>	<b>11,750</b>	<b>17.38%</b>	<b>0</b>	<b>79,350</b>	<b>N/A</b>	<b>0</b>
	<b>Department Total</b>	<b>236,526</b>	<b>201,263</b>	<b>35,263</b>	<b>17.52%</b>	<b>93,746</b>	<b>223,891</b>	<b>12,635</b>	<b>5.64%</b>	<b>0</b>	<b>236,526</b>	<b>N/A</b>	<b>0</b>

**Comments:**



**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Public Safety**  
**BASIC OPERATING BUDGET**  
**FY 2020-2021**

New World Account Numbers		Item	Summary
		Amount	Amount
<b>PERSONNEL SERVICES</b>			
10.90.20.100.500000	Salaries	1,081,734	1,081,734
10.90.20.100.503000	Longevity	12,403	12,403
10.90.20.100.505000	Overtime	68,000	68,000
10.90.20.100.506000	Holiday Pay	4,765	4,765
10.90.20.100.507000	Auto Allowance	3,000	3,000
10.90.20.100.511300	LEO Special Separation Allowance	14,707	14,707
	<u>Benefits:</u>		742,469
10.90.20.100.510000	FICA Taxes	89,475	
10.90.20.100.511000	LGERS retirement	126,559	
10.90.20.100.511200	401k	58,055	
10.90.20.100.520000	Medical	417,282	
10.90.20.100.522000	Dental	23,472	
10.90.20.100.523000	Vision	1,590	
10.90.20.100.524000	Life Insurance	6,526	
10.90.20.100.525000	Disability	17,143	
10.90.20.100.531000	Cell Phone Allowance	2,367	
			1,927,078
<b>OPERATING EXPENSES</b>			
10.90.20.100.616000	Other Contractual Services		11,110
	Police Info Computer (NCIC) & Mobile Data	1,200	
	Fire Extinguisher Service	6,300	
	SCBA Inspection	1,100	
	AED Inspection	660	
	SCBA Compressor Testing	1,500	
	Range Membership	350	
10.90.20.100.620000	Travel, Per Diem, Conference Registration		19,500
	AAAE Chief's Conference	2,500	
	ARFF Working Group	2,500	
	NC Assoc. Chief's of Police	800	
	Business Meeting Expenses	500	
	AAAE Emergency Preparedness Conference	2,500	
	AAAE Annual Conference	3,200	
	ALEAN Conference - Spring and Fall (3)	7,500	
10.90.20.100.621000	Training & Education		15,600
	FAR 139 Compliance (Live burn, drills, etc)	13,000	
	Professional Development (1000 Airport Master Firefighte	1,600	
	Fire & LEO Local Training (Community Colleges)	1,000	
10.90.20.100.702000	Online Services		1,440
	Broadband Service for 3 Toughbook Laptops	1,440	
10.90.20.100.760000	General Repairs and Maintenance		2,000
	Maintenance	2,000	

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Public Safety**  
**BASIC OPERATING BUDGET**  
**FY 2020-2021**

New World Account Numbers		Item Amount	Summary Amount
10.90.20.100.661500	Operating Supplies		9,500
	First Aid Supplies	4,500	
	Training Supplies (ammunition, foam, etc)	5,000	
10.90.20.100.663500	Chemicals & Safety		2,000
	Chemicals & Safety	2,000	
10.90.20.100.664000	Small Tools and Equipment		3,000
	Small Tools & Equipment	3,000	
10.90.20.100.665500	Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000		4,000
	Station Furniture	1,000	
	Radio Equipment	3,000	
10.90.20.100.666500	Uniforms		10,000
	Uniforms (Police and Fire Class A and Utility)	8,560	
	Duty Boots	1,440	
10.90.20.100.666000	Firefighter Equipment		29,000
	Turnout Gear & SCBA Masks (New Hire or Damage)	6,500	
	Gear - Unfilled positions	22,500	
10.90.20.100.670000	Dues & Memberships		2,440
	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	150	
	NC Fire Chiefs Association	125	
	International Assoc of Chief's of Police	210	
	NC Association of Chief's of Police	150	
	NC Assoc of Rescue Squads and EMS	400	
10.90.20.100.671000	Books, Publications, Compact Disks, Videos & Subscriptions		500
	Books, Publications. Compact Disks, Videos & Subscrip.	500	
			110,090
			2,037,168

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Public Safety**  
**Fiscal Year 2020/2021**  
**Variance Analysis**

Acct #	Description	FY 2021 Budget	FY2020 Budget		FY2020 Estimated Actual				FY2019 Actual			FY2018	
			FY 2020 Budget	Increase/Decrease		FY 2020 Actual 6 Months	FY 2020 Estimate	Increase/Decrease		FY 2019 Actual	Increase/Decrease		FY 2018 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	1,081,734	1,022,105	59,629	5.83%	372,381	744,762	336,972	45.25%	683,629	398,105	58.23%	734,411
503000	Longevity	12,403	11,408	995	8.72%	3,113	11,408	995	8.72%	11,575	828	7.15%	14,178
505000	Overtime	68,000	68,000	0	0.00%	13,254	68,000	0	0.00%	65,014	2,986	4.59%	63,110
506000	Holiday Pay	4,765	4,765	0	0.00%	3,032	3,032	1,733	57.16%	2,816	1,949	69.21%	0
507000	Auto Allowance	3,000	2,400	600	25.00%	1,200	2,400	600	25.00%	2,400	600	25.00%	0
511300	LEO Special Separation Allowance	14,707	14,707	0	0.00%	6,831	14,707	0	0.00%	34,088	(19,381)	-56.86%	0
510000	FICA Taxes	89,475	84,445	5,030	5.96%	29,639	59,278	30,197	50.94%	57,921	31,554	54.48%	63,477
511000	LGERS retirement	126,559	94,430	32,129	34.02%	37,394	74,788	51,771	69.22%	96,208	30,351	31.55%	0
511200	401k	58,055	53,960	4,095	7.59%	19,277	38,554	19,501	50.58%	37,971	20,084	52.89%	41,051
520000	Medical	417,282	367,396	49,886	13.58%	72,151	144,302	272,980	189.17%	145,364	271,918	187.06%	192,322
522000	Dental	23,472	22,172	1,300	5.86%	4,251	8,502	14,970	176.08%	8,126	15,346	188.85%	11,658
523000	Vision Insurance	1,590	1,522	68	4.47%	473	946	644	68.08%	1,286	304	23.64%	1,124
524000	Life Insurance	6,526	5,436	1,090	20.05%	1,674	3,348	3,178	94.92%	2,949	3,577	121.30%	3,024
525000	Disability	17,143	8,410	8,733	103.84%	4,887	9,774	7,369	75.39%	7,259	9,884	136.16%	5,158
531000	Cell Phone Allowance	2,367	2,367	0	0.00%	1,140	2,280	87	3.82%	2,345	22	0.94%	0
	<b>Total Benefits</b>	<b>742,469</b>	<b>640,138</b>	<b>102,331</b>	<b>15.99%</b>	<b>170,886</b>	<b>341,772</b>	<b>400,697</b>	<b>117.24%</b>	<b>359,429</b>	<b>383,040</b>	<b>106.57%</b>	<b>317,814</b>
	<b>Total Personal Services</b>	<b>1,927,078</b>	<b>1,763,523</b>	<b>163,555</b>	<b>9.27%</b>	<b>570,697</b>	<b>1,186,081</b>	<b>740,910</b>	<b>62.47%</b>	<b>1,158,951</b>	<b>768,127</b>	<b>66.28%</b>	<b>1,129,513</b>
616000	Other Contractual Services	11,110	9,810	1,300	13.25%	2,653	7,150	3,960	55.38%	8,704	2,406	27.64%	6,564
620000	Travel, Per Diem, Conference Registration	19,500	15,300	4,200	27.45%	3,745	15,000	4,500	30.00%	14,066	5,434	38.63%	12,398
621000	Training & Education	15,600	13,600	2,000	14.71%	4,268	11,600	4,000	34.48%	12,764	2,836	22.22%	13,670
702000	Telecommunications/Online Services	1,440	1,440	0	0.00%	684	1,440	0	0.00%	1,343	97	7.22%	1,560
760000	General Repairs and Maintenance	2,000	2,000	0	0.00%	0	1,000	1,000	100.00%	574	1,426	248.43%	1,083
661500	Operating Supplies	9,500	7,500	2,000	26.67%	8,389	8,900	600	6.74%	13,181	(3,681)	-27.93%	8,555
663500	Chemicals & Safety	2,000	2,000	0	0.00%	707	1,500	500	33.33%	1,991	9	0.45%	2,982
664000	Small Tools and Equipment	3,000	3,000	0	0.00%	389	2,000	1,000	50.00%	3,686	(686)	-18.61%	15,689
665500	Operating Furniture, Fixtures and Equipment	4,000	4,000	0	0.00%	357	3,800	200	5.26%	5,256	(1,256)	-23.90%	3,851
666500	Uniforms	10,000	10,000	0	0.00%	3,899	8,500	1,500	17.65%	12,010	(2,010)	-16.74%	8,468
666000	Firefighter Equipment	29,000	24,500	4,500	18.37%	574	9,000	20,000	222.22%	1,453	27,547	1895.87%	3,093
670000	Dues & Memberships	2,440	2,400	40	1.67%	645	2,000	440	22.00%	1,576	864	54.82%	3,250
671000	Books & Publications	500	500	0	0.00%	365	300	200	66.67%	241	259	107.47%	444
	<b>Total Services &amp; Mat'ls.</b>	<b>110,090</b>	<b>96,050</b>	<b>14,040</b>	<b>14.62%</b>	<b>26,675</b>	<b>72,190</b>	<b>37,900</b>	<b>52.50%</b>	<b>76,845</b>	<b>33,245</b>	<b>43.26%</b>	<b>81,607</b>
	<b>Department Total</b>	<b>2,037,168</b>	<b>1,859,573</b>	<b>177,595</b>	<b>9.55%</b>	<b>597,372</b>	<b>1,258,271</b>	<b>778,810</b>	<b>61.90%</b>	<b>1,235,796</b>	<b>801,372</b>	<b>64.85%</b>	<b>1,211,120</b>

**Comments:**

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

**Public Safety**

**CAPITAL BUDGET / PERSONNEL REQUEST**  
**FY 2020-2021**

**JUSTIFICATION SCHEDULE**

<input type="checkbox"/>	Capital Improvement		
<input type="checkbox"/>	Equipment and Small Capital Outlay	Fund	GARAA
<input type="checkbox"/>	Renewal and Replacement	Department Number	90
<input checked="" type="checkbox"/>	Personnel Request		

**DESCRIPTION & JUSTIFICATION**

Description	Amount
Public Safety Officer	\$ 77,620

As AVL continues to grow and the training requirements continue to increase for Public Safety Officers, it is requested that DPS be allowed to add a Training Coordinator position. This position would be tasked with scheduling EMS, Fire, and Law Enforcement training, maintaining all training records for DPS personnel to insure compliance with FAA Part 139 for ARFF firefighting and all required continuing education. This position would also be able to fill in as needed on shifts.

Salary	\$40,000
Benefits	33,120
Gear	4,500

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

**TITLE:**

**HIRE DATE:**

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
FY2020/2021 PROJECTED CAPITAL CARRYOVER**

<b>Description</b>	<b>Amount Authorized</b>	<b>Estimated Spending Through 6/30/2020</b>	<b>Estimated Balance to Carryover</b>	<b>FAA-AIP Entitlement</b>	<b>FAA-AIP Discretionary</b>	<b>NC DOT Grants</b>	<b>PFCs Currently Approved</b>	<b>Airport Funds</b>
Airfield Redevelopment Project-BP 4	46,816,813	26,816,813	20,000,000		8,883,285		7,000,000	4,116,715
Terminal Rehab/Expansion - Phase I	25,000,000	2,000,000	23,000,000		10,000,000	4,900,000		8,100,000
Terminal Apron Expansion - South	10,664,537	5,000,000	5,664,537					5,664,537
<b>TOTAL CARRYOVER</b>	<b>\$ 82,481,350</b>	<b>\$ 33,816,813</b>	<b>\$ 48,664,537</b>	<b>\$ -</b>	<b>\$ 18,883,285</b>	<b>\$ 4,900,000</b>	<b>\$ 7,000,000</b>	<b>\$ 17,881,252</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 2020/2021**

Description	Total	Funding Source				
		FAA- AIP Entitlements	FAA- AIP Discretionary	NCDOT Grants	Currently Approved PFCs	Airport Funds
<b>Capital Improvements (1)</b>						
Roadway Seal Coating	\$ 50,000					\$ 50,000
Air Traffic Control Tower - Design	5,000,000					5,000,000
Airfield Storm Water Improvements	800,000					800,000
Tenant Allowance - Paradies/VinoVolo	75,000					75,000
<b>Total Capital Improvements</b>	<b>5,925,000</b>	-	-	-	-	<b>5,925,000</b>
<b>Equipment and Small Capital Outlay</b>						
	-					-
<b>Total Equipment and Small Capital Outlay</b>	-	\$ -	\$ -	\$ -	\$ -	-
<b>Renewal and Replacement</b>						
Public Address System	200,000					200,000
Windows Server Upgrade	42,000					42,000
IET Replacement	105,000					105,000
Internet Firewall	15,000					15,000
Campus Structured Cabling	20,000					20,000
Airfield Lighted Xs	40,000					40,000
Mower Deck Replacement	38,000					38,000
Maintenance Roll Up Door Replacement	37,000					37,000
Vehicle Replacements	95,176					95,176
Roof Repair	40,000					40,000
E-Draulics Equipment Replacement	15,900					15,900
<b>Total Renewal and Replacement</b>	<b>648,076</b>	-	-	-	-	<b>648,076</b>
<b>Total</b>	<b>\$ 6,573,076</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 6,573,076</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

Operations

**CAPITAL BUDGET / PERSONNEL REQUEST**  
**FY 2020-2021**

**JUSTIFICATION SCHEDULE**

<input checked="" type="checkbox"/>	Capital Improvement	Fund	GARAA
<input type="checkbox"/>	Equipment and Small Capital Outlay	Department Number	80
<input type="checkbox"/>	Renewal and Replacement		
<input type="checkbox"/>	Personnel Request		

**DESCRIPTION & JUSTIFICATION**

Description	Amount
Roadway Seal Coating	\$ 50,000

Portions of the Airport's roadway system is in need of seal coating. Seal coating would be concentrated on the airport's landside road system. Total cost to conduct this sealing would be \$50,000.00.

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

**TITLE:**

**HIRE DATE:**

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

**Planning**

**CAPITAL BUDGET / PERSONNEL REQUEST**

**FY 2020-2021**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

Description	Amount
Air Traffic Control Tower	\$5,000,000

Design Services for a new air traffic control tower and associated facilities and infrastructure.

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

**TITLE:**

**HIRE DATE:**



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

**Planning**

**CAPITAL BUDGET / PERSONNEL REQUEST**

**FY 2020-2021**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

Description	Amount
Airfield Storm Water Improvements	\$800,000

Design and Construction of miscellaneous storm water and erosion and sediment control improvements at locations around the airport that have become habitually problematic and require continuous maintenance attention, and/or that can cause compliance issues with State storm water and E&S regulations.

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

**TITLE:**

**HIRE DATE:**

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT

Properties & Contracts

CAPITAL BUDGET / PERSONNEL REQUEST

FY 2020-2021

**JUSTIFICATION SCHEDULE**

<input checked="" type="checkbox"/>	Capital Improvement	
<input type="checkbox"/>	Equipment and Small Capital Outlay	GARAA
<input type="checkbox"/>	Renewal and Replacement	85
<input type="checkbox"/>	Personnel Request	

**DESCRIPTION & JUSTIFICATION**

Description	Amount
Tenant Allowance - Paradies/VinoVolo	\$75,000

Tenant allowance for Vino Volo as contribution to their capital investment in the amount of \$75,000. Estimated payout is August 2020.

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**

**FY2020-2021**

**JUSTIFICATION SCHEDULE**

<input type="checkbox"/>	Capital Improvement		
<input type="checkbox"/>	Equipment and Small Capital Outlay	Fund	GARAA
<input checked="" type="checkbox"/>	Renewal and Replacement	Department Number	60
<input type="checkbox"/>	Personnel Request	Cost Center	0

**DESCRIPTION & JUSTIFICATION**

Description	Amount
-------------	--------

Public Address System	\$ 200,000
-----------------------	------------

The Public Address system was installed in 2005. The system is dated, unstable, and no longer supported. It is the recommendation of the Information Technology Department to upgrade the system.

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**

**FY2020-2021**

**JUSTIFICATION SCHEDULE**

<input type="checkbox"/>	Capital Improvement		
<input type="checkbox"/>	Equipment and Small Capital Outlay	Fund	GARAA
<input checked="" type="checkbox"/>	Renewal and Replacement	Department Number	60
<input type="checkbox"/>	Personnel Request	Cost Center	0

**DESCRIPTION & JUSTIFICATION**

Description	Amount
-------------	--------

Windows Server Upgrade	\$ 42,000
------------------------	-----------

AVL's internal servers are currently running Windows Server 2012. While mainstream support has ended for this version of Windows, extended support is available until 2023. It is the recommendation of the Information Technology Department to upgrade our server environment to the latest version of Windows Server in FY2021.

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 2020-2021**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

<b>Description</b>	<b>Amount</b>
--------------------	---------------

IET Replacement	\$ 105,000
-----------------	------------

The Airport's video based training system requires periodic updates to reflect changes to the SIDA, movement and non-movement areas . Due to the significant changes to our airfield along with the complete replacement to the Airport's access control and security systems, our video based training modules have become outdated. In addition, the computers utilized to conduct training have reached the end of their useful life and will no longer be supported. It is the recommendation of the Information Technology Department to revamp our security training videos and systems.

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 2020-2021**

**JUSTIFICATION SCHEDULE**

<input type="checkbox"/>	Capital Improvement		
<input type="checkbox"/>	Equipment and Small Capital Outlay	Fund	GARAA
<input checked="" type="checkbox"/>	Renewal and Replacement	Department Number	60
<input type="checkbox"/>	Personnel Request	Cost Center	0

**DESCRIPTION & JUSTIFICATION**

Description	Amount
-------------	--------

Internet Firewall	\$ 15,000
-------------------	-----------

The Airport's internet firewall serves as a critical component to ensure the protection of our internal systems. AVL's current firewall is undersized and not capable of supporting today's high speed internet circuits. It is the recommendation of the Information Technology Department to replace this device.

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 2020-2021**

**JUSTIFICATION SCHEDULE**

<input type="checkbox"/>	Capital Improvement		
<input type="checkbox"/>	Equipment and Small Capital Outlay	Fund	GARAA
<input checked="" type="checkbox"/>	Renewal and Replacement	Department Number	60
<input type="checkbox"/>	Personnel Request	Cost Center	0

**DESCRIPTION & JUSTIFICATION**

Description	Amount
-------------	--------

Campus Structured Cabling	\$ 20,000
---------------------------	-----------

The fiberoptic and copper network cabling across the campus is unstructured, outdated, and extremely difficult to manage. This cabling serves a critical role as it provides voice and data connectivity for all staff, tenants and customers. The Information Technology Department began the replacement, repairs and expansion of the fiber and copper infrastructure in FY2017. The budgeted amount will conclude the final phase of the project.

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 2020-2021**

**JUSTIFICATION SCHEDULE**

<input type="checkbox"/>	Capital Improvement		
<input type="checkbox"/>	Equipment and Small Capital Outlay	Fund	GARAA
<input checked="" type="checkbox"/>	Renewal and Replacement	Department Number	80
<input type="checkbox"/>	Personnel Request		

**DESCRIPTION & JUSTIFICATION**

Description	Amount
Airfield Lighted X's Replacement	\$40,000

Airport Maintenance is requesting replacement of the Sweepster Lighted X's. The existing pair of X's are no longer manufactured resulting in finding spare parts very difficult and expensive, if found. The X's are used when the closure of the runway is necessary. The total cost for new X's would be \$40,000.00.

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 2020-2021**

**JUSTIFICATION SCHEDULE**

<input type="checkbox"/>	Capital Improvement		
<input type="checkbox"/>	Equipment and Small Capital Outlay	Fund	GARAA
<input checked="" type="checkbox"/>	Renewal and Replacement	Department Number	<b>80</b>
<input type="checkbox"/>	Personnel Request		

**DESCRIPTION & JUSTIFICATION**

<b>Description</b>	<b>Amount</b>
Mower Deck Replacement	\$ 38,000

Airport Maintenance is requesting to replace the 2005 mowing deck. This piece of equipment has reached its useful life due to age and requires extensive maintenance to keep it operational. The mowing deck is used both airside and landside. Total cost would be \$8,000.00.

Airport Maintenance is requesting to replace the 2003 bat wing mowing deck. This piece of equipment has reached its useful life and requires extensive maintenance to keep it operational. The mowing deck is used on the airfield. Total cost would be \$30,000.00.

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 2020-2021**

**JUSTIFICATION SCHEDULE**

<input type="checkbox"/>	Capital Improvement		
<input type="checkbox"/>	Equipment and Small Capital Outlay	Fund	GARAA
<input checked="" type="checkbox"/>	Renewal and Replacement	Department Number	<b>80</b>
<input type="checkbox"/>	Personnel Request		

**DESCRIPTION & JUSTIFICATION**

<b>Description</b>	<b>Amount</b>
--------------------	---------------

Maintenance Roll Up Door	\$ 37,000
--------------------------	-----------

Airport Maintenance is requesting to replace two bay doors with one roll up door. The existing doors are worn and constantly need adjustment to open and close properly. The existing 12 foot doors do not allow proper storage of the airport's equipment. Total cost to replace the doors would be \$37,000.00.

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 2020-2021**

**JUSTIFICATION SCHEDULE**

<input type="checkbox"/>	Capital Improvement		
<input type="checkbox"/>	Equipment and Small Capital Outlay	Fund	GARAA
<input checked="" type="checkbox"/>	Renewal and Replacement	Department Number	80
<input type="checkbox"/>	Personnel Request		

**DESCRIPTION & JUSTIFICATION**

Description	Amount
Vehicle Replacement	\$ 95,176

Department of Public Safety is requesting to replace Unit #12, 2015 Ford F-350, which is used as for Airport Fire Emergency Services. Airport cost is \$46,118.00 less \$29,000.00 trade value for the 2015 Ford F-350. Total cost would be \$17,118.00.

Airport Maintenance is requesting to replace Unit #8, 2013 Ford F-550, to conform with the vehicle replacement policy. This vehicle is used for landscape maintenance and snow removal events. Airport cost is \$81,488.00, less \$28,000.00 trade for the 2013 Ford F-550. Total cost for this vehicle would be \$53,488.00.

Airport IT is requesting to replace Unit #9, 2016 Ford F-250 with a 2020 Cargo type vehicle. This vehicle is used by the IT Department. The 2016 F-250 would be placed back into the maintenance department to accommodate additional services added. Airport cost is \$25,570.00, less \$1,000.00 government concessions. Total cost for this vehicle would be \$24,570.00.

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 2020-2021**

**JUSTIFICATION SCHEDULE**

<input type="checkbox"/>	Capital Improvement		
<input type="checkbox"/>	Equipment and Small Capital Outlay	Fund	GARAA
<input checked="" type="checkbox"/>	Renewal and Replacement	Department Number	80
<input type="checkbox"/>	Personnel Request		

**DESCRIPTION & JUSTIFICATION**

Description	Amount
Roof Repair	\$ 40,000

The existing 23 year old metal roof on the building that stores de-icing chemicals is in need of replacement and or repair. The roof has many leaks and needs repaired and or replaced. Final determination would be made upon inspection of the roofing system with a qualified roofing contractor. Total cost would be \$40,000.00.

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 2020-2021**

**JUSTIFICATION SCHEDULE**

_____	Capital Improvement		
_____	Equipment and Small Capital Outlay	Fund	GARAA
<u>  X  </u>	Renewal and Replacement	Department Number	<b>90</b>
_____	Personnel Request		

**DESCRIPTION & JUSTIFICATION**

Description	Amount
E-Draulics Equipment	\$ 15,900

Purchase of EDraulic Combination tool and ram package to replace outdated equipment.

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, 2021**

		<b>Amount</b>
<b>Estimated Cash &amp; Investment Balance at June 30, 2020</b>		<b>\$ 18,000,000</b>
Plus: Net Operating & Investment Revenues		3,877,467
Less Other Costs:		
Business Development Costs	(300,000)	
Contingency	(100,000)	
Debt Service	(1,687,376)	(2,087,376)
Plus Non-Operating Revenues:		
Passenger Facility Charges	3,000,000	
Customer Facility Charges	2,000,000	5,000,000
Plus Capital Contributions:		
Federal Grants - AIP Entitlements	-	
Federal Grants - AIP Discretionary Funds	18,883,285	
NC DOT Grants	4,900,000	23,783,285
Less Capital Costs:		
Capital Improvements	(5,925,000)	
Equipment and Small Capital Outlay Fund	-	
Renewal and Replacements	(648,076)	
Carryover Projects From FY2020	(48,664,537)	(55,237,613)
<b>Estimated Cash &amp; Investment Balance at June 30, 2021</b>		<b>(6,664,237)</b>
<b>Estimated Restricted Cash at June 30, 2021</b>		<b>1,000,000</b>
<b><u>Reserves:</u></b>		
<b>Operations &amp; Maintenance Reserve (6 Months)</b>		<b>6,421,583</b>
<b>Emergency Repair Reserve</b>		<b>650,000</b>
<b>Estimated Unrestricted Undesignated Cash &amp; Investments at June 30, 2021</b>		<b>\$ (14,735,820) *</b>

\* Deficit cash balance is a result of projected expenditures for the terminal rehabilitation/ expansion and ATC tower design totaling \$25,000,000. At this time, staff has not confirmed funding sources for this project, but anticipate bond funding, a TIFIA loan as well as federal and state grant funding. Once funding sources are determined, the estimated cash balance at June 30, 2021 will be revised to reflect a positive balance.

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
SUPPLEMENTAL FEES AND CHARGES  
FY 2020/2021 ANNUAL BUDGET**

	FY 2019/2020 Current Fees		FY 2020/2021 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	\$ <b>60.00</b>	hour
Security Escort Rate (1)	\$ 45.00	hour	\$ <b>60.00</b>	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)	\$ 60.00	hour	\$ 60.00	hour
IT Labor Rate - Network Related (1)	\$ 80.00	hour	\$ <b>110.00</b>	hour
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
Telephone Service - Per Telephone Number	\$ 50.00	month	\$ 50.00	month
Fax Service - Per Fax Machine/Phone Number	\$ 22.13	month	\$ 22.13	month
Cisco IP Phone - Model 7911G	\$ 5.67	month	\$ 5.67	month
Cisco IP Phone - Model 7945G	\$ 11.57	month	\$ 11.57	month
Cisco 1 Port Analog Line Converter-ATA186	\$ 4.86	month	\$ 4.86	month
Cisco 2 Port Analog Line Converter-VG202	\$ 22.13	month	\$ 22.13	month
AirIT Shared Use Network Charge - Per Airline	\$ 50.00	month	\$ 50.00	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.

<u>Identification Badge Fees and Charges</u>	<b>FY 2019/2020 Current Fees</b>		<b>FY 2020/2021 Proposed Fees</b>	
	<b>Cost</b>	<b>Per</b>	<b>Cost</b>	<b>Per</b>
Initial Badge Issuance				
SIDA Badge	\$ 70.00		\$ 75.00	
Non-SIDA Badge	\$ 37.00		\$ 40.00	
Renewal of Badge				
SIDA Badge	\$ 70.00		\$ 75.00	
Non-SIDA Badge	\$ 37.00		\$ 40.00	
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		\$ 40.00 / \$ 50.00	
Non-SIDA Badge (6)	\$ 37.00 / \$ 45.00		\$ 40.00 / \$ 50.00	
Security Escort Training	\$ 40.00		\$ 40.00	
Lock-out Service (7)	\$ 40.00		\$ 40.00	

**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) **\$40.00** for a damaged badge, **\$50.00** if badge damaged due to negligence.  
(7) \$40.00 Lock-out Service Charge applies **after the first 2 free service calls.**

**Parking**

Daily	\$ 2.00	hour	\$ 2.00	hour
	\$ 9.00	day	\$ 9.00	day
	\$ 54.00	week	\$ 54.00	week
Parking Garage	\$ 2.00	hour	\$ 2.00	hour
	\$ 12.00	day	\$ 12.00	day
	\$ 72.00	week	\$ 72.00	week
Hourly	\$ 1.00	1/2 hour	\$ 1.00	1/2 hour
	\$ 25.00	day	\$ 25.00	day
Employee Parking Rate	\$ 60 / \$50	new/renewal	\$ 60 / \$50	new/renewal
Commuter Parking Rate	\$ 290 / \$275	new/renewal	\$ 290 / \$275	new/renewal
Non-Tenant Aviation Commuter	\$ 900.00	annual	\$ 900.00	annual
Fines	up to \$1,000	day	up to \$1,000	day

**Ground Transportation**

<b>Charter Bus Company (1-2 buses) (8)</b>			\$ 1,000.00	annual
<b>Charter Bus Company (3-4 buses) (8)</b>			\$ 2,500.00	annual
<b>Charter Bus Company (5 or more buses) (8)</b>	\$ 4,000.00	annual	\$ 4,000.00	annual
Airport Ground Transportation Permit (9)	\$ 50.00	annual	\$ 50.00	annual
Airport Ground Transportation Pick-up Fee (9)	\$ 2.50	per trip	\$ 2.50	per trip
Transp. Network Company (TNC) Pick-up Fee	\$ 2.50	per trip	\$ 2.50	per trip
Transp. Network Company (TNC) Drop-off Fee	\$ 0.50	per trip	\$ 0.50	per trip
Off-Airport Rental Car Fee	7.50%	of gross revenue	7.50%	of gross revenue

**Notes:**

- (8) Companies with a vehicle fleet inclusive of a minimum of 5 charter coach vehicles with seating capacity greater than 20 seats.  
(9) All Ground Transportation operators except TNCs and charter bus companies





## MEMORANDUM

TO: Members of the Airport Authority

FROM: Christina M. Madsen, Airport Properties and Contracts Manager

DATE: March 13, 2020

### ITEM DESCRIPTION – New Business Item C

Approval of a Hangar and Facility Lease Agreement (“Agreement”) between Allegiant Air, LLC., (“Allegiant”) and the Greater Asheville Regional Airport Authority (“Authority”)

### BACKGROUND

Allegiant Air, LLC., has been operating at the Asheville Regional Airport (“Airport”) since 2011 and they continue to make significant and meaningful investments in our region. During Allegiant’s first year in operation at the Airport, they had four percent of the air carrier passenger market share and today they have over forty percent.

Over the past year Allegiant expressed interest to lease an existing facility that would allow the airline to consolidate their operational support areas into one location and continue to operate a maintenance base at the Airport. Last month, the Authority Board approved the removal of the hangar facility and land area from Signature Flight Support’s leasehold.

Allegiant currently leases two buildings at the Airport, one of which will be impacted with the new terminal building and Allegiant will be required to relocate. Upon approval of this Agreement, Allegiant will invest into the hangar facility and relocate their operations from the two buildings into the hangar facility. Rent paid to the Authority will continue on the current facilities until the improvements are completed in the hangar facility and Allegiant relocates to the hangar facility, which is anticipated to be prior to July 1, 2020. The Authority will contribute a tenant allowance in an amount not to exceed \$10,000 to contribute to the capital improvements completed by Allegiant. The lease term will be five years, with a mutually agreeable option to renew for an additional five-year term. Allegiant will be responsible to pay rent, utilities and taxes. The rent will be adjusted annually by the consumer price index.

The final draft Agreement has been sent to Allegiant for approval.

New Business - Item C



## **ISSUES**

If this Agreement is not approved, the additional air carrier activity will not be able to be accommodated.

## **ALTERNATIVES**

The Board could deny the request to enter into this Agreement.

## **FISCAL IMPACT**

The current rent paid to the Authority for the two buildings from Allegiant is \$74,472.50 per year. The rent to be paid to the Authority for the new Agreement will be \$119,881.38 per year. This is a net increase in revenue to the Authority of \$28,379.30 per year. This amount takes into consideration the loss of revenue discussed with the board in February, 2020 to remove this area from Signature Flight Support's leasehold. It is anticipated that throughout the term of the Agreement, including option periods, the additional revenue to the Authority will be over \$284,000.

## **RECOMMENDED ACTION**

It is respectfully requested that the Greater Asheville Regional Airport Authority Board resolve to (1) approve the agreement as described above with Allegiant Air, LLC., and (2) authorize the Executive Director to execute the necessary documents.

Attachment

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**



**HANGAR FACILITY AGREEMENT AND LEASE**

**BETWEEN**

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**AND**

**ALLEGIANT AIR, LLC.**

**EFFECTIVE DATE: APRIL 1, 2020**

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## **HANGAR AND FACILITY AGREEMENT**

This Hangar Facility Agreement and Lease ("Agreement") is entered into this first day of April, 2020, ("Effective Date") by and between the Greater Asheville Regional Airport Authority ("Lessor"), created pursuant to Session Law 2012-121 by the General Assembly of North Carolina on June 28, 2012, and Allegiant Air, LLC., ("Lessee"), a limited liability company, existing and doing business under and by virtue of the laws of the State of Nevada.

### **WITNESSETH:**

WHEREAS, Lessor owns and operates the Asheville Regional Airport ("Airport") and has the power to lease premises and facilities thereon and grant rights and privileges with respect thereto; and

WHEREAS, Lessee is engaged in the business of providing passenger airline services; and

WHEREAS, Lessor desires to lease certain facilities and grant certain rights to Lessee in order to maintain their aircraft for commercial operations at the Airport; and

NOW, THEREFORE, in consideration of the mutual covenants, conditions, terms, privileges and obligations set forth herein, Lessor and Lessee hereby covenant and agree, for themselves, their successors and assigns, as follows:

Lessee desires to lease the hangar facility located at 122 Wright Brothers Way, Fletcher, NC 28732, for office space and storage of aircraft parts.

### **ARTICLE 1 – DEFINITIONS**

Except as otherwise clearly indicated by the context, the words and phrases defined in this section will have the following meanings when used elsewhere in this Agreement.

**“Agreement” or “Lease”** means this Hangar Facility Agreement and Lease between the Lessor and Lessee dated as of the Effective Date and containing the terms and conditions for the purpose of maintaining a maintenance aircraft base for Lessee’s operation at the Airport.

**“Agreement Term” or “Lease Term” or “Term” or “Initial Term”** means the time period commencing on the Effective Date of this Agreement and terminating on March 31, 2025.

**"Airport"** means the Asheville Regional Airport as it presently exists and as it is hereinafter modified or expanded.

**“Airport Authority” or “Authority”** means the Greater Asheville Regional Airport Authority.

**“Airport Development Guidelines”** means the Asheville Regional Airport design guidelines adopted October 12, 2012, revised March 9, 2018, as may be amended from time to time.

**“Airport Rules and Regulations”** means the rules and regulations established by the Executive Director as they may be modified from time to time.

**“Consumer Price Index” or “CPI”** means the change, if any, reported over the prior twelve month period from the Rent Commencement Date, using the Consumer Price Index, All Urban Consumers (CPI) published by the United States Department of Labor, Bureau of Labor Statistics (1982-84 = 100) or its designated replacement Index. The index number used for all items will be for the third month preceding July of each year.

**“Day”** means calendar day.

**“F.A.A.”** means the Federal Aviation Administration.

**“Effective Date”** means the first day of April 2020.

**“Environmental Laws”** means every applicable federal, state, local or administrative law, ordinance, rule, regulation, Agreement, Agreement condition, order, and directive regulating, relating to, or imposing liability standards of conduct relating with respect to any Hazardous Materials, or to environmental matters, including, without limitation, those relating to fines, orders, injunctions, penalties, damages, contribution, cost recovery compensation, losses, or injuries resulting from the release or threatened release of any Hazardous Materials, or regulating or relating to the generation, use, storage, transportation, or disposal of any Hazardous Materials, whether now in effect or hereafter adopted.

**“Environmental Agreements”** means all Agreements, licenses, approvals, authorizations, consents, and registrations required by any Environmental Laws, whether Federal, state or local, which pertain to the production, use, treatment, generation, transportation, processing, handling, disposal, or storage of any Hazardous Materials.

**“Executive Director” or “Airport Director”** means the Executive Director as appointed by Airport Authority, any successor or successors to the duties of such official, or any other person specifically designated to act on behalf of said Executive Director.

**“Hazardous Materials”** means 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 Lessor; any asbestos and asbestos containing materials; polychlorinated biphenyls (PCBs), 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 Lessor's rules and regulations.

**"Leased Premises" or "Premises"** means those premises leased pursuant to Article 2.

**"Lessee"** means Allegiant Air, LLC.

**"Lessor"** means the Greater Asheville Regional Airport Authority.

**"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.

**"Renewal Option"** means the time period commencing on the April 1, 2025 and terminating on March 31, 2030.

**"Rent"** means all rent due and payable by Lessee to Lessor, as further defined in Article 4 herein.

**"Rent Commencement Date"** means the date the premises are occupied based upon Lessee's receipt of a certificate of occupancy or July 1, 2020 whichever first occurs.

**"Tenant Improvements"** means the any improvement Lessee plans to make to the Premises and Lessee is required to first submit formal plans for any tenant improvement it plans to make to the Premises to Lessor, as further described in Article 8. All proposed Lessee improvements must be submitted to the Planning Manager for review and approval.

**"Triple Net Lease"** means a Lease in which the Lessee pays the Rent plus all maintenance not specifically excluded, utilities, taxes, insurance and improvements for the occupation and use of the real property.



**ARTICLE 2 - PREMISES AND PRIVILEGES**

A. Description

Subject to all other term and conditions of this Agreement, Lessor hereby leases to Lessee and Lessee leases from Lessor the following described Leased Premises at the Airport as more particularly depicted and described on **Exhibit A** attached hereto and made a part hereof, and hereinafter referred to as "Premises" for uses authorized by and under the conditions set forth in this Agreement:

<b>Leased Premises</b>	
<b>Description</b>	<b>Square Footage</b>
Building/Hangar	6,091
Parking/Landside	8,723
Land around Hangar	1,075
Airside Land Area	5,061
Ramp Ingress and Egress	12,551
<b>Total Leased Premises</b>	<b>33,501</b>

In addition, there is approximately 52,659 square feet of ramp area for aircraft parking that will be made available to all commercial air carriers with aircraft access to this area from Taxiway "F" only.

B. Condition of Premises

The Premises are made available to Lessee, and Lessee hereby accepts the same, in an "as is" condition and shall be responsible to maintain the Premises in good, clean and attractive condition. Lessee will be responsible for installing, at its expense, any necessary improvements. The modifications or improvements made to the Premises by Lessee will be subject to advance design review and approval from the Lessor. In the event the square footage of the Premises identified above increases or decreases following final improvements made by Lessee, this Agreement will be amended to accurately reflect the square footage of the Premises and Rent will be adjusted accordingly.

C. General Privileges

Lessor grants to Lessee the following general privileges, uses and rights, all of which are subject to the terms, conditions, covenants hereinafter set forth and all of which will be nonexclusive:

Lessee shall have the right of ingress and egress to the Premises from the adjacent streets or as otherwise agreed to in writing by Lessor.

D. Specific Privileges

In addition to the general privileges, uses and rights above described, Lessor grants specific privileges to Lessee to use the Premises and all improvements it constructs thereon for offices, storing aircraft parts and performing maintenance on aircraft components within the hangar facility and on the Premises. No additional uses or services are allowed except with the prior written approval of the Executive Director or his/her designee, which may be granted or denied in his/her sole discretion.

E. Operation of Business

Lessee shall maintain and conduct its operations in a proper business-like manner so as to not disturb or be offensive to other tenants or Lessee's guests and customers.

F. Restrictions.

1. Nothing in this Article shall be construed as authorizing Lessee to conduct business on the Premises separate and apart from those specific activities permitted in Article 2.
2. Lessee shall not interfere or Agreement interference with the use, operations or maintenance of the Airport, including but not limited to, the effectiveness or accessibility of drainage, sewers, utilities, communication, fire protection, electrical, technology or other systems installed or located from time to time on the Airport.
3. Lessee shall not permit a work of visual art, as defined in 17 USC § 101, to be installed in the Premises without providing Lessor with a written waiver, in form acceptable to the Lessor, of the artist's rights under the Visual Artists Rights Act of 1990, Pub. L. 101-650, and without obtaining the Lessor's prior written approval.

G. Rights Reserved.

1. Notwithstanding any of the foregoing, Lessor reserves unto itself all rights to the ownership of the Premises and use and occupancy of the land below, above and around the Premises.
2. Lessor reserves the right for itself and others to utilize and maintain existing utility easements over, under, across and through the Premises, and to run water, electrical, telephone, gas, drainage and other lines over, under, across and through the Premises and to grant necessary utility easements therefor.
3. Lessor reserves the right to further develop, expand, or improve the Airport, including, but not limited to, the landing area or any other area, terminal building, or other improvement within the present or future boundaries of the Airport as it sees fit, regardless of the desires or views of Lessee, and without interference or hindrance. Lessor will attempt to make improvements in a manner that does not interfere unreasonably with the operations of Lessee authorized under this Lease. Lessee expressly waives any and all claims for damages of any kind, including but not limited to, loss of profits as a result of the interruption of business of Lessee that may arise as a result of the performance of such development, expression or

improvements undertaken by the Lessor.

4. No recourse under or upon any obligation, covenant or agreement contained in this Agreement, or any other agreement or document pertaining to the operations of Lessee hereunder, as such may from time to time be altered or amended in accordance with the provisions hereof, or under any judgment obtained against Lessor, 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 Agreement, shall be had against any member (including, without limitation, members of Lessor's Board), officer, employee or agent, as such, past, present and future, of Lessor, either directly or through Lessor or otherwise, for any claim arising out of this Agreement or the operations conducted pursuant to it, or for any sum that may be due and unpaid by Lessor. 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 Lessor 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 Agreement or the operations conducted pursuant to it, or for the payment for or to Lessor, or any receiver therefor or otherwise, or any sum that may remain due and unpaid by Lessor, is hereby expressly waived and released as a condition of and as consideration for the execution of this Agreement.

H. Modifications.

The described Premises and privileges may be modified by the Executive Director to carry out the purpose of this Lease. In the case of a dispute concerning the use or activities permitted on the Premises by this Lease, the decision of the Executive Director shall be final.

### ARTICLE 3 – TERM

A. Initial Term

Subject to earlier termination as hereinafter provided, the term of this Lease shall commence on April 1, 2020 (“**Effective Date**”) and continue for a period of five (5) years.

B. Renewal Option

There is one mutually agreeable renewal option, for a five-year period, from April 1, 2025 through March 31, 2030, to be exercised in writing by Lessee no later than twelve months in advance of the Initial Term expiration. Upon notification from Lessee of its intent to renew the Agreement, the Lessor will evaluate the request and provide notification in writing to Lessee within 30 days.

C. Holdover

If Lessee continues to occupy the Premises after the expiration of the term and any renewal options or earlier termination, without written consent of Lessor, Lessee’s occupancy shall be at sufferance in monthly intervals with fees payable in advance and equal to two hundred percent (200%) of the Rent and acceptance by Lessor shall

not constitute a renewal of this Agreement or a consent to such occupancy, nor shall it waive Lessor's right of re-entry or any other right available to it under the laws of North Carolina or the provisions of the Agreement. Lessee shall be bound by all other terms and conditions of this Lease. Lessee shall not commit or suffer to be committed any material waste or impairment of the Premises during any holdover period.

D. Cancellation by Lessee

Lessee may cancel this Lease at any time that it is not in default in its obligations by giving Lessor thirty (30) days' prior written notice after the happening of any of the following events, which to the extent of such events materially impair the authorized use of the Premises by Lessee under this Lease:

1. Issuance by a court of competent jurisdiction of an injunction that materially impairs Lessee's use of the Premises, and such injunction remains in force for a period of ninety (90) consecutive days; provided, however, that no acts or failures to act on the part of Lessee shall have caused or contributed to the issuance of the injunction.
2. The application of Force Majeure pursuant to Article 15.
3. The lawful assumption by the United States Government of the operation, control or use of the Airport or any substantial part of it for military purposes in time of war or declared national emergency.

E. Defaults by Lessee

Lessor may place Lessee in default of this Lease after the happening of any of the following events:

1. Lessee's failure or refusal to pay Rent, taxes, fees and/or additional payments due and/or furnishing of current insurance certificates under this Lease and the unremedied continuation of such failure for ten (10) days after Lessee's receipt of written notice from Lessor.
2. Lessee's failure or refusal to observe or perform any of the covenants, terms and conditions on its part to be observed and performed in this Lease, including but not limited to, performance guarantee, bonds, compliance with all laws, violations of Article 10, Hazardous Materials, and Agreements with assignees or sublessees or any other Agreement with Lessor, and such failure shall continue for a period of more than fifteen (15) days after Lessee's receipt of written notice from Lessor.
3. The filing of any lien against the Premises because of any act or omission of Lessee which is not discharged or contested in good faith as determined by Lessor by proper legal proceedings within fifteen (15) days after Lessee's receipt of notice from Lessor.
4. Lessee vacates or ceases its occupancy of or operations in the Premises for thirty (30) days.

5. Lessee's filing of a voluntary petition in bankruptcy; or the adjudication of Lessee as bankrupt pursuant to an involuntary proceeding filed against it; or the appointment of a receiver of Lessee's assets; or the divestiture of Lessee's estate by operation of law.
6. In addition, Lessor 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.

**ARTICLE 4 - RENT**

A. Annual Rent

Lessee, for and in consideration of the use of the Premises, and the rights and privileges granted hereunder, agrees to pay Lessor Rent without notice and free from any and all claims, deductions or set offs against Lessor. Rent will commence upon July 1, 2020 or upon beneficial occupancy of the improvements whichever first occurs ("Rent Commencement Date"). The Rent the first year of this Lease shall be as follows:

<b>Leased Premises</b>				
<b>Description</b>	<b>Square Footage</b>	<b>Rental Rate</b>	<b>Total Rent per Month</b>	<b>Total Rent per Year</b>
Building/Hangar	6,091	\$ 17.25	\$ 8,755.81	\$ 105,069.75
Parking/Landside	8,723	\$ 1.20	\$ 872.30	\$ 10,467.60
Land around Hangar	1,075	\$ 0.35	\$ 31.35	\$ 376.25
Airside Land Area	5,061	\$ 0.35	\$ 147.61	\$ 1,771.35
Ramp Ingress and Egress	12,551	\$ 0.175	\$ 183.04	\$ 2,196.43
<b>Total Leased Premises</b>	<b>33,501</b>		<b>\$ 9,990.11</b>	<b>\$ 119,881.38</b>

Rent will commence on July 1, 2020 or upon beneficial occupancy following improvements made by Lessee, whichever first occurs. Rent will be automatically adjusted in accordance with Subparagraph (C) below.

B. Payment

Rent shall be paid in monthly installments in advance on the first day of each month. On each such date, Lessee shall pay one-twelfth (1/12) of the Rent and any taxes due. Lessor reserves the right to specify the form of rent payments. Lessor may, in its sole discretion, require payment by cashier's check or wire, or may accept Lessee's company check. Lessee agrees to pay all sums due under this Agreement in lawful money of the United States of America, without invoice, unless invoicing is otherwise required hereunder, without further notice or demand, without deduction or setoff, by check, made payable to the Greater Asheville Regional Airport Authority, which check

shall be delivered, postage or other charges prepaid, to:

By U.S. Mail

Airport Director  
Greater Asheville Regional Airport Authority  
61 Terminal Drive, Suite 1  
Fletcher, NC 28732

By Express Mail or  
Overnight Delivery:

Airport Director  
Greater Asheville Regional Airport Authority  
61 Terminal Drive, Suite 1  
Fletcher, NC 28732

Payment may also be made  
to Authority by Domestic Wire  
Transfer if so authorized by the  
Authority as follows:

Bank of America  
Skyland Branch  
1896 Hendersonville Road  
Asheville, NC 28803  
9-digit routing number: 026009593

Payment may also be made  
to Authority by ACH if so  
authorized by the Authority  
as follows:

Bank of America  
Skyland Branch  
1896 Hendersonville Road  
Asheville, NC 28803  
9-digit routing number: 053000196

To Credit:

Greater Asheville Regional Airport Authority  
Account Number: 000683542370

or at such other place or by such other method as may hereafter be designated in writing by Authority.

C. Rent Adjustment

Rent shall be adjusted annually, effective July first of each year, by the Consumer Price Index for All Urban Area Consumers (CPI) as published by the United States Department of Labor, Bureau of Labor Statistics(1982-84 = 100) or its designated replacement Index, or 3% whichever is higher. The index number used for all items will be for the third month preceding July.

D. Rent During Lease Option Years

Rent during any Lease option years will be subject to an automatic annual CPI adjustment as specified in Subparagraph (C) above.

E. Additional Payments

In addition to Rent, Lessee shall also pay any additional taxes, fees, and other payments, including utilities, maintenance and custodial costs as consistent with a triple net lease.

F. Delinquent Rent

If Lessee shall fail to make payment of any Rent, or any other payment due Lessor by the due date thereof, Lessee shall pay to Lessor, in addition to all other remedies available to Lessor and all other payments to be made by Lessee to Lessor, a late charge equal to the lesser of one and one half percent (1-1/2%) per month or the maximum legal monthly interest charge allowed under North Carolina Law on the overdue amount and the costs of collection and attorney's fees, if any, incurred by Lessor in attempting to obtain payment, plus an administrative fee of two hundred fifty dollars (\$250.00).

G. Lessor's Right to Set Off

Lessor shall have the right to set off any past due amount(s) owed Lessor by Lessee by applying all or a portion of Lessee's current payments to such past due amount(s). In the event Lessor exercises its right of set-off, as aforesaid, it shall notify Lessee of the set-off, including the amount thereof. Lessee shall then promptly make payment to Lessor of such sum as is needed to satisfy current amounts due.

H. No Waiver

The termination of this Lease, by the lapse of time or otherwise, shall not relieve Lessee of its obligation to pay any Rent or charges that have accrued during the period in which this Lease was in effect or Lessee had the benefit of the Premises.

I. Sums Paid by Lessor.

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

## **ARTICLE 5 - PERFORMANCE GUARANTEE**

- A. During the Term of the Agreement, and at the Executive Director's sole discretion, security from the Lessee may become necessary. The Lessee shall provide the security to Lessor within sixty days following written notification to Lessee. Lessee shall secure payment of all amounts owed by Lessee to Lessor under this Lease, and the performance of all of Lessee's other obligations under this Lease, Lessee shall provide and maintain during the term of this Lease a form of security satisfactory to Lessor guaranteeing the faithful performance of all its terms payable to Lessor. The amount of the security for this Lease is equal to three (3) months of Rent, which is

twenty-nine thousand, nine hundred seventy Dollars and thirty-four Cents (\$29,970.34), upon the Effective Date. The security may be in cash, a form of an irrevocable Letter of Credit (“letter of credit”) or another form of security approved by the Executive Director. Lessee shall increase the performance guarantee upon the written request of the Executive Director, provided such increases are necessary as determined in the Executive Director’s sole discretion. Lessor shall have the right, but not the obligation, to apply said security deposit to the payment of any sum due to Lessor which has not been paid, including, but not limited to, reimbursement of any expenses incurred by Lessor in curing any default of Lessee, or to the cost of restoring the Premises or its furnishings, fixtures or equipment to their original condition, reasonable use and wear excepted. If said deposit shall not have been applied for any of the foregoing purposes, it shall be returned to Lessee, without interest, within sixty (60) days after the end of the term of this Lease. The Lessor will not pay interest on any security deposit.

1. If the security is in the form of a letter of credit, the letter of credit shall be issued by a local financial institution in the Asheville metropolitan area in the form shown in **Exhibit “B”** attached hereto and made a part hereof,, and Lessor must be able to draw upon the letter of credit at any of the financial institution’s counters in the Asheville metropolitan area. Unless Lessor receives a written extension of the letter of credit, in a form acceptable to Lessor, at least sixty (60) days before the end of the term of such letter of credit, Lessor, without notice to Lessee, may draw upon the full amount of that letter of credit and retain all proceeds as a cash performance guarantee security pursuant to this paragraph. Lessor will not pay interest to Lessee on any security.
2. Any other form of the security provided by Lessee shall be subject to the review and approval of Lessor.

B. The security shall insure the full and faithful performance by Lessee of all the covenants, terms, and conditions of this Lease and stand as security for payment by Lessee of all valid claims by Lessor. Lessor may draw or make a claim against the posted security for failure to perform according to any of the covenants, terms and conditions of this Lease. If Lessor draws or makes a claim on the posted security, then Lessee shall replenish the security to its previous amount within thirty (30) days’ notice of Lessor’s draw or claim. The security is required to be in place for the entire term of this Lease. After written notification to Lessee of the requirement for the security, Lessee’s failure to provide or replenish security under this paragraph shall be a material breach of this Lease.

C. The amount of security is subject to review and adjustment by the Lessor throughout the term of this Lease. Upon said review, the amount of security may be increased: (1) if Lessee’s financial obligation under this Lease has increased, whether by rate adjustments or increased activity; (2) if Lessee has failed to pay any Rent, fees, charges or assessments when due (unless said default in payment is the subject of a bona fide dispute); or (3) if Lessee’s financial condition has changed since the



commencement of this Lease to such extent that Lessor is reasonably concerned about Lessee's ability to perform its obligations hereunder. Lessee shall increase the security upon the written demand of the Executive Director.

## **ARTICLE 6 – TAXES AND ASSESSMENTS**

Lessee 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 Premises, Lessee's interest therein and the property and improvements of Lessee for the term hereof or attributable to Lessee's activities at the Premises or at the Airport. If the term of this Lease 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 Lease commences on a date other than the first day of such tax year, Lessee shall be responsible for paying a percentage of the tax calculated by dividing the number of days that this Lease is in effect during such tax year by the total number of days that the Premises was leased to tenants (excluding any tenant performing a governmental, municipal or public purpose or function or which uses the Premises exclusively for literary, scientific, religious or charitable purposes) during such tax year. If this Lease is in effect for a period less than any entire period for which an assessment other than a tax is imposed, Lessee shall pay a percentage of the assessment calculated by dividing the number of days this Lease was in effect during that assessment period by the total number of days in the assessment period. Lessee's obligations under this Article shall survive the expiration or earlier termination of this Lease. Nothing contained herein shall be construed as a release or waiver on the part of the Lessor, 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 Lessee.

## **ARTICLE 7- INDEMNIFICATION**

Lessee agrees to indemnify, defend and hold completely harmless the Lessor, and its members (including, without limitation, members of the Lessor'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 Lessor, or any property of, injury to or death of any person resulting from or arising out of the use, occupancy, or maintenance of the Premises or any improvements thereto, of Lessee's operations thereon, or the acts or omissions of Lessee'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 Lessor's negligence or by the joint negligence of Lessor and any person other than Lessee or its officers, agents, employees, contractors, subcontractors, invitees or licensees,

or (ii) arising out of the failure of Lessee to keep, observe or perform any of the covenants or agreements in this Agreement to be kept, observed or performed by Lessee. The provisions of this Paragraph I shall survive the expiration of earlier termination of the term of this Agreement with respect to any acts or omissions occurring during the term of this Agreement. The foregoing provisions of this Article are not intended and shall not be construed to limit in any manner whatsoever the protection or benefits to which Lessor otherwise would be entitled as an additional insured under any liability insurance maintained or required to be maintained by Lessee under this Agreement.

## **ARTICLE 8 – INSURANCE**

A. Lessee shall, at its own cost and expense, procure and maintain in effect the following minimum insurance coverages at all times during the term of this Agreement, and, prior to or contemporaneously with the execution of this Agreement, shall deliver to the Executive Director certificates of insurance for such coverages, issued by a company or companies eligible to do business in the State of North Carolina, of recognized financial responsibility, evidenced by a minimum A.M. Best rating A+, Class X or higher, and reasonably satisfactory to Lessor:

1. Workers' Compensation and Employer's Liability Insurance for all employees engaged in operations under this Agreement. The limits of coverage shall be not less than:
  - a. Workers' Compensation - North Carolina Statutory
2. Employers' Liability
  - a. Limit Each Accident \$100,000
  - b. Limit Disease Aggregate \$500,000
  - c. Limit Disease Each Employee \$100,000
3. Comprehensive General Liability Insurance coverage which shall include, but not be limited to, Premises and Operations, Personal Injury, Contractual for this Agreement, Independent Contractors, Broad Form Property Damage, Products, and Completed Operations (which shall not exclude (XCU) Explosion, Collapse or Underground Property Damage), and Sudden and Accidental Pollution and Contamination Liability Coverages. Coverage shall be applicable to, among other matters, the operation of all mobile and ground equipment at the Airport. The Completed Operations Coverage shall in addition be maintained for a period of not less than three (3) years following final operations of Lessee under this Agreement. Limits of coverage shall be not less than the following:

Bodily and Personal Injury	\$2,000,000
Combined Single Limit and Property Damage Liability Each Occurrence	

4. Automobile Liability Insurance covering the ownership, maintenance and use of all owned, non-owned, leased and hired vehicles. Limits of coverage shall be not less than:

Bodily and Personal Injury -	\$1,000,000
Combined Single Limit and Property Damage Liability	
Each Accident	

- B. Property Insurance covering Lessee's improvements, fixtures and personal property, including Lessee's motor vehicles, on the Leased Premises shall be provided insuring against all risk of physical loss. The amount of physical damage insurance for all perils, save flood and earthquake, shall be not less than the replacement cost of the property insured. The perils of flood and earthquake shall be insured for not less than the replacement cost of the property insured unless otherwise agreed to in writing by the Executive Director. The physical damage policies shall be endorsed to include the interests of the Lessor and Lessee as their interests may appear, and all proceeds from said policies shall be paid to the parties as their interests may appear. Lessee's contents in the buildings and on the Leased Premises shall be insured against physical loss for the replacement cost of the property insured.
- C. Each certificate of insurance required and provided hereunder shall be in the form and substance as the certificate as **Exhibit C** attached hereto and made a part hereof to this Agreement, shall be personally and manually signed by the authorized representative of the insurance company shown on the certificate, and shall provide that the coverages referred to therein shall not be terminated, modified or not renewed until Lessor has received thirty (30) days advance written notice thereof. In the event an insurance carrier should terminate, modify or not renew any of the above insurance coverages, Lessee shall immediately contract with another insurance carrier to provide the requisite coverage and shall immediately deliver to the Executive Director a replacement certificate. Each certificate and policy shall name Lessor, as an additional insured under the policies and additionally to the extent of Lessee's indemnity obligation under this Agreement. Each of the aforementioned certificates shall provide that the policies shall be primary to any other policies of insurance or self insurance maintained by Lessor. Lessee shall deliver to the Executive Director, thirty (30) days before the date of the renewal of any policy of insurance required hereunder, a renewal certificate meeting the requirements herein specified. In addition, upon the reasonable request by Lessor, Lessee shall provide a certified, true and exact copy of any insurance policy required hereunder. Lessee authorizes Lessor and its insurance consultant to confirm with Lessee's insurance agents, brokers and insurance companies all information furnished Lessor as to its compliance with its insurance requirements, including without limitation any impairment to the aggregate limit of any policy. If any insurance policy provided under this Agreement contains an aggregate limit, it shall contain a provision or endorsement providing that the insurance coverage and limits provided under this Agreement shall not be subject to said aggregate limit for this Airport location or for this Agreement.

- D. The acceptance by, or delivery to, Lessor of any certificate of insurance evidencing the insurance coverages and limits required in this Agreement does not constitute approval or acceptance by Lessor that the insurance requirements in this Agreement have been met.
- E. No operations shall commence or continue by Lessee at the Airport unless and until the required certificates of insurance are in effect and received by Lessor.
- F. The insurance coverages and limits required of Lessee under this Agreement are designed to meet the minimum requirements of Lessor. They are not designed as a recommended insurance program for Lessee. Lessee retains the responsibility for assessing its total liability and physical risk exposures and for managing these exposures.
- G. If at any time Lessor requests a written statement from any insurance company as to any impairment to the Aggregate Limit, prompt authorization and delivery of all requested information shall be given to Lessor.
- H. Neither party hereto shall be liable to the other party or to the insurer of the other party claiming by way of subrogation, with respect to any loss or damage under any policy of property insurance to the extent that such other party shall be reimbursed or has the right to be reimbursed out of its insurance coverage carried for such protection with respect to such loss or damage. The provisions of this paragraph shall apply only to the extent permitted by provisions of the insurance policy in question.
- I. Failure by Lessee to take out or maintain, or the taking out or maintenance of any insurance required hereunder, shall not relieve Lessee from any liability under this Agreement, nor shall the insurance requirements hereof be construed to conflict with or otherwise limit any contractual obligations (including but not limited to those of indemnification) of Lessee contained in this Agreement.
- J. Lessee shall not do or permit to be done anything, either by act or failure to act, which shall cause cancellation of any policy of insurance for its Premises or any other part of the Airport. Further, if Lessee shall do or permit to be done anything, either by act or failure to act, that shall cause an increase in the premiums for insurance for such Premises or the Airport, Lessee shall pay the amount of such increase, pursuant to invoices, whether from Lessor or otherwise.
- K. Annually, Lessor shall have the right hereunder, upon the written recommendation of its insurance consultant, to modify or alter insurance coverages and limits required. Upon written notice by Lessor of said modifications and alterations, Lessee shall promptly comply with said revised insurance requirements.

## **ARTICLE 9 - LESSEE'S IMPROVEMENTS**

Lessee shall, before the maintenance, repair, replacement, construction or installation ("Installation(s)" or ("Install(s)"), obtain from Lessor, written permission that shall be conditioned upon Lessee making such Installation in accordance with Lessor-approved plans and specifications and at such time(s) that will not interfere with the Lessor's operations of the Airport. Any such permission shall also be conditioned upon the Lessee being financially responsible for any damage that may result from any such Installations. Permission in accordance with this Article will not be unreasonably withheld.

### **A. Authorization**

1. Regardless of the scope of the project, any improvements Lessee may wish to Install on the Premises are subject to prior written approval of the Executive Director. Lessee may request to make improvements on the Premises subject to and in accordance with provisions set forth herein and as outlined in the Asheville Regional Airport Development Guidelines, which may be amended from time to time.
2. Prior to submitting any tenant improvement plans, Lessee shall contact the Airport Property and Contracts Manager. Once the Airport Property and Contracts Manager has determined that the project meets all Lease requirements, the concept submittal process can begin. Lessee shall furnish additional information Lessor may reasonably find necessary to determine the safety of the improvements to the facility and its compatibility with use of the Lessor for aviation and other transportation purposes. All requests for tenant-initiated construction or alterations shall start with a written concept or schematic request to the Airport Property and Contracts Manager.
3. Written concept or schematic request shall be submitted to the Airport Properties and Contracts Manager at the Greater Asheville Regional Airport Authority at 61 Terminal Drive, Suite 1, Fletcher, NC 28732.
4. Thirty (30) days following the completion of any Installations, Lessee shall furnish the Airport Planning Manager at the Greater Asheville Regional Airport Authority at 61 Terminal Drive, Suite 1, Fletcher, NC 28732, with one (1) complete set, on computer disc in AUTOCAD, of detailed record drawings of the work completed.
5. Any leasehold improvements made by Lessee may become the property of Lessor at the expiration of the Lease term or earlier termination as herein provided.

### **B. Capital Improvement Allowance**

Lessor will provide a not to exceed amount of \$10,000.00, as a tenant allowance for capital expenditures incurred by Lessee to contribute to an overhead door installation and Heating, Ventilation, and Air Conditioning improvements within the Premises.

This amount will be paid to Lessee following completion of all tenant improvements and final construction costs submitted to Lessor; however, no earlier than July 1, 2020.

C. Description and Conditions

Lessee acknowledges that Lessor is entering into this Lease with the understanding and upon each of the following conditions and representations:

1. Workmanship

All construction will be performed in a good, workmanlike manner and must comply with applicable Greater Asheville Regional Airport Authority requirements and county ordinances and building codes. Lessee shall post bonds and pay for materials and labor as may be required by Lessor or as may be required by State, City or County law for any improvements constructed solely by Lessee.

2. Lessee's Improvements

Any facilities and/or improvements to be constructed on the Premises by Lessee will be in substantial conformance with Lessee's submitted proposed improvements and shall be approved in advance by the Executive Director or his/her designee. Lessee shall submit to Lessor detailed plans of any proposed improvements. Lessee's improvements, at the end of the Lease term, **may** in the sole discretion of the Executive Director, become the property of Lessor, free of any security interest. Trade fixtures remain the property of Lessee so long as Lessee is not in default of its Lease payments and removal of such trade fixtures, at Lessee's sole expense, does not result in material damage to the Premises that cannot be repaired to the satisfaction of the Executive Director. All signs, facilities, decorations, trade fixtures and equipment that Lessee installed shall be removed from the Premises in accordance with Article 15 of this Lease.

3. Lessor Review of Plans and F.A.A. Approval

Lessor will provide comments based on a review of the project plans submitted by Lessee to Lessor. Lessee must obtain prior F.A.A. approval under 14 C.F.R. Part 77, Objects Affecting Navigable Air Space, if applicable.

4. Agreements and Licenses

Lessor staff review and approval shall occur prior to any other request from Lessee to any other jurisdiction. Copies of all licenses, Agreements, approvals, and all other necessary or appropriate actions of any federal, state, municipal, and other governmental authorities required in enabling construction, maintenance, or operation of improvements must be provided to and remain on file with Lessor. Lessee will also obtain the approval of the final plans and specifications by any and all federal, state, municipal, and other governmental authorities, office and departments having jurisdiction in the matter, and provide conformed copies of executed approvals to Lessor.

5. Insurance and Suretyship

All contracts for the Installation of the improvements shall include provisions of insurance and suretyship reasonably satisfactory to Lessor for protection of the Lessor, laborers, suppliers, subcontractors and the public.

## **ARTICLE 10 – HAZARDOUS MATERIALS**

A. Lessee's Agreement.

Lessee 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 Lessee 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 Lessor's rules and regulations.

B. Environmental Indemnity

Lessee shall indemnify, defend and hold harmless the Lessor from and against any and all loss, damage, cost or expense (including attorney's fees) arising during or after the term of this Agreement as a result of or arising from (i) a breach by Lessee 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 Lessee, its officers, agents, employees, contractors, subcontractors, sublessees, licensees or invitees.

C. Environmental Audit.

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

## **ARTICLE 11 - SIGNAGE**

Lessee may install on or about the Premises signs identifying its business and for operational purposes. The number, general type, size, and location of signs must be approved in writing by the Executive Director prior to installation and in compliance with the Airport Development Guidelines for the Asheville Regional Airport. The written request for signage shall be submitted to the attention of the Airport Planning Manager at the address provided in the Notice provisions in Article 20. Unapproved signs, banners, flags, etc. shall be removed immediately by Lessee upon written notice from Lessor.

## **ARTICLE 12 - UTILITIES**

- A. As a Triple Net Lease, Lessee will be responsible at its sole expense for the costs of utilities including water, sewer, gas, and electric services used during the term of the Lease. Lessee shall be responsible for commencing service with each utility supplier and shall be liable for any service charges that may be billed to Lessor during the term of this Lease. Lessee shall be solely responsible for the costs associated with the relocation, modifications, and/or improvement of the existing utilities in the Premises.
- B. Lessee shall be responsible at its sole expense for commencing telecommunication utility services including telephone, cable and/or internet services with each supplier and for paying directly to each supplier the recurring service charges for these telecommunication services.
- C. Lessee shall be responsible, at its sole expense, for any special cabling, wiring, and hookups for telephone, cable services, and computers for the Premises, including wireless internet services. Any wireless access points installed by Lessee shall not cause any interference with existing communication users, including aviation-related operations and equipment at the Airport, the operations of any existing wireless users operating at the Airport, and the Airport's own radio systems. If Lessee causes any interference with any existing users, Lessee shall take all steps necessary to remove the cause of the interference. Lessee shall cooperate with Lessor and any third parties to identify and eliminate the cause of the interference. If Lessor determines, in its sole discretion, that the wireless access point is the cause of any interference, then Lessor may direct Lessee to immediately cease operating all or any portion of the wireless access point, or otherwise take action to eliminate the interference.
- D. Lessor has no responsibility for blackouts, brownouts, cessation, interruption, or failure of utilities.

## **ARTICLE 13 - MAINTENANCE AND CUSTODIAL**

- A. Maintenance and Repairs  
Lessee is responsible at its cost and expense to maintain, repair, secure and keep in good repair the Premises and all of improvements including any Lessee's improvements thereon, during the term of this Lease. If Lessee fails to maintain and secure the Premises, Lessor may perform any required work and may charge Lessee for the cost of labor and materials used, provided that Lessor, before commencing any required work, shall give Lessee written notice of its default and Lessee shall have ten (10) days within which to correct the default.
- B. Custodial  
As a Triple Net Lease, Lessee is responsible at its sole expense for custodial, trash service, cleaning activities, pest control, and landscape maintenance associated with the Premises. Whether Lessee elects to furnish such services itself or use a



contractor, all such services shall be performed in a first-class, sound, clean, safe, and attractive manner, commensurate with the level of the services provided by Lessor in similarly situated circumstances, as determined in Lessor's reasonable discretion. Lessor, in order to maintain standards of custodial services throughout the Airport and Airport property, may take over all of the custodial services that are to be performed by Lessee at any time during the term of this Lease upon a ten (10) day written notice to Lessee of its failure to maintain the proper standard of custodial services. If a written notice is given to Lessee and Lessor proceeds to provide the custodial services consistent with its own standards, then Lessee shall be billed the cost of such custodial services.

#### **ARTICLE 14 - DAMAGE OR DESTRUCTION**

A. **Damage or Destruction of the Premises.**

If the Premises or any portion thereof are damaged by fire or other casualty resulting from any cause whatsoever at any time during the term of this Agreement, Lessor shall have the following rights:

1. If feasible, Lessor may make temporary repairs and require Lessee to continue operations from the Premises until repairs are complete.
2. If available, Lessor may designate alternate Premises for Lessee's use until repairs can be completed to the Premises.

B. **Damage**

Should Lessee's Premises, or any portions thereof, or buildings or structures on which such Premises may be a part, be damaged by fire or other casualty, and if the damage or buildings or structures of which said Premises are a part, is repairable within ninety (90) days from the date of the occurrence, at the sole discretion of the Lessor, the Premises shall be repaired with due diligence by Lessor. If feasible, the Lessor may make temporary repairs and require Lessee to continue operations from the Premises until repairs are complete. Lessor may also designate alternate Premises for Lessee's use until repairs can be completed to the Premises. Provided the damage is not due to the negligence of Lessee, the Rent allocable to the particular Premises, or portions of the Premises rendered untenable, for the period from the occurrence of the damage to the completion of repairs, shall be abated.

C. **Destruction**

Should said Premises or any portions thereof or buildings or structures of which said Premises may be a part, be completely destroyed by fire or other casualty, or should they be damaged to such an extent that the damage cannot be repaired within ninety (90) days after the occurrence, at the sole discretion of the Lessor, the Lessor shall have the following rights:

1. Lessor may determine not to repair the Premises and shall have the option to terminate this Agreement to the extent that it shall apply to the particular Premises so rendered untenable. In the event that this Section shall become applicable, Lessor shall notify Lessee within sixty (60) days after the happening of any such damage whether Lessor has elected to continue the Agreement in effect as to the premises damaged or destroyed or to terminate it. Said notice shall advise Lessee of Lessor's estimated schedule for completion of repair and restoration. If repairs are estimated to take more than one hundred eighty (180) days to complete, Lessee may terminate this Agreement by providing written notice to Lessor within ten (10) days of receipt of notice from Lessor as aforesaid. If Lessor shall elect to continue this Agreement in effect, it shall commence and prosecute with due diligence any work necessary to restore or repair the premises, and, so long as the damage is not due to the negligence of Lessee, the Rent allocable to the particular Premises rendered untenable, for the period from the occurrence of the damage to the completion of the repairs, shall be abated.
2. Lessee 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 Premises 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 Lessor or its officers, agents or employees.

#### **ARTICLE 15 - FORCE MAJEURE**

- A. Neither party hereto shall be liable to the other for any failure, delay, or interruption in performing its obligations hereunder to the extent due to acts, events or conditions beyond its control, including, but not limited to, acts of God, acts of a public enemy, war, blockade, insurrection, strikes, boycotts, picketing, slow-downs, work stoppages or other labor actions affecting the rights or obligations of Lessor or Lessee hereunder, their respective contractors or subcontractors, except to the extent that such failure, delay or interruption directly or indirectly results from failure on the part of Lessor or Lessee to use reasonable care to prevent, or make reasonable efforts to cure, such failure, delay or interruption; provided, however, that, except as herein specifically provided, nothing in this section is intended or shall be construed to abate, postpone or in any respect diminish Lessee's obligations to make payments of Rent and any other payments when due to Lessor pursuant to this Agreement.

- B. If Lessor or Lessee is prevented or is unable to perform any act required by this Lease by reason of acts or determination of any federal, state, or local governments, war, fire, earthquake, storm or similar acts of Nature; strikes, labor disputes, national emergency or any other reason of a like nature beyond their control, then performance of such act shall be extended for a period equivalent to the period of delay; provided, however, that no such delay shall exceed sixty (60) consecutive days unless approved by the Executive Director; otherwise, this Lease shall terminate.
- C. Lessor shall be under no obligation to supply any service if and to the extent and during any period that the supplying of any such service or the use of any component necessary therefor shall be prohibited or rationed by any law, ordinance, rule, regulation, requirement, order or directive of any federal, state, county or municipal government having jurisdiction. Lessor shall also have the right to manage and employ procedures to effectuate energy conservation measures at the Airport and Lessee shall fully cooperate with Lessor in these efforts.

#### **ARTICLE 16 - SUBLEASE OR ASSIGNMENT OF LEASE**

- A. Lessee shall not, at any time, assign, transfer or hypothecate all or any portion of its interest under this Lease nor Agreement any other person, firm or corporation to occupy the Premises without the prior written approval of Executive Director, which shall not be unreasonably withheld. Any transfer of control of Lessee's interest is considered to be an assignment of interest. Lessee shall not sublease the whole or any portion of the Premises without prior written approval of the Executive Director.
- B. If Lessee should desire to assign this Lease or sublet the Premises (or any part thereof), Lessee shall give Lessor written notice no later than ninety (90) days in advance of the proposed effective date of any proposed assignee or sublessee, together with: (i) a detailed description of the name and business of the proposed assignee or sublessee; (ii) a detailed description of the intended use of the Premises by the proposed assignee or sublessee, with particular detail regarding any Regulated Substances which will be used in any manner on the Premises; (iii) the amount and location of the space within the Premises proposed to be so assigned or subleased; (iv) the proposed effective date and duration of the assignment or subletting; and (v) the proposed rent or consideration to be paid to Lessee by such assignee or sublessee, which may not exceed the amount charged to Lessee by Lessor plus a reasonable fee for administration. Lessee shall promptly supply Lessor with a copy of the proposed assignment or sublease, as Lessor may reasonably request, to evaluate the proposed assignment or sublease.
- C. Lessor shall make all reasonable efforts to notify Lessee in writing within a period of sixty (60) days following receipt of such notice and complete submission of information requested by Lessor that Lessor elects: (i) agree to allow Lessee to assign or sublet such space; or (ii) to refuse to consent to Lessee's assignment or sublease of such space and to continue this Lease in full force and effect as to the entire Premises. Lessee agrees to reimburse Lessor for reasonable legal fees and any other

reasonable costs incurred by Lessor in connection with any requested assignment or sublease. Lessee shall deliver to Lessor copies of all documents executed in connection with any permitted assignment or sublease, which documents shall be in form and substance reasonably satisfactory to Lessor and which shall require such assignee or sub lessee to assume performance of all terms of this Lease on Lessee's part to be performed.

- D. Any attempted assignment or sublease by Lessee in violation of the terms and provisions of this Article shall be void and such act shall constitute a material breach of this Lease. In no event shall any assignment or sublease, relieve Lessee of its primary liability under this Lease for the entire term, and Lessee shall in no way be released from the full and complete performance of all the terms hereof. If Lessor takes possession of the Premises before expiration of the term of this Lease, Lessor shall have the right, at its sole discretion, to take over any assignment or sublease of the Premises or any portion thereof and such assignee or sub lessee shall attorn to Lessor as its Lessor, under all the terms and conditions of such assignment or sublease.

## **ARTICLE 17 - COMPLIANCE WITH LAWS**

A. **General**

Lessee, its officials, agents, employees, contractors and any other person whom Lessee controls, or has the right to control, shall observe and comply with all present and future laws, ordinances, rules and regulations of the United States government, the State of North Carolina, the Greater Asheville Regional Airport Lessor and all other jurisdictions and agencies that may be applicable to this Lease or Lessee's activities authorized by this Lease; and further, Lessee will display to Lessor any Agreements, licenses, or other evidence of compliance with such laws upon request.

B. **Federal Aviation Administration Requirements**

1. Lessee shall comply with all applicable regulations of the Federal Aviation Administration relating to Airport security and shall control the Premises so as to prevent or deter unauthorized persons from obtaining access to the air operations area of the Airport.
2. Lessor 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 Premises, 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. Lessee 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 Premises in compliance with the requirements of Federal Aviation Regulations, 14 CFR Part 77.

4. Lessee agrees to require any lights in the Premises 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. Lessee expressly agrees, on behalf of itself and its successors and assigns, to prevent any use of the Premises 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. Lessee 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 Lessee 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 Lessee 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.

C. Subordination to Agreements with the U.S.

This Lease is subject to and subordinate to the provisions of any agreement currently in force or subsequently made between Lessor and the U.S. government, or its agencies relative to the operation or maintenance of the Airport, the execution of which has been required as a condition precedent to the transfer of federal rights or property to Lessor for Airport purposes, or the expenditure of federal funds for the improvement or development of the Airport in accordance with the provisions of the Federal Aviation Act of 1958, as it has been amended from time to time. Lessor warrants it has no existing agreements with the U.S. government in conflict with the express provisions of this Lease.

D. Compliance with Environmental Laws

Lessee shall, at its sole expense, comply with all present and subsequently enacted environmental laws, and any amendments thereto, relating to or affecting Lessee's use of the Premises.

## **ARTICLE 18 - SURRENDER OF POSSESSION**

- A. Upon the expiration or other termination of this Lease, or any extension thereof, Lessee's right to occupy the Premises and exercise the privileges herein granted shall cease, and Lessee shall immediately vacate and surrender possession of the Premises to Lessor and leave the Premises in good condition, except for normal wear

and tear. Unless otherwise provided in this Lease, all trade fixtures, equipment and other personal property (“**personal property**”) installed or placed by Lessee on the Premises shall remain the property of Lessee, and Lessee shall have the right at any time during the term of this Lease, and for a period of thirty (30) days after the expiration or other termination of the term of this Lease, to remove same from the Premises; provided that Lessee is not in default in making any rental payment to Lessor hereunder; and provided that Lessee shall repair any damage caused by such removal. Nothing in this Article may be construed as giving Lessee any right of holdover. Lessee shall pay Rent at the beginning of the thirty (30) day removal period at the rate in effect when this Lease expired or otherwise terminated. Lessee and Lessor may agree to one or more additional thirty (30) day removal periods and Lessee shall pay Lessor the prevailing Rent for each additional period.

- B. If Lessee does not repair such damage to the reasonable satisfaction of the Executive Director, Lessee shall be liable for and shall pay Lessor, upon billing for any such amount expended by Lessor for repairs. Any personal property not removed by Lessee within the thirty (30) day removal period shall be deemed abandoned by Lessee, shall become part of the Premises, and title thereto shall vest in Lessor, at Lessor’s option, or Lessor may remove the remaining personal property and bill Lessee for the cost thereof. Lessee shall execute and deliver to Lessor upon request a bill of sale or any other instruments necessary to transfer ownership of Lessee’s improvements at no cost, free and clear of any encumbrance or security interest, and waive any and all rights, remedies and claims against Lessor if Lessor exercises its options to have Lessee’s personal property remain on the Premises.

#### **ARTICLE 19 - RIGHTS OF ENTRY RESERVED**

- A. Lessor and its designated agents shall have the right at reasonable times to enter upon all portions of the Premises for the purpose of inspection or maintenance, observing the performance of Lessee’s obligations under this Lease, and to service or post or keep posted thereon notices provided by any law or rules or regulations which Lessor deems to be necessary for its protection.
- B. Lessor has the right to enter the Premises to cure any material breach that remains uncured by Lessee after five (5) days’ notice and opportunity to cure.
- C. Lessor has the right to enter the Premises at any time and without prior notice to Lessee to respond to any emergency.

#### **ARTICLE 20 – NOTICES**

Any notice permitted or required to be given to Lessee hereunder shall be in writing and delivered either by hand to local Lessee representative, by nationally recognized overnight courier service or by U.S. Certified Mail, Return Receipt Requested, postage prepaid, or by email (with receiver verification of receipt and/or written copy sent via U.S. mail) to the address contained herein of this Agreement or such other address as Lessee may, by written notice, direct from time to time. Any notice permitted or required to be given to Lessor

hereunder shall be in writing and delivered either by hand to the office of the Executive Director, by nationally recognized overnight courier service or by U.S. Certified Mail, Return Receipt Requested, postage prepaid, or by email (with receiver verification of receipt and/or written copy sent via U.S. mail) to the address as noted below, or such other address as Lessor may request from time to time

**Lessor - Greater Asheville Regional Airport Authority**

Attention: Executive Director  
61 Terminal Drive, Suite 1  
Fletcher, North Carolina 28732  
[pr@flyavl.com](mailto:pr@flyavl.com), with an email copy to the Airport Properties and Contracts Manager

**Lessee - Allegiant Air, LLC**

Attention: Daniel Meier, Manager, Airport Affairs  
1201 N. Town Center Drive  
Las Vegas, NV 89144  
[Daniel.meier@allegiantair.com](mailto:Daniel.meier@allegiantair.com)

Local: Nate Troyer – AVL Station Manager  
[Nate.troyer@allegiantair.com](mailto:Nate.troyer@allegiantair.com)

**ARTICLE 21 - AFFIRMATIVE ACTION REQUIREMENTS**

A. Lessee certifies that it is compliant with the Affirmative Action requirements as provided by 14 Code of Federal Regulations, Part 152, Subpart E. Lessee agrees to comply with the Federal Affirmative Action requirements during the term of this Lease and Lessee will require its subcontractors to also comply with the Federal Affirmative Action requirements as set out above, and as may be amended. Failure of Lessee and its subcontractors to maintain compliance during the term of this Lease, including renewal options, is a material breach and may result in termination of this Lease. Lessee, 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 Premises or the Airport under the provisions of this Agreement; (b) that in the construction of any improvements on, over or under the Premises 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 Lessee shall use the Premises 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.

B. Likewise, Lessee 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 Lessee authorize another person, with Lessor's prior written consent, to provide services or benefits from the Premises or at the Airport, Lessee 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. Lessee shall furnish the original or a true copy of such agreement to Lessor. Lessor 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 Lessee agrees that it will adopt any such requirement as a part of this Agreement.

- C. If Lessee 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 Lessee shall be allowed to make reasonable and non-discriminatory discounts, rebates or other similar types of price reductions to volume purchasers, if any.
- D. In the event of breach of any of the above nondiscrimination covenants, Lessor shall have the right to terminate this Agreement and to re-enter and repossess said Premises and hold the same as if this Agreement had never been made or issued. The right granted to Lessor 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.
- E. Further, Lessee assures Lessor 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. Lessee also assures Lessor that it will require its covered suborganizations to provide written assurances to the same effect and provide copies thereof to Lessor.
- F. Lessee assures Lessor 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 Agreement. Lessee also assures Lessor that it will require any contractors and sublessees (to the extent that such sublessees are allowed under other provisions of this Agreement) 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 Lessee's operations under this Agreement.



## **ARTICLE 22 – GENERAL PROVISIONS**

- A. **Quiet Enjoyment**  
Lessor covenants that so long as Lessee shall timely pay the Rent required to be paid hereunder and perform its obligations and the conditions to be performed hereunder, Lessee shall peaceably have and enjoy the Premises and the privileges granted herein.
- B. **Savings Clause**  
Should any provision of this Lease be declared invalid by a court of competent jurisdiction, the remaining terms shall remain in effect, provided that elimination of the invalid provision does not materially prejudice either Lessor or Lessee with regard to their respective rights and obligations.
- C. **Successors and Assigns Bounds**  
Except as expressly prohibited herein, all the provisions of this Lease shall bind the legal representatives, successors and assigns of the respective parties to the extent allowed by law.
- D. **Attorneys' Fees and Costs**  
In the event that Lessor elects to engage the services of an attorney to collect any sums due hereunder from Lessee, or in the event the Lessor is the prevailing party in any action to enforce any provision of this Agreement or in any other legal proceeding at law or in equity arising hereunder or in connection herewith, Lessee shall reimburse Lessor for all reasonable costs, attorneys' fees and all other actual expenses incurred by the Lessor 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.
- E. **Paragraph Headings**  
All article, paragraph and subparagraph headings of this Lease are for reference only and shall not be considered to define or limit the scope of any provision.
- F. **Governing Law**
1. This Agreement 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.
  2. Lessee 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 Lessor and arising against Lessee under this Agreement, and waives any objection which Lessee 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 Lessee. Lessee 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 Lessor and arising against Lessee under this Agreement.

G. Entire Agreement

This Agreement 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 Agreement may be altered or amended only by written instrument executed by both parties hereto.

H. Approvals, Consents, Notices and Amendments

All approvals, consents, notices, and amendments required by this Lease must be in writing and may not be established by oral testimony.

I. No Waiver of Subsequent Breaches or Defaults

The failure of Lessor to insist in any instance or in more than one instance upon strict performance by Lessee of any of the provisions, terms, covenants, reservations, or conditions contained in this Lease shall not be considered a waiver or relinquishment of any subsequent breach or default.

J. Time of Essence

It is mutually agreed that time is of the essence in the performance of all covenants and conditions to be kept and performed under the terms of this Lease.

K. Corporate Certification

The undersigned signing on behalf of Lessee hereby warrants and certifies to Lessor that Lessee is a corporation in good standing in its state of formation and is authorized to do business in the State of North Carolina and that he or she is authorized and empowered to bind Lessee to the terms of this Lease.

L. National Emergency

This Lease and all provisions hereof shall be subject to whatever right the United States government now has, or in the future may have or acquire, affecting the control, operation, regulations and taking over the Airport or the exclusive or nonexclusive use of the Airport by the United States during time of war or national emergency.

M. Lease Approval

Lessee acknowledges that this Lease is subject to prior approval by the Greater Asheville Regional Airport Authority Board.

N. Continuation During Disputes

Lessee agrees as a condition of this Lease that notwithstanding the existence of any dispute between the parties, throughout the term of, at the times set forth in, and insofar as is possible under the terms of this Lease, each party shall continue to perform the obligations required of it during the continuation of any such dispute, unless enjoined or prohibited by an North Carolina court of competent jurisdiction.

O. Relationship of the Parties

Relationship of the parties is solely that of Lessor and Lessee. Lessee represents and warrants to Lessor that, to the best of its knowledge, except as may be disclosed in an Addendum hereto, no member, officer, employee or agent of Lessor has any material interest, either directly or indirectly, in the business of Lessee to be conducted hereunder.

P. No Third-party Beneficiaries

This Lease is not intended to and does not create any rights for any entity or individual other than the parties to this Lease.

Q. No Exclusive Rights

Notwithstanding anything herein contained that may appear to be to the contrary, it is expressly understood and agreed that, except for Lessee's right to possession of the Premises, the rights granted under this Agreement are non-exclusive and Lessee has not right or privilege to exclusively conduct any activity on the Premises or at the Airport.

R. North Carolina Law

As required by North Carolina law, Lessor hereby includes the following notifications as part of this Agreement:

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.

S. Brokerage Commissions

Unless expressly provided otherwise herein, Lessee warrants that no real estate commission is payable by Lessor to any person or entity in connection with this Permit, and Lessee does hereby agree to indemnify, defend and hold completely harmless Lessor 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 Lessor as a result of any claims therefor.

T. Rules and Regulations

Lessee covenants and agrees to observe and comply with all reasonable rules and regulations of Lessor 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. Lessee 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 Lessee, the Premises or the Airport. Lessee agrees to pay or reimburse Lessor for any fines which may be assessed against Lessor as a result of the violation by Lessee of any applicable security regulation at the Airport, which payment shall be made by Lessee within fifteen (15) days from receipt of Lessor's invoice for such amount and documentation showing that payment of such fine is Lessee's responsibility hereunder.

**IN WITNESS WHEREOF**, the parties hereto have caused this Agreement to be executed as of the day and year first above written, intending themselves to be legally bound hereby.

**GREATER ASHEVILLE REGIONAL  
AIRPORT AUTHORITY**

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

**ALLEGIANT AIR, LLC.**

By: \_\_\_\_\_  
\_\_\_\_\_  
Print Name  
Its \_\_\_\_\_  
Title

**EXHIBIT A**  
**LEASED PREMISES**



**EXHIBIT B**

**IRREVOCABLE STAND-BY LETTER OF CREDIT FORM  
GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

\_\_\_\_\_ [Date]

IRREVOCABLE STAND-BY LETTER OF CREDIT NO.: \_\_\_\_\_

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

AGGREGATE AMOUNT: \_\_\_\_\_ and \_\_\_\_\_/100 Dollars

BENEFICIARY: Greater Asheville Regional Airport Authority  
61 Terminal Drive, Suite 1  
Fletcher, NC 28732

Applicant: (Company Name) \_\_\_\_\_

Dear Sir or Madam:

On behalf of \_\_\_\_\_ [Company name] (the "Company"), we hereby issue this irrevocable stand-by letter of credit in your favor up to the aggregate amount stated above, available by one or more sight drafts drawn by you on us.

Each sight draft hereunder must state "Drawn on \_\_\_\_\_, [Bank Name] Irrevocable Stand-By Letter of Credit No. \_\_\_\_\_, dated \_\_\_\_\_, 20\_\_" and must be accompanied by a Statement of Certification in the form attached hereto as Attachment A (which is incorporated in this irrevocable stand-by letter of credit by this reference). Such Statement of Certification must be signed by the Chief Financial Officer of the Greater Asheville Regional Airport Authority (the "Authority") or by his/her designee, and must provide the certification required in A and either B or C, or both:

Certification that Company has failed to faithfully perform one or more of its obligations to the Authority under that certain Hangar and Facility Agreement and Lease dated \_\_\_\_\_, 20\_\_\_\_, as may be amended from time to time (the "Agreement"), by and between Company and Authority; and

Certification of (i) the amount of damages and expenses which, in his/her determination, the Authority has suffered or incurred as a result of such failure by Company, and/or (ii) the amount of any fees, charges and other sums past due and remaining unpaid from Company to the Authority under such Agreement, together with the amounts of any interest thereon to the extent required or allowed under such Agreement; and/or

Certification (1) that Company has failed to provide to the Authority an irrevocable stand-by letter of credit to replace this irrevocable stand-by letter of credit on or before the date such replacement was due under such Agreement or has failed to so provide a replacement irrevocable stand-by letter of credit in the form required by or in accordance with the requirements of the Agreement, and (2) of the amount of the required replacement irrevocable stand-by letter of credit. Each sight draft drawn hereunder shall be in an amount which is the lesser of the total amount of damages and expenses plus fees, charges and other sums past due and remaining unpaid, together with any interest thereon, or the amount of the required replacement irrevocable stand-by letter of credit, as certified in the Statement

of Certification submitted with such draft.

Additionally, each sight draft drawn hereunder shall be paid from the funds of \_\_\_\_\_ [Bank Name]. If a drawing is made hereunder at or prior to 11 a.m., local time, at our branch where such drawing is made, on a business day, payment shall be made to the Authority or to its designee of the amount specified, at such branch, in immediately available funds, not later than 3 p.m., such local time, on the same business day or such later time and business day as you may specify. If a drawing is made hereunder after 11 a.m., such local time, on a business day, payment shall be made to the Authority or to its designee of the amount specified, in immediately available funds, not later than 3 p.m., such local time, on the next business day thereafter, or such later time and business day as you may specify.

This irrevocable stand-by letter of credit is deemed to be automatically extended without amendment for one (1) year from the expiration date of the Agreement, or any future expiration date, unless the Authority is notified by the Bank ninety (90) days prior to any expiration date of the Agreement by \_\_\_\_\_ [Bank Name], by Registered Mail, that \_\_\_\_\_ [Bank Name] elects not to renew the irrevocable stand-by letter of credit for any such additional period.

This irrevocable stand-by letter of credit is subject to the Uniform Customs and Practices for Documentary Credits (1993 Rev.), International Chamber of Commerce Publication No. 500, except that, notwithstanding the provisions of Article 17 thereof to the contrary, if this irrevocable stand-by letter of credit would have otherwise expired by its terms during a period when our business has been interrupted by Acts of God or other causes beyond our control, our obligations hereunder shall continue for ninety (90) days following the date of our resumption of normal business operations.

We hereby engage with you that all sight drafts drawn hereunder in compliance with the terms of this credit will be duly honored upon presentation to us as provided herein.

\_\_\_\_\_ [Bank Name]

By: \_\_\_\_\_

Title: \_\_\_\_\_

**ATTACHMENT "A" TO EXHIBIT "B"**

**STATEMENT OF CERTIFICATION FORM  
GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

TO: \_\_\_\_\_ [Bank Name]

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

RE: \_\_\_\_\_ [Bank Name]  
Irrevocable Letter of Credit Number \_\_\_\_\_

The undersigned, who is either the Chief Financial Officer or the Executive Director of the Greater Asheville Regional Airport Authority ("Authority"), or is his or her duly authorized designee, hereby certifies to \_\_\_\_\_ [Bank Name] that [A and either B or C, or both, are required]:

\_\_\_\_\_ [Company Name] ("Company") has failed to faithfully perform one or more of its obligations to the Authority under that certain Hangar and Facility Agreement and Lease, dated \_\_\_\_\_, 20\_\_\_\_, by and between Company and the Authority, as amended from time to time ("Agreement"); and that

B. In the determination of the undersigned, the amount of damages or expenses which the Authority has suffered or incurred as a result of such failure by Company, and/or the amount of any fees, charges or other sums past due and remaining unpaid from Company to the Authority under such Agreement, together with the amount of any interest thereon to the extent required or allowed under such Agreement, total \$ \_\_\_\_\_; and/or

C. Company has failed to provide to the Authority a replacement contract bond or stand-by letter of credit the date required in the Agreement, or has failed to provide the same in the form required or otherwise in accordance with the requirements of the Agreement, and that the amount of the required replacement bond or letter of credit is \$ \_\_\_\_\_.

Dated this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_\_.

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

By: \_\_\_\_\_

Printed Name: \_\_\_\_\_

Title: \_\_\_\_\_



## EXHIBIT C

### CERTIFICATE OF INSURANCE GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

NAME AND ADDRESS OF INSURANCE AGENCY	COMPANIES AFFORDING COVERAGES	A.M. BEST RATING	
		LETTER	SIZE
	COMPANY LETTER: A		
	COMPANY LETTER: B		
NAME AND ADDRESS OF INSURED	COMPANIES AFFORDING COVERAGES		
	COMPANY LETTER: C		
	COMPANY LETTER: D		
	COMPANY LETTER E		

This is to certify that the insurance policies identified in this Certificate have been issued to the insured and are in full force and effect at this time. It is agreed that none of the coverages referred to in this Certificate shall be terminated, modified, or not renewed until the Certificate Holder has received from the insurance company or companies thirty (30) days advance written notice thereof, at the Certificate Holder's address shown below. The insurance policies listed in this Certificate are primary to any other policies of insurance or self insurance maintained by the Certificate Holder.

COMPANY LETTER	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	ALL LIMITS IN THOUSANDS	PER OCCURRENCE
	GENERAL LIABILITY				GENERAL	\$
	<input type="checkbox"/> COMMERCIAL GENERAL LIABILITY				PRODUCTS COMP-OPS AGGREGATE	\$
	<input type="checkbox"/> CLAIMS MADE				PERSONAL AND ADVERTISING INJURY	\$
	<input type="checkbox"/> OCCURRENCES				FIRE DAMAGE (ANY ONE FIRE)	\$
	<input type="checkbox"/> X.C.U. COVERAGES				MEDICAL EXPENSE (ANY ONE PERSON)	\$
	<input type="checkbox"/> INDEPENDENT CONTRACTORS				SPECIFIC PROJECT *	\$
	<input type="checkbox"/> CONTRACTUAL LIABILITY					

	AUTOMOBILE LIABILITY				BODILY AND PERSONAL INJURY	\$
	<input type="checkbox"/>	ANY AUTO			PROPERTY DAMAGE	\$
	<input type="checkbox"/>	ALL OWNED AUTOS				
	<input type="checkbox"/>	SCHEDULES AUTOS				
	<input type="checkbox"/>	HIRED AUTOS				
	<input type="checkbox"/>	NON-OWNED AUTOS				

				EACH OCCURRENCE	
EXCESS LIABILITY				BODILY INJURY AND PROPERTY DAMAGE COMBINED	\$
<input type="checkbox"/>	UMBRELLA FORM				
<input type="checkbox"/>	OTHER THAN UMBRELLA FORM				
<input type="checkbox"/>	CLAIMS MADE				
<input type="checkbox"/>	OCCURRENCE				
WORKER'S COMPENSATION				STATUTORY	
EMPLOYER'S LIABILITY				(EACH ACCIDENT)	\$
				AGGREGATE	\$
				(DISEASE EACH EMPLOYEE)	\$

- Each insurance policy has named the Certificate Holder, and their respective past, present and future officers, members (including without limitation all members of the governing board of Certificate Holder), and their respective employees and agents, and each of them, including without limitation the Executive Director, Directors as additional insureds.
- The General, Automobile and Excess Liability Policies described provide the severability of interest (cross liability) provision applicable to the named insured and the Greater Asheville Regional Airport Authority.

DESCRIPTION OF OPERATION/LOCATIONS VEHICLES SPECIAL ITEMS SPECIFIC PROJECT/LOCATION LIABILITY LIMITS APPLICABLE TO:  
 ISO form #CG25011185 or its equivalent

NAME AND ADDRESS OF CERTIFICATE HOLDER  
 GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
 Asheville Regional Airport  
 61 Terminal Drive, Suite 1  
 Fletcher, NC 28732

Date Certificate Issued \_\_\_\_\_

Authorized Representative's Name \_\_\_\_\_

Authorized Representative's Signature \_\_\_\_\_

Address \_\_\_\_\_

Telephone No. \_\_\_\_\_



## MEMORANDUM

TO: Members of the Airport Authority  
FROM: Lew Bleiweis, A.A.E., Executive Director  
DATE: March 13, 2020

### ITEM DESCRIPTION – Information Section Item A

January, 2020 Traffic Report – Asheville Regional Airport

### SUMMARY

January, 2020 overall passenger traffic numbers were up 27.6% compared to the same period last year. Passenger traffic numbers reflect a 26.8% increase in passenger enplanements from January, 2019. Enplanements for Fiscal Year to Date total 512,611 which is a 37.5% increase over the same period last year.

### AIRLINE PERFORMANCE

Allegiant Airlines: Year over Year passenger enplanements for Allegiant in January 2020 were up by 45.4%. There were no flight cancellations for the month.

American Airlines: American's January 2020 passenger enplanements represent a 43.5% increase over the same period last year. There were seven (7) flight cancellations for the month.

Delta Airlines: Enplanements for Delta in January 2020 decreased by 1.1%. There were no flight cancellations for the month.

Spirit Airlines: Spirit experienced a 42.5% decrease in passenger enplanements in January 2020 compared to January 2019. There were no flight cancellations for the month.

United Airlines: In January 2020, United Airlines saw an increase in enplanements by 46.3% over the same period last year. There were two (2) flight cancellations for the month.

# Monthly Traffic Report

## Asheville Regional Airport

### January 2020



Category	Jan 2020	Jan 2019	Percentage Change	*CYTD-2020	*CYTD-2019	Percentage Change	*MOV12-2020	*MOV12-2019	Percentage Change
<b>Passenger Traffic</b>									
Enplaned	58,017	45,770	26.8%	58,017	45,770	26.8%	821,340	580,532	41.5%
Deplaned	<u>54,643</u>	<u>42,531</u>	28.5%	<u>54,643</u>	<u>42,531</u>	28.5%	<u>819,781</u>	<u>577,406</u>	42.0%
<b>Total</b>	<b>112,660</b>	<b>88,301</b>	<b>27.6%</b>	<b>112,660</b>	<b>88,301</b>	<b>27.6%</b>	<b>1,641,121</b>	<b>1,157,938</b>	<b>41.7%</b>
<b>Aircraft Operations</b>									
Airlines	981	737	33.1%	981	737	33.1%	13,500	9,373	44.0%
Commuter/ Air Taxi	<u>809</u>	<u>582</u>	39.0%	809	582	39.0%	11,492	10,205	12.6%
<b>Subtotal</b>	<u>1,790</u>	<u>1,319</u>	35.7%	<u>1,790</u>	<u>1,319</u>	35.7%	<u>24,992</u>	<u>19,578</u>	27.7%
General Aviation	3,330	2,940	13.3%	3,330	2,940	13.3%	47,994	39,093	22.8%
Military	<u>147</u>	<u>178</u>	-17.4%	<u>147</u>	<u>178</u>	-17.4%	<u>3,028</u>	<u>3,181</u>	-4.8%
<b>Subtotal</b>	<u>3,477</u>	<u>3,118</u>	11.5%	<u>3,477</u>	<u>3,118</u>	11.5%	<u>51,022</u>	<u>42,274</u>	20.7%
<b>Total</b>	<b>5,267</b>	<b>4,437</b>	<b>18.7%</b>	<b>5,267</b>	<b>4,437</b>	<b>18.7%</b>	<b>76,014</b>	<b>61,852</b>	<b>22.9%</b>
<b>Fuel Gallons</b>									
100LL	8,639	8,548	1.1%	8,639	8,548	1.1%	172,135	163,293	5.4%
Jet A (GA)	59,506	37,277	59.6%	59,506	37,277	59.6%	1,384,685	1,428,062	-3.0%
<b>Subtotal</b>	<u>68,145</u>	<u>45,825</u>	48.7%	<u>68,145</u>	<u>45,825</u>	48.7%	<u>1,556,820</u>	<u>1,591,355</u>	-2.2%
Jet A (A/L)	<u>566,109</u>	<u>385,202</u>	47.0%	<u>566,109</u>	<u>385,202</u>	47.0%	<u>7,093,996</u>	<u>4,454,430</u>	59.3%
<b>Total</b>	<b>634,254</b>	<b>431,027</b>	<b>47.1%</b>	<b>634,254</b>	<b>431,027</b>	<b>47.1%</b>	<b>8,650,816</b>	<b>6,045,785</b>	<b>43.1%</b>

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

Friday, February 21, 2020

# Airline Enplanements, Seats, and Load Factors

## Asheville Regional Airport

January 2020



	Jan 2020	Jan 2019	Percentage Change	*CYTD-2020	*CYTD-2019	Percentage Change
<b>Allegiant Air</b>						
Enplanements	26,019	17,894	45.4%	26,019	17,894	45.4%
Seats	36,177	24,570	47.2%	36,177	24,570	47.2%
Load Factor	71.9%	72.8%	-1.2%	71.9%	72.8%	-1.2%
<b>American Airlines</b>						
Enplanements	14,630	10,194	43.5%	14,630	10,194	43.5%
Seats	19,947	12,422	60.6%	19,947	12,422	60.6%
Load Factor	73.3%	82.1%	-10.6%	73.3%	82.1%	-10.6%
<b>Delta Air Lines</b>						
Enplanements	10,292	10,404	-1.1%	10,292	10,404	-1.1%
Seats	12,749	12,057	5.7%	12,749	12,057	5.7%
Load Factor	80.7%	86.3%	-6.4%	80.7%	86.3%	-6.4%
<b>Spirit Airlines</b>						
Enplanements	2,310	4,020	-42.5%	2,310	4,020	-42.5%
Seats	3,973	6,916	-42.6%	3,973	6,916	-42.6%
Load Factor	58.1%	58.1%	0.0%	58.1%	58.1%	0.0%
<b>United Airlines</b>						
Enplanements	4,766	3,258	46.3%	4,766	3,258	46.3%
Seats	6,500	4,300	51.2%	6,500	4,300	51.2%
Load Factor	73.3%	75.8%	-3.2%	73.3%	75.8%	-3.2%
<b>Totals</b>						
Enplanements	58,017	45,770	26.8%	58,017	45,770	26.8%
Seats	79,346	60,265	31.7%	79,346	60,265	31.7%
Load Factor	73.1%	75.9%	-3.7%	73.1%	75.9%	-3.7%

Friday, February 21, 2020

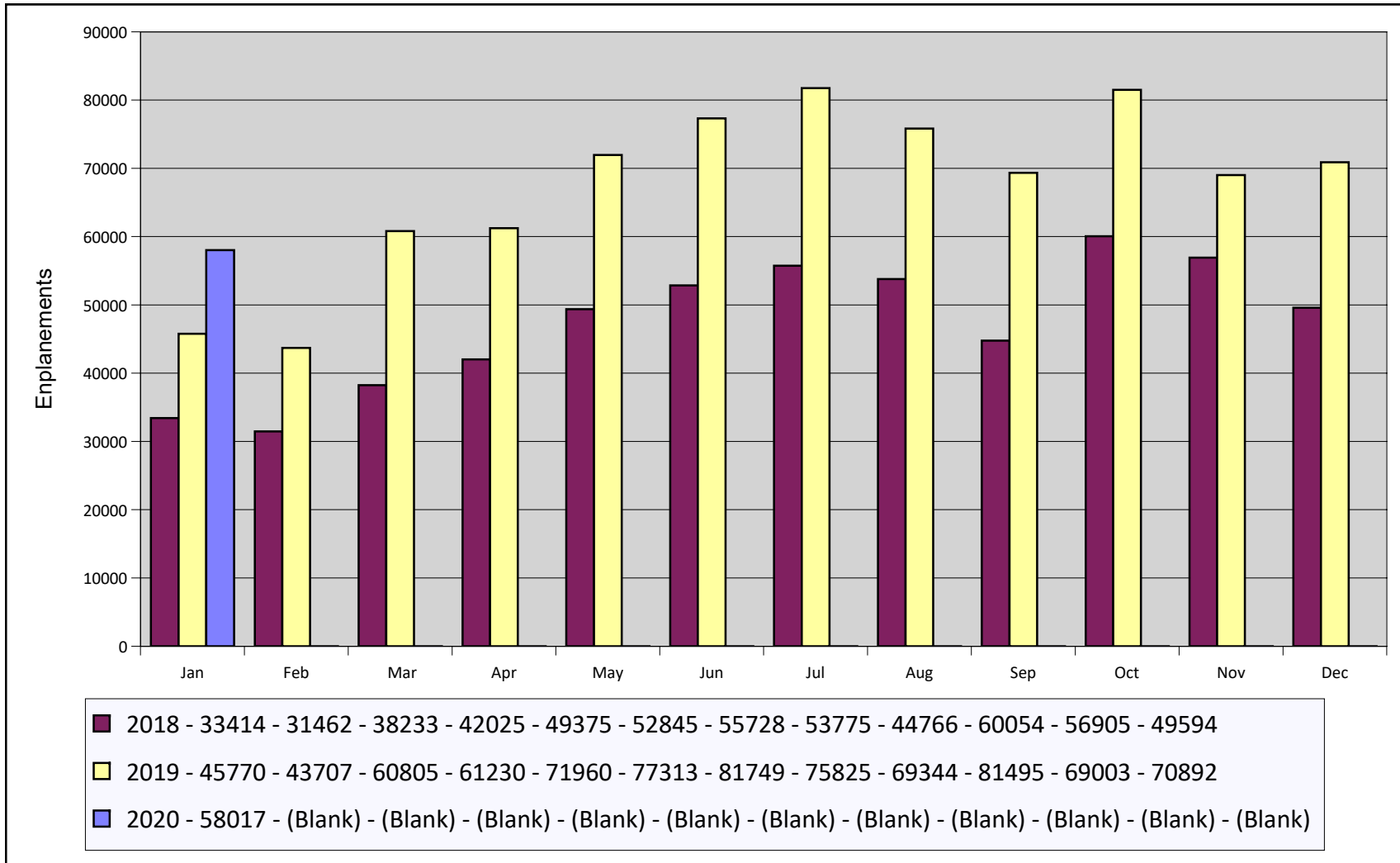
\*CTYD = Calendar Year to Date and \*Mov12 = Moving Twelve Months.

# Airline Flight Completions Asheville Regional Airport January 2020

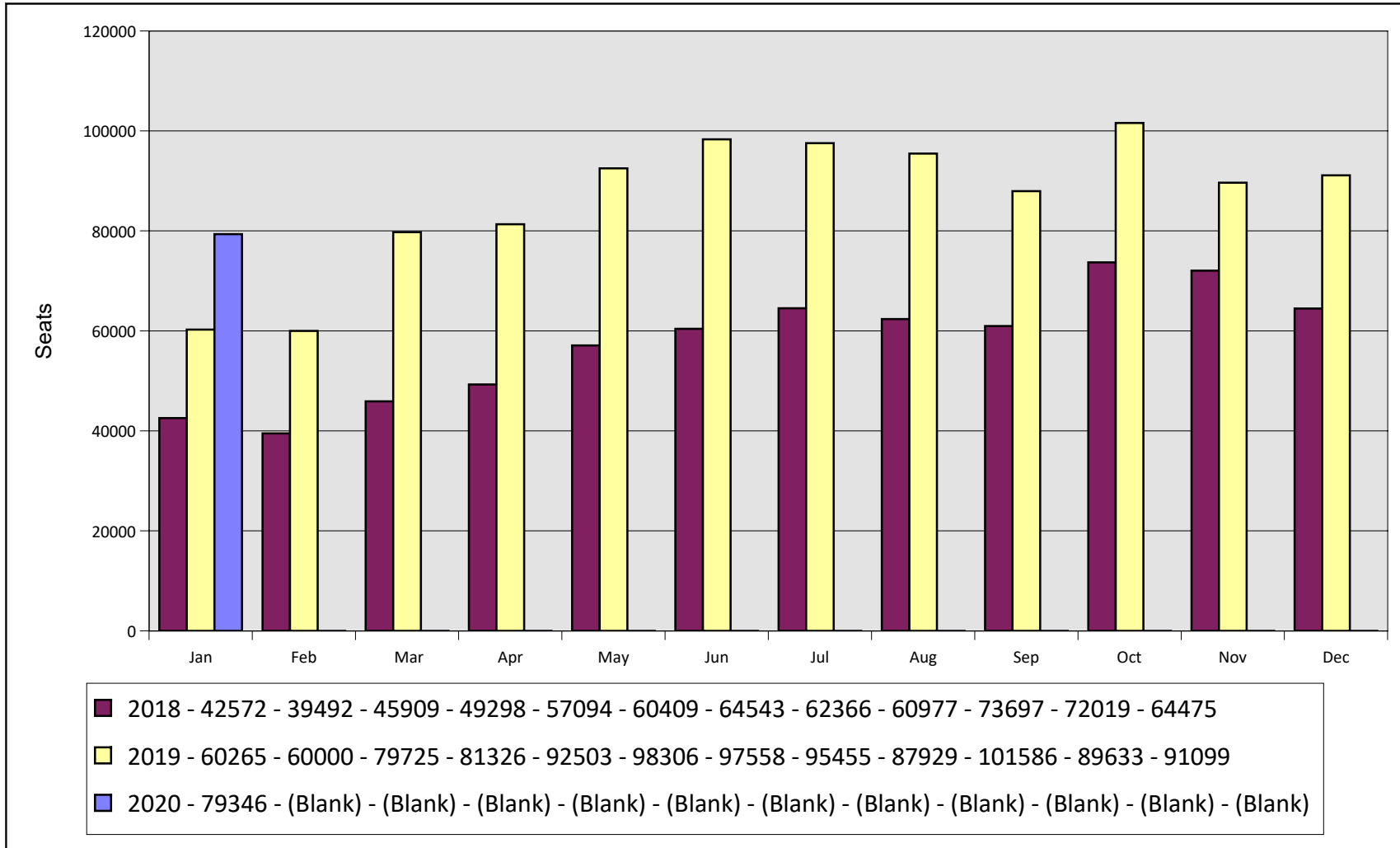


Airline	Scheduled Flights	Field	Cancellations Due To			Total Cancellations	Percentage of Completed Flights
			Mechanical	Weather	Other		
Allegiant Air	202	0	0	0	0	0	100.0%
American Airlines	313	0	3	4	0	7	97.8%
Delta Air Lines	196	0	0	0	0	0	100.0%
Spirit Airlines	23	0	0	0	0	0	100.0%
United Airlines	132	0	2	0	0	2	98.5%
<b>Total</b>	<b>866</b>	<b>0</b>	<b>5</b>	<b>4</b>	<b>0</b>	<b>9</b>	<b>99.0%</b>

# Monthly Enplanements By Year Asheville Regional Airport

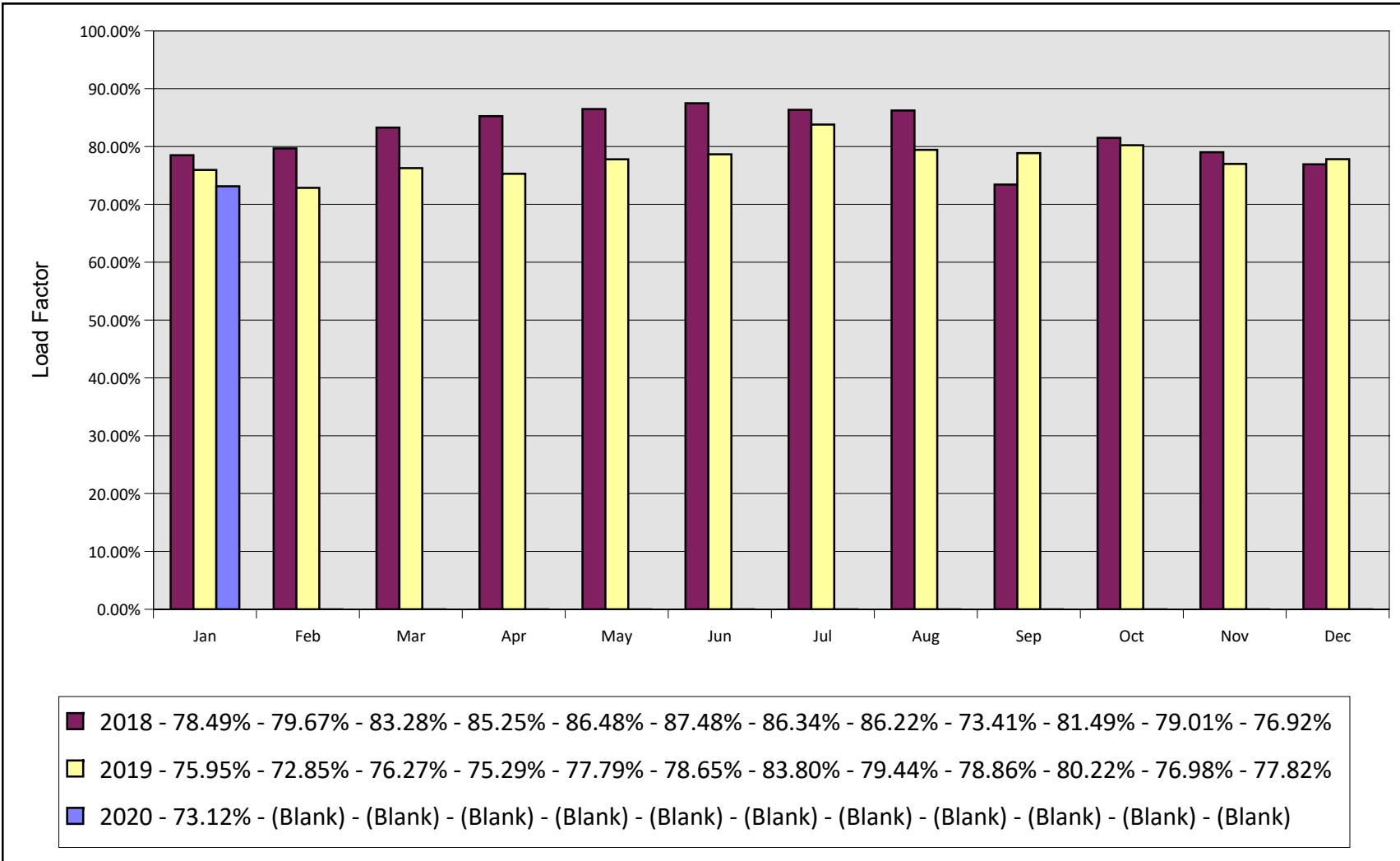


# Monthly Seats By Year Asheville Regional Airport

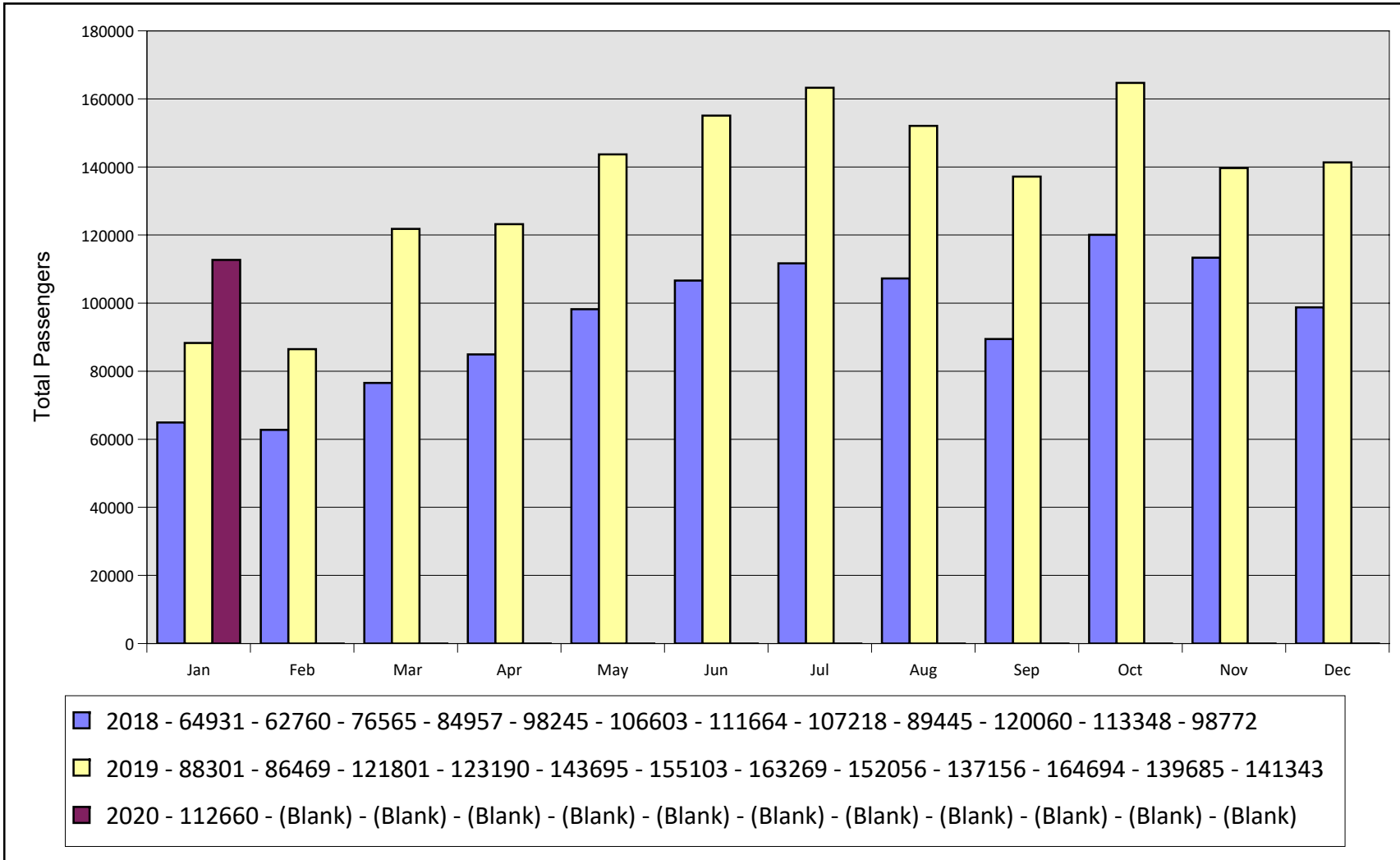




# Monthly Load Factors By Year Asheville Regional Airport

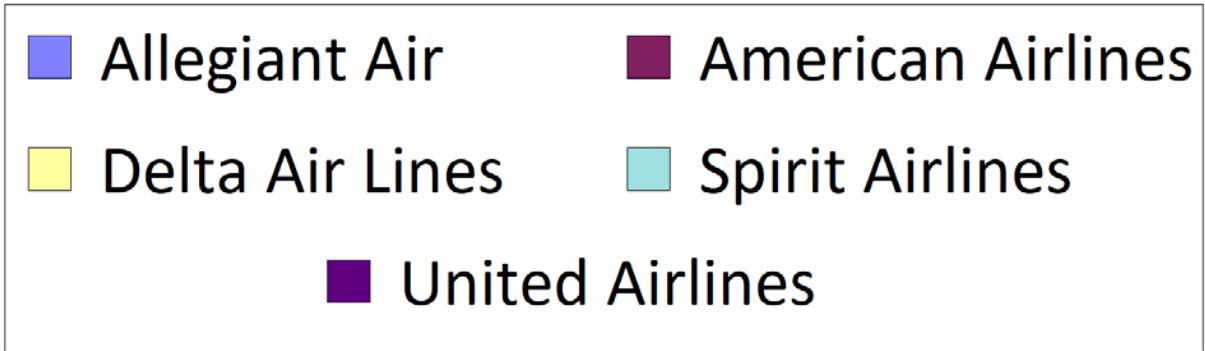
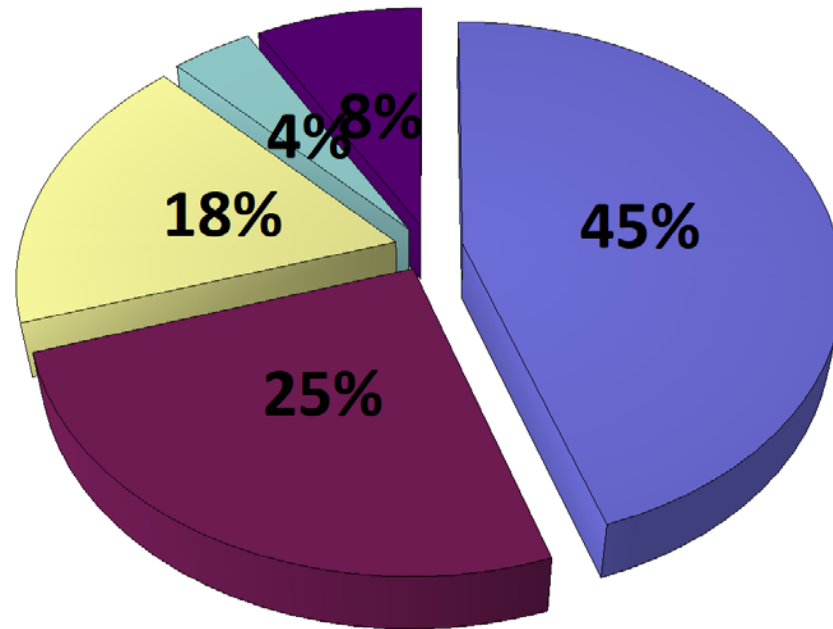


# Total Monthly Passengers By Year Asheville Regional Airport



# Airline Market Share Analysis (Enplanements) Asheville Regional Airport

Report Period From January 2020 Through January 2020



Mkt AI	Travel Period		Apr-20		Apr-19		Diff		Percent Diff	
	Orig	Dest	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats
AA	AVL	CLT	49	3,265	49	3,339	0	(74)	0.0%	(2.2%)
AA	CLT	AVL	49	3,265	49	3,339	0	(74)	0.0%	(2.2%)
AA	AVL	DFW	14	1,064	0	0	14	1,064		
AA	DFW	AVL	14	1,064	0	0	14	1,064		
AA	AVL	LGA	2	152	0	0	2	152		
AA	LGA	AVL	2	152	0	0	2	152		
AA	AVL	PHL	14	910	0	0	14	910		
AA	PHL	AVL	14	910	0	0	14	910		
DL	ATL	AVL	54	3,716	47	3,282	7	434	14.9%	13.2%
DL	AVL	ATL	54	3,716	47	3,342	7	374	14.9%	11.2%
G4	AVL	BWI	2	312	2	354	0	(42)	0.0%	(11.9%)
G4	BWI	AVL	2	312	2	354	0	(42)	0.0%	(11.9%)
G4	AVL	DEN	1	177	2	354	(1)	(177)	(50.0%)	(50.0%)
G4	DEN	AVL	1	177	2	354	(1)	(177)	(50.0%)	(50.0%)
G4	AVL	EWB	4	708	5	885	(1)	(177)	(20.0%)	(20.0%)
G4	EWB	AVL	4	708	5	885	(1)	(177)	(20.0%)	(20.0%)
G4	AVL	FLL	21	3,717	16	2,832	5	885	31.3%	31.3%
G4	FLL	AVL	21	3,717	16	2,832	5	885	31.3%	31.3%
G4	AVL	PBI	2	354	0	0	2	354		
G4	PBI	AVL	2	354	0	0	2	354		
G4	AVL	PGD	3	498	4	708	(1)	(210)	(25.0%)	(29.7%)
G4	PGD	AVL	3	498	4	708	(1)	(210)	(25.0%)	(29.7%)
G4	AVL	PIE	9	1,593	7	1,239	2	354	28.6%	28.6%
G4	PIE	AVL	9	1,593	7	1,239	2	354	28.6%	28.6%
G4	AVL	SFB	13	2,226	9	1,488	4	738	44.4%	49.6%
G4	SFB	AVL	13	2,226	9	1,488	4	738	44.4%	49.6%
G4	AVL	SRQ	2	354	2	354	0	0	0.0%	0.0%
G4	SRQ	AVL	2	354	2	354	0	0	0.0%	0.0%
NK	AVL	FLL	0	0	4	728	(4)	(728)	(100.0%)	(100.0%)
NK	FLL	AVL	0	0	4	728	(4)	(728)	(100.0%)	(100.0%)
NK	AVL	MCO	5	725	4	728	1	(3)	25.0%	(0.4%)
NK	MCO	AVL	5	725	4	728	1	(3)	25.0%	(0.4%)
NK	AVL	TPA	0	0	3	546	(3)	(546)	(100.0%)	(100.0%)
NK	TPA	AVL	0	0	3	546	(3)	(546)	(100.0%)	(100.0%)
UA	AVL	IAD	14	700	14	700	0	0	0.0%	0.0%
UA	IAD	AVL	14	700	14	700	0	0	0.0%	0.0%
UA	AVL	ORD	21	1,050	21	1,050	0	0	0.0%	0.0%
UA	ORD	AVL	21	1,050	21	1,050	0	0	0.0%	0.0%
<b>Total</b>			<b>460</b>	<b>43,042</b>	<b>378</b>	<b>37,234</b>	<b>82</b>	<b>5,808</b>	<b>21.7%</b>	<b>15.6%</b>

Mkt AI	Travel Period		May-20		May-19		Diff		Percent Diff	
	Orig	Dest	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats
AA	AVL	CLT	49	3,360	55	3,586	(6)	(226)	(10.9%)	(6.3%)
AA	CLT	AVL	49	3,360	56	3,651	(7)	(291)	(12.5%)	(8.0%)
AA	AVL	DCA	1	50	0	0	1	50		
AA	DCA	AVL	1	50	0	0	1	50		
AA	AVL	DFW	14	1,064	7	532	7	532	100.0%	100.0%
AA	DFW	AVL	14	1,064	7	532	7	532	100.0%	100.0%
AA	AVL	LGA	7	532	2	152	5	380	250.0%	250.0%
AA	LGA	AVL	7	532	2	152	5	380	250.0%	250.0%
AA	AVL	ORD	1	65	0	0	1	65		
AA	ORD	AVL	1	65	0	0	1	65		
AA	AVL	PHL	14	805	8	415	6	390	75.0%	94.0%
AA	PHL	AVL	14	805	7	350	7	455	100.0%	130.0%
DL	ATL	AVL	54	4,044	47	3,739	7	305	14.9%	8.2%
DL	AVL	ATL	54	4,044	47	3,739	7	305	14.9%	8.2%
G4	AVL	BOS	2	354	0	0	2	354		
G4	BOS	AVL	2	354	0	0	2	354		
G4	AVL	BWI	2	372	2	354	0	18	0.0%	5.1%
G4	BWI	AVL	2	372	2	354	0	18	0.0%	5.1%
G4	AVL	DEN	1	177	2	354	(1)	(177)	(50.0%)	(50.0%)
G4	DEN	AVL	1	177	2	354	(1)	(177)	(50.0%)	(50.0%)
G4	AVL	EWB	3	531	5	885	(2)	(354)	(40.0%)	(40.0%)
G4	EWB	AVL	3	531	5	885	(2)	(354)	(40.0%)	(40.0%)
G4	AVL	FLL	13	2,301	17	3,009	(4)	(708)	(23.5%)	(23.5%)
G4	FLL	AVL	13	2,301	17	3,009	(4)	(708)	(23.5%)	(23.5%)
G4	AVL	PBI	3	531	0	0	3	531		
G4	PBI	AVL	3	531	0	0	3	531		
G4	AVL	PGD	3	540	3	531	0	9	0.0%	1.7%
G4	PGD	AVL	3	540	3	531	0	9	0.0%	1.7%
G4	AVL	PIE	10	1,788	8	1,395	2	393	25.0%	28.2%
G4	PIE	AVL	10	1,788	8	1,395	2	393	25.0%	28.2%
G4	AVL	SFB	16	2,841	7	1,218	9	1,623	128.6%	133.3%
G4	SFB	AVL	16	2,841	7	1,218	9	1,623	128.6%	133.3%
G4	AVL	SRQ	2	354	2	354	0	0	0.0%	0.0%
G4	SRQ	AVL	2	354	2	354	0	0	0.0%	0.0%
NK	AVL	FLL	0	0	4	580	(4)	(580)	(100.0%)	(100.0%)
NK	FLL	AVL	0	0	4	580	(4)	(580)	(100.0%)	(100.0%)
NK	AVL	MCO	7	1,015	4	580	3	435	75.0%	75.0%
NK	MCO	AVL	7	1,015	4	580	3	435	75.0%	75.0%
NK	AVL	TPA	0	0	3	435	(3)	(435)	(100.0%)	(100.0%)
NK	TPA	AVL	0	0	3	435	(3)	(435)	(100.0%)	(100.0%)
UA	AVL	EWB	7	350	8	400	(1)	(50)	(12.5%)	(12.5%)
UA	EWB	AVL	7	350	8	400	(1)	(50)	(12.5%)	(12.5%)
UA	AVL	IAD	21	1,050	14	700	7	350	50.0%	50.0%
UA	IAD	AVL	21	1,050	14	700	7	350	50.0%	50.0%
UA	AVL	ORD	21	1,050	21	1,050	0	0	0.0%	0.0%
UA	ORD	AVL	21	1,050	21	1,050	0	0	0.0%	0.0%
<b>Total</b>			<b>502</b>	<b>46,348</b>	<b>438</b>	<b>40,538</b>	<b>64</b>	<b>5,810</b>	<b>14.6%</b>	<b>14.3%</b>

Mkt AI	Travel Period		Jun-20		Jun-19		Diff		Percent Diff	
	Orig	Dest	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats
YQ	AVL	VRB	0	0	2	100	(2)	(100)	(100.0%)	(100.0%)
7Q	VRB	AVL	0	0	2	100	(2)	(100)	(100.0%)	(100.0%)
AA	AVL	CLT	49	3,155	55	3,586	(6)	(431)	(10.9%)	(12.0%)
AA	CLT	AVL	49	3,155	55	3,586	(6)	(431)	(10.9%)	(12.0%)
AA	AVL	DCA	1	50	0	0	1	50		
AA	DCA	AVL	1	50	0	0	1	50		
AA	AVL	DFW	14	1,064	7	532	7	532	100.0%	100.0%
AA	DFW	AVL	14	1,064	7	532	7	532	100.0%	100.0%
AA	AVL	LGA	7	532	2	152	5	380	250.0%	250.0%
AA	LGA	AVL	7	532	2	152	5	380	250.0%	250.0%
AA	AVL	ORD	1	65	0	0	1	65		
AA	ORD	AVL	1	65	0	0	1	65		
AA	AVL	PHL	14	805	7	350	7	455	100.0%	130.0%
AA	PHL	AVL	14	987	7	350	7	637	100.0%	182.0%
DL	ATL	AVL	55	3,789	55	3,664	0	125	0.0%	3.4%
DL	AVL	ATL	55	3,849	55	3,664	0	185	0.0%	5.0%
DL	AVL	DTW	0	0	1	50	(1)	(50)	(100.0%)	(100.0%)
DL	DTW	AVL	0	0	1	50	(1)	(50)	(100.0%)	(100.0%)
DL	AVL	LGA	0	0	1	76	(1)	(76)	(100.0%)	(100.0%)
DL	LGA	AVL	0	0	1	76	(1)	(76)	(100.0%)	(100.0%)
G4	AVL	AUS	2	354	0	0	2	354		
G4	AUS	AVL	2	354	0	0	2	354		
G4	AVL	BOS	2	354	0	0	2	354		
G4	BOS	AVL	2	354	0	0	2	354		
G4	AVL	BWI	2	372	2	372	0	0	0.0%	0.0%
G4	BWI	AVL	2	372	2	372	0	0	0.0%	0.0%
G4	AVL	DEN	2	354	3	558	(1)	(204)	(33.3%)	(36.6%)
G4	DEN	AVL	2	354	3	558	(1)	(204)	(33.3%)	(36.6%)
G4	AVL	EWR	4	708	5	930	(1)	(222)	(20.0%)	(23.9%)
G4	EWR	AVL	4	708	5	930	(1)	(222)	(20.0%)	(23.9%)
G4	AVL	FLL	13	2,301	16	2,922	(3)	(621)	(18.8%)	(21.3%)
G4	FLL	AVL	13	2,301	16	2,922	(3)	(621)	(18.8%)	(21.3%)
G4	AVL	HOU	2	354	0	0	2	354		
G4	HOU	AVL	2	354	0	0	2	354		
G4	AVL	MDW	2	354	0	0	2	354		
G4	MDW	AVL	2	354	0	0	2	354		
G4	AVL	PBI	2	354	0	0	2	354		
G4	PBI	AVL	2	354	0	0	2	354		
G4	AVL	PGD	4	708	4	735	0	(27)	0.0%	(3.7%)
G4	PGD	AVL	4	708	4	735	0	(27)	0.0%	(3.7%)
G4	AVL	PIE	11	1,965	11	1,986	0	(21)	0.0%	(1.1%)
G4	PIE	AVL	11	1,965	11	1,986	0	(21)	0.0%	(1.1%)
G4	AVL	SFB	16	2,832	9	1,524	7	1,308	77.8%	85.8%
G4	SFB	AVL	16	2,832	9	1,524	7	1,308	77.8%	85.8%
G4	AVL	SRQ	2	354	2	372	0	(18)	0.0%	(4.8%)
G4	SRQ	AVL	2	354	2	372	0	(18)	0.0%	(4.8%)
NK	AVL	FLL	0	0	4	580	(4)	(580)	(100.0%)	(100.0%)
NK	FLL	AVL	0	0	4	580	(4)	(580)	(100.0%)	(100.0%)
NK	AVL	MCO	7	1,015	4	580	3	435	75.0%	75.0%
NK	MCO	AVL	7	1,015	4	580	3	435	75.0%	75.0%
NK	AVL	TPA	0	0	3	435	(3)	(435)	(100.0%)	(100.0%)
NK	TPA	AVL	0	0	3	435	(3)	(435)	(100.0%)	(100.0%)
UA	AVL	EWR	7	350	8	400	(1)	(50)	(12.5%)	(12.5%)
UA	EWR	AVL	7	350	8	400	(1)	(50)	(12.5%)	(12.5%)
UA	AVL	IAD	21	1,050	16	800	5	250	31.3%	31.3%
UA	IAD	AVL	21	1,050	16	800	5	250	31.3%	31.3%
UA	AVL	ORD	28	1,582	28	1,400	0	182	0.0%	13.0%
UA	ORD	AVL	28	1,582	28	1,400	0	182	0.0%	13.0%
<b>Total</b>			<b>536</b>	<b>49,884</b>	<b>490</b>	<b>44,208</b>	<b>46</b>	<b>5,676</b>	<b>9.4%</b>	<b>12.8%</b>



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## MEMORANDUM

TO: Members of the Airport Authority

FROM: Janet Burnette, Director of Finance & Accounting

DATE: March 13, 2020

### ITEM DESCRIPTION – Information Section Item B

Greater Asheville Regional Airport – Explanation of Extraordinary Variances  
Month of January 2020

### SUMMARY

Operating Revenues for the month of January were \$1,414,955, 33.3% over budget. Operating Expenses for the month were \$995,620, 7.3% over budget. As a result, Net Operating Revenues before Depreciation were \$419,335. Net Non-Operating Revenues were \$353,598, 3.5% over budget.

Year-to-date Operating Revenues were \$10,589,933, 42.6% over budget. Year-to-date Operating Expenses were \$5,322,919, 21.5% under budget. Year-to-date Net Operating Revenues before Depreciation were \$5,267,014. Net Non-Operating Revenues for the year were \$2,292,354, 4.2% under budget.

### REVENUES

Significant variations to budget for January were:

Other Leases/Fees	\$54,515	332.41%	Reimbursement from retirement system
Landing fees	\$17,935	20.87%	Enplanements over budget
Concessions	\$17,681	37.96%	Enplanements over budget
Rental Car	\$29,047	20.37%	Enplanements over budget and new brands on site
Auto Parking	\$175,462	46.79%	Enplanements over budget
Ground Transportation	\$56,493	359.64%	Invoiced annual tenant and commuter parking

Information Section – Item B



## **EXPENSES**

Significant variations to budget for January were:

Professional Services	\$20,206	57.56%	Legal fees higher than anticipated
Personnel Services	\$115,352	20.78%	Third payroll in January
Promotional Activities	(\$12,547)	(49.56%)	Promotions for month less than anticipated
Operating Supplies	(\$12,568)	(32.46%)	Purchases less than anticipated

## **STATEMENT OF NET ASSETS**

Significant variations to prior month were:

Cash and Cash Equivalents – Cash and Cash Equivalents decreased by \$522k mainly due to the Airfield Redevelopment, South Apron and Security projects.

Grants Receivable – Grants Receivable increased by \$239k due to the Airfield Redevelopment project.

Construction in Progress – Construction in Progress increased by \$1,131k mainly due to the Airfield Redevelopment, South Apron and Security projects.

Property and Equipment, Net – Property and Equipment, Net decreased by \$438k due to depreciation.

**ASHEVILLE REGIONAL AIRPORT  
INVESTMENT AND INTEREST INCOME SUMMARY  
As of January 31, 2020**

<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	0.80%	\$ 9,531,028	3,587
First Citizens - Money Market Account	0.35%	404,354	0
NC Capital Management Trust - Cash Portfolio		18,053	22
NC Capital Management Trust - Term Portfolio		9,426,707	13,904
Petty Cash		200	
 <b><u>Restricted Cash:</u></b>			
BNY Mellon		782,001	
Bank of America - PFC Revenue Account	0.80%	4,347,327	1,501
NC Capital Management Trust - Term Port - PFC		10,288,731	15,175
 <b>Total</b>		 <b><u>\$ 34,798,401</u></b>	 <b><u>\$ 34,189</u></b>

**Investment Diversification:**

Banks	43%
NC Capital Management Trust	57%
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, 2020**

	<b>Current Month</b>	<b>Prior Period</b>
<b>Cash and Investments Beginning of Period</b>	<b>\$ 35,320,931</b>	<b>\$ 36,708,785</b>
Net Income/(Loss) Before Capital Contributions	334,119	697,993
Depreciation	438,813	438,814
Decrease/(Increase) in Receivables	(240,918)	(1,475,654)
Increase/(Decrease) in Payables	(162,390)	31,014
Decrease/(Increase) in Prepaid Expenses	-	-
Decrease/(Increase) in Fixed Assets	(1,131,225)	(3,036,421)
Principal Payments of Bond Maturities	-	-
Capital Contributions	239,071	1,956,400
Fund Balance Adjustment - Receivable posted twice	-	-
<b>Increase(Decrease) in Cash</b>	<b>(522,530)</b>	<b>(1,387,854)</b>
<b>Cash and Investments End of Period</b>	<b>\$ 34,798,401</b>	<b>\$ 35,320,931</b>

**ASHEVILLE REGIONAL AIRPORT  
STATEMENT OF FINANCIAL POSITION  
As of January 31, 2020**

	<b>Current Month</b>	<b>Last Month</b>
<b><u>ASSETS</u></b>		
<b>Current Assets:</b>		
<b>Unrestricted Net Assets:</b>		
Cash and Cash Equivalents	\$19,380,342	\$19,862,283
Investments	0	0
Accounts Receivable	589,725	801,143
Passenger Facility Charges Receivable	420,000	220,000
Refundable Sales Tax Receivable	70,386	57,121
Grants Receivable	8,841,725	8,602,654
Prepaid Expenses	150	150
Total Unrestricted Assets	29,302,328	29,543,351
<b>Restricted Assets:</b>		
Cash and Cash Equivalents	15,418,059	15,458,648
Total Restricted Assets	15,418,059	15,458,648
Total Current Assets	44,720,387	45,001,999
<b>Noncurrent Assets:</b>		
Construction in Progress	73,135,720	72,004,495
Net Pension Asset - LGERS	(1,178,625)	(1,178,625)
Benefit Payment - OPEB	50,329	50,329
Contributions in Current Year	951,989	951,989
Property and Equipment - Net	71,280,947	71,719,761
Total Noncurrent Assets	144,240,360	143,547,949
	\$188,960,747	\$188,549,948
<b><u>LIABILITIES AND NET ASSETS</u></b>		
<b>Current Liabilities:</b>		
<b>Payable from Unrestricted Assets:</b>		
Accounts Payable & Accrued Liabilities	\$26,914	\$205
Customer Deposits	12,785	12,785
Unearned Revenue	154,281	166,733
Unearned Revenue - Constr	2,733,674	2,733,674
Construction Contracts Payable	0	0
Construction Contract Retainages	574,507	574,507
Revenue Bond Payable - Current	1,280,000	1,280,000
Interest Payable	35,329	211,976
Total Payable from Unrestricted Assets	4,817,490	4,979,880
Total Current Liabilities	4,817,490	4,979,880
<b>Noncurrent Liabilities:</b>		
Pension Deferrals - OPEB	82,080	82,080
Other Postemployment Benefits	1,318,276	1,318,276
Compensated Absences	346,617	346,617
Net Pension Obligation-LEO Special Separation Allowance	453,052	453,052
Revenue Bond Payable - Noncurrent	16,305,000	16,305,000
Total Noncurrent Liabilities	18,505,025	18,505,025
Total Liabilities	23,322,515	23,484,905
<b>Net Assets:</b>		
Invested in Capital Assets	126,831,667	126,139,256
Restricted	15,418,059	15,458,648
Unrestricted	23,388,506	23,467,139
Total Net Assets	165,638,232	165,065,043
	\$188,960,747	\$188,549,948



# Income Statement

Through 01/31/20  
Summary Listing

Classification	MTD Actual Amount	YTD Actual Amount	YTD Budget Amount	YTD Variance	Annual Budget Amount	Budget Less YTD Actual
Fund Category <b>Governmental Funds</b>						
Fund Type <b>General Fund</b>						
Fund <b>10 - General Fund</b>						
<i>Operating revenues</i>						
Terminal space rentals - non airline	22,765.82	148,397.57	147,505.17	892.40	252,866.00	104,468.43
Terminal space rentals - airline	202,157.49	1,649,323.51	1,404,806.67	244,516.84	2,408,240.00	758,916.49
Landing fees	103,872.58	850,409.90	601,560.17	248,849.73	1,031,246.00	180,836.10
Concessions	64,266.41	476,857.66	326,095.00	150,762.66	559,020.00	82,162.34
Auto parking	550,462.62	4,133,856.32	2,625,000.00	1,508,856.32	4,500,000.00	366,143.68
Rental car - car rentals	171,653.83	1,775,330.13	998,248.42	777,081.71	1,711,283.00	(64,047.13)
Rental car - facility rent	53,090.01	371,630.07	380,427.25	(8,797.18)	652,161.00	280,530.93
Commerce ground transportation	72,201.78	227,409.89	109,958.33	117,451.56	188,500.00	(38,909.89)
FBO's	87,584.52	629,845.47	616,177.33	13,668.14	1,056,304.00	426,458.53
Building leases	9,944.80	67,049.51	55,700.17	11,349.34	95,486.00	28,436.49
Land leases	6,039.78	52,078.21	48,319.25	3,758.96	82,833.00	30,754.79
Other leases and fees	70,915.52	207,745.44	114,800.00	92,945.44	196,800.00	(10,945.44)
<i>Operating revenues Totals</i>	<u>\$1,414,955.16</u>	<u>\$10,589,933.68</u>	<u>\$7,428,597.75</u>	<u>\$3,161,335.93</u>	<u>\$12,734,739.00</u>	<u>\$2,144,805.32</u>
<i>Non-operating revenue and expense</i>						
Customer facility charges	142,022.25	1,382,622.75	933,333.33	449,289.42	1,600,000.00	217,377.25
Passenger facility charges	212,715.75	1,971,084.82	1,312,500.00	658,584.82	2,250,000.00	278,915.18
Interest revenue	34,189.23	282,297.60	145,833.33	136,464.27	250,000.00	(32,297.60)
Interest expense	(35,329.29)	(247,305.03)	.00	(247,305.03)	.00	247,305.03
Reimbursable cost expenses	.00	(1,103,168.12)	.00	(1,103,168.12)	.00	1,103,168.12
Gain or loss on disposal of assets	.00	.00	.00	.00	.00	.00
P-card rebate	.00	6,821.99	.00	6,821.99	.00	(6,821.99)
<i>Non-operating revenue and expense Totals</i>	<u>\$353,597.94</u>	<u>\$2,292,354.01</u>	<u>\$2,391,666.67</u>	<u>(\$99,312.66)</u>	<u>\$4,100,000.00</u>	<u>\$1,807,645.99</u>
Capital contributions	239,071.04	6,354,655.77	.00	6,354,655.77	.00	(6,354,655.77)



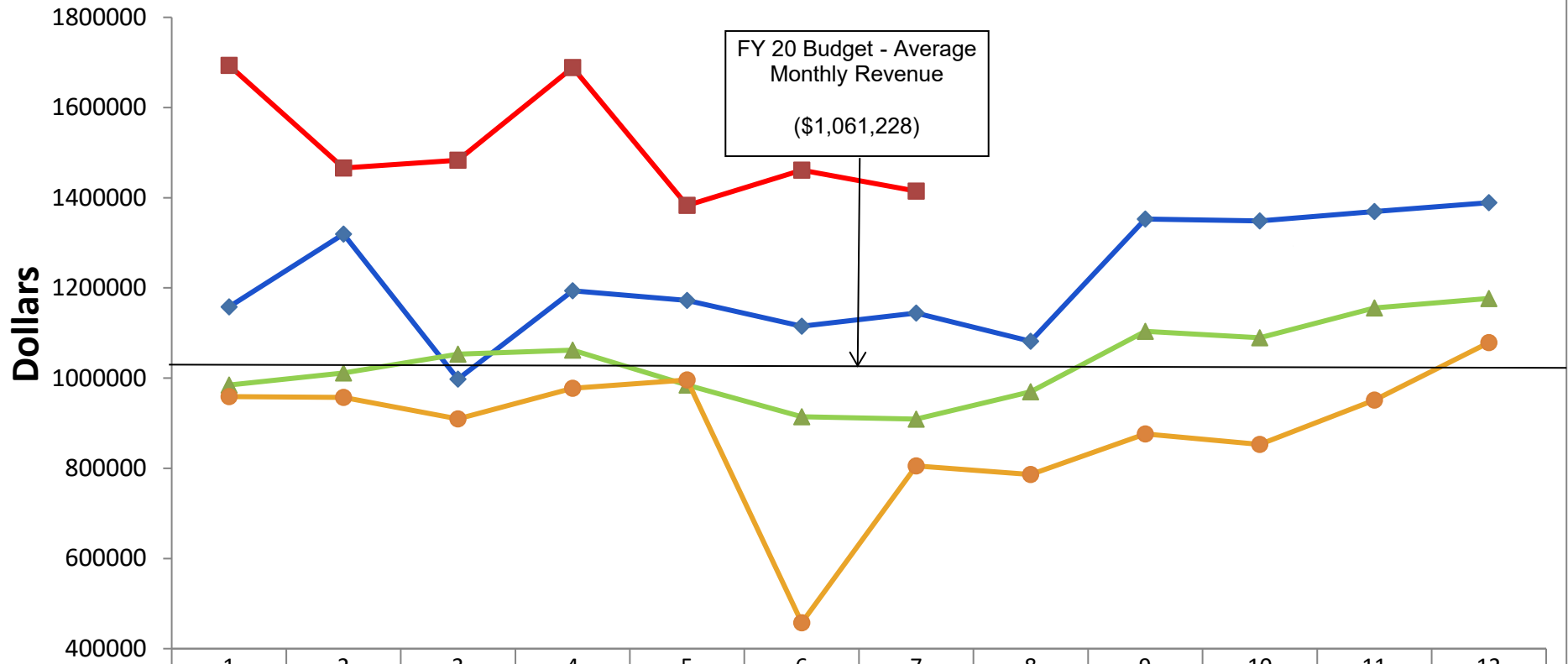
# Income Statement

Through 01/31/20

Summary Listing

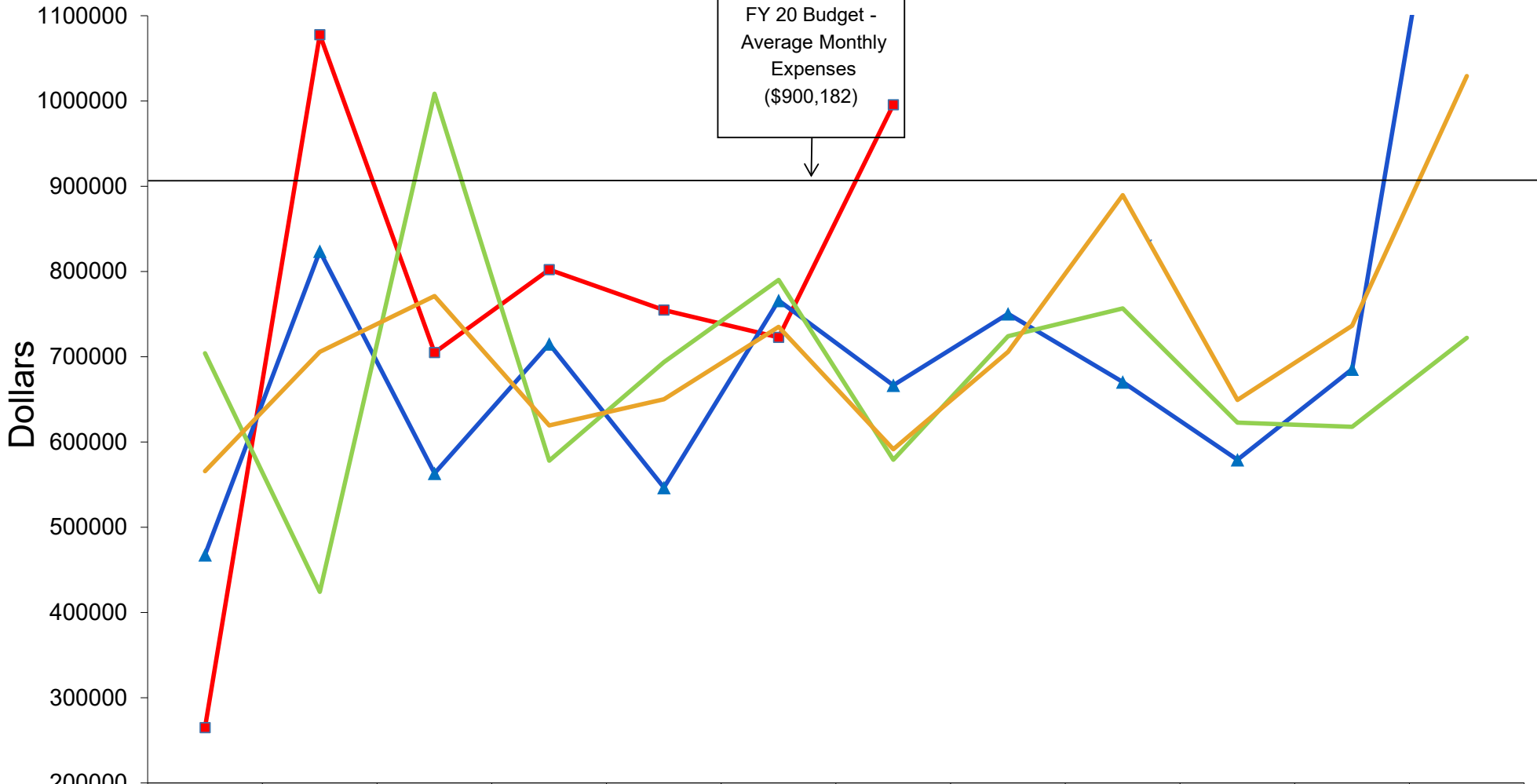
Classification	MTD Actual Amount	YTD Actual Amount	YTD Budget Amount	YTD Variance	Annual Budget Amount	Budget Less YTD Actual
<i>Operating expenses</i>						
Personnel services	670,499.46	3,262,713.35	3,886,033.08	(623,319.73)	6,661,771.00	3,399,057.65
Professional services	55,310.57	189,665.95	245,729.17	(56,063.22)	421,250.00	231,584.05
Other contractual services	119,121.47	509,433.50	795,610.08	(286,176.58)	1,363,903.00	854,469.50
Travel and training	12,084.98	70,515.18	152,162.50	(81,647.32)	260,850.00	190,334.82
Communications	7,696.86	33,344.53	38,260.83	(4,916.30)	65,590.00	32,245.47
Utility services	52,494.17	228,887.71	314,922.42	(86,034.71)	539,867.00	310,979.29
Rentals and leases	2,467.30	8,622.81	8,225.00	397.81	14,100.00	5,477.19
Insurance	(783.00)	277,293.59	290,600.00	(13,306.41)	290,600.00	13,306.41
Advertising, printing and binding	852.81	3,636.61	11,200.00	(7,563.39)	19,200.00	15,563.39
Promotional activities	12,769.36	90,582.53	177,216.67	(86,634.14)	303,800.00	213,217.47
Other current charges and obligations	3,718.79	35,209.39	49,641.67	(14,432.28)	85,100.00	49,890.61
Operating supplies	26,149.56	187,235.90	271,022.50	(83,786.60)	464,610.00	277,374.10
Publications, subscriptions, memberships, etc.	4,297.61	56,086.04	36,108.33	19,977.71	61,900.00	5,813.96
Repairs and maintenance	21,160.44	90,703.38	101,908.33	(11,204.95)	174,700.00	83,996.62
Small equipment	7,779.58	57,085.71	46,958.33	10,127.38	80,500.00	23,414.29
Contingency	.00	.00	37,158.33	(37,158.33)	63,700.00	63,700.00
Emergency repairs	.00	71,903.17	29,166.67	42,736.50	50,000.00	(21,903.17)
Business development	.00	150,000.00	291,666.67	(141,666.67)	500,000.00	350,000.00
<i>Operating expenses Totals</i>	<u>\$995,619.96</u>	<u>\$5,322,919.35</u>	<u>\$6,783,590.58</u>	<u>(\$1,460,671.23)</u>	<u>\$11,421,441.00</u>	<u>\$6,098,521.65</u>
<i>Depreciation</i>						
Depreciation	438,813.58	3,071,695.06	.00	3,071,695.06	.00	(3,071,695.06)
<i>Depreciation Totals</i>	<u>\$438,813.58</u>	<u>\$3,071,695.06</u>	<u>\$0.00</u>	<u>\$3,071,695.06</u>	<u>\$0.00</u>	<u>(\$3,071,695.06)</u>
<b>REVENUE TOTALS</b>	2,007,624.14	19,236,943.46	9,820,264.42	9,416,679.04	16,834,739.00	(2,402,204.46)
<b>EXPENSE TOTALS</b>	1,434,433.54	8,394,614.41	6,783,590.58	1,611,023.83	11,421,441.00	3,026,826.59
<b>Grand Total Net Gain (Loss)</b>	<u>\$573,190.60</u>	<u>\$10,842,329.05</u>	<u>\$3,036,673.83</u>	<u>\$7,805,655.22</u>	<u>\$5,413,298.00</u>	<u>\$5,429,031.05</u>

## ASHEVILLE REGIONAL AIRPORT Annual Operating Revenue by Month January 2020



	1	2	3	4	5	6	7	8	9	10	11	12
2020	1693639	1465826	1482983	1688471	1382894	1461166	1414955					
2019	1157880	1319448	997702	1193707	1171956	1114742	1144401	1081933	1352795	1348310	1369108	1388974
2018	984749	1011431	1052878	1062064	984291	914297	909078	969671	1103476	1089449	1155693	1176670
2017	958743	957359	909258	977579	996133	457472	805436	786217	876033	852930	950921	1078756

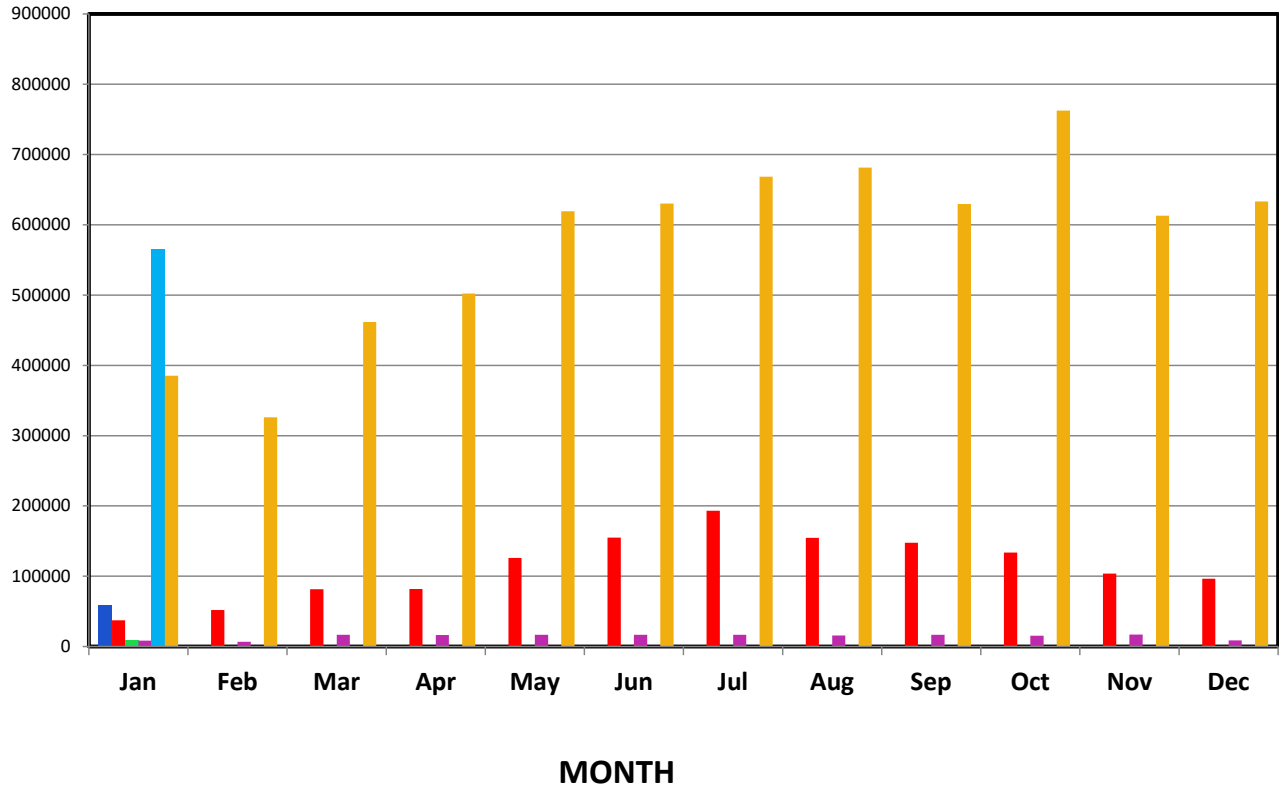
## ASHEVILLE REGIONAL AIRPORT Annual Operating Expenses by Month January 2020



	1	2	3	4	5	6	7	8	9	10	11	12
2020	264978	1077831	704819	802144	754800	722727	995620					
2019	467701	823824	563350	714938	546502	766012	666544	750376	670406	579071	685414	1480804
2018	704085	424161	1008520	578153	693612	790093	579052	724027	756743	622562	617623	722128
2017	565737	705715	771249	619423	649959	734910	591499	705568	889485	649186	736270	1029219

**ASHEVILLE REGIONAL AIRPORT  
FUEL SALES - GALLONS  
January 2020**

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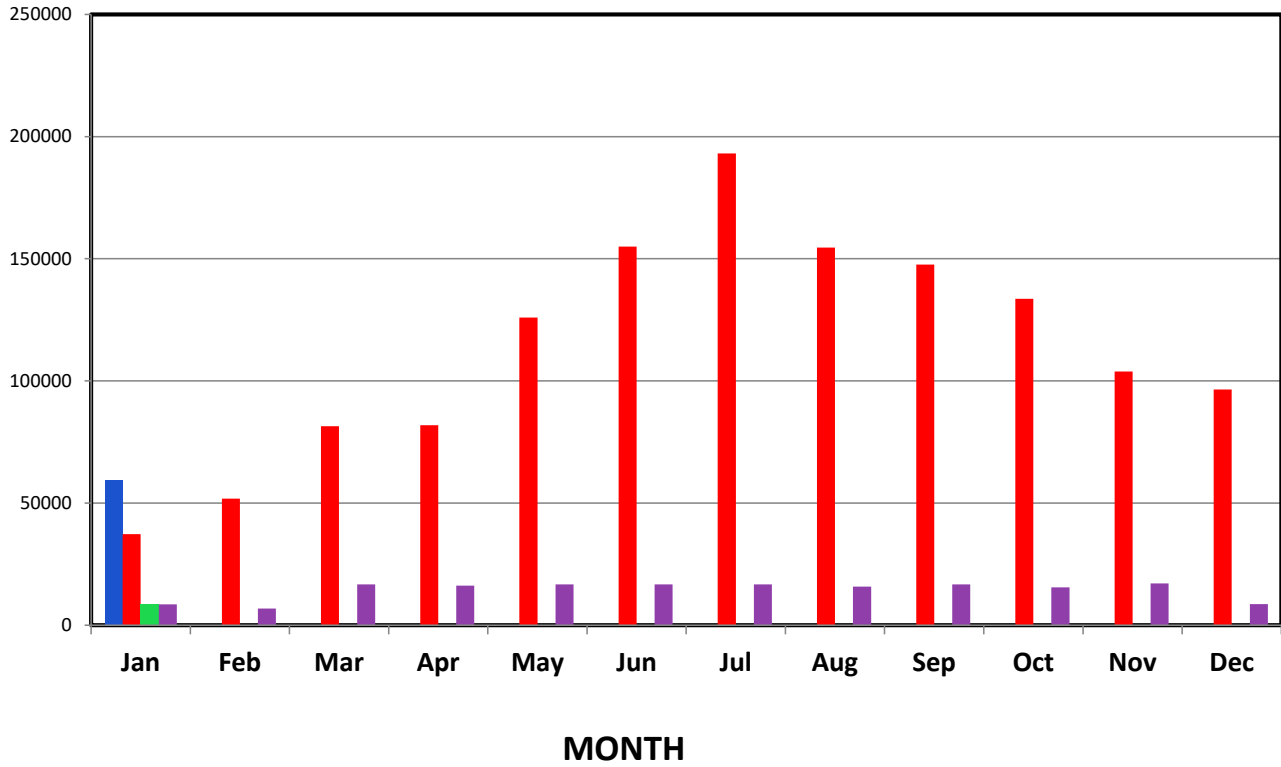


■ Jet A - 2020  
■ Jet A - 2019  
■ 100LL - 2020  
■ 100LL - 2019  
■ Airline - 2020  
■ Airline - 2019

Jet A - 59,506 Gallons  
 100LL - 8,639 Gallons  
 Airline - 566,109 Gallons

ASHEVILLE REGIONAL AIRPORT  
GENERAL AVIATION FUEL SALES - GALLONS  
January 2020

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- Jet A - 2020
- Jet A - 2019
- 100LL - 2020
- 100LL - 2019

Jet A - 59,506 Gallons  
100LL - 8,639 Gallons



Design Phase														
Project Number	Project Name	Project Description	Professional Services Consultant	Professional Services Contract	General Contractor	Original Construction Contract	Change Orders (thru 03/01/2020)	Percent of Original Contract	Board Approved Project Cost	Percent Complete	Expensed to Date (thru 03/01/2020)	Start Date	End Date	Current Project Status (as of 03/01/2020)
1	Airfield Re-Development Project	Budget for the complete project				\$64,100,000.00	\$50,900,000.00		\$115,000,000.00	68.5%	\$78,778,403			All Engineer contracts, completed construction contracts and expenses will be inclusive of budget.
1A	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)	95%	\$1,748,887	Jun-13	Dec-16	Project Management work continues, pending Contractor resolution.
1B	Airfield Re-Development Project	Phase III and IV - Design Services and Project Management.	RS&H	\$2,399,826.00	N/A	N/A	\$4,417,146.00	65.90%	(Overall total included in above number)	34%	\$2,311,996	Dec-14	Dec-19	Phase IV Project Management continues.
1C	Airfield Re-Development Project	Phase III and IV - Design Services and Project Management. Vol 2	RS&H	\$1,460,329.00	N/A	N/A	\$0.00	0.00%	(Overall total included in above number)	60.5%	\$883,593	Aug-19	Dec-20	Phase IV Project Management continues.
1D	Airfield Re-Development Project	Phase III and IV - Design Services and Project Management. Vol 3	RS&H	\$1,487,205.00	N/A	N/A	\$0.00	0.00%	(Overall total included in above number)	0%	\$0	Aug-19	Dec-20	Phase IV Project Management continues.
1E	Airfield Re-Development Project	New Runway Design Vol2 and Vol3	AVCON	\$330,614.00	N/A	N/A	\$0.00	0.00%	(Overall total included in above number)	1.0%	\$3,306	Jan-20	Dec-20	Phase IV Project Management continues.
1F	Airfield Re-Development Project	New Runway Design Vol3	AVCON	\$99,271.00	N/A	N/A	\$0.00	0.00%	(Overall total included in above number)	10.50%	\$10,423	Aug-19	Dec-20	Phase IV Project Management continues.
1G	Airfield Re-Development Project	Miscellaneous and Administrative Expenses			N/A	N/A	\$0.00	0.0%	(Overall total included in above number)	0.0%	\$4,042,174	Jan-13	Dec-19	Miscellaneous Administrative Expenses, Reimbursable Agreement and Land Acquisition
2	Airport Security and Identity Management	Security system, ID badging and CCTV camera equipment	Faith Group LLC	\$327,486.27	N/A	N/A	\$0.00	0.0%	\$327,486.27	68.1%	\$223,222.00	Aug-18	Jan-20	Project Management continues.
3	Apron Expansion South	Terminal apron to be expanded and added for aircraft use.	Parrish and Partners	\$821,196.00	N/A	N/A	\$158,253.00	0.0%	\$979,449.00	61.5%	\$603,209.00	Nov-18	Nov-19	Project Management in process.
4	Terminal Building Renovations	Phase 1 - Utility Modernization of Water and Sewer	Gresham Smith	\$168,820.00	N/A	N/A	\$0.00	0.0%	\$168,820.00	64.7%	\$109,240.00	Jan-19	Oct-19	Project Management in process.
5	Terminal Building Renovations	Phase 2 - Terminal Building Modernization Design	Gresham Smith	\$12,608,794.00	N/A	N/A	\$0.00	0.0%	\$12,608,794.00	0.9%	\$112,153.00	Nov-19	Apr-21	Design continues to develop with a public session scheduled in Mid-March.
6	Pipe Repairs	60" Stormwater Pipe repairs in North area of property	Kimley-Horn	\$152,700.40	N/A	N/A	\$0.00	0.0%	\$170,840.40	87.6%	\$133,822.00	Apr-19	Aug-19	Pipe repairs being monitored.
7	Parking Lots	Design of additional parking areas across Highway 280	AVCON	\$189,962.00	N/A	N/A	\$103,796.00	0.0%	\$293,758.00	72.8%	\$213,909.00	May-19	May-20	Project Management in process.

Construction Phase														
Project Number	Project Name	Project Description	Professional Services Consultant	Professional Services Contract	General Contractor	Original Construction Contract	Change Orders (thru 03/01/02020)	Percent of Original Contract	Board Approved Project Cost	Percent Complete	Expensed to Date (thru 03/01/2020)	Start Date	End Date	Current Project Status (as of 03/01/2020)
1	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	Travelers	\$42,171,424.11	\$2,124,341.65	0.0%	\$44,295,765.77	35.2%	\$14,845,139.00	Mar-17	Dec-20	Errrosion control is primary work through winter. Some grading and installation of pipe in Basin A.
2	Airport Security & Identity Management System	Replace, Upgrade and Install new Security System	Faith Group	Amount in Design Fees	Johnson Control, Inc.	\$2,197,707.00	\$0.00	0.0%	\$2,605,672.28	48.6%	\$1,069,101.00	May-19	Feb-20	All vehicle and pedestrian gates have been installed. Door and access hardware is being phased.
3	Apron Expansion South	Terminal apron to be expanded and added for aircraft use.	Parrish and Partners	Amount in Design Fees	Zachary Construction	\$9,087,857.00	\$0.00	0.0%	\$9,542,250.00	5.9%	\$542,117.00	Sep-19	Oct-20	Dirt load placement continues with stormwater pipe installation.
4	60" Pipe Rehabilitation	Repairs to stormwater pipe on North GA area.	Kimley-Horn	Amount in Design Fees	Applied Polymerics	\$155,949.75	\$0.00	0.0%	\$171,544.73	0.0%	\$0.00	Oct-19	Feb-20	Storm Water Pipe review and punch list is completed with the final inspection report to be submitted
5	Parking Lots	Additional parking lots to be constructed and paved for public use.	AVCON Inc	Amount in Design Fees	Chatham Civil Contracting	\$1,905,330.90	\$0.00	0.0%	\$2,095,863.90	8.7%	\$166,133.00	Nov-19	Aug-20	Grading, stone installation and basin work continues.
6	Terminal Building Phase 1 - Utility Modernization	Update current utilities in front of the terminal.	Gresham Smith	Amount in Design Fees	Patton Construction Group	\$1,868,160.00	\$0.00	0.0%	\$2,054,976.00	19.6%	\$366,273.00	Nov-19	May-20	Water and Sewer connections have begun on Terminal Dr.

# 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