



Proposed 2011/2012 Budget  
Asheville Regional Airport Authority  
March 11, 2011




# Agenda

-  **General Statistics**


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-  **Proposed FY 2011/2012 O&M Budget**

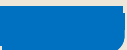
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-  **Proposed FY 2011/2012 Capital Budget**


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-  **Proposed FY 2011/2012 Reserve Funds**


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-  **Proposed FY 2011/2012 Estimated Cash Balance**

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-  **Proposed FY 2011/2012 Supplemental Fees**

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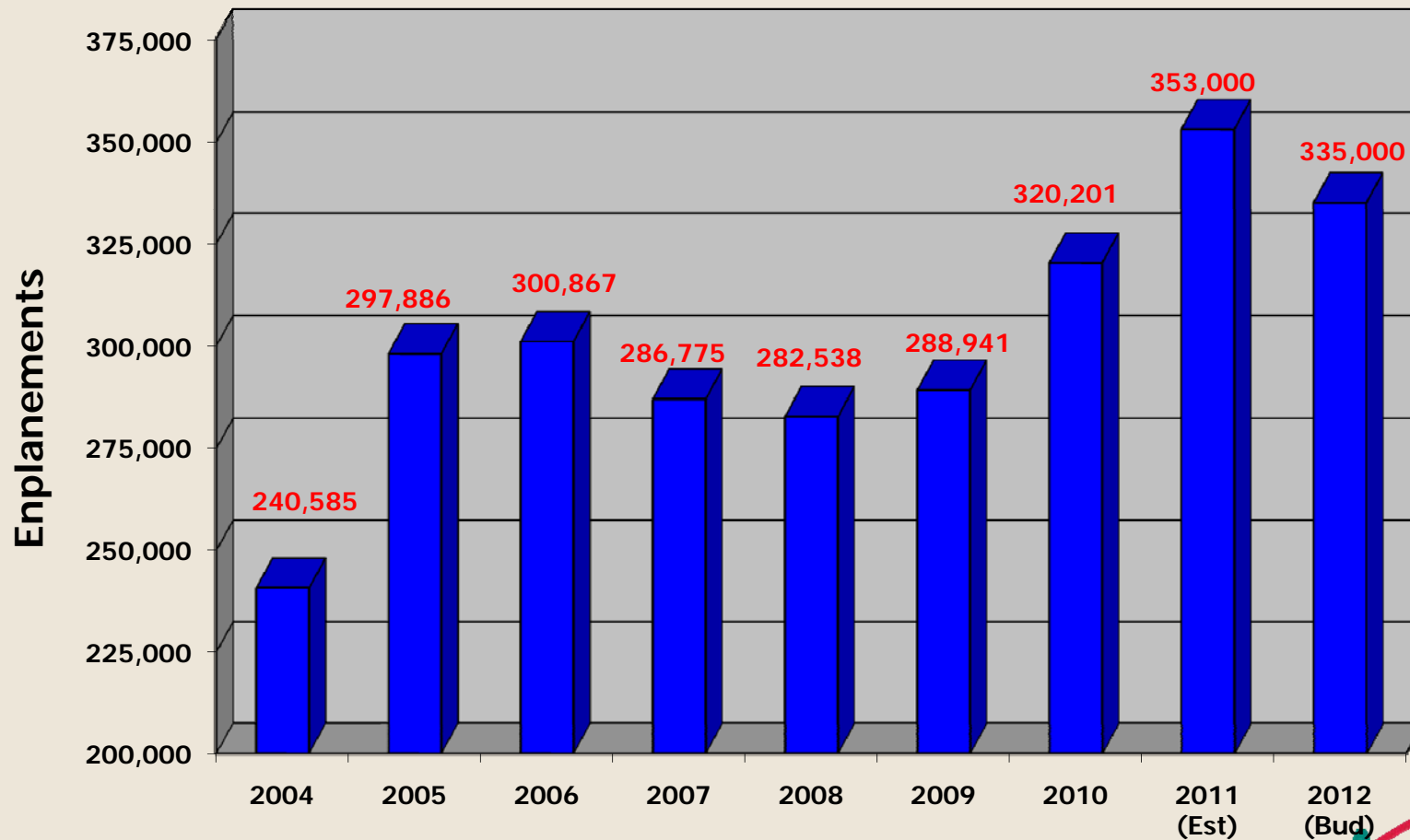
-  **Questions and Comments**

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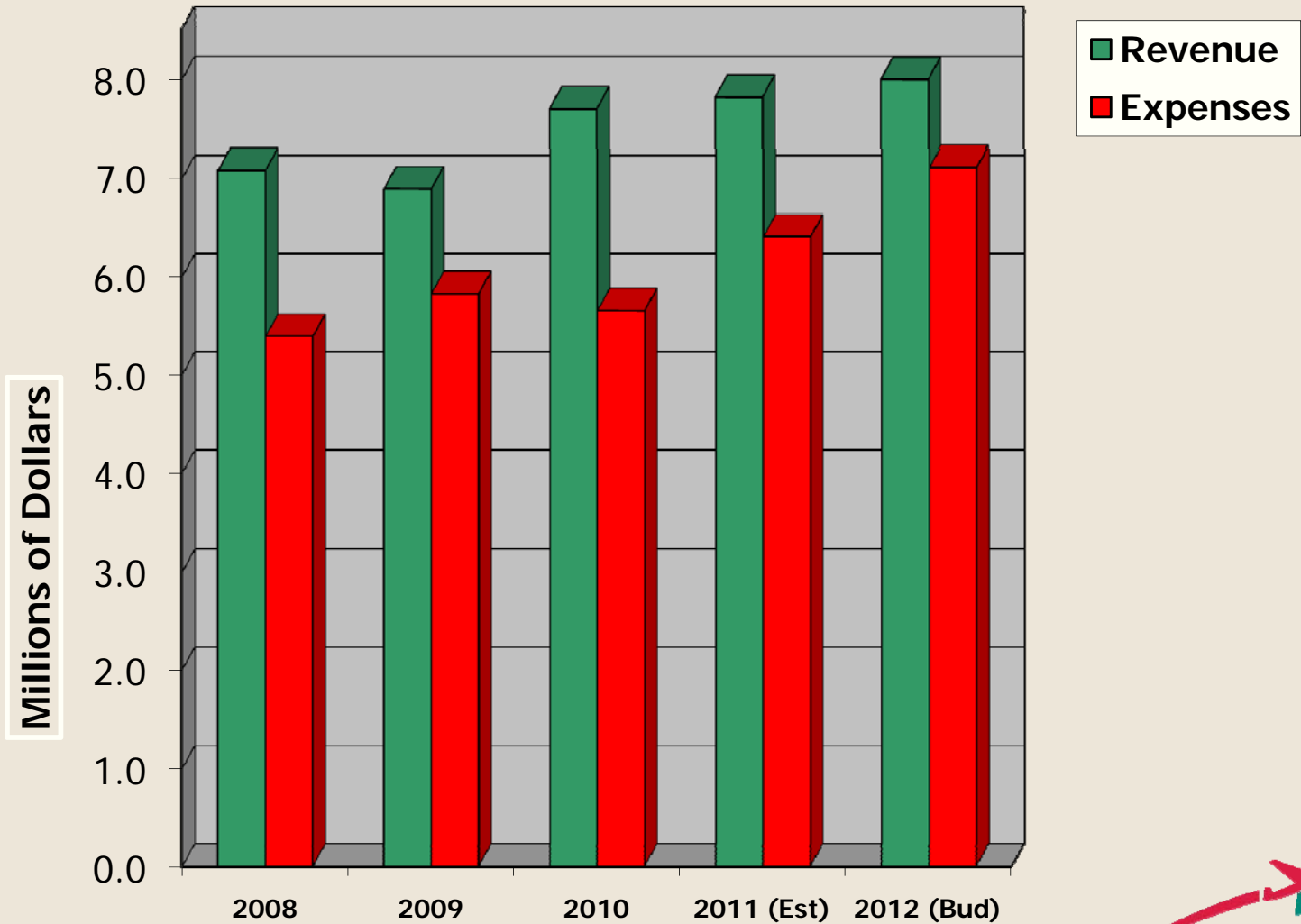



# Passenger Traffic Growth

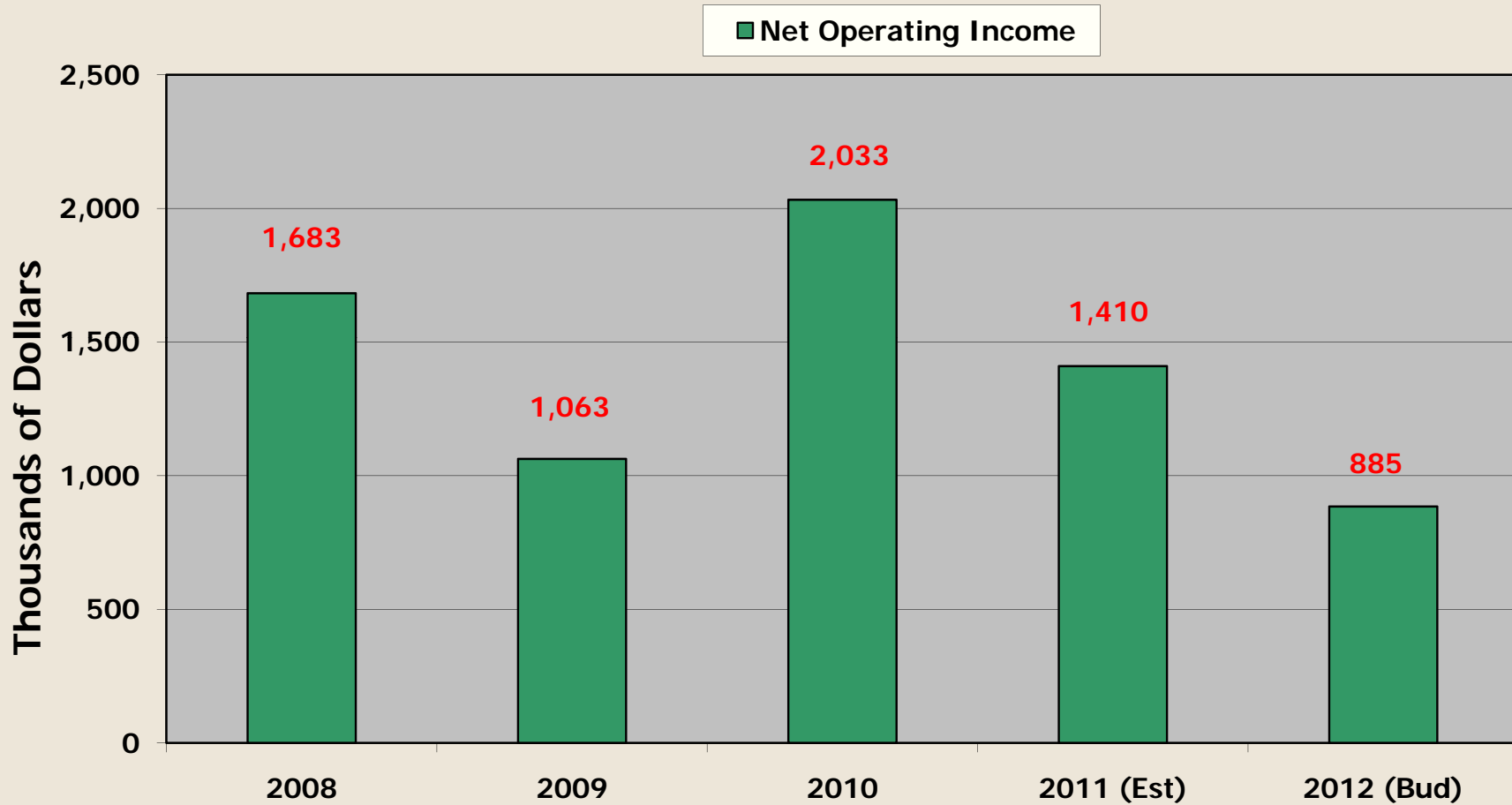
## Fiscal Years 2004-2012 Passenger Traffic



# Operating Revenues/Expenses FY 2008 through 2012



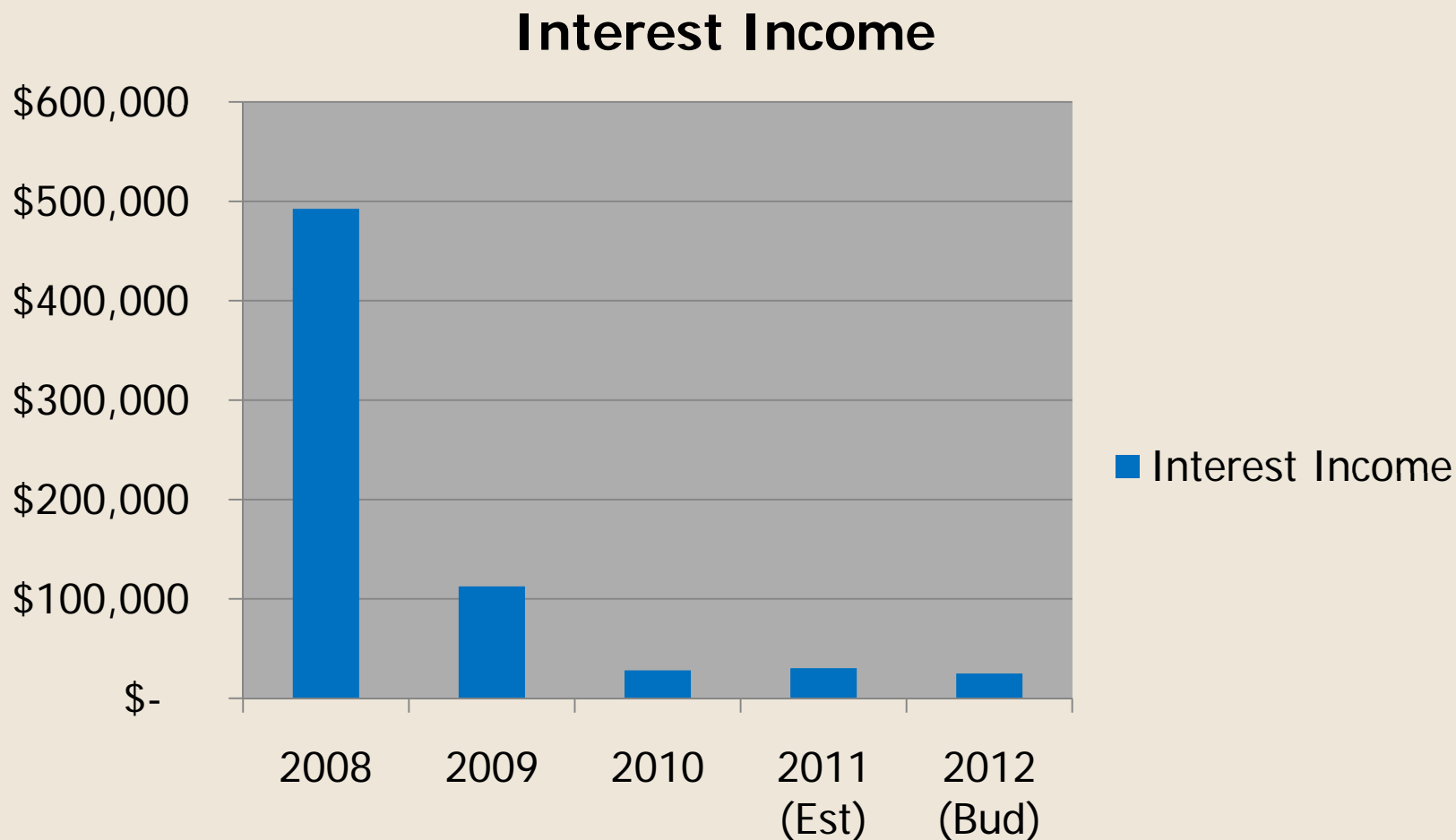
# Net Operating Income FY 2008 through 2012 (a)

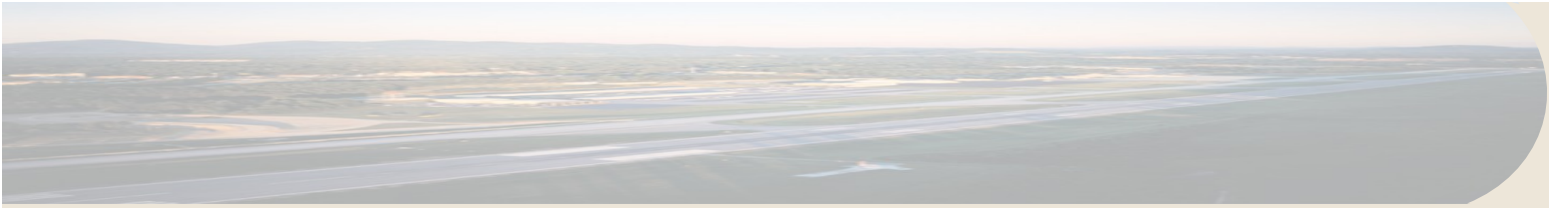


a. Includes operating revenues and expenses



# Interest Income





# Proposed O & M Budget

# Basic O&M Budget Assumptions

## OPERATING REVENUES:

- Passenger Enplanements – 335,000
- Public Parking increased to reflect current trend
- Airline rates & charges flat to FY 2010/2011
- Food & beverage & gift concessions revenue increased with new Paradies contract
- FBO revenues increased with new proposed Landmark contract





## Basic O&M Budget Assumptions (cont'd)

### OPERATING REVENUES (CONT'D) :

- No Guest Services ticket or apparel sales
- Public parking rate increase proposed. Standard Parking estimates \$310k increase in parking revenue. This amount is not included in budget to be conservative.
- Minor changes proposed to other supplemental fees



## Basic O&M Budget Assumptions (cont'd)

### OPERATING EXPENSES:

- Payroll includes Deputy Director position, additional part-time Guest Services clerk, full year of 2 vacant positions and market adjustments.
- New FAA-mandated Safety Management Systems cost
- New storm water testing costs



## Basic O&M Budget Assumptions (cont'd)

### OPERATING EXPENSES (CONT'D):

- Increased credit card fees on higher parking revenues
- New software & maintenance costs for new parking equipment
- Catching up on computer replacements
- Increased TV advertising



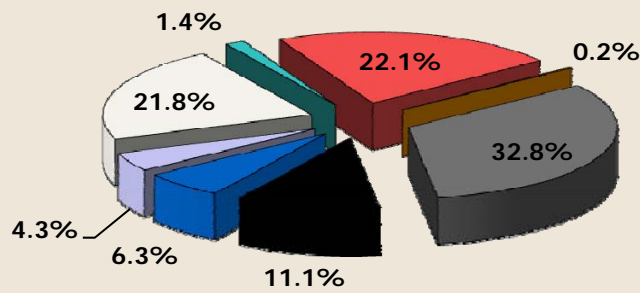
# Proposed Budget

	Budget Amounts			Percent Change
	FY 10/11	FY 11/12	Difference	
<b>Revenues</b>				
Operating Revenues	\$ 7,290,878	\$ 7,991,407	\$ 700,529	9.6%
Investment Income	20,000	25,000	5,000	25.0%
<b>Total Operating &amp; Investment Revenues</b>	<b>7,310,878</b>	<b>8,016,407</b>	<b>705,529</b>	<b>9.7%</b>
<b>Expenses</b>				
Operating Expenses	6,548,894	7,106,544	557,650	8.5%
<b>Total Operating Expenses</b>	<b>6,548,894</b>	<b>7,106,544</b>	<b>557,650</b>	<b>8.5%</b>
<b>Net Operating &amp; Investment Income</b>	<b>\$ 761,984</b>	<b>\$ 909,863</b>	<b>\$ 147,879</b>	<b>19.4%</b>

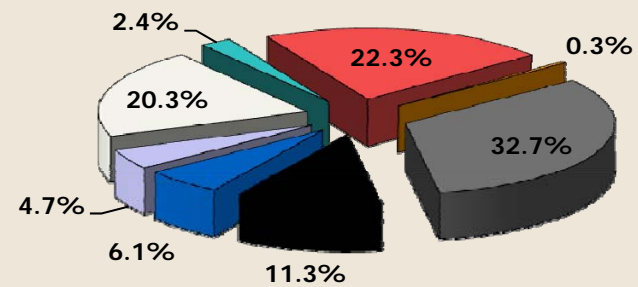


# Sources of Operating Revenue

FY 2011 (Est)



FY 2012 (Bud)



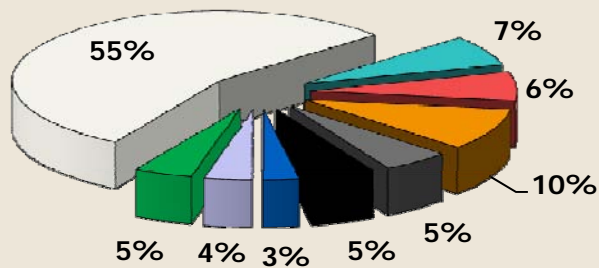
- Airline
- Rental Car
- Parking
- Other
- Concession
- Ground Transportation
- FBO
- Building & Land Leases

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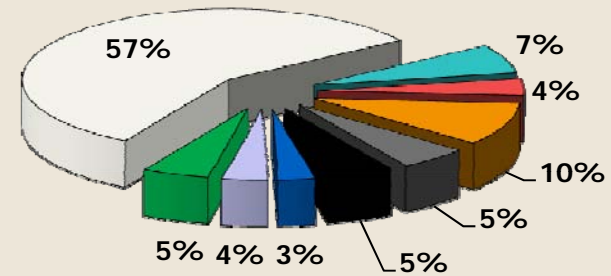


# Operating Expenses by Category

FY 2011 (Est)



FY 2012 (Bud)

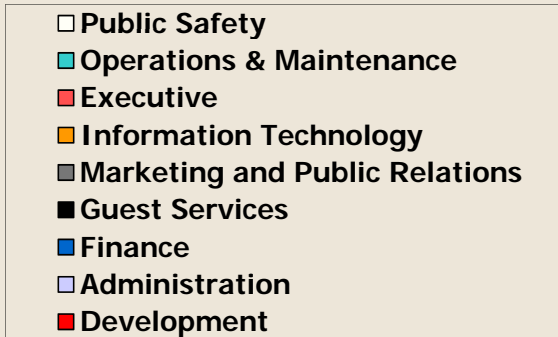
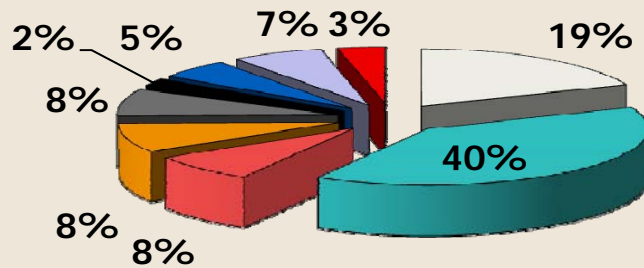


- Salaries & Benefits
- Professional Services
- Maintenance & Repair
- Insurance
- Other
- Utilities
- Contractual Services
- Supplies
- Promotional Activities

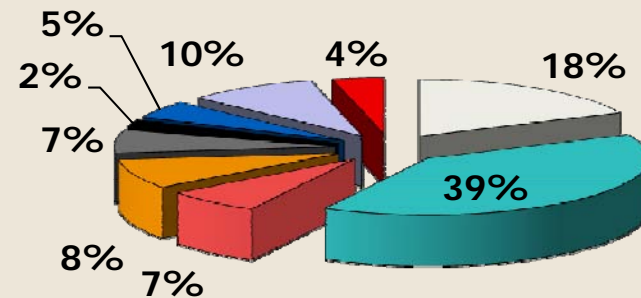
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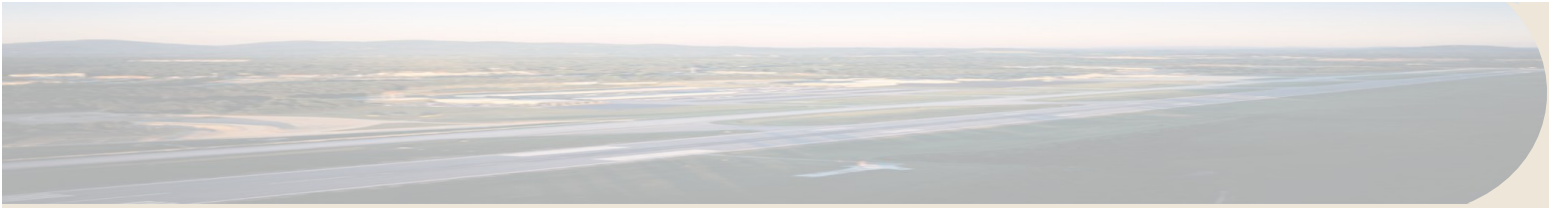
# Operating Expenses By Department

FY 2011 (Est)



FY 2012 (Bud)





# Proposed Capital Budget



# Proposed Capital Budget

DESCRIPTION	TOTAL	Funding Source				
		FAA- AIP ENTITLEMENTS	FAA- AIP DISCRETIONARY	NCDOT	PFC's	AIRPORT AUTHORITY
<b>Capital Improvements</b>						
Airfield Improvements - Year 2	\$ 3,266,300		\$ 2,700,000	\$ 300,000		\$ 266,300
New Aircraft Rescue & Fire Fighting (ARFF) Facility	4,000,000	2,200,000			1,200,000	600,000
B Gates Renovation	250,000					250,000
Master Plan Update	750,000	712,500			37,500	-
						-
<b>Total Capital Improvements</b>	<b>8,266,300</b>	<b>2,912,500</b>	<b>2,700,000</b>	<b>300,000</b>	<b>1,237,500</b>	<b>1,116,300</b>



# Proposed Capital Budget (cont'd)

DESCRIPTION	TOTAL	Funding Source				
		FAA- AIP ENTITLEMENTS	FAA- AIP DISCRETIONARY	NCDOT	PFC's	AIRPORT AUTHORITY
<b>Equipment and Small Capital Outlay</b>						
Boom Arm Mower	165,000					165,000
Snow Blower for Ventrac	5,500					5,500
Cabinets for Plans	15,000					15,000
AirIT EASE System Spares	15,000					15,000
<b>Total Equipment and Small Capital Outlay</b>	<b>200,500</b>	-	-	-	-	<b>200,500</b>



# Proposed Capital Budget (cont'd)

DESCRIPTION	TOTAL	Funding Source				
		FAA-AIP ENTITLEMENTS	FAA-AIP DISCRETIONARY	NCDOT	PFC's	AIRPORT AUTHORITY
<b>Renewal and Replacement</b>						
Vehicle Replacements	96,607					96,607
Retrofit Canopy Metal Halide Fixtures with LED Lights	23,375					23,375
Upgrade Billboard to Digital	100,000					100,000
External Body Armor	22,800					22,800
Network Switch Hardware	55,000					55,000
Mobile Data Terminals	19,000					19,000
iPads for Authority Board	7,600					7,600
<b>Total Renewal and Replacement</b>	<b>324,382</b>	-		-	-	<b>324,382</b>
<b>Total</b>	<b>\$ 8,791,182</b>	<b>\$ 2,912,500</b>	<b>\$ 2,700,000</b>	<b>\$ 300,000</b>	<b>\$ 1,237,500</b>	<b>\$ 1,641,182</b>

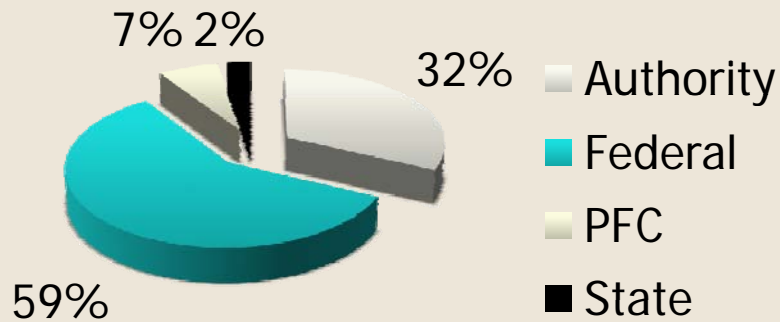
Note: All purchases over \$50,000 will be presented to the Authority Board for final approval before implementation

unless otherwise authorized by the Authority Board.

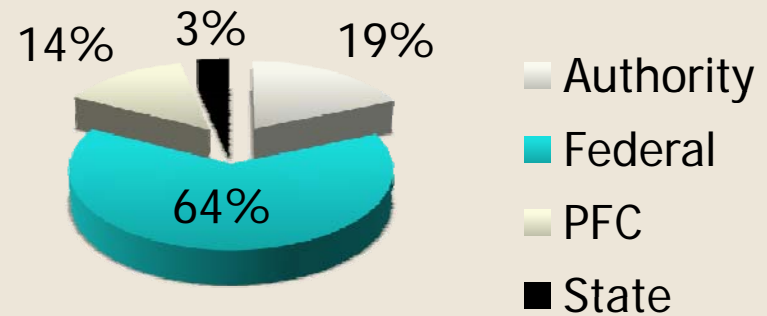


# Capital Program Funding Sources

### FY 2011 (Est)



### FY 2012 (Bud)



Authority's Contribution - \$1,732,331

Authority's Contribution - \$1,641,182



## **Memorandum to Members of the Airport Authority From Lew Bleiweis, A.A.E., Airport Director**

### **Budget Appropriation for Airport Deicing Effluent Limitation Guidelines**

**As presented to the Board in February 2010, the U.S. Environmental Protection Agency (EPA) published the proposed “Effluent Limitation Guidelines and New Source Performance Standards for the Airport Deicing Category” on August 28, 2009. The proposed standard has been under review, including public comments, since early 2010. It is expected that EPA is going to make a final ruling this coming April 2011. This regulation would require the Authority to change the type of pavement deicer it currently uses to a non-urea based product resulting in a considerable operating cost increase to the Authority. This regulation would also require the Authority to collect and properly dispose of the aircraft deicing fluid used by the airlines at AVL.**

**The proposed overall scope of the regulations is limited to primary commercial airports that conduct deicing operations and have more than 1,000 annual scheduled commercial jet departures. The technical requirements can be further divided into three classes of airports. AVL would fall into Class 2, which is for airports with equal to or more than 10,000 annual jet departures and less than 460,000 gallons of aircraft deicing fluid applied annually. The requirements would require AVL to collect 20% of the aircraft deicing fluid, certify use of non-urea based pavement deicers, and other minor items.**



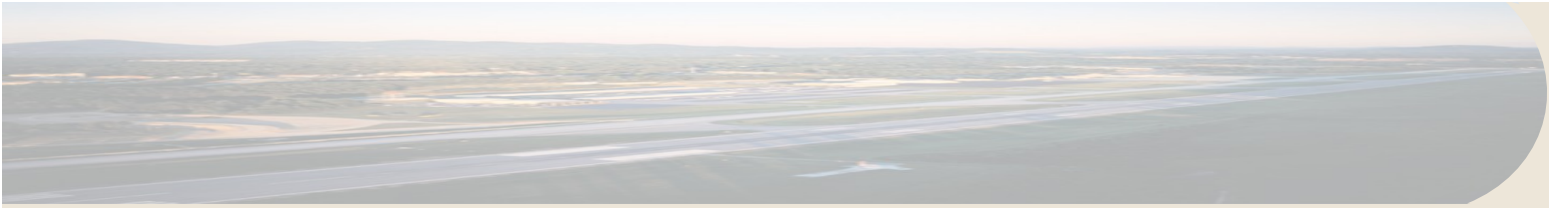
## Memorandum to Members of the Airport Authority From Lew Bleiweis, A.A.E., Airport Director (cont'd)

At this time, as it was last year as well, the entire fiscal impact is unknown until the regulations are finalized. Furthermore, it is unknown when EPA will require implementation of the regulations.

In order to assist the Board in understanding the potential fiscal impact of this proposed regulation, Staff has prepared the following summary of potential costs that may be required. FAA entitlement money in the amount of \$750,000 has been set aside to accommodate the capital expenditures associated with the implementation. Operating expenditures will be allocated from either the operating budget or the fund balance.

1. Glycol Recovery Vehicle	\$400,000
2. Liquid Deicing Equipment	\$150,000
3. Non-Urea Deicing Fluid	\$300,000
4. Glycol Disposal	\$ cost unknown





# Reserve Funds

# Operations & Maintenance Reserve

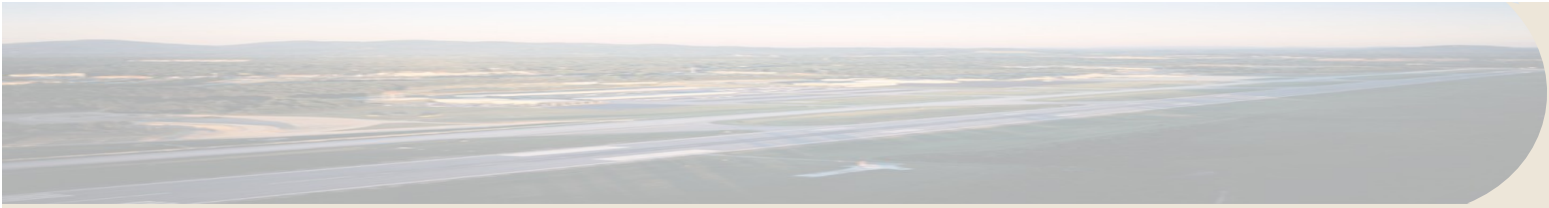
- **Description and Justification**
  - Established to cover fluctuations in cash flow and provide quick access to additional operational cash.
- **Equivalent to 6 months of budget FY 2011/2012 operations and maintenance expense.**
  - \$3,553,272 for FY 2011/2012





# Emergency Repair Reserve

- **Description and Justification**
  - Established to cover emergency repairs and provide ready access to the required cash.
- **Previously have budgeted \$750,000 in Emergency Repair Costs**
  - Expect to spend \$100,000/year so have included that amount in budget
  - Do not expect to spend \$650,000 balance, but really intend for that to be a cash reserve



# Estimated Cash Balance



# Cash Balance

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ESTIMATED CASH BALANCE**  
 As of June 30, 2012

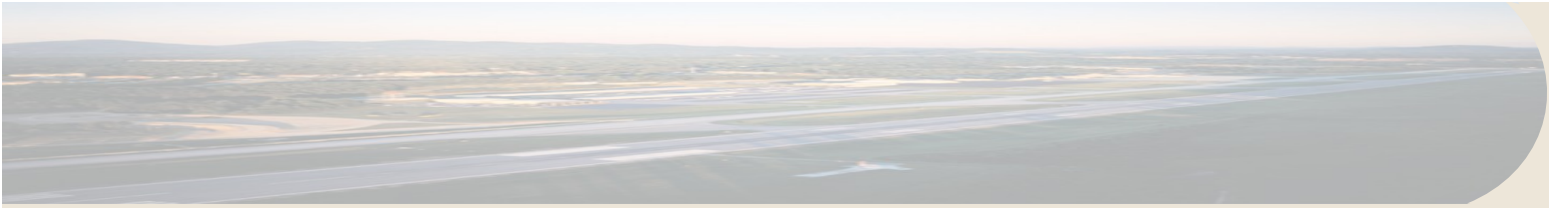
		<b>Amount</b>
<b>Estimated Cash Balance as of June 30, 2011</b>		<b>\$ 8,957,022</b>
Plus: Net Operating & Investment Revenues		909,863
Less Other Costs:		
Business Development Costs	(300,000)	
Contingency	(100,000)	
Debt Service	(626,823)	(1,026,823)
Plus Non-Operating Revenues:		
Passenger Facility Charges	1,395,000	
Customer Facility Charges	900,000	2,295,000
Plus Capital Contributions:		
Federal Grants - AIP Entitlements	2,912,500	
Federal Grants - AIP Discretionary Funds	2,700,000	
NC DOT Grants	300,000	5,912,500



# Cash Balance (cont'd)

Less Capital Costs:		
Capital Improvements	(8,266,300)	
Equipment and Small Capital Outlay Fund	(200,500)	
Renewal and Replacements	(324,382)	
Carryover projects from FY2011	<u>                    -</u>	(8,791,182)
<b>Estimated Cash Balance at June 30, 2012</b>		<u><b>8,256,380</b></u>
<b>Estimated Restricted Cash at June 30, 2012</b>		<b>160,000</b>
<b><u>Reserves:</u></b>		
Operations & Maintenance Reserve (6 Months)		3,553,272
Emergency Repair Reserve		650,000
<b>Estimated Unrestricted Undesignated Cash at June 30, 2012</b>		<u><u><b>\$ 3,893,108</b></u></u>





# Supplemental Fees

# Proposed FY 2011/2012 Fees

	FY 2011/2012 Proposed Fees		FY 2010/2011 Current Fees	
	Cost	Per	Cost	Per
<b><u>Maintenance</u></b>				
Scissor Lift	\$ 100.00	<b>day</b>	\$ 100.00	use
Large ADA Ramp Rental	\$ 100.00	use	\$ 100.00	use
Air Stair Rental	\$ 100.00	use	\$ 100.00	use
Volvo Wheel Loader	<b>\$ 150.00</b>	use	\$ 100.00	use
Fork-lift	\$ 100.00	use	\$ 100.00	use
Tenant Sweeper	<b>\$ 125.00</b>	hour	\$ 100.00	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	<b>\$ 100.00</b>	use	\$ 75.00	use
Cores	<b>\$ 40.00</b>	each	\$ 30.00	each
Keys	<b>\$ 12.00</b>	each	\$ 5.00	each
Maintenance Labor Rate 1/	<b>\$ 45.00</b>	hour	\$ 40.00	hour
<b>Large Dump Truck</b>	<b>\$ 200.00</b>	<b>hour</b>		
<b>Small Sweeper</b>	<b>\$ 200.00</b>	<b>hour</b>		
<b>Large Sweeper</b>	<b>\$ 300.00</b>	<b>hour</b>		
<b>Pressure Washer</b>	<b>\$ 125.00</b>	<b>hour</b>		



# Proposed FY 2011/2012 Fees (cont'd)

	FY 2011/2012 Proposed Fees		FY 2010/2011 Current Fees	
	Cost	Per	Cost	Per
<b><u>Department of Public Safety</u></b>				
ARFF Apparatus for 1500 gal. or greater	\$ 250.00	hour	\$ 250.00	hour
ARFF Apparatus for less than 1500 gal.	\$ 150.00	hour	\$ 150.00	hour
Command, Police, and Ops support vehicles	\$ 100.00	hour	\$ 100.00	hour
Aircraft recover dolly	\$ 150.00	day	\$ 150.00	day
Maintenance Labor Rate 1/	\$ 45.00	hour	\$ 45.00	hour
Mutual Aid Agencies collected on their behalf		as incurred		as incurred
Replacement charges for AVL equipment/supplies		as incurred		as incurred
<b><u>Information Technology (IT) Department</u></b>				
IT Labor Rate - Non-Network 1/	\$ 40.00	hour		
IT Labor Rate - Network Related 1/	\$ 60.00	hour		

1/ One Hour Minimum, Minimum of 3 hours charged after regular business hours.

	FY 2011/2012 Proposed Fees		FY 2010/2011 Current Fees	
	Cost	Per	Cost	Per
<b><u>Identification Badge Fees and Charges</u></b>				
<b>Initial Badge Issuance</b>				
SIDA Badge (1)	\$ 52.00		\$ 52.00	
Non-SIDA Badge (2)	\$ 20.00		\$ 20.00	
<b>Renewal of Badge</b>				
SIDA Badge (2)	\$ 20.00		\$ 20.00	
Non-SIDA Badge (2)	\$ 20.00		\$ 20.00	
<b>Lost Badge Replacement</b>				
SIDA Badge (3)	\$ 30.00		\$ 30.00	
Non-SIDA Badge (3)	\$ 30.00		\$ 30.00	
<b>Other Fees</b>				
Finger Print Background Check Only	\$ 42.00		\$ 42.00	
Finger Print Background Check Only	\$ 10.00		\$ 10.00	

**Notes:**

1. Includes \$32.00 finger print background check, \$10.00 processing fee, and a \$10.00 media fee.
2. Includes \$10.00 processing fee and a \$10 Media Fee.
3. Includes \$10.00 processing fee, \$10 Media Fee, and a \$10.00 penalty fee.



# Proposed FY 2011/2012 Fees (cont'd)

	FY 2011/2012 Proposed Fees		FY 2010/2011 Current Fees	
	Cost	Per	Cost	Per
<b><u>Parking</u></b>				
Long term	\$ 1.50	0 - 1 hour	\$ 1.00	0 - 1 hour
	\$ 1.50	each add'l hour	\$ 1.00	each add'l hour
	\$ 8.00	day	\$ 7.00	day
	\$ 48.00	week		
Short term	\$ 1.00	1/2 hour	\$ -	0 - 20 mins
			\$ 1.50	20 - 40 mins
			\$ 2.00	40 - 60 mins
			\$ 2.75	60 - 80 mins
			\$ 0.50	add every 20 mins
	\$ 12.50	day	\$ 12.00	day
Employee Parking Rate	\$ 50 / \$45	new/renewal	\$ 40.00	annual
Commuter Parking Rate	\$ 265 / \$250	new/renewal	\$ 240.00	annual
Fines	up to \$1,000	day	up to \$1,000	day
<b><u>Ground Transportation</u></b>				
Airport Ground Transportation Permit	\$ 175.00	annual	\$ 150.00	annual
Off-Airport Rental Car Fee	7.50%	of gross revenue	7.50%	of gross revenue





# Thank You!



March 11, 2011

**BUDGET MESSAGE**

To: Members of the Asheville Regional Airport Authority

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

The attached budget for the year beginning July 1, 2011 and ending June 30, 2012 has been prepared with special consideration given to the safeguarding of the Asheville Regional Airport Authority's assets and the reliability of the Authority's financial records, while maintaining the flexibility to allow the airport staff the tools to provide outstanding service to our passengers and tenants and the general public.

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

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

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

**ASSUMPTIONS**

Operating revenues are budgeted to increase 9.6% over the prior year's budget, with the major driver being increased parking revenues. Passenger enplanements are projected to increase 12.4% over the prior year's budget. The current airline agreements reflect changes in the aviation industry and provide for termination privileges by either party upon 60 days notice. The rates and charges are on a compensatory model. Airline Rates and Charges are budgeted to remain flat to be conservative, given the terminal cost allocations will change with the opening of the new A Gates area. No increase of Supplemental Fees and Charges is incorporated. Interest income is budgeted to increase by \$5k.

Operating expenses are expected to increase 8.5% over FY2010/2011's budget. This increase is partially due to the upgrade of the Director of Development position to a Deputy Director position, to FY2010/2011's budget only including a half year of

two vacant positions, and market adjustments. Other increases include training for FAA-mandated Safety Management Systems (SMS) costs, new storm water testing, increased credit card fees due to higher parking revenues, software and maintenance costs for new parking equipment, catching up on computer replacements, and increased TV advertising and travel.

## **OPERATING REVENUE**

### **Investment Income:**

Interest rates are assumed to remain low in FY2011/2012.

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

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

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

Airline Rates and Charges are estimated to remain flat in FY2011/2012 to be conservative. With the opening of A Gates, the terminal cost allocation will need to be revised when FY2011/2012's rates and charges are calculated in April.

### **Concessions:**

This budget assumes that the Authority will receive income in accordance with the minimum annual guarantees ("MAG") provided in the food and beverage agreement with Paradies. The budget also assumes advertising revenue based on the MAG provided in the agreement with Departure Media. The other line items are based on current agreements and/or historical averages.

### **Auto Parking:**

Public Parking is calculated based on an estimate provided by Standard Parking which reflects the past 12 month's historical trend.

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

Rental car revenues are based on the individual company's MAG and are calculated from the current agreements.

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

Budget estimates are based on the agreements in force.

### **Commercial Ground Transportation:**

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

### **Landing Fees:**

The Airline Rates and Charges for the FY 2011/2012 budget year are projected to remain flat. Landing Fees are charged based on 1,000 pounds of airlines gross landed weight.

**FBOs:**

The FOB fees are based on the proposed agreements with the merged Landmark/Odyssey entity.

**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 estimated actual costs and the current TSA contract. Security Fees for airlines are projected based on FY2010/2011's actual Airlines Rates and Charges. No Air Freight fees are budgeted for FY2011/2012 since UPS has left our market. 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 and market adjustments. Overtime is estimated separately by Department Heads with historical data considered. Benefits are estimated for each benefit type to better understand and to manage benefit costs. Total benefits are approximately 46% of payroll.

**Professional Services:**

Professional services have been decreased to eliminate one-time FY2010/2011 costs which addressed additional environmental requirements, redesign of our website, and additional consulting services based on the strategic business plan. Professional Services are estimated by Staff based on known events and historical data.

**Contractual Services:**

This estimate includes the cost of maintenance agreements, uniform cleaning services and other contractual services. These numbers are estimated based on agreements and/or historical data. Additional costs for FY2011/2012 include higher parking management costs to cover the cost of software support and maintenance on the new parking equipment, new storm water testing, and belt loader maintenance.

**Travel and Training:**

The estimate for employee training and various educational conferences has been prepared by each Department Head using known facts and historical information. Travel was reduced for FY2010/2011 as the economy weakened, but is restored to

normal levels for FY2011/2012. Training for FY2011/2012 includes the training for FAA-mandated Safety Management Systems (SMS) costs.

**Communications and Freight:**

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

**Rents and Leases:**

This estimate is based on current copier and postage machine lease agreements.

**Insurance:**

Insurance premiums are expected to increase 10%.

**Utility Services:**

This estimate is 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 FY 2011/2012.

**Printing and Binding:**

This estimate includes a General Aviation brochure, holiday cards, history board revisions, banners, and other promotional materials, and is estimated 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 FY2011/2012.

**Other Current Charges and Obligation:**

This estimate includes bank and credit card fees, legal notices and advertising, and Board meeting expenses. It is estimated based on historical data, and is projected to increase as credit card fees increase with Parking Revenues.

**Operating Supplies:**

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

**Books, Pub., Subscriptions, Memberships:**

This estimate is prepared by each Department Head 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 Airport Director.

### **CAPITAL BUDGET**

The Capital Budget items were generated by the Department Heads and include those capital improvement projects in the approved five year capital improvement plan for FY 2011/2012. Explanations and justifications for new capital projects are included on the Capital Budget Request sheets

Any capital project or professional service in excess of \$50,000 will be subject to final approval by the Board prior to project initiation, in accordance with the Authority's Policies and Procedures Manual, unless the Board modifies its approval process.

### **DEBT SERVICE**

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

### **BUSINESS DEVELOPMENT**

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

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
2011-2012  
BUDGET ORDINANCE**

**BE IT ORDAINED** by the Asheville Regional Airport Authority that, pursuant to Section 159-13 of the General Statutes of North Carolina, the 2011-2012 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 Asheville Regional Airport for the fiscal year beginning July 1, 2011 and ending June 30, 2012 in accordance with the following schedules:

**EXPENDITURES**

Administration Department	\$ 679,471
Development Department	263,418
Executive Department	499,203
Finance Department	356,872
Guest Services Department	132,633
Information Technology Department	607,954
Marketing Department	469,085
Operations Department	2,709,484
Public Safety Department	1,288,424
Emergency Repair Costs	100,000
Reimbursable Costs	300,000
Capital Improvement	8,266,300
Equipment and Small Capital Outlay	200,500
Renewal and Replacement	324,382
Business Development	300,000
Debt Service	626,823
Contingency	100,000
<b>Total Expenditures</b>	<hr/> <b>\$17,224,549</b> <hr/>

**Section 2.** It is estimated that the following revenues will be available for the fiscal year beginning July 1, 2011 and ending June 30, 2012.

**REVENUES**

Administration (Interest Income)	\$ 25,000
Terminal	3,451,154
Airfield	826,097
General Aviation	900,136
Parking Lot	2,642,400
Other	171,620
Reimbursable Costs	300,000
Passenger Facility Charges	1,395,000
Customer Facility Charges	900,000
Federal Grants – AIP Entitlements	2,912,500
Federal Grants – AIP Discretionary Funds	2,700,000
NC Department of Transportation Grants	300,000
Transfer from ARAA Cash/Investments	700,642
<b>Total Revenues</b>	<b><u><u>\$17,224,549</u></u></b>

**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/cost center 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 \$10,000 between budget ordinance line items/cost centers, including contingency appropriations, within the same fund. The number of transfers between board meetings is limited to three (3) transfers. 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 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 Secretary of the Asheville Regional Airport Authority, who, for the purposes of this ordinance, is designated as the Clerk to the Asheville Regional Airport Authority as described in G.S. 159-13.



**Section 5.** This ordinance shall become effective on July 1, 2011.

Adopted this 15th day of April, 2011.

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David R. Hillier, Chairman

Attested by:

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Jeffrey A. Piccirillo  
Secretary-Treasurer

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**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
OPERATING SUMMARY  
FY 2011/2012 BUDGET**

	<b>Budget Amounts</b>			<b>Percent Change</b>
	<b>FY 10/11</b>	<b>FY 11/12</b>	<b>Difference</b>	
<b><u>Revenues</u></b>				
Operating Revenues	\$ 7,290,878	\$ 7,991,407	\$ 700,529	9.6%
Investment Income	20,000	25,000	5,000	25.0%
<b>Total Operating &amp; Investment Revenues</b>	<b><u>7,310,878</u></b>	<b><u>8,016,407</u></b>	<b><u>705,529</u></b>	9.7%
<b><u>Expenses</u></b>				
Operating Expenses	6,548,894	7,106,544	557,650	8.5%
<b>Total Operating Expenses</b>	<b><u>6,548,894</u></b>	<b><u>7,106,544</u></b>	<b><u>557,650</u></b>	8.5%
<b>Net Operating &amp; Investment Income</b>	<b><u>\$ 761,984</u></b>	<b><u>\$ 909,863</u></b>	<b><u>\$ 147,879</u></b>	19.4%

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2011-2012**

Revenue Sources	Historical, Actual Revenue			FY 2010-2011			Proposed Budget Fiscal Year 2011-2012	Difference Est FY10-11 To Budget FY11-12	Difference Bud FY10-11 To Budget FY11-12
	Fiscal Year 2007-2008	Fiscal Year 2008-2009	Fiscal Year 2009-2010	Fiscal Year 2010-2011 Budget	11/30/10 FYTD Actual Revenue	5 Projection for Full Fiscal Year			
<b>Investment Income</b>									
Interest Income	\$ 492,503	\$ 112,577	\$ 28,124	20,000	16,231	30,231	25,000	(5,231)	5,000
<b>Total Investment Income</b>	<b>492,503</b>	<b>112,577</b>	<b>28,124</b>	<b>20,000</b>	<b>16,231</b>	<b>30,231</b>	<b>25,000</b>	<b>(5,231)</b>	<b>5,000</b>
<b>Terminal Space Rentals - Non-Airline</b>									
FAA Tower Rent	102,313	105,373	108,522	109,310	46,684	112,000	118,740	6,740	9,430
FAA Facilities Rent	40,299	(22,226)	-	-	-	-	-	-	-
TSA Space	78,541	78,541	78,541	78,541	32,726	78,500	87,404	8,904	8,863
Hertz (1st level office)	2,793	11,741	-	-	-	-	-	-	-
G2 Secure (formerly Globe Security)	3,723	-	-	-	-	-	-	-	-
Airport Info. Center	683	-	-	-	-	-	-	-	-
Federal Express	80	(60)	60	60	25	60	60	-	-
<b>Total Terminal Space Rentals - Non-Airline</b>	<b>228,431</b>	<b>173,369</b>	<b>187,123</b>	<b>187,911</b>	<b>79,435</b>	<b>190,560</b>	<b>206,204</b>	<b>15,644</b>	<b>18,293</b>
<b>Terminal Space Rentals - Airline</b>									
Facility/Services/Hold Room Charges	444,858	584,470	561,470	567,420	299,824	587,890	585,000	(2,890)	17,580
Loading Bridge Fees (includes FGP & PC Air)	32,447	59,598	123,781	132,060	61,890	135,000	146,000	11,000	13,940
Apron Fees	262,826	195,312	241,219	247,120	103,779	245,000	240,000	(5,000)	(7,120)
Prior Years' Trueups	-	-	434,914	-	-	-	-	-	-
Northwest/Pinnacle (Counter/Office/Queue)	11,902	10,110	-	-	-	-	-	-	-
US Air (Counter/Office/Queue)	164,327	55,609	73,028	73,020	30,578	73,400	73,387	(13)	367
Delta/ASA (Counter/Office/Queue)	109,150	105,105	77,119	77,110	32,291	77,500	77,498	(2)	388
Air Tran (Counter/Office/Queue)	-	-	1,183	22,310	3,838	9,200	11,943	2,743	(10,367)
United/SkyWest (Counter/Office/Queue)	-	-	-	11,400	-	11,400	-	(11,400)	(11,400)
American (Counter/Office/Queue)	-	-	-	-	542	1,300	8,141	6,841	8,141
Continental (Counter/Office/Queue)	83,566	83,729	58,648	58,640	24,557	58,900	58,936	36	296
<b>Total Terminal Space Rentals - Airline</b>	<b>1,109,076</b>	<b>1,093,933</b>	<b>1,571,361</b>	<b>1,189,080</b>	<b>557,299</b>	<b>1,199,590</b>	<b>1,200,905</b>	<b>1,315</b>	<b>11,825</b>
<b>Concessions</b>									
Food & Beverage, Gift, Info	34,906	41,466	57,379	32,500	10,417	25,000	75,000	50,000	42,500
Advertising (Departure)	60,836	69,941	54,057	64,000	25,626	61,500	70,000	8,500	6,000
Brochure Sales	7,356	7,374	21,648	30,250	7,743	18,600	33,000	14,400	2,750
Guest Services	-	-	1,470	57,000	1,512	3,600	3,500	(100)	(53,500)
Art in the Airport	3,059	3,185	51	250	213	511	250	(261)	-
Payphone (Cherokee)	1,902	-	-	-	-	-	-	-	-
Baggage Cart (SmarteCarte)	506	606	188	220	99	238	220	(18)	-
Sanitary Machines	149	40	120	180	29	70	180	110	-
Massage Chairs & Phone Charger (SmarteCarte)	-	425	766	800	408	979	800	(179)	-
Wachovia (ATM)	300	300	337	12,000	740	1,776	6,000	4,224	(6,000)
<b>Total Concessions</b>	<b>109,013</b>	<b>123,337</b>	<b>136,015</b>	<b>197,200</b>	<b>46,787</b>	<b>112,274</b>	<b>188,950</b>	<b>76,676</b>	<b>(8,250)</b>
<b>Auto Parking</b>									
Public Parking	2,288,782	2,307,314	2,289,550	2,100,000	1,161,704	2,553,700	2,600,000	46,300	500,000
Commuter Parking	21,674	14,445	14,540	14,400	4,100	9,800	15,200	5,400	800
<b>Total Auto Parking</b>	<b>2,310,456</b>	<b>2,321,759</b>	<b>2,304,090</b>	<b>2,114,400</b>	<b>1,165,804</b>	<b>2,563,500</b>	<b>2,615,200</b>	<b>51,700</b>	<b>500,800</b>
<b>Rental Car</b>									

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2011-2012**

Revenue Sources	Historical, Actual Revenue			FY 2010-2011			Proposed Budget Fiscal Year 2011-2012	Difference Est FY10-11 To Budget FY11-12	Difference Bud FY10-11 To Budget FY11-12
	Fiscal Year 2007-2008	Fiscal Year 2008-2009	Fiscal Year 2009-2010	Fiscal Year 2010-2011 Budget	11/30/10 FYTD Actual Revenue	5 Projection for Full Fiscal Year			
<b>Rental Car - Car Rentals</b>									
All Companies % (Signatory)	21,074	(85,655)	15,229	-	-	-	-	-	-
Avis MAG	248,512	233,215	236,417	<b>243,410</b>	101,083	242,600	<b>250,417</b>	7,817	7,007
Hertz MAG	335,260	384,172	400,800	<b>420,820</b>	174,367	418,500	<b>441,750</b>	23,250	20,930
Enterprise MAG	280,190	163,276	155,000	<b>164,160</b>	67,917	163,000	<b>165,000</b>	2,000	840
Budget MAG	171,877	158,406	157,288	<b>160,790</b>	66,818	160,400	<b>165,555</b>	5,155	4,765
National/Alamo MAG	-	212,801	238,531	<b>245,680</b>	102,021	244,900	<b>253,056</b>	8,156	7,376
Avis %	17,716	1,725	-	-	-	-	-	-	-
Hertz %	53,969	3,228	-	-	-	-	-	-	-
Enterprise %	-	-	-	-	-	-	-	-	-
Budget %	25,569	9,957	-	-	-	-	-	-	-
National/Alamo %	107,049	35,628	-	-	-	-	-	-	-
Off Airport % - Thrifty	-	-	-	-	9,392	22,500	<b>10,000</b>	(12,500)	10,000
Off Airport % - U Save	-	-	-	-	2,587	6,200	<b>8,000</b>	1,800	8,000
Off Airport % - Dollar	-	-	-	-	2,483	6,000	<b>1,000</b>	(5,000)	1,000
Off Airport % - National/Alamo	-	-	-	-	-	-	-	-	-
<b>Subtotal Car Rentals</b>	<b>1,261,216</b>	<b>1,116,753</b>	<b>1,203,264</b>	<b>1,234,860</b>	<b>526,668</b>	<b>1,264,100</b>	<b>1,294,778</b>	<b>30,678</b>	<b>59,918</b>
<b>Rental Car - Facility Rent</b>									
Avis (Counter & Office)	36,333	29,488	30,463	<b>31,530</b>	13,086	31,400	<b>32,649</b>	1,249	1,119
Hertz (Counter & Office)	168	28,454	29,299	<b>30,320</b>	12,586	30,200	<b>31,381</b>	1,181	1,061
Enterprise (Counter & Office)	2,646	23,851	25,564	<b>26,450</b>	10,981	26,400	<b>27,376</b>	976	926
National (Counter & Office)	7,917	18,058	29,299	<b>30,320</b>	12,586	30,200	<b>31,381</b>	1,181	1,061
Budget (Counter & Office)	23,186	26,700	27,892	<b>28,870</b>	11,984	28,800	<b>29,880</b>	1,080	1,010
Avis (Ready/Return)	11,301	8,924	8,310	<b>8,460</b>	3,511	8,400	<b>8,756</b>	356	296
Hertz (Ready/Return)	20,657	14,685	12,938	<b>12,690</b>	5,337	12,800	<b>13,146</b>	346	456
Enterprise (Ready/Return)	6,627	5,873	6,131	<b>6,340</b>	2,704	6,500	<b>6,562</b>	62	222
National (Ready/Return)	-	8,120	9,676	<b>10,570</b>	4,318	10,400	<b>10,940</b>	540	370
Budget (Ready/Return)	6,821	6,508	6,677	<b>7,190</b>	2,914	7,000	<b>7,442</b>	442	252
Avis (Service Facility)	779	36,193	36,590	<b>37,900</b>	15,796	37,900	<b>39,227</b>	1,327	1,327
Hertz (Service Facility)	-	59,313	52,768	<b>53,440</b>	22,966	55,100	<b>55,341</b>	241	1,901
Enterprise (Service Facility)	4,094	37,005	36,794	<b>38,260</b>	15,431	37,000	<b>39,599</b>	2,599	1,339
Budget (Service Facility)	-	30,004	27,946	<b>28,880</b>	12,078	29,000	<b>29,891</b>	891	1,011
National/Alamo (Service Facility)	-	29,630	48,125	<b>50,180</b>	20,347	48,800	<b>51,936</b>	3,136	1,756
Avis CAM fee	830	11,973	10,355	<b>11,920</b>	5,162	12,400	-	(12,400)	(11,920)
Hertz CAM fee	-	16,233	14,084	<b>16,800</b>	6,317	15,200	-	(15,200)	(16,800)
Enterprise CAM fee	-	9,950	9,745	<b>12,030</b>	4,046	9,700	-	(9,700)	(12,030)
National CAM fee	-	10,991	13,275	<b>15,780</b>	7,022	16,900	-	(16,900)	(15,780)
Budget CAM fee	-	9,211	7,932	<b>9,080</b>	3,513	8,400	-	(8,400)	(9,080)
Common Area Maintenance (Service Facility)	-	-	-	-	-	-	<b>69,940</b>	69,940	69,940
All Companies (Storage Lot)	49,632	-	-	-	-	-	-	-	-
<b>Subtotal Facility Rent</b>	<b>170,992</b>	<b>421,164</b>	<b>443,862</b>	<b>467,010</b>	<b>192,685</b>	<b>462,500</b>	<b>485,447</b>	<b>22,947</b>	<b>18,437</b>
<b>Total Rental Car</b>	<b>1,432,208</b>	<b>1,537,917</b>	<b>1,647,127</b>	<b>1,701,870</b>	<b>719,353</b>	<b>1,726,600</b>	<b>1,780,225</b>	<b>53,625</b>	<b>78,355</b>
<b>Commerical Ground Transportation</b>									
Limo/Shuttle Service	3,600	-	-	-	-	-	-	-	-
Employee Parking	10,010	8,395	10,245	<b>6,760</b>	5,100	12,200	<b>6,800</b>	(5,400)	40
Ground Transportation Fees	8,590	18,353	26,680	<b>17,700</b>	800	1,900	<b>20,400</b>	18,500	2,700

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2011-2012**

Revenue Sources	Historical, Actual Revenue			FY 2010-2011			Proposed Budget Fiscal Year 2011-2012	Difference Est FY10-11 To Budget FY11-12	Difference Bud FY10-11 To Budget FY11-12
	Fiscal Year 2007-2008	Fiscal Year 2008-2009	Fiscal Year 2009-2010	Fiscal Year 2010-2011 Budget	11/30/10 FYTD Actual Revenue	5 Projection for Full Fiscal Year			
<b>Total Commercial Ground Transportation</b>	<b>22,200</b>	<b>26,748</b>	<b>36,925</b>	<b>24,460</b>	<b>5,900</b>	<b>14,100</b>	<b>27,200</b>	<b>13,100</b>	<b>2,740</b>
<b>Landing Fees</b>									
Air Wisconsin	6,529	-	8,347		33,389	80,100		(80,100)	-
ASA	94,699	153,625	167,154		70,223	168,500		(168,500)	-
Air Tran	-	-	1,627		13,020	31,200		(31,200)	-
Comair	13,728	5,145	5,165		2,035	4,900		(4,900)	-
Continental Express	62,287	53,912	37,294		17,861	42,900		(42,900)	-
Piedmont/PSA	164,002	133,586	125,321		39,726	95,300		(95,300)	-
Chautauqua	40,707	17,846	8,265		7,935	19,000		(19,000)	-
Mesa Jet	76,436	2,931	163		-	-		-	-
Northwest/Pinnacle	34,857	3,091	26,091		12,469	29,900		(29,900)	-
Total Scheduled (Signatory) Carriers				<b>410,397</b>	-	-	<b>410,397</b>	410,397	-
Charter Fees (Non-Sig Landing Fees)	-	2,268	14,714	<b>3,640</b>	12,950	31,100	<b>7,000</b>	(24,100)	3,360
<b>Total Landing Fees</b>	<b>493,246</b>	<b>372,404</b>	<b>394,142</b>	<b>414,037</b>	<b>209,608</b>	<b>502,900</b>	<b>417,397</b>	<b>(85,503)</b>	<b>3,360</b>
<b>FBOs/SASOs</b>									
<b>Odyssey Aviation/Million Air</b>									
Percentage Fee	466,263	373,890	253,068	<b>290,000</b>	125,804	301,900	<b>5,000</b>	(296,900)	(285,000)
Land Rent	-	-	-	-	-	-	<b>310,000</b>	310,000	310,000
Optional Parcel Fee - Gravel Lot	-	-	12,000	<b>12,000</b>	5,000	12,000	<b>12,000</b>	-	-
T-Hangar	162,356	175,307	70,025	<b>70,020</b>	32,886	78,900	<b>76,383</b>	(2,517)	6,363
Bulk Hangar #1	49,520	525	98,500	<b>98,500</b>	46,258	111,000	<b>107,443</b>	(3,557)	8,943
Bulk Hangar #2	-	-	190,599	<b>199,160</b>	84,650	203,200	<b>203,619</b>	419	4,459
Fuel Flowage Fee	-	-	-	-	-	-	<b>55,000</b>	55,000	55,000
<b>Subtotal Million Air</b>	<b>678,139</b>	<b>549,722</b>	<b>624,192</b>	<b>669,680</b>	<b>294,598</b>	<b>707,000</b>	<b>769,445</b>	<b>62,445</b>	<b>99,765</b>
<b>Landmark/Encore</b>									
Land Rent	-	14,157	59,093	<b>61,540</b>	26,337	63,200	<b>87,479</b>	24,279	25,939
Apron Rent	-	13,068	47,839	<b>40,960</b>	17,531	42,100	-	(42,100)	(40,960)
Option Parcel Fee	-	2,178	8,712	<b>8,710</b>	3,630	8,700	<b>8,712</b>	12	2
Percentage Fee	-	65	806	<b>1,000</b>	679	1,600	<b>1,500</b>	(100)	500
Fuel Flowage Fee	-	1,827	19,658	<b>30,000</b>	14,627	35,100	<b>25,000</b>	(10,100)	(5,000)
<b>Subtotal Encore</b>	<b>-</b>	<b>31,295</b>	<b>136,109</b>	<b>142,210</b>	<b>62,804</b>	<b>150,700</b>	<b>122,691</b>	<b>(28,009)</b>	<b>(19,519)</b>
<b>Belle Aircraft Maintenance</b>									
Percentage Fee	-	6,149	7,053	<b>7,000</b>	4,128	9,900	<b>8,000</b>	(1,900)	1,000
<b>Total FBOs/SASOs</b>	<b>678,139</b>	<b>587,166</b>	<b>767,353</b>	<b>818,890</b>	<b>361,530</b>	<b>867,600</b>	<b>900,136</b>	<b>32,536</b>	<b>81,246</b>
<b>Building Leases</b>									
Rental Houses	21,350	20,450	20,700	<b>20,400</b>	4,148	9,398	<b>21,000</b>	11,602	600
Advantage West	66,033	72,036	79,250	<b>79,250</b>	33,021	79,300	<b>92,250</b>	12,950	13,000
Falcon Airlink (Temp Office)	5,400	-	-	-	-	-	-	-	-
Lacy Griffin Building (WNC Aviation)	-	-	14,379	<b>21,780</b>	9,077	21,800	<b>21,780</b>	(20)	-
Cargo Building (US Airways)	7,759	4,000	12,000	<b>12,000</b>	5,000	12,000	<b>12,000</b>	-	-
<b>Total Building Leases</b>	<b>100,542</b>	<b>96,486</b>	<b>126,329</b>	<b>133,430</b>	<b>51,246</b>	<b>122,498</b>	<b>147,030</b>	<b>24,532</b>	<b>13,600</b>
<b>Land Leases</b>									

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2011-2012**

	Historical, Actual Revenue			FY 2010-2011			Proposed Budget Fiscal Year 2011-2012	Difference Est FY10-11 To Budget FY11-12	Difference Bud FY10-11 To Budget FY11-12
	Fiscal Year 2007-2008	Fiscal Year 2008-2009	Fiscal Year 2009-2010	Fiscal Year 2010-2011 Budget	11/30/10 FYTD Actual Revenue	5 Projection for Full Fiscal Year			
<b>Revenue Sources</b>									
Pasture Rent	300	600	600	600	250	600	600	-	-
Hertz (Maintenance Facility)	23,500	10,635	-	-	-	-	-	-	-
Avis (Maintenance Facility)	1,654	8,036	-	-	-	-	-	-	-
Lamar (Billboard)	938	2,250	8,295	4,250	1,038	2,500	3,100	600	(1,150)
NC Dept of Agriculture	7,589	-	-	-	-	-	-	-	-
US Forest Service - Tanker	-	8,810	9,662	9,660	4,057	9,700	9,660	(40)	-
Broadmoor Golf Center	9,880	8,637	10,254	10,230	4,292	10,300	10,230	(70)	-
<b>Total Land Leases</b>	<b>43,861</b>	<b>38,968</b>	<b>28,810</b>	<b>24,740</b>	<b>9,637</b>	<b>23,100</b>	<b>23,590</b>	<b>490</b>	<b>(1,150)</b>
<b>Other Leases/Fees</b>									
LEO Services (TSA)	190,398	108,358	139,067	150,000	67,632	162,300	160,000	(2,300)	10,000
Shared Terminal Services - Airlines on AirIT	-	-	1,408	48,160	9,943	23,900	50,000	26,100	1,840
Security Fee (Airlines)	252,690	237,938	173,856	177,710	89,027	174,563	166,000	(8,563)	(11,710)
Security Fee (Rental Car)	80,558	71,474	57,503	56,120	25,216	60,500	62,000	1,500	5,880
Security Fee (ID Media)	-	1,389	5,891	6,000	4,859	11,700	8,700	(3,000)	2,700
Telecommunication Fees (Voice/Data)	-	16,300	33,763	35,870	18,028	43,300	35,870	(7,430)	-
Sale of Assets	(60)	-	-	-	-	-	-	-	-
Misc	18,092	78,306	72,180	1,000	4,888	5,888	1,000	(4,888)	-
Tenant Services/Assessment Fees	-	-	8,169	1,000	8,522	9,522	1,000	(8,522)	-
Air Freight Fees	-	-	-	9,000	-	-	-	-	(9,000)
Charters/Camps	-	-	-	-	-	-	-	-	-
<b>Total Other Leases</b>	<b>541,678</b>	<b>513,765</b>	<b>491,837</b>	<b>484,860</b>	<b>228,115</b>	<b>491,673</b>	<b>484,570</b>	<b>(7,103)</b>	<b>(290)</b>
<b>Total Revenue</b>	<b>\$ 7,561,353</b>	<b>\$ 6,998,429</b>	<b>\$ 7,719,237</b>	<b>\$ 7,310,878</b>	<b>\$ 3,450,945</b>	<b>\$ 7,844,626</b>	<b>\$ 8,016,407</b>	<b>\$ 171,781</b>	<b>\$ 705,529</b>
								2.2%	9.7%

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2011-2012**

Expenses	Historical, Actual Expenses			FY 2010-2011			Proposed Budget Fiscal Year 2011-2012	Difference Est FY10-11 To Budget FY11-12	Difference Bud FY10-11 To Budget FY11-12
	Fiscal Year 2007-2008	Fiscal Year 2008-2009	Fiscal Year 2009-2010	Fiscal Year 2010-2011 Budget	11/30/10 FYTD Actual Expenses	Projection for Full Fiscal Year			
<b>PERSONNEL SERVICES</b>									
Regular Salaries	\$ 1,809,627	\$ 2,407,044	\$ 2,230,127	\$ 2,390,016	\$ 920,022	\$ 2,330,962	\$ 2,487,340	\$ 156,378	\$ 97,324
Overtime	24,538	65,757	79,413	52,175	17,267	67,410	56,000	(11,410)	3,825
Salary Adjustment/Bonus Pool	-	72,847	68,038	4,909	-	4,909	208,631	203,722	203,722
LEO Special Separation Allowance	-	-	-	40,783	16,993	40,783	40,783	-	-
Longevity	-	-	-	23,755	4,268	22,004	29,617	7,613	5,862
Unemployment Claims	-	-	12,844	14,000	-	14,000	14,000	-	-
Retiree Health	-	-	35,264	36,960	14,773	35,456	40,774	5,318	3,814
Benefits	727,992	810,074	925,900	1,048,744	391,181	1,025,240	1,192,035	166,795	143,291
<b>Total Personnel Services</b>	<b>2,562,157</b>	<b>3,355,722</b>	<b>3,351,586</b>	<b>3,611,342</b>	<b>1,364,504</b>	<b>3,540,764</b>	<b>4,069,180</b>	<b>528,416</b>	<b>457,838</b>
<b>OPERATING EXPENSES</b>									
<b>Professional Services</b>									
Professional Services - General	30,977	74,532	59,959	154,100	37,585	156,000	82,840	(73,160)	(71,260)
Professional Services - Legal	130,880	46,230	59,003	45,000	15,843	45,000	50,000	5,000	5,000
Professional Services - Other	-	36,114	-	-	-	-	-	-	-
Artwork and Creative Production	6,642	12,222	4,104	20,000	-	20,000	16,000	(4,000)	(4,000)
Surveys, Reports & Data	31,251	17,000	32,060	77,500	16,219	81,000	43,500	(37,500)	(34,000)
Physicals & Drug Screens	1,328	1,302	909	4,000	716	3,580	3,800	220	(200)
Engineering and Architectural	-	-	14,974	32,500	13,893	32,500	30,000	(2,500)	(2,500)
Environmental Service	-	-	-	25,000	-	25,000	5,000	(20,000)	(20,000)
Website Maintenance	-	-	2,148	2,150	-	-	2,200	2,200	50
Disadvantaged Business Unit	12,306	-	2,260	2,000	-	2,000	2,000	-	-
Auditors	6,750	26,553	13,183	20,000	15,902	20,000	20,000	-	-
Temporary Help	15,782	50,977	16,664	16,350	14,486	21,350	21,000	(350)	4,650
Relocation Expense	-	-	-	15,000	-	15,000	-	(15,000)	(15,000)
General Consultant	32,579	-	-	-	-	-	-	-	-
<b>Total Professional Services</b>	<b>268,495</b>	<b>264,930</b>	<b>205,264</b>	<b>413,600</b>	<b>114,644</b>	<b>421,430</b>	<b>276,340</b>	<b>(145,090)</b>	<b>(137,260)</b>
<b>Contractual Services</b>									
Computer Technical Support	-	-	18,761	20,793	7,455	20,900	23,376	2,476	2,583
Landscaping	3,834	16,325	13,211	14,876	4,000	13,000	13,000	-	(1,876)
Custodial Services	98,590	54,519	-	-	-	-	-	-	-
Parking Management Contract	65,243	320,511	334,914	354,099	146,508	354,000	383,046	29,046	28,947
Other Contractual Services	168,974	83,702	149,753	229,020	82,958	213,320	264,692	51,372	35,672
Elevator Maintenance Contract	-	22,766	5,412	3,600	1,560	3,744	3,600	(144)	-
Fire Alarm Systems Contract	-	13,703	12,533	14,400	3,925	14,400	14,832	432	432
Security Systems Mgmt Contract	-	-	5,203	-	-	-	-	-	-
Other Contractual Services	294,578	12,495	-	-	-	-	-	-	-
<b>Total Other Contractual Services</b>	<b>631,219</b>	<b>524,021</b>	<b>539,787</b>	<b>636,788</b>	<b>246,406</b>	<b>619,364</b>	<b>702,546</b>	<b>83,182</b>	<b>65,758</b>

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2011-2012**

<u>Expenses</u>	Historical, Actual Expenses			FY 2010-2011			Proposed Budget Fiscal Year 2011-2012	Difference Est FY10-11 To Budget FY11-12	Difference Bud FY10-11 To Budget FY11-12
	Fiscal Year 2007-2008	Fiscal Year 2008-2009	Fiscal Year 2009-2010	Fiscal Year 2010-2011 Budget	11/30/10 FYTD Actual Expenses	Projection for Full Fiscal Year			
<b>Travel and Training</b>									
Travel & Per Diem	126,371	133,032	101,243	<b>104,200</b>	23,700	100,028	<b>139,150</b>	<b>39,122</b>	<b>34,950</b>
Training & Education	14,250	16,301	20,984	<b>41,950</b>	2,680	36,400	<b>66,400</b>	<b>30,000</b>	<b>24,450</b>
<b>Total Travel and Training</b>	<b>140,621</b>	<b>149,333</b>	<b>122,227</b>	<b>146,150</b>	<b>26,380</b>	<b>136,428</b>	<b>205,550</b>	<b>69,122</b>	<b>59,400</b>
<b>Communications and Freight</b>									
Postage	5,348	6,122	3,611	<b>7,450</b>	1,768	8,072	<b>7,910</b>	<b>(162)</b>	<b>460</b>
Express Mail Delivery	5,790	2,340	1,343	<b>3,550</b>	397	1,051	<b>3,000</b>	<b>1,949</b>	<b>(550)</b>
Telecommunications	27,582	42,416	48,425	<b>53,336</b>	24,538	56,642	<b>57,338</b>	<b>696</b>	<b>4,002</b>
Online Services	11,823	13,854	570	<b>1,000</b>	246	600	<b>1,160</b>	<b>560</b>	<b>160</b>
<b>Total Communications and Freight</b>	<b>50,543</b>	<b>64,732</b>	<b>53,949</b>	<b>65,336</b>	<b>26,949</b>	<b>66,365</b>	<b>69,408</b>	<b>3,043</b>	<b>4,072</b>
<b>Rentals and Leases</b>									
Rentals & Leases	14,235	20,001	12,974	<b>14,695</b>	5,913	15,181	<b>14,920</b>	<b>(261)</b>	<b>225</b>
<b>Total Rentals and Leases</b>	<b>14,235</b>	<b>20,001</b>	<b>12,974</b>	<b>14,695</b>	<b>5,913</b>	<b>15,181</b>	<b>14,920</b>	<b>(261)</b>	<b>225</b>
<b>Insurance</b>									
Property & Casualty	170,052	52,838	54,726	<b>58,431</b>	22,932	55,037	<b>64,300</b>	<b>9,263</b>	<b>5,869</b>
General Liability	48,626	40,590	39,590	<b>33,530</b>	13,971	33,530	<b>36,900</b>	<b>3,370</b>	<b>3,370</b>
Auto Liability	25,879	21,846	16,100	<b>14,970</b>	5,821	13,970	<b>16,470</b>	<b>2,500</b>	<b>1,500</b>
Other Insurance & Bonds	102,998	92,498	43,859	<b>41,579</b>	17,325	41,579	<b>45,740</b>	<b>4,161</b>	<b>4,161</b>
Worker's Compensation Insurance	-	829	40,796	<b>38,490</b>	15,621	37,490	<b>42,340</b>	<b>4,850</b>	<b>3,850</b>
<b>Total Insurance</b>	<b>347,555</b>	<b>208,601</b>	<b>195,071</b>	<b>187,000</b>	<b>75,670</b>	<b>181,606</b>	<b>205,750</b>	<b>24,144</b>	<b>18,750</b>
<b>Utility Services</b>									
Electric Service	251,356	286,599	269,562	<b>314,327</b>	128,082	322,268	<b>337,605</b>	<b>15,337</b>	<b>23,278</b>
Gas Service	87,958	75,459	49,849	<b>73,018</b>	10,135	73,535	<b>79,239</b>	<b>5,704</b>	<b>6,221</b>
Water/Sewer Service	46,837	45,279	41,705	<b>51,187</b>	17,913	51,875	<b>53,201</b>	<b>1,326</b>	<b>2,014</b>
<b>Total Utility Services</b>	<b>386,151</b>	<b>407,337</b>	<b>361,116</b>	<b>438,532</b>	<b>156,130</b>	<b>447,678</b>	<b>470,045</b>	<b>22,367</b>	<b>31,513</b>
<b>Repairs and Maintenance</b>									
Other Repairs & Maintenance	189,853	44,482	10,338	<b>10,100</b>	1,649	11,780	<b>8,040</b>	<b>(3,740)</b>	<b>(2,060)</b>
Terminal, Buildings and Grounds	35,582	169,269	123,190	<b>169,356</b>	79,879	171,000	<b>191,000</b>	<b>20,000</b>	<b>21,644</b>
Vehicles and Heavy Equipment	48,784	28,436	71,171	<b>38,000</b>	21,312	40,000	<b>55,000</b>	<b>15,000</b>	<b>17,000</b>
Airport and Airfield Equipment	30,342	31,465	25,834	<b>30,000</b>	13,270	16,815	<b>32,000</b>	<b>15,185</b>	<b>2,000</b>
Vehicle Maintenance	-	-	-	-	-	-	-	-	-
Maintenance Contracts	85,587	2,016	-	-	-	-	-	-	-
<b>Total Repairs and Maintenance</b>	<b>390,148</b>	<b>275,668</b>	<b>230,533</b>	<b>247,456</b>	<b>116,110</b>	<b>239,595</b>	<b>286,040</b>	<b>46,445</b>	<b>38,584</b>
<b>Printing &amp; Binding</b>									
Printing & Binding	11,831	11,814	6,837	<b>8,425</b>	1,848	9,329	<b>11,050</b>	<b>1,721</b>	<b>2,625</b>



**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2011-2012**

Expenses	Historical, Actual Expenses			FY 2010-2011			Proposed Budget Fiscal Year 2011-2012	Difference Est FY10-11 To Budget FY11-12	Difference Bud FY10-11 To Budget FY11-12
	Fiscal Year 2007-2008	Fiscal Year 2008-2009	Fiscal Year 2009-2010	Fiscal Year 2010-2011 Budget	11/30/10 FYTD Actual Expenses	Projection for Full Fiscal Year			
Banners	151	-	185	500	-	500	500	-	-
<b>Total Printing &amp; Binding</b>	<b>11,982</b>	<b>11,814</b>	<b>7,022</b>	<b>8,925</b>	<b>1,848</b>	<b>9,829</b>	<b>11,550</b>	<b>1,721</b>	<b>2,625</b>
<b>Promotional Activities</b>									
Other Promotional Activities	15,710	-	-	-	-	-	2,000	2,000	2,000
Radio	38,377	56,753	54,589	52,286	15,734	52,286	48,000	(4,286)	(4,286)
Billboards	38,145	27,321	27,063	37,000	5,714	37,000	36,750	(250)	(250)
Print	38,280	26,350	37,986	20,900	7,549	20,900	15,200	(5,700)	(5,700)
TV	46,388	48,203	49,684	38,500	12,129	38,500	57,400	18,900	18,900
Telephone Book	3,040	2,018	2,402	1,375	327	1,375	1,613	238	238
E-Marketing				26,800	-	26,800	27,500	700	700
Other Promotional Events/Sponsorships	802	25,916	15,583	9,000	2,271	9,000	9,000	-	-
Community Events/Exhibits/Sponsorships	20,325	19,604	21,519	28,456	8,086	28,406	24,350	(4,056)	(4,106)
Employee/Tenant Events	23,309	21,008	19,498	24,744	7,084	24,744	31,650	6,906	6,906
Marketing/Advertising	5,940	3,207	-	-	-	-	-	-	-
<b>Total Promotional Activities</b>	<b>230,316</b>	<b>230,380</b>	<b>228,324</b>	<b>239,061</b>	<b>58,894</b>	<b>239,011</b>	<b>253,463</b>	<b>14,452</b>	<b>14,402</b>
<b>Other Current Charges and Obligations</b>									
Legal Notices & Advertising	10,696	12,036	3,614	10,250	1,092	9,500	11,000	1,500	750
Credit Card & Bank Fees	39,437	36,806	47,580	50,429	24,746	58,681	63,000	4,319	12,571
Other Current Charges & Obligations	27,255	3,522	8,217	9,100	3,220	8,100	8,600	500	(500)
<b>Total Other Current Charges and Obligations</b>	<b>77,388</b>	<b>52,364</b>	<b>59,411</b>	<b>69,779</b>	<b>29,058</b>	<b>76,281</b>	<b>82,600</b>	<b>6,319</b>	<b>12,821</b>
<b>Operating Supplies</b>									
Office Supplies	30,118	19,079	8,235	17,175	3,322	7,833	13,175	5,342	(4,000)
Vehicle Fuel	43,060	20,835	33,543	40,000	12,826	41,000	44,000	3,000	4,000
Shop Supplies	9,312	2,447	1,653	5,000	1,633	6,650	5,150	(1,500)	150
Other Operating Supplies	42,098	33,285	39,939	128,648	10,768	79,514	84,165	4,651	(44,483)
Art Program Supplies	-	2,348	1,728	2,250	371	2,250	3,000	750	750
Promotional Supplies	21,235	32,244	14,823	17,275	5,028	17,775	15,250	(2,525)	(2,025)
Holiday Decorations	826	1,303	1,060	1,000	541	1,000	600	(400)	(400)
Chemicals and Safety	3,730	4,845	6,834	10,500	4,504	10,390	10,512	122	12
Small Tools and Equipment	10,213	21,886	15,811	18,500	1,319	17,370	18,500	1,130	-
Custodial Supplies	37,287	32,493	3,523	14,000	1,204	12,000	14,000	2,000	-
Custodial Consumables	-	2,625	34,783	30,000	16,742	33,000	35,000	2,000	5,000
Operating Furniture, Fixtures, Equipment and Software	25,871	43,288	27,404	26,980	6,735	25,580	55,320	29,740	28,340
Uniforms	19,098	14,731	12,708	20,400	1,842	19,950	20,050	100	(350)
Firefighter Equipment	-	-	880	4,300	232	4,125	4,300	175	-
<b>Total Operating Supplies</b>	<b>242,848</b>	<b>231,409</b>	<b>202,924</b>	<b>336,028</b>	<b>67,067</b>	<b>278,437</b>	<b>323,022</b>	<b>44,585</b>	<b>(13,006)</b>
<b>Books, Publications, Subscriptions &amp; Memberships</b>									

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2011-2012**

<u>Expenses</u>	Historical, Actual Expenses			FY 2010-2011			Proposed Budget Fiscal Year 2011-2012	Difference Est FY10-11 To Budget FY11-12	Difference Bud FY10-11 To Budget FY11-12
	Fiscal Year 2007-2008	Fiscal Year 2008-2009	Fiscal Year 2009-2010	Fiscal Year 2010-2011 Budget	11/30/10 FYTD Actual Expenses	Projection for Full Fiscal Year			
Books, Publications, Compact Disks, Videos & Subscriptions	6,165	4,723	3,763	<b>8,500</b>	1,479	6,970	<b>8,530</b>	<b>1,560</b>	<b>30</b>
Dues & Memberships	26,147	19,695	21,616	<b>25,652</b>	13,864	25,017	<b>26,890</b>	<b>1,873</b>	<b>1,238</b>
Licenses and Certification Fees	-	2,150	125	<b>50</b>	-	550	<b>710</b>	<b>160</b>	<b>660</b>
<b>Total Books, Publications, Subscriptions &amp; Mem.</b>	<b>32,312</b>	<b>26,568</b>	<b>25,504</b>	<b>34,202</b>	<b>15,343</b>	<b>32,537</b>	<b>36,130</b>	<b>3,593</b>	<b>1,928</b>
<b>Emergency Repair</b>	-	-	<b>62,005</b>	<b>100,000</b>	<b>11,506</b>	<b>100,000</b>	<b>100,000</b>	-	-
<b>TOTAL SERVICES &amp; MATERIALS</b>	<b>2,823,813</b>	<b>2,467,158</b>	<b>2,306,111</b>	<b>2,937,552</b>	<b>951,918</b>	<b>2,863,742</b>	<b>3,037,364</b>	<b>173,622</b>	<b>99,812</b>
<b>TOTAL OPERATING EXPENSES, INCLUDING EMERGENCY REPAIR EXPENSE</b>	<b>\$ 5,385,970</b>	<b>\$ 5,822,880</b>	<b>\$ 5,657,697</b>	<b>\$ 6,548,894</b>	<b>\$ 2,316,422</b>	<b>\$ 6,404,506</b>	<b>\$ 7,106,544</b>	<b>\$ 702,038</b>	<b>\$ 557,650</b>
								<b>11.0%</b>	<b>8.5%</b>

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

**Administration**

**BASIC OPERATING BUDGET  
FY 2011-2012**

Fund            ARA  
Department    Admin  
Department #   11  
Cost Center    00  
Source         00

Account Code		Description				Item	Summary
Fund	Acct.	Sec.	C.C.	Source	Amount	Amount	
<b>PERSONNEL SERVICES</b>							
ARA	500000	11	00	00	Salaries	89,597	89,597
ARA	500015	11	00	00	Salary Adjustment Pool	208,631	208,631
ARA	500016	11	00	00	Longevity	550	550
ARA	500018	11	00	00	Unemployment Claims	14,000	14,000
ARA	500020	11	00	00	Overtime	500	500
ARA	500165	11	00	00	Retiree Health	40,774	40,774
<b>Benefits:</b>							
ARA	500017	11	00	00	Medical Reimbursements	100	36,984
ARA	500050	11	00	00	FICA Taxes	8,998	
ARA	500070	11	00	00	LGERS Retirement	6,661	
ARA	500080	11	00	00	401k	4,758	
ARA	500160	11	00	00	Medical	13,591	
ARA	500260	11	00	00	Dental	1,557	
ARA	500360	11	00	00	Life Insurance	600	
ARA	500460	11	00	00	Disability	719	
ARA	500030	11	00	00	Allocated Benefits		
<b>TOTAL PERSONNEL SERVICES</b>							<b>391,036</b>
<b>OPERATING EXPENSES</b>							
<b>Professional Services</b>							
ARA	604000	11	00	00	Professional Services - General		8,000
					DBE/Various	8,000	
ARA	604020	11	00	00	Physicals and Drug Screens		600
					Pre-employment testing	600	
ARA	641000	11	00	00	Temporary Help		500
					Receptionist vacation coverage	500	
<b>Travel and Training</b>							
ARA	650000	11	00	00	Travel, Per Diem, Conference Registration		6,500
					ACI HR Conference	2,000	
					SHRM Conference	2,500	
					Benefits Forum & Expo	2,000	
ARA	651000	11	00	00	Training & Education		6,000
					HR Training/HR Laws Update/HR Education for ARAA	2,000	
					Profession Education-Tuition Reimbursement for ARAA	4,000	
<b>Communications and Freight</b>							
ARA	660000	11	00	00	Postage		4,850
					Postage for ARAA	4,000	
					Postage Machine Supplies	850	

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Administration**  
**BASIC OPERATING BUDGET**  
**FY 2011-2012**

Fund                    ARA  
Department        Admin  
Department #      11  
Cost Center        00  
Source              00

Account Code		Description				Item	Summary
Fund	Acct.	Sec.	C.C.	Source	Amount	Amount	
ARA	661000	11	00	00	Express Mail Delivery		3,000
					Express Mail Delivery for ARAA	3,000	
					<b>Rentals and Leases</b>		
ARA	664000	11	00	00	Rentals and Leases		2,200
					Neopost Postage Machine Rent	2,200	
					<b>Insurance</b>		
ARA	670000	11	00	00	Property and Casualty Insurance		64,300
					Property and Casualty Insurance for ARAA	64,300	
ARA	671000	11	00	00	General Liability		36,900
					General Liability for ARAA	36,900	
ARA	672000	11	00	00	Auto Liability		16,470
					Auto Liability for ARAA	16,470	
ARA	673000	11	00	00	Other Insurance and Bonds		45,740
					Inland Marine	45,740	
					Law Enforcement/Crime		
					Directors & Officers		
ARA	674000	11	00	00	Worker's Compensation Insurance		42,340
					Worker Compensation	42,340	
					<b>Printing &amp; Binding</b>		
ARA	730000	11	00	00	Printing & Binding		500
					Printing	500	
					<b>Promotional Activities</b>		
ARA	740101	11	00	00	Community Events/Exhibits/Sponsorships		250
					United Way Campaign	250	
ARA	740115	11	00	00	Employee/Tenant Appreciation		25,350
					Employee Birthday Coupons	600	
					Employee Picnic	2,000	
					Employee Flowers (Funeral/Hospital)	300	
					Employee Pat on the Back Program	300	
					Employee Service Awards	1,500	
					Employee Holiday Checks/Gift Cards	13,650	
					Employee Holiday Lunches	2,000	
					Wellness Program	5,000	
					<b>Other Current Charges and Obligations</b>		
ARA	750000	11	00	00	Legal Notices & Placements		7,000
					Employment Advertising for ARAA	6,000	
					Legal Notices for ARAA	1,000	
					<b>Operating Supplies</b>		



**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

**Administration**

**BASIC OPERATING BUDGET  
FY 2011-2012**

Fund           ARA  
Department   Admin  
Department #   11  
Cost Center    00  
Source         00

Account Code		Description				Item	Summary	
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount	
ARA	760000	11	00	00	Office Supplies		13,000	
					Office Supplies for ARAA	13,000		
ARA	770300	11	00	00	Operating Supplies		3,000	
					Administration Supplies for ARAA	3,000		
ARA	771000	11	00	00	Operating Furniture, Fixtures, Equipment and Software Up to \$5,000		500	
					HR Furniture and Equipment	500		
<b>Books, Publications, Subscriptions and Memberships</b>								
ARA	780500	11	00	00	Books, Publications, Videos & Subscriptions		900	
					North Carolina Employment Law Letter	350		
					HR-M. Lee Smith Publishers	350		
					HR Publications	200		
ARA	780100	11	00	00	Dues & Memberships		535	
					SHRM	350		
					WNCHR	150		
					SEC-AAAE	35		
<b>TOTAL OPERATING EXPENSES</b>								<b>288,435</b>
<b>SECTION TOTAL</b>								<b>679,471</b>

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Administration**  
**Fiscal Year 2011/2012**  
**Variance Analysis**

Acct #	Description	FY2011 Budget				FY2011 Estimated Actual				FY2010 Actual			Comments
		FY 2012 Budget	FY 2011 Budget	Increase/Decrease		FY 2011 4 Months	FY 2011 Estimate	Increase/Decrease		FY 2010 Actual	Increase/Decrease		
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	89,597	88,294	1,303	1.48%	29,378	88,294	1,303	1.48%	60,787	28,810	47.40%	a
500015	Salary Adjustment Pool	208,631	4,909	203,722	4149.97%		4,909	203,722	4149.97%	68,038	140,593	206.64%	d
500016	Longevity	550	524	26	4.96%	524	524	26	4.96%	0	550	100%	a
500018	Unemployment Claims	14,000	14,000	0	0.00%		14,000	0	0.00%	13,798	202	1.46%	
500020	Overtime	500	500	0	0.00%		500	0	0.00%	0	500	100%	a
500165	Retiree Health	40,774	36,960	3,814	10.32%	11,819	35,456	5,318	15.00%	35,264	5,510	15.63%	
500017	Medical Reimbursements	100	100	0	0.00%		100	0	0.00%		100	100%	
500050	FICA Taxes	8,998	8,246	752	9.12%	3,080	9,239	(241)	-2.61%	8,154	844	10.35%	
500070	LGERS Retirement	6,661	5,806	855	14.73%	2,034	6,101	560	9.17%	3,305	3,356	101.55%	a
500080	401k	4,758	4,529	229	5.06%	1,562	4,685	73	1.57%	3,246	1,512	46.56%	a
500160	Medical	13,591	12,320	1,271	10.32%	3,940	11,819	1,772	15.00%	5,357	8,234	153.73%	a
500260	Dental	1,557	2,491	(934)	-37.49%	472	1,416	141	9.96%	1,777	(220)	-12.37%	a
500360	Life Insurance	600	600	0	0.00%	182	545	55	10.01%	336	264	78.32%	a
500460	Disability	719	667	52	7.80%	218	653	66	10.04%	411	308	75.14%	a
	Total Benefits	36,984	34,759	2,225	6.40%	11,486	34,558	2,426	7.02%	22,586	14,398	63.75%	a
	<b>Total Personal Services</b>	<b>391,036</b>	<b>179,946</b>	<b>211,090</b>	<b>117.31%</b>	<b>53,207</b>	<b>178,241</b>	<b>212,795</b>	<b>119.39%</b>	<b>200,473</b>	<b>190,563</b>	<b>95.06%</b>	
604000	Professional Services - General	8,000	13,500	(5,500)	-40.74%		13,500	(5,500)	-40.74%	2,730	5,270	193.04%	
604020	Physicals and Drug Screens	600	800	(200)	-25.00%	330	600	0	0.00%	361	239	66.20%	
641000	Temporary Help	500	0	500	100%		0	500	100%	0	500	100%	a
650000	Travel, Per Diem, Conference Registration	6,500	6,000	500	8.33%	1,284	6,000	500	8.33%	3,190	3,310	103.76%	
651000	Training & Education	6,000	8,000	(2,000)	-25.00%	55	5,000	1,000	20.00%	2,548	3,452	135.48%	b
660000	Postage	4,850	6,850	(2,000)	-29.20%	434	5,000	(150)	-3.00%	3,582	1,268	35.40%	
661000	Express Mail Delivery	3,000	3,500	(500)	-14.29%	350	1,051	1,949	185.33%	1,343	1,657	123.38%	
664000	Rentals and Leases	2,200	2,200	0	0.00%	525	2,100	100	4.76%	0	2,200	100%	c
670000	Property and Casualty Insurance	64,300	58,431	5,869	10.04%	18,346	55,037	9,263	16.83%	54,726	9,574	17.49%	
671000	General Liability	36,900	33,530	3,370	10.05%	11,177	33,530	3,370	10.05%	39,590	(2,690)	-6.79%	
672000	Auto Liability	16,470	14,970	1,500	10.02%	4,657	13,970	2,500	17.90%	16,100	370	2.30%	
673000	Other Insurance & Bonds	45,740	41,579	4,161	10.01%	13,860	41,579	4,161	10.01%	43,859	1,881	4.29%	
674000	Worker's Compensation Insurance	42,340	38,490	3,850	10.00%	12,497	37,490	4,850	12.94%	40,796	1,544	3.78%	
730000	Printing & Binding	500	1,000	(500)	-50.00%	251	754	(254)	-33.68%	285	215	75.44%	
740101	Other Community Events/Exhibits/Sponsorships	250	300	(50)	-16.67%	29	250	0	0.00%	227	23	10.13%	
740115	Employee/Tenant Appreciation	25,350	16,544	8,806	53.23%	583	16,544	8,806	53.23%	11,955	13,395	112.05%	e
750000	Legal Notices & Advertising	7,000	6,000	1,000	16.67%	997	6,000	1,000	16.67%	3,472	3,528	101.61%	
760000	Office Supplies	13,000	17,000	(4,000)	-23.53%	2,561	7,683	5,317	69.21%	8,128	4,872	59.94%	
770300	Operating Supplies	3,000	2,000	1,000	50.00%	899	2,696	304	11.27%	2,902	98	3.38%	
771000	Operating Furniture, Fixtures and Equipment	500	750	(250)	-33.33%		0	500	100%	1,140	(640)	-56.14%	
780100	Dues & Memberships	535	535	0	0.00%	160	480	55	11.46%	345	190	55.07%	
780500	Books & Publications	900	900	0	0.00%		0	900	100%	458	442	96.51%	
	<b>Total Services &amp; Mat'ls.</b>	<b>288,435</b>	<b>272,879</b>	<b>15,556</b>	<b>5.70%</b>	<b>68,994</b>	<b>249,264</b>	<b>39,171</b>	<b>15.71%</b>	<b>237,737</b>	<b>50,698</b>	<b>21.33%</b>	
	<b>Department Total</b>	<b>679,471</b>	<b>452,825</b>	<b>226,646</b>	<b>50.05%</b>	<b>122,201</b>	<b>427,505</b>	<b>251,966</b>	<b>58.94%</b>	<b>438,210</b>	<b>241,261</b>	<b>55.06%</b>	

**Comments:**

- a Receptionist position moved to Administration in FY2011.
- b Tuition reimbursement moved to Admin budget beginning FY11.
- c Postage machine rental moved to Admin budget beginning FY11.
- d Salary Adjustment Pool moved to departments in FY11.
- e Employee picnic (\$2000) moved from Marketing Department to Admin Dept for FY12 budget.



**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

Development

**BASIC OPERATING BUDGET**  
**FY 2011-2012**

Fund            ARA  
Department    Development  
Department #    70  
Cost Center     00  
Source          00

Account Code		Description				Item	Summary
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount
<b>PERSONNEL SERVICES</b>							
ARA	500000	70	00	00	Salaries	130,972	130,972
ARA	500020	70	00	00	Overtime	-	-
<b>Benefits:</b>							
ARA	500017	70	00	00	Medical Reimbursements	100	58,176
ARA	500050	70	00	00	FICA Taxes	10,637	
ARA	500070	70	00	00	LGERS retirement	9,626	
ARA	500080	70	00	00	401k	6,876	
ARA	500160	70	00	00	Medical	27,537	
ARA	500260	70	00	00	Dental	2,033	
ARA	500360	70	00	00	Life Insurance	646	
ARA	500460	70	00	00	Disability	721	
<b>TOTAL PERSONNEL SERVICES</b>							<b>189,148</b>
<b>OPERATING EXPENSES</b>							
<b>Professional Services</b>							
ARA	604000	70	00	00	Professional Services - General		5,000
					Various	5,000	
ARA	604017	70	00	00	Surveys, Reports & Data		7,500
					Appraisals	7,500	
ARA	604030	70	00	00	Engineering and Architectural		30,000
					Planning, Engineering Services	20,000	
					Geospatial Data Update	10,000	
ARA	604035	70	00	00	Environmental Services		5,000
					Environmental Training	5,000	
ARA	604050	70	00	00	Disadvantage Business Unit		2,000
					DBE	2,000	
<b>Travel and Training</b>							
ARA	650000	70	00	00	Travel, Per Diem, Conference Registration		18,100
					AAAE NAC	3,000	
					NBAA Annual Conf	1,700	
					FAA Communications Conf	500	
					SEC-AAAE Annual Conf	2,500	
					AAAE Annual Conf	3,500	
					NCAA Annual Conf	1,000	
					FAA Meeting	500	
					Local Travel	5,400	
ARA	651000	70	00	00	Training & Education		3,000
					Leadership Asheville	2,500	
					Development Coordinator Training TBD	500	

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
 Development  
**BASIC OPERATING BUDGET**  
**FY 2011-2012**

Fund            ARA  
 Department    Development  
 Department #    70  
 Cost Center     00  
 Source          00

Account Code		Description				Item	Summary
Fund	Acct.	Sec.	C.C.	Source	Amount	Amount	
<b>Communications and Freight</b>							
ARA	663000	70	00	00	Online Services	560	560
					Internet Broadband Service	560	
<b>Printing &amp; Binding</b>							
ARA	730000	70	00	00	Printing & Binding	750	750
					Marketing Materials for Property Development	750	
<b>Other Current Charges and Obligations</b>							
ARA	750000	70	00	00	Legal Notices & Placements	750	750
					RFP's	750	
<b>Operating Supplies</b>							
ARA	770300	70	00	00	Operating Supplies	500	500
					General Supplies	500	
ARA	770305	70	00	00	Promotional Items	750	750
					Marketing Materials for Property Development	750	
<b>Books, Publications, Subscriptions and Memberships</b>							
ARA	780100	70	00	00	Dues & Memberships		360
					AAAE	275	
					SEC-AAAE	35	
					NCAA	50	
<b>TOTAL OPERATING EXPENSES</b>							<b>74,270</b>
<b>SECTION TOTAL</b>							<b>263,418</b>



**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Development**  
**Fiscal Year 2011/2012**  
**Variance Analysis**

Acct #	Description	FY 2012 Budget	FY2011 Budget				FY2011 Estimated Actual				FY2010 Actual			Comments
			FY 2011 Budget	Increase/Decrease		FY 2011 4 Months	FY 2011 Estimate	Increase/Decrease		FY 2010 Actual	Increase/Decrease			
				Amount	Percent			Amount	Percent		Amount	Percent		
500000	Salaries	130,972	119,991	10,981	9.15%	10,162	84,589	46,383	54.83%	97,630	33,342	34.15%		
500020	Overtime	0		0	100%		0	0	100%		0	100%		
500017	Medical Reimbursements	100	100	0	0.00%		100	0	0.00%		100	100%		
500050	FICA Taxes	10,637	9,601	1,036	10.79%	737	9,601	1,036	10.79%	8,465	2,172	25.66%		
500070	LGERS retirement	9,626	7,968	1,658	20.81%	653	7,968	1,658	20.81%	5,567	4,059	72.91%		
500080	401k	6,876	6,215	661	10.64%	755	6,215	661	10.64%	5,422	1,454	26.83%		
500160	Medical	27,537	19,993	7,544	37.73%	3,579	17,290	10,247	59.27%	17,180	10,357	60.29%		
500260	Dental	2,033	1,585	448	28.26%	221	1,585	448	28.26%	1,424	609	42.76%		
500360	Life Insurance	646	603	43	7.13%	76	603	43	7.13%	549	97	17.72%		
500460	Disability	721	699	22	3.15%	84	699	22	3.15%	635	86	13.47%		
	Total Benefits	58,176	46,764	11,412	24.40%	6,105	44,061	14,115	32.04%	39,242	18,934	48.25%		
	<b>Total Personal Services</b>	<b>189,148</b>	<b>166,755</b>	<b>22,393</b>	<b>13.43%</b>	<b>16,267</b>	<b>128,650</b>	<b>60,498</b>	<b>47.03%</b>	<b>136,871</b>	<b>52,277</b>	<b>38.19%</b>		
604000	Professional Services - General	5,000		5,000	100%		0	5,000	100%	22,655	(17,655)	-77.93%		
604017	Surveys, Reports & Data	7,500	10,000	(2,500)	-25.00%		6,000	1,500	25.00%	13,200	(5,700)	-43.18%		
604030	Engineering and Architectural	30,000	32,500	(2,500)	-7.69%	13,893	32,500	(2,500)	-7.69%	14,974	15,026	100.35%		
604035	Environmental Services	5,000	25,000	(20,000)	-80.00%		25,000	(20,000)	-80.00%		5,000	100%		
604050	Disadvantaged Business Unit	2,000	2,000	0	0.00%		2,000	0	0.00%	2,260	(260)	-11.50%		
650000	Travel, Per Diem, Conference Registration	18,100	10,400	7,700	74.04%		10,000	8,100	81.00%	9,037	9,063	100.29%		
651000	Training & Education	3,000	2,000	1,000	50.00%	52	1,000	2,000	200.00%	10	2,990	29900.00%		
663000	Online Services	560		560	100%		0	560	100%		560	100%		
730000	Printing & Binding	750	750	0	0.00%		500	250	50.00%	45	705	1551.98%		
750000	Legal Notices & Advertising	750	750	0	0.00%		500	250	50.00%		750	100%		
500560	Relocation Expense	0	15,000	(15,000)	-100.00%		15,000	(15,000)	-100.00%		0	100%		
770300	Operating Supplies	500	500	0	0.00%	185	500	0	0.00%	1,297	(797)	-61.46%		
770305	Promotional Items	750	500	250	50.00%		500	250	50.00%	658	92	14.03%		
780100	Dues & Memberships	360	1,205	(845)	-70.12%		500	(140)	-28.00%	350	10	2.86%		
	<b>Total Services &amp; Mat'ls.</b>	<b>74,270</b>	<b>100,605</b>	<b>(26,335)</b>	<b>-26.18%</b>	<b>14,130</b>	<b>94,000</b>	<b>(19,730)</b>	<b>-20.99%</b>	<b>64,486</b>	<b>9,784</b>	<b>15.17%</b>		
	<b>Department Total</b>	<b>263,418</b>	<b>267,360</b>	<b>(3,942)</b>	<b>-1.47%</b>	<b>30,397</b>	<b>222,650</b>	<b>40,768</b>	<b>18.31%</b>	<b>201,358</b>	<b>62,060</b>	<b>30.82%</b>		

**Comments:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

Executive

**BASIC OPERATING BUDGET  
FY 2011-2012**

Fund            ARA  
Department    Executive  
Department #    5  
Cost Center     00  
Source          00

<b>Account Code</b>		<b>Description</b>				<b>Item</b>	<b>Summary</b>
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount
<b>PERSONNEL SERVICES</b>							
ARA	500000	5	00	00	Salaries	217,151	217,151
<b>Benefits:</b>							
ARA	500017	5	00	00	Medical Reimbursements	200	79,092
ARA	500030	5	00	00	Allocated Benefits	1,000	
ARA	500050	5	00	00	FICA Taxes	17,469	
ARA	500070	5	00	00	LGERS retirement	15,878	
ARA	500072	5	00	00	457 (b) Retirement Plan	7,758	
ARA	500080	5	00	00	401k	11,342	
ARA	500160	5	00	00	Medical	21,868	
ARA	500260	5	00	00	Dental	1,677	
ARA	500360	5	00	00	Life Insurance	806	
ARA	500460	5	00	00	Disability	1,094	
<b>TOTAL PERSONNEL SERVICES</b>							<b>296,243</b>
<b>OPERATING EXPENSES</b>							
<b>Professional Services</b>							
ARA	604000	5	00	00	Professional Services - General		35,000
Various						35,000	
ARA	604010	5	00	00	Professional Services - Legal		50,000
Paltra, Straus, Robinson & Moore						50,000	
ARA	604017	5	00	00	Surveys, Reports & Data		25,500
Dio						25,500	
<b>Travel and Training</b>							
ARA	650000	5	00	00	Travel, Per Diem, Conference Registration		57,500
ACI Small Airports Conf						2,500	
ACI Annual Conf						3,500	
AAAE NAC Conf						3,000	
AAAE Aviation Issues Conf						5,000	
FAA Communications Conf						500	
ACI/AAAE Spring Legislative Conf						2,500	
SEC AAAE Annual Conf						2,500	
NCAA Annual Conf						1,000	
AAAE Annual Conf						3,500	
ACI Jumpstart Air Service Conf						2,500	
Airline Meetings (3)						6,000	
Local Travel						11,000	
Board Travel						14,000	
ARA	651000	5	00	00	Training & Education		1,000
General Professional Development						1,000	



**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

Executive

**BASIC OPERATING BUDGET  
FY 2011-2012**

Fund            ARA  
Department    Executive  
Department #    5  
Cost Center     00  
Source          00

Account Code		Description				Item	Summary
Fund	Acct.	Sec.	C.C.	Source	Amount	Amount	
<b>Communications and Freight</b>							
ARA	663000	5	00	00	Online Services		600
					Air Card	600	
<b>Printing &amp; Binding</b>							
ARA	730000	5	00	00	Printing & Binding		500
					General Services	500	
<b>Promotional Activities</b>							
ARA	740100	5	00	00	Other Promotional Events/Sponsorships		2,000
					General Promotions	2,000	
ARA	740115	5	00	00	Employee/Tenant Appreciation		2,500
					Tenant/Employee Lunch	2,500	
<b>Other Current Charges and Obligations</b>							
ARA	750000	5	00	00	Legal Notices & Placements		1,250
					Public Notices	250	
					RFPs	1,000	
ARA	750100	5	00	00	Other Current Charges and Obligations		8,600
					Board Member Reimbursement	2,100	
					Other Board Meeting Costs	1,000	
					Annual Board /Tenant Reception	4,500	
					Misc Board Expenses	1,000	
<b>Operating Supplies</b>							
ARA	770300	5	00	00	Operating Supplies		1,000
					Misc Supplies	1,000	
ARA	770305	5	00	00	Promotional Items		1,500
					Special Promo Items	1,500	
ARA	771000	5	00	00	Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000		1,000
					Admin Equipment	1,000	
<b>Books, Publications, Subscriptions and Memberships</b>							
ARA	780100	5	00	00	Dues & Memberships		14,110
					AAAE	275	
					SEC-AAAE	35	
					AMAC	1,500	
					AAAE Legislative	3,750	
					ACI Airport/Legislative	7,000	
					AAAE Ground Handling Services Memebership	500	
					NCAA Membership	50	
					Leadership Asheville	1,000	
ARA	780500	5	00	00	Books, Publications, Compact Disks, Videos & Subscriptions		900

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

Executive

**BASIC OPERATING BUDGET**  
**FY 2011-2012**

Fund           ARA  
Department   Executive  
Department #   5  
Cost Center    00  
Source         00

<b>Account Code</b>					<b>Description</b>	<b>Item</b>	<b>Summary</b>
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount
					General Subscriptions	750	
					Asheville Citizens times	150	
<b>TOTAL OPERATING EXPENSES</b>							<b>202,960</b>
<b>SECTION TOTAL</b>							<b>499,203</b>

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Executive**  
**Fiscal Year 2011/2012**  
**Variance Analysis**

Acct #	Description	FY2011 Budget				FY2011 Estimated Actual				FY2010 Actual			Comments
		FY 2012 Budget	FY 2011 Budget	Increase/Decrease		FY 2011 4 Months	FY 2011 Estimate	Increase/Decrease		FY 2010 Actual	Increase/Decrease		
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	217,151	195,092	22,059	11.31%	59,230	194,000	23,151	11.93%	181,262	35,889	19.80%	
500017	Medical Reimbursements	200	200	0	0.00%		200	0	0.00%		200	100%	
500030	Allocated Benefits	1,000	1,000	0	0.00%	249	1,000	0	0.00%	315	685	217.46%	
500050	FICA Taxes	17,469	15,211	2,258	14.84%	3,795	15,211	2,258	14.84%	13,730	3,739	27.23%	
500070	LGERS retirement	15,878	12,591	3,287	26.11%	3,834	12,591	3,287	26.11%	9,989	5,889	58.96%	
500072	457 (b) Retirement Plan	7,758	2,600	5,158	198.38%		0	7,758	100%		7,758	100%	
500080	401k	11,342	9,822	1,520	15.48%	2,961	9,822	1,520	15.48%	9,881	1,461	14.78%	
500160	Medical	21,868	19,994	1,874	9.37%	6,319	18,957	2,911	15.35%	17,102	4,766	27.86%	
500260	Dental	1,677	1,584	93	5.87%	506	1,518	159	10.45%	1,417	260	18.34%	
500360	Life Insurance	806	806	0	0.00%	244	733	73	9.98%	726	80	11.06%	
500460	Disability	1,094	1,034	60	5.80%	331	994	100	10.02%	933	161	17.26%	
	Total Benefits	79,092	64,842	14,250	21.98%	18,241	61,027	18,065	29.60%	53,779	25,313	47.07%	
	<b>Total Personal Services</b>	<b>296,243</b>	<b>259,934</b>	<b>36,309</b>	<b>13.97%</b>	<b>77,470</b>	<b>255,027</b>	<b>41,216</b>	<b>16.16%</b>	<b>235,356</b>	<b>60,888</b>	<b>25.87%</b>	
604000	Professional Services - General	35,000	111,300	(76,300)	-68.55%	16,500	111,300	(76,300)	-68.55%		35,000	100%	
604010	Professional Services - Legal	50,000	45,000	5,000	11.11%	12,075	45,000	5,000	11.11%	59,003	(9,003)	-15.26%	
604017	Surveys, Reports & Data	25,500	18,000	7,500	41.67%	6,000	25,500	0	0.00%	18,000	7,500	41.67%	
650000	Travel, Per Diem, Conference Registration	57,500	42,250	15,250	36.09%	6,425	40,000	17,500	43.75%	46,695	10,805	23.14%	
651000	Training & Education	1,000	1,000	0	0.00%		1,000	0	0.00%	8,720	(7,720)	-88.53%	
663000	Online Services	600	700	(100)	-14.29%	199	600	0	0.00%	570	30	5.23%	
730000	Printing & Binding	500	500	0	0.00%	129	500	0	0.00%	89	411	462.30%	
740100	Promotional Events/Sponsorships	2,000	2,000	0	0.00%		2,000	0	0.00%	1,500	500	33.33%	
740115	Employee/Tenant Appreciation	2,500	2,000	500	25.00%	25	2,000	500	25.00%	1,000	1,500	150.00%	
750000	Legal Notices & Advertising	1,250	1,500	(250)	-16.67%	95	1,000	250	25.00%	142	1,108	781.83%	
750100	Other Current Charges & Obligations	8,600	9,100	(500)	-5.49%	2,675	8,100	500	6.17%	8,217	383	4.66%	
770300	Operating Supplies	1,000	1,000	0	0.00%	208	800	200	25.00%	93	907	975.04%	
770305	Promotional Items	1,500	1,000	500	50.00%	815	1,500	0	0.00%	446	1,055	236.70%	
771000	Operating Furniture, Fixtures and Equipment	1,000	1,000	0	0.00%		1,000	0	0.00%	1,435	(435)	-30.32%	
780100	Dues & Memberships	14,110	12,610	1,500	11.90%	8,320	13,000	1,110	8.54%	12,100	2,010	16.61%	
780500	Books & Publications	900	900	0	0.00%	95	900	0	0.00%	161	739	457.52%	
	<b>Total Services &amp; Mat'ls.</b>	<b>202,960</b>	<b>249,860</b>	<b>(46,900)</b>	<b>-18.77%</b>	<b>53,562</b>	<b>254,200</b>	<b>(51,240)</b>	<b>-20.16%</b>	<b>158,171</b>	<b>44,789</b>	<b>28.32%</b>	
	<b>Department Total</b>	<b>499,203</b>	<b>509,794</b>	<b>(10,591)</b>	<b>-2.08%</b>	<b>131,032</b>	<b>509,227</b>	<b>(10,024)</b>	<b>-1.97%</b>	<b>393,527</b>	<b>105,676</b>	<b>26.85%</b>	

**Comments:**



**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

Finance

**BASIC OPERATING BUDGET  
FY 2011-2012**

Fund            ARA  
Department    Finance  
Department #    12  
Cost Center     00  
Source          00

Account Code		Description				Item	Summary
Fund	Acct.	Sec.	C.C.	Source	Amount	Amount	
<b>PERSONNEL SERVICES</b>							
ARA	500000	12	00	00	Salaries	162,021	162,021
ARA	500016	12	00	00	Longevity	920	920
ARA	500020	12	00	00	Overtime	500	500
<b>Benefits:</b>							69,741
ARA	500017	12	00	00	Medical Reimbursements	100	
ARA	500050	12	00	00	FICA Taxes	13,254	
ARA	500070	12	00	00	LGERS retirement	12,010	
ARA	500080	12	00	00	401k	8,578	
ARA	500160	12	00	00	Medical	31,726	
ARA	500260	12	00	00	Dental	1,882	
ARA	500360	12	00	00	Life Insurance	903	
ARA	500460	12	00	00	Disability	1,288	
<b>TOTAL PERSONNEL SERVICES</b>							<b>233,182</b>
<b>OPERATING EXPENSES</b>							
<b>Professional Services</b>							
ARA	604000	12	00	00	Professional Services - General		16,200
					Software Consultants	13,000	
					Actuary Report-LEO SSA (for audit)	200	
					Actuary Report-OPEB (for audit)	3,000	
ARA	640000	12	00	00	Auditing Services		20,000
					Annual Audit	20,000	
<b>Travel and Training</b>							
ARA	650000	12	00	00	Travel, Per Diem, Conference Registration		4,500
					Travel for CPA Continuing Education Seminars	2,000	
					AAAE Conference or Other Airport Conference	2,500	
ARA	651000	12	00	00	Training & Education		12,500
					Solomon / Financial System Training	10,000	
					Professional Education-CPE to Retain CPA Certificate	2,500	
<b>Other Current Charges and Obligations</b>							
ARA	750000	12	00	00	Legal Notices & Placements		2,000
					RFP's	2,000	
ARA	654000	12	00	00	Credit Card Fees & Bank Charges		63,000
					Credit Card Fees	50,000	
					Bank Fees	13,000	
<b>Operating Supplies</b>							
ARA	770300	12	00	00	Operating Supplies		2,150
					Checks, envelopes, W-2's & PO's	2,150	
ARA	771000	12	00	00	Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000		1,500
					Finance Equipment	1,500	
<b>Books, Publications, Subscriptions and Memberships</b>							
ARA	780100	12	00	00	Dues & Memberships		1,290

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

Finance

**BASIC OPERATING BUDGET  
FY 2011-2012**

Fund           ARA  
Department   Finance  
Department #   12  
Cost Center    00  
Source         00

<b>Account Code</b>					<b>Description</b>	<b>Item</b>	<b>Summary</b>	
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount	
					AAAE	275		
					AAIA	125		
					GFOA	300		
					NCAA	40		
					AICPA	300		
					NCACPA	250		
ARA	780500	12	00	00	Books, Publications, Compact Disks, Videos & Subscriptions		500	
					Professional Books & Subscriptions	500		
ARA	780503	12	00	00	Licenses & Certifications		50	
					CPA Certificate Renewal	50		
<b>TOTAL OPERATING EXPENSES</b>								123,690
<b>SECTION TOTAL</b>								356,872

ASHEVILLE REGIONAL AIRPORT AUTHORITY

Finance

Fiscal Year 2011/2012

Variance Analysis

Acct #	Description	FY2011 Budget				FY2011 Estimated Actual				FY2010 Actual			Comments
		FY 2012 Budget	FY 2011 Budget	Increase/Decrease		FY 2011 4 Months	FY 2011 Estimate	Increase/Decrease		FY 2010 Actual	Increase/Decrease		
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	162,021	160,807	1,214	0.75%	52,207	160,807	1,214	0.75%	149,988	12,033	8.02%	
500016	Longevity	920		920	100%		0	920	100%		920	100%	
500020	Overtime	500	500	0	0.00%		500	0	0.00%		500	100%	
500017	Medical Reimbursements	100	100	0	0.00%		100	0	0.00%		100	100%	
500050	FICA Taxes	13,254	12,186	1,068	8.76%	3,925	12,186	1,068	8.76%	11,617	1,637	14.09%	
500070	LGERS retirement	12,010	10,133	1,877	18.52%	3,351	10,133	1,877	18.52%	7,699	4,311	56.00%	
500080	401k	8,578	7,904	674	8.53%	2,605	7,904	674	8.53%	7,698	880	11.43%	
500160	Medical	31,726	28,994	2,732	9.42%	9,169	28,994	2,732	9.42%	23,723	8,003	33.73%	
500260	Dental	1,882	1,773	109	6.15%	569	1,773	109	6.15%	1,463	419	28.64%	
500360	Life Insurance	903	962	(59)	-6.13%	291	962	(59)	-6.13%	763	140	18.40%	
500460	Disability	1,288	1,202	86	7.15%	390	1,202	86	7.15%	950	338	35.54%	
	Total Benefits	69,741	63,254	6,487	10.26%	20,300	63,254	6,487	10.26%	53,913	15,828	29.36%	
	<b>Total Personal Services</b>	<b>233,182</b>	<b>224,561</b>	<b>8,621</b>	<b>3.84%</b>	<b>72,507</b>	<b>224,561</b>	<b>8,621</b>	<b>3.84%</b>	<b>203,900</b>	<b>29,282</b>	<b>14.36%</b>	
604000	Professional Services - General	16,200	16,200	0	0.00%	1,721	16,200	0	0.00%	11,465	4,735	41.30%	
640000	Auditors	20,000	20,000	0	0.00%	15,902	20,000	0	0.00%	13,183	6,817	51.71%	
650000	Travel, Per Diem, Conference Registration	4,500	4,500	0	0.00%		4,500	0	0.00%	1,620	2,880	177.78%	
651000	Training & Education	12,500	12,500	0	0.00%	148	12,500	0	0.00%	4,056	8,444	208.17%	
750000	Legal Notices & Advertising	2,000	2,000	0	0.00%		2,000	0	0.00%		2,000	100%	
654000	Credit Card Fees & Bank Charges	63,000	49,929	13,071	26.18%	19,560	58,681	4,319	7.36%	47,580	15,420	32.41%	a
770300	Operating Supplies	2,150	2,150	0	0.00%		2,150	0	0.00%	1,566	584	37.33%	
771000	Operating Furniture, Fixtures and Equipment	1,500	1,530	(30)	-1.96%		1,500	0	0.00%	2,295	(795)	-34.64%	
780100	Dues & Memberships	1,290	1,390	(100)	-7.19%		1,265	25	1.98%	125	1,165	932.00%	
780500	Books & Publications	500	500	0	0.00%	85	500	0	0.00%	132	368	277.79%	
780503	Licenses & Certifications	50	50	0	0.00%		50	0	0.00%	50	0	0.00%	
	<b>Total Services &amp; Mat'ls.</b>	<b>123,690</b>	<b>110,749</b>	<b>12,941</b>	<b>11.68%</b>	<b>37,417</b>	<b>119,346</b>	<b>4,344</b>	<b>3.64%</b>	<b>82,072</b>	<b>41,618</b>	<b>50.71%</b>	
	<b>Department Total</b>	<b>356,872</b>	<b>335,310</b>	<b>21,562</b>	<b>6.43%</b>	<b>109,924</b>	<b>343,907</b>	<b>12,965</b>	<b>3.77%</b>	<b>285,973</b>	<b>70,899</b>	<b>24.79%</b>	

Comments:

- a Credit card fees have increased beginning FY11 due to increase in Parking Revenues which more than offset additional cost.



**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Guest Services**  
**BASIC OPERATING BUDGET**  
**FY 2011-2012**

Fund            ARA  
Department    Guest Services  
Department #    60  
Cost Center     00  
Source          00

Account Code		Description				Item	Summary
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount
<b>PERSONNEL SERVICES</b>							
ARA	500000	60	00	00	Salaries	98,305	98,305
ARA	500020	60	00	00	Overtime	-	-
<b>Benefits:</b>							
ARA	500017	60	00	00	Medical Reimbursements	100	21,713
ARA	500050	60	00	00	FICA Taxes	7,971	
ARA	500070	60	00	00	LGERS retirement	3,383	
ARA	500080	60	00	00	401k	2,416	
ARA	500160	60	00	00	Medical	6,796	
ARA	500260	60	00	00	Dental	390	
ARA	500360	60	00	00	Life Insurance	284	
ARA	500460	60	00	00	Disability	373	
<b>TOTAL PERSONNEL SERVICES</b>							<b>120,018</b>
<b>OPERATING EXPENSES</b>							
<b>Travel and Training</b>							
ARA	650000	60	00	00	Travel, Per Diem, Conference Registration		1,750
					AAAE Customer Service Conference (Coordinator)	1,750	
ARA	651000	60	00	00	Training & Education		1,750
					Customer Service Training (Staff/volunteers)	1,500	
					Team-Building	250	
<b>Communications and Freight</b>							
ARA	660000	60	00	00	Postage		3,060
					Postage	3,060	
<b>Rentals and Leases</b>							
ARA	664000	60	00	00	Rentals and Leases		320
					Postal Equipment (Machine lease, scale)	320	
<b>Printing &amp; Binding</b>							
ARA	730000	60	00	00	Printing & Binding		1,600
					GT cards/Misc. Printing needs/Volunteer flyer	1,200	
					Advertising Sales mailer/brochure	400	
<b>Promotional Activities</b>							
ARA	740015	60	00	00	Print		1,000
					Misc. Print Advertising	1,000	
ARA	740115	60	00	00	Employee/Tenant Appreciation		600
					Volunteer Appreciation/Recognition	600	
<b>Operating Supplies</b>							
ARA	760000	60	00	00	Office Supplies		175
					Pitney Bowes Ink, packaging supplies, etc.	175	
ARA	771000	60	00	00	Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000		200
					Wall clock, sign holders, etc.	200	
ARA	771500	60	00	00	Uniforms		1,650
					Apparel for GS Staff	1,500	

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
 Guest Services  
**BASIC OPERATING BUDGET**  
**FY 2011-2012**

Fund ARA  
 Department Guest Services  
 Department # 60  
 Cost Center 00  
 Source 00

Account Code					Description	Item	Summary	
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount	
					Uniforms, name badges for Volunteers	150		
					<b>Books, Publications, Subscriptions and Memberships</b>			
ARA	780100	60	00	00	Dues & Memberships		310	
					AAAE	275		
					DOVIA	35		
ARA	780500	60	00	00	Books, Publications, Compact Disks, Videos & Subscriptions		200	
					Misc. Publications	200		
<b>TOTAL OPERATING EXPENSES</b>								12,615
<b>SECTION TOTAL</b>								132,633



**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Guest Services**  
**Fiscal Year 2011/2012**  
**Variance Analysis**

Acct #	Description	FY 2012 Budget	FY2011 Budget		FY2011 Estimated Actual				FY2010 Actual			Comments	
			FY 2011 Budget	Increase/Decrease Amount	Increase/Decrease Percent	FY 2011 4 Months	FY 2011 Estimate	Increase/Decrease Amount	Increase/Decrease Percent	FY 2010 Actual	Increase/Decrease Amount		Increase/Decrease Percent
500000	Salaries	98,305	90,951	7,354	8.09%	29,552	90,951	7,354	8.09%	88,371	9,934	11.24%	M
500020	Overtime	0	2,455	(2,455)	-100.00%	780	2,455	(2,455)	-100.00%	3,124	(3,124)	-100.00%	M
500017	Medical Reimbursements	100	100	0	0.00%	100	100	0	0.00%	100	100	100%	
500050	FICA Taxes	7,971	6,985	986	14.12%	2,274	6,985	986	14.12%	7,136	835	11.70%	M
500070	LGERS retirement	3,383	5,853	(2,470)	-42.20%	1,474	5,271	(1,888)	-35.82%	3,709	(326)	-8.79%	M
500080	401k	2,416	4,566	(2,150)	-47.09%	1,146	3,984	(1,568)	-39.36%	3,692	(1,276)	-34.56%	M
500160	Medical	6,796	19,994	(13,198)	-66.01%	6,319	13,497	(6,701)	-49.65%	17,166	(10,370)	-60.41%	M
500260	Dental	390	1,584	(1,194)	-75.38%	506	1,178	(788)	-66.90%	1,507	(1,117)	-74.12%	M
500360	Life Insurance	284	518	(234)	-45.17%	157	386	(102)	-26.40%	471	(187)	-39.69%	M
500460	Disability	373	565	(192)	-33.98%	186	477	(104)	-21.77%	514	(141)	-27.38%	M
	Total Benefits	21,713	40,165	(18,452)	-45.94%	12,162	31,878	(10,165)	-31.89%	34,194	(12,481)	-36.50%	M
	<b>Total Personal Services</b>	<b>120,018</b>	<b>133,571</b>	<b>(13,553)</b>	<b>-10.15%</b>	<b>42,494</b>	<b>125,284</b>	<b>(5,266)</b>	<b>-4.20%</b>	<b>125,689</b>	<b>(5,671)</b>	<b>-4.51%</b>	
650000	Travel, Per Diem, Conference Registration	1,750	3,000	(1,250)	-41.67%	1,678	1,678	72	4.29%	728	1,022	140.38%	B
651000	Training & Education	1,750	500	1,250	250.00%		500	1,250	250.00%	299	1,451	485.28%	C
660000	Postage	3,060	600	2,460	410.00%	1,024	3,072	(12)	-0.39%	30	3,030	10262.34%	D
661000	Express Mail Delivery	0	50	(50)	-100.00%		0	0	100%	0	0	100%	E
664000	Rentals and Leases	320	275	45	16.36%	83	300	20	6.67%		320	100%	F
730000	Printing & Binding	1,600	1,600	0	0.00%		1,600	0	0.00%	337	1,263	375.13%	
740015	Print	1,000	1,000	0	0.00%		1,000	0	0.00%		1,000	100%	
740115	Employee/Tenant Appreciation	600	450	150	33.33%		450	150	33.33%	426	174	40.69%	G
654000	Bank Charges & Credit Card Fees	0	500	(500)	-100.00%		0	0	100%		0	100%	
760000	Office Supplies	175	175	0	0.00%		150	25	16.67%		175	100%	
770300	Operating Supplies	0	43,330	(43,330)	-100.00%		0	0	100%		0	100%	H
771000	Operating Furniture, Fixtures and Equipment	200	600	(400)	-66.67%	35	200	0	0.00%	1,507	(1,307)	-86.73%	I
771500	Uniforms	1,650	2,000	(350)	-17.50%		2,000	(350)	-17.50%	1,582	68	4.30%	J
780100	Dues & Memberships	310	305	5	1.64%		305	5	1.64%	770	(460)	-59.74%	K
780500	Books & Publications	200	250	(50)	-20.00%		200	0	0.00%		200	100%	L
	<b>Total Services &amp; Mat'ls.</b>	<b>12,615</b>	<b>54,635</b>	<b>(42,020)</b>	<b>-76.91%</b>	<b>2,820</b>	<b>11,455</b>	<b>1,160</b>	<b>10.13%</b>	<b>5,678</b>	<b>6,937</b>	<b>122.16%</b>	
	<b>Department Total</b>	<b>132,633</b>	<b>188,206</b>	<b>(55,573)</b>	<b>-29.53%</b>	<b>45,314</b>	<b>136,739</b>	<b>(4,106)</b>	<b>-3.00%</b>	<b>131,368</b>	<b>1,265</b>	<b>0.96%</b>	

**Comments:**

- B** \$1250 was moved to account line 651000; Coordinator will attend one conference
- C** See comment B
- D** Postage sales have increased over FY11 projections; Approx. \$250/mo.; note: this expenditure is for postage, which is sold at full value to customers and is a wash
- E** Guest Services does not do any express mail delivery
- F** Postage machine rental will be \$24.99 per month; current free rental ends May/June 2011
- G** Number of volunteers has increased
- H** Will not be starting attraction ticket sales or AVL apparel in FY12
- I** Per comment H, will not be purchasing apparel display case
- J** Uniforms are approximately \$250 per employee/year
- K** Slight DOVIA Membership increase
- L** Fewer dollars needed for printed publications due to internet resources

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Guest Services**  
**CAPITAL BUDGET / BUSINESS DEVELOPMENT / PERSONNEL REQUEST**  
**FY 2011-2012**

**JUSTIFICATION SCHEDULE**

_____	Capital Improvement				
_____	Equipment and Small Capital Outlay	Fund			ARA
_____	Renewal and Replacement	Department Number			60
_____	Business Development/Agreement Obligations	Cost Center			0
<u>  X  </u>	Personnel Request	Source			0

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	60	0	0	Part-time Guest Services Clerk	\$ 10,668

A part-time Guest Services clerk is needed to assist with the following:  
 With the growth of airport traffic, Guest Services has seen a 43% increase in the number of requests for assistance by passengers (Jan-Nov., 2010, over same period in 2009). This demand has required the Guest Services Coordinator to spend more time at the desk assisting customers, leaving less time to focus on revenue-generating efforts.

A part-time clerk will provide additional desk coverage, allowing the coordinator to increase advertising sales, develop the Guest Services center as a greater source of potential revenue through attraction ticket sales, as well as grow in a role of leadership.

With current staffing, the desk is able to remain open during the operating hours of the airport. However, increased customer service training efforts are needed to support the overall goals of the Marketing Department. To achieve this, flexibility in scheduling is required, and is dependent upon desk coverage not currently available within the confines of four part-time schedules.

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

**TITLE:**

**HIRE DATE:**



**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Information Technology**  
**BASIC OPERATING BUDGET**  
**FY 2011-2012**

Fund            ARA  
Department    IT  
Department #   20  
Cost Center     00  
Source          00

<b>Account Code</b>		<b>Description</b>				<b>Item</b>	<b>Summary</b>
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount
<b>PERSONNEL SERVICES</b>							
ARA	500000	20	00	00	Salaries	160,839	160,839
ARA	500016	20	00	00	Longevity	2,273	2,273
ARA	500020	20	00	00	Overtime	-	-
<b>Benefits:</b>							
ARA	500017	20	00	00	Medical Reimbursements	200	67,430
ARA	500050	20	00	00	FICA Taxes	13,383	
ARA	500070	20	00	00	LGERS retirement	11,981	
ARA	500080	20	00	00	401k	8,558	
ARA	500160	20	00	00	Medical	28,664	
ARA	500260	20	00	00	Dental	2,422	
ARA	500360	20	00	00	Life Insurance	958	
ARA	500460	20	00	00	Disability	1,264	
<b>TOTAL PERSONNEL SERVICES</b>							<b>230,542</b>
<b>OPERATING EXPENSES</b>							
<b>Professional Services</b>							
ARA	604000	20	00	00	Professional Services - General		18,640
					DPS: Fingerprinting	4,000	
					ARAA: Backup (Offsite)	2,400	
					ARAA: Microsoft BPOS	4,092	
					ARAA: Microsoft Forefront Archiving	3,348	
					ARAA: PCI Compliance Monitoring	4,800	
ARA	604043	20	00	00	Website Maintenance		2,200
					ARAA: Netriplex Website Hosting	2,200	
<b>Contractual Services</b>							
ARA	644000	20	00	00	Computer Technical Support		23,376
					FINANCE: Microsoft Dynamics Technical Support	4,422	
					STS: Cisco Technical Support: VoIP (Year 3)(Expansic	8,477	
					STS: Cisco Technical Support: Routing (Year 3)(Expai	8,477	
					IT: Network Support	2,000	
ARA	647000	20	00	00	Other Contractual Services		159,538
					ARAA: Internet Fax Service	1,288	
					ARAA: Booking Engine / Click Through Flights	5,300	
					ARAA: Flightview (Website)	3,500	
					ARAA: Copier Service Agreement (Black)	1,800	
					ARAA: Copier Service Agreement (Color)	4,200	
					MAINT: GasBoy Service Agreement	200	

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Information Technology**  
**BASIC OPERATING BUDGET**  
**FY 2011-2012**

Fund            ARA  
Department    IT  
Department #   20  
Cost Center     00  
Source          00

<b>Account Code</b>					<b>Description</b>	<b>Item</b>	<b>Summary</b>
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount
					MAINT: Infor MP2 Service Agreement	2,300	
					ARAA: Firewall Maintenance and Service Agreement	7,000	
					DEV: SDG CapitalVision Service Agreement	2,500	
					ARAA: Remote Control Software Services	750	
					ARAA: Call Recording Service Agreement (Year 3)	700	
					ARAA: Call Accounting Service Agreement (Year 3)	1,800	
ARA	647000	20	10	0	<b>Other Contractual Services - Terminal</b>		
					STS: AirIT EASE Master Service Agreement (Year 3)(I	28,000	
					STS: ComNet Software Master Service Agreement (Ye	38,000	
					STS: i-Sys Master Service Agreement (Year 3 of 4)(E)	43,000	
					STS: Musak	2,900	
					HANGAR: Fire Alarm Lines	1,400	
					STS: PCI Compliance Audit	10,000	
					STS: Runway Scan System Service Agreement	3,500	
					DPS: Fingerprint Scanner Warranty	1,400	
					<b>Travel and Training</b>		
ARA	650000	20	00	00	<b>Travel, Per Diem, Conference Registration</b>		8,700
					ACI-NA 20th Annual Conference and Exhibition (10/21	2,400	
					Business Information Technology Conference		
					AAAE IT or Microsoft TechEd Conference	2,400	
					Cortez - DefCon (5 day)	1,500	
					Local Travel	2,400	
ARA	651000	20	00	00	<b>Training &amp; Education</b>		3,100
					Kellie - NCGSA (Asheville)	100	
					Royce - Certification	1,000	
					Cortez - Certification Exams	1,200	
					Kellie - CarolinaCon (Raleigh)(2 days)	400	
					Cortez - CarolinaCon (Raleigh)(2 days)	400	
					<b>Communications and Freight</b>		
ARA	662000	20	00	00	<b>Telecommunications</b>		56,138
					ARAA: Voice (Windstream) Main-Terminal	3,900	
					ARAA: Voice (Windstream) Fail Over - Maint. Bldg	6,552	
					ARAA: Data (Windstream) T1 Fail Over - Maint. Bldg	2,700	
					ARAA: Data (Windstream) 20M MetroE	17,004	
					MAINT: Fire Alarm Lines	1,766	
					ARAA: Cell/Mobile	14,400	
					ARAA: Long Distance	2,400	
					DPS: Emergency Copper Line	660	



**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Information Technology**  
**BASIC OPERATING BUDGET**  
**FY 2011-2012**

Fund            ARA  
Department    IT  
Department #   20  
Cost Center    00  
Source         00

<b>Account Code</b>					<b>Description</b>	<b>Item</b>	<b>Summary</b>
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount
					ARAA: Addt'l Emergency Copper Lines for Tenants (5	3,300	
					DPS/MAINT: Emergency & Operational Mobile (Repla	3,456	
					<b>Rentals and Leases</b>		
ARA	664000	20	00	00	Rentals and Leases		12,400
					ARAA: Savin Lease	4,300	
					MAINT: Savin Lease	3,050	
					DPS: Savin Lease	3,050	
					GUEST: Savin Lease	2,000	
					<b>General Repairs and Maintenance</b>		
ARA	710000	20	00	00	General Repairs and Maintenance		4,840
					STS: i-Sys security system (New)	1,000	
					ARAA: Com-Net repairs & maintenance (New)	2,000	
					IT: Crash Phone Support	900	
					IT: 7945G Cisco Phones (2)	560	
					IT: ATA-187 Analog Devices (2)	380	
					<b>Operating Supplies</b>		
ARA	770300	20	10	00	Operating Supplies		36,015
					STS: ID Badge Stock	2,400	
					STS: Laser Printer Toner	1,680	
					STS: Laser Printer Fuser	1,320	
					STS: Bag Tag Stock (Airtran)(13,500)	2,031	
					STS: Bag Tag Stock (United)(13,500)	2,031	
					STS: Bag Tag Stock (American)(13,500)	2,031	
					STS: Bag Tag Stock (Delta)(13,500)	2,031	
					STS: Boarding Pass Stock (AirTran)(25,000)	525	
					STS: Boarding Pass Stock (United)(25,000)	525	
					STS: Boarding Pass Stock (American)(25,000)	525	
					STS: Boarding Pass Stock (Delta)(25,000)	525	
					STS: Continuous Feed Paper (Delta)(12 cases)	540	
					STS: MAP Cleaning Kits	1,200	
					STS: Continuous Feed Ribbons (24 qty)	150	
ARA	770300	20	00	00	Operating Supplies		
					IT: Utility Software Updates	5,500	
					ARAA: Printer Ink and Toner	3,000	
					IT: Operating Supplies	7,000	
					ARAA: Mobile Phone Accessories & Supplies	3,000	
ARA	771000	20	00	00	Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000		48,520
					22" LCD (Suzie and Ron)	370	
					DPS: Kevan: Computer	1,200	

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Information Technology**  
**BASIC OPERATING BUDGET**  
**FY 2011-2012**

Fund           ARA  
Department   IT  
Department #  20  
Cost Center   00  
Source        00

<b>Account Code</b>					<b>Description</b>	<b>Item</b>	<b>Summary</b>
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount
					IT: Cortez: Laptop	1,800	
					IT: Kellie: Laptop	1,800	
					ADMIN: Pat: Computer	1,200	
					FINANCE: Rick: Computer	1,200	
					EXEC: Ellen: Computer	1,200	
					MAINT: David Nantz: Laptop	1,800	
					FINANCE: Vickie: Laptop	1,800	
					MAINT: Daniela: Computer	1,200	
					FINANCE: Sarah: Computer	1,200	
					MAINT: Mike Foster: Computer	1,200	
					MAINT: Co-op computer	1,200	
					IT: UPS Batteries	500	
					IT: UPS (10 qty)	550	
					GUEST: Desktop Computer	1,200	
					AAA: Windows 7 Upgrades (35)	4,200	
					AAA: Syslog server	3,200	
					MAINT/DPS: Scan System Server (6 year replacemer	4,000	
					MAINT: ALC-HVAC Server (4 year replacement)	2,900	
					AAA: Blade Internconnect Switches (1GB)	2,400	
					AAA: Office 2010 Pro Plus (40)	10,200	
					AAA: Adobe X Professional	1,800	
					EXEC: CAD Markup Application	200	
					DEV: CAD Application	200	
					<b>Books, Publications, Subscriptions and Memberships</b>		
ARA	780100	20	00	00	Dues & Memberships		1,145
					NCAA	120	
					AAAE	275	
					AAAE-SEC	150	
					Experts-exchange	300	
					NCGSLA	300	
ARA	780500	20	00	00	Books, Publications, Compact Disks, Videos & Subscriptions		2,800
					ISSA Membership: Cortez	100	
					Cisco Library (CCNP): Cortez	550	
					IT: 2012 Policy and Procedures	500	
					IT: General Publications	500	
					IT: Networking Publications	500	
					IT: Microsoft TechNet	650	
					<b>TOTAL OPERATING EXPENSES</b>		<b>377,412</b>
					<b>SECTION TOTAL</b>		<b>607,954</b>



**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Information Technology**  
**Fiscal Year 2011/2012**  
**Variance Analysis**

Acct #	Description	FY2011 Budget				FY2011 Estimated Actual				FY 2010 Actual			Comments
		FY 2012 Budget	FY 2011 Budget	Increase/Decrease		FY 2011 Actual 4 Months	FY 2011 Estimate	Increase/Decrease		FY 2010 Actual	Increase/Decrease		
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	160,839	153,743	7,096	4.62%	51,381	157,226	3,613	2.30%	124,014	36,825	29.69%	
500016	Longevity	2,273	1,367	906	66.28%		1,367	906	66.28%		2,273	100%	
500020	Overtime	0	720	(720)	-100.00%		0	0	100%		0	100%	
500017	Medical Reimbursements	200	200	0	0.00%		200	0	0.00%		200	100%	
500050	FICA Taxes	13,383	12,255	1,128	9.20%	3,923	12,255	1,128	9.20%	11,158	2,225	19.94%	
500070	LGERS retirement	11,981	10,073	1,908	18.94%	3,344	10,073	1,908	18.94%	7,056	4,925	69.79%	
500080	401k	8,558	7,857	701	8.92%	2,569	7,857	701	8.92%	6,914	1,644	23.77%	
500160	Medical	28,664	26,154	2,510	9.60%	7,350	25,017	3,647	14.58%	22,522	6,142	27.27%	
500260	Dental	2,422	2,289	133	5.81%	645	2,229	193	8.66%	2,088	334	15.99%	
500360	Life Insurance	958	939	19	2.02%	209	900	58	6.44%	853	105	12.28%	
500460	Disability	1,264	1,146	118	10.30%	274	1,100	164	14.91%	1,042	222	21.35%	
	Total Benefits	67,430	60,913	6,517	10.70%	18,314	59,631	7,799	13.08%	51,634	15,796	30.59%	
	<b>Total Personal Services</b>	<b>230,542</b>	<b>216,743</b>	<b>13,799</b>	<b>6.37%</b>	<b>69,696</b>	<b>218,224</b>	<b>12,318</b>	<b>5.64%</b>	<b>175,648</b>	<b>54,894</b>	<b>31.25%</b>	
604000	Professional Services - General	18,640	13,100	5,540	42.29%	1,375	15,000	3,640	24.27%	11,927	6,713	56.28%	a
604043	Website Maintenance	2,200	2,150	50	2.33%		0	2,200	100%	2,148	52	2.43%	
644000	Computer Tech. Support	23,376	20,793	2,583	12.42%	6,094	20,900	2,476	11.85%	18,761	4,615	24.60%	b
647000	Other Contractual Services	159,538	156,537	3,001	1.92%	47,041	141,537	18,001	12.72%	90,778	68,760	75.74%	c
650000	Travel, Per Diem, Conference Registration	8,700	6,900	1,800	26.09%	3,596	6,900	1,800	26.09%	6,551	2,149	32.80%	d
651000	Training & Education	3,100	2,000	1,100	55.00%	100	2,000	1,100	55.00%	784	2,316	295.41%	e
662000	Telecommunications	56,138	52,136	4,002	7.68%	18,518	55,553	585	1.05%	47,370	8,768	18.51%	f
663000	Online Services	0	300	(300)	-100.00%		0	0	100%		0	100%	
664000	Rentals and Leases	12,400	12,220	180	1.47%	4,260	12,781	(381)	-2.98%	12,974	(574)	-4.42%	
710000	General Repairs and Maintenance	4,840	5,000	(160)	-3.20%	1,140	7,000	(2,160)	-30.86%	7,047	(2,207)	-31.32%	g
760000	Office Supplies	0	0	0	100%		0	0	100%	0	0	100%	h
770300	Operating Supplies	36,015	39,168	(3,153)	-8.05%	5,330	39,168	(3,153)	-8.05%	20,304	15,711	77.38%	
771000	Operating Furniture, Fixtures and Equipment	48,520	18,650	29,870	160.16%	5,802	18,650	29,870	160.16%	18,896	29,624	156.78%	i
780100	Dues & Memberships	1,145	845	300	35.50%	100	845	300	35.50%	689	456	66.07%	k
780500	Books & Publications	2,800	2,800	0	0.00%	725	2,800	0	0.00%	1,879	921	49.04%	
	<b>Total Services &amp; Mat'ls.</b>	<b>377,412</b>	<b>332,599</b>	<b>44,813</b>	<b>13.47%</b>	<b>94,082</b>	<b>323,134</b>	<b>54,277</b>	<b>16.80%</b>	<b>240,109</b>	<b>137,303</b>	<b>57.18%</b>	
	<b>Department Total</b>	<b>607,954</b>	<b>549,342</b>	<b>58,612</b>	<b>10.67%</b>	<b>163,778</b>	<b>541,359</b>	<b>66,595</b>	<b>12.30%</b>	<b>415,757</b>	<b>192,197</b>	<b>46.23%</b>	

**Comments:**

- a fingerprint and backup software costs increase + ms bpos included here now & not in OFFE&S
- b ms-dynamics support slight increase
- c AirIT EASE support decrease of \$15k is more than offset by \$10k increase in i-Sys year 3 service agreement and \$4k increase in ComNet year 3 service agreement.
- d Requesting travel for IT Staff
- e Requesting training certification reimbursements for IT staff
- f Slight increase for pager replacements
- g AirIT, ComNet, and i-Sys equipment for replacement & Repair added
- h Lower ink and toner costs found
- i Many computers & software ready for replacement and upgrades
- k NCGISA memberships

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Marketing & Public Relations**  
**BASIC OPERATING BUDGET**  
**FY 2011-2012**

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

Account Code		Description				Item	Summary
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount
<b>PERSONNEL SERVICES</b>							
ARA	500000	30	00	00	Salaries	125,124	125,124
ARA	500016	30	00	00	Longevity	876	876
ARA	500020	30	00	00	Overtime		-
<b>Benefits:</b>							
ARA	500017	30	00	00	Medical Reimbursements	200	51,572
ARA	500050	30	00	00	FICA Taxes	10,303	
ARA	500070	30	00	00	LGERS retirement	9,258	
ARA	500080	30	00	00	401k	6,613	
ARA	500160	30	00	00	Medical	21,868	
ARA	500260	30	00	00	Dental	1,676	
ARA	500360	30	00	00	Life Insurance	701	
ARA	500460	30	00	00	Disability	953	
<b>TOTAL PERSONNEL SERVICES</b>							<b>177,572</b>
<b>OPERATING EXPENSES</b>							
ARA	604016	30	00	00	Artwork and Creative Production		16,000
					TV and radio ad production / creative	10,000	
					Other creative development & production	6,000	
ARA	604017	30	00	00	Surveys, Reports & Data		10,500
					Community perception baseline survey	8,000	
					Internal marketing survey - process, supplies, incentives	2,500	
ARA	641000	30	00	00	Temporary Help		500
					Holiday help - trees, etc.	500	
<b>Travel and Training</b>							
ARA	650000	30	00	00	Travel, Per Diem, Conference Registration		13,100
					ACI Marketing & Jumpstart conference - June 2012	2,200	
					ACI Annual Conference - Oct 16-19, 2011	2,200	
					Airline meetings / Sabre roundtable travel expenses	2,500	
					Local networking functions	400	
					Local Travel	3,600	
					Marketing conference - A. Burritt	2,200	
ARA	651000	30	00	00	Training & Education		1,500
					Professional development courses	500	
					Customer service training for tenants - value add	250	
					Sabre roundtable fees	750	
<b>General Repairs and Maintenance</b>							
ARA	710000	30	00	00	General Repairs and Maintenance		200
					Piano tuning	200	
<b>Printing &amp; Binding</b>							
ARA	730000	30	00	00	Printing & Binding		6,000
					Misc. projects - brochures, cards, name tags, posters	3,500	



**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Marketing & Public Relations**  
**BASIC OPERATING BUDGET**  
**FY 2011-2012**

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

Account Code		Description				Item	Summary
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount
					Internal ads - wall print or filler posters about AVL in termin;	2,000	
					50th year display - summer 2011	500	
ARA	730001	30	00	00	<b>Banners</b>		500
					Updated banners - misc.	500	
					<b>Promotional Activities</b>		
ARA	740005	30	00	00	<b>Radio</b>		48,000
					Clear Channel (KISS Country = primary focus)	18,000	
					SAGA - WOXL is primary focus	13,000	
					WHKP & WTZQ - Henderson County market	7,000	
					Public Radio (WCQS & WNCW)	10,000	
ARA	740010	30	00	00	<b>Billboards</b>		36,750
					Lamar, Fairway, WHKP, Tourists - ad lease cost	31,600	
					Design production for outdoor boards	2,000	
					Poster printing (for bonused boards in other counties)	1,500	
					Vinyl printing (larger bulletin size boards)	1,650	
ARA	740015	30	00	00	<b>Print</b>		14,200
					AVL CVB Visitors magazine - Journal Communications	2,200	
					WNC Magazine - 2/3 vert in Oct '11, Mar '12 & June '12	6,000	
					Miscellaneous opportunities (post-its, programs, other)	6,000	
ARA	740020	30	00	00	<b>TV</b>		57,400
					WLOS (2 ad flights spring & fall)	25,000	
					Charter (Buncombe & Henderson - 2 ad flights spring & fall)	16,000	
					Misc. TV - prime time flight or additional WLOS	16,400	
ARA	740030	30	00	00	<b>Telephone Book</b>		1,613
					Yellow Book	888	
					Bell South	725	
ARA	740040	30	00	00	<b>E-marketing</b>		27,500
					Per click advertising (various vendors)	18,000	
					On-line display advertising (banner ads, etc.)	6,000	
					Social media expenses (blog, FB, incentives, Twitter, YouTul	3,500	
ARA	740100	30	00	00	<b>Other Promotional Events/Sponsorships</b>		9,000
					FlyAways	9,000	
ARA	740101	30	00	00	<b>Community Events/Exhibits/Sponsorships</b>		24,100
					Health Adventure, Hands On, Arboretum	6,000	
					Land of Sky Sponsorship	3,000	
					Misc. sponsorship opportunities (smaller)	1,500	
					Annual airport event (Runway Run?)	4,000	
					Business development functions/events	1,000	
					Hendersonville Chamber Sponsorships	3,600	
					Asheville Chamber Sponsorships	5,000	
ARA	740115	30	00	00	<b>Employee/Tenant Appreciation</b>		2,000

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Marketing & Public Relations**  
**BASIC OPERATING BUDGET**  
**FY 2011-2012**

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

Account Code		Description				Item	Summary	
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount	
					Tenant Lunch	2,000		
					<b>Operating Supplies</b>			
ARA	770301	30	00	00	Art Program Supplies		3,000	
					Special exhibits / supplies & publicity - history, partnerships	1,000		
					Basic supplies: postcards, brochures & reception food	2,000		
ARA	770305	30	00	00	<b>Promotional Items</b>		13,000	
					Small items / large quantities	4,000		
					Land of Sky event item	2,000		
					Apparel - promotional (t-shirts, hats, etc.)	2,000		
					Apparel - staff	1,000		
					Annual event promotional item	2,500		
					Large items / small quantities	1,500		
ARA	770310	30	00	00	<b>Holiday Decorations</b>		600	
					Miscellaneous	600		
					<b>Books, Publications, Subscriptions and Memberships</b>			
ARA	780100	30	00	00	<b>Dues &amp; Memberships</b>		5,050	
					Chamber - Asheville	650		
					Chamber - Haywood	395		
					Chamber - Hendersonville	475		
					Chamber - Jackson	210		
					Chamber - Madison	270		
					Chamber - McDowell	200		
					Chamber - Mitchell	350		
					Chamber - Polk	375		
					Chamber - Rutherford	250		
					Chamber - Transylvania/Brevard	375		
					Chamber - Yancey	300		
					Blue Ridge Mountain Host???	600		
					Fletcher Area Business Association	100		
					AAAE	275		
					ACI	150		
					SEC AAAE	40		
					PRAWNC	35		
ARA	780500	30	00	00	<b>Books, Publications, Compact Disks, Videos &amp; Subscriptions</b>		1,000	
					Royalty free photos, CDs for ad design, etc.	500		
					AP Style Guides / Ad Age / Communications Arts	75		
					Citizen-Times subscription	225		
					Hendersonville Times-News subscription	200		
<b>TOTAL OPERATING EXPENSES</b>								291,513
<b>SECTION TOTAL</b>								469,085



**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Marketing & Public Relations**  
**Fiscal Year 2011/2012**  
**Variance Analysis**

Acct #	Description	FY2011 Budget				FY2011 Estimated Actual				FY2010 Actual			Comments
		FY 2012 Budget	FY 2011 Budget	Increase/Decrease		FY 2011 4 Months	FY 2011 Estimate	Increase/Decrease		FY 2010 Actual	Increase/Decrease		
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	125,124	122,048	3,076	2.52%	30,695	116,247	8,877	7.64%	125,800	(676)	-0.54%	a
500016	Longevity	876	1,751	(875)	-49.97%		0	876	100%		876	100%	
500020	Overtime	0		0	100%	135	135	(135)	-100.00%		0	100%	
500017	Medical Reimbursements	200	200	0	0.00%		200	0	0.00%		200	100%	
500050	FICA Taxes	10,303	9,876	427	4.32%	2,320	8,893	1,410	15.86%	10,954	(651)	-5.94%	a
500070	LGERS retirement	9,258	8,199	1,059	12.92%	1,911	7,475	1,783	23.86%	7,042	2,216	31.46%	a
500080	401k	6,613	6,396	217	3.39%	1,471	5,812	801	13.77%	7,096	(483)	-6.81%	a
500160	Medical	21,868	12,320	9,548	77.50%	4,177	16,857	5,011	29.72%	14,731	7,137	48.45%	a
500260	Dental	1,676	728	948	130.22%	217	1,233	443	35.94%	827	849	102.64%	a
500360	Life Insurance	701	705	(4)	-0.57%	113	538	163	30.28%	729	(28)	-3.88%	a
500460	Disability	953	756	197	26.06%	145	729	224	30.78%	757	196	25.84%	a
	Total Benefits	51,572	39,180	12,392	31.63%	10,353	41,737	9,835	23.56%	42,137	9,435	22.39%	a
	<b>Total Personal Services</b>	<b>177,572</b>	<b>162,979</b>	<b>14,593</b>	<b>8.95%</b>	<b>41,184</b>	<b>158,119</b>	<b>19,453</b>	<b>12.30%</b>	<b>167,937</b>	<b>9,635</b>	<b>5.74%</b>	<b>a</b>
604000	Professional Services - General	0		0	100%		0	0	100%	10,536	(10,536)	-100.00%	
604016	Artwork and Creative Production	16,000	20,000	(4,000)	-20.00%		20,000	(4,000)	-20.00%	4,104	11,896	289.89%	b
604017	Surveys, Reports & Data	10,500	49,500	(39,000)	-78.79%	105	49,500	(39,000)	-78.79%	860	9,640	1120.87%	c
641000	Temporary Help	500	1,350	(850)	-62.96%		1,350	(850)	-62.96%	300	201	66.94%	d
650000	Travel, Per Diem, Conference Registration	13,100	12,050	1,050	8.71%	1,659	12,050	1,050	8.71%	10,787	2,313	21.44%	e
651000	Training & Education	1,500	2,200	(700)	-31.82%	877	2,200	(700)	-31.82%	1,634	(134)	-8.20%	e
710000	General Repairs and Maintenance	200	100	100	100.00%		100	100	100.00%	95	105	110.53%	
730000	Printing & Binding	6,000	4,275	1,725	40.35%	141	4,275	1,725	40.35%	5,239	761	14.53%	f
730001	Banners	500	500	0	0.00%		500	0	0.00%	185	315	170.97%	
740005	Radio	48,000	52,286	(4,286)	-8.20%	13,108	52,286	(4,286)	-8.20%	54,589	(6,589)	-12.07%	g
740010	Billboards	36,750	37,000	(250)	-0.68%	5,714	37,000	(250)	-0.68%	27,063	9,687	35.79%	g
740015	Print	14,200	19,900	(5,700)	-28.64%	7,299	19,900	(5,700)	-28.64%	37,858	(23,658)	-62.49%	g
740020	TV	57,400	38,500	18,900	49.09%	12,129	38,500	18,900	49.09%	49,684	7,717	15.53%	g
740030	Telephone Book	1,613	1,375	238	17.31%	233	1,375	238	17.31%	2,402	(789)	-32.84%	h
740040	E-Marketing	27,500	26,800	700	2.61%		26,800	700	2.61%		27,500	100%	f
740100	Promotional Events/Sponsorships	9,000	7,000	2,000	28.57%	1,024	7,000	2,000	28.57%	14,083	(5,083)	-36.09%	
740101	Other Community Events/Exhibits/Sponsorships	24,100	28,156	(4,056)	-14.41%	7,542	28,156	(4,056)	-14.41%	21,292	2,808	13.19%	
740115	Employee/Tenant Appreciation	2,000	4,750	(2,750)	-57.89%	3,385	4,750	(2,750)	-57.89%	5,053	(3,053)	-60.42%	i
770301	Art Program	3,000	2,250	750	33.33%	234	2,250	750	33.33%	1,728	1,272	73.56%	
770305	Promotional Items	13,000	15,775	(2,775)	-17.59%	3,800	15,775	(2,775)	-17.59%	13,720	(720)	-5.25%	
770310	Holiday Decorations	600	1,000	(400)	-40.00%	541	1,000	(400)	-40.00%	1,060	(460)	-43.42%	
771000	Operating Furniture, Fixtures and Equipment	0	950	(950)	-100.00%	768	950	(950)	-100.00%	1,350	(1,350)	-100.00%	
780100	Dues & Memberships	5,050	4,927	123	2.50%	600	4,927	123	2.50%	4,547	503	11.06%	
780500	Books & Publications	1,000	950	50	5.26%	166	950	50	5.26%	264	736	278.90%	
	<b>Total Services &amp; Mat'ls.</b>	<b>291,513</b>	<b>331,594</b>	<b>(40,081)</b>	<b>-12.09%</b>	<b>59,327</b>	<b>331,594</b>	<b>(40,081)</b>	<b>-12.09%</b>	<b>268,433</b>	<b>23,080</b>	<b>8.60%</b>	<b>j</b>
	<b>Department Total</b>	<b>469,085</b>	<b>494,573</b>	<b>(25,488)</b>	<b>-5.15%</b>	<b>100,511</b>	<b>489,713</b>	<b>(20,628)</b>	<b>-4.21%</b>	<b>436,369</b>	<b>32,716</b>	<b>7.50%</b>	

**Comments:**

- a Receptionist position moved to Administration in FY2011.
- b Creative production expenses include tv, radio, website, and other graphic design
- c Website redesign not in this budget (was in this line item last year). Also, see comment b. Community perception survey budgeted here for FY11/12, which is new.

- d** Temporary receptionist help moved to Administration Dept in FY2012.
- e** No major changes - nets with total for last year's travel and training accounts combined.
- f** Includes history display for 50th year celebration; wall mural for AVL advertising in terminal
- g** Reflects new priorities in marketing plan.
- h** Paid in full for several ads in FY10. FY11 - skewed slightly because of monthly payments. Also - prices increased in Yellow Book.
- i** Tenant holiday recognition removed (\$750) to focus on a business partner/tenant/board holiday party & Employee Lunch moved to Administration budget (\$2000)
- j** Large variance (in the right direction) due in large part to absence of website redesign funds, which were part of last year's budget and were a one-time cost.



**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

**Operations**

**BASIC OPERATING BUDGET  
FY 2011-2012**

Fund            ARA  
Department    Operations  
Department #    40  
Cost Center     00  
Source          00

<b>Account Code</b>		<b>Description</b>				<b>Item</b>	<b>Summary</b>
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount
<b>PERSONNEL SERVICES</b>							
ARA	500000	40	00	00	Salaries	760,062	760,062
ARA	500016	40	00	00	Longevity	12,650	12,650
ARA	500020	40	00	00	Overtime	20,000	20,000
<b>Benefits:</b>							
ARA	500017	40	00	00	Medical Reimbursements	400	432,803
ARA	500050	40	00	00	FICA Taxes	64,142	
ARA	500070	40	00	00	LGERS retirement	58,220	
ARA	500080	40	00	00	401k	41,586	
ARA	500160	40	00	00	Medical	238,332	
ARA	500260	40	00	00	Dental	17,649	
ARA	500360	40	00	00	Life Insurance	5,861	
ARA	500460	40	00	00	Disability	6,613	
<b>TOTAL PERSONNEL SERVICES</b>							<b>1,225,515</b>
<b>OPERATING EXPENSES</b>							
<b>Professional Services</b>							
ARA	604020	40	00	00	Physicals and Drug Screens		1,000
					Physicals and Drug Screens	1,000	
ARA	641000	40	00	00	Temporary Help		20,000
					Temporary Help	20,000	
<b>Contractual Services</b>							
ARA	645000	40	00	00	Landscaping		13,000
					RAC Contract	13,000	
ARA	646500	40	00	00	Parking Management Contract		383,046
					Payroll, Benefits & Operating Expenses	320,624	
					Management Fee	62,422	
ARA	647000	40	00	00	Other Contractual Services		99,454
					Automatic Door Contract	7,725	
					Uniform Cleaning & Mats (Maintenance & Janitorial)	15,298	
					Belt Loader Maintenance	8,000	
					Load Bank Generator Test	2,812	
					NCDOL Inspections	618	
					Fire Sprinkler Inspections/Backflow/Halation	4,120	
					Waste Removal & Recycling	26,618	
					RAC Waste Removal & Recycling	6,538	
					Pest Control	1,560	
					RAC Pest Control	500	
					Wildlife Program	10,000	
					Water Sample Testing (new)	10,000	
					Lobby Plants	5,665	
ARA	700100	40	00	00	Elevator Maintenance Contract		3,600
					A Gates & Authority	3,600	
ARA	700200	40	00	00	Fire Alarm Systems Contract		14,832

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

**Operations**

**BASIC OPERATING BUDGET  
FY 2011-2012**

Fund            ARA  
Department    Operations  
Department #    40  
Cost Center     00  
Source          00

Account Code		Description				Item	Summary
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount
					Fire Alarm Systems-Infinity & Monitoring Fees	927	
					Fire Alarm Systems-Simplex	10,815	
					RAC Fire Alarm Systems Monitoring/Maintenance	3,090	
					<b>Travel and Training</b>		
ARA	650000	40	00	00	Travel, Per Diem, Conference Registration		19,400
					SEC Annual Conference	2,300	
					NCAA Conference	1,000	
					AGTA Conference	2,300	
					Maintenance Seminar	700	
					Annual Snow Symposium (2)	5,000	
					FAA Annual Certification Conference/Operations School (2)	3,400	
					Wildlife Tech Course	2,300	
					Local Travel	2,400	
ARA	651000	40	00	00	<b>Training &amp; Education</b>		21,750
					Professional Development	1,250	
					Safety Management System (SMS)	20,000	
					Administrative Training	500	
					<b>Utility Services</b>		
ARA	681000	40	00	00	Electricity TA8918 Terminal 208		167,618
					61 Terminal Dr (727 171 5729)	167,618	
ARA	681500	40	00	00	Electricity TH4698 Restaurant		20,000
					61 Terminal Dr (183 474 0183)	20,000	
ARA	682500	40	00	00	Electricity TD0460 DPS Bldg		11,124
						11,124	
ARA	683000	40	00	00	Electricity TF6197 Maint Bldg A (West)		12,208
					15 Aviation Way (590 232 5728)	12,208	
ARA	683500	40	00	00	Electricity W10456 Vgate-8AW		275
					21 Aviation Way (798 342 2663)	275	
ARA	684000	40	00	00	Electricity S93746 GA Sewer Lift		776
					1 Aviation Way (153 235 5813)	776	
ARA	685600	40	00	00	Electricity TF3027 480V TAFRDP		97,990
					61 Terminal Dr (447 711 2884)	97,990	
ARA	686000	40	00	00	Electricity YK5320 Cargo Bldg		3,948
					41 Terminal Dr (527 340 0993)	3,948	
ARA	687000	40	00	00	Electricity W12777 ODLGriffen		-
					21 Aviation Way (465 604 2167) WNC Lease	-	
ARA	688500	40	00	00	Electricity RAC CAM S83383		15,818
					65 Rental Car Dr (319 694 7927)	15,818	
ARA	689000	40	00	00	Electricity TH6583 WBW StLight		6,000
					Wright Brothers Way (317 794 7458)	6,000	
ARA	689100	40	00	00	Electricity VF0723 Pinner Rd Rental House		-
					(129 615 7405)		
ARA	689200	40	00	00	Electricity YT5631 LowerOverflow		1,848
					(606 016 2549)	1,848	
ARA	690000	40	00	00	Nat Gas 635822 Terminal		55,000



**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

**Operations**

**BASIC OPERATING BUDGET  
FY 2011-2012**

Fund            ARA  
Department    Operations  
Department #    40  
Cost Center     00  
Source          00

<b>Account Code</b>		<b>Description</b>				<b>Item</b>	<b>Summary</b>
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount
					61 Terminal Dr (3-1981-0349-9500)	55,000	
ARA	691500	40	00	00	Nat Gas 568135 Operations Office Bldg A (East)		12,894
					15 Aviation Way (2-2100-7146-7120)	12,894	
ARA	692000	40	00	00	Nat Gas 446155 Main Bldg B (West)		6,928
					15 Aviation Way (8-1981-0349-9521)	6,928	
ARA	692500	40	00	00	Nat Gas 384909 DPS Bldg		4,417
					43 Terminal Dr (2-1981-0440-0092)	4,417	
ARA	693000	40	00	00	Nat Gas 250049 CAP Bldg		-
					21 Aviation Way (1-1981-0349-9513) WNC Lease		
ARA	695000	40	00	00	Water 70185431/70185433 Terminal		29,362
					61 Terminal Dr (2111887-1140018)	29,362	
ARA	695500	40	00	00	Water 47313873 Maint Bldg B (West)		878
					15 Aviation Way (2111879-1339978)	878	
ARA	696000	40	00	00	Water 37667083 Public Saf Bldg		3,400
					43 Terminal Dr (2111883-1139998)	3,400	
ARA	696500	40	00	00	Water 83562624 Air Cargo Bldg		750
					41 Terminal Dr (2111885-1140008)	750	
ARA	697000	40	00	00	Water 43119699 ODL Griffen Bldg		-
					21 Aviation Way (2111877-1139968) WNC Lease		
ARA	697500	40	00	00	Water 70162311 New Maint Bldg (East)		2,575
					15 Aviation Way (2111887-1580708)	2,575	
ARA	698000	40	00	00	Water 70182576/70182577 RAC		15,000
					65 Rental Car Dr (2293169-1587918)	15,000	
ARA	698500	40	00	00	Water 1013844 Toll Plaza Office		1,236
					70 Terminal Dr	1,236	
					<b>General Repairs and Maintenance</b>		
ARA	710100	40	00	00	Terminal, Buildings and Grounds		191,000
					Terminal, Building & Grounds	91,000	
					Loading Bridges, RBR's, PC Air/GPU's, DPS Bldg, Bag Belts	29,000	
					RAC Light Poles, Fencing, Backflow/Fire Line & Building	11,000	
					Light Poles, Fencing, Mulch, Gravel & Plants	15,000	
					Crosswalk Sealing (2)	10,000	
					Biennial Sewer Cleanout	20,000	
					Kitchen Rehab	5,000	
					Rental Homes, Advantage West, CAP, and WNC Building	10,000	
ARA	710200	40	00	00	Vehicles and Heavy Equipment		55,000
					Airfield Vehicles & Heavy Equipment	37,000	
					ARFF 24-3 Tires	12,000	
					Landside Vehicles & Heavy Equipment	6,000	
ARA	710300	40	00	00	Airport and Airfield Equipment		32,000
					Airfield Lighting, Runway Painting & Electrical Vault	15,000	
					Runway Rubber Removal	14,000	
					Runway Friction Testing	3,000	
					<b>Printing &amp; Binding</b>		
ARA	730000	40	00	00	Printing & Binding		1,700

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

**Operations**

**BASIC OPERATING BUDGET  
FY 2011-2012**

Fund            ARA  
Department    Operations  
Department #    40  
Cost Center     00  
Source          00

<b>Account Code</b>		<b>Description</b>				<b>Item</b>	<b>Summary</b>
Fund	Acct.	Sec.	C.C.	Source	Amount	Amount	
					Printing & Binding	1,700	
					<b>Promotional Activities</b>		
ARA	740115	40	00	00	Employee/Tenant Appreciation		1,200
					Employee/Conference Hosting/Snow Team Food	1,200	
					<b>Operating Supplies</b>		
ARA	770100	40	00	00	Vehicle Fuel		44,000
					Vehicle Fuel	44,000	
ARA	770200	40	00	00	Shop Supplies		5,150
					Shop Supplies	5,150	
ARA	770300	40	00	00	Operating Supplies		35,000
					Operating Supplies	5,000	
					Deicing Chemicals	30,000	
ARA	770400	40	00	00	Chemicals & Safety		4,012
					Chemicals & Safety	4,012	
ARA	770500	40	00	00	Small Tools and Equipment		10,000
					Small Tools & Equipment	10,000	
ARA	770600	40	00	00	Custodial Supplies		14,000
					Soap/Mop Heads/Cleaning Supplies	14,000	
ARA	770650	40	00	00	Custodial Consumables		35,000
					Paper Towels/Toilet Paper	35,000	
ARA	771000	40	00	00	Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000		1,600
						1,600	
ARA	771500	40	00	00	Uniforms		4,400
					Employee Shoe Allowance	1,800	
					Winter Weather Gear	2,000	
					Prescription Safety Glasses	600	
					<b>Books, Publications, Subscriptions and Memberships</b>		
ARA	780100	40	00	00	Dues & Memberships		2,090
					AAAE-3	825	
					AGTA-2	1,000	
					SEC-3	105	
					NCAA ANNUAL Dues (4)	160	
ARA	780500	40	00	00	Books, Publications, Compact Disks, Videos & Subscriptions		1,030
						1,030	
ARA	780503	40	00	00	Licenses & Certifications		660
					CDL Licenses	500	
					NC Fire Sprinkler Licenses	160	
<b>TOTAL OPERATING EXPENSES</b>							<b>1,483,969</b>
<b>SECTION TOTAL</b>							<b>2,709,484</b>



**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Operations**  
**Fiscal Year 2011/2012**  
**Variance Analysis**

Acct #	Description	FY2011 Budget				FY2011 Estimated Actual				FY2010 Actual			Comments
		FY 2012 Budget	FY 2011 Budget	Increase/Decrease		FY 2011 4 Months	FY 2011 Estimate	Increase/Decrease		FY 2010 Actual	Increase/Decrease		
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	760,062	732,730	27,332	3.73%	237,879	726,424	33,638	4.63%	698,209	61,853	8.86%	
500016	Longevity	12,650	10,639	2,011	18.90%	3,056	10,639	2,011	18.90%		12,650	100%	
500020	Overtime	20,000	16,000	4,000	25.00%	7,595	30,000	(10,000)	-33.33%	45,015	(25,015)	-55.57%	
500017	Medical Reimbursements	400	400	0	0.00%		400	0	0.00%		400	100%	
500050	FICA Taxes	64,142	58,683	5,459	9.30%	18,764	58,683	5,459	9.30%	62,376	1,766	2.83%	
500070	LGERS retirement	58,220	48,967	9,253	18.90%	16,034	48,967	9,253	18.90%	40,859	17,361	42.49%	
500080	401k	41,586	38,196	3,390	8.88%	12,423	38,196	3,390	8.88%	40,661	925	2.28%	
500160	Medical	238,332	192,739	45,593	23.66%	57,893	186,035	52,297	28.11%	160,277	78,055	48.70%	
500260	Dental	17,649	14,349	3,300	23.00%	4,526	14,077	3,572	25.38%	12,505	5,144	41.13%	
500360	Life Insurance	5,861	5,678	183	3.22%	1,610	5,131	730	14.23%	4,748	1,113	23.44%	
500460	Disability	6,613	6,027	586	9.72%	1,857	5,870	743	12.66%	5,106	1,507	29.50%	
	Total Benefits	432,803	365,039	67,764	18.56%	113,107	357,358	75,445	21.11%	326,533	106,270	32.54%	
	<b>Total Personal Services</b>	<b>1,225,515</b>	<b>1,124,408</b>	<b>101,107</b>	<b>8.99%</b>	<b>361,638</b>	<b>1,124,421</b>	<b>101,094</b>	<b>8.99%</b>	<b>1,069,757</b>	<b>155,758</b>	<b>14.56%</b>	
604020	Physicals and Drug Screens	1,000	1,000	0	0.00%	92	1,000	0	0.00%	92	908	986.96%	
641000	Temporary Help	20,000	15,000	5,000	33.33%	12,499	20,000	0	0.00%	16,365	3,635	22.21%	1
645000	Landscaping	13,000	14,876	(1,876)	-12.61%	3,200	13,000	0	0.00%	13,211	(211)	-1.60%	
646500	Parking Management Contract	383,046	354,099	28,947	8.17%	112,725	354,000	29,046	8.21%	334,914	48,132	14.37%	2
647000	Other Contractual Services	99,454	63,823	35,631	55.83%	20,701	63,823	35,631	55.83%	60,278	39,176	64.99%	13, 14
700100	Elevator Maintenance Contract	3,600	3,600	0	0.00%	1,248	3,744	(144)	-3.85%	5,412	(1,812)	-33.48%	
700200	Fire Alarm Systems Contract	14,832	14,400	432	3.00%	3,194	14,400	432	3.00%	12,533	2,299	18.34%	
650000	Travel, Per Diem, Conference Registration	19,400	12,500	6,900	55.20%	2,370	12,500	6,900	55.20%	8,851	10,549	119.19%	3
651000	Training & Education	21,750	1,750	20,000	1142.86%	244	1,000	20,750	2075.00%	849	20,901	2461.84%	12
681000	ElectricityTA8918 Terminal 208	167,618	162,736	4,882	3.00%	59,673	163,000	4,618	2.83%	160,683	6,935	4.32%	
681500	Electricity TH4698 Restaurant	20,000	13,587	6,413	47.20%	4,198	13,587	6,413	47.20%	12,501	7,499	59.98%	4
682500	Electricity TD0460 DPS Bldg	11,124	10,800	324	3.00%	4,043	10,800	324	3.00%	10,125	999	9.87%	
683000	Electricity TF6197 Maint Bldg	12,208	11,853	355	3.00%	4,221	11,500	708	6.16%	11,432	776	6.79%	
683500	Electricity W10456 Vgate-8AW	275	270	5	1.85%	87	270	5	1.85%	276	(1)	-0.39%	
684000	Electricity S93746 GA Sewer Lift	776	754	22	2.92%	169	754	22	2.92%	646	130	20.06%	
685600	Electricity TF3027 480V TAFRDP	97,990	95,136	2,854	3.00%	24,205	95,000	2,990	3.15%	56,567	41,423	73.23%	
686000	Electricity YK5320 Cargo Bldg	3,948	3,833	115	3.00%	216	3,833	115	3.00%	1,587	2,361	148.81%	
687000	Electricity W12777 ODLGriffin	0	0	0	100%	0	0	0	100%	630	(630)	-100.00%	
688500	Electricity RAC CAM S83383	15,818	15,358	460	3.00%	4,276	15,358	460	3.00%	15,114	704	4.66%	
689000	Electricity TH6583 WBW St Light	6,000	6,000	0	100%	1,594	6,000	0	0.00%	6,000	0	100%	11
689100	Electricity VF0723 Pinner Rd RH	0	0	0	100%	106	318	(318)	-100.00%	0	0	100%	
689200	Electricity YT5631 Lower Overflow	1,848	1,848	0	100%	471	1,848	0	0.00%	1,848	0	100%	11
690000	Natural Gas 635822 Terminal	55,000	49,483	5,517	11.15%	3,382	50,000	5,000	10.00%	28,561	26,439	92.57%	4
691500	Natural Gas 568135 Operations	12,894	12,519	375	3.00%	523	12,519	375	3.00%	11,397	1,497	13.13%	
692000	Natural Gas 446155 Main Bldg A West	6,928	6,727	201	2.99%	220	6,727	201	2.99%	5,869	1,059	18.04%	
692500	Natural Gas 384909 DPS Bldg	4,417	4,289	128	2.98%	330	4,289	128	2.98%	3,906	511	13.07%	
693000	Natural Gas 250049 CAP Bldg	0	0	0	100%	0	0	0	100%	116	(116)	-100.00%	
695000	Water 70185431/70185433 Term	29,362	28,507	855	3.00%	11,779	30,000	(638)	-2.13%	25,921	3,441	13.27%	
695500	Water 47313873 Maint Bldg A E	878	853	25	2.93%		853	25	2.93%	1,617	(739)	-45.69%	
696000	Water 37667083 Public Saf Bldg	3,400	3,300	100	3.03%	213	3,300	100	3.03%	1,538	1,862	121.13%	
696500	Water 83562624 Air Cargo Bldg	750	445	305	68.54%	215	750	0	0.00%	609	141	23.10%	5
697000	Water 43119699 ODL Griffin Bldg	0	0	0	100%	0	0	0	100%	80	(80)	-100.00%	
697500	Water 70162311 New Maint Bldg	2,575	2,500	75	3.00%	883	2,500	75	3.00%	2,535	40	1.58%	
698000	Water 70182576/70182577 RAC	15,000	14,382	618	4.30%	4,824	14,472	528	3.65%	9,406	5,594	59.48%	6



Acct #	Description	FY 2012 Budget	FY2011 Budget				FY2011 Estimated Actual				FY2010 Actual			Comments
			FY 2011 Budget	Increase/Decrease		FY 2011 4 Months	FY 2011 Estimate	Increase/Decrease		FY 2010 Actual	Increase/Decrease			
				Amount	Percent			Amount	Percent		Amount	Percent		
698500	Water 1013844 Toll Plaza Office	1,236	1,200	36	3.00%		0	1,236	100%		1,236	100%	11	
710100	Terminal, Buildings and Grounds	191,000	169,356	21,644	12.78%	58,729	171,000	20,000	11.70%	123,190	67,810	55.04%	13	
710200	Vehicles and Heavy Equipment	55,000	38,000	17,000	44.74%	15,621	40,000	15,000	37.50%	71,171	(16,171)	-22.72%		
710300	Airport and Airfield Equipment	32,000	30,000	2,000	6.67%	10,272	16,815	15,185	90.30%	25,834	6,166	23.87%		
730000	Printing & Binding	1,700	300	1,400	466.67%	588	1,700	0	0.00%	970	730	75.33%	7	
740115	Employee/Tenant Appreciation	1,200	1,000	200	20.00%		1,000	200	20.00%	1,064	136	12.77%		
770100	Vehicle Fuel	44,000	40,000	4,000	10.00%	8,452	41,000	3,000	7.32%	33,543	10,457	31.17%	8	
770200	Shop Supplies	5,150	5,000	150	3.00%	974	4,500	650	14.44%	1,653	3,497	211.46%		
770300	Operating Supplies	35,000	34,000	1,000	2.94%	1,445	30,000	5,000	16.67%	4,163	30,837	740.82%		
770400	Chemicals & Safety	4,012	4,000	12	0.30%	2,456	4,000	12	0.30%	4,441	(429)	-9.66%		
770500	Small Tools and Equipment	10,000	10,000	0	0.00%	273	9,000	1,000	11.11%	9,274	726	7.82%		
770600	Custodial Supplies	14,000	14,000	0	0.00%	870	12,000	2,000	16.67%	3,523	10,477	297.35%		
770650	Custodial Consumables	35,000	30,000	5,000	16.67%	14,344	33,000	2,000	6.06%	34,783	217	0.62%	9	
771000	Operating Furniture, Fixtures and Equipment	1,600	1,500	100	6.67%		1,500	100	6.67%		1,600	100%		
771500	Uniforms	4,400	4,400	0	0.00%	42	4,400	0	0.00%	2,279	2,121	93.09%		
780100	Dues & Memberships	2,090	2,015	75	3.72%	355	2,015	75	3.72%	1,340	750	55.97%	10	
780500	Books & Publications	1,030	1,000	30	3.00%		500	530	106.00%	85	945	1111.76%		
780503	Licenses & Certifications	660		660	100%		500	160	32.00%	75	585	780.00%		
	<b>Total Services &amp; Mat'ls.</b>	<b>1,483,969</b>	<b>1,304,151</b>	<b>179,818</b>	<b>13.79%</b>	<b>396,323</b>	<b>1,304,075</b>	<b>179,894</b>	<b>13.79%</b>	<b>1,131,010</b>	<b>352,959</b>	<b>31.21%</b>		
	<b>Department Total</b>	<b>2,709,484</b>	<b>2,428,559</b>	<b>280,925</b>	<b>11.57%</b>	<b>757,961</b>	<b>2,428,496</b>	<b>280,988</b>	<b>11.57%</b>	<b>2,200,766</b>	<b>508,718</b>	<b>23.12%</b>		

**Comments:**

- 1 Offset by Salaries
- 2 Added Maintenance costs and Software Support Agreement
- 3 Added Conferences Back
- 4 New Grill
- 5 Lav Cart Facility added to meter
- 6 Increasing Usage
- 7 Ground Transportation Forms/Permits
- 8 Increasing Fuel Costs
- 9 Increasing Passenger Numbers
- 10 Added Membership
- 11 New service in FY11.
- 12 Added \$20k in FY12 for FAA Safety Management System implementation.
- 13 Wildlife Program of \$10k moved from Terminal Bldg & grounds to Other Contractual Service sin FY12.
- 14 Added \$10k for water sample testing in FY12.

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
Public Safety  
**BASIC OPERATING BUDGET**  
**FY 2011-2012**

Fund ARA  
 Department Public Safety  
 Department # 50  
 Cost Center 20  
 Source 00

Account Code		Description				Item	Summary
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount
<b>PERSONNEL SERVICES</b>							
ARA	500000	50	20	00	Salaries	743,269	743,269
ARA	500016	50	20	00	Longevity	12,348	12,348
ARA	500020	50	20	00	Overtime	35,000	35,000
ARA	500090	50	20	00	LEO Special Separation Allowance	40,783	40,783
<u>Benefits:</u>							
ARA	500017	50	20	00	Medical Reimbursements	200	374,524
ARA	500050	50	20	00	FICA Taxes	63,799	
ARA	500070	50	20	00	LGERS retirement	58,067	
ARA	500080	50	20	00	401k	41,477	
ARA	500160	50	20	00	Medical	184,902	
ARA	500260	50	20	00	Dental	14,428	
ARA	500360	50	20	00	Life Insurance	5,367	
ARA	500460	50	20	00	Disability	6,284	
<b>TOTAL PERSONNEL SERVICES</b>							<b>1,205,924</b>
<b>OPERATING EXPENSES</b>							
<b>Professional Services</b>							
ARA	604020	50	20	00	Physicals and Drug Screens		2,200
					Physicals & Drug Screens	1,200	
					Psychological Services	1,000	
<b>Contractual Services</b>							
ARA	647000	50	20	00	Other Contractual Services		5,700
					Police Infor Computer (NCIC) & Mobile Data	1,200	
					Fire Extinguisher Service	3,500	
					Locate Plus	1,000	
<b>Travel and Training</b>							
ARA	650000	50	20	00	Travel, Per Diem, Conference Registration		9,600
					AAAE Chief's Conference	2,600	
					AVSEC for Two	2,200	
					FAA BSOS for Two	1,600	
					OSHA Conference	800	
					Local Travel	2,400	
ARA	651000	50	20	00	Training & Education		15,800
					FAR Part 139 Burn (Truck Ops & Fuselage)	12,000	
					Professional Development	3,000	
					Fire & LEO Local Training (Community Colleges)	800	
<b>Communications and Freight</b>							
ARA	662000	50	20	00	Telecommunications		1,200
					Cable News Service	1,200	
<b>General Repairs and Maintenance</b>							
ARA	710000	50	20	00	General Repairs and Maintenance		3,000
					Radio Equipment	3,000	



**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

**Public Safety**

**BASIC OPERATING BUDGET  
FY 2011-2012**

Fund           ARA  
Department   Public Safety  
Department #   50  
Cost Center    20  
Source         00

<b>Account Code</b>		<b>Description</b>				<b>Item</b>	<b>Summary</b>
Fund	Acct.	Sec.	C.C.	Source	Amount	Amount	
<b>Operating Supplies</b>							
ARA	770300	50	20	00	Operating Supplies	6,500	
					First Aid Supplies	3,500	
					Training Supplies	3,000	
ARA	770400	50	20	00	Chemicals & Safety	6,500	
					Chemicals, Safety & OSHA	6,500	
ARA	770500	50	20	00	Small Tools and Equipment	8,500	
					Small Tools & Equipment	8,500	
ARA	771000	50	20	00	Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000	2,000	
					Station Furniture	2,000	
ARA	771500	50	20	00	Uniforms	14,000	
					Uniforms (Police & Fire Class A's & Utility)	12,000	
					Body Armor (for New Hires)	2,000	
ARA	780501	50	20	00	Firefighter Equipment	4,300	
					Turnout Gear & SCBA Masks (New Hire or Damage)	3,000	
					Duty Boots	1,300	
<b>Books, Publications, Subscriptions and Memberships</b>							
ARA	780100	50	20	00	Dues & Memberships	2,000	
					Buncombe Co FF Assoc.	150	
					Buncombe Co Fire Chief's Assoc	150	
					Henderson Co FF Assoc	100	
					NC Assoc of Rescue Squands & EMS	350	
					National Safety Council	350	
					NFPA	150	
					ARFFWG	250	
					ALEAN	350	
					Internation Assoc of Chief's of Police	150	
ARA	780500	50	20	00	Books, Publications, Compact Disks, Videos & Subscriptions	1,200	
					Books, Publications, Videos/DVD's & Subscriptions	1,200	
<b>TOTAL OPERATING EXPENSES</b>						<b>82,500</b>	
<b>SECTION TOTAL</b>						<b>1,288,424</b>	

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Public Safety**  
**Fiscal Year 2011/2012**  
**Variance Analysis**

Acct #	Description	FY2011 Budget				FY2011 Estimated Actual				FY2010 Actual			Comments
		FY 2012 Budget	FY 2011 Budget	Increase/Decrease		FY 2011 4 Months	FY 2011 Estimate	Increase/Decrease		FY 2010 Actual	Increase/Decrease		
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	743,269	726,360	16,909	2.33%	232,573	712,424	30,845	4.33%	704,067	39,202	5.57%	
500016	Longevity	12,348	9,474	2,874	30.34%	688	9,474	2,874	30.34%		12,348	100%	
500020	Overtime	35,000	32,000	3,000	9.38%	4,424	33,820	1,180	3.49%	31,274	3,726	11.91%	
500090	LEO Special Separation Allowance	40,783	40,783	0	0.00%	13,594	40,783	(0)	0.00%		40,783	100%	
500017	Medical Reimbursements	200	200	0	0.00%		200	0	0.00%		200	100%	
500050	FICA Taxes	63,799	59,017	4,782	8.10%	17,894	59,017	4,782	8.10%	61,685	2,114	3.43%	
500070	LGERS retirement	58,067	49,374	8,693	17.61%	15,274	49,374	8,693	17.61%	39,944	18,123	45.37%	
500080	401k	41,477	38,513	2,964	7.70%	11,888	38,513	2,964	7.70%	39,701	1,776	4.47%	
500160	Medical	184,902	163,266	21,636	13.25%	49,647	161,942	22,960	14.18%	138,676	46,226	33.33%	
500260	Dental	14,428	12,575	1,853	14.74%	3,983	12,249	2,179	17.79%	11,131	3,297	29.62%	
500360	Life Insurance	5,367	5,232	135	2.58%	1,518	4,953	414	8.36%	4,551	816	17.93%	
500460	Disability	6,284	5,651	633	11.20%	1,779	5,488	796	14.50%	4,926	1,358	27.57%	
	Total Benefits	374,524	333,828	40,696	12.19%	101,984	331,736	42,788	12.90%	300,615	73,909	24.59%	
	<b>Total Personal Services</b>	<b>1,205,924</b>	<b>1,142,445</b>	<b>63,479</b>	<b>5.56%</b>	<b>353,263</b>	<b>1,128,237</b>	<b>77,687</b>	<b>6.89%</b>	<b>1,035,956</b>	<b>169,968</b>	<b>16.41%</b>	
604020	Physicals and Drug Screens	2,200	2,200	0	0.00%	152	1,980	220	11.11%	456	1,744	382.46%	
647000	Other Contractual Services	5,700	8,660	(2,960)	-34.18%	900	7,960	(2,260)	-28.39%	4,545	1,155	25.40%	
650000	Travel, Per Diem, Conference Registration	9,600	6,600	3,000	45.45%	1,697	6,400	3,200	50.00%	13,784	(4,184)	-30.35%	
651000	Training & Education	15,800	12,000	3,800	31.67%	459	11,200	4,600	41.07%	2,084	13,716	658.31%	
662000	Telecommunications	1,200	1,200	0	0.00%	363	1,089	111	10.24%	1,054	146	13.82%	
710000	General Repairs and Maintenance	3,000	5,000	(2,000)	-40.00%		4,680	(1,680)	-35.90%	3,196	(196)	-6.15%	
770300	Operating Supplies	6,500	6,500	0	0.00%	853	6,350	150	2.36%	9,720	(3,220)	-33.13%	
770400	Chemicals & Safety	6,500	6,500	0	0.00%	1,625	6,390	110	1.72%	2,392	4,108	171.68%	
770500	Small Tools and Equipment	8,500	8,500	0	0.00%	18	8,370	130	1.55%	6,537	1,963	30.04%	
771000	Operating Furniture, Fixtures and Equipment	2,000	2,000	0	0.00%		1,780	220	12.36%	781	1,219	156.15%	
771500	Uniforms	14,000	14,000	0	0.00%	1,571	13,550	450	3.32%	8,847	5,153	58.25%	
780501	Firefighter Equipment	4,300	4,300	0	0.00%	142	4,125	175	4.24%	879	3,421	389.02%	
780100	Dues & Memberships	2,000	1,820	180	9.89%	465	1,680	320	19.05%	1,350	650	48.15%	
780500	Books & Publications	1,200	1,200	0	0.00%	121	1,120	80	7.14%	784	416	53.13%	
	<b>Total Services &amp; Mat'ls.</b>	<b>82,500</b>	<b>80,480</b>	<b>2,020</b>	<b>2.51%</b>	<b>8,366</b>	<b>76,674</b>	<b>5,826</b>	<b>7.60%</b>	<b>56,410</b>	<b>26,090</b>	<b>46.25%</b>	
	<b>Department Total</b>	<b>1,288,424</b>	<b>1,222,925</b>	<b>65,499</b>	<b>5.36%</b>	<b>361,629</b>	<b>1,204,911</b>	<b>83,513</b>	<b>6.93%</b>	<b>1,092,365</b>	<b>196,059</b>	<b>17.95%</b>	

**Comments:**



**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
CAPITAL BUDGET  
FISCAL YEAR 2011/2012**

<b>DESCRIPTION</b>	<b>TOTAL</b>	<b>Funding Source</b>				
		<b>FAA- AIP ENTITLEMENTS</b>	<b>FAA- AIP DISCRETIONARY</b>	<b>NCDOT</b>	<b>PFC's</b>	<b>AIRPORT AUTHORITY</b>
<b>Capital Improvements</b>						
Airfield Improvements - Year 2	\$ 3,266,300		\$ 2,700,000	\$ 300,000		\$ 266,300
New Aircraft Rescue & Fire Fighting (ARFF) Facility	4,000,000	2,200,000			1,200,000	600,000
B Gates Renovation	250,000					250,000
Master Plan Update	750,000	712,500			37,500	-
						-
<b>Total Capital Improvements</b>	<b>8,266,300</b>	<b>2,912,500</b>	<b>2,700,000</b>	<b>300,000</b>	<b>1,237,500</b>	<b>1,116,300</b>
<b>Equipment and Small Capital Outlay</b>						
Boom Arm Mower	165,000					165,000
Snow Blower for Ventrac	5,500					5,500
Cabinets for Plans	15,000					15,000
AirIT EASE System Spares	15,000					15,000
<b>Total Equipment and Small Capital Outlay</b>	<b>200,500</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>200,500</b>
<b>Renewal and Replacement</b>						
Vehicle Replacements	96,607					96,607
Retrofit Canopy Metal Halide Fixtures with LED Lights	23,375					23,375
Upgrade Billboard to Digital	100,000					100,000
External Body Armor	22,800					22,800
Network Switch Hardware	55,000					55,000
Mobile Data Terminals	19,000					19,000
iPads for Authority Board	7,600					7,600
						-
<b>Total Renewal and Replacement</b>	<b>324,382</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>324,382</b>
<b>Total</b>	<b>\$ 8,791,182</b>	<b>\$ 2,912,500</b>	<b>\$ 2,700,000</b>	<b>\$ 300,000</b>	<b>\$ 1,237,500</b>	<b>\$ 1,641,182</b>

Note: All purchases over \$50,000 will be presented to the Authority Board for final approval before implementation unless otherwise authorized by the Authority Board.





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## MEMORANDUM

TO: Members of the Airport Authority Board

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

DATE: February 11, 2011

SUBJECT: Budget Appropriation for Airport Deicing Effluent Limitation Guidelines

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As presented to the Board in February 2010, the U.S. Environmental Protection Agency (EPA) published the proposed "Effluent Limitation Guidelines and New Source Performance Standards for the Airport Deicing Category" on August 28, 2009. The proposed standard has been under review, including public comments, since early 2010. It is expected that EPA is going to make a final ruling this coming April 2011. This regulation would require the Authority to change the type of pavement deicer it currently uses to a non-urea based product resulting in a considerable operating cost increase to the Authority. This regulation would also require the Authority to collect and properly dispose of the aircraft deicing fluid used by the airlines at AVL.

The proposed overall scope of the regulations is limited to primary commercial airports that conduct deicing operations and have more than 1,000 annual scheduled commercial jet departures. The technical requirements can be further divided into three classes of airports. AVL would fall into Class 2, which is for airports with equal to or more than 10,000 annual jet departures and less than 460,000 gallons of aircraft deicing fluid applied annually. The requirements would require AVL to collect 20% of the aircraft deicing fluid, certify use of non-urea based pavement deicers, and other minor items.

At this time, as it was last year as well, the entire fiscal impact is unknown until the regulations are finalized. Furthermore, it is unknown when EPA will require implementation of the regulations.

In order to assist the Board in understanding the potential fiscal impact of this proposed regulation, Staff has prepared the following summary of potential costs that may be required. FAA entitlement money in the amount of \$750,000 has been set aside to accommodate the capital expenditures associated with the implementation. Operating expenditures will be allocated from either the operating budget or the fund balance.

1. Glycol Recovery Vehicle	\$400,000
2. Liquid Deicing Equipment	\$150,000
3. Non-Urea Deicing Fluid	\$300,000
4. Glycol Disposal	\$ cost unknown

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Development  
CAPITAL BUDGET / BUSINESS DEVELOPMENT / PERSONNEL REQUEST  
FY 2011-2012**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	70	0	0	Airfield Improvement Program	\$ 3,266,300

Airfield Improvement Program year 2 / Planning, Preliminary Engineering, & T/W Design Phase

Year #2 of the Airfield Improvement Program includes planning, preliminary engineering, and T/W design tasks. Work items would include survey, geo=technical testing and design work for the site work package and taxiway design and constuction bid packages.

As shown on the current CIP, this project is proposed to be funded with \$2,700,000 of AIP discretionary funding, \$300,000 State funding, and the remaining balance of \$266,300 would be funded with Authority funds.

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

**TITLE:**

**HIRE DATE:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Development  
CAPITAL BUDGET / BUSINESS DEVELOPMENT / PERSONNEL REQUEST  
FY 2011-2012**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

<b>Fund</b>	<b>Acct.</b>	<b>Sec.</b>	<b>C.C.</b>	<b>Source</b>	<b>Description</b>	<b>Amount</b>
ARA	0	70	0	0	New ARFF Facility	\$ 4,000,000

**New Aircraft Rescue and Fire Fighting (ARFF) Facility - Design and Construction**

The current ARFF facility is old and antiquated. The building does not meet the needs of the Authority's mission nor does it meet the needs of staff. Work items would include design, site work, and construction of a new ARFF Facility.

As shown on the current CIP, this project is proposed to be funded with \$2,200,000 of AIP entitlement funding, \$1,200,000 of PFC funding, and the remaining balance of \$600,000 would be funded with Authority funds.

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

**TITLE:**

**HIRE DATE:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Development  
CAPITAL BUDGET / BUSINESS DEVELOPMENT / PERSONNEL REQUEST  
FY 2011-2012**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

<b>Fund</b>	<b>Acct.</b>	<b>Sec.</b>	<b>C.C.</b>	<b>Source</b>	<b>Description</b>	<b>Amount</b>
ARA	0	70	0	0	B Gates Renovation	\$ 250,000

**B-Gates Terminal Renovation**

With the completion of the new A gate area, the Old B-Gates is looking its age. Minor renovation to bring the look of this gate area in par with the new gate 1-3 area. The renovation will include new flooring, new column materials and new paint.

As shown on the current CIP, this project is proposed to be funded with \$250,000 of Authority funds.

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

**TITLE:**

**HIRE DATE:**



**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Development  
CAPITAL BUDGET / BUSINESS DEVELOPMENT / PERSONNEL REQUEST  
FY 2011-2012**

**JUSTIFICATION SCHEDULE**

_____	Capital Improvement		
_____	Equipment and Small Capital Outlay	Fund	ARA
X _____	Renewal and Replacement	Department Number	70
_____	Business Development	Cost Center	0
_____	Personnel Request	Source	0

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	70	0	0	Airport Master Plan	\$ 750,000

**Airport Master Plan - Conduct New Study**

It is necessary for the airport to maintain a current and up to date Airport Master Plan not only to identify the future development needs of the airport, but also in order for those projects to remain eligible for future federal funding. The most recent Airport Master Plan was completed in 2001. Airport Master Plans are typically updated approximately every 10 years, making the 2001 document now obsolete. Given current development plans over the next 5-10 year period, the conduct of a new Airport Master Plan is necessary.

As shown on the current CIP, this project is proposed to be funded with \$712,500 of AIP funds, and \$37,500 of Airport Authority PFC funds.

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

**TITLE:**

**HIRE DATE:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Operations**  
**CAPITAL BUDGET / BUSINESS DEVELOPMENT / PERSONNEL REQUEST**  
**FY 2011-2012**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	40	0	0	Boom Arm Mower	\$ 165,000

Airport Maintenance is requesting to purchase Boom Arm Mower in order to maintain steep banks, roadways, fence lines, FAA ILS Approach Zone, etc. This equipment is being requested to greatly reduce the costly removal of trees and bushes on our property.

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

**TITLE:**

**HIRE DATE:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Operations**  
**CAPITAL BUDGET / BUSINESS DEVELOPMENT / PERSONNEL REQUEST**  
**FY 2011-2012**

**JUSTIFICATION SCHEDULE**

<u>      </u>	Capital Improvement		ARA
<u>  x  </u>	Equipment and Small Capital Outlay	Fund	
<u>      </u>	Renewal and Replacement	Department Number	40
<u>      </u>	Business Development/Agreement Obligations	Cost Center	0
<u>      </u>	Personnel Request	Source	0

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	40	0	0	Snow Blower for Ventrac	\$ 5,500

This attachment is requested to aid in blowing snow that piles in areas close to sidewalks. This equipment will aid in reducing chemical use due to melting and refreezing cycles.

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

**TITLE:**

**HIRE DATE:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Information Technology  
CAPITAL BUDGET / BUSINESS DEVELOPMENT/ PERSONNEL REQUEST  
FY 2011-2012**

**JUSTIFICATION SCHEDULE**

	Capital Improvement			
x	Equipment and Small Capital Outlay	Fund		ARA
	Renewal and Replacement	Department Number		20
	Business Development/Agreement Obligations	Cost Center		0
	Personnel Request	Source		0

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	20	0	0	STS: AirIT EASE system spares	\$ 15,000

An additional AirIT EASE workstation will be the 2nd spare in inventory to support 9 fully operational workstations. The 1-year manufacture warranty will expire on computer equipment (excluding the Map printer) in late 2011. Having this additional workstation and components available and ready will mean less down time for airlines at the Gate(s) or Ticket counter(s). Additionally, a single spare Cisco switch will be the first switch in inventory. Switches connect all AirIT workstations back to the AirIT Server, required for the AirIT system to function.

1 workstation - \$10,000  
- 1 laser printer  
- 1 epon  
- 1 barcode reader  
- 1 epm  
- 1 map printer  
Cisco switches for backbone + fiber GBICs - \$5000

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

**TITLE:**

**HIRE DATE:**



**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Development  
CAPITAL BUDGET / BUSINESS DEVELOPMENT / PERSONNEL REQUEST  
FY 2011-2012**

**JUSTIFICATION SCHEDULE**

	Capital Improvement			
X	Equipment and Small Capital Outlay	Fund		ARA
	Renewal and Replacement	Department Number		70
	Business Development	Cost Center		0
	Personnel Request	Source		0

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	70	0	0	Plans File Cabinets	\$ 15,000

**Plans & File Cabinets - Purchase**

Presently, ARAA has many dozens of sets of plans from past and present projects which are stored improperly and are difficult to categorize, index, and ultimately locate when needed. Current future development plans will result in many additional sets of plans to permanently store as well. The improper long term storage of these documents also leads to their premature deterioration.

The purchase of purpose built flat drawer plan cabinets will permit all of the numerous plans presently stored improperly and in an uncategorized manner to be filed in oversized flat file drawers that will ensure their long term preservation, and ease of locating and future use. This item may include the purchase of several standard sized file cabinets and shelving units to further organize and store other project supporting documentation.

This project is proposed to be funded with \$15,000.00 of Authority funds.

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

**TITLE:**

**HIRE DATE:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Operations**  
**CAPITAL BUDGET / BUSINESS DEVELOPMENT / PERSONNEL REQUEST**  
**FY 2011-2012**

**JUSTIFICATION SCHEDULE**

Capital Improvement				
Equipment and Small Capital Outlay			Fund	ARA
X Renewal and Replacement			Department Number	40
Business Development/Agreement Obligations			Cost Center	0
Personnel Request			Source	0

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	40	0	0	Vehicle Replacements	\$ 96,607

Airport Maintenance is requesting to replace Units #4, 28, 29, and 32 that are scheduled for replacement this year. Unit 4 & 28 were deferred from last year. This request includes replacement of the 2005 Freestar Van, (Unit #4) that is used for Marketing and local transportation, replacement of a 2005 Expedition Command Vehicle (Unit #28) used primarily in police patrols. Unit 28 is on a three (3) year replacement Schedule. Replacement of (Unit #29) Airport Operations Vehicle used for airfield inspections, and F-350, (Unit #32) used for landscaping and snow removal. This estimate includes trade-in for all vehicles. All vehicles are used as needed to support airfield operations during emergency events.

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

**TITLE:**

**HIRE DATE:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Operations**  
**CAPITAL BUDGET / BUSINESS DEVELOPMENT/ PERSONNEL REQUEST**  
**FY 2011-2012**

**JUSTIFICATION SCHEDULE**

_____	Equipment and Small Capital Outlay	Fund	ARA
_____	Capital Improvement	Department Number	40
_____ x	Renewal and Replacement	Cost Center	0
_____	Business Development	Source	0

**DESCRIPTION & JUSTIFICATION**

<b>Fund</b>	<b>Acct.</b>	<b>Sec.</b>	<b>C.C.</b>	<b>Source</b>	<b>Description</b>	<b>Amount</b>
ARA	0	40	0	0	LED Retrofit	\$ 23,375

Retrofit Canopy Metal Halide (MH) Fixtures (175W) with (LED) Lights (28W) Emitting Diode lighting. This should increase the life of the lighting from 15,000 hours to 50,000 hours. The return on investment is 6.6 years excluding labor to install. At .07 cents per kw the cost will be 691.67 per year. The current cost in energy is about \$4,247.69 per year, or \$71,120.40 over a 20 year period. Additional savings will be obtained in labor , bulb replacement, and light cover replacement.

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

**TITLE:**

**HIRE DATE:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Marketing & Public Relations  
CAPITAL BUDGET / BUSINESS DEVELOPMENT/ PERSONNEL REQUEST  
FY 2011-2012**

**JUSTIFICATION SCHEDULE**

_____	Capital Improvement	Fund	ARA
_____	Equipment and Small Capital Outlay	Department Number	30
_____ x _____	Renewal and Replacement	Cost Center	0
_____	Business Development/Agreement Obligations	Source	0
_____	Personnel Request		

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	30	0	0	Upgrade Billboard to Digital	\$100,000

**Repurpose steel sign frame into large, digital billboard. Located beside I-26 entrance ramp near North side of airport.**

Majority of price is for the 2-sided LCD digital screen - which must be custom made for the space.

**The benefit of a board on our property is as follows:**

- Control of changing messages - real-time deals, events, announcement of new services
- Great location - excellent traffic
- Consistent communication / marketing on airport campus
- We may be able to sell advertising & turn into a revenue stream, as well (limited)
- Public will begin to look at this location for fare specials, etc.
- Will continue to reinforce the brand that we are "the easy way out" - with competitive fares

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

**TITLE:**

**HIRE DATE:**



**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Public Safety**  
**CAPITAL BUDGET / BUSINESS DEVELOPMENT / PERSONNEL REQUEST**  
**FY 2011-2012**

**JUSTIFICATION SCHEDULE**

_____	Capital Improvement			
_____	Equipment and Small Capital Outlay		Fund	ARA
X _____	Renewal and Replacement		Department Number	50
_____	Business Development/Agreement Obligations		Cost Center	0
_____	Personnel Request		Source	0

**DESCRIPTION & JUSTIFICATION**

<b>Fund</b>	<b>Acct.</b>	<b>Sec.</b>	<b>C.C.</b>	<b>Source</b>	<b>Description</b>	<b>Amount</b>
ARA	0	50	0	0	External Body Armor	\$ 22,800

US Department of Justice and manufacturers standard practice requires personal body armor to be replaced every five (5) years. This is due to the breakdown of Kevlar when exposed to perspiration. Body armor was last purchased by AVL in November 2006.

Due to the duality of our job requirements, we are recommending the external carrier type of body armor. This will allow for the rapid removal of body armor prior to donning fire fighting personal protective equipment (turn out gear). We are specifying the addition of an internal carrier with the bid to allow for deployment with dress style uniforms. The Kevlar panels shall be compatible with both carriers.

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

**TITLE:**

**HIRE DATE:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Information Technology  
CAPITAL BUDGET / BUSINESS DEVELOPMENT / PERSONNEL REQUEST  
FY 2011-2012**

**JUSTIFICATION SCHEDULE**

_____	Capital Improvement			
_____	Equipment and Small Capital Outlay	Fund		ARA
<u>  x  </u>	Renewal and Replacement	Department Number		20
_____	Business Development/Agreement Obligations	Cost Center		0
_____	Personnel Request	Source		0

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	20	0	0	Network Switch Hardware	\$ 55,000

Our current network switch hardware is entering its 5th year of operation. Additionally, as the network grows and higher bandwidth utilization occurs for both voice and data, gigabit switching will need to replace the current 100 megabit switching. In addition, IT will need an effective way to manage bandwidth so that services, both in data and voice, will continue to function with QoS (Quality of Service) for all tenants, guests, and airport authority employees.

Network overhaul & refresh - Replace existing non-GB switches with GB switches, add bandwidth appliance to manage bandwidth for IPTV, EASE Shared Use bandwidth, Internet for Authority, Tenants, and Complimentary Passenger Wi-fi.

1. 5 Switches are 100 MB, Replace with 1000 MB (1 GB) (\$15,000)
3. Core 7900 series switch/routers (\$20,000)
4. Bandwidth monitor appliance (\$20,000)

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

**TITLE:**

**HIRE DATE:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Information Technology  
CAPITAL BUDGET / BUSINESS DEVELOPMENT / PERSONNEL REQUEST  
FY 2011-2012**

**JUSTIFICATION SCHEDULE**

_____	Capital Improvement				
_____	Equipment and Small Capital Outlay			Fund	ARA
x	Renewal and Replacement			Department Number	20
_____	Business Development/Agreement Obligations			Cost Center	0
_____	Personnel Request			Source	0

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	20	0	0	Replace Mobile Data Terminals	\$ 19,000

Existing Mobile Data Terminals (MDT's) were purchased with "cash asset forfeiture" monies and placed into service in 2005. They consisted of three (3) Motorola ML900's with mobile docking stations and married into Motorola VRM850 FM two way (800 mhz) modems. These MDT's and modems are compatible and communicate with the NC SHP's radio network.

We are requesting replacements for the MDT "laptops" along with compatible mobile docking stations. So, here's our breakdown;

Three (3) ruggedized laptops, similar (if not same) to the one you are purchasing for me for fleet management interoperability.  
Three (3) mobile docking stations.

Four (4) desk top docking stations (does not require COM ports integration, standard Dell port replicators only). This will allow for the following – (1) for the Comm Center, (1) for the First Aid room, (1) for the back of the Command Vehicle, and (1) for the Special Ops trailer.

We are recommending that the existing MDT's be recycled as laptop workstations for our ARFF Data Base (preplans) and National Incident Management System (NIMS) reporting. Neither of these work applications require modem connections and all are to be reinstalled into our ARFF Trucks (with existing docking stations).

DPS: Mobile MDT docking stations (4 qty) 2,000.00 DPS: Mobile MDT mobile docking stations (3 qty) 4,000.00 DPS:  
Mobile MDTs (3 qty) 13,000.00

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

**TITLE:**

**HIRE DATE:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Information Technology  
CAPITAL BUDGET / BUSINESS DEVELOPMENT/ PERSONNEL REQUEST  
FY 2011-2012**

**JUSTIFICATION SCHEDULE**

_____	Capital Improvement		
_____	Equipment and Small Capital Outlay	Fund	ARA
x _____	Renewal and Replacement	Department Number	20
_____	Business Development/Agreement Obligations	Cost Center	0
_____	Personnel Request	Source	0

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	20	0	0	iPads for Authority Board	\$ 7,600

The Apple iPad will replace aging laptops (5th year). Laptops will require new batteries and have an average life of 3 hours compared with 9-10 hours for each iPad. No mice needed with iPads, saving costs of replacement batteries as well. Staff time to transfer from USB chip to laptop will be saved as iPads can download via wireless almost instantly. Additional benefits include moving to a touch screen with instant zoom, instant on (no booting, saving time), and easy navigation between documents.

\* 10 iPad 16GB Wi-Fi = \$4990  
 \* 10 iPad Holders = \$600  
 \* 10 iPad Business Apps = \$600  
 \* 10 2nd Year Warranty = \$990  
 \* 10 Power Supply = \$420

Laptops cost:  
 10 bateries: \$1500  
 10 1-year Warranties: \$1500  
 10 mice + annual batteries = \$400

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

**TITLE:**

**HIRE DATE:**



**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ESTIMATED CASH BALANCE**  
**As of June 30, 2012**

	<b>Amount</b>
<b>Estimated Cash Balance as of June 30, 2011</b>	<b>\$ 8,957,022</b>
Plus: Net Operating & Investment Revenues	909,863
Less Other Costs:	
Business Development Costs	(300,000)
Contingency	(100,000)
Debt Service	(626,823)
	(1,026,823)
Plus Non-Operating Revenues:	
Passenger Facility Charges	1,395,000
Customer Facility Charges	900,000
	2,295,000
Plus Capital Contributions:	
Federal Grants - AIP Entitlements	2,912,500
Federal Grants - AIP Discretionary Funds	2,700,000
NC DOT Grants	300,000
	5,912,500
Less Capital Costs:	
Capital Improvements	(8,266,300)
Equipment and Small Capital Outlay Fund	(200,500)
Renewal and Replacements	(324,382)
Carryover projects from FY2011	-
	(8,791,182)
<b>Estimated Cash Balance at June 30, 2012</b>	<b>8,256,380</b>
<b>Estimated Restricted Cash at June 30, 2012</b>	<b>160,000</b>
<b><u>Reserves:</u></b>	
<b>Operations &amp; Maintenance Reserve (6 Months)</b>	<b>3,553,272</b>
<b>Emergency Repair Reserve</b>	<b>650,000</b>
<b>Estimated Unrestricted Undesignated Cash at June 30, 2012</b>	<b>\$ 3,893,108</b>

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
SUPPLEMENTAL FEES AND CHARGES  
FY 2011/2012 ANNUAL BUDGET**

	FY 2011/2012 Proposed Fees		FY 2010/2011 Current Fees	
	Cost	Per	Cost	Per
<b>Maintenance</b>				
Scissor Lift	\$ 100.00	day	\$ 100.00	use
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	\$ 100.00	use
Fork-lift	\$ 100.00	use	\$ 100.00	use
Tenant Sweeper	\$ 125.00	hour	\$ 100.00	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	\$ 75.00	use
Cores	\$ 40.00	each	\$ 30.00	each
Keys	\$ 12.00	each	\$ 5.00	each
Maintenance Labor Rate 1/	\$ 45.00	hour	\$ 40.00	hour
<b>Large Dump Truck</b>	\$ 200.00	<b>hour</b>		
<b>Small Sweeper</b>	\$ 200.00	<b>hour</b>		
<b>Large Sweeper</b>	\$ 300.00	<b>hour</b>		
<b>Pressure Washer</b>	\$ 125.00	<b>hour</b>		
<b>Department of Public Safety</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>Information Technology (IT) Department</b>				
<b>IT Labor Rate - Non-Network 1/</b>	\$ 40.00	<b>hour</b>		
<b>IT Labor Rate - Network Related 1/</b>	\$ 60.00	<b>hour</b>		

1/ One Hour Minimum, Minimum of 3 hours charged after regular business hours.

	FY 2011/2012 Proposed Fees		FY 2010/2011 Current Fees	
	Cost	Per	Cost	Per
<b>Identification Badge Fees and Charges</b>				
<b>Initial Badge Issuance</b>				
SIDA Badge (1)	\$ 52.00		\$ 52.00	
Non-SIDA Badge (2)	\$ 20.00		\$ 20.00	
<b>Renewal of Badge</b>				
SIDA Badge (2)	\$ 20.00		\$ 20.00	
Non-SIDA Badge (2)	\$ 20.00		\$ 20.00	
<b>Lost Badge Replacement</b>				
SIDA Badge (3)	\$ 30.00		\$ 30.00	
Non-SIDA Badge (3)	\$ 30.00		\$ 30.00	

<b>Identification Badge Fees and Charges</b>	<b>FY 2011/2012 Proposed Fees</b>		<b>FY 2010/2011 Current Fees</b>	
	<b>Cost</b>	<b>Per</b>	<b>Cost</b>	<b>Per</b>
<b>Other Fees</b>				
Finger Print Background Check Only	\$ 42.00		\$ 42.00	
Finger Print Background Check Only	\$ 10.00		\$ 10.00	

**Notes:**

1. Includes \$32.00 finger print background check, \$10.00 processing fee, and a \$10.00 media fee.
2. Includes \$10.00 processing fee and a \$10 Media Fee.
3. Includes \$10.00 processing fee, \$10 Media Fee, and a \$10.00 penalty fee.

<b>Parking</b>	<b>FY 2011/2012 Proposed Fees</b>		<b>FY 2010/2011 Current Fees</b>	
	<b>Cost</b>	<b>Per</b>	<b>Cost</b>	<b>Per</b>
Long term	\$ 1.50	0 - 1 hour	\$ 1.00	0 - 1 hour
	\$ 1.50	each add'l hour	\$ 1.00	each add'l hour
	\$ 8.00	day	\$ 7.00	day
	\$ 48.00	week		
Short term	\$ 1.00	1/2 hour	\$ -	0 - 20 mins
			\$ 1.50	20 - 40 mins
			\$ 2.00	40 - 60 mins
			\$ 2.75	60 - 80 mins
			\$ 0.50	add every 20 mins
	\$ 12.50	day	\$ 12.00	day
Employee Parking Rate	\$ 50 / \$45	new/renewal	\$ 40.00	annual
Commuter Parking Rate	\$ 265 / \$250	new/renewal	\$ 240.00	annual
Fines	up to \$1,000	day	up to \$1,000	day
<b>Ground Transportation</b>				
Airport Ground Transportation Permit	\$ 175.00	annual	\$ 150.00	annual
Off-Airport Rental Car Fee	7.50%	of gross revenue	7.50%	of gross revenue