



AGENDA

Greater Asheville Regional Airport Authority Regular Meeting
Friday, March 8, 2013, 8:30 a.m.
Conference Room at Administrative Offices

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

- I. CALL TO ORDER.
- II. WELCOME OF NEW BOARD MEMBER – K. RAY BAILEY
- III. PRESENTATIONS:
 - A. Standard Parking Corporation – Pamela Brown ([document](#))
 - B. Proposed FY 2013/2014 Budget Presentation ([document](#))
- IV. FINANCIAL REPORT ([document](#))
- V. CONSENT ITEMS:
 - A. Approval of the Greater Asheville Regional Airport Authority February 15, 2013 Regular Meeting Minutes ([document](#))
 - B. Approval of the Greater Asheville Regional Airport Authority February 19, 2013 Special Meeting Minutes ([document](#))
- VI. OLD BUSINESS: None
- VII. NEW BUSINESS:
 - A. Approval of Amendment No. 1 to the Rental Car Concession Agreement and Lease ([document](#))



- B. Approval of Lease Agreement for Commercial Development ([document](#))

VIII. DIRECTOR'S REPORT:

- A. Update to Federal Sequestration
B. Update to Master Plan
C. Fill Work in Area 3

IX. INFORMATION SECTION:

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

- A. January 2013 Traffic Report ([document](#))
B. January 2013 Monthly Financial Report ([document](#))
C. March 2013 Development/Project Status Report ([document](#))
D. Potential Board Items for the Next Regular Meeting:
 - Preliminary FY13/14 Budget
 - Approval of Scope of Services with Avcon, Inc.
 - Approval of Scope of Services with Michael Baker Corporation

X. AUTHORITY MEMBERS' REPORTS.

XI. PUBLIC AND TENANTS' COMMENTS.

XII. CALL FOR NEXT MEETING.

XIII. CLOSED SESSION:

Pursuant to Subsections 143-318.11 (a) (3), (4), and (6) of the General Statutes of North Carolina to Consult with Legal Counsel in Order to Preserve the Attorney Client Privilege, to Discuss Matters Relating to the Location and/or Expansion of Industries or Other Businesses in the Area Served by the Authority, Including Agreement on a Tentative List of Economic Development Incentives that may be Offered by the Authority in Negotiations, and to Consider Personnel Matters.



XIV. ADJOURNMENT.

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



Standard Parking[®]

Superior People. Superior Performance.

78 Airport Operations
\$1.2 Billion Annual Airport Revenues
66 Million Annual Airport Transactions



Urban Parking Since 1929



Airports Since 1951

Over 4,000 Locations
NASDAQ (STAN)



AVL Management Team



Pam Brown – VP, Airport Development - 18 Years



Bob Leach – AVL Manager



Mike Smith – Regional Mgr, South Airports - 15 Years



Bob Reiser – SVP, Airport Operations - 27 Years



Steve Witte – Director of Accounting - 17 Years



Over 100 Years Combined Experience



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Superior People. Superior Performance.



Airport Parking Highlights

- ◆ 73 Airport Parking Operations
- ◆ Almost 500,000 Parking Spaces
- ◆ 66 Million Airport Parking Transactions
- ◆ \$1.2 Billion in Airport Parking Revenue
- ◆ 4,000+ Airport Parking Employees
- ◆ Operations at 7 of the Top 10 US Hub Airports

*Standard Parking / Central Parking
Merger Completed October 2012*



Standard Parking®

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AVL 2012 Statistics

- ◆ 1,176 Parking Spaces
 - 1,006 Long Term
 - 170 Short Term
- ◆ 156,488 Paid Exits
- ◆ \$2.5 Million in Gross Revenue

Every Location Is Unique



Standard Parking[®]

Superior People. Superior Performance.



Organizational Structure & Support

Specialized Support for On-site Management

- ◆ Dedicated Airport Support Group

- Accounting
- Operations
- Marketing

- ◆ Corporate Support Office

- Corporate Audit Team – Sarbanes-Oxley Compliance
- HR & IT Specialists
- Safety, Training, Customer Service
- Legal & Environmental Compliance
- Procurement



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Industry Trends

- ◆ Increased Automation
- ◆ Evolving PCI Compliance Requirements
- ◆ Competition from Off-Airport Parking Sources
- ◆ Advance Parking Reservation Systems

The screenshot shows the Simple Airport Parking website interface. It features a search bar, a map of the Fort Lauderdale/Hollywood International (FLL) area with several parking locations marked, and a list of parking options. The top three airports listed are Miami (MIA), Fort Lauderdale (FLL), and Tampa (TPA). The main listing for FLL includes a map and a table of parking options:

Sort By	Price	Company Name	Stars	Distance	Daily Rates
		Hilton Fort Lauderdale Airport	4.5	Distance from the Airport 1.5 miles	\$6.17
		Sheraton Fort Lauderdale Airport & Cruise Port Hotel	4.5	Distance from the Airport 1.6 miles	\$6.85
		Candlewood Suites Ft. Lauderdale Airport/Cruise	4.5	Distance from the Airport 1.5 miles	\$7.00

The screenshot shows the Airport Parking Reservations website interface. It features a search bar, a map of the Fort Lauderdale/Hollywood International (FLL) area, and a list of parking options. The main listing for FLL includes a map and a table of parking options:

Sort By	Price	Company Name	Stars	Distance	Daily Rates
		FLL Park Safe	4.5	Distance from the Airport 2 miles	\$6.99
		Park 'N Go	4.5	Distance from the Airport 2 miles	\$6.99
		Sheraton Fort Lauderdale Airport & Cruise Port Hotel	4.5	Distance from the Airport 2.5 miles	\$5.50
		Luxury Airport Parking	4.5	Distance from the Airport 1.8 miles	\$5.85
		Hilton Fort Lauderdale Airport	4.5	Distance from the Airport 2.8 miles	\$6.00
		Park 'N Fly	4.5	Distance from the Airport 2.8 miles	\$8.00

The screenshot shows the Cheap Airport Parking website interface. It features a search bar, a map of the Fort Lauderdale/Hollywood International (FLL) area, and a list of parking options. The main listing for FLL includes a map and a table of parking options:

Sort By	Price	Company Name	Stars	Distance	Daily Rates
		Sheraton Ft. Lauderdale Airport	4.5	Distance from the Airport 2.5 miles	\$5.50
		Hilton Ft. Lauderdale Airport	4.5	Distance from the Airport 2.8 miles	\$6.00
		FLL Park Safe	4.5	Distance from the Airport 2 miles	\$6.99
		Park 'N Go	4.5	Distance from the Airport 2 miles	\$6.99
		FLL Park Safe	4.5	Distance from the Airport 2 miles	\$6.99
		Park 'N Go	4.5	Distance from the Airport 2 miles	\$6.99
		Air and Sea Parking, Inc.	4.5	Distance from the Airport 2 miles	\$6.99
		FLL Park Safe	4.5	Distance from the Airport 2 miles	\$6.99
		Air and Sea Parking, Inc.	4.5	Distance from the Airport 2 miles	\$6.99



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What Sets Standard Parking Apart?



- ◆ Depth of Airport Experience



- ◆ Dedicated Airport Division



- ◆ Stable Leadership & Solid Corporate Support

- ◆ Sarbanes-Oxley Compliant Accounting



- ◆ Revenue Control Expertise



- ◆ Customer Service & Training



- ◆ Unique Airport Parking Marketing Programs



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Thank You



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Management & Operations Support



- ◆ Revenue Collection & Audit Procedures
- ◆ PCI Standards
- ◆ Customer Service Initiatives
- ◆ Customer Loyalty Programs
- ◆ Marketing & Promotional Activities
- ◆ Cost Saving Initiatives
- ◆ Online Parking Reservation System
- ◆ Standard Operating Procedures
- ◆ Employee Motivation & Training Program



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Revenue Collection & Audit Procedures

- ◆ Multi-Layered Accounting/Audit Procedures
- ◆ Dedicated Airport Accounting Group
- ◆ Experience Operating & Auditing Revenue Control Systems
- ◆ National Audit Team
- ◆ Mystery Shopper Program
- ◆ Segregation of Duties



*Every Transaction is Audited
Every Ticket is Accounted For*



Revenue Collection & Audit Procedures

Financial Reporting

- ◆ In-Depth Experience with Amano Systems
- ◆ Customized Client Reporting
- ◆ AS 400 System Integrates
 - Payroll, Revenue, A/P, Contract Management
 - Client Reporting
 - Monthly A/R – Robust Employee Online Payment System
- ◆ Standard Parking's Client View™ System



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Client View[™] Reporting System

Electronic Availability of Parking Facility Reports



- Statement of Revenues and Expenses
- Labor Analysis Report
- Revenue Summary Report
- General Journal Report
- Customized Reports



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Client View™ Reporting System

ClientView - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address <https://clientview.standardparking.com/cv/html/12345/index.html>

Standard Parking Client View™ Financial Reporting System

2020 Marvin Gardens
Statement of Revenue & Expense
December 2003

Home
Charts
Financial Periods

- + December 2003
- + November 2003
- + October 2003
- + September 2003
- + August 2003
- + July 2003
- + June 2003
- + May 2003
- + April 2003
- + March 2003
- + February 2003

	CURRENT MONTH				YEAR-TO-DATE			ANNUAL BUDGET Total
	Actual	Budget	Variance		Actual	Budget	Variance	
REVENUES								
				Monthly Parking	690,012.50	697,848.00	(7,835.50)	697,848.00
				Transient Parking	45,439.50	33,192.00	12,247.50	33,192.00
				Coupon Revenue	85,530.00	78,372.00	7,158.00	78,372.00
				Building Monthly Parking	14,935.00	.00	14,935.00	.00
				Vendor Monthly Parking	8,320.00	.00	8,320.00	.00
				Key Deposits	2,580.00	.00	2,580.00	.00
				Special Event	632.00	.00	632.00	.00
				Cash Over/Short	(.10)	.00	(.10)	.00
	72,234.00	67,451.00	4,783.00	Total Gross Revenue	847,448.90	809,412.00	38,036.90	809,412.00
	(5,780.81)	(6,132.00)	351.19	Sales Tax (Parking)	(75,106.63)	(73,583.00)	(1,523.63)	(73,583.00)
	66,453.19	61,319.00	5,134.19	Total Revenue	772,342.27	735,829.00	36,513.27	735,829.00
OPERATING EXPENSES								
				Salaries & Wages	67,126.66	54,173.00	(12,953.66)	54,173.00
				Payroll Taxes & Burden	10,035.38	7,724.00	(2,311.38)	7,724.00
				Health, Welfare & Pension	8,407.61	5,928.00	(2,479.61)	5,928.00
				Worker's Compensation	8,605.69	6,556.00	(2,049.69)	6,556.00
	5,628.99	4,010.00	(1,618.99)					
	841.53	704.00	(137.53)					
	644.91	494.00	(150.91)					
	721.64	485.00	(236.64)					

Discussions | Subscribe... | Discussions not available on https://clientview.standardparking.com/

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Client View™ Annotation Feature

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Address <https://clientview.standardparking.com/cv/html/12345/index.html>

Standard Parking Client ViewSM Financial Reporting System

2020 Marvin Gardens
Statement of Revenue & Expense
December 2003

Home
Charts
Financial Periods
- December 2003
Client Statement
Revenue Summary
Labor Analysis
General Journal
PDF
Excel
+ November 2003
+ October 2003
+ September 2003
+ August 2003
+ July 2003
+ June 2003

	CURRENT MONTH				YEAR-TO-DATE			ANNUAL BUDGET Total
	Actual	Budget	Variance		Actual	Budget	Variance	
REVENUES								
+ Monthly Parking	58,712.00	58,154.00	558.00	690,012.50	697,848.00	(7,835.50)	697,848.00	
+ Transient Parking	3,343.50	2,766.00	577.50	45,439.50	33,192.00	12,247.50	33,192.00	
Notes: Monthly Actual reflects 12/4 adjustment. [fellis : 01/15/04]								
+ Coupon Revenue	6,984.00	6,531.00	453.00	85,530.00	78,372.00	7,158.00	78,372.00	
+ Building Monthly Parking	1,810.00	.00	1,810.00	14,935.00	.00	14,935.00	.00	
+ Vendor Monthly Parking	910.00	.00	910.00	8,320.00	.00	8,320.00	.00	
+ Key Deposits	110.00	.00	110.00	2,580.00	.00	2,580.00	.00	
+ Special Event	364.50	.00	364.50	632.00	.00	632.00	.00	
+ Cash Over/Short	.00	.00	.00	(.10)	.00	(.10)	.00	
Total Gross Revenue	72,234.00	67,451.00	4,783.00	847,448.90	809,412.00	38,036.90	809,412.00	
+ Sales Tax (Parking)	(5,780.81)	(6,132.00)	351.19	(75,106.63)	(73,583.00)	(1,523.63)	(73,583.00)	
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+ Health, Welfare & Pension	644.91	494.00	(150.91)	8,407.61	5,928.00	(2,479.61)	5,928.00	

Discussions not available on https://clientview.standardparking.com/

<https://clientview.standardparking.com/cv/viewStatement?l=12345&p=200312#>

PCI Data Security Standards

- ◆ Comprehensive Policy, Procedures and Monitoring Program
 - Meets All 12 Data Security Standards
 - Storage of Sensitive Cardholder Data
 - Cardholder Data Access
 - Firewall Protection
 - Implement & Maintain a Secure Network
- ◆ Dedicated, In-house PCI Compliance & Monitoring Experts
- ◆ Collaborate with PRCS Manufacturers to Achieve Compliance Across our Portfolio
- ◆ Ongoing Commitment to Compliance



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Customer Service Initiatives



- ◆ Training is Key
- ◆ SUNsational Service
 - Identify & Send Key Staff
 - Standard University Module
- ◆ Customer Assistance Services
 - Luggage Assistance, Jump Starts, Tire Inflation, Lock-outs & Locate Lost Vehicles
- ◆ Wayfinding Analysis & Recommendations



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Employee Training



- ◆ Three Keys to Customer Service



- ◆ Standard University
 - Web-Based Learning - Over 300 Modules
 - Individualized Development Plan for Each Employee / Position
 - Much More than Parking



- ◆ Creating Individual Career Paths for Each Employee



- ◆ Facility Manager Training Program



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Standard University™

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Welcome to Standard University! We have recently changed our look but you still have access to all the features you had previously. To learn more about navigating, check out the **Standard University Tour** in the **Course Spotlight** and the **Quick Links** section over to the right.

Your personal curriculum was developed for your job function to ensure you have all the tools necessary to properly execute the tasks associated with your position. To access your personal curriculum, scroll over the **My Content** tab located at the top of the screen, then click **My Professional Development**.

Some of our most popular classes are listed in the **Course Spotlight** section to the right, to register click the course name.

If you have any problems with this page, please email training@standardparking.com or call 312-274-2053.



Terre' King
Valet
UMB 928 Grand Valet
Garage
Kansas City, Missouri

Felicia Spencer
Driver
Cleveland Car Rental
Cleveland, Ohio

**United Center Parking
Staff**
for White Sox Parking
Chicago, Illinois

Cody Behrens
Maintenance Porter
Akron City Hospital
Akron, Ohio

Jorge Guaman
Cashier
One Nashville Place
Nashville, Tennessee

Ermias Zekarias
and Parking Staff
Longwood Avenue NE
Boston, MA



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What's New!

Updated Operational Standards Job Aid This document has all the new requirements plus tips on how to meet the requirements!

OPS Job Aid Compliance Reminder!
As of Oct 1, 2010 all employees who use an SP computer, have an SP company email address; have login access to the SP Network; process credit card transactions or have access to confidential informational assets - **must complete the Information Security Awareness course** found on StandardUniversity.com.

[Course Spotlight](#)

[Standard University Tour](#)

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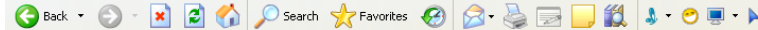


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Calendar of Classroom and Virtual Course Sessions - Microsoft Internet Explorer

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Calendar of Classroom and Virtual Course Sessions

Time Zone: US/Central

September 2010

Day Week Month

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
August 30	August 31	September 1	September 2	September 3	September 4	September 5
September 6	September 7	September 8	September 9 11:00 AM Internal 01:00 PM Safety O	September 10 11:00 AM Pay-On- 01:00 PM Pay-on-f	September 11	September 12
September 13	September 14	September 15	September 16	September 17 01:00 PM SRC Bud	September 18	September 19
September 20 01:00 PM Taleo Tr	September 21 11:00 AM Coupon 01:00 PM Workforc	September 22 11:00 AM Key Car 01:00 PM Email Et	September 23 11:00 AM Segregat 01:00 PM Workforc	September 24	September 25	September 26
September 27	September 28 11:00 AM Claims N 01:00 PM Calmind	September 29 11:00 AM Monthly	September 30 11:00 AM Ticket to 01:00 PM Valet an	October 1 11:00 AM Honor B 01:00 PM Proforma	October 2	October 3

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Online Parking Reservation System

ClickiPARK
Your Space Is Ready When You Are!

You currently have 0 items in your cart. [Shopping Cart](#)

EXCELLENT PARKING

AT GLOBAL AIRPORT

My Order

Parking Facility
MA-X Airport

Date and Vehicle
09/22/2011 1:00 AM -
10/05/2011 1:00 AM
Standard Auto

Select Parking

You currently have 0 items in your cart.

Select Parking

General Parking
Main Terminal

Details:
Terminal top parking, elevator access. This is a reservation fee only. You must pull a ticket and pay for your parking onsite upon exiting the parking facility.
Cost for 1 day:
\$0.00 + \$2.00 Reservation Fee

Parking for 8 days.
\$0.00 + \$16.00 reservation fee

Valet
Main Terminal

Details:
This is a reservation fee only. Payment for the duration of your parking will be upon exiting the parking facility.
Cost for 1 day:
\$0.00 + \$2.50 Reservation Fee

Parking for 9 days.
\$0.00 + \$22.50 reservation fee

Accessible

Map:

[Add to Cart](#)



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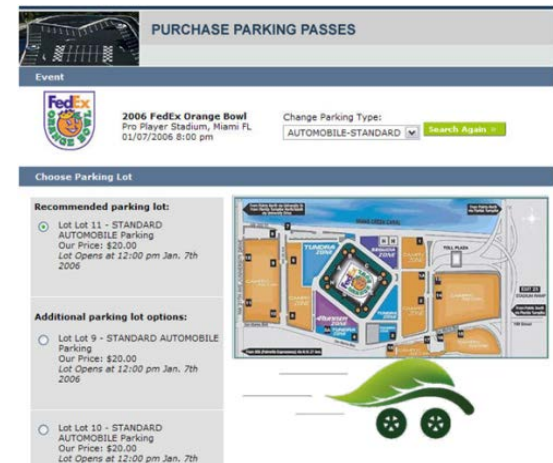
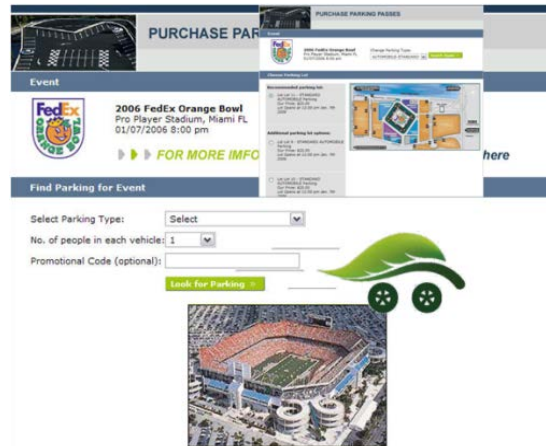
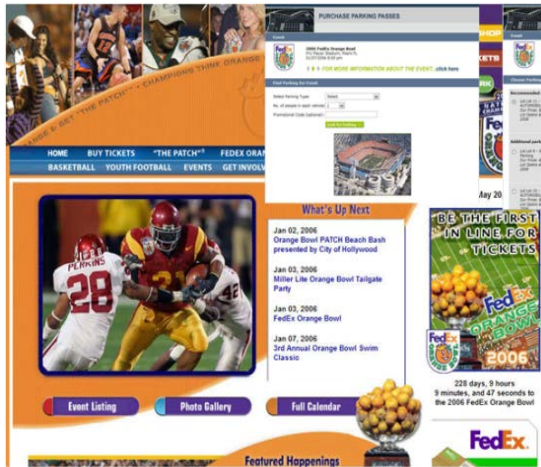
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Click and Park® and How It Works

Click and Park® is a transaction engine embedded within the Airport website

Customer arrives at Airport website to reserve parking.

Customer uses a step by step, secure process to select parking & the lot.



Click and Park® and How It Works

Order is confirmed and customer is prompted to receive customized driving directions.

An email is automatically sent including a receipt, map, driving directions...

...and parking permit.



Thanks for your order, Mike!

You can track the status of your parking passes in [My Orders](#).

Order #66

Shipping Address: Mike Witte 6344 SW 18th St Hollywood, FL 33023 US	Item(s) Ordered: 1 Lot Lot 11 - STANDARD AUTOMOBILE Parking Lot Opens at 12:00 pm Jan. 7th 2006 2006 FedEx Orange Bowl - Pro Player Stadium Miami, FL - 01/07/2006 8:00 pm	Price: \$20.00
Payment Method: visa Last 4 digits: 4242	Item(s) Subtotal: \$20.00 Shipping / Handling: \$1.00 Service Fee: \$4.00 Total Charges: \$25.00	
Billing Address: Mike Witte 6344 SW 18th St Hollywood, FL 33023 US		

Starting From: 6344 SW 18th St, Hollywood, FL 33023
Arriving At: 2006 FedEx Orange Bowl Lot Lot 11
Distance: 4.71 miles



Direction	Length
Depart Your Departure Address on SW 18th St (West)	0.11 miles
Turn LEFT (South) onto SW 64th Ave	1.10 miles
Turn RIGHT (West) onto SR-858 [Miramar Pky]	3.33 miles
Turn LEFT (South) onto SR-817 [S University Dr]	1.09 miles
Keep STRAIGHT onto SR-817 [NW 27th Ave]	1.81 miles
At Intersection, turn LEFT (East) onto SR-854 [NW 199th St] , then immediately turn LEFT (North) onto SR-817 [NW 27th Ave]	0.09 miles
Arrive Lot Lot 11	0.00 miles

clickPARK This is your parking permit



Your parking space is located at lot

Premium Level 4

Feb 5 – Feb 14

Sponsorship Branding Opportunity Space

Our team has designed, planned and managed parking and traffic management for most of the world's major special events, including the Olympics and Super Bowl.

With Click and Park you can purchase your parking today and a parking spot will be waiting for you in your designated lot when you arrive at the event, no matter when you arrive. It's like reserving your seat to the event itself!



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Click and Park® and How It Works



Excellent Parking at Global Airport
ePermit

B for barcode readers: fold this dotted line second

**EXCELLENT
PARKING**

Parking Permit

Economy Lot - Standard Auto

Enter September 22, 2011 01:00 EDT

Exit October 05, 2011 01:00 EDT

Lot Main Terminal

1 4 7 3 7 5 3 8

<small>Guest Name</small>	<small>Vehicle</small>	<small>Plate</small>
Michael Drow	Ford Explorer	ABC 12234 (IL)

A for barcode readers: fold this dotted line first

This is your parking permit. Please bring this entire page to parking lot.

If you are using a barcode reader: Fold on dotted line A first, dotted line B second, then insert ticket barcode-first into barcode reader.

ADDITIONAL INFORMATION

YOUR PARKING SPACE IS LOCATED AT

Main Terminal
Economy Lot -
Standard Auto

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1 4 7 3 7 5 3 8

POWERED BY

click and park

Your Space is Ready When You Are™



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FLL Parking Search Results

Searches for "Ft Lauderdale Airport Parking" with and without discount keywords generate significant pay per click ads and natural search results.

Google search results for "ft lauderdale airport parking". The search bar shows the query and the user's email address. The results page includes a map of the airport area and several search results. A red box highlights a paid search result for "FLL Airport Parking" from onestopparking.com. A blue box highlights an organic search result for "Ft Lauderdale (FLL) - Airport Parking Reservations.com". A yellow box highlights another organic search result for "Fort Lauderdale-Hollywood International Airport".

Google search results for "ft lauderdale discount airport parking". The search bar shows the query and the user's email address. The results page includes a map of the airport area and several search results. A red box highlights a paid search result for "40-70% Off Airport Parking - GlobalAirportParking.com". A blue box highlights an organic search result for "Fort Lauderdale Airport Parking, FLL Parking, Cruise Parking". A yellow box highlights another organic search result for "Park 'N Fly FLL - \$7.99 - PNFNetwork.com".

Red: Competitor Paid Search Results
Blue: Competitor Organic Search
Yellow: FLL Organic Search Results



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FLL Airport Parking Search Results

Visitors to airports are increasingly searching for reduced rates parking options and discounts

Ad Group	Keyword	Local Monthly Searches
Airport Parking	airport parking in fort lauderdale	12100
Airport Parking	parking for fort lauderdale airport	12100
Airport Parking	ft lauderdale parking airport	9900
Airport Parking	parking for ft lauderdale airport	9900
Airport Parking	parking in ft lauderdale airport	9900
Airport Parking	fort lauderdale airport parking cost	1000
Cheap	cheap airport parking fort lauderdale	390
Cheap	cheap fort lauderdale airport parking	390
Cheap	cheap parking ft lauderdale airport	390
Economy	economy parking fort lauderdale airport	390
Economy	economy parking ft lauderdale airport	390
Economy	economy parking in fort lauderdale airport	390
Fll	parking at fll	4400
Fll	parking at fll airport	1900
Fll	fll long term parking	590
Fly	fort lauderdale park and fly	4400
Fly	ft lauderdale park and fly	4400
Fly	park and fly fort lauderdale airport	480
Fort Lauderdale Fl	airport parking in fort lauderdale fl	590

Ad Group	Keyword	Local Monthly Searches
Ft Lauderdale Fl	airport parking ft lauderdale fl	480
Long Term	fort lauderdale long term parking	2400
Long Term	ft lauderdale long term parking	2400
Long Term	long term parking fort lauderdale	2400
Long Term	fort lauderdale airport long term parking	1600
Long Term	long term parking at ft lauderdale airport	1600
Other keyword ideas	parking at fort lauderdale airport	12100
Other keyword ideas	airport parking ft lauderdale	9900
Other keyword ideas	parking at ft lauderdale airport	9900
Other keyword ideas	fort lauderdale airport parking prices	1000
Park And Ride	park and ride fort lauderdale	1000
Park And Ride	park and ride ft lauderdale	1000
Parking Fees	fort lauderdale airport parking fees	1000
Parking Fees	ft lauderdale airport parking fee	1000
Parking Fees	parking fees at fort lauderdale airport	1000
Parking Fees	parking fees at ft lauderdale airport	1000
Rates	ft lauderdale airport parking rates	1000
Rates	parking rates at fort lauderdale airport	1000
Rates	parking rates fort lauderdale airport	1000

Total Searches 126780





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Proposed 2013/2014 Budget
Greater Asheville Regional Airport Authority
March 8, 2013





Agenda


-  **General Statistics**


-  **Proposed FY 2013/2014 Operating Budget**

-  **Proposed FY 2013/2014 Capital Budget**

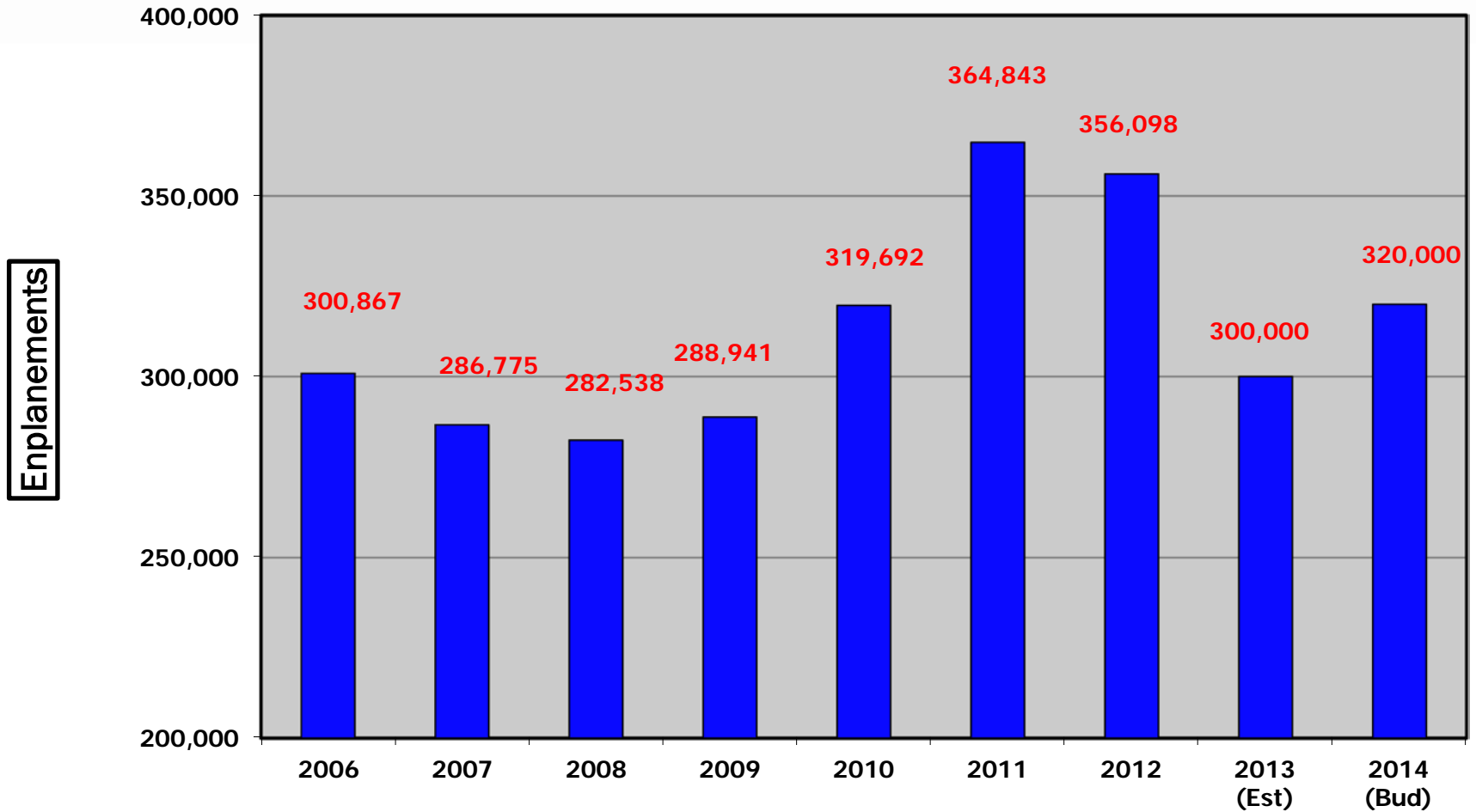
-  **Proposed FY 2013/2014 Reserve Funds**

-  **Proposed FY 2013/2014 Estimated Cash Balance**

-  **Proposed FY 2013/2014 Supplemental Fees**

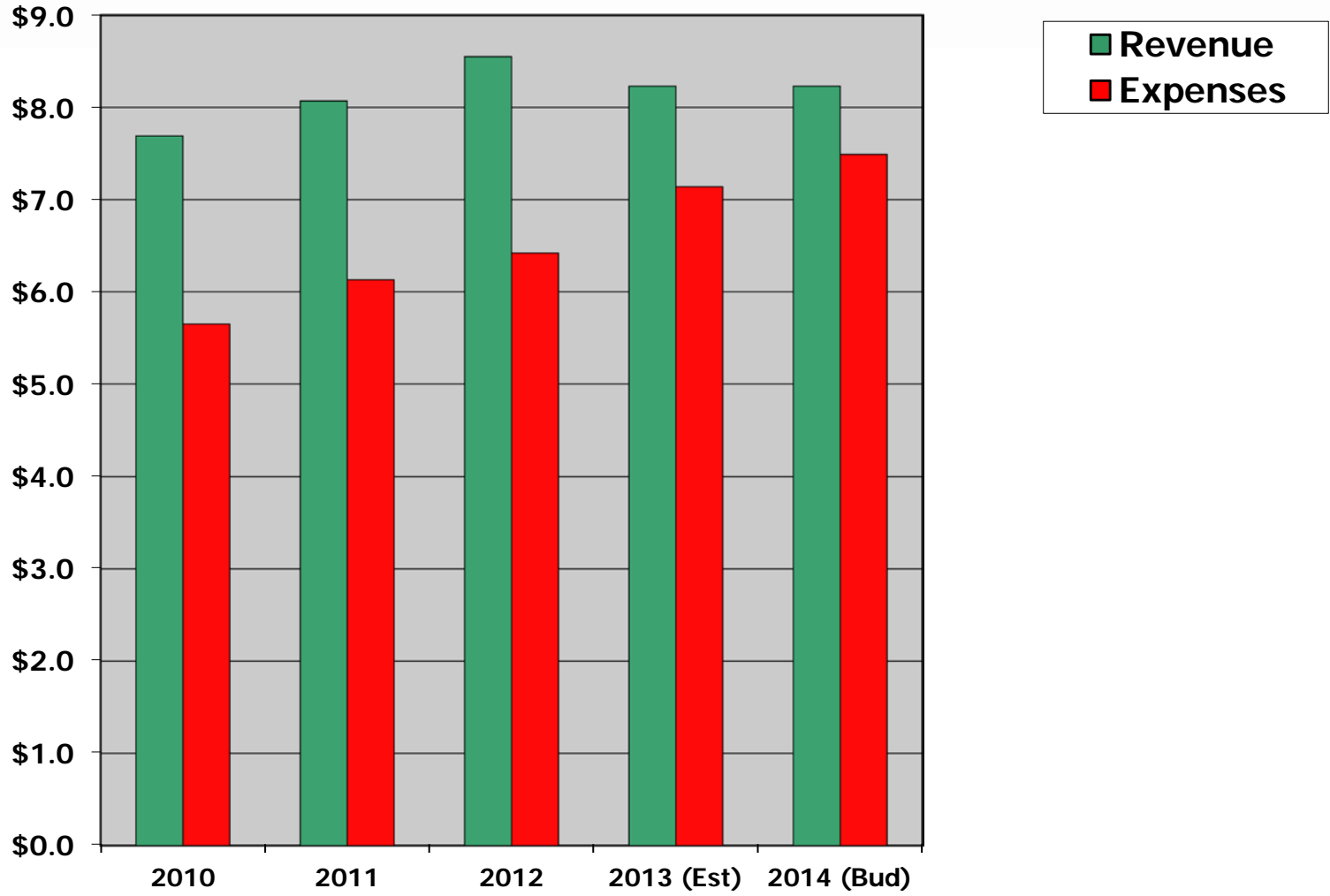
-  **Questions and Comments**

Passenger Traffic

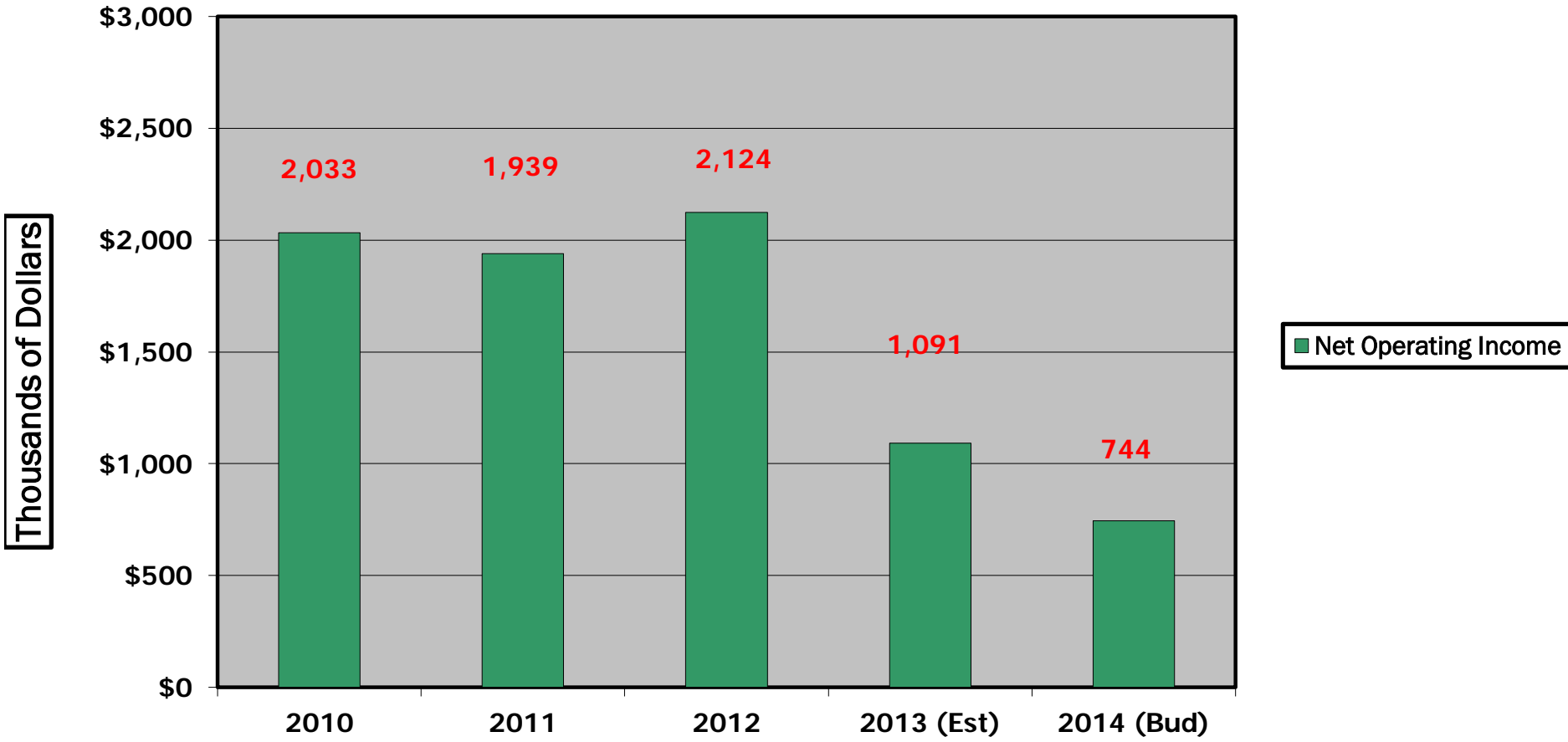


Operating Revenues/Expenses

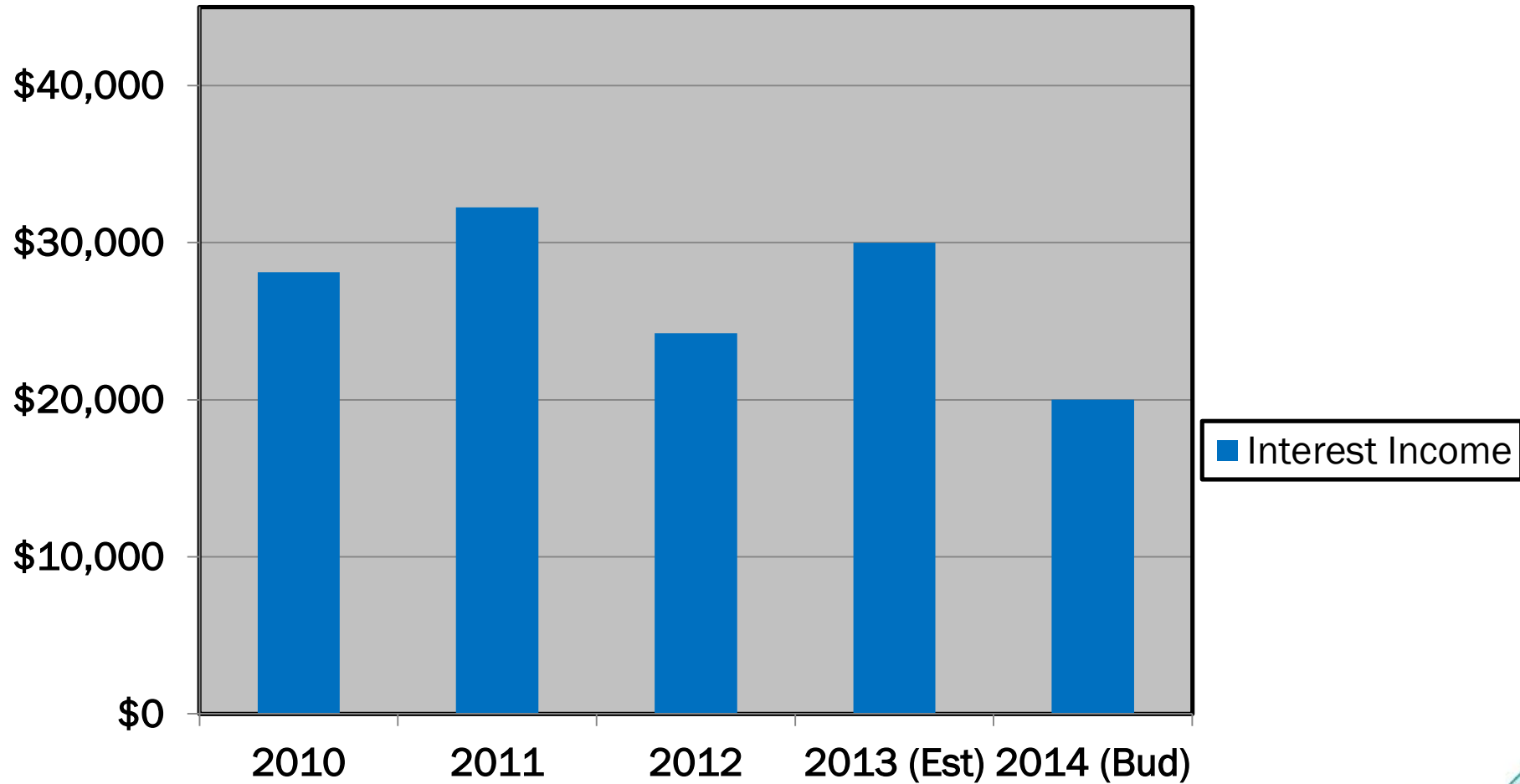
Millions of Dollars



Net Operating Income



Interest Income



Proposed Operating Budget

Basic Operating Budget Assumptions

OPERATING REVENUES:

- Passenger enplanements – 320,000
- Airline revenues decreased with:
 - Lower percentage of airfield cost being allocated to commercial airlines as commercial airline operations are declining and general aviation operations are increasing
 - Less office space rented by United
- Public Parking revenues decreased with lower estimated enplanements
- Advertising revenues increased with advertising being brought in-house for last five months of year

Basic Operating Budget Assumptions (cont'd)

OPERATING EXPENSES:

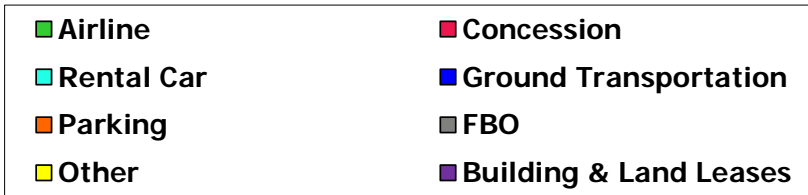
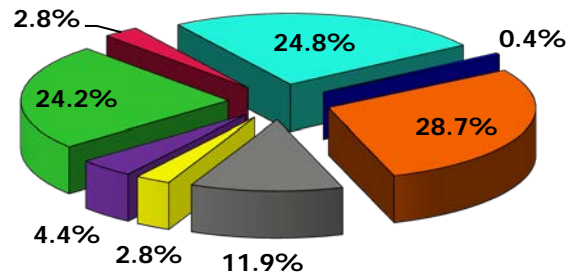
- Five FTE positions added
- Salary adjustment pool budgeted at 3%
- Lower de-icing chemical costs due to less snow projected
- Lower contracted costs with hire of Airport Systems Technician
- Lower maintenance costs with FY2012/2013 budget including one time maintenance cost

Proposed Operating Budget

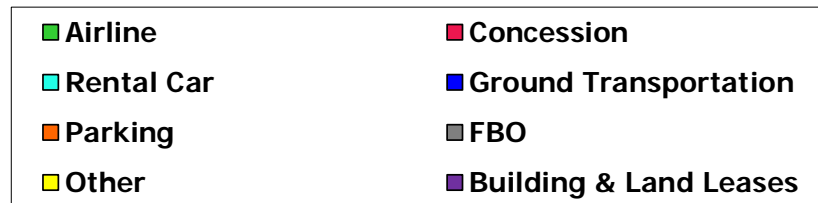
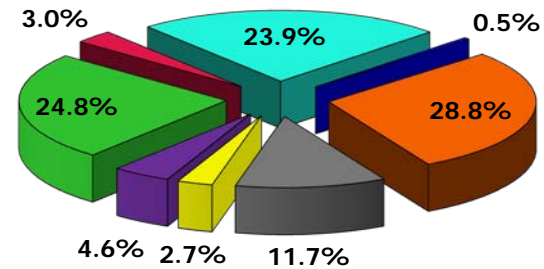
	Budget Amounts			Percent Change
	FY2012/2013	FY2013/2014	Difference	
<u>Revenues</u>				
Operating Revenues	\$ 8,265,501	\$ 8,229,414	\$ (36,086)	-0.4%
Investment Income	15,000	20,000	5,000	33.3%
Total Operating & Investment Revenues	8,280,501	8,249,414	(31,086)	-0.4%
<u>Expenses</u>				
Operating Expenses	7,335,328	7,485,744	150,416	2.1%
Total Operating Expenses	7,335,328	7,485,744	150,416	2.1%
Net Operating & Investment Income	\$ 945,173	\$ 763,670	\$ (181,502)	-19.2%

Sources of Operating Revenue

FY 2013 (Est)

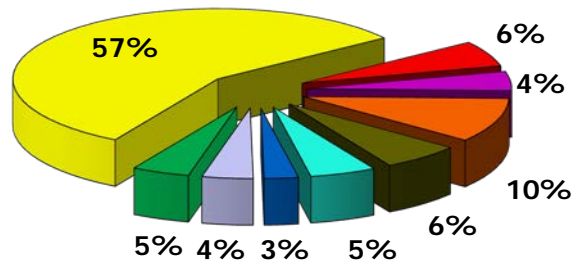


FY 2014 (Bud)

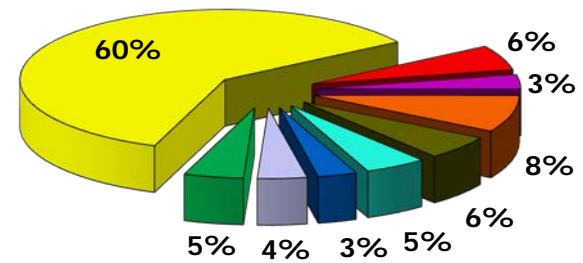


Operating Expenses by Category

FY 2013 (Est)



FY 2014 (Bud)



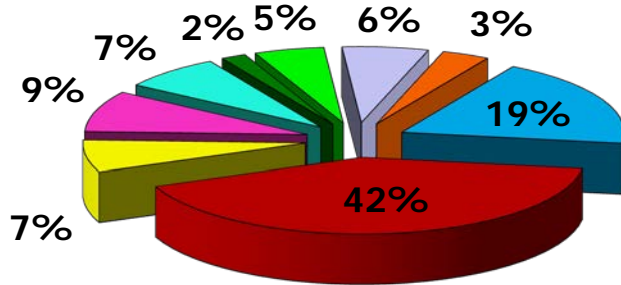
- Salaries & Benefits
- Professional Services
- Maintenance & Repair
- Insurance
- Other
- Utilities
- Contractual Services
- Supplies
- Promotional Activities

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



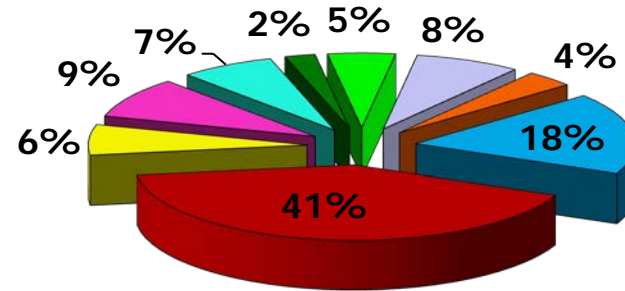
Operating Expenses By Department

FY 2013 (Est)



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

FY 2014 (Bud)



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

Proposed Capital Budget

Proposed Capital Budget

Description	Total	Funding Source					
		FAA- AIP Entitlements	FAA- AIP Discretionary	NCDOT Grants	Currently Approved PFC's (2)	PFC's to be Applied For (2)	Airport Funds
-	-	-	-	-	-	-	-
Capital Improvements (1)	-						-
Airfield Redevelopment - Phase II	\$ 10,485,000	\$ 2,725,339	\$ 5,774,661	\$ 600,000		\$ 1,385,000	\$ -
Total Capital Improvements	10,485,000	2,725,339	5,774,661	600,000	-	1,385,000	-

- (1) All purchases of Capital Improvements will be presented to the Authority Board for final approval before implementation unless otherwise authorized by the Authority Board.
- (2) PFC Revenues are included in the budget at the amount expected to be collected by the airlines in the fiscal year. Any difference between that amount and the amount planned as funding for current year capital projects is reflected in the budgeted amount of GARAA cash to be used.

Proposed Capital Budget (cont'd)

Description	Total	Funding Source					
		FAA- AIP Entitlements	FAA- AIP Discretionary	NCDOT Grants	Currently Approved PFC's (2)	PFC's to be Applied For (2)	Airport Funds
<u>Equipment and Small Capital Outlay</u>							
Furniture for New ARFF Facility	60,000						60,000
IT Equipment for New ARFF Facility	24,000						24,000
Crack Sealing Equipment	50,000						50,000
Furniture for New Operations Office	10,000						10,000
							-
Total Equipment and Small Capital Outlay	144,000	-	-	-	-	-	144,000

Proposed Capital Budget (cont'd)

Description	Total	Funding Source					
		FAA- AIP Entitlements	FAA- AIP Discretionary	NCDOT Grants	Currently Approved PFC's (2)	PFC's to be Applied For (2)	Airport Funds
<u>Renewal and Replacement</u>							
Roofing for Terminal Building	245,000					245,000	-
Roofing for Toll Plaza	45,000						45,000
Airfield Tractor & Mower	149,000						149,000
Vehicle Replacement	28,000						28,000
Multi-user Flight Information Display Upgrade	39,000						39,000
Network Switch Replacement	30,000						30,000
LCD Monitors-Phase II	24,000						24,000
Automated External Defibrillators	12,000						12,000
Total Renewal and Replacement	572,000	-	-	-	-	245,000	327,000
Total	\$ 11,201,000	\$ 2,725,339	\$ 5,774,661	\$ 600,000	\$ -	\$ 1,630,000	\$ 471,000

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

(2) PFC Revenues are included in the budget at the amount expected to be collected by the airlines in the fiscal year. Any difference between that amount and the amount planned as funding for current year capital projects is reflected in the budgeted amount of GARAA cash to be used.

Carry-Over Capital Projects

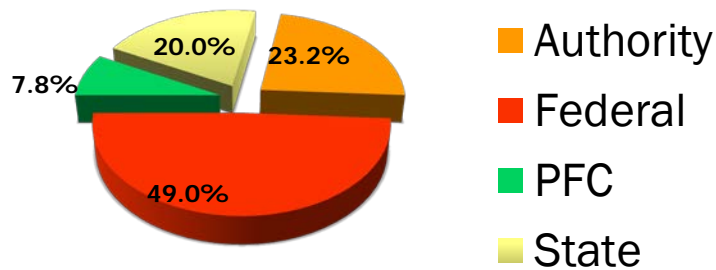
Description	Amount	Estimated Spending Through 6/30/2013	Estimated Balance to Carryover	FAA-AIP Entitlement	FAA-AIP Discretionary	NC DOT Grants	PFC'S Currently Approved (2)	PFC'S to be Applied For (2)	Airport Funds
	Authorized								
Master Plan Update	\$ 832,500	\$ 800,000	\$ 32,500	\$ 30,875					\$ 1,625
ARFF Station Design	541,409	390,000	151,409	143,839					7,570
ARFF Station Construction	4,534,750	750,000	3,784,750	2,933,979		625,000	225,771		-
Airfield Redevelopment-Phase I (1)	2,340,195	700,000	1,640,195	35,000	1,260,000			345,195	-
			-						
			-						
			-						
TOTAL CARRY-OVER TO FY2013/2014	\$ 8,248,854	\$ 2,640,000	\$ 5,608,854	\$ 3,143,693	\$ 1,260,000	\$ 625,000	\$ 225,771	\$ 345,195	\$ 9,195

(1) Represents current estimated amounts. FY2012/2013 budget amounts will be amended to reflect these cost later in FY2012/2013 when estimated costs are finalized and related contracts are ready to be awarded.

(2) PFC Revenues are included in the budget at the amount expected to be collected by the airlines in the fiscal year. Any difference between that amount and the amount planned as funding for current year capital projects is reflected in the budgeted amount of GARAA cash to be used.

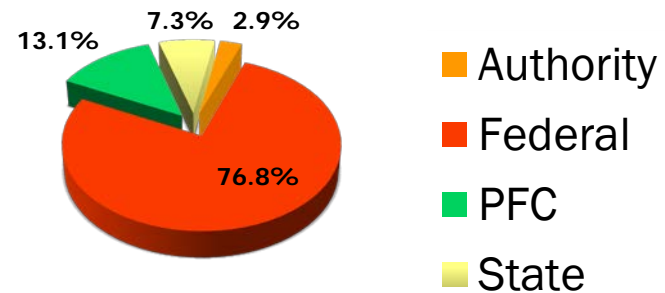
Capital Funding Sources

FY 2013 (Est)



Authority's Contribution - \$783,211

FY 2014 (Bud)



Authority's Contribution - \$480,195



Reserve Funds

Operations & Maintenance Reserve

- **Description and Justification**
 - Established to cover fluctuations in cash flow and provide quick access to additional operational cash.
- **Equivalent to 6 months of budgeted FY 2013/2014 operating expenses.**
 - \$3,742,872 for FY 2013/2014

Emergency Repair Reserve

- **Description and Justification**
 - Established to cover emergency repairs and provide ready access to the required cash.
- **\$650,000 for FY 2013/2014**

Estimated Cash Balance

Cash Balance

	<u>Amount</u>	
Estimated Cash & Investment Balance at June 30, 2013		\$ 15,100,000
Plus: Net Operating & Investment Revenues		763,670
Less Other Costs:		
Business Development Costs	(300,000)	
Contingency	(100,000)	
Debt Service	<u>(626,823)</u>	(1,026,823)
Plus Non-Operating Revenues:		
Passenger Facility Charges	1,150,000	
Customer Facility Charges	<u>900,000</u>	2,050,000
Plus Capital Contributions:		
Federal Grants - AIP Entitlements	5,869,032	
Federal Grants - AIP Discretionary Funds	7,034,661	
NC DOT Grants	<u>1,225,000</u>	14,128,693

Cash Balance (cont'd)

Less Capital Costs:

Capital Improvements	(10,485,000)	
Equipment and Small Capital Outlay Fund	(144,000)	
Renewal and Replacements	(572,000)	
Carryover Projects From FY2013	<u>(5,608,854)</u>	(16,809,854)

Estimated Cash & Investment Balance at June 30, 2014

14,205,686

Estimated Restricted Cash at June 30, 2014

500,000

Reserves:

Operations & Maintenance Reserve (6 Months)

3,742,872

Emergency Repair Reserve

650,000

Estimated Unrestricted Undesignated Cash & Investments at June 30, 2014

\$ 9,312,814

Supplemental Fees

Proposed FY 2013/2014 Fees

	FY 2013/2014 Proposed Fees		FY 2012/2013 Current Fees	
	Cost	Per	Cost	Per
<u>Maintenance</u>				
Scissor Lift	\$ 100.00	day	\$ 100.00	day
Large ADA Ramp Rental	\$ 100.00	use	\$ 100.00	use
Air Stair Rental	\$ 100.00	use	\$ 100.00	use
Volvo Wheel Loader	\$ 150.00	use	\$ 150.00	day
Fork-lift	\$ 100.00	use	\$ 100.00	day
Pallet Jack	\$ 50.00	use	\$ 50.00	use
Tenant Sweeper	\$ 125.00	hour	\$ 125.00	hour
Service Truck	\$ 50.00	hour	\$ 50.00	hour
Backhoe	\$ 100.00	hour	\$ 100.00	hour
Lighted X	\$ 200.00	day	\$ 200.00	day
Light Tower	\$ 150.00	day	\$ 150.00	day
Paint Stripper	\$ 100.00	hour	\$ 100.00	hour
Large Aircraft Removal Dolly	\$ 200.00	day	\$ 200.00	day
Small Aircraft Removal Dolly	\$ 100.00	day	\$ 100.00	day
Aircraft Jack	\$ 100.00	use	\$ 100.00	use
Cores	\$ 40.00	each	\$ 40.00	each
Keys	\$ 12.00	each	\$ 12.00	each
Large Dump Truck	\$ 200.00	hour	\$ 200.00	hour
Small Sweeper	\$ 200.00	hour	\$ 200.00	hour
Large Sweeper	\$ 300.00	hour	\$ 300.00	hour
Pressure Washer	\$ 125.00	hour	\$ 125.00	hour
Maintenance Labor Rate (1)	\$ 45.00	hour	\$ 45.00	hour
Security Escort Rate (1)	\$ 45.00	hour	\$ 45.00	hour

Proposed FY 2013/2014 Fees (cont'd)

	FY 2013/2014 Proposed Fees		FY 2012/2013 Current Fees	
	Cost	Per	Cost	Per
<u>Department of Public Safety</u>				
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
<u>Information Technology (IT) Department</u>				
IT Labor Rate - Non-Network (1)	\$ 40.00	hour	\$ 40.00	hour
IT Labor Rate - Network Related (1)	\$ 60.00	hour	\$ 60.00	hour
Cable Television (CATV) Signal Transport Fee	\$ 10.00	month	\$ 10.00	month
Cable Television (CATV) Package # 1 (2 & 3)	\$ 36.00	month	\$ 36.00	month
Cable Television (CATV) Package # 2 (2 & 3)	\$ 72.00	month	\$ 72.00	month
Dark Fiber per strand per 0-1000 ft	\$ 20.00	month	\$ 20.00	month
Dark Fiber per strand per 0-2000 ft	\$ 22.00	month	\$ 22.00	month
Dark Fiber per strand per 0-3000 ft	\$ 24.00	month	\$ 24.00	month
Wi-Fi & SSID (required for Wi-Fi Access) (2)	\$ 70.00	month	\$ 70.00	month
Internet Bandwidth-Not Dedicated (2 MB) (2)	\$ 50.00	month	\$ -	month
Internet Bandwidth-Not Dedicated (5 MB) (2)	\$ 70.00	month	\$ -	month
Internet Bandwidth-Not Dedicated (10 MB) (2)	\$ 125.00	month	\$ -	month

Notes:

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

Proposed FY 2013/2014 Fees (cont'd)

<u>Identification Badge Fees and Charges</u>	FY 2013/2014		FY 2012/2013	
	Cost	Proposed Fees Per	Cost	Current Fees Per
Initial Badge Issuance				
SIDA Badge	\$	67.00	\$	67.00
Non-SIDA Badge	\$	35.00	\$	35.00
Renewal of Badge				
SIDA Badge	\$	35.00	\$	35.00
Non-SIDA Badge	\$	35.00	\$	35.00
Lost Badge Replacement				
SIDA Badge (4)	\$	85.00 / \$ 100.00	\$	85.00 / \$ 100.00
Non-SIDA Badge (5)	\$	60.00 / \$ 75.00	\$	60.00 / \$ 75.00
Security Escort Training	\$	25.00	\$	25.00

Notes:

(4) \$85.00 for the first replacement badge, \$100.00 for the second replacement badge

(5) \$60.00 for the first replacement badge, \$75.00 for the second replacement badge

Proposed FY 2013/2014 Fees (cont'd)

	FY 2013/2014 Proposed Fees		FY 2012/2013 Current Fees	
	Cost	Per	Cost	Per
<u>Identification Badge Fees and Charges</u>				
<u>Parking</u>				
Long term	\$ 1.50	0 - 1 hour	\$ 1.50	0 - 1 hour
	\$ 1.50	each add'l hour	\$ 1.50	each add'l hour
	\$ 8.00	day	\$ 8.00	day
	\$ 48.00	week	\$ 48.00	week
Short term	\$ 1.00	1/2 hour	\$ 1.00	1/2 hour
	\$ 12.50	day	\$ 12.50	day
Employee Parking Rate	\$ 53 / \$48	new/renewal	\$ 53 / \$48	new/renewal
Commuter Parking Rate	\$ 279 / \$263	new/renewal	\$ 279 / \$263	new/renewal
Fines	up to \$1,000	day	up to \$1,000	day
<u>Ground Transportation</u>				
Airport Ground Transportation Permit (6)	\$ 200	annual	\$ 184	annual
Off-Airport Rental Car Fee	7.50%	of gross revenue	7.50%	of gross revenue

Notes:

(6) Only bill for first 10 vehicles to a maximum of \$2,000 per company.

QUESTIONS?



Asheville Regional Airport

New staff positions: in-terminal
advertising & guest services



Ten years of third-party terminal advertising management.

Now recommending a change: bring the terminal advertising sales program in-house



An in-house advertising program...

- **Allows for more control**
 - Revenues have been limited in the past three years
 - No local sales rep until this past year
 - Customer service
 - Options for community involvement
- **Allows for higher revenue potential – important to airport revenue diversification**
 - 100% of revenue available to airport (rather than 51%)
 - History shows positive potential
- **Provides local jobs**

Due diligence highlights

- Due Diligence
 - Historic numbers
 - Networking with other airports
 - Capital needs assessment

Historic revenues

- Since 1999, **average** annual gross advertising revenue = \$197,301
- Departure Media: advertising revenue history –

Contract year (ending 1/31)	Gross sales	Net AVL revenue
2009	\$111,749	\$62,444 (less than MAG)
2010	\$126,173	\$63,401 (less than MAG)
2011	\$165,224	\$83,437 (greater than MAG)
2012 (estimated)	\$200,000	\$97,000 *(greater than MAG)

***Best net revenue in our history**

What are other airports doing?

Airports are handling sales in-house

- Networked with
 - RSW/Fort Myers, FL
 - PGV/Greenville, NC
 - SAV/Savannah, GA
 - ILM/Wilmington, NC
 - LEX/Lexington, KY
 - CSG/Columbus, GA
 - LYH/Lynchburg, VA
 - JAX/Jacksonville, FL

Learnings about other internal programs

- Revenue is either at similar or higher levels
- Very few challenges (biggest is billing)
- Better customer service
- Capital reinvestment is treated as slow/as-needed replacement or on a ROI basis
- Most internal programs are local – very little national advertising
- Salary scale for sales staff is consistently in the \$50,000 range

Capital needs assessment

Current advertising components are in good working order – no immediate capital needs.

- **Over time (5 years):**

- Replace back-lit displays with LED displays
- Replace some static displays with LCD monitors
- Simple banner-display hardware for parking lots, in-terminal banner system
- *To note: most custom displays and all ad production is the responsibility of the advertiser.

The proposed plan

- Guest services supervisor's role will expand to include sales (50-75% of time)
- GS supervisor will no longer work routinely at the desk in bag claim
- To cover the Guest Services desk, two additional part-time clerks will be hired
- Sales staff (GS & Marketing Supervisors) eligible for sliding-scale incentive pay once minimum budgeted revenue is achieved

This staffing plan was chosen because:

- Expenses are manageable
 - Medical/dental benefit costs are not incurred
 - Guest services & marketing supervisor roles are already in place, with associated salary and benefits
- Guest services supervisor is already in a sales role (brochure space sales) and is familiar with the region
- Revenue growth will be achieved with traditional sales incentive model

The numbers.

A review of projected revenue & expense.

A breakdown of personnel expenses

Description	Annual Cost
2 PT Guest Services Clerks @ \$10.82/hour	\$21,640
FICA & Workers Comp	\$ 2,624
After minimum gross revenue of \$150,000 is achieved, bonus incentive eligibility activates for Guest Services and Marketing Supervisors. Estimated maximum bonus incentive pay is shown here.	\$12,000*
FICA, other taxes & benefits /46% of incentive pay	\$ 5,520*
TOTAL PERSONNEL-RELATED EXPENSES	\$41,784

**Only incurred after minimum budgeted revenue is achieved.*

A breakdown of program operating expenses

Description	Annual Cost
Cleaning, Repairs & Maintenance	\$ 3,600
Supplies (sales materials, etc.)	\$ 1,500
Phone allowance for hotel courtesy phones	\$ 600
Mileage allowance for sales staff	\$ 2,400
Creative concepting & project management	\$ 10,000
Sales meetings	\$ 1,200
Miscellaneous (attorney fees, etc.)	\$ 3,000
TOTAL OPERATING EXPENSES	\$22,300

An annualized picture – minimum revenue target.

Ad sales gross revenue – MINIMUM TARGET		Expenses	
Ad sales	\$150,000	Payroll/taxes	\$24,264
		Operating expenses	\$22,300
		Total expenses	\$46,564
			TOTAL NET REVENUE
			\$103,436
Expected Departure Media net revenue:			\$ 83,000

NOTE: The minimum revenue target is well within the historic gross revenue range, and still yields a higher net revenue than ever achieved at AVL.



An annualized picture – revenue above minimum target & in line with historic actuals/staff eligible for incentive bonus.

Ad sales revenue		Expenses	
Gross ad revenue	\$190,000	Payroll/taxes – 2 PT GS Clerks	\$24,264
		Incentive bonus pay/taxes for sales & design staff	\$17,520
		Operating expenses	\$22,300
		Total expenses	\$64,084
		TOTAL NET REVENUE	\$125,916
		Expected Departure Media net revenue:	\$ 96,900

Note: increases in net revenue will justify capital reinvestment over time as ROI will be easily achievable.



Our terminal ad program has capacity & potential

The revenue targets are realistic

- We are currently achieving gross revenue above the levels budgeted – the budget is conservative
- Our current ad program is at 78% capacity
- Our plan includes additional low- or no- cost products that could generate more revenue

A third-party vendor is still an option.

Alternatives

Alternative #1

- Renew Departure Media contract
 - Renewable for another 5-year term if both parties agree, beginning in early 2014
 - Minimum guarantee will increase based upon prior year's actual concession fee (2013 MAG will be approximately \$82,450) – and we assume no risk.
 - A local sales person is in place now – as evidenced by the increased revenue in the past year. However, we were unserved by a local sales rep for contract years 1-3

Alternative #2

- RFP process
 - RFP process would open a competitive environment
 - Could result in:
 - Higher or lower guaranteed revenue
 - New fixtures
 - Positive or negative partner relationship (unknown)
 - NOTE: If the in-house program is unsuccessful, an RFP process could be instituted at any time.



Questions?





Airport Systems Technician II

Proposal

IT Infrastructure

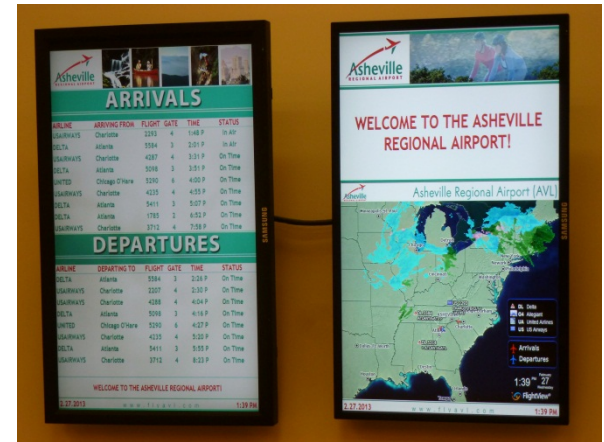
Hardware & Software – 1990's

- Dial up modems and CRT monitors.
- Obsolete Public Address System.
- Five computers.
- Yes, Five computers. For the whole airport!
- Tenants providing their own IT and telephone needs.

IT Infrastructure

Hardware & Software - 2013

- 50+ LCD display monitors.
- 80+ computers & devices.
- 11 IT communication rooms.
- 30 IT servers.
- 80+ CCTV security cameras.
- Dozens of access controlled doors, gates, access points.
- 9 WIFI access points.
- Unified phone system w/250+ phones.
- Building Automation System (HVAC).



IT Infrastructure

Hardware & Software - 2013

- 50+ miles of cable infrastructure.
- 21 desktop printers; 4 multi-function copiers.
- Passenger Processing System (Air IT/EASE).
- Multiple IT systems supporting DPS.
- Numerous software platforms serving all departments.
- Provide service & support to most tenants for telecommunications and internet bandwidth.
- Virtual Private Network (VPN).

IT Department

Personnel:

- 1990's – 0
- 2013 – Three full time IT professionals:
 - Director of Information Technology.
 - Network Engineer.
 - IT Coordinator.
- Maintenance Staff Support:
 - Various support from maintenance staff with trade skills based upon the task needs.

IT Department

As the technology needs have grown...

So has the IT staff... however...

- We now have more systems and needs than we are able to handle with our own internal resources.
- We have become routinely dependent upon outside contractors to help maintain and troubleshoot our systems.
- Complexity of these systems requires specialized skills beyond our existing resources.
- We are unable to function without this support.

IT & Electronic Support Needs



Automatic Doors



Proximity Card Readers



Door Panic Bars



Magnetic Door Locks

Outside Contractors

Annual Contracts (IT and Maintenance):

- Access Control (AC) & Closed Circuit Television (CCTV) System upkeep and maintenance.
- Parking System upkeep and maintenance.
- Passenger Boarding Bridge troubleshooting and maintenance.
- Crash phone system support.
- Cabling and infrastructure systems installation and maintenance.
- SCAN (Runway Surface Sensors) system upkeep and maintenance.
- Variety of other vendor contracts for support.

Outside Contractors

Annual Hours & Expense:

- Presently contracting for IT or other electronic maintenance related needs to the tune of:

1,527 hours annually
(on average)

- Expense associated with these contracted hours:

\$71,838
(FY 14 Estimated)

Outside Contractors

Routine Service Issues:

- Access control systems contractor based in Charleston.
- 1/2 day on-site response time “at best”.
- Typical 1-2 day wait for service technicians to repair.
- Out of scope services **VERY EXPENSIVE!**
- Despite well qualified IT and Maintenance staff, most IT hardware issues require specialized skills to troubleshoot and repair.

Outside Contractors

Threshold Reached:

We have reached a threshold where it is more cost effective to bring this work in-house, rather than continuing to contract for such services.

Proposal

Addition of New IT/Maintenance Staff Position:

- Airport Systems Technician II.
- Assigned to IT, but would support certain Maintenance Department functions as well.
- Would replace the need for most outside IT and maintenance electronics contracts.
- *Would be an internal resource, with immediate response availability, increasing service levels.*
- Will save money for the organization starting in three years.

Proposal

Contract Services Eliminated:

- Majority of Access Control expenses.
- CCTV camera expenses.
- Automatic Door maintenance contract.
- Passenger Boarding Bridge PM contract.
- Parking Systems contract services.
- Crash phone support.
- SCAN System.
- Other miscellaneous contract services.

Proposal

Expense Associated with New Position:

- Starting Salary (Pay Grade 5) \$40,500 - \$45,000.

Salary + benefits	\$68,288/yr.
Other on-going costs	<u>\$ 296/yr.</u>
Total Annual Expense	\$68,584

Proposal

Transition Time Needed:

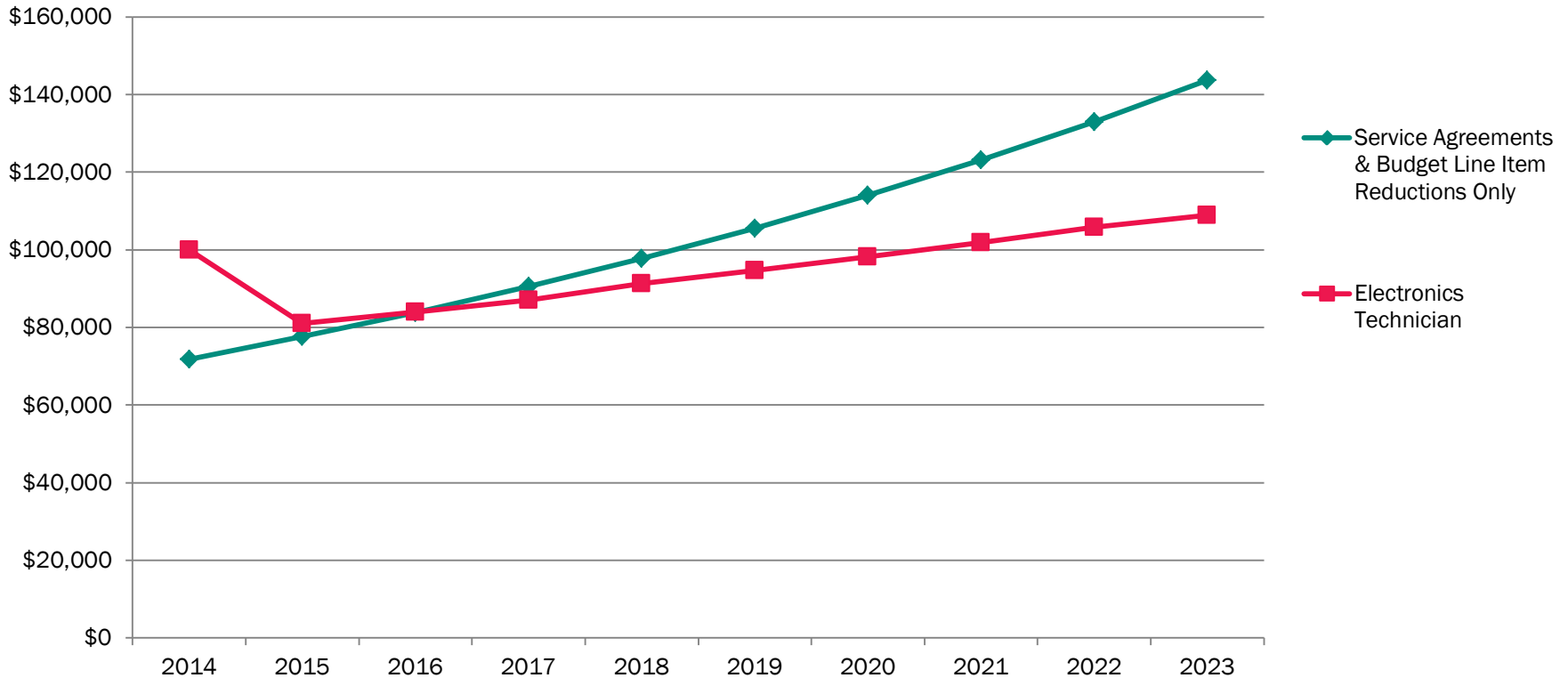
- First year costs:
 - Salary, benefits, other \$68,584
 - Contract Expenses \$31,298
 - Total first year cost \$99,585

- First year additional cost:
 - Total first year cost \$99,585
 - First year contract savings (\$71,838)
 - First year total addtl. cost \$27,747

Proposal

- Second year costs:
 - Salary, benefits, others \$70,633
 - Contract expenses \$10,404
 - Total second year cost: \$81,037
- *Second year total add. cost* \$ 3,452
- *Third year total add. cost* \$ 189
- ***Fourth year savings*** **\$ 3,443**

Future Savings and Benefits



Savings increase each year. By year 10, savings equal \$35,000 annually, with a running total of \$91,000.

Future Savings and Benefits

Added Value:

- Total Contract Hours Presently Realized Annually:
1,527
- Total annual hours from FTE:
2,080
- Additional hours annually realized for no extra cost:
553
- Value of those hours:
\$11,964
(2014)

Recommendation

*Approve the addition of an
Airport Systems Technician II*

to the

*Greater Asheville Regional Airport Authority
staff, effective with the beginning of the
2014 fiscal year.*

QUESTIONS?





Proposal for Expansion

Airport Operations Department

March 8th, 2013

Background

Common Airport Department Infrastructure:

- Administration
- Airport Operations
- Public Safety
- Maintenance

As an airport grows...

- PR/Marketing
- Planning & Development
- Ground Transportation, IT, and others

Small Airports (Non & Small Hub)

Combined Responsibilities Common:

- Operations & Maintenance.
- Operations & Public Safety.
- Maintenance and Public Safety.
- Other combinations.

As an airport grows...

Separation of duties becomes necessary due to increased responsibilities and complexity.

Airport Operations Department

What is it?

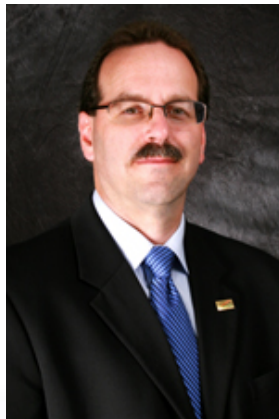
That department of a public commercial service airport with direct responsibilities for most day to day operational activities taking place on the airport facility.

Provides efficiency, accuracy and compliance of daily activities taking place on the airport.

Airport Operations Department

Who are they?

- Typically college educated, entry level, and/or...
- Have extensive experience at a particular airport.
- Usually on an Airport Management career track.
- Someone like....



Airport Operations Duties

At AVL:

- *As airport growth has continued...*
- No expansion of Operations personnel.
- Public Safety & Maintenance personnel doing double duty.
- Takes significant hours away from their primary duties every week.
- Now becoming a big concern.

Airport Operations Duties

Why the big concern now?

- AVL should have transitioned already.
- Most airports of similar size employ 5-8 Airport Operations personnel.
- Existing Operations staff is overwhelmed with duties and responsibilities. Unable to handle it all.

Big Trigger Item:

Airfield Re-development Project.

Airfield Re-development Project

Airfield Re-development Project:

- Includes four to five years of on-going construction on the airfield.
- Extended periods of both day and nighttime construction activities.
- Will require around the clock supervision and coordination efforts of runway and other impacts.
- Requires additional qualified personnel presently not on staff.
- Simply not possible with current staffing.

Current AVL Operations Department

Department of 1:

- One (1) full time Airport Operations Supervisor
- Responsibilities include, but not limited to:
 - Driver Training
 - Storm water program mgt.
 - Ground Transportation program mgt.
 - Parking activities
 - SIDA badge requests
 - Wildlife program mgt.
 - Airport Certification Manual upkeep
 - Tenant equipment training
 - Investigate airspace hazards
 - Monitors/coordinates construction activities
 - Escorts
 - Notam program oversight
 - Terminal Building operations
 - Rules and Regulations compliance
 - Lots of other stuff on a daily basis

Spends numerous hours each year training employees in other departments to do his job, since he does not have adequate time to fulfill all of the responsibilities of the Operations Department.

Current AVL Operations Department

Operations Duties Carried Out by Other AVL Departments:

- Daily airfield inspection program
- Escort duties
- Notams (Notice to Airmen)
- SIDA training
- SIDA badging
- Parking permits
- Communications Center/Dispatch functions
- Ground transportation
- Snow desk operation
- Others

Current AVL Operations Department

Unfunded Mandates:

- FAA, TSA, EPA and other government agency mandates that are Operations responsibilities:
 - Wildlife Hazard Management Program
 - Storm Water Management Program
 - Airfield Driver Training Program
 - Automation of NOTAM system
 - Fuel System Inspection Program
 - IROPS (Tarmac Delay Program)
 - SMS (Safety Management System)
 - Runway Incursion Program
 - [Others to come](#)
- *Recent new or expanded programs that have added notable and significant impacts on Ops staff, with no additional resources to accomplish.*

Communications Center

Common Among Airports:

- Central dispatch center.
- Monitors most airport activities for multiple departments.
- Primary function:
 - Serve as central point of communications and monitoring of airport activities.
 - Central point of communications during emergency events, and activation of emergency plan.
 - Dispatch, track, and monitor personnel on a variety of events, incidents and activities taking place on the airport.

Communications Center

AVL Communications Center:

- Well equipped resource with large investment by Authority.
- Primarily serves the needs of DPS.
- Grossly underutilized investment with flaw in its method of operation.



Communications Center

Method of Operation:

- Equipped to handle all AVL departments.
- Manned by DPS on duty firefighter.
- Operated primarily on behalf of DPS.
- During normal business hours, Admin Coordinator or other personnel back fill if available.
- DPS handles exceptionally well, but must live within the limits of resources presently provided.

Communications Center

Method of Operation:

What happens when there is an emergency?

Aircraft Emergency – Medical Call – Other Fire Call

- Firefighter's primary responsibility is to respond.
- Communications Center is abandoned.
- Remains unmanned if no one else is available to back fill.
- Concerns recently voiced by consultant.

Communications Center

Unmanned Periods:

- Recent months:
 - Communications Center left unmanned eight different times for over 10 hours.
 - Occurred mostly during scheduled air carrier flight times.
 - No incoming calls answered or responded to during those periods.
 - No central radio communications during these periods.
 - No one to activate emergency call-back procedures.
 - No one to coordinate early stages of an emergency.

Resolution Needed

Communications Center

You may recall...

PR Crisis Communication Plan:

Early Stages of an Event:

*CHAOS + Overwhelming Public
Desire for Information*

*As the Chaos increases, our ability to supply
information to our own staff will significantly diminish
while the Comm Center is unmanned.*

Proposal

Expand and Re-assign:

- Expand Operations Department from 1 to 6 full time positions.
- Re-assign two existing positions from Maintenance and Public Safety to Operations (already providing primary support of Operations).
- Add 3 new Operations positions to the AVL staff.
- Expense of 3 new positions can be partially underwritten by Airfield Re-development Project. “Force Account”.

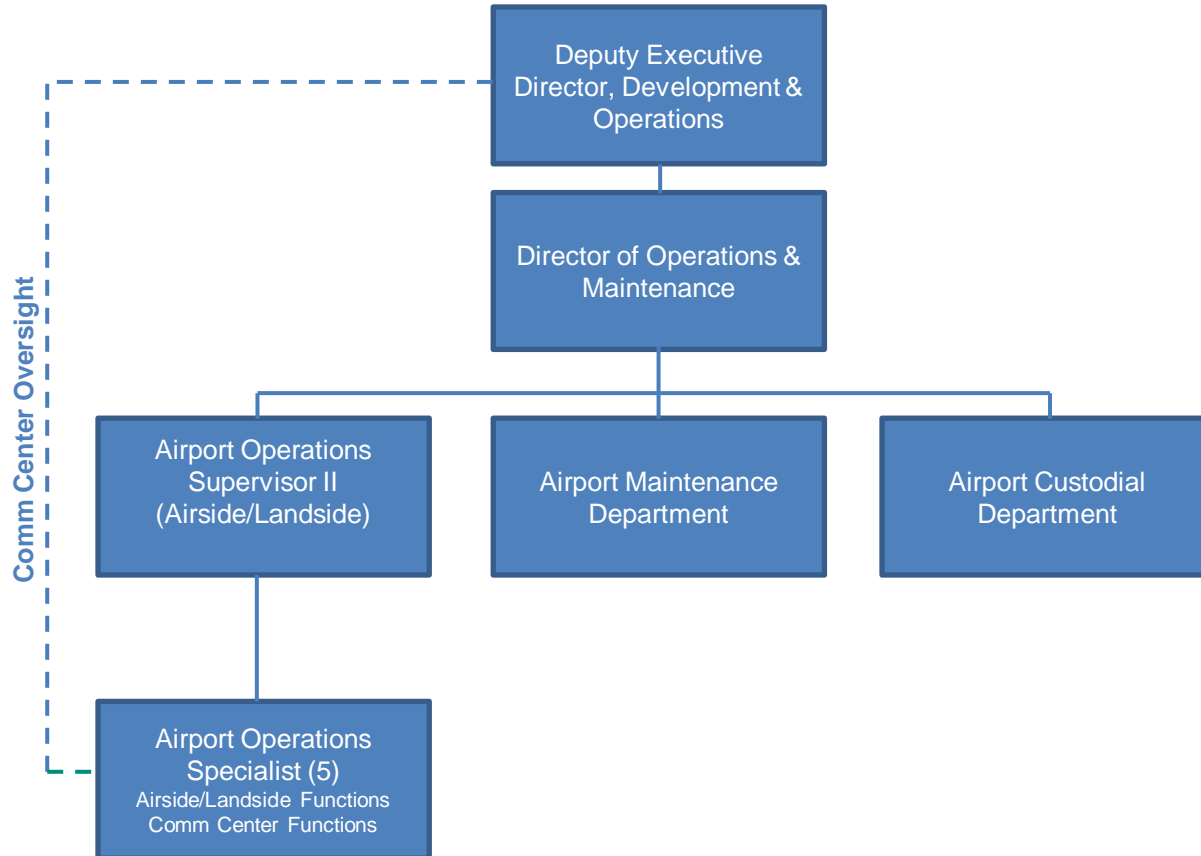
Proposal

Method of Operation:

- Six full time staff capable of covering 24/7 when needed.
- Would provide dispatch functions in Comm Center.
- Comm Center would transition to a dispatch center supporting all AVL departments.
- DPS would backfill Comm Center functions during certain times.
- All operations functions carried out by DPS and Maintenance would transition to Operations.

Proposal

Proposed Department Organizational Chart



Proposal

Payroll and Benefit Expenses:

- Three of six positions already exist.
- Entry level salary (Pay Grade 4) \$36K.

Additional salaries + benefits	\$175,506/yr.
Other on-going costs	<u>\$ 6,752/yr.</u>
Total Additional Annual Expense	\$182,258
Force Account Reimbursement	(\$91,129)/yr.
Total First Year Annual Expense	<u>\$91,129</u>

Proposal

Hiring & Training Schedule:

- Existing personnel transitioned July 1st, 2013.
- Additional personnel hired in November, 2013.
- Several months for training prior to project start.

Recommendation

Current Status:

- AVL has already grown into the need.
- Existing staff unable to handle the workload.
- Other department employees burdened with work outside their job scopes.
- Upcoming project dictates the need for properly qualified additional Operations staff.

Recommendation

Current Status:

- Comm Center a significant resource being grossly underutilized.
- Ability to serve greatly expanded role.
- Current method of operation presents problems and liability for AVL.

Recommendation

Staff Recommendation:

Based upon:

Existing and future needs.

Ability to improve efficiency in Communication Center activities.

Reimbursement of at least 50 percent of additional expenses.

**Approval sought for expanding the role
and staffing of Airport Operations
Department as presented.**

QUESTIONS?



**Asheville Regional Airport
Executive Summary
January-13**

AIRPORT ACTIVITY

	Month	Variance to Prior Year	Calendar Year to Date	Variance to Prior Year
Passenger Enplanements	18,741	(16.1%)	18,741	(16.1%)
Aircraft Operations				
Commercial	1,113	(16.6%)	1,113	(16.6%)
Scheduled Flights	572	(8.5%)		
Flight Cancellations	17			
Seats	32,231	(4.5%)	32,231	(4.5%)
Load Factor	58.1%	(12.1%)	58.1%	(12.1%)
General Aviation	2,471	6.3%	2,471	6.3%
Military	235	(25.2%)	235	(25.2%)

FINANCIAL RESULTS

	Month	Variance to Budget	Fiscal Year to Date	Variance to Budget
Operating Revenues	\$ 637,530	(0.9%)	\$ 4,932,240	0.7%
Operating Expenses	539,217	(18.8%)	3,657,067	(17.6%)
Net Operating Revenues before Depreciation	<u>\$ 98,313</u>	575.6%	<u>\$ 1,275,173</u>	177.9%
Net Non-Operating Revenues	<u>\$ 115,093</u>	1.8%	<u>\$ 1,215,446</u>	(6.9%)
Grants:				
FAA AIP Grants	\$ 85,877		\$ 1,162,562	
NC Dept of Transportation Grants	-		-	
Total	<u>\$ 85,877</u>		<u>\$ 1,162,562</u>	

CASH

Restricted	\$ 435,541
Designated for O&M Reserve	3,667,664
Designated for Emergency Repair	650,000
Unrestricted, Undesignated	10,312,307
Total	<u>\$ 15,065,512</u>

RECEIVABLES PAST DUE

	Total	1-30 Days	31-60 Days	Over 60 Days
Allegiant Airlines	1,890		1,890	
American Airlines (In Bankruptcy)	1,166			1,166
Charah	11,765	11,765		
Delta Air Lines	1,016	40		976
TSA	29,440	9,920	9,600	9,920
United/Express Jet	6,065	6,065		
Hertz	147	147		
Miscellaneous	8,104	120		7,984
US Airways	887	539	348	
Total	<u>\$ 60,480</u>	<u>\$ 28,596</u>	<u>\$ 11,838</u>	<u>\$ 20,046</u>
% of Total Receivables	<u>21.64%</u>			

Note: Excludes balances paid subsequent to month-end.

REVENUE BONDS PAYABLE

Rental Car Facilities Taxable Revenue Bond, Series 2007	
Original Amount	\$ 4,750,000
Current Balance	\$ 2,793,293

CAPITAL EXPENDITURES

Annual Budget	\$ 10,219,128
Year-to-Date Spending	\$ 1,479,382

**REGULAR MEETING
GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
February 15, 2013**

The Greater Asheville Regional Airport Authority ("Authority") met on Friday, February 15, 2013 at 8:30 a.m. in the Conference Room at the Authority's Administrative Offices, Asheville Regional Airport ("Airport"), 61 Terminal Drive, Suite 1, Asheville, NC 28732.

MEMBERS PRESENT: David R. Hillier, Chair; Robert C. Roberts, Vice-Chair; Jeffrey A. Piccirillo; and Martha W. Thompson

MEMBERS ABSENT: Andrew T. Tate

STAFF AND LEGAL COUNSEL PRESENT: Vic Buchanan, Authority Legal Counsel; Lew Bleiweis, Executive Director; Michael Reisman, Deputy Executive Director of Development and Operations; C. Jeffrey Augram, Chief of Public Safety; David Nantz, Director of Operations and Maintenance; Royce Holden, IT Director; Suzie Baker, Director of Administration; Vickie Thomas, Director of Finance and Accounting; Tina Kinsey, Director of Marketing and Public Relations; Amy Burritt, Marketing Supervisor; Kevan Smith, Public Safety Captain; and Ellen Heywood, Clerk to the Board

ALSO PRESENT: Bruce Goforth, Goforth Builders; Jeff Kirby, Michael Baker Corporation; Mike Darcangelo, Avcon, Inc.; Nate Otto, RS&H; Bob Oast, City of Asheville

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

DISCUSSION AND APPOINTMENT OF NEW BOARD MEMBER: The Chair called for discussion or motion for appointment of the Authority Board At Large member. Mr. Roberts moved to appoint K. Ray Bailey as the At Large member to the Authority Board. Mr. Piccirillo seconded the motion and it carried unanimously.

PRESENTATIONS:

A. Crisis Communication Plan: Tina Kinsey and Amy Burritt presented an overview of the Crisis Communication Plan which is designed for Marketing and Public Relations use to manage communication in a crisis situation. Mrs. Kinsey advised the Board that the Crisis Communication Plan provides an immediate plan to identify and clarify responsibilities ahead of time and also provides guidance for decision making, information dissemination, and relationship management. Mrs. Kinsey gave scenarios

of various crises for an airport, reviewed the role of the communication team, and identified the members of the team. Ms. Burritt further detailed the roles of the team and highlighted the different phases of a crisis along with the priorities of the team during each phase. Mrs. Kinsey outlined the training she and Ms. Burritt have participated in as well as the research involved in creating this plan.

Ms. Thompson applauded Mrs. Kinsey and Ms. Burritt for their efforts in producing the plan and suggested that due to the limited number of staff in the Marketing Department, perhaps it would be beneficial to collaborate with peers from other airports to help monitor the social media aspect in the event an emergency occurs. Mrs. Kinsey agreed that mutual aid in the communication realm was a wonderful idea.

FINANCIAL REPORT: The Director reviewed the airport activity section of the Executive Summary for the month of December. Passenger enplanements for the month totaled 23,209, a decrease of 16.3% over the same period last year. The Director reported that commercial operations for the month totaled 1,193, a decrease of 18.1% over the same period last year, scheduled flights totaled 578, a decrease of 20.1% from last year, and seats totaled 32,680, a decrease of 14.7% over last year. Vickie Thomas reported on the financial results for the month stating that operating revenue was \$654,000, which was right on budget, and operating expenses were \$530,000, which was 19.4% below budget. The cash position for the month was also reviewed. The Director also advised the Board that the cash position should be over \$16 million, however, the FAA has a new electronic draw-down system and staff has been having technical problems with the system and has been unable to draw down about a million in FAA grant money.

CONSENT ITEMS:

A. **Approval of the Greater Asheville Regional Airport Authority January 11, 2013 Regular Meeting Minutes:** The Chair requested a correction to Item D, Review of First Draft of By-Laws, of Authority Members Reports. The word "first" in the third sentence of the second paragraph should be substituted with the word "last". Ms. Thompson made a motion to approve as corrected the regular minutes of the January 11, 2013 Authority Board meeting. Mr. Roberts seconded the motion and it carried unanimously.

OLD BUSINESS: None

NEW BUSINESS:

A. **Approval of Amendment No. 1 to the Management and Operation of Public Parking Facilities Agreement with Standard Parking Corporation:** The Director informed the Board that staff solicited bids for the management and operation

of the public parking facilities at the airport during the Fall of 2007. The bid documents proposed a contract term of five years with a five-year option at the sole discretion of the Authority. Standard Parking Corporation was awarded the contract in January of 2008, however when the final contract was created, the five-year option was inadvertently omitted from the agreement. The Director further stated that since the current contract expires April 30, 2013, either a contract amendment extending the term of the contract needs to be approved or staff needs to prepare a new bid process in order to meet the expiration time period. Extending the current parking contract will allow staff time to evaluate the Master Plan recommendations for parking and develop the appropriate course of action. Staff has been pleased with Standard Parking and recommends extending the current contract for two-years with three one-year renewal options. The amendment to the contract also assigns the parking agreement from the Asheville Regional Airport Authority to the Greater Asheville Regional Airport Authority.

The Chair inquired if the three one-year options were mutual. The Director responded that the options were at the discretion of the Authority.

Mr. Roberts moved to approve Amendment No. 1 to the Management and Operation of Public Parking Facilities Agreement with Standard Parking Corporation and authorize the Executive Director to execute the necessary documents. Mr. Piccirillo seconded the motion and it carried unanimously.

B. Approve Aircraft Rescue Firefighting Facility Project and Contract for

Construction: Michael Reisman advised the Board that staff solicited bids for the construction of the Aircraft Rescue Firefighting (ARFF) facility in January and the bids were opened on February 8th. Four bids were received with the lowest responsive bid received from Goforth Builders, Inc. in the amount of \$4,122,500 including all additive alternate items. An additional 10% allowance for miscellaneous expenses is recommended for a total project cost of \$4,534,750. Mr. Reisman further stated that staff has advised the Board at previous Board meetings that the big add alternate item on this project is for the fifth vehicle apparatus bay. Although the fifth bay was considered eligible for federal funding, staff was not sure at the time that there would be adequate funding for construction of this fifth bay. Mr. Reisman reported that given the extremely competitive nature of the bids received, as well as additional federal and state funding that has become available, staff will be able to move forward with construction of the fifth bay. Mr. Reisman informed the Board that the total project will be funded with as much as \$2,933,979 of FAA AIP Entitlement funds, \$1.3 million of NC DOT funds, and \$300,771 of approved PFC funds. As a result, amendment to the FY 2012/2013 budget is also required. Mr. Reisman requested the Board approve the ARFF facility construction project with a budget of \$4,534,750; approve the contract with Goforth Builders, Inc. in the amount of \$4,122,500; (\$4,007,398, plus \$115,102 in

refundable sales tax); authorize the Executive Director to execute the necessary documents; and amend the FY2012/2013 budget by adopting the following budget ordinance amendment:

BE IT ORDAINED by the Greater Asheville Regional Airport Authority that the following amendment be made to the annual budget ordinance for the fiscal year ending June 30, 2013:

Section 1. To amend the appropriations as follows:

EXPENDITURES:

	<u>Decrease</u>	<u>Increase</u>
Capital Improvements		\$225,459
Contingency		168,159
Totals	<u>\$0</u>	<u>\$396,618</u>

This will result in a net increase of \$393,618 in the appropriations. Revenues will be revised as follows:

REVENUES:

	<u>Decrease</u>	<u>Increase</u>
Federal Grants – AIP Entitlement Funds		\$788,517
NC Department of Transportation Grants		550,000
Passenger Facility Charges	\$300,000	
Transfer from GARAA Cash	644,899	
Totals	<u>\$944,899</u>	<u>\$1,338,517</u>

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

Adopted this 15th day of February, 2013.

David Hillier, Chair

Attested by:

Ellen Heywood, Clerk to the Board

Mr. Roberts inquired about the time frame for the project. Mr. Reisman responded that staff anticipated construction to begin in late April or early May with a 14-month construction schedule.

Ms. Thompson moved to (1) approve the Aircraft Rescue Firefighting Facility construction project with a budget of \$4,534,750; (2) approve the contract with Goforth Builders, Inc. in the amount of \$4,122,500 (\$4,007,398, plus \$115,102 in refundable sales tax); (3) authorize the Executive Director to execute the necessary documents; and (4) amend the FY2012/2013 budget by adopting the budget ordinance amendment as presented by staff. Mr. Roberts seconded the motion and it carried unanimously.

C. Approval of a Utility Easement Agreement for the Aircraft Rescue Firefighting Station Project: The Chair stated that Ms. Thompson had a conflict with this item. The remaining three members present did not constitute a quorum, therefore action on this item was postponed to a special meeting.

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

A. Guide Dog Training: The Director reported that staff member Rita Yanz recently worked with the Guide Dog Foundation of Asheville to bring guide dogs to the airport for training. The dogs were trained by their handlers at the ticket counter, TSA checkpoint and baggage claim. Delta allowed the dogs and handlers to go on one of their aircraft. The training went very well and staff looks forward to working with this organization in the future.

B. Property Appraisals: The Director informed the Board that staff is in the process of having appraisals done for some property, including the Ag Center and property on the west and south sides of the airport. Staff will also have the existing Public Safety building appraised in order to continue negotiations with the City of Asheville on a future lease.

C. I-26 Widening Project: The Director and Mr. Reisman attended a public officials forum with NCDOT for the I26 widening project which consists of widening the 22 mile stretch from Henderson County to I40 in Buncombe County. The I26/NC280 interchange project that is scheduled to start this fall will not interfere nor be affected by the I-26 widening project which is expected to start in either 2019 or 2020.

D. Sealing and Rejuvenation of Taxiway A: A couple of years ago, staff completed rejuvenation of the runway. Taxiway A will now undergo the same process which includes rejuvenation, crack sealing, and applying a sealant. The State is

assuming the total cost of \$110,000.00 for this rejuvenation project. Work is expected to begin in April.

E. Airline Service: Allegiant Airlines is doing well in Asheville and they are planning on increasing the Orlando service in March, June, July, and August from two to four times a week. Staff is also noticing an increase in seats with other airlines this spring and hopes this is a sign of the end of capacity cuts.

F. The Paradies Shops: Paradies has requested a reduction in the hours of their pre-screening facility due to the slower traffic the airport has been experiencing. Paradies' pre-screening facility has been averaging \$3.00 - 5.00 per hour in revenue sales during the early morning and late day hours. Staff is working with them to modify their operation hours through the end of March to help them stem their losses for the amount of manpower time due to a lack of revenue sales.

G. Zoning Issues: The Director advised the Board that staff has been working with Buncombe County on zoning issues around the airport. Some zoning was instituted by the County, however, one piece of property on the east side of I26 off of Old Fanning Bridge Road remains un-zoned. Mr. Reisman has informed the County Commissioners of the importance of having this property zoned to protect the airspace. The County Commissioners have deferred zoning this property to October which is the time county staff will be presenting a new master zoning program. In conjunction with the airport's Master Plan, airport staff is looking for implementation of an airspace overlay district by the municipalities around the airport. The municipalities adjacent to the airport have been aware of this project for our Master Plan and staff is hopeful all the issues will be resolved by the October timeframe.

H. US Airways & American Airlines Merger: The Director stated that a merger between the two airlines was not unanticipated due to American Airlines' bankruptcy. The possibility of new service in smaller cities has been mentioned and staff hopes there is an opportunity for growth in Asheville. The merger will keep the American name rather than US Airways and the company will be headquartered in Dallas.

I. ACI-NA Board Meeting: The Director reported that at a recent ACI Board meeting, the topic of increasing Passenger Facility Charges (PFC) was discussed and the organization feels the time is right to propose implementation of higher PFC's to Congress. There are a few ways the PFC's could be increased. One option would change the PFC from \$4.50 to \$8.50. If the PFC was raised to this amount, large and medium hub airports would no longer be entitled to AIP entitlement money and this would save approximately \$1.9 billion from the federal budget over ten years. The second way to increase PFC's would be to uncap the PFC for large and medium hub airports and they would set their own rates to support their facility. The airports would give up entitlement and discretionary funding from the FAA. This would save

approximately \$4.4 billion from the federal budget over ten years. The third option would be a combination of the first two options which would raise the PFC to \$8.50 and allow large airports to cap their PFC's. Those savings could amount to \$4.9 billion over 10 years. These options look attractive to Congress at a time of budget cuts, however airlines don't want the PFC to be raised. There is a possibility of reducing the ticket tax to the passengers if the PFC is raised, so it could work out to be a net zero impact to the passengers.

Mr. Roberts asked if increasing the PFC's would help smaller airports. The Director responded that it would help smaller airports as more funding would be available for smaller to medium hub airports.

INFORMATION SECTION: The Chair asked if there was an explanation for the negative comments found in the Airport Facilities Review for the Fourth Quarter. Mrs. Kinsey responded that this was an anomaly.

AUTHORITY MEMBERS REPORTS:

A. Review of Second Draft of Bylaws: The Chair suggested Mr. Buchanan briefly summarize the changes to the Bylaws. Mr. Buchanan stated that only essential matters were dealt with in the Bylaws as the Session Law itself was very detailed. One of the items Mr. Buchanan addressed in the Bylaws was how to structure meetings and reviewed that section of the Bylaws. Mr. Buchanan also briefly reviewed the Obligations of Duties of the Members. Mr. Buchanan further stated that the Board has the ability to amend or change the Bylaws.

The Chair asked the Director if the Mission Statement would be changed. The Director responded that staff has been tasked to look at the Mission Statement and there is a possibility of bringing in a facilitator for assistance. The Director also stated that the Board would be asked for input. The Director further stated that the current Mission Statement portrays the commercial traveler and not general aviation, and this is something that may be looked at as well.

The Director stated that he had some questions about items not incorporated in the new Bylaws including the corporate seal, conflict of interest statement for Authority Board Members, and the responsibility of the Chair to form committees. Mr. Buchanan referenced the provisions in the Session Law that encompassed the items the Director questioned. Mr. Buchanan further stated that some of the items that were not included in the new Bylaws, such as committee formation, would be considered a Board action and would not need to be identified in the Bylaws.

Mr. Piccirillo moved to approve and adopt the Bylaws for the Greater Asheville Regional Airport Authority effective as of February 15, 2013. Ms. Thompson seconded the motion and it carried unanimously.

PUBLIC AND TENANTS' COMMENTS: None

CALL FOR NEXT MEETING: The Chair advised the Board that the next regular meeting of the Board will be March 8, 2013.

CLOSED SESSION: None

ADJOURNMENT: Mr. Roberts moved to adjourn the meeting at 9:36 a.m. Ms. Thompson seconded the motion and it carried unanimously.

Respectfully submitted,

Ellen Heywood
Clerk to the Board

Approved:

David R. Hillier
Chair

**SPECIAL MEETING
GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
February 19, 2013**

The Greater Asheville Regional Airport Authority ("Authority") met on Tuesday, February 19, 2013 at 4:00 p.m. in the Conference Room at the Authority's Administrative Offices, Asheville Regional Airport ("Airport"), 61 Terminal Drive, Suite 1, Asheville, NC 28732.

MEMBERS PRESENT: David R. Hillier, Chair (via telephone); Bob Roberts, Vice-Chair (via telephone); Jeffrey A. Piccirillo (via telephone), Martha W. Thompson (via telephone); and Andrew Tate (via telephone)

MEMBERS ABSENT: None

STAFF AND LEGAL COUNSEL PRESENT: Vic Buchanan, Authority Legal Counsel (via telephone); Lew Bleiweis, Executive Director; Michael Reisman, Deputy Executive Director of Development and Operations; and Ellen Heywood, Clerk to the Board

CALL TO ORDER: The Chair called the meeting to order at 4:00 p.m.

APPROVAL OF A UTILITY EASEMENT AGREEMENT FOR THE NEW AIRCRAFT RESCUE FIREFIGHTING STATION PROJECT: The Director advised the Board that this Special Meeting was called in order to discuss a utility easement with Progress Energy for the new Aircraft Rescue Firefighting (ARFF) Station project.

Ms. Thompson respectfully requested a motion to be recused from this item due to a conflict of interest. Mr. Piccirillo moved to recuse Ms. Thompson from this item due to the possibility of a conflict of interest or the appearance of a conflict of interest. Mr. Roberts seconded the motion and it carried by a 4 to 0 vote.

Ms. Thompson left the meeting at 4:02 p.m.

The Director informed the Board that in conjunction with the approval of the ARFF Station construction contract that was approved at the February 15th Authority Board meeting, permanent electrical utilities need to be extended to the building site to accommodate the new construction. Progress Energy requires a new easement agreement be executed prior to the extension of electrical utilities for this project. The Director further stated that there is no fiscal impact to the Authority.

Mr. Roberts moved to approve the Easement Agreement with Progress Energy for the electrical utility extension for the new Aircraft Rescue Fire Fighting Station Project; and

authorize the Executive Director to execute the necessary documents. Mr. Piccirillo seconded the motion and it carried by a 4 to 0 vote.

ADJOURNMENT: Mr. Tate moved to adjourn the meeting at 4:04 p.m. Mr. Piccirillo seconded the motion and it carried by a 4 to 0 vote.

Respectfully submitted,

Ellen Heywood
Clerk to the Board

Approved:

David R. Hillier
Chair



MEMORANDUM

TO: Members of the Airport Authority

FROM: Lew Bleiweis, Executive Director

DATE: March 8, 2013

ITEM DESCRIPTION – New Business Item A

Approval of Amendment No. 1 to the Rental Car Concession Agreement and Lease

BACKGROUND

In 2008, staff solicited bids for the rental car concession and lease at Asheville Regional Airport. Five rental car operators were eligible for selection due to the number of rental car counters and service facilities available at the Airport. Bid submittals were received from Hertz, Avis, Budget, Enterprise and Vanguard (operating National and Alamo brands). The Board awarded the contracts to all five bidders.

The bid documents proposed a contract term of five years with a five-year option at the sole discretion of the Authority. Bidders were required to bid a minimum annual revenue guarantee for each of the five years of the initial term. Rankings were based on the guarantee amounts and allowed the companies to select rental car counters and service facilities.

Payments to the Authority are based on these revenue guarantees or 10% of gross revenues earned, whichever is greater. Usually, payments made to airports are based on the percentage of gross. In AVL, the majority of the rental car companies bid guaranteed numbers that have far exceeded their projections for revenue because of the down turn in the economy. These companies are basically upside down in revenue paid to the Authority.

In years 6-10, the minimum guarantee is to be either the previous year's guarantee adjusted by CPI or 90% of the gross revenue from the preceding year, whichever is greater. Since the guarantees have been out of proportion since year one, they will continue to be during the five-year extension. The rental car companies have asked to terminate the existing agreement and go back out for bids, or provide some kind of financial relief for the existing contract. Although terminating the existing agreement

New Business – Item A



would be welcomed by the rental car companies, it would be extremely detrimental to the Authority from a financial standpoint. Staff has negotiated a compromise that assists the rental car companies on relief and minimizes financial loss to the Authority.

Staff is recommending and proposing to set the minimum revenue guarantee back to the amount each company bid in year three of the contract for the remaining five-year term or 90% of the preceeding year's gross revenues, whichever is greater.

This amendment also assigns the agreements from the Asheville Regional Airport Authority to the Greater Asheville Regional Airport Authority.

ISSUES

The current agreement with the existing rental car companies is causing financial hardship with the majority of the companies due to the method in which they bid their individual agreements in 2008.

ALTERNATIVES

The Board could decide to leave the rental car agreements as is and extend for the additional five year term. This will create financial hardship for the majority of the rental car companies operating at AVL. The second alternative is to allow the current agreement to expire and re-bid the concession agreements which will cause significant revenue loss to the Authority.

FISCAL IMPACT

An amendment to the Rental Car Concession and Lease will, from a budgetary perspective, provide for a relatively flat revenue projection. However, from actual revenue collection, the Authority will realize a loss of approximately \$102,000. This loss of revenue has been budgeted in the new FY 2014 budget.

RECOMMENDED ACTION

It is respectfully requested that the Airport Authority Board resolve to (1) approve Amendment No. 1 to the Rental Car Concession Agreement and Lease; and (2) authorize the Executive Director to execute the necessary documents.

Attachment

AMENDMENT No. 1

TO RENTAL CAR CONCESSION AGREEMENT AND LEASE

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

W I T N E S S E T H:

WHEREAS, the parties hereto have previously entered into a Rental Car Concession Agreement and Lease ("Agreement") on _____ [Date] for the lease and operation of a car rental concession at the Asheville Regional Airport ("Airport"); and

WHEREAS, Operator is engaged in the business of providing automobile rental services to passengers and other customers at airports and elsewhere; and

WHEREAS, having automobile rental services at the Airport is necessary and desirable for the proper accommodation of passengers and other customers arriving at and departing from the Airport; and

WHEREAS, under the existing Agreement, Operator provides rental car services and leases the necessary facilities to provide such service; and

WHEREAS, the term under the existing Agreement is for an initial term of five years with a five year extension at the sole discretion of the Authority, and the initial five-year term is set to expire July 31, 2013; and

WHEREAS, the Authority shall exercise the five-year option term of the Agreement; and

WHEREAS, the Authority and Operator desire to amend the financial terms of the Agreement for the remaining five years; and

WHEREAS, the Authority and Operator desire to amend the Agreement to provide additional customer convenience by allowing return booths in the Ready/Return Parking Lot; and

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

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

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

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

WHEREAS, Operator and GARAA request such changes to be effective immediately, and for the remainder of the Agreement;

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

1. Article 1, Definitions, Section 1.22, Minimum Annual Guarantee, is hereby deleted in its entirety and replaced with the following:

1.22 "Minimum Annual Guarantee" or "MAG" means for an Agreement Year, the greater of the amount bid by Operator for said Agreement Year 3 as listed on Exhibit E to this Agreement, or the amount which represents 90% of Operator's Percentage Fee for the immediately preceding Agreement Year.

2. Article 6, Concession Privileges and Obligations of Operator, Section 6.04, Standards of Service is hereby amended to include the following:

6.04 i. Operator shall have the right, if desired, to install one customer service return booth within two of Operator's allocated parking spaces in the Ready/Return Parking Lot. Such location shall be mutually acceptable to Authority and Operator. Return booth shall be equal to Madison Industries 6.0' x 8.0' Booth. Specifications of booth are on file with Authority. Cost of the booth and installation shall be at the sole expense of Operator. Operator shall abide by Article 9 of Agreement for any request for installation.

3. Article 15, Assignment, Sublease and Transfers is hereby amended to include the following:

15.06 Operator acknowledges that on June 28th, 2012, the General Assembly of North Carolina enacted Session Law 2012-121, House Bill 552 creating The Greater Asheville Regional Airport Authority, ("GARAA"). GARAA shall be a body corporate and politic having the powers, authority, and jurisdiction to operate and manage the Airport. Authority shall assign, and GARAA shall assume, all of

Authority's interest. Such assignment and assumption to be effected in such manner as shall be determined by Authority in its sole discretion and without need for consent by Operator. All references to Authority in this Permit shall mean and refer to GARAA. Notwithstanding the foregoing, however, Authority shall not be released from any of its obligations or liabilities under this Agreement.

4. Article 17, General Provisions is hereby amended as follows:

17.06 **Notices.**

By U.S. Mail and Overnight Delivery

For Authority

The Greater Asheville Regional Airport Authority
61 Terminal Drive, Suite 1
Fletcher, NC 28732
Attn: Executive Director

5. All other terms of this Rental Car Concession Agreement and Lease not specifically amended shall remain in full force and effect.

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

[COMPANY]

**THE GREATER ASHEVILLE
REGIONAL AIRPORT AUTHORITY**

BY: _____

BY: _____

NAME: _____

Lew Bleiweis, AAE

TITLE: _____

Executive Director



Asheville Regional Airport

Asheville Regional Airport

Rental Car Comparison

Guarantee Payment vs. Percentage of Gross

AVIS			
Contract	Bid	10% of	
<u>Year</u>	<u>Amounts</u>	<u>Gross Receipts</u>	<u>Difference</u>
1	230,000	196,929	33,071
2	237,000	204,338	32,662
3	244,000	192,367	51,633
4	251,000	182,385	68,615
BUDGET			
Contract	Bid	10% of	
<u>Year</u>	<u>Amounts</u>	<u>Gross Receipts</u>	<u>Difference</u>
1	155,830	162,663	(6,833)
2	157,420	159,086	(1,666)
3	161,100	156,669	4,431
4	165,960	134,097	31,863

HERTZ			
Contract	Bid	10% of	
<u>Year</u>	<u>Amounts</u>	<u>Gross Receipts</u>	<u>Difference</u>
1	383,200	289,327	93,873
2	402,400	332,825	69,575
3	422,500	325,364	97,136
4	443,500	307,825	135,675
VANGUARD/NATIONAL/ALAMO			
Contract	Bid	10% of	
<u>Year</u>	<u>Amounts</u>	<u>Gross Receipts</u>	<u>Difference</u>
1	232,146	234,615	(2,469)
2	239,111	238,272	839
3	246,284	245,186	1,098
4	253,672	241,046	12,626

Percentage of Gross vs. Guarantee Payment

ENTERPRISE			
Contract	Bid	10% of	
<u>Year</u>	<u>Amounts</u>	<u>Gross Receipts</u>	<u>Difference</u>
1	155,000	132,658	22,343
2	155,000	170,992	(15,992)
3	165,000	245,163	(80,163)
4	165,000	301,889	(136,889)

Amended Year 6 Minimum Annual Guarantee

Estimated Rental Car Minimum Annual Guarantee (MAG) Revenues					
Assuming Contracts Revised to Base MAG on Contract Year 3 Bid Amounts					
	(1)	(2)	(3)	Proposed	Proposed
		Proposed		Change in Budget	Loss in Actual
		Est Year 6		Revenues	Revenues
		MAG	FY2013	Using Yr 3	Using Yr3
	Est Year 6	Using Yr 3	Budget	Bid Amounts	Bid Amounts
	MAG	Bid Amounts	Amounts	(2)-(3)	(2)-(1)
Avis	\$ 263,403	\$ 244,000	\$ 258,333	\$ (14,333)	\$ (19,403)
Budget	\$ 173,820	\$ 161,100	\$ 170,501	\$ (9,401)	\$ (12,720)
Enterprise	\$ 271,700	\$ 271,700	\$ 178,805	\$ 92,895	\$ - (a)
Hertz	\$ 473,719	\$ 422,500	\$ 463,942	\$ (41,442)	\$ (51,219)
Vanguard	\$ 265,725	\$ 246,284	\$ 260,649	\$ (14,365)	\$ (19,441)
	\$ 1,448,366	\$ 1,345,584	\$ 1,332,230	\$ 13,354	\$ (102,782) (a)

(a) This analysis assumes Enterprise volumes will continue at their current rate. Could have further loss in revenues if Enterprise volume drops below their Contract Year 4 levels.

A decorative sunburst graphic with light blue rays emanating from a central point at the top of the page, set against a white background.

QUESTIONS?





MEMORANDUM

TO: Members of the Airport Authority

FROM: Lew Bleiweis, Executive Director

DATE: March 8, 2013

ITEM DESCRIPTION – New Business Item B

Approval of Lease Agreement for Commercial Development

BACKGROUND

In December 2007, the Authority received and accepted the Master Land Use & Site Development Plan Final Report which was prepared by PBS&J consultants. This plan identified various parcels of land on airport property which would be appropriate for development. The Consultants for the Airport Master Plan project currently underway also reviewed the airport property. In both reports, the one from 2007 and the forthcoming Master Plan, some parcels are identified as non-aeronautical development or property that does not have direct access to the airfield. One of these parcels is the strip of land along HWY 280 immediately south of the airport exit. Staff has been trying to find opportunities to develop this parcel in an effort to increase airport revenues without burdening the aviation community. The turn of the economy in 2008 has been a detriment in accomplishing this goal.

Late in 2012, staff was approached by a real estate broker representing a client that was interested in developing a few acres on the specific parcel by the airport exit as mentioned above.

Through this broker, Mr. J. Hall Waddell, Owner of Reaben Oil Co., has expressed an interest and is in the process of negotiating a lease with staff to open and operate a gas station/convenience store/restaurant. Mr. Waddell's company currently owns and operates Triangle Stop Food Stores/Marathon Gas. They currently do business in Henderson, Polk, and Transylvania Counties. This will be his first Buncombe County facility.

Mr. Waddell has proposed two means of ingress/egress. One is by direct access to the airport exit road providing easy access for our passengers, tenants and employees. The other is directly accessing HWY 280.

New Business – Item B



Enhanced services could be provided to our passengers while they are traveling and their cars are parked in our parking lots. Such enhanced services could include oil changes and car washes provided by our parking operator under a partnership with the gas station/convenience store operator.

The major terms and conditions of the agreement are attached.

ISSUES

The ongoing process with the City over the independent airport authority could be a concern and a risk for Mr. Waddell. At present, Mr. Waddell is aware of the situation and is willing to proceed. The Lease Agreement will provide him with a six month due diligence period to investigate and mitigate any potential risk.

ALTERNATIVES

The Board could decide not to develop this parcel of land at the present time.

FISCAL IMPACT

The FAA requires fair market value for the business concession be obtained. The current negotiated deal achieves the objective by receiving appraised value of \$0.35 per square foot for the land with an incremental increase every five years. In addition, starting in year 11, the Authority will receive \$0.01 for each gallon of petroleum delivered to the facility. It is estimated that Authority revenues will increase by approximately \$33,000 per year plus increases for the land rent and an additional \$12,000 per year with the incremental fuel revenue.

RECOMMENDED ACTION

It is respectfully requested that the Airport Authority Board resolve to (1) approve a Lease Agreement with J. Hall Waddell for the operation of a gas station/convenience store/restaurant; (2) authorize the Executive Director to finalize the negotiations on the Lease Agreement consistent with the above; and (2) authorize the Executive Director to execute the necessary documents.

Attachment

Gas Station / Convenience Store Term Sheet

1. Lessee: J. Hall Waddell
2. Premises: Approximately 2.15 acres of land located to the immediate south of the airport exit roadway.
3. Term: Five years with six 5-year renewals at the sole discretion of Lessee for a total of 35 years.
4. Minimum investment: \$1.75 – 2.25 million
5. Six months due diligence period in which tenant has the right to cancel the lease. Due diligence items are specific to construction authorizations from the State, left egress onto Hwy 280, environmental conditions, an agreement with GARAA for fill dirt from the west side of the airport, and a few other minor items.
6. Use: Gas station, convenience store, restaurant, and other uses which are compatible with the operation of a gas station/convenience store.
7. Acceptance of other normal and customary terms and conditions found in other Authority leases.



MEMORANDUM

TO: Members of the Airport Authority

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

DATE: March 8, 2013

ITEM DESCRIPTION – Information Section Item A

January, 2013 Traffic Report – Asheville Regional Airport

SUMMARY

January 2013 overall passenger traffic numbers were down 15.4% compared to the same period last year. Passenger traffic numbers reflect a 16.1% decrease in passenger enplanements from January 2012. Enplanements for Fiscal Year to Date total 188,519 which is an 18.5% decrease over the same period last year.

AIRLINE PERFORMANCE

Allegiant Airlines: Year over Year passenger enplanements for Allegiant in January 2013 were up by 109.6%. This increase may be attributed to the addition of the service to Fort Lauderdale. There were no flight cancellations for the month.

Delta Airlines: Delta's January 2013 enplanements decreased by 19.3% compared to January 2012. There were four (4) flight cancellations for the month.

United Airlines: In January 2013, United Airlines saw a decrease in enplanements by 2.4% over the same period last year. There were no flight cancellations for the month.

US Airways: US Airways' January 2013 passenger enplanements represent a 17.8% decrease over the same period last year. There were thirteen (13) flight cancellations for the month.

Monthly Traffic Report

Asheville Regional Airport

January 2013



Category	Jan 2013	Jan 2012	Percentage Change	*CYTD-2013	*CYTD-2012	Percentage Change	*MOV12-2013	*MOV12-2012	Percentage Change
Passenger Traffic									
Enplaned	18,741	22,330	-16.1%	18,741	22,330	-16.1%	314,085	363,882	-13.7%
Deplaned	<u>18,062</u>	<u>21,194</u>	-14.8%	<u>18,062</u>	<u>21,194</u>	-14.8%	<u>313,042</u>	<u>361,230</u>	-13.3%
Total	36,803	43,524	-15.4%	36,803	43,524	-15.4%	627,127	725,112	-13.5%
Aircraft Operations									
Airlines	381	238	60.1%	381	238	60.1%	3,834	3,624	5.8%
Commuter /Air Taxi	<u>732</u>	<u>1,096</u>	-33.2%	732	1,096	-33.2%	13,829	17,212	-19.7%
Subtotal	<u>1,113</u>	<u>1,334</u>	-16.6%	<u>1,113</u>	<u>1,334</u>	-16.6%	<u>17,663</u>	<u>20,836</u>	-15.2%
General Aviation	2,471	2,324	6.3%	2,471	2,324	6.3%	39,338	37,415	5.1%
Military	<u>235</u>	<u>314</u>	-25.2%	<u>235</u>	<u>314</u>	-25.2%	<u>4,508</u>	<u>4,017</u>	12.2%
Subtotal	<u>2,706</u>	<u>2,638</u>	2.6%	<u>2,706</u>	<u>2,638</u>	2.6%	<u>43,846</u>	<u>41,432</u>	5.8%
Total	3,819	3,972	-3.9%	3,819	3,972	-3.9%	61,509	62,268	-1.2%
Fuel Gallons									
100LL	8,406	8,558	-1.8%	8,406	8,558	-1.8%	164,534	186,747	-11.9%
Jet A (GA)	45,462	52,536	-13.5%	45,462	52,536	-13.5%	1,086,981	1,181,860	-8.0%
Subtotal	<u>53,868</u>	<u>61,094</u>	-11.8%	<u>53,868</u>	<u>61,094</u>	-11.8%	<u>1,251,515</u>	<u>1,368,607</u>	-8.6%
Jet A (A/L)	<u>158,059</u>	<u>226,353</u>	-30.2%	<u>158,059</u>	<u>226,353</u>	-30.2%	<u>2,250,093</u>	<u>3,247,441</u>	-30.7%
Total	211,927	287,447	-26.3%	211,927	287,447	-26.3%	3,501,608	4,616,048	-24.1%

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

Wednesday, February 20, 2013

Airline Enplanements, Seats, and Load Factors

Asheville Regional Airport

January 2013



	Jan 2013	Jan 2012	Percentage Change	*CYTD-2013	*CYTD-2012	Percentage Change
AirTran Airways						
Enplanements	0	306	-100.0%	0	306	-100.0%
Seats	0	468	-100.0%	0	468	-100.0%
Load Factor	#Num!	65.4%	#Type!	#Num!	65.4%	#Type!
Allegiant Air						
Enplanements	2,540	1,212	109.6%	2,540	1,212	109.6%
Seats	2,844	1,350	110.7%	2,844	1,350	110.7%
Load Factor	89.3%	89.8%	-0.5%	89.3%	89.8%	-0.5%
Continental Airlines						
Enplanements	0	1,271	-100.0%	0	1,271	-100.0%
Seats	0	2,600	-100.0%	0	2,600	-100.0%
Load Factor	#Num!	48.9%	#Type!	#Num!	48.9%	#Type!
Delta Air Lines						
Enplanements	7,350	9,104	-19.3%	7,350	9,104	-19.3%
Seats	13,356	12,750	4.8%	13,356	12,750	4.8%
Load Factor	55.0%	71.4%	-22.9%	55.0%	71.4%	-22.9%
United Airlines						
Enplanements	1,716	1,759	-2.4%	1,716	1,759	-2.4%
Seats	2,850	3,100	-8.1%	2,850	3,100	-8.1%
Load Factor	60.2%	56.7%	6.1%	60.2%	56.7%	6.1%
US Airways						
Enplanements	7,135	8,678	-17.8%	7,135	8,678	-17.8%
Seats	13,181	13,475	-2.2%	13,181	13,475	-2.2%
Load Factor	54.1%	64.4%	-15.9%	54.1%	64.4%	-15.9%

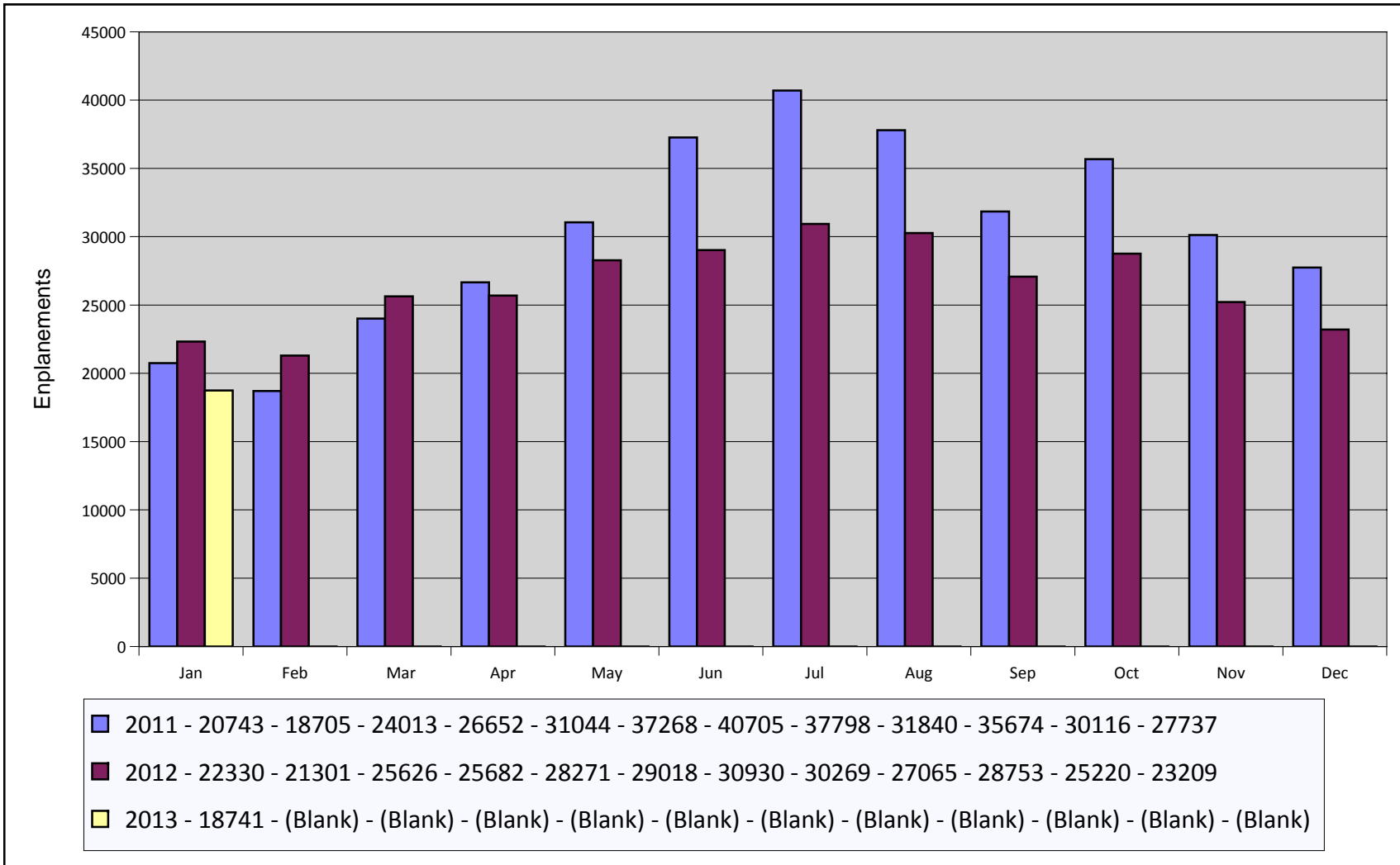
	Jan 2013	Jan 2012	Percentage Change	*CYTD-2013	*CYTD-2012	Percentage Change
Totals						
Enplanements	18,741	22,330	-16.1%	18,741	22,330	-16.1%
Seats	32,231	33,743	-4.5%	32,231	33,743	-4.5%
Load Factor	58.1%	66.2%	-12.1%	58.1%	66.2%	-12.1%

Airline Flight Completions Asheville Regional Airport January 2013

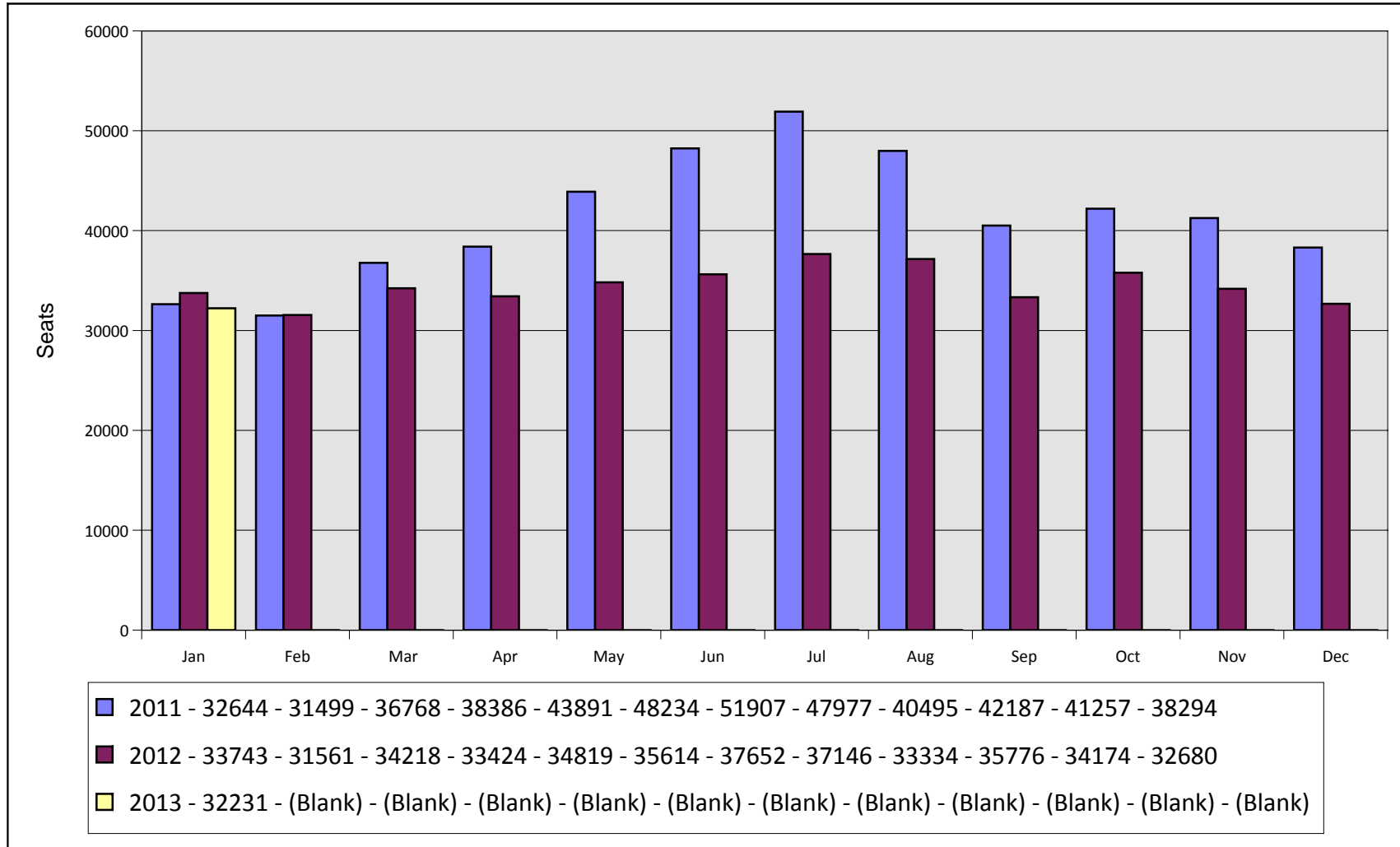


Airline	Scheduled Flights	Field	Cancellations Due To			Total Cancellations	Percentage of Completed
			Mechanical	Weather	Other		
Allegiant Air	18	0	0	0	0	0	100.0%
Delta Air Lines	230	0	0	4	0	4	98.3%
United Airlines	57	0	0	0	0	0	100.0%
US Airways	267	0	10	3	0	13	95.9%
Total	572	0	10	7	0	17	97.0%

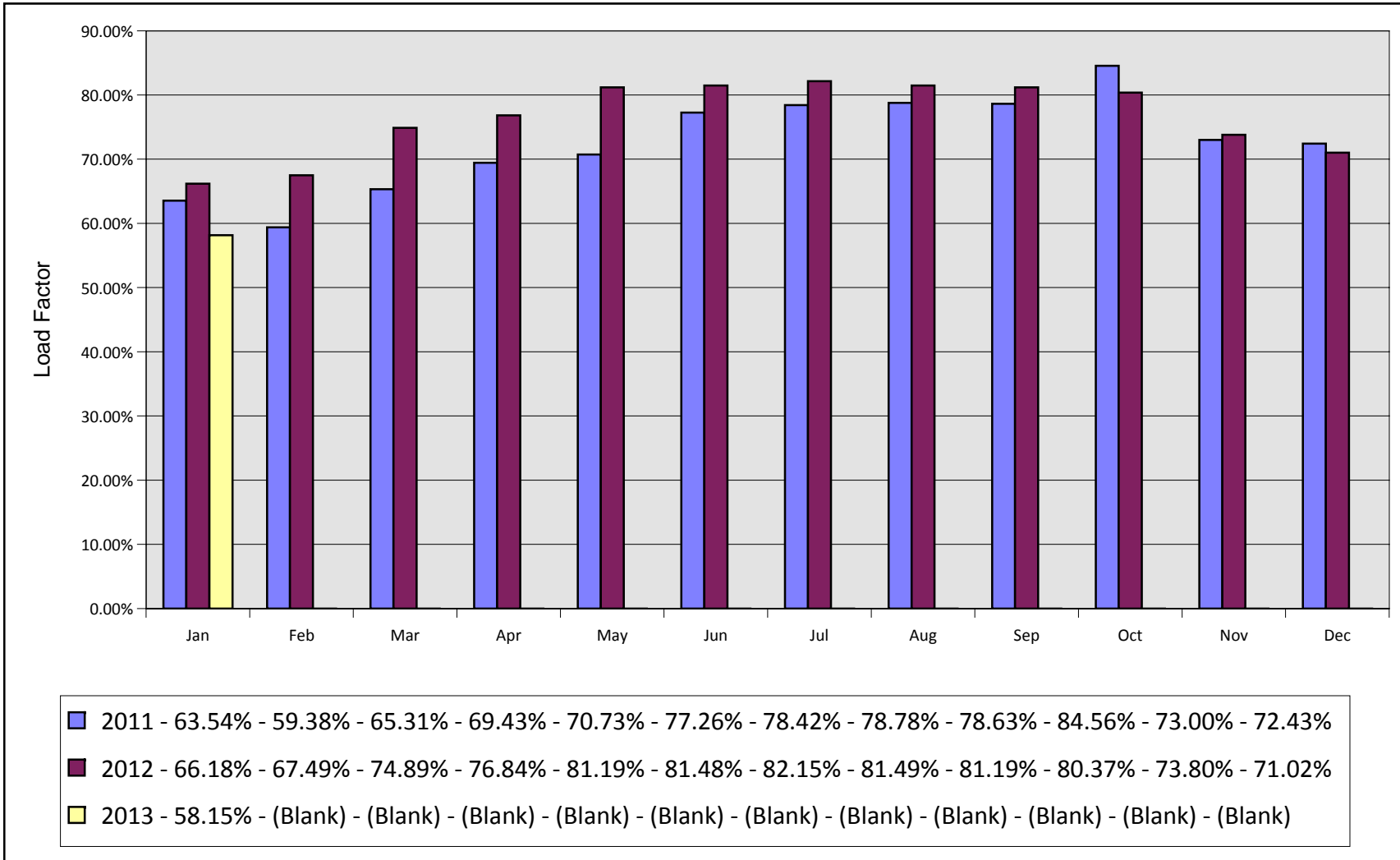
Monthly Enplanements By Year Asheville Regional Airport



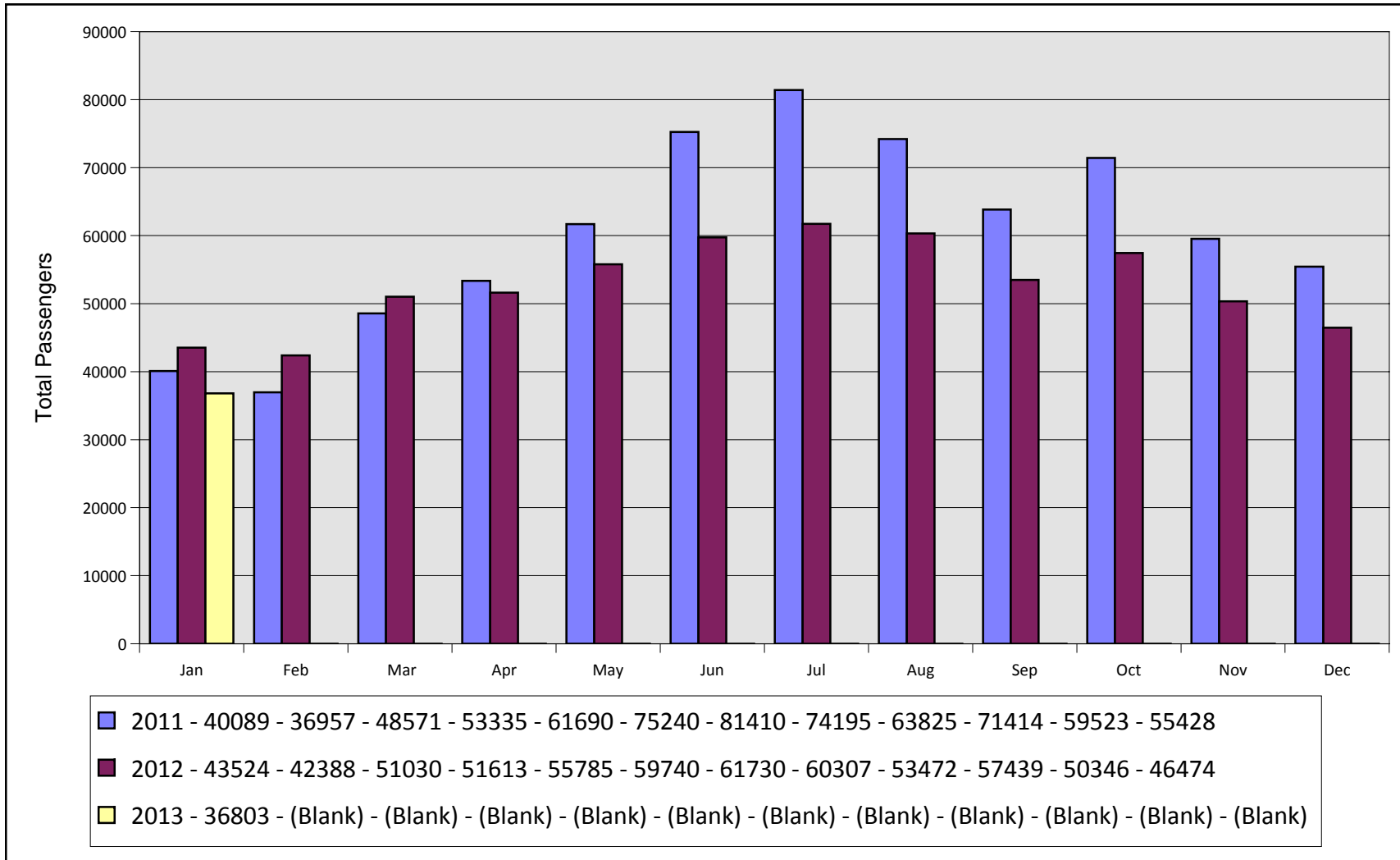
Monthly Seats By Year Asheville Regional Airport



Monthly Load Factors By Year Asheville Regional Airport

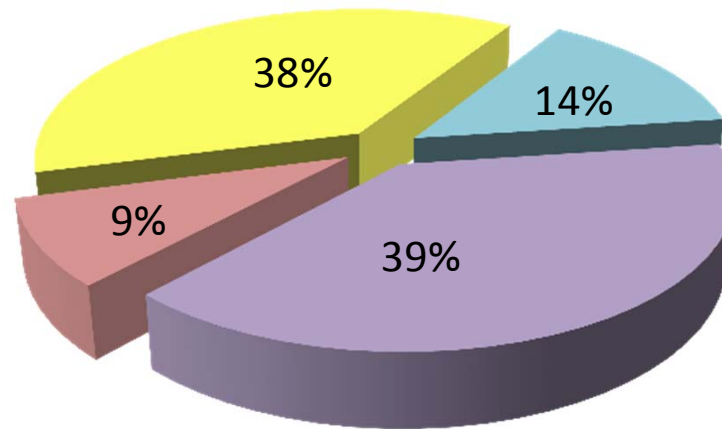


Total Monthly Passengers By Year Asheville Regional Airport



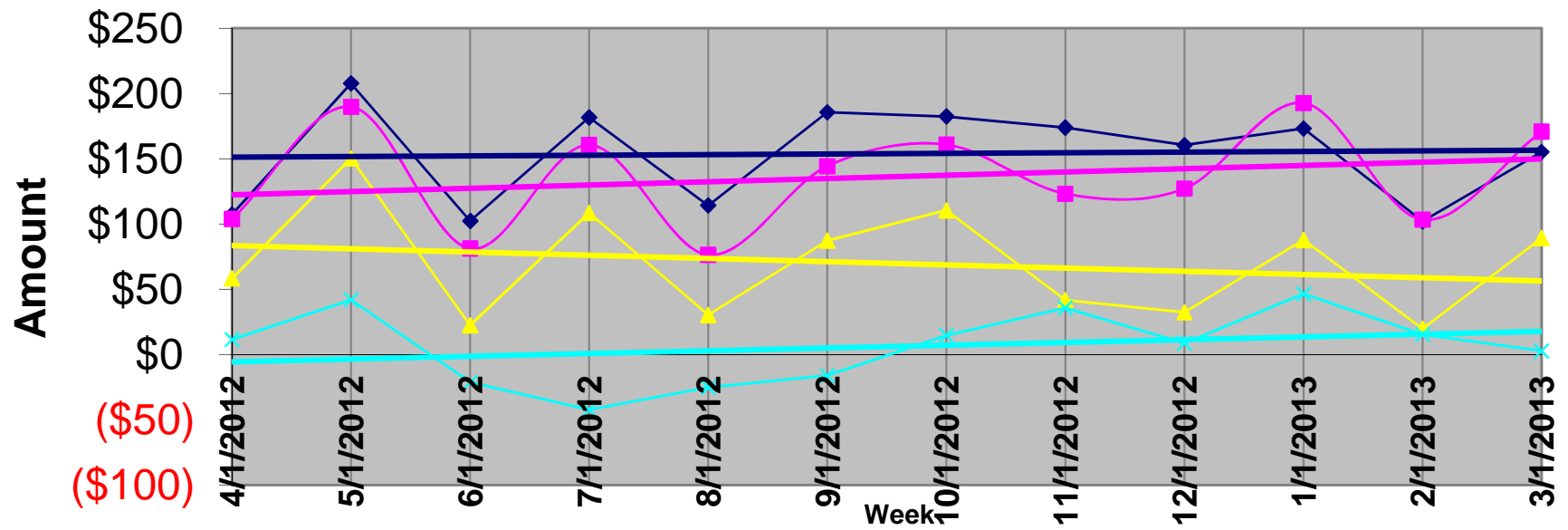
Airline Market Share Analysis (Enplanements) Asheville Regional Airport

Report Period From January 2013 Through January 2013



■ Allegiant Air ■ Delta Airlines ■ United Airlines ■ US Airways

AVL Average Airfare Differences 21 Day Advance Purchase, 3 Day Stay



◆ ATL
 ■ CLT
 ▲ GSP
 × TRI
 — Linear (ATL)
 — Linear (CLT)
 — Linear (GSP)
 — Linear (TRI)

Asheville Regional Airport
Sample airfares as of 3/1/13
21 Day Advance Purchase, 3 day Stay

							<u>Difference in Fares</u>				
		<u>ASHEVILLE</u>	<u>ATLANTA</u>	<u>CHARLOTTE</u>	<u>GREENVILLE</u>	<u>TRI-CITIES</u>	<u>ATLANTA</u>	<u>CHARLOTTE</u>	<u>GREENVILLE</u>	<u>TRI-CITIES</u>	
ABQ	Albuquerque	\$569	\$499	\$446	\$493	\$738	\$70	\$123	\$76	(\$169)	
ATL	Atlanta	\$354		\$168	\$318	\$380	\$354	\$186	\$36	(\$26)	
AUS	Austin	\$541	\$349	\$298	\$488	\$604	\$192	\$243	\$53	(\$63)	
BWI	Baltimore	\$490	\$321	\$214	\$233	\$510	\$169	\$276	\$257	(\$20)	
BOS	Boston	\$529	\$332	\$186	\$384	\$542	\$197	\$343	\$145	(\$13)	
ORD	Chicago	\$370	\$309	\$378	\$293	\$387	\$61	(\$8)	\$77	(\$17)	
CVG	Cincinnati	\$398	\$340	\$554	\$374	\$483	\$58	(\$156)	\$24	(\$85)	
CLE	Cleveland	\$554	\$353	\$484	\$326	\$493	\$201	\$70	\$228	\$61	
DFW	Dallas	\$541	\$349	\$436	\$383	\$414	\$192	\$105	\$158	\$127	
DEN	Denver	\$531	\$289	\$395	\$480	\$424	\$242	\$136	\$51	\$107	
DTW	Detroit	\$460	\$316	\$380	\$404	\$500	\$144	\$80	\$56	(\$40)	
FLL	Fort Lauderdale	\$522	\$280	\$274	\$393	\$294	\$242	\$248	\$129	\$228	
RSW	Ft. Myers	\$531	\$283	\$314	\$533	\$294	\$248	\$217	(\$2)	\$237	
BDL	Hartford	\$563	\$411	\$316	\$401	\$538	\$152	\$247	\$162	\$25	
IAH	Houston	\$444	\$354	\$506	\$413	\$413	\$90	(\$62)	\$31	\$31	
IND	Indianapolis	\$490	\$331	\$278	\$489	\$493	\$159	\$212	\$1	(\$3)	
JAX	Jacksonville	\$510	\$288	\$256	\$280	\$530	\$222	\$254	\$230	(\$20)	
MCI	Kansas City	\$538	\$367	\$260	\$435	\$428	\$171	\$278	\$103	\$110	
LAS	Las Vegas	\$711	\$491	\$454	\$607	\$725	\$220	\$257	\$104	(\$14)	
LAX	Los Angeles	\$556	\$458	\$452	\$590	\$594	\$98	\$104	(\$34)	(\$38)	
MHT	Manchester	\$522	\$334	\$176	\$385	\$540	\$188	\$346	\$137	(\$18)	
MEM	Memphis	\$549	\$303	\$419	\$553	\$541	\$246	\$130	(\$4)	\$8	
MIA	Miami	\$541	\$334	\$432	\$431	\$294	\$207	\$109	\$110	\$247	
MKE	Milwaukee	\$467	\$388	\$315	\$391	\$521	\$79	\$152	\$76	(\$54)	
MSP	Minneapolis/Saint Pau	\$486	\$390	\$552	\$475	\$566	\$96	(\$66)	\$11	(\$80)	
BNA	Nashville	\$499	\$414	\$296	\$230	\$502	\$85	\$203	\$269	(\$3)	
MSY	New Orleans	\$521	\$267	\$262	\$394	\$521	\$254	\$259	\$127	\$0	

LGA	New York	\$334	\$280	\$195	\$360	\$416	\$54	\$139	(\$26)	(\$82)
EWR	Newark	\$368	\$346	\$325	\$368	\$412	\$22	\$43	\$0	(\$44)
MCO	Orlando	\$529	\$259	\$310	\$273	\$294	\$270	\$219	\$256	\$235
PHL	Philadelphia	\$378	\$398	\$252	\$307	\$509	(\$20)	\$126	\$71	(\$131)
PHX	Phoenix	\$666	\$385	\$364	\$508	\$670	\$281	\$302	\$158	(\$4)
PIT	Pittsburgh	\$490	\$310	\$216	\$395	\$510	\$180	\$274	\$95	(\$20)
PDX	Portland	\$774	\$736	\$573	\$711	\$812	\$38	\$201	\$63	(\$38)
PVD	Providence	\$530	\$344	\$215	\$385	\$538	\$186	\$315	\$145	(\$8)
RDU	Raleigh/Durham	\$493	\$225	\$376	\$443	\$510	\$268	\$117	\$50	(\$17)
RIC	Richmond	\$490	\$321	\$286	\$539	\$510	\$169	\$204	(\$49)	(\$20)
STL	Saint Louis	\$490	\$335	\$260	\$414	\$493	\$155	\$230	\$76	(\$3)
SLC	Salt Lake City	\$589	\$497	\$531	\$490	\$760	\$92	\$58	\$99	(\$171)
SAT	San Antonio	\$549	\$331	\$301	\$480	\$522	\$218	\$248	\$69	\$27
SAN	San Diego	\$669	\$538	\$513	\$531	\$771	\$131	\$156	\$138	(\$102)
SFO	San Francisco	\$559	\$437	\$408	\$630	\$679	\$122	\$151	(\$71)	(\$120)
SRQ	Sarasota/Bradenton	\$439	\$324	\$326	\$452	\$294	\$115	\$113	(\$13)	\$145
SEA	Seattle	\$755	\$535	\$415	\$582	\$769	\$220	\$340	\$173	(\$14)
SYR	Syracuse	\$556	\$441	\$320	\$519	\$596	\$115	\$236	\$37	(\$40)
TPA	Tampa	\$419	\$331	\$314	\$312	\$294	\$88	\$105	\$107	\$125
YYZ	Toronto	\$522	\$561	\$431	\$509	\$639	(\$39)	\$91	\$13	(\$117)
DCA	Washington DC	\$403	\$321	\$214	\$233	\$510	\$82	\$189	\$170	(\$107)
IAD	Washington DC	\$403	\$317	\$214	\$211	\$510	\$86	\$189	\$192	(\$107)
PBI	West Palm Beach	\$525	\$239	\$314	\$428	\$294	\$286	\$211	\$97	\$231

*These sample airfares were available 3/1/13, based on a 21 day advance purchase and a 3 day stay. Other restrictions may apply. To obtain the most up-to-date pricing information for your travel needs, please contact your travel agent or visit the following web sites: www.aa.com; www.airtran.com; www.continental.com; www.delta.com; www.united.com; www.usairways.com; www.travelocity.com; www.orbitz.com; or www.expedia.com. Airfares are subject to change without notice - and lower airfares are often not available on all dates. Please see our "special airfares" section on our web site for any last minute airfare specials. Sample airfares will be updated each Tuesday.

\$155 \$171 \$89 \$3

Average Fare difference

Blue highlighted numbers represent fare differentials in excess of \$35 for GSP, \$70 for CLT, \$100 for ATL, and \$35 for TRI.

Asheville Regional Airport
Sample airfares as of 3/1/13
0 Day Advance Purchase, 3 day Stay

							<u>Difference in Fares</u>				
		<u>ASHEVILLE</u>	<u>ATLANTA</u>	<u>CHARLOTTE</u>	<u>GREENVILLE</u>	<u>TRI-CITIES</u>	<u>ATLANTA</u>	<u>CHARLOTTE</u>	<u>GREENVILLE</u>	<u>TRI-CITIES</u>	
ABQ	Albuquerque	\$1,119	\$706	\$694	\$976	\$1,119	\$413	\$425	\$143	\$0	
ATL	Atlanta	\$524		\$264	\$422	\$562	\$524	\$260	\$102	(\$38)	
AUS	Austin	\$912	\$405	\$451	\$811	\$1,044	\$507	\$461	\$101	(\$132)	
BWI	Baltimore	\$756	\$434	\$300	\$323	\$756	\$322	\$456	\$433	\$0	
BOS	Boston	\$779	\$563	\$305	\$753	\$800	\$216	\$474	\$26	(\$21)	
ORD	Chicago	\$402	\$410	\$661	\$394	\$720	(\$8)	(\$259)	\$8	(\$318)	
CVG	Cincinnati	\$563	\$722	\$748	\$538	\$583	(\$159)	(\$185)	\$25	(\$20)	
CLE	Cleveland	\$788	\$538	\$697	\$250	\$904	\$250	\$91	\$538	(\$116)	
DFW	Dallas	\$798	\$582	\$952	\$498	\$920	\$216	(\$154)	\$300	(\$122)	
DEN	Denver	\$940	\$223	\$568	\$690	\$984	\$717	\$372	\$250	(\$44)	
DTW	Detroit	\$667	\$643	\$615	\$745	\$768	\$24	\$52	(\$78)	(\$101)	
FLL	Fort Lauderdale	\$802	\$260	\$372	\$649	\$828	\$542	\$430	\$153	(\$26)	
RSW	Ft. Myers	\$812	\$293	\$372	\$698	\$828	\$519	\$440	\$114	(\$16)	
BDL	Hartford	\$786	\$651	\$330	\$695	\$830	\$135	\$456	\$91	(\$44)	
IAH	Houston	\$621	\$469	\$881	\$401	\$919	\$152	(\$260)	\$220	(\$298)	
IND	Indianapolis	\$810	\$513	\$411	\$669	\$872	\$297	\$399	\$141	(\$62)	
JAX	Jacksonville	\$756	\$308	\$350	\$806	\$806	\$448	\$406	(\$50)	(\$50)	
MCI	Kansas City	\$838	\$426	\$426	\$773	\$1,007	\$412	\$412	\$65	(\$169)	
LAS	Las Vegas	\$1,065	\$642	\$567	\$1,011	\$1,170	\$423	\$498	\$54	(\$105)	
LAX	Los Angeles	\$1,042	\$557	\$536	\$1,020	\$1,032	\$485	\$506	\$22	\$10	
MHT	Manchester	\$698	\$504	\$241	\$697	\$755	\$194	\$457	\$1	(\$57)	
MEM	Memphis	\$716	\$336	\$679	\$711	\$716	\$380	\$37	\$5	\$0	
MIA	Miami	\$782	\$314	\$701	\$746	\$1,042	\$468	\$81	\$36	(\$260)	
MKE	Milwaukee	\$691	\$467	\$429	\$749	\$884	\$224	\$262	(\$58)	(\$193)	
MSP	Minneapolis/Saint Paul	\$812	\$629	\$807	\$810	\$845	\$183	\$5	\$2	(\$33)	
BNA	Nashville	\$708	\$769	\$348	\$296	\$806	(\$61)	\$360	\$412	(\$98)	
MSY	New Orleans	\$888	\$418	\$432	\$652	\$890	\$470	\$456	\$236	(\$2)	

LGA	New York	\$300	\$420	\$434	\$523	\$884	(\$120)	(\$134)	(\$223)	(\$584)
EWR	Newark	\$402	\$440	\$616	\$544	\$932	(\$38)	(\$214)	(\$142)	(\$530)
MCO	Orlando	\$756	\$396	\$408	\$328	\$874	\$360	\$348	\$428	(\$118)
PHL	Philadelphia	\$459	\$610	\$348	\$656	\$806	(\$151)	\$111	(\$197)	(\$347)
PHX	Phoenix	\$998	\$872	\$538	\$965	\$968	\$126	\$460	\$33	\$30
PIT	Pittsburgh	\$806	\$515	\$350	\$559	\$806	\$291	\$456	\$247	\$0
PDX	Portland	\$1,160	\$838	\$569	\$1,011	\$1,165	\$322	\$591	\$149	(\$5)
PVD	Providence	\$834	\$539	\$308	\$756	\$870	\$295	\$526	\$78	(\$36)
RDU	Raleigh/Durham	\$693	\$359	\$486	\$713	\$904	\$334	\$207	(\$20)	(\$211)
RIC	Richmond	\$872	\$434	\$416	\$736	\$872	\$438	\$456	\$136	\$0
STL	Saint Louis	\$672	\$470	\$431	\$592	\$890	\$202	\$241	\$80	(\$218)
SLC	Salt Lake City	\$796	\$727	\$883	\$970	\$949	\$69	(\$87)	(\$174)	(\$153)
SAT	San Antonio	\$912	\$495	\$452	\$819	\$1,040	\$417	\$460	\$93	(\$128)
SAN	San Diego	\$938	\$610	\$576	\$1,010	\$1,032	\$328	\$362	(\$72)	(\$94)
SFO	San Francisco	\$1,155	\$699	\$576	\$1,010	\$1,032	\$456	\$579	\$145	\$123
SRQ	Sarasota/Bradenton	\$665	\$476	\$450	\$658	\$906	\$189	\$215	\$7	(\$241)
SEA	Seattle	\$1,158	\$731	\$701	\$1,147	\$1,116	\$427	\$457	\$11	\$42
SYR	Syracuse	\$828	\$784	\$582	\$809	\$881	\$44	\$246	\$19	(\$53)
TPA	Tampa	\$602	\$452	\$372	\$596	\$828	\$150	\$230	\$6	(\$226)
YYZ	Toronto	\$858	\$959	\$561	\$774	\$1,018	(\$101)	\$297	\$84	(\$160)
DCA	Washington DC	\$676	\$433	\$504	\$485	\$904	\$243	\$172	\$191	(\$228)
IAD	Washington DC	\$817	\$438	\$678	\$555	\$904	\$379	\$139	\$262	(\$87)
PBI	West Palm Beach	\$686	\$264	\$372	\$828	\$828	\$422	\$314	(\$142)	(\$142)

\$268 \$267 \$86 (\$114)

Average Fare difference

*These sample airfares were available 3/1/13, based on a 0 day advance purchase and a 3 day stay. Other restrictions may apply. To obtain the most up-to-date pricing information for your travel needs, please contact your travel agent or visit the following web sites: www.aa.com; www.airtran.com; www.continental.com; www.delta.com; www.united.com; www.usairways.com; www.travelocity.com; www.orbitz.com; or www.expedia.com. Airfares are subject to change without notice - and lower airfares are often not available on all dates. Please see our "special airfares" section on our web site for any last minute airfare specials. Sample airfares will be updated each Tuesday.

Blue highlighted numbers represent fare differentials in excess of \$35 for GSP, \$70 for CLT, \$100 for ATL, and \$35 for TRI.

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

Mktg Al	Org	Dst	Miles	Travel Period		Mar 2013		Mar 2012		Diff		Percent Diff	
				Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats		
DL	ATL	AVL	164	54	3,239	56	2,800	(2)	439	(3.6%)	15.7%		
DL	AVL	ATL	164	54	3,239	56	2,800	(2)	439	(3.6%)	15.7%		
DL	AVL	DTW	470	7	350	7	350	0	0	0.0%	0.0%		
DL	DTW	AVL	470	7	350	7	350	0	0	0.0%	0.0%		
G4	AVL	FLL	660	3	498	0	0	3	498				
G4	AVL	SFB	465	4	664	2	300	2	364	100.0%	121.3%		
G4	FLL	AVL	660	3	498	0	0	3	498				
G4	SFB	AVL	465	4	664	2	300	2	364	100.0%	121.3%		
UA	AVL	EWR	583	0	0	6	300	(6)	(300)	(100.0%)	(100.0%)		
UA	AVL	IAH	834	0	0	6	300	(6)	(300)	(100.0%)	(100.0%)		
UA	AVL	ORD	536	14	700	14	700	0	0	0.0%	0.0%		
UA	EWR	AVL	583	0	0	6	300	(6)	(300)	(100.0%)	(100.0%)		
UA	IAH	AVL	834	0	0	6	300	(6)	(300)	(100.0%)	(100.0%)		
UA	ORD	AVL	536	14	700	14	700	0	0	0.0%	0.0%		
US	AVL	CLT	92	62	3,185	57	3,045	5	140	8.8%	4.6%		
US	AVL	PHL	503	0	0	1	50	(1)	(50)	(100.0%)	(100.0%)		
US	CLT	AVL	92	62	3,185	57	3,045	5	140	8.8%	4.6%		
US	PHL	AVL	503	0	0	1	50	(1)	(50)	(100.0%)	(100.0%)		
TOTAL				288	17,272	298	15,690	(10)	1,582	(3.4%)	10.1%		

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

Mktg Al	Travel Period			Apr 2013		Apr 2012		Diff		Percent Diff	
	Org	Dst	Miles	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats
DL	ATL	AVL	164	53	3,189	55	2,750	(2)	439	(3.6%)	16.0%
DL	AVL	ATL	164	53	3,189	55	2,750	(2)	439	(3.6%)	16.0%
DL	AVL	DTW	470	7	350	7	350	0	0	0.0%	0.0%
DL	AVL	LGA	599	7	350	0	0	7	350		
DL	DTW	AVL	470	7	350	7	350	0	0	0.0%	0.0%
DL	LGA	AVL	599	7	350	0	0	7	350		
G4	AVL	FLL	660	2	332	0	0	2	332		
G4	AVL	SFB	465	2	332	2	300	0	32	0.0%	10.7%
G4	FLL	AVL	660	2	332	0	0	2	332		
G4	SFB	AVL	465	2	332	2	300	0	32	0.0%	10.7%
UA	AVL	EWR	583	0	0	7	350	(7)	(350)	(100.0%)	(100.0%)
UA	AVL	IAH	834	0	0	7	350	(7)	(350)	(100.0%)	(100.0%)
UA	AVL	ORD	536	14	700	14	700	0	0	0.0%	0.0%
UA	EWR	AVL	583	0	0	7	350	(7)	(350)	(100.0%)	(100.0%)
UA	IAH	AVL	834	0	0	7	350	(7)	(350)	(100.0%)	(100.0%)
UA	ORD	AVL	536	14	700	14	700	0	0	0.0%	0.0%
US	AVL	CLT	92	62	3,176	57	3,065	5	111	8.8%	3.6%
US	AVL	PHL	503	0	0	1	50	(1)	(50)	(100.0%)	(100.0%)
US	CLT	AVL	92	62	3,176	57	3,065	5	111	8.8%	3.6%
US	PHL	AVL	503	0	0	1	50	(1)	(50)	(100.0%)	(100.0%)
TOTAL				294	16,858	300	15,830	(6)	1,028	(2.0%)	6.5%

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

Travel Period				May 2013		May 2012		Diff		Percent Diff	
Mktg Al	Orig	Dest	Miles	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats
DL	ATL	AVL	164	56	3,290	56	2,800	0	490	0.0%	17.5%
DL	AVL	ATL	164	56	3,290	56	2,800	0	490	0.0%	17.5%
DL	AVL	DTW	470	7	350	7	350	0	0	0.0%	0.0%
DL	AVL	LGA	599	7	350	0	0	7	350		
DL	DTW	AVL	470	7	350	7	350	0	0	0.0%	0.0%
DL	LGA	AVL	599	7	350	0	0	7	350		
G4	AVL	FLL	660	2	332	0	0	2	332		
G4	AVL	SFB	465	2	332	3	450	(1)	(118)	(33.3%)	(26.2%)
G4	FLL	AVL	660	2	332	0	0	2	332		
G4	SFB	AVL	465	2	332	3	450	(1)	(118)	(33.3%)	(26.2%)
UA	AVL	EWR	583	7	350	7	350	0	0	0.0%	0.0%
UA	AVL	IAH	834	0	0	7	350	(7)	(350)	(100.0%)	(100.0%)
UA	AVL	ORD	536	14	700	14	700	0	0	0.0%	0.0%
UA	EWR	AVL	583	7	350	7	350	0	0	0.0%	0.0%
UA	IAH	AVL	834	0	0	7	350	(7)	(350)	(100.0%)	(100.0%)
UA	ORD	AVL	536	14	700	14	700	0	0	0.0%	0.0%
US	AVL	CLT	92	63	3,239	57	3,177	6	62	10.5%	2.0%
US	AVL	PHL	503	0	0	1	50	(1)	(50)	(100.0%)	(100.0%)
US	CLT	AVL	92	63	3,239	57	3,177	6	62	10.5%	2.0%
US	PHL	AVL	503	0	0	1	50	(1)	(50)	(100.0%)	(100.0%)
TOTAL				316	17,886	304	16,454	12	1,432	3.9%	8.7%



MEMORANDUM

TO: Members of the Airport Authority
 FROM: Vickie Thomas, Director of Finance & Accounting
 DATE: March 8, 2013

ITEM DESCRIPTION – Information Section Item B

Asheville Regional Airport – Explanation of Extraordinary Variances
 Month of January, 2013 (Month 7 of FY-2013)

SUMMARY

Operating Revenues for the month of January were \$637,530, .92% under budget. Operating Expenses for the month were \$539,217, 18.81% under budget. As a result, Net Operating Revenues before Depreciation were \$118,984 over budget. Net Non-Operating Revenues were \$115,093, 1.82% over budget.

Year-to-date Operating Revenues were \$4,932,240, .67% over budget. Year-to-date Operating Expenses were \$3,657,067, 17.64% below budget. Year-to-date Net Operating Revenues before Depreciation were \$816,312 over budget. Net Non-Operating Revenues for the year were \$1,215,446, 6.93% under budget.

REVENUES

Significant variations to budget for January were:

Auto Parking	(\$17,605)	(8.98%)	Enplanements under budget.
Ground Transportation	\$11,895	100.00%	Annual billings a month later than budgeted.

EXPENSES

Significant variations to budget for January were:

Personnel Services	(\$13,027)	(3.75%)	2 vacant positions.
Professional Services	(\$24,797)	(61.26%)	Timing of Professional Services spending.
Travel & Training	(\$11,255)	(53.53%)	Timing of Travel & Training spending.
Utility Services	(\$10,060)	(25.56%)	Milder weather than budgeted month.
Operating Supplies	(\$35,731)	(67.25%)	No deicing chemicals since no snow.

Information Section – Item B



STATEMENT OF NET ASSETS

Significant variations to prior month were:

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

**ASHEVILLE REGIONAL AIRPORT
INVESTMENT AND INTEREST INCOME SUMMARY
As of January 31, 2013**

<u>Institution:</u>	<u>Interest Rate</u>	<u>Investment Amount</u>	<u>Monthly Interest</u>
Bank of America - Operating Account	0.25%	\$ 4,240,795	746
Bank of America - PFC Revenue Account	0.25%	991,144	221
First Citizens - Money Market Account	0.25%	6,374,967	1,083
NC Capital Management Trust - Cash Portfolio		17,167	1
NC Capital Management Trust - Term Portfolio		3,005,698	418
Petty Cash		200	
 <u>Restricted Cash:</u>			
Wells Fargo - CFC Revenue Account	0.00%	435,541	0
 Total		 <u>\$ 15,065,512</u>	 <u>\$ 2,468</u>

Investment Diversification:

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

ASHEVILLE REGIONAL AIRPORT
STATEMENT OF CHANGES IN FINANCIAL POSITION
For the Month Ended January 31, 2013

	Current Month	Prior Period
Cash and Investments Beginning of Period	\$ 15,097,257	\$ 14,881,244
Net Income/(Loss) Before Capital Contributions	(217,705)	(180,737)
Depreciation	431,111	431,111
Decrease/(Increase) in Receivables	(9,550)	(1,745)
Increase/(Decrease) in Payables	(175,143)	125,953
Decrease/(Increase) in Prepaid Expenses	19,238	19,238
Decrease/(Increase) in Long Term Assets	(127,002)	(171,518)
Principal Payments of Bond Maturities	(38,571)	(38,386)
Contributed Capital	85,877	32,097
Increase(Decrease) in Cash	(31,745)	216,013
Cash and Investments End of Period	\$ 15,065,512	\$ 15,097,257

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

For the Month Ending January 31, 2013

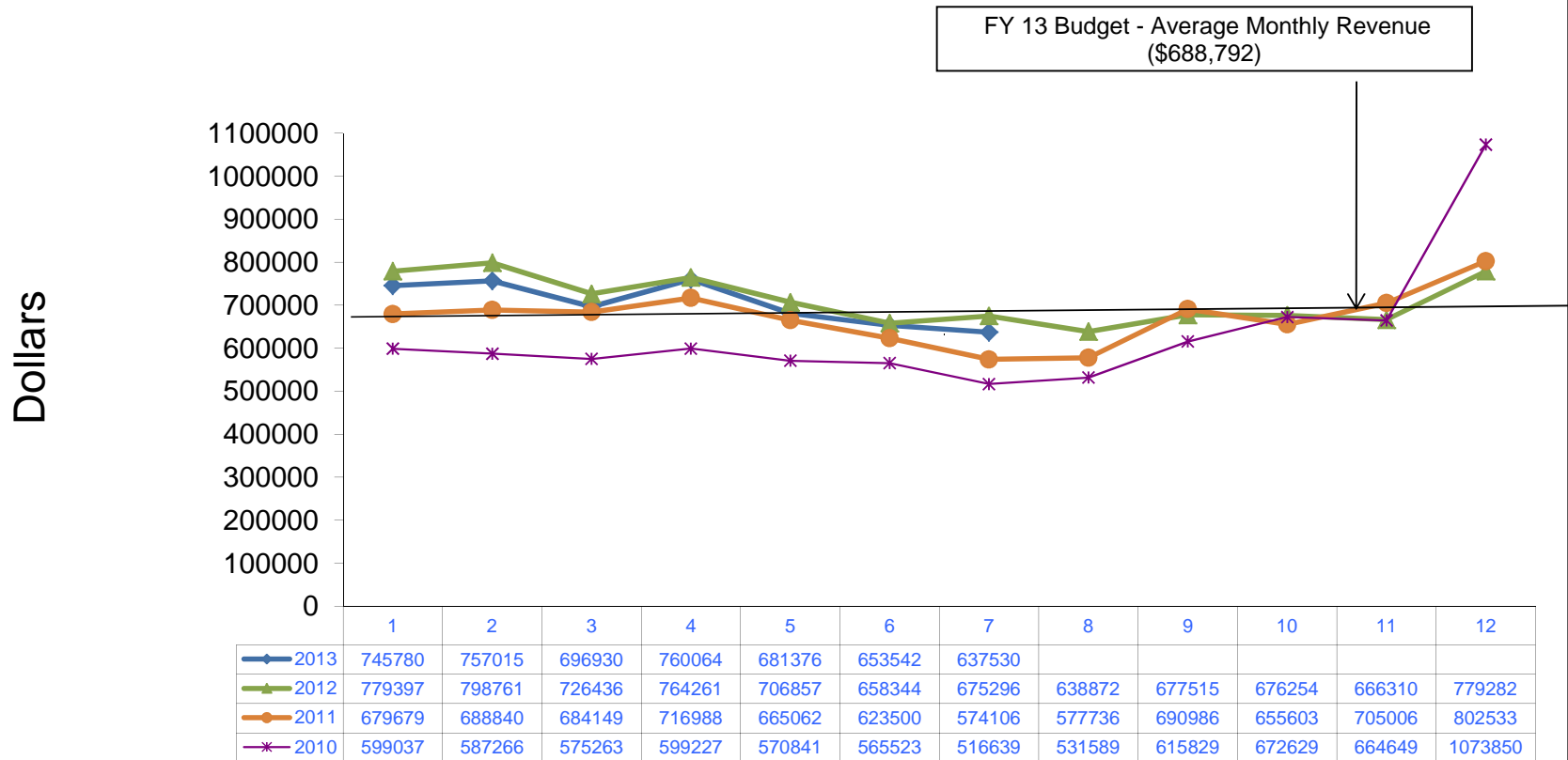
	January Actual	January Budget	Variance \$	Variance %	YTD Actual	YTD Budget	Variance \$	Variance %	Annual Budget
Operating Revenue:									
Terminal Space Rentals - Non Airline	\$17,554	\$17,553	\$1	0.01%	\$121,985	\$121,980	\$5	0.00%	\$209,756
Terminal Space Rentals - Airline	84,670	92,490	(7,820)	(8.45%)	764,210	778,217	(14,007)	(1.80%)	1,290,000
Concessions	14,584	13,416	1,168	8.71%	117,044	112,727	4,317	3.83%	189,975
Auto Parking	178,398	196,003	(17,605)	(8.98%)	1,453,022	1,434,106	18,916	1.32%	2,415,800
Rental Car - Car Rentals	120,385	112,320	8,065	7.18%	853,039	794,264	58,775	7.40%	1,356,230
Rental Car - Facility Rent	46,530	45,124	1,406	3.12%	334,395	323,373	11,022	3.41%	558,145
Commercial Ground Transportation	11,895	-	11,895	100.00%	20,340	15,000	5,340	35.60%	32,000
Landing Fees	42,827	42,238	589	1.39%	328,470	361,380	(32,910)	(9.11%)	617,000
FBO'S/SASO'S	77,149	77,708	(559)	(0.72%)	566,611	564,644	1,967	0.35%	961,840
Building Leases	10,854	11,668	(814)	(6.98%)	74,064	81,676	(7,612)	(9.32%)	140,017
Land Leases	2,090	2,060	30	1.46%	14,571	14,420	151	1.05%	24,716
Other Leases/Fees	30,594	32,862	(2,268)	(6.90%)	284,489	297,440	(12,951)	(4.35%)	470,022
Total Operating Revenue	\$637,530	\$643,442	(\$5,912)	(0.92%)	\$4,932,240	\$4,899,227	\$33,013	0.67%	\$8,265,501
Operating Expenses:									
Personnel Services	\$334,705	\$347,732	(\$13,027)	(3.75%)	\$2,262,665	\$2,381,028	(\$118,363)	(4.97%)	\$4,129,995
Professional Services	15,678	40,475	(24,797)	(61.26%)	47,828	151,873	(104,045)	(68.51%)	236,400
Accounting & Auditing	-	-	-	100.00%	6,200	6,200	-	0.00%	15,000
Other Contractual Services	63,169	60,170	2,999	4.98%	376,293	429,569	(53,276)	(12.40%)	722,408
Travel & Training	9,772	21,027	(11,255)	(53.53%)	59,244	95,747	(36,503)	(38.12%)	187,240
Communications & Freight	5,838	5,775	63	1.09%	38,735	41,923	(3,188)	(7.60%)	72,348
Utility Services	29,294	39,354	(10,060)	(25.56%)	206,438	265,053	(58,615)	(22.11%)	453,509
Rentals & Leases	936	1,068	(132)	(12.36%)	7,770	8,576	(806)	(9.40%)	15,020
Insurance	15,981	16,778	(797)	(4.75%)	111,933	117,446	(5,513)	(4.69%)	201,308
Repairs & Maintenance	23,635	30,923	(7,288)	(23.57%)	208,533	304,276	(95,743)	(31.47%)	389,400
Advertising, Printing & Binding	1,976	8,525	(6,549)	(76.82%)	71,337	117,470	(46,133)	(39.27%)	200,692
Promotional Activities	3,650	8,185	(4,535)	(55.41%)	61,971	80,475	(18,504)	(22.99%)	103,100
Other Current Charges & Obligations	4,302	6,340	(2,038)	(32.15%)	39,086	49,932	(10,846)	(21.72%)	82,680
Office Supplies	492	1,015	(523)	(51.53%)	4,793	7,102	(2,309)	(32.51%)	12,175
Operating Supplies	17,403	53,134	(35,731)	(67.25%)	83,080	209,612	(126,532)	(60.36%)	372,618
Books, Publications, Subscriptions & Meml	3,394	6,112	(2,718)	(44.47%)	25,989	23,834	2,155	9.04%	41,435
Contingency	0	5,500	(5,500)	(100.00%)	0	14,500	(14,500)	(100.00%)	41,173
Emergency Repair	8,992	10,000	(1,008)	(10.08%)	41,422	50,000	(8,578)	(17.16%)	100,000
Business Development	-	2,000	(2,000)	(100.00%)	3,750	85,750	(82,000)	(95.63%)	300,000
Total Operating Expenses	\$539,217	\$664,113	(\$124,896)	(18.81%)	\$3,657,067	\$4,440,366	(\$783,299)	(17.64%)	\$7,676,501

Operating Revenue before Depreciation	\$98,313	(\$20,671)	\$118,984	(575.61%)	\$1,275,173	\$458,861	\$816,312	177.90%	\$589,000
Depreciation	431,111	-	431,111	100.00%	3,017,778	-	3,017,778	100.00%	-
Operating Income(Loss) Before Non-Operating Revenue and Expenses	(\$332,798)	(\$20,671)	(\$312,127)	1,509.98%	(\$1,742,605)	\$458,861	(\$2,201,466)	(479.77%)	\$589,000
Non-Operating Revenue and Expense									
Customer Facility Charges	\$55,293	\$46,452	\$8,841	19.03%	\$619,799	\$556,517	\$63,282	11.37%	\$ 900,000
Passenger Facility Charges	70,996	79,000	(8,004)	(10.13%)	674,067	840,158	(166,091)	(19.77%)	1,350,000
Interest Revenue	2,468	1,250	1,218	97.44%	21,085	8,750	12,335	140.97%	15,000
Interest Expense	(13,664)	(13,664)	-	0.00%	(99,505)	(99,505)	-	0.00%	(165,014)
Reimbursable Cost Revenues	9,708	29,167	(19,459)	(66.72%)	72,645	204,169	(131,524)	(64.42%)	350,000
Reimbursable Cost Expenses	(9,708)	(29,167)	19,459	(66.72%)	(72,645)	(204,169)	131,524	(64.42%)	(350,000)
Sale of Assets	0	0	-	0.00%	0	0	-	0.00%	
Non-Operating Revenue-Net	\$115,093	\$113,038	\$2,055	1.82%	\$1,215,446	\$1,305,920	(\$90,474)	(6.93%)	\$2,099,986
Income (Loss) Before Capital Contributions	(\$217,705)	\$92,367	(\$310,072)	(335.70%)	(\$527,159)	\$1,764,781	(\$2,291,940)	(129.87%)	\$2,688,986
Capital Contributions	\$85,877	\$0	\$85,877	100.00%	\$1,162,562	\$0	\$1,162,562	100.00%	\$0
Increase in Net Assets	(\$131,828)	\$92,367	(\$224,195)	(242.72%)	\$635,403	\$1,764,781	(\$1,129,378)	(64.00%)	\$2,688,986

ASHEVILLE REGIONAL AIRPORT
STATEMENT OF FINANCIAL POSITION
As of January 31, 2013

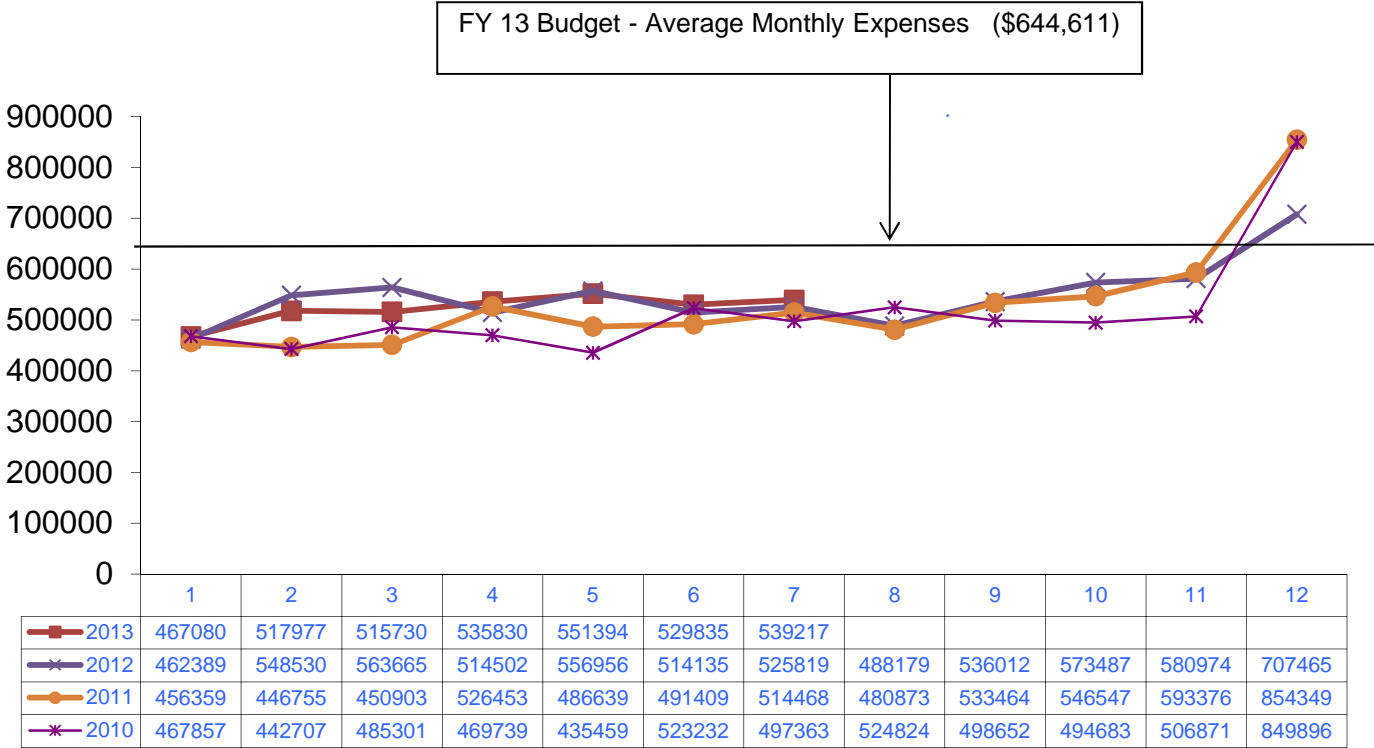
	Current Month	Last Month
<u>ASSETS</u>		
Current Assets:		
Unrestricted Net Assets:		
Cash and Cash Equivalents	\$14,629,971	\$14,836,793
Accounts Receivable	304,617	385,860
Passenger Facility Charges Receivable	151,000	151,000
Refundable Sales Tax Receivable	142,704	137,788
Grants Receivable	1,238,191	1,152,313
Prepaid Expenses	96,641	115,879
Total Unrestricted Assets	16,563,124	16,779,633
Restricted Assets:		
Cash and Cash Equivalents	435,541	260,464
Total Restricted Assets	435,541	260,464
 Total Current Assets	 16,998,665	 17,040,097
Noncurrent Assets:		
Construction in Progress	3,671,928	3,469,925
Property and Equipment - Net	62,948,565	63,454,676
Total Noncurrent Assets	66,620,493	66,924,601
	\$83,619,158	\$83,964,698
<u>LIABILITIES AND NET ASSETS</u>		
Current Liabilities:		
Payable from Unrestricted Assets:		
Accounts Payable & Accrued Liabilities	\$485,872	\$588,045
Customer Deposits	1,675	750
Unearned Revenue	197,680	196,074
Construction Contract Retainages	11,000	86,502
Revenue Bond Payable - Current	477,634	475,340
Total Payable from Unrestricted Assets	1,173,861	1,346,711
 Total Current Liabilities	 1,173,861	 1,346,711
Noncurrent Liabilities:		
Other Postemployment Benefits	769,875	769,875
Compensated Absences	346,796	346,796
Net Pension Obligation-LEO Special Separation Allowance	(43,831)	(43,831)
Revenue Bond Payable - Noncurrent	2,315,659	2,356,524
Total Noncurrent Liabilities	3,388,499	3,429,364
 Total Liabilities	 4,562,360	 4,776,075
Net Assets:		
Invested in Capital Assets	63,816,200	64,006,235
Restricted	435,541	260,464
Unrestricted	14,805,057	14,921,924
Total Net Assets	79,056,798	79,188,623
	\$83,619,158	\$83,964,698

ASHEVILLE REGIONAL AIRPORT Annual Operating Revenue by Month January 2013

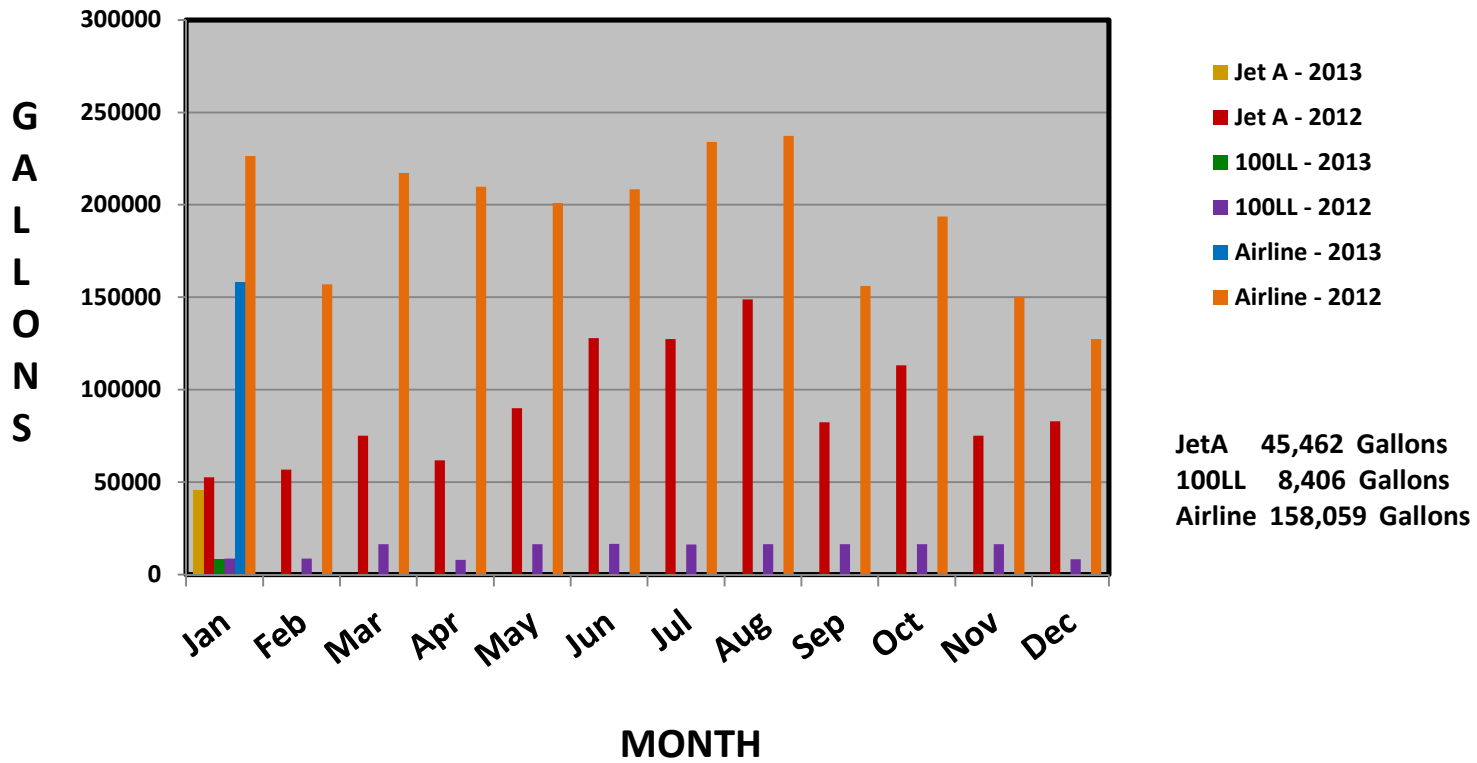


ASHEVILLE REGIONAL AIRPORT Annual Operating Expenses by Month January 2013

Dollars



ASHEVILLE REGIONAL AIRPORT Fuel Sales - Gallons January 2013



**Asheville Regional Airport
Project Report - March 2013**

Project Number	Project Name	Project Description	Professional Services Consultant	Professional Services Contract	General Contractor	Original Construction Contract	Change Orders (thru 03/01/2013)	Percent of Original Contract	Board Approved Project Cost	Percent Complete	Expensed to Date (thru 03/01/2013)	Start Date	End Date	Current Project Status (as of 03/01/2013)
Planning Phase														
Design Phase														
1	Airport Master Plan	To update and bring current the plans for development and improvements to promote growth at the airport	Delta Airport Consultants	\$832,500.00	N/A	N/A	\$0.00	0.00%	\$832,500.00	90%	\$749,250.00	Sep-11	Mar-13	ALP update continues. Open House for public viewing of Master Plan progress and final Advisory Committee meeting was held Feb 25, 2013. Fifteen individuals took advantage of the open house to view potential improvements to the airport. No written comments were received.
2	ARFF Facility	Design and construct a new Aircraft Rescue and Firefighting Facility consisting of up to 5 vehicle bays; operations support; dispatch and communication office; training and living spaces.	LPA Group	\$541,409.00	N/A	N/A	\$0.00	0.00%	\$541,409.00	57%	\$305,003.59	Jun-12	Nov-12	Design is complete. Bid opening was held on Feb 8, 2013 with the low responsive bidder accepted. Progress in preparing for construction to begin continues.
3	Airfield Re-Development	Design and construct a parallel taxiway/temporary runway and relocate current runway 75 feet to the west of current location.	RS&H	\$447,983.00	N/A	N/A	\$0.00	0.00%	\$447,983.00	0%	\$0.00	Feb-13		RS&H will represent the Pre-Design, Design and Project Management of this project. Pre-Design is underway assembling the Program Definition Document (PDD) to identify the general design requirements and level of design.
Construction Phase														
1	Westside Phase 2	Construction for the Westside Project to level land utilizing engineered ash to fill and top with soil embankment/cap for future development.	AVCON	\$349,732.00	Charah	N/A	\$0.00	0.00%	\$349,732.00* <i>(project expenses are being reimbursed by Charah through a separate agreement)</i>	51%	\$177,315.59	Feb-11	Jan-14	Rain delays continue to slow progress on the ash fill. Progress will continue weather permitting. Area 3 is in process of permitting for grub and clearing to begin in North end of area.
2	Passenger Boarding Bridges	Purchase and install Passenger Boarding Bridges for Gates 4-6 including building upgrades	RS&H	\$128,079.00	Goforth Builders & Thyssen Krupp Airport Systems	\$1,643,681.00	\$25,022.01	1.60%	\$1,778,840.00	99%	\$ 1,717,746.11	Nov-11	Oct-12	RS&H is working with Contractor to submit all final close out documents. This project is complete.
3	ARFF Facility Construction	Construction of a new Aircraft Rescue Fire Fighting Building will be needed to add more square footage for growing staff and fire truck vehicle fleet.	LPA/BAKER		Goforth Builders Inc.					0%		04/01/13	Jun-14	Goforth Builders Inc. has been accepted and approved as the low responsive bidder. Notice of Award and contract has been submitted for processing. Construction is anticipated to begin April 2013.

Amounts are based on invoices received and processed through Development.