



## **AGENDA**

Asheville Regional Airport Authority Regular Meeting  
Friday, March 12, 2010, 8:30 a.m.  
Conference Room at Administrative Offices

### **\* NOTE TO ALL PUBLIC ATTENDEES:**

The public may speak on any item on the agenda. There are request cards located outside the public seating area. These cards must be completed and presented to the Recording Secretary prior to the item being heard. Your comments will be addressed prior to the Board's discussion and you will have 5 minutes to address the Board. Thank you for your attention.

- I. CALL TO ORDER:
- II. APPEARANCES: None
- III. PRESENTATIONS:
  - A. Presentation and Review of the Runway 16/34 Rehabilitation / Reconstruction Project - Pavement & Lighting Evaluation ([document](#))
- IV. CONSENT AGENDA:
  - A. Approval of the Asheville Regional Airport Authority February 12, 2010 Regular Meeting Minutes ([document](#))
  - B. Approval of the Asheville Regional Airport Authority February 26, 2010 Budget/Workshop Retreat Meeting Minutes ([document](#))
  - C. Approval of the Asheville Regional Airport Authority February 12, 2010 Closed Session Minutes
  - D. Approval of the Asheville Regional Airport Authority February 26, 2010 Closed Session Minutes



V. OLD BUSINESS:

- A. Approval of Amended Travel Policy ([document](#))

VI. NEW BUSINESS:

- A. Approval of Preliminary Fiscal Year 2010/2011 Budget ([document](#))
- B. Budget Amendment for American Airlines and AirTran Incentives ([document](#))

VII. DIRECTOR'S REPORT:

- A. Washington, DC Update
- B. Director of Marketing & Public Relations vacancy

VIII. INFORMATION SECTION:

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

- A. January, 2010 Traffic Report ([document](#))
- B. January, 2010 Monthly Financial Report ([document](#))
- C. March, 2010 Marketing and Public Relations Report ([document](#))
- D. March, 2010 Development/Project Status Report ([document](#))
- E. Potential Board Items for the Next Regular Scheduled Meeting:
  - Final Adoption of the Authority's Fiscal Year 2010/2011 Budget

IX. AUTHORITY MEMBERS' REPORTS: None

X. PUBLIC AND TENANTS' COMMENTS:



XI. CLOSED SESSION:

Pursuant to Subsections 143-318.11 (a) (3) and (6) of the General Statutes of North Carolina in order to consult with the Authority's Legal Counsel in order to preserve the attorney-client privilege and to consider personnel matters.

XII. ADJOURNMENT.

Respectfully submitted,

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Lew Bleiweis, A.A.E.  
Airport Director

Approved:

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David Hillier  
Chairman

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## **MEMORANDUM**

TO: Members of the Airport Authority

FROM: Kevin E. Howell, Director of Properties & Development

DATE: March 12, 2010

### **ITEM DESCRIPTION – Presentation Item A**

Presentation and Review of the Runway 16/34 Rehabilitation / Reconstruction Project - Pavement & Lighting Evaluation

### **BACKGROUND**

On October 10, 2008, the Authority Board approved a fee and scope with Reynolds, Smith and Hills, (RS&H) for professional services required to evaluate the pavement and lighting for RW 16/34 in order to determine the extent and severity of any pavement or lighting defects and establish recommended alternatives for the rehabilitation or reconstruction of the runway pavement and lighting.

RS&H completed the evaluation in the spring of 2009 and presented the final report to the Authority in April 2009. At that meeting, the consensus of the Board was to support Option D. Option D involves the construction of a full length parallel taxiway west of RW 16/34, which would serve as an alternative landing surface during the reconstruction of the existing runway. Reconstruction of the runway is recommended due to the extent of lighting and electrical repairs that are needed. In addition, it was also recommended to proceed with a 75' shift of the runway during reconstruction to accommodate current FAA design standards which have been revised since AVL was first built.

Since April 2009, Staff has continued to work with RS&H to review the project with the Federal Aviation Administration to gain additional support for the project and prepare the Airport to be able to submit an application for federal financial assistance and compete for the discretionary funding required to deliver this project.

Several questions on this project and the Authority's intentions have arisen in the recent months. A review of the April 2009 presentation on the project will be provided to help answer any questions and allow the Board to discuss this project further.

Presentation – Item A

**REGULAR MEETING**  
**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**February 12, 2010**  
**8:33 a.m.**

The Asheville Regional Airport Authority ("Authority") met on Friday, February 12, 2010 at 8:33 a.m. in the Ballroom at the Holiday Inn/Clarion Inn, 550 Airport Road, Fletcher, NC 28732.

**MEMBERS PRESENT:** David R. Hillier, Chairman; David Gantt, Vice-Chairman; Chuck McGrady, Secretary-Treasurer; Susan C. Fisher; Rhett Grotzinger; Brownie Newman; and Jeffrey A. Piccirillo.

**MEMBERS ABSENT:** None

**STAFF AND LEGAL COUNSEL PRESENT:** Victor Buchanan, Authority Legal Counsel; Lew Bleiweis, Airport Director; D. David Nantz, Director of Operations and Maintenance; Kevin Howell, Director of Properties and Development; Patti Michel, Director of Marketing and Public Relations; Royce Holden, IT Director; C. Jeffrey Augram, Chief of Public Safety; Suzie Baker, Administration Manager; Vickie Thomas, Director of Finance and Accounting; Captain Kevan Smith, Lieutenant Jimmie Brissie; and Ellen Heywood, Recording Secretary.

**ALSO PRESENT:** Nancy Marstall, WNC Pilots Association; Hope Herrick; John Fletch, Asheville Citizen-Times; Charles Thomas, WNC Aviation; Amy Thomas, WNC Aviation; Paul Wood, Landmark Aviation; Cindy Carter, WNC Pilots Association; Nathan Otto, RS&H; Adam McAnulty, WLOS; Mark Barrett, Asheville Citizen-Times; Kevin Frank, Odyssey Aviation; Sherrill Barber, WLOS; Steve H.; Nancy Grace; Jerry Rice; Henry Johnson, WNC Pilots Association; Bill Keith, WNC Pilots Association; Phil Kelley, Old Shoals Partners.

**CALL TO ORDER:** The Chairman welcomed everyone in attendance and called the meeting to order at 8:33 a.m.

**APPEARANCES:** None

## **PRESENTATIONS:**

**A. Proposed FY 2010/2011 Budget Presentation:** Vickie Thomas presented a brief overview of the proposed FY2010/2011 Budget. Mrs. Thomas reviewed operating revenue and expenses and noted the higher parking management fees, new parking equipment, and higher professional fees for the redesign of the website and reexamination of air service initiatives. Mrs. Thomas informed the Board that the deletion of the Deputy Airport Director position from the FY2010/2011 Budget should help to offset some of these costs and also stated that operating expenses were consistent with the prior year. Mrs. Thomas discussed the largest sources of operating revenue, specifically being parking, rental cars and airlines. Also presented were the capital program funding sources as well as carry-over capital projects. Mrs. Thomas noted the equivalent of six months of operations and maintenance expenses in reserve funds, and also reported no changes to supplemental fees in the next fiscal year.

Kevin Howell informed the Board of proposed airport deicing effluent limitation guidelines and discussed the fiscal impact to the Authority when the Environmental Protection Agency finalizes the regulations.

The Chairman thanked Mrs. Thomas for her presentation and stated there would be a more in-depth discussion of the budget at the Board Retreat on February 26.

## **CONSENT AGENDA:**

**A. Approval of the Asheville Regional Airport Authority December 11, 2009 Regular Meeting Minutes:** Mr. Grotzinger requested a correction to the second paragraph of New Business Item D to reflect that the Board did not approve a runway reconstruction project at the April, 24, 2009 Board Meeting. Mr. Grotzinger also requested the correction of the spelling of the Broadmoor Golf Course. Mr. McGrady moved to approve as corrected the regular meeting minutes of the December 11, 2009 Authority Board. Mr. Piccirillo seconded the motion and it carried by unanimous consent.

**B. Approval of the Asheville Regional Airport Authority December 11, 2009 Closed Session Minutes:** The Chairman reported that the minutes to the December 11, 2009 Closed Session would be read during the closed session portion of the meeting and approved when open session resumed.

**OLD BUSINESS:** The Chairman stated that the Board would hear from members of the public regarding the Old Business Agenda items.

Ms. Cindy Carter appeared before the Board and asked that as a flight instructor and member of the Western North Carolina Pilots Association (WNCPA), the Board make the runway rehabilitation a priority as she felt it was very important.

Mr. Henry Johnson spoke to the Board and said as President of the WNCPA, he represented its members and echoed Ms. Carter's statement. Mr. Johnson also asked that the Board preserve the option to resurface the runway in the event the reconstruction option does not go through.

Mr. Charles Thomas appeared before the Board to request the Board have a back-up plan to rehabilitate the runway, to talk about the funding sources for this project and to give his opinion that the stimulus money should have been used for the runway.

The Chairman requested the Airport Director review the status of the runway project. The Director gave an overview of what transpired at the April 24, 2009 Board meeting when our consultants from RS&H made their presentation to the Board. The Director also discussed the letter received from the state in November, 2009 approving \$300,000 in grant funds which he noted did not specify any specific project in the letter. The Director further stated that the Authority has not submitted an application for any grants. At Mr. McGrady's request, the Director explained the process for the Letter of Intent staff will seek from the FAA for the runway project.

**A. Authorize the Budget Officer to Transfer Certain Budget Appropriations:** Vickie Thomas reported that North Carolina General Statutes 159-15 allows for governing boards to authorize the Budget Officer to transfer funds from one appropriation to another within the same fund subject to limitations and procedures it may prescribe. Mrs. Thomas anticipates the need for a transfer before the end of the fiscal year.

Mrs. Thomas requested that the Airport Authority Board resolve to authorize the Budget Officer to transfer appropriations as follows:

- a. He may transfer amounts between line item expenditures within a budget ordinance line item/cost center without limitation and without a report being required. These changes should not result in increased recurring obligations such as salaries.
- b. He may transfer amounts up to \$50,000 between budget ordinance line items/cost centers, including contingency appropriations, within the same fund.

He must make an official report on such transfers at the next regular meeting of the Board.

A discussion of the dollar amount of transfers took place with Mr. Newman proposing transfers be limited to no more than \$10,000.00 and limit the number of transfers between Board Meetings to three (3) transfers. A discussion of the reporting to the Board of such transfers took place with Mrs. Thomas giving examples of transfers within budget line items that did not require reporting. The Director stated that transfers between budget ordinance line items within the same fund would always be reported to the Board.

Mrs. Fisher moved to amend the motion to authorize the Budget Officer to transfer appropriations as proposed by Mr. Newman as follows. Mr. McGrady seconded the motion and it carried by a 4 to 3 vote with Messrs. Hillier, Gantt and Piccirillo voting against the motion.

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

- a. He may transfer amounts between line item expenditures within a budget ordinance line item/cost center without limitation and without a report being required. These changes should not result in increased recurring obligations such as salaries.
- b. He may transfer amounts up to \$10,000 between budget ordinance line items/cost centers, including contingency appropriations, within the same fund. The number of transfers between board meetings is limited to three (3) transfers. He must make an official report on such transfers at the next regular meeting of the Board.

Mrs. Fisher made a motion and Mr. McGrady seconded the motion to authorize the Budget Officer to transfer certain budget appropriations incorporating the above amendment. The motion passed by a 6 to 1 vote with Mr. Grotzinger voting against the motion.

**B. Approval of Amendment to the FY 2009/2010 Budget:** Vickie Thomas informed the Board that in response to the auditors' management letter, staff is proposing an amendment to the Fiscal Year 2009/2010 Budget. The proposed budget amendment is to address capital authorization changes by the Board during the year ended June 30, 2009 that were made after the current year's budget was approved.



Mrs. Thomas reviewed the Proposed Budget Amendment Detail with the Board as well as the FY09/10 Budget Projected Capital Carry-Over schedule.

Mr. McGrady stated that he and Mr. Grotzinger met with Mrs. Thomas in January to review in detail the proposed amendment and ask questions. After that meeting, both he and Mr. Grotzinger understood and were comfortable with the proposed changes as recommended by the auditors. Along with the additional background information provided at this meeting, Mr. McGrady felt confident that what was being proposed by staff was consistent with the auditors' recommendations and was supportive of the proposed budget amendment. There was a discussion on the funding for the runway project and the timeframe for completion of the project. To alleviate any concerns Board Members may have, staff offered to present the information that was given to the Board at the April 24, 2009 meeting on the runway project at the next Board Meeting in March. The Chairman agreed that would be prudent.

Mr. McGrady moved to amend the FY09/10 budget by adopting the following budget ordinance amendment. Mrs. Fisher seconded the motion and it carried by a 6 to 1 vote with Mr. Grotzinger voting against the motion.

BE IT ORDAINED by the Asheville Regional Airport Authority that the following amendment be made to the annual budget ordinance for the fiscal year ending June 30, 2010:

Section 1. To amend the appropriations as follows:

**EXPENDITURES:**

|                                   | <u>Decrease</u> | <u>Increase</u> |
|-----------------------------------|-----------------|-----------------|
| Administration                    | \$ 75,000       |                 |
| Other                             |                 | \$ 250,000      |
| Other Reserve Funds               | 3,479,880       |                 |
| Contingency                       |                 | 75,000          |
| Carryover Capital from Prior Year |                 | 9,334,419       |
| Capital Improvement Fund          | 5,450,068       |                 |
| Totals                            | \$9,004,948     | \$9,659,419     |

This will result in a net increase of \$654,471 in the appropriations. To provide the additional revenue for the above, revenues will be revised as follows:

**REVENUES:**

|                                  | <u>Decrease</u>    | <u>Increase</u>    |
|----------------------------------|--------------------|--------------------|
| Administration (Interest Income) | \$ 134,200         |                    |
| Other                            |                    | \$ 250,000         |
| FY08/09 Capital Carryover Funds  | 6,625,658          |                    |
| Federal Grants FY09/10           |                    | 7,302,901          |
| NC DOT Grants FY09/10            |                    | 35,161             |
| Transfer from ARAA Cash          | 173,733            |                    |
| Totals                           | <u>\$6,933,591</u> | <u>\$7,588,062</u> |

Section 2. Copies of this budget amendment shall be furnished to the Secretary of the Asheville Regional Airport Authority, who for purposes of this ordinance, is designated as the Clerk to the Asheville Regional Airport Authority, and to the Budget Officer and to the Finance Officer for their direction.

Adopted this 12<sup>th</sup> day of February, 2010.

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David Hillier, Chairman

Attested by:

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Charles W. McGrady, Secretary-Treasurer

The Chairman called for a break at 10:24 a.m.

The Board reconvened at 10:37 a.m.

**NEW BUSINESS:**

**A. Discussion of Response to Congressman Shuler's January 17<sup>th</sup> Letter:**

The Chairman opened the discussion for the draft of the letter to be sent to Congressman Shuler. A discussion of the runway project and net assets took place. The Board agreed on changes to be made to the letter. The Chairman was to make the

revisions and distribute to Board Members before sending the letter to Congressman Shuler.

**B. Discussion and Adoption of Travel Policy:** The Chairman informed the Board that the focus of the discussion was for the Travel Policy as it impacts Board Members.

Mr. Newman suggested rewording the Planning and Approving section of the Travel Policy to read as follows:

At a regularly scheduled Board Meeting early in the budget process, prior to either the November or December Board Meeting, the Airport Director will present the Authority Board with a list of conferences or training opportunities to be held during the upcoming fiscal year. The Airport Board shall discuss which conferences it may be beneficial for the Board to participate in, either to represent the Airport or for the educational benefits of the Board Members. After identifying which conferences or trainings may be of benefit, the Board will decide who from the Board shall participate in the conference. All decisions regarding Board Members' participation in conferences and trainings that require travel outside western North Carolina or which are expected to cost more than \$250 shall be made at a regular meeting of the Board.

Travel by Board Members for the exclusive purpose of business development at the airport will not require advance approval at a Board Meeting. For example, the Airport Director would be allowed to invite a Board Member to accompany them to a meeting with an airline industry representative considering new service to Asheville. Board Member travel for the purposes of business development should be approved by the Chair of the Board. The Board should be made informed of such travel at or before its next regularly scheduled meeting.

The Board agreed decisions could also be made throughout the year for travel especially when a new member was appointed to the Board.

Mr. Grotzinger suggested language be added to the Travel Policy that prohibits reimbursement of tickets purchased with a Board Member's frequent flyer miles.

Mr. McGrady suggested a clean draft of the Travel Policy be put on the Consent Agenda for the March Board Meeting.

Mr. McGrady moved to instruct staff to incorporate Mr. Newman's changes in overall Travel Policy. Mrs. Fisher seconded the motion and it carried by unanimous consent.

**C. Approval of Scope of Services and Fees for Design Services for the Westside Site Preparation Project:** Kevin Howell reported to the Board that after an environmental due diligence audit, site survey, geotechnical testing and investigation, wetlands and stream identification and delineation, and conceptual site design, staff was ready to proceed with full construction design on the Westside area. Mr. Howell discussed the proposed Scope of Services and Fees with AVCON Engineers and Planners, Inc. for a not to exceed amount of \$207,000.00. Mr. Howell reviewed the fiscal impact of the project and informed the Board that there is a small potential risk if Charah fails to reimburse the Authority for engineering work done by AVCON. However, Mr. Howell also stated that the Authority can suspend any further work limiting the Authority's liability only to that work completed prior to suspension.

A discussion of the liability for the Authority over the use of fly ash as a fill took place and Mr. Howell reported that as the provider of the fly ash, Progress Energy would be liable for eternity for the fly ash and they are holding the permits from the state. Also discussed was the importance of following state guidelines for the soil cap over the fly ash.

Mr. Howell requested the Authority Board resolve to approve the Scope of Services and Fee Proposal with AVCON Engineers & Planners, Inc. not to exceed the amount of \$207,000.00 and to authorize the Airport Director to execute the necessary documents. Mr. Grotzinger moved to approve the Scope of Services and Fee as presented by staff. Mr. McGrady seconded the motion and it carried by unanimous consent.

**D. Approval of Change Order Number 8 to the Patton Construction Group, Inc. Toll Plaza Expansion Project Construction Contract in the Amount of \$5,913.00:** Mr. Howell presented the Board with a walk-on agenda item for the approval of a change order to the toll plaza expansion project to include 4" security conduit, window revisions to match the existing facility, and a restroom heater. Mr. Howell reported that this change order has been flagged as a design error and staff intends to withhold a negotiated amount from the final payment to the design team.

Mr. Howell reviewed the previous change orders to this project and informed the Board that this change order will exceed the 10% contingency budget approved by the Board. Mr. Howell further informed the Board that change orders 1 and 2 were for work performed by Patton Construction Group for the Wright Brothers Way Project as staff

was unable to negotiate a reasonable change order with the contractor for that project. These fees will be deducted from the Toll Plaza Project budget and properly assigned to the Wright Brothers Way Project funding, bringing both projects within budget.

Mr. Newman moved to approve Change Order Number 8 with Patton Construction Group, Inc. in the amount of \$5,913.00 and authorize the Airport Director to execute the necessary documents. Mr. Gantt seconded the motion and it carried by unanimous consent.

### **DIRECTOR'S REPORT:**

**A. Airline Passenger Bill of Rights:** The Director briefly outlined the Airline Passenger Bill of Rights and informed the Board that the bill would take effect in April. The airport has some responsibility with regard to being able to accommodate passengers by providing places to sit as well as having cots and blankets available if needed.

**B. AIP Update:** The Director reported that Congress and Senate failed to move forward with a reauthorization of the AIP. Some federal funding has been released but in two parts, A and B. Staff is expecting to submit an application for Part A within a couple of weeks with funds to arrive 6 to 8 weeks later. Part B will be released in late spring with funds expected in late summer.

**C. CNN Airport News Replacement:** The Director informed the Board that due to recent changes by CNN, updates to the equipment would require an investment of \$5,000 to \$35,000. Staff has found a company called ProDIGIQ which offers television service through the internet. Individual televisions throughout the terminal could be programmed for different shows and there is also an opportunity to advertise which could provide a percentage of the revenue to the Authority. This new television service would be at no cost to the Authority and staff expects the installation to be complete by late spring or early summer.

**D. New Reporting Procedures:** The Director stated that beginning with the March or April Board Meeting, Vickie Thomas would give the Board a verbal executive summary of the Authority's financial position.

**E. Snow Removal Costs:** The Director apprised the Board of the cost of snow removal for the December snow storm. The majority of the costs were due to

overtime. The Director hopes to recoup some of the costs through the rates and charges with the airlines.

**F. Bond:** The Director advised the Board that one of the deficiencies reported in the recent audit was lack of a bond for the Director of Finance and other staff members. Staff researched our insurance policy and reported that crime insurance is a part of our policy and provides more coverage than a bond required by state statutes. The Secretary of Treasury accepted this insurance coverage in lieu of a bond and the Authority is and has been in full compliance of the law.

Mr. McGrady requested an update on the Authority's Document Retention Policy. The Director responded by stating that the issue arose after the December Authority Board Meeting. The Director has been in touch with Jeff Futch in Buncombe County's office of the Department of Cultural Resources. Mr. Futch worked with staff in the past to develop the Authority's Retention Policy. The Director reviewed with Mr. Futch the Authority's policy of destroying audio tapes of Authority Board Meetings after the official minutes have been approved by the Board and staff has been advised that our policy is in full compliance with state statutes. Also being reviewed is the issue of e-mail retention. The airport does not fall into a specific category like other state agencies which follow the state retention policy. Staff is working with the Department of Cultural Resources to create an updated schedule for records retention to include e-mail retention for the Authority. In the meantime staff is retaining all business related e-mails until a schedule is ready for approval and adoption by the Board.

**INFORMATION SECTION:** The Director reported that traffic for the month of December was down slightly but up by 4.1% for the calendar year. The Director made note of the fact that the snow storm in December caused 28 flights to be cancelled and based on load factors reported by the airlines, the airport lost approximately 1,000 passengers. Traffic for December would have increased by almost 2% had the flights not been cancelled.

#### **AUTHORITY MEMBERS' REPORTS:**

**A. Aviation Issues Conference Briefing:** The Chairman updated the Board on his attendance at the Aviation Issues Conference by sharing some of the knowledge he gained in the different sessions. Mr. Gantt and Mrs. Fisher also talked about their experiences at the conference and the contacts made with various officials. All agreed the conference was very beneficial to their roles on the Authority Board and were grateful to have been able to attend this conference.

**B. Presentation of Draft Authority Environmental Policy:** The Chairman informed the Board that he had been advised by the committee that a draft Authority Environmental Policy was not ready for presentation. The Chairman planned to negotiate with fellow Board Members to see who would be interested in serving on this committee and would update the Board after closed session.

**PUBLIC AND TENANTS' COMMENTS:** Mr. Jerry Rice spoke to the Board about the rules and procedures for closed session item discussions and also recommended the Authority Board videotape the meetings for public television.

Mr. Charles Thomas updated the Board on the growth of his businesses, WNC Aviation and Belle Aircraft Maintenance. Mr. Thomas also spoke about the acquisition of a full motion stimulator, one of only a few in the state, and encouraged the Board Members to stop by WNC Aviation to try it out.

At 12:15 p.m. the Chairman called for a break.

**CLOSED SESSION:** At 12:25 p.m. Mr. McGrady moved to go into closed session pursuant to Subsections 143-318.11(a)(3) and (4) of the General Statutes of North Carolina for the following purposes:

To consult with the Asheville Regional Airport Authority's legal counsel in order to preserve the attorney-client privilege between the Asheville Regional Airport Authority and its legal counsel, and during this closed session, or a portion thereof, the Asheville Regional Airport Authority expects to consult with its legal counsel concerning an existing lawsuit commenced in the Buncombe County Superior Court, File Number 08 CvS 697, the parties to which are Asheville Jet, Inc., d/b/a/ Million Air Asheville (which is now d/b/a Odyssey Aviation), as plaintiff, and the City of Asheville, the Asheville Regional Airport Authority, and possibly the County of Buncombe, as defendants; and

To discuss matters relating to the location and/or expansion of industries or other businesses in the area served by the Asheville Regional Airport Authority, including agreement on a tentative list of economic development incentives that may be offered by the Asheville Regional Airport Authority in negotiations. Mrs. Fisher seconded the motion and it carried by unanimous vote.

Open Session resumed at 1:25 p.m.

The Chairman announced that Susan Fisher and Brownie Newman were the new members of the Environmental Policy Drafting Committee and appointed Mrs. Fisher as the chairperson.

**MOTION FOR APPROVAL AND SEALING OF CLOSED SESSION MINUTES:** Mr. McGrady moved to approve the minutes for the December 11, 2009, closed session and to seal and withhold the minutes from public inspection so long as public inspection would frustrate the purpose or purposes thereof. Mrs. Fisher seconded the motion and it carried by unanimous vote.

**MOTION FOR SEALING OF CLOSED SESSION MINUTES:** Mr. McGrady moved to seal and withhold the minutes for the February 12, 2010, closed session from public inspection so long as public inspection would frustrate the purpose or purposes thereof. Mrs. Fisher seconded the motion and it carried by unanimous vote.

**ADJOURNMENT:** Mr. McGrady moved to adjourn the meeting at 1:27 p.m. Mrs. Fisher seconded the motion and it carried by unanimous vote.

The next regular meeting of the Authority will be on Friday, March 12, 2010 at 8:30 a.m. in the Conference Room at the Authority's Administrative Offices, Asheville Regional Airport, 61 Terminal Drive, Suite 1, Asheville, NC 28732.

Respectfully submitted,

Charles W. McGrady  
Secretary-Treasurer

Approved:

David R. Hillier  
Chairman



**BUDGET/WORKSHOP RETREAT MEETING**  
**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**February 26, 2010**  
**8:33 a.m.**

The Asheville Regional Airport Authority ("Authority") met on Friday, February 26, 2010 at 8:33 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, Chairman; David Gantt, Vice-Chairman; Chuck McGrady, Secretary-Treasurer; Rhett Grotzinger; Susan C. Fisher, Brownie Newman; and Jeffrey A. Piccirillo.

**MEMBERS ABSENT:** None

**STAFF AND LEGAL COUNSEL PRESENT:** Victor Buchanan, Authority Legal Counsel; Lew Bleiweis, Airport Director; D. David Nantz, Director of Operations and Maintenance; Patti Michel, Director of Marketing and Public Relations; Royce Holden, IT Director; C. Jeffrey Augram, Chief of Public Safety; Vickie Thomas, Director of Finance and Accounting; and Ellen Heywood, Recording Secretary.

**CALL TO ORDER:** The Chairman welcomed everyone in attendance and called the meeting to order at 8:33 a.m.

The Director apologized for the absence of Kevin Howell, Director of Properties and Development and Suzie Baker, Administration Manager.

**CONSENT AGENDA:**

A. **Contingency Transfers:** Mr. Grotzinger requested this item be pulled for discussion. The Airport Director informed the Board that the budget transfer items were a compilation of expenses that have been or will be incurred and were before the Board for approval of the contingency transfer to cover these expenses. The Director reviewed each of the items and reported the total reduction from Contingency would be \$44,164.66 and would be transferred to the respective line items.

Mrs. Fisher questioned how this would affect Contingency and the Director responded that this transfer would leave approximately \$30,000 for the remainder of the fiscal year. Mrs. Fisher also inquired whether the Director anticipated any other items to

affect the bottom line in Contingency. The Director replied that potential snow removal costs were the only other expenses known at this time. These expenses may be taken from another line item and will come back before the Board for approval when the total cost is known.

Mr. Grotzinger asked about the relocation of the Civil Air Patrol's (CAP) communications antenna and if the Authority was obligated for this expenditure. The Director replied that the Authority was not required to pay for the relocation of the antenna but felt it was appropriate as the CAP is an integral part of the community and the aviation industry.

Mrs. Fisher moved to approve the amendment to the FY 2009/2010 budget by adopting the following budget ordinance amendment. Mr. Gantt seconded the motion and it carried by unanimous consent.

BE IT ORDAINED by the Asheville Regional Airport Authority that the following amendment be made to the annual budget ordinance for the fiscal year ending June 30, 2010:

Section 1. To amend the appropriations as follows:

**EXPENDITURES:**

|                      | <u>Decrease</u>    | <u>Increase</u>    |
|----------------------|--------------------|--------------------|
| Administration       |                    | \$10,536.30        |
| Other                |                    | \$18,208.45        |
| Business Development |                    | \$11,714.91        |
| Parking Lot/Roadway  |                    | \$3,705.00         |
| Contingency          | \$44,164.66        |                    |
| Totals               | <u>\$44,164.66</u> | <u>\$44,164.66</u> |

Section 2. Copies of this budget amendment shall be furnished to the Secretary of the Asheville Regional Airport Authority, who for purposes of this ordinance, is designated as the Clerk to the Asheville Regional Airport Authority, and to the Budget Officer and to the Finance Officer for their direction.

Adopted this 26<sup>th</sup> day of February, 2010.

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David Hillier, Chairman

Attested by:

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Charles W. McGrady, Secretary-Treasurer

**PROPOSED FY 2010/2011 BUDGET:** Vickie Thomas presented a brief overview of the proposed FY 2010/2011 Budget. Mrs. Thomas informed the Board that Operating Revenue has increased by 4%, Operating Expenses have increased by 10% and reviewed the sources of Operating Revenue and the Operating Expenses by Category. Mrs. Thomas also reviewed the funding sources for the Proposed Capital Budget as well as the Carry-Over Capital Projects.

The Director reviewed the proposed airport deicing effluent limitation guidelines as well as the fiscal impact to the Authority. These expenses were not included in the budget but staff wanted the Board to be aware of the potential fiscal impact. Mr. Grotzinger inquired where the funds were that would cover these expenses. The Director responded that staff has programmed FAA entitlements into the budget to cover the glycol recovery vehicle and liquid deicing equipment. Mr. Grotzinger further asked if staff had a recovery mechanism from the airlines in place and the Director stated that going forward the expenses would be recouped through the airlines rates and charges.

Mr. Grotzinger also requested a briefing on the Frequent Parking Program and the Director stated that this was in the early stages and staff had not yet met with the parking operator and equipment supplier regarding this program.

Mr. Grotzinger inquired about the definition of the reserve fund as he believed it was contrary to why it was originally set up as a cash reserve not to be touched and used as a leveling mechanism for cash flow. Mrs. Thomas stated that she was not aware of the history but the language is the same as used in prior years. The reserve funds would not be touched unless approved by the Board. Mrs. Thomas further stated use of these funds could possibly be needed for cash flow purposes while waiting to receive AIP

funds that have been delayed. The Director affirmed these funds would not be touched unless approved by the Board.

Mr. Grotzinger questioned where the \$100,000 in bad debt that was previously carried as an expense item appeared in the budget. Mrs. Thomas replied that she was not aware of any bad debt items as payments to the Authority are current. Staff carefully reviews and stays on top of all accounts received each month and was not sure the Authority could justify \$100,000 for bad debt. The Director affirmed that accounts receivable is current. The Director further mentioned that the airlines would be the only entity staff would be concerned with but the airlines do have a cash reserve with the Authority to cover any bad debt situations.

Mr. Grotzinger mentioned the Customer Facility Charge (CFC) revenues outstrip debt service by approximately a couple hundred thousand dollars and asked if the change was operating revenue on the CFC's. The Director responded yes, as long as the Authority is meeting the debt coverage ratio the bonds allow us to use.

The Director reviewed the Budget Message. The Chairman inquired about the payroll costs under the Operating Expenses and the Director stated that a 3% pool has been budgeted for raises. Mrs. Thomas explained that the 3% pool for raises is included in the payroll number and not a part of the total benefits number of 44.5%. A brief discussion about benefits and raises followed.

Mr. Grotzinger questioned why projected revenue for the parking lot decreased as the lot is full and parking rates increased a couple of years ago. The Director responded that while the parking lot remains full, passengers are using alternative methods to get to the airport to help save costs. A discussion of the parking rates ensued and the possibility of increasing the rates. The consensus of the Board was for the rates to remain as is.

Mr. Newman was concerned with the increasing trends in health benefit costs and inquired how staff was managing these trends. The Director reminded the Board that the Authority is part of the North Carolina Association of County Commissioners pool and takes advantage of their health plan. Staff has compared these rates with outside private carriers and has found the pricing to be more cost effective with the pool. The Director further stated that staff takes these costs very seriously and has made some changes in the options offered to employees to help offset the costs. The Director also mentioned the possibility of employees becoming responsible for some of the health insurance costs. The consensus of the Board was for staff to look at the health benefits

and report back to the Board when the Board adopts the FY 2010/2011 budget. If needed, a budget amendment can be made if changes in the benefits plan would affect the budget.

Mr. Grotzinger requested the Board consider looking at Guest Services to review why the Authority created the department, determine if it is meeting the Authority's goals and objectives, and if it makes sense to continue. A discussion of the value of Guest Services took place with the Director commenting that staff receives many compliments from passengers and the service provided makes Asheville Regional Airport distinguishable from other airports. The consensus of the Board was to leave Guest Services in the budget.

The issue of employee raises was discussed with members of the Board offering varying opinions on the percentage increase. Staff was challenged to find approximately \$72,000 in the budget to cover the cost of employee raises. The Director offered to cut the proposed Frequent Parking Program to help offset the cost of employee raises. The consensus of the Board was to cut the Frequent Parking Program and for staff to report back to the Board at the next Board meeting with reductions to the budget to cover the remainder of the cost of employee raises.

The Board recessed for a break at 10:55 a.m.

The Board reconvened at 11:06 a.m.

**DISCUSSION ON AIRPORT PROPERTY OWNERSHIP:** The Director distributed drawings of the airport boundaries to the Board members. Staff is working on gathering the information to determine the original property of the airport as well as parcels purchased since that time, how the parcels were purchased, and what jurisdiction that property was in. When complete the Authority will have a full inventory of the entire property. Mr. McGrady and Mr. Newman updated the Board on property issues that have occurred between the City of Asheville and Henderson County in the past as well as issues on the way land was acquired and divested.

Mr. Grotzinger requested the Board review the proposed capital budget in the Proposed FY2010/2011 Budget. A brief discussion on the appearance of air service business incentives in the capital budget took place with the Director informing the Board that this is done on the recommendation of the auditors as this is an expense that may not necessarily be used.

**CLOSED SESSION:** At 11:23 a.m. Mr. McGrady moved to go into closed session pursuant to subsections 143-318.11 (a) (3), (4) and (6) of the General Statutes of North Carolina, for the following purposes: To consult with the Asheville Regional Airport Authority's legal counsel in order to preserve the attorney-client privilege; to discuss matters relating to the location or expansion of industries or other businesses in the area served by the Asheville Regional Airport Authority, including agreement on a tentative list of economic development incentives that may be offered by the Asheville Regional Airport Authority in negotiations; and to consider personnel matters. Mr. Newman seconded the motion and it carried by unanimous vote.

Open Session Resumed at 12:28 p.m.

**ADJOURNMENT:** Mr. McGrady moved to adjourn the meeting at 12:28 p.m. and Mrs. Fisher seconded the motion. It carried by unanimous vote.

The next regular meeting of the Authority will be on Friday, March 12, 2010 at 8:30 a.m. in the Conference Room at the Authority's Administrative Offices, Asheville Regional Airport, 61 Terminal Drive, Suite 1, Asheville, NC 28732.

Respectfully submitted,

Charles W. McGrady  
Secretary-Treasurer

Approved:

David R. Hillier  
Chairman



## **MEMORANDUM**

TO: Members of the Airport Authority

FROM: Lew Bleiweis, Airport Director

DATE: March 12, 2010

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

Approval of Amended Travel Policy

### **BACKGROUND**

The current Travel Policy is being revised and updated to incorporate current and timely changes to the existing policy. The policy was reviewed by the Board at the February Board Meeting and recommended some changes which are now incorporated into the policy.

### **ISSUES**

Staff is recommending that the current Travel Policy be amended, effective March 12, 2010 to reflect such changes as proposed.

### **ALTERNATIVES**

The Authority Board could decide not to amend the current Travel Policy.

### **FISCAL IMPACT**

There is no direct fiscal impact to the Authority by the adoption of this updated policy, but travel is a budgeted item.

### **RECOMMENDED ACTION**

It is respectfully requested that the Airport Authority Board resolve to (1) approve the amended Travel Policy effective March 12, 2010; and (2) authorize the Airport Director to implement such changes effective March 12, 2010.

Old Business – Item A

**Travel Policy**

**Administration**

**OBJECTIVE**

To establish the policy and procedures governing authorized travel for employees, consultants, members of the Authority Board, and other authorized persons who travel at the expense of the Asheville Regional Airport Authority.

**METHOD OF OPERATION**

**Statement**

It is the intent of this policy to provide for travel expenses, allowances for Airport Authority employees, and other persons entitled to a travel allowance in accordance with the provisions stated.

In the event that travel, training, etc., is offered at others expense, Airport Director approval must be obtained prior to acceptance.

This policy shall apply to those expenditures incurred which are necessarily incurred in the performance of a public purpose authorized by law to be performed, including meetings with government officials, meetings with civic groups, seminars and training programs, pick up and delivery of parts and equipment, recruitment of personnel or industry, community promotion, and any other related activities essential to the performance of a public purpose.

**Definitions**

For the purpose of this policy and procedure, the following words or phrases shall mean:

**Authorized Travelers**

- Authority members. Officials serving on the Authority Board, other than employees.
- Authority employees. An individual filling an authorized position in the Authority, other than Authority members.
- All other travelers. Persons, including consultants, other than Authority members/employees authorized in writing in advance by the Airport Director or designee, to travel at the expense of the Authority.

**Business Client.** Any person, other than an Authority member, employee, consultant, or other traveler, who receives the services of or is subject to solicitation by the Authority in connection with the performance of its lawful duties; persons or representatives of firms considering or being solicited for investment, or for location, relocation, or expansion of a business, in the Authority's airport system; and other business, financial, promotional, or other persons



affiliated with the Authority's airport system.

**Common Carrier.** Train, bus, commercial airline operating scheduled flights, or rental cars of an established rental car firm.

**Daily Travel.** All travel, including conferences and seminars that do not require an overnight stay.

**Domestic Travel.** Travel within the 48 continental United States.

**Entertainment Expenses.** The actual and reasonable costs of providing hospitality for business clients or guests, which costs are defined and prescribed as hereinafter set forth.

**Guest.** A person, other than an Authority member, employee, or other Authorized Traveler, authorized by the Airport Director or designee, to receive the hospitality of the Authority in connection with the performance of its lawful duties.

**International Travel.** Travel outside the United States (which includes Alaska, Hawaii and US possessions), or North America.

**Most Economical Method of Travel.** The mode of transportation (Authority-owned vehicle, privately owned vehicle, common carrier, etc.) and schedule of transportation, taking into consideration the following:

- the purpose and nature of the travel;
- the most efficient and economical means of travel (considering the time length of the trip, number of connections, time of day, cost of transportation and Per Diem or subsistence required, early booking of airline reservations to take advantage of discounted fares); and
- the number of persons making the trip and the amount of equipment or material to be transported.

**Per Diem.** Amounts paid for travel expenses on a daily basis, based on Per Diem tables published by the General Services Administration (GSA) or otherwise contained herein.

**Standardized Regulation.** That document published monthly by the US Department of Commerce entitled "Standardized Regulations -- Government Civilians, Foreign Areas."

**Travel Day.** A period of twenty-four (24) hours consisting of four (4) quarters of six (6) hours each beginning at midnight.

**Travel Expenses.** The actual and reasonable costs of transportation, meals, lodging, and incidental expenses normally incurred by a traveler, which costs are defined and prescribed as hereinafter set forth.

**Travel Period.** The period of time between the time of departure and time of return.

**General Policy**

1. Travelers are expected to exercise the same care in incurring travel expenses that any prudent person exercises when traveling on personal business.
2. It is the responsibility of the traveler to comply with this policy and to be knowledgeable of the nature and extent of reimbursable expenses.
3. It is the general policy of the Authority to reimburse reasonable travel and entertainment expenses, incurred during authorized travel, subject to any limitations provided for in this policy.
4. If an Authorized Traveler or Business Client on a trip deviates from this policy and procedure for justifiable reasons, the circumstances of the deviation and the reasons therefore are to be documented and reviewed for approval by the Airport Director.

**Planning and Approving**

1. Planning. At a regularly scheduled board meeting early in the budget process, prior to either the November or December Board meeting, the Airport Director will present the Authority board with a list of conferences or training opportunities to be held during the upcoming fiscal year. The Airport board shall discuss which conferences it may be beneficial for the board to participate in, either to represent the Airport or for the educational benefits of the board members. After identifying which conferences or trainings may be of benefit, the board will decide who from the board shall

participate in the conference. All decisions regarding board members' participation in conferences and trainings that require travel outside western North Carolina or which are expected to cost more than \$250 shall be made at a regular meeting of the board.

Travel by board members for the exclusive purpose of business development at the airport will not require advance approval at a board meeting. For example, the Airport Director would be allowed to invite a board member to accompany them to a meeting with an airline industry representative considering new service to Asheville. Board member travel for the purposes of business development should be approved by the Chair of the board. The board should be informed of such travel at or before its next regularly scheduled meeting.

Authority employees shall incorporate his/her department's intended travel/training requirements for the upcoming fiscal year during the normal budget process.

2. Travel Authorization. All requests for travel (domestic and international) must be submitted on the Travel Authorization & Expense Report (Report). It should contain the dates of travel, a total budget amount and all other pertinent information required to process the requested travel arrangements. The approving authority must ensure that funding is available in the appropriate line item budget. The Report must include a statement of purpose for the travel and indicate the benefits to the Authority. A copy of any printed program or agenda shall also be submitted. If none is available, a statement to that effect must be submitted. The Report must be signed by the traveler, and approvals obtained in advance of the proposed travel.

While Department Directors are authorized to delegate approval of travel to a named designee, nonetheless, the Director is ultimately responsible for the appropriateness and accuracy of all travel within the respective department.

All Directors' travel must be approved by the next higher authority.

3. Department Responsibilities. The Director or designee shall have the responsibility to review all travel requests

and ensure their compliance with policy and procedures.

**Special Conditions of Travel**

1. Authorized Travelers Other Than Authority Members or Employees. The Airport Director or designee may approve travel by persons who are serving as consultants or advisors when such travel is on behalf of the Authority (excluding those consultants and advisors whose contract specifies the terms of travel). Travel expense provisions may be made within the consulting agreement and approved as part of the agreement, subject to the maximum limits for reimbursement provided for in this policy. If no provision is reflected in the agreement, complete justification must be submitted prior to approval. Travel expenses for authorized persons shall adhere to the same rates and guidelines as those for Authority members, employees and other travelers.
2. Travel for Employment Interviews. Travel and transportation expenses of the Authority's employment applicants will be reimbursed in accordance with this policy.
3. Most Economical Method. Authorized Travelers are required to use the most economical method of travel. Refundable or nonrefundable airfares may be reserved as deemed appropriate under the circumstances. If an Authorized Traveler departs early or returns late to take advantage of reduced airfares, lodging and meals will be reimbursed in accordance with this Policy, provided that a net savings to the Authority is realized and such savings are documented in advance with the Travel Authorization & Expense Report.
4. Emergency Travel. The Airport Director or designee may authorize travel for any Authority employee, Authority member, or other traveler pursuant to emergency notice.
5. Election of Reimbursement Method. A consistent method of reimbursements for meals and/or lodging shall be elected for each travel request, as follows:

For domestic travel, a traveler shall receive:

A Standard Meal Allowance plus lodging and incidentals (with receipts for lodging and applicable incidentals).

For international travel, a traveler may elect to receive either:

- 1) A Per Diem allowance for meals and incidentals as published in the "Standardized Regulations-Government Civilians, Foreign Areas" not to exceed 100% of published amounts (no receipts required), plus reimbursement for lodging based on actual receipts not to exceed 150% of published amounts.
- 2) Reimbursement of meals and incidentals based on actual receipts, not to exceed 150% of published amounts, plus reimbursement for lodging based on actual receipts not to exceed 150% of published amounts.

### **Rates of Payment**

1. Lodging. A traveler may be reimbursed for the actual cost of a single occupancy hotel room for travel that requires overnight absence from official headquarters. Lodging expenses must be substantiated by a receipt.
  - a. Domestic Lodging Rates. Reimbursement or payment for domestic lodging is limited to the group rate, if available. If a group rate is not available, lodging expenses are limited to reasonable amounts for the area traveled.
  - b. International Lodging Rates. International lodging expenses are limited to reasonable amounts, not to exceed 150% of the amount published in the Standardized Regulations for the area traveled at the time of travel, or the conference rate.
  - c. Non-reimbursable Expenses. Additional amounts charged to the room, including but not limited to movies or alcoholic beverages will not be reimbursed. Snacks and non-alcoholic beverages from mini bars will not be reimbursed.
2. Meals. For the purposes of determining meal allowances, the Travel Day shall begin two hours before departure on domestic flights and three hours before departure on International flights. Travel involving ground transportation shall commence at point and time of departure. The following are the authorized meal allowances.

- a. Domestic Meals. Domestic City meals will be calculated at the maximum amount for cities as listed in the current CONUS guide.
- b. Allocation of Meal Reimbursement. All meal reimbursements will be allocated 20% for breakfast, 30% for lunch, and 50% for dinner.

Reimbursements will be made for the following:

- Breakfast if departure is before 6:00 a.m. and return is after 8:00 a.m.
- Lunch if departure is before 12 noon and return is after 2:00 p.m.
- Dinner if departure is before 6:00 p.m. and return is after 8:00 p.m.

- c. International Meals. International Meals will be reimbursed in accordance with the Standardized Regulations, either at: (1) the Per Diem amounts for meals and incidentals at 100% of the current rate (without need for receipts) or (2) actual receipts not to exceed 150% of the current rate. Either method selected generally shall include any and all meal gratuities, unless documented in writing and approved in advance (Method for reimbursement shall be consistent for all meals on a trip).
- d. Expenditure Amounts. Limitations on expenditures set forth above are applicable to Authorized Travelers when not accompanied by a Business Client or authorized Guest.
- e. Complimentary Meals. If a complimentary meal is provided or is included in a registration fee paid by the Authority, it shall be the traveler's option to accept or decline these meals. However, if such meals are declined by the traveler no other meal allowance shall be provided. Continental breakfasts and snacks do not constitute complimentary meals.
- e. Meals for Daily Travel (No Overnight Stay). When attending a local conference, seminar, class or an Authority supported event, meal(s) will be reimbursed for the actual receipt amount, not to exceed the Per Diem amount for that location. One meal per each eight hour event will be eligible for reimbursement.

**Travel Policy****Administration****Transportation**

1. General Requirement. All travel must normally be by the usually traveled direct route or method. If a person travels by an indirect route or any other method for his or her own convenience, any extra costs shall be borne by the traveler and reimbursement or payment of expenses shall be based only on such charges as would have been incurred by use of the usually traveled route or method.
2. Commercial Air Travel. Commercial air travel will be by the most economical class. First class rates may be authorized by the Airport Director or designee, (1) if a statement from the common carrier is included with the travel request stating that tourist, coach, or economy class (or business class for international travel) is not available for the date and time the travel is requested, or (2) for medical reasons, if substantiated in writing by a physician.
  - a. International Airfare. The Airport Director or designee, may authorize a traveler to use an airline's business class.
  - b. Personal Travel. Personal side trips combined with business trips are allowed when approved in advance. Side trips must be taken on one's own time and at no expense to the Authority. Any additional expense over the ticketed cost as determined by this policy for the business portion of the trip is the responsibility of the traveler. Personal airfare must be reimbursed to the Authority in advance of the travel, if known. An Authorized Traveler who alters travel plans for personal reasons must pay any additional cost of transportation directly to the commercial carrier at the time of purchase, and will not charge such additional cost to the Authority nor request reimbursement of such additional cost.
3. Car Rentals. Use of a rental car must be included on the Travel Authorization & Expense Report and deemed to be more economical, efficient or appropriate than alternative forms of ground transportation. Rental cars must be approved in advance by the Airport Director or designee.
4. Privately Owned Vehicles. The approving authority may authorize the use of a privately-owned vehicle for travel

on behalf of the Authority in lieu of Authority-owned or rented vehicles or common carriers.

An Authorized Traveler who requests, and is approved the use of a privately-owned vehicle, shall be entitled to a mileage allowance at the rate set forth in Section 5 below, or the air carrier fare for such travel, whichever is less.

All travel which is subject to a mileage allowance shall be shown from point of origin or the traveler's official headquarters, whichever is less, to point of destination and return, and if possible, shall be computed on the basis of the current map of the Department of Transportation. Actual vicinity mileage necessary for the conduct of Authority business is allowable but must be shown as a separate item on the Report.

No reimbursement other than a mileage allowance shall be allowed for expenditures related to the operation, maintenance or ownership of a privately-owned vehicle, except as provided above and in the Incidental Expenses.

5. Mileage Allowance. The mileage allowance for Authorized Travelers shall be in accordance with Section 162 of the Internal Revenue Code (Regulation 1.162-2(f)) as such regulation or replacement regulation may be amended.

**Incidental Expenses**

Receipts are required, when available, for the following incidental travel expenses:

- Convention and conference registration fees. Additionally, a traveler may be reimbursed for the actual and reasonable fees for attending events which are not included in a basic registration fee that directly enhance the public purpose of the Authority's participation at the conference or convention, including, but not limited to, banquets and other meal functions. It shall be the traveler's responsibility, however, to substantiate that such charges are proper and necessary.
- Reasonable tips and gratuities, not to exceed 20% of the underlying expense. Gratuities for meal allowances shall not be separately reimbursed.



- Actual passport and visa fees required for authorized travel
- Actual and necessary fees charged to purchase traveler's checks for authorized travel expenses
- Actual fees charged for exchange of currency necessary to pay authorized travel expenses
- Actual fees for immunizations required or recommended for authorized travel.
- Actual cost of maps necessary for conducting official business
- Taxi, train, or shuttle bus fare
- Storage or parking fees
- Gasoline when using a rental car
- Tolls
- Communication expense incurred in the conduct of Authority business.
- Laundry and Pressing. When authorized travel extends beyond four (4) days, the traveler may be reimbursed for laundry, dry cleaning, and pressing costs when substantiated by receipts.
- In countries where a language barrier may exist, reimbursement for expenses such as taxi fare, currency exchange fees, or tolls may be made without receipts provided that a statement is attached to the travel report and detailing non-receipted expenses.

As to conference related travel, the Authority will not reimburse for recreational expenses that are in addition to normal conference registration fees.

**Travel  
Advances**

Authority Members and Employees, who have been authorized to travel may, when necessary, draw an advance of not less than \$25 nor more than the amount of estimated expenses for travel, less amounts prepaid by the Authority, by completing and submitting the Travel Authorization & Expense Report no less than five (5), nor more than 20

**Travel Policy****Administration**

working days before said travel. The amount of advance is subject to the approval of the approving authority.

- If two or more travel reports are outstanding, no additional travel advances will be issued.
- For any advance that is outstanding for more than 30 days, and is directly attributable to the traveler's failure to properly file the report in a timely fashion, payroll deduction will automatically be made.

**Entertainment Expenses**

Entertainment expenses are allowable for promotional items and services required to provide hospitality for Business Clients and authorized Guests as set forth below:

1. Tangible Items. Hospitality in the form of tangible items, such as tie tacks, medallions, paperweights, and other non-consumable items are distributed by the appropriate Department. Non-consumable items shall be requisitioned through normal purchasing procedures.
2. Recreational Activities. Hospitality in the form of recreational activities may be provided and shall be requisitioned through normal purchasing procedures when possible.
3. Entertainment. Actual and reasonable entertainment expenses of Authority members, employees and other authorized persons are allowable under this policy only when in the presence of or when physically accompanying a Business Client or authorized Guest. When incurred in the presence of a Business Client or authorized Guest, entertainment expenses shall be reimbursed for Authority members and Authorized Travelers, after approval by the approving authority. Under certain circumstances, with the approval of the Airport Director, alcoholic beverages may be an allowable entertainment expense.

**Receipts**

While receipts in the prescribed form are required for most payments or reimbursements pursuant to this policy, it is recognized that unexpected circumstances may arise such as language barriers, loss of receipts, or unavailability of receipts, which require an alternative procedure for documentation of reimbursable expenses. In those isolated situations where receipts are not available, a statement must be prepared by the traveler and included in the Travel Authorization & Expense Report. Such certification may

then be presented instead of the unavailable or lost receipt.

**Reporting**

1. Domestic Travel. An employee must submit a completed Travel Authorization & Expense Report to the Finance and Administration Department with required documentation no later than twenty (20) working days after the travel period has ended.
2. International Travel. An employee must submit a completed Travel Authorization & Expense Report with required documentation to the Finance and Administration Department no later than the earliest of thirty (30) working days after the travel period has ended or upon receipt of the credit card statement verifying the international currency exchange rates. A copy of the applicable credit card statement, or appropriate receipts, must be submitted with the Travel Authorization & Expense Report.
3. Reporting Requirements. The following shall be included in completed Travel Expense Reports:
  - a. Trip Benefits. Trip benefits shall be stated on the Travel Authorization & Expense Report indicating significant benefits realized by the traveler as a result of the trip for all travel other than local travel.
  - b. Program Agenda. If not available upon completion of travel, include a statement to that effect on the Travel Authorization & Expense Report.
  - c. Significant Deviations from Estimated Expenses. Significant deviation from estimated expenses (i.e., more than the lesser of 20% or \$250) shall be explained in the Travel Authorization & Expense Report approved by the approving authority.
4. Funds Due Authority. Any funds advanced in excess of the travel expenses incurred and allowed should be reimbursed to the Authority's Finance Department and a cash receipt form obtained no later than twenty (20) working days for Domestic travel, and thirty (30) working days for International travel, after the travel period has ended. A copy of the cash receipt must be attached to the travel expense report.

5. Funds Due Traveler. Travel Authorization & Expense Reports showing an amount due to or on behalf of an Authorized Traveler will be processed for payment in accordance with standard payment procedures. Payment of undisputed items will be processed for payment within two (2) payment cycles.
  
6. Canceled Trips. Canceled travel requests shall be documented as such and routed through Travel Services. The traveler shall be responsible for requesting refunds for any registration fees, etc., which were expended prior to the required cancellation. Authority Members who cancel an authorized trip for reasons other than official Authority business, shall be responsible for all fees paid and not refundable to the Authority.

**APPROVAL AND  
UPDATE HISTORY**

|                   |                |
|-------------------|----------------|
| <b>Approval</b>   | March 12, 2010 |
| <b>Supersedes</b> | March 15, 2004 |



## **MEMORANDUM**

TO: Members of the Airport Authority

FROM: Vickie Thomas, Director of Finance and Accounting

DATE: March 12, 2010

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

Approval of the Authority's Preliminary Fiscal Year 2010/2011 Budget

### **BACKGROUND**

A proposed Fiscal Year 2010/2011 Budget was presented to the Authority Board at a Budget/Workshop Retreat Meeting held on February 26, 2010. Staff has incorporated comments from the Authority Board in this Proposed Preliminary Fiscal Year 2010/2011 Budget, resulting in additional net revenue of \$78,613.

### **ISSUES**

The Authority Board needs to approve the Proposed Preliminary Fiscal Year 2010/2011 Budget and allow the budget to remain available for public inspection for 30 days. The Fiscal Year 2010/2011 will then be presented to the Authority Board for final adoption on April 23, 2010.

### **ALTERNATIVES**

None recommended.

### **FISCAL IMPACT**

No fiscal impact until adopted.

### **RECOMMENDED ACTION**

It is respectfully requested that the Airport Authority Board resolve to (1) approve the Proposed Preliminary Fiscal Year 2010/2011 Budget; and (2) accept public comment on the Proposed Fiscal Year 2010/2011 Budget during the next 30 days.

New Business – Item A




# PROPOSED FY 2010-2011 BUDGET




# ASHEVILLE REGIONAL AIRPORT AUTHORITY BOARD MEETING MARCH 12, 2010




# Agenda

-  **General Statistics**


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-  **Proposed FY 2010/2011 O&M Budget**

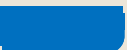
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-  **Proposed FY 2010/2011 Capital Budget**


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-  **Proposed FY 2010/2011 Reserve Funds**


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-  **Proposed FY 2010/2011 Estimated Cash Balance**

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-  **Proposed FY 2010/2011 Supplemental Fees**

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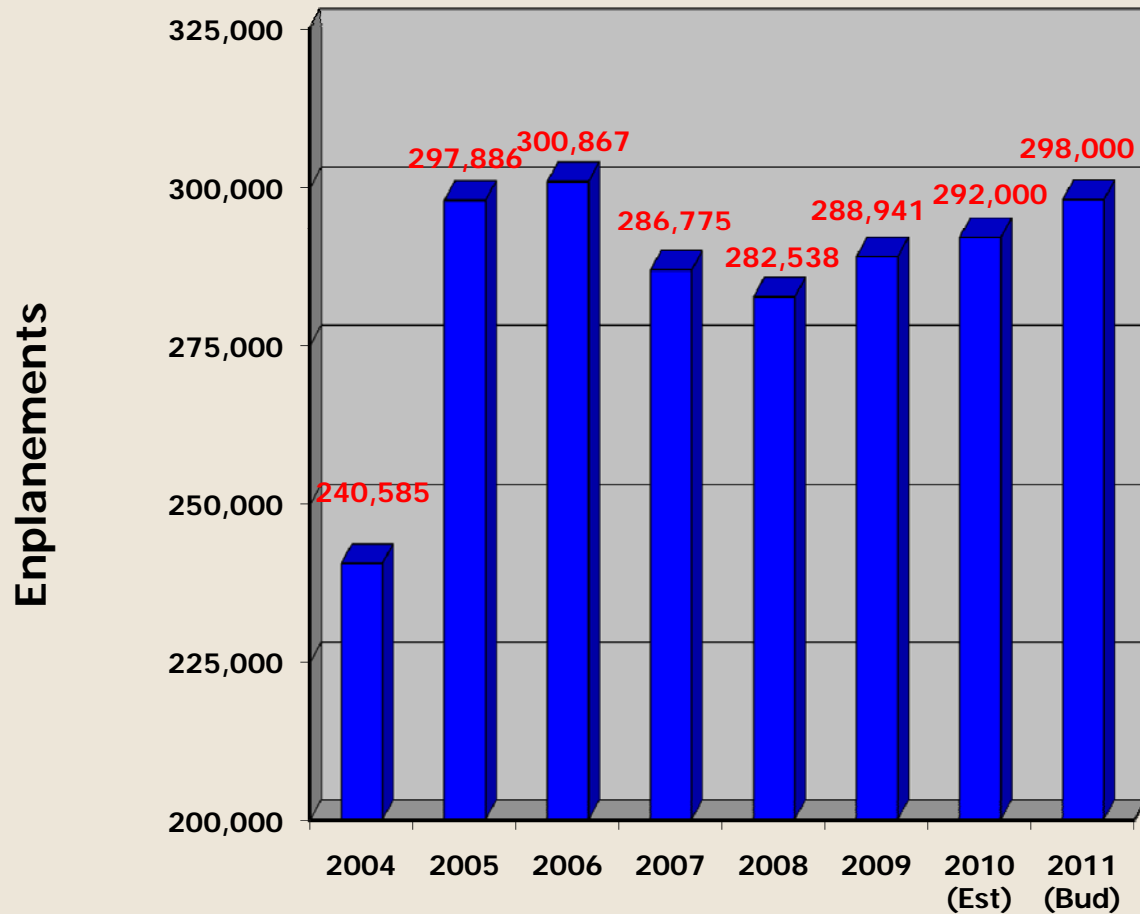
-  **Questions and Comments**

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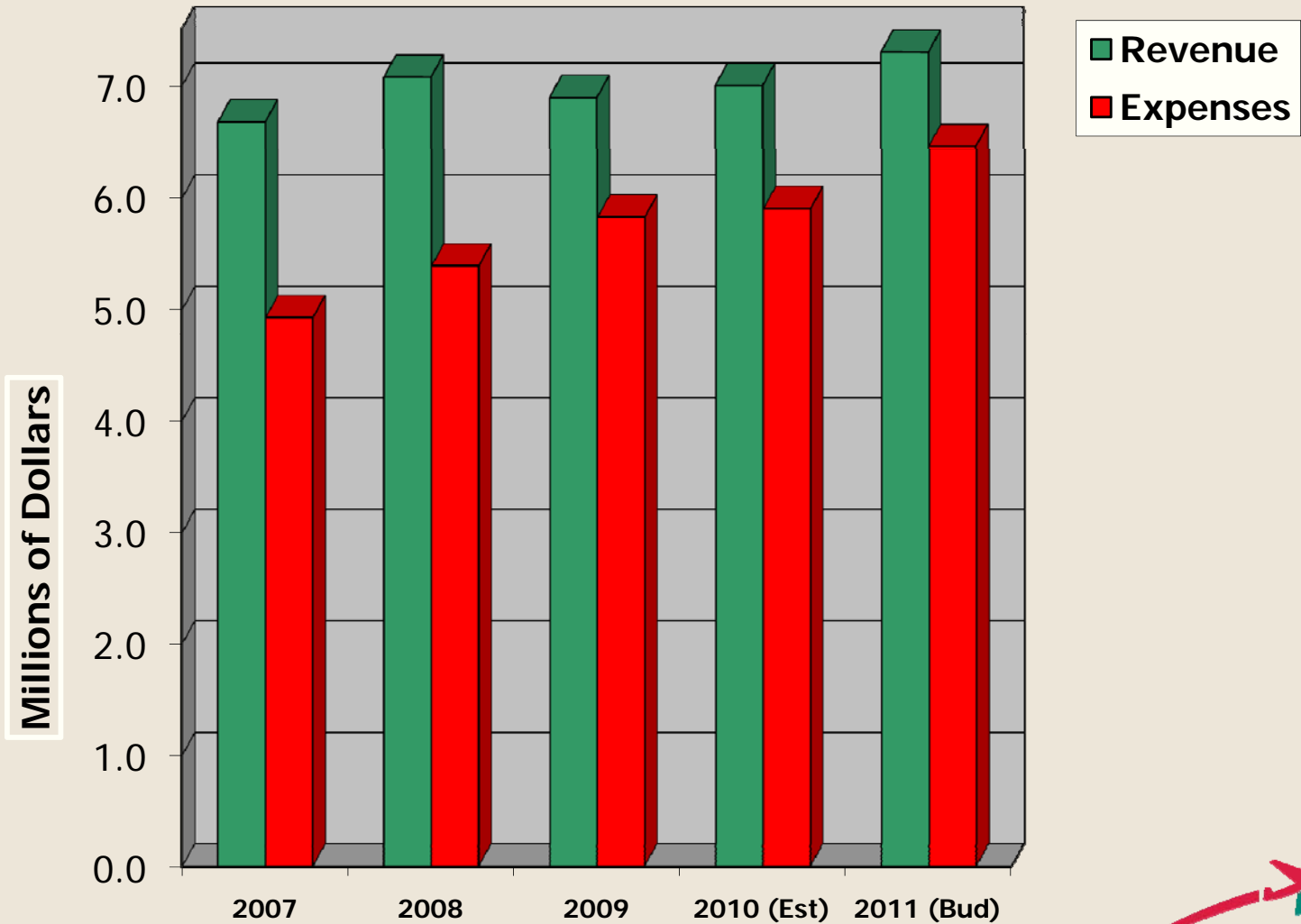

# Passenger Traffic Growth

## Fiscal Years 2004-2011 Passenger Traffic





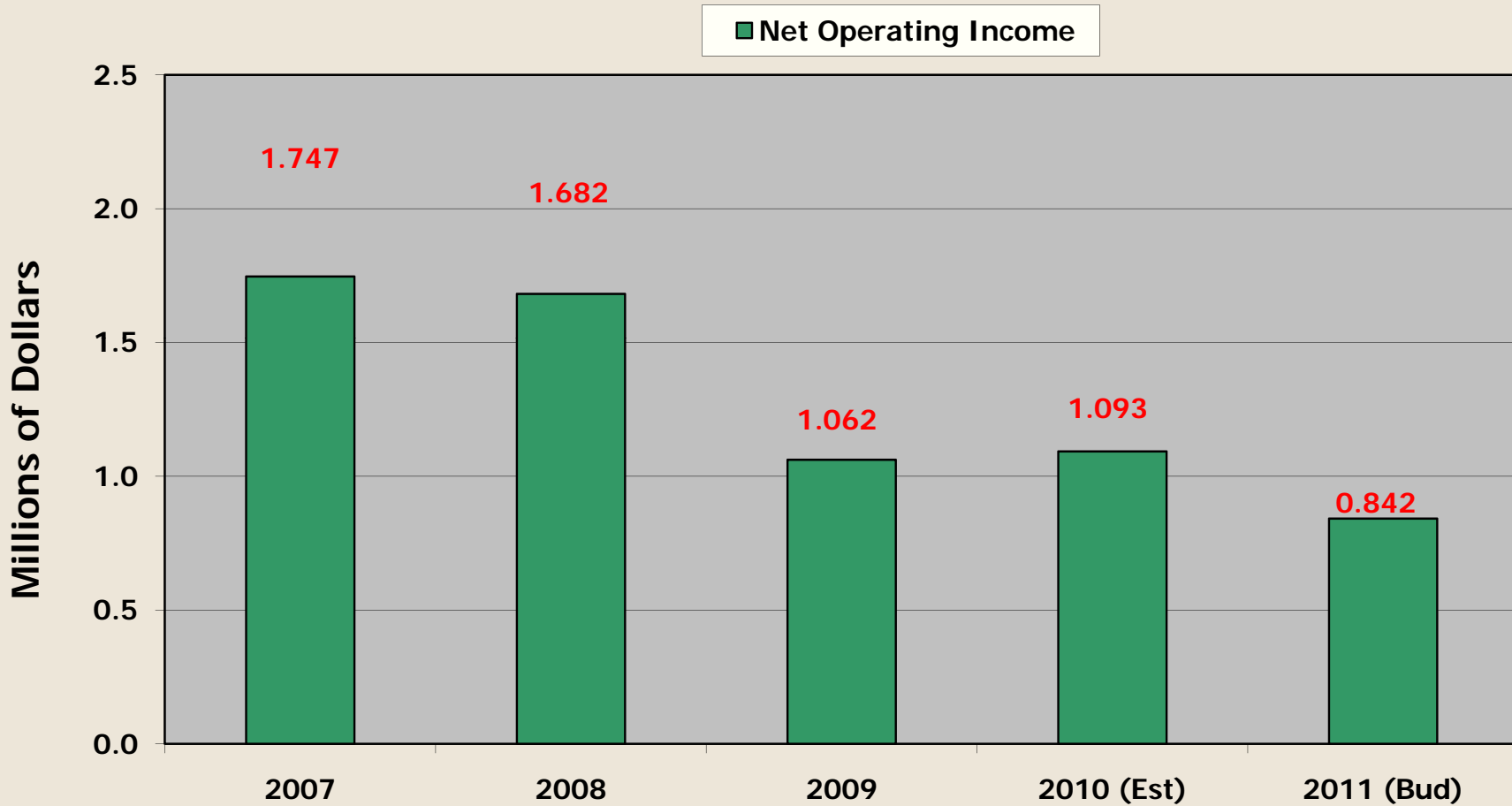
# Operating Revenue/Expenses FY 2007 through 2011 (a)



a. Includes operating revenues and expenses



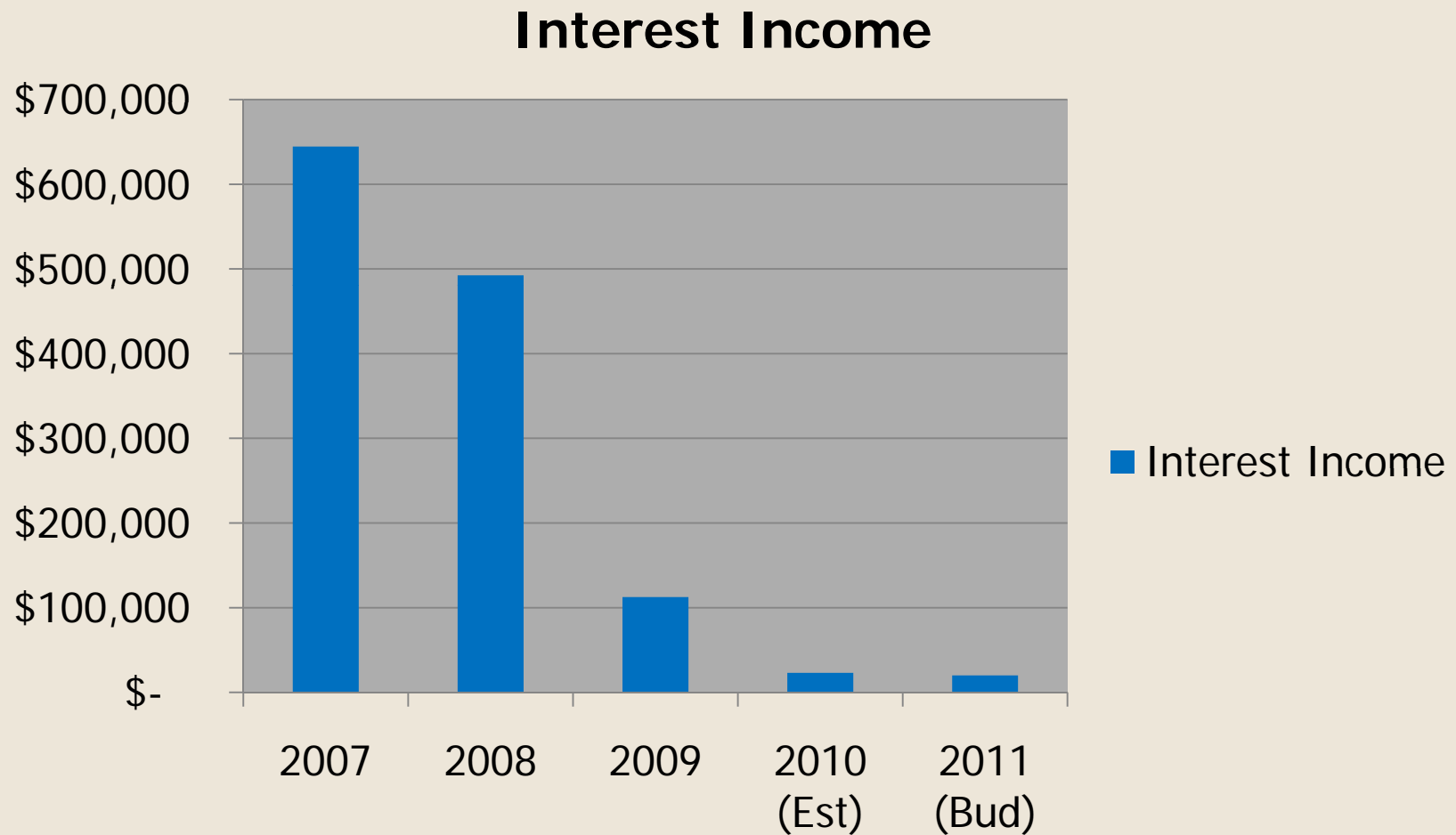
# Net Operating Income FY 2007 through 2011 (a)

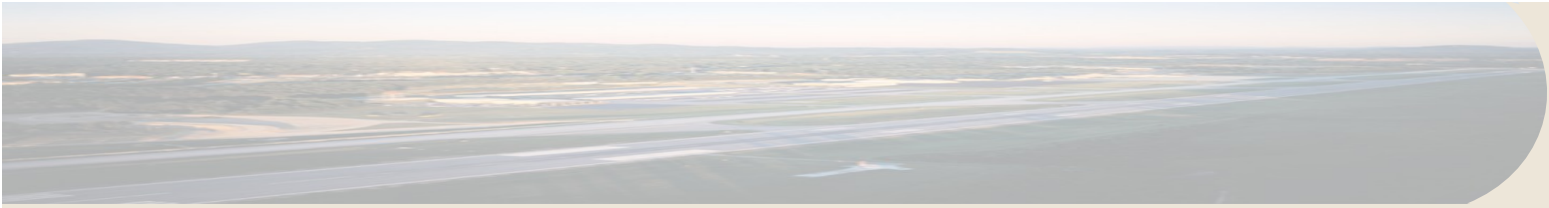


a. Includes operating revenues and expenses



# Interest Income





# Proposed O & M Budget

# Basic O&M Budget Assumptions

- **Passenger Enplanements – 298,000**
- **Airline Rates & Charges Flat to FY 2009/2010**
- **Advertising Revenue Down to Match Actual Experience**
- **Odyssey Percentage Fee Down to Match Actual Experience**



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

- **Full Year Revenue From Air Tran and half year from United Express**
- **New Shared Terminal Services Revenue**
- **New Rental From Lacy Griffin Building**
- **No Increases in Existing Supplemental Fees and Charges**



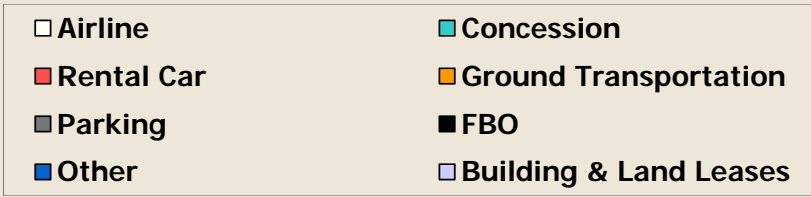
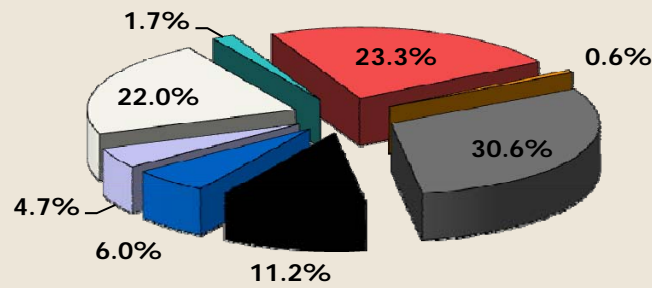
# Proposed Budget

|  | <b>Budget Amounts</b> |                   |                    | <b>Percent Change</b> |
|--|-----------------------|-------------------|--------------------|-----------------------|
|  | <b>FY 09/10</b>       | <b>FY 10/11</b>   | <b>Difference</b>  |                       |
| <b><u>Revenues</u></b>                           |                       |                   |                    |                       |
| Operating Revenues                               | \$ 7,143,390          | \$ 7,290,878      | \$ 147,488         | 2.1%                  |
| Investment Income                                | 23,000                | 20,000            | (3,000)            | -13.0%                |
| <b>Total Operating &amp; Investment Revenues</b> | <b>7,166,390</b>      | <b>7,310,878</b>  | <b>144,488</b>     | <b>2.0%</b>           |
| <b><u>Expenses</u></b>                           |                       |                   |                    |                       |
| Operating Expenses                               | 6,247,210             | 6,448,866         | 201,656            | 3.2%                  |
| <b>Total Operating Expenses</b>                  | <b>6,247,210</b>      | <b>6,448,866</b>  | <b>201,656</b>     | <b>3.2%</b>           |
| <b>Net Operating &amp; Investment Income</b>     | <b>\$ 919,180</b>     | <b>\$ 862,012</b> | <b>\$ (57,168)</b> | <b>-6.2%</b>          |

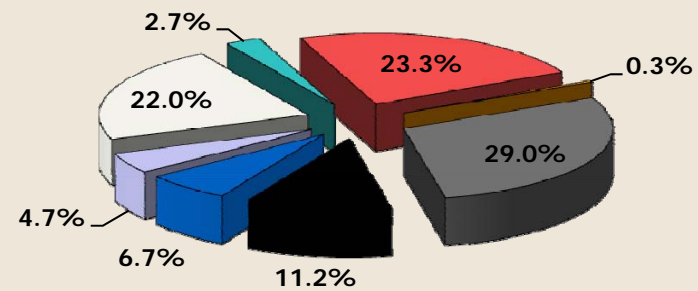


# Sources of Operating Revenue

FY 2010 (Est)



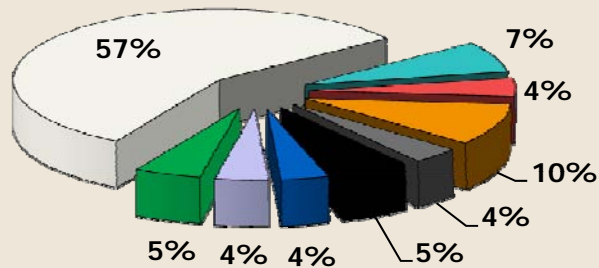
FY 2011 (Bud)



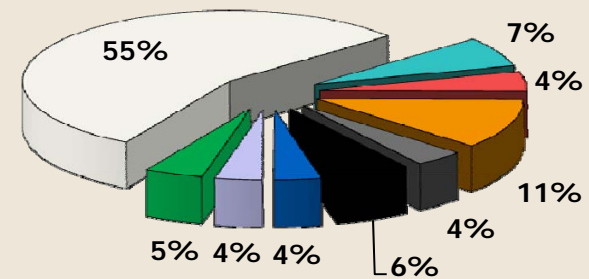


# Operating Expenses by Category

FY 2010 (Est)



FY 2011 (Bud)



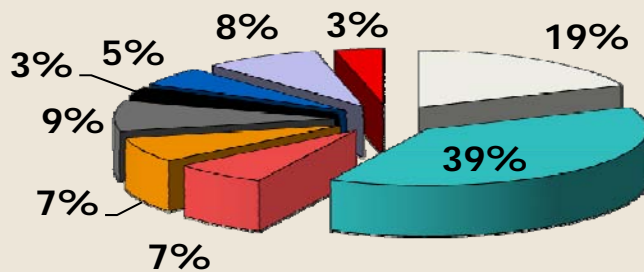
- Salaries & Benefits
- Professional Services
- Maintenance & Repair
- Insurance
- Other
- Utilities
- Contractual Services
- Supplies
- Promotional Activities

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



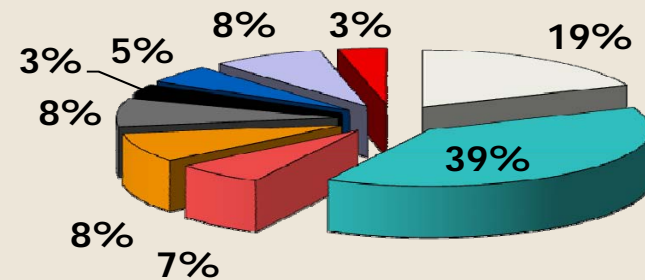
# Operating Expenses By Department

FY 2010 (Est)



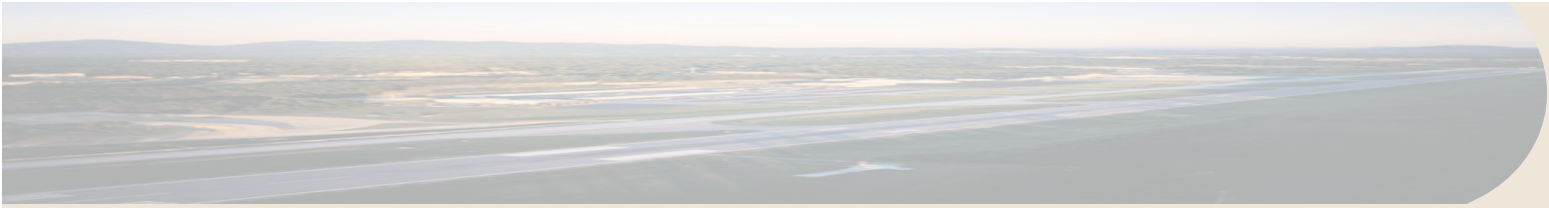
- Public Safety
- Operations & Maintenance
- Executive
- Information Technology
- Marketing and Public Relations
- Guest Services
- Finance
- Administration
- Development

FY 2011 (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-<br>AIP<br>ENTITLEMENTS | FAA-<br>AIP<br>DISCRETIONARY | NCDOT          | AIRPORT<br>AUTHORITY |
| <b>Capital Improvements</b>       |                  |                             |                              |                |                      |
| Airfield Improvements - Phase I   | \$ 350,000       |                             | \$ 332,500                   |                | \$ 17,500            |
| Airfield Improvements - Phase II  | 880,800          | 94,432                      | 500,000                      |                | 286,368              |
| Master Plan Update                | 500,000          | 475,000                     |                              |                | 25,000               |
| General Aviation Ramp Expansion   | 825,000          |                             |                              | 750,000        | 75,000               |
| ARFF Equipment                    | 475,000          | 451,250                     |                              |                | 23,750               |
| <b>Total Capital Improvements</b> | <b>3,030,800</b> | <b>1,020,682</b>            | <b>832,500</b>               | <b>750,000</b> | <b>427,618</b>       |



# Proposed Capital Budget (cont'd)

| DESCRIPTION                                      | TOTAL          | Funding Source              |                              |       |                      |
|--|----------------|-----------------------------|------------------------------|-------|----------------------|
|  |                | FAA-<br>AIP<br>ENTITLEMENTS | FAA-<br>AIP<br>DISCRETIONARY | NCDOT | AIRPORT<br>AUTHORITY |
| <b><u>Equipment and Small Capital Outlay</u></b> |                |                             |                              |       |                      |
| A Gates Boarding Technology                      | 109,530        |                             |                              |       | 109,530              |
| Mass Casualty Incident Mangement Equipment       | 15,000         |                             |                              |       | 15,000               |
| Financial Software Upgrade                       | 26,875         |                             |                              |       | 26,875               |
| <b>Total Equipment and Small Capital Outlay</b>  | <b>151,405</b> |                             |                              |       | <b>151,405</b>       |



# Proposed Capital Budget (cont'd)

| DESCRIPTION                           | TOTAL          | Funding Source              |                              |       |                      |
|---------------------------------------|----------------|-----------------------------|------------------------------|-------|----------------------|
|                                       |                | FAA-<br>AIP<br>ENTITLEMENTS | FAA-<br>AIP<br>DISCRETIONARY | NCDOT | AIRPORT<br>AUTHORITY |
| <b><u>Renewal and Replacement</u></b> |                |                             |                              |       |                      |
| Roadway Sweeper                       | 175,000        |                             |                              |       | 175,000              |
| 800 MHZ Interface                     | 55,000         |                             |                              |       | 55,000               |
| Shop Rollup Door                      | 15,000         |                             |                              |       | 15,000               |
| Shop Lighting Upgrade                 | 6,444          |                             |                              |       | 6,444                |
| Fingerprint Scanner System            | 11,000         |                             |                              |       | 11,000               |
| <b>Total Renewal and Replacement</b>  | <b>262,444</b> |                             |                              |       | <b>262,444</b>       |



# Proposed Capital Budget (cont'd)

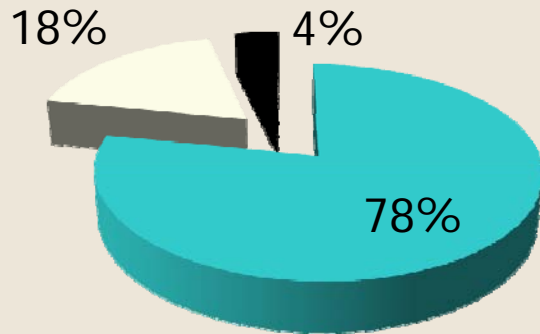
| DESCRIPTION                        | TOTAL               | Funding Source              |                              |                   |                      |
|------------------------------------|---------------------|-----------------------------|------------------------------|-------------------|----------------------|
|                                    |                     | FAA-<br>AIP<br>ENTITLEMENTS | FAA-<br>AIP<br>DISCRETIONARY | NCDOT             | AIRPORT<br>AUTHORITY |
| <b><u>Business Development</u></b> |                     |                             |                              |                   |                      |
| Air Service Business Incentives    | 300,000             |                             |                              |                   | 300,000              |
| <b>Total Business Development</b>  | <b>300,000</b>      |                             |                              |                   | <b>300,000</b>       |
| <b><u>Debt Service</u></b>         |                     |                             |                              |                   |                      |
| Debt Service - Rental Car Facility | 626,823             |                             |                              |                   | 626,823              |
| <b>Total Debt Service</b>          | <b>626,823</b>      |                             |                              |                   | <b>626,823</b>       |
| <b>Total</b>                       | <b>\$ 4,371,472</b> | <b>\$ 1,020,682</b>         | <b>\$ 832,500</b>            | <b>\$ 750,000</b> | <b>\$ 1,768,290</b>  |

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



# Capital Program Funding Sources

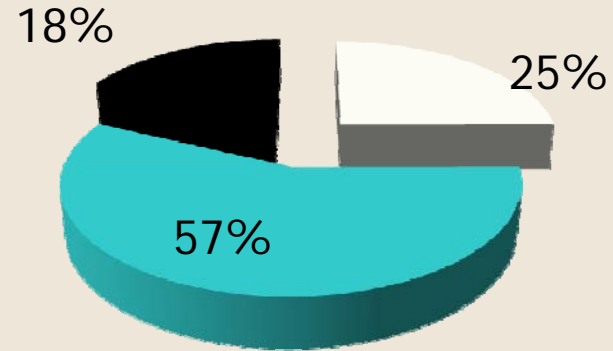
### FY 2010 (Est)



■ Federal ■ Authority ■ PFC

**Authority's Contribution - \$2,877,862**

### FY 2011 (Bud)



■ Authority ■ Federal ■ State

**Authority's Contribution - \$1,038,576**





# Carry-Over Capital Projects

| Description                                  | AMOUNT<br>AUTHORIZED | ESTIMATED                        | ESTIMATED                  | FAA-<br>AIP<br>ENTITLEMENT | AIRPORT<br>AUTHORITY<br>FUNDS |
|--|----------------------|----------------------------------|----------------------------|----------------------------|-------------------------------|
|  |                      | TO SPEND<br>THROUGH<br>6/30/2010 | BALANCE<br>TO<br>CARRYOVER |                            |                               |
| A Gates - Terminal Renovation & Improvements | 10,486,704           | 9,936,704                        | 550,000                    | 522,500                    | 27,500                        |
| Point of Sale-Guest Services                 | 8,000                |                                  | 8,000                      |                            | 8,000                         |
| Sharepoint/Business Portal                   | 28,440               |                                  | 28,440                     |                            | 28,440                        |
| Art Program FF&E                             | 27,175               | 8,284                            | 18,891                     |                            | 18,891                        |
| Access Control System Addition               | 28,000               |                                  | 28,000                     |                            | 28,000                        |
| Vehicle Replacements                         | 67,277               | 35,999                           | 31,278                     |                            | 31,278                        |
| 3 Channel Trunking Radio Net                 | 55,000               |                                  | 55,000                     |                            | 55,000                        |
| <b>TOTAL CARRY-OVER TO FY-2010/2011</b>      | <b>10,700,596</b>    | <b>9,980,987</b>                 | <b>719,609</b>             | <b>522,500</b>             | <b>197,109</b>                |



# Memorandum to Members of the Airport Authority

## From Kevin E. Howell, Director of Properties & Development

### Proposed Airport Deicing Effluent Limitation Guidelines (ELG) and Potential Fiscal Impact

#### BACKGROUND

On August 28, 2009, the U.S. Environmental Protection Agency (EPA) published the proposed "Effluent Limitation Guidelines and New Source Performance Standards for the Airport Deicing Category." This regulation would require the Authority to change the type of pavement deicer it currently uses to a non-urea based product resulting in a considerable cost increase to the Authority. This regulation would also require the Authority to collect and properly dispose of the aircraft deicing fluid used at AVL. ARAA Staff have continued to follow the development of these new regulatory standards as it will have a significant impact on the airport and aviation industry. Comments on the proposed rule were originally due on December 28, 2009. Through the work of industry representatives such as ACI-NA and AAE, the comment deadline was extended to February 26, 2010.



# Memorandum to Members of the Airport Authority

## From Kevin E. Howell, Director of Properties & Development (cont'd)

### ISSUES

The proposed overall scope of the regulations is limited to primary commercial airports that conduct deicing operations and have more than 1,000 annual scheduled commercial jet departures.

The technical requirements can be further divided into 3 classes of airports:

- **Class 1. Airports with less than 10,000 annual departures – certify use of non-urea-based pavement deicers or meet a daily ammonia effluent limit of 14.7 mg/L.**
- **Class 2. Airports with equal to or more than 10,000 annual departures AND less than 460,000 gallons of aircraft deicing fluid (ADF) applied annually –**
  - collect 20% of available ADF\*, AND
  - treat collected runoff to meet a daily COD effluent limit of 271 mg/L and a weekly average of 154 mg/L, AND
  - certify use of non-urea-based pavement deicers OR meet a daily ammonia effluent limit of 14.7 mg/L.



## Memorandum to Members of the Airport Authority From Kevin E. Howell, Director of Properties & Development (cont'd)

- 3. Airports with equal to or more than 10,000 annual departures AND equal to or more than 460,000 gallons of aircraft deicing fluid (ADF) applied annually –
  - collect 60% of available ADF\*, AND
  - treat collected runoff to meet a daily COD effluent limit of 271 mg/L and a weekly average of 154 mg/L, AND
  - certify use of non-urea-based pavement deicers OR meet a daily ammonia effluent limit of 14.7 mg/L.

\*EPA defines “available ADF” as “80 percent of the sprayed deicing fluid and 10 percent of the sprayed anti-icing fluid.” The 60% collection efficiency is based on the use of centralized deicing pads, and 20% efficiency is based on the use of glycol recovery vehicles (GRVs).

In the proposed regulations, AVL would fall into the second airport classification.



# Memorandum to Members of the Airport Authority

## From Kevin E. Howell, Director of Properties & Development (cont'd)

### FISCAL IMPACT

At this time, the entire fiscal impact is unknown until the regulations are finalized. Furthermore, it is unknown when the regulations will be initiated.

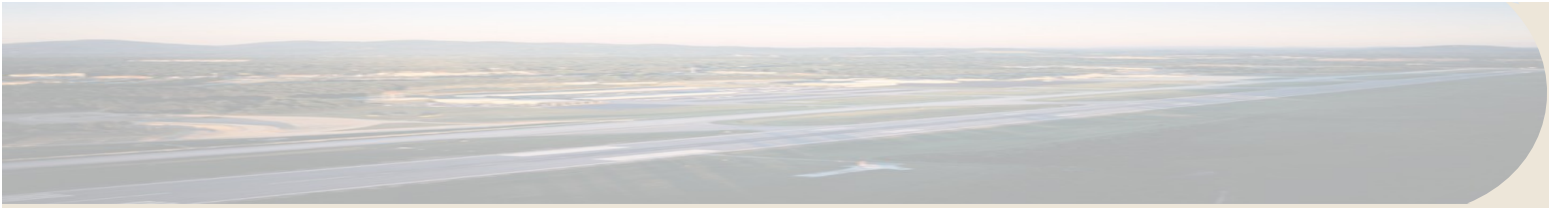
In order to assist the Board in understanding the potential fiscal impact of this proposed regulation, ARAA Staff have prepared the following summary of potential costs that may be required when this regulation is finalized.

|                                 |                |
|---------------------------------|----------------|
| – Glycol Recovery Vehicle (GRV) | \$400,000      |
| – Liquid Deicing Equipment      | \$75,000       |
| – NAC & E-36                    | \$289,404      |
| – Replace Shop Roll-up Doors    | \$16,358       |
| – Glycol Disposal               | \$cost unknown |

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|              |                  |
|--------------|------------------|
| <b>TOTAL</b> | <b>\$780,762</b> |
|--------------|------------------|



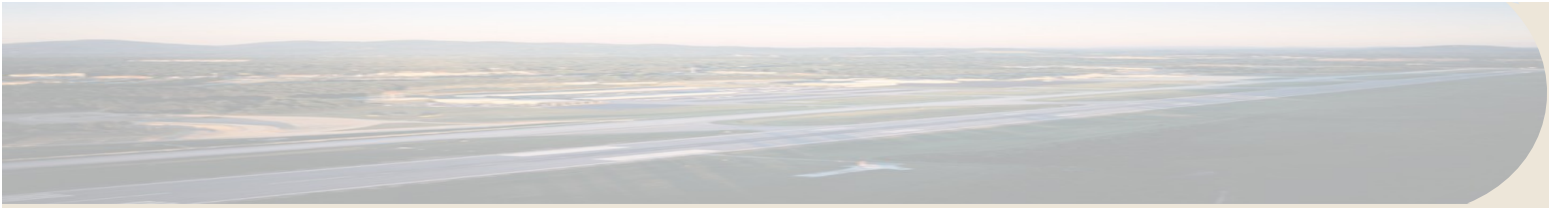


# Reserve Funds

# Operations & Maintenance Reserve

- **Description and Justification**
  - Established to cover fluctuations in cash flow and provide quick access to additional operational cash.
- **Equivalent to 6 months of budget FY 2010/2011 operations and maintenance expense.**
  - \$3,224,433 for FY 2010/2011





# Estimated Cash Balance





# Cash Balance

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ESTIMATED CASH BALANCE  
As of June 30, 2011**

|   | <u>Amount</u>                |
|---|------------------------------|
| <b>Estimated Cash Balance as of June 30, 2010</b> | <b>\$ 7,863,865</b>          |
| Plus: Net Operating & Investment Revenues         | 862,012                      |
| Less Other Costs:                                 |                              |
| Business Development Costs                        | (300,000)                    |
| Emergency Repair Costs                            | (750,000)                    |
| Contingency                                       | (178,613)                    |
| Debt Service (Rental Car Facility)                | <u>(626,823)</u> (1,855,436) |
| Plus Non-Operating Revenues:                      |                              |
| Passenger Facility Charges                        | 1,192,000                    |
| Customer Facility Charges                         | <u>840,000</u> 2,032,000     |



# Cash Balance (cont'd)

Plus Capital Contributions:

|  |                |           |
|--|----------------|-----------|
| Federal Grants - AIP Entitlements        | 1,543,182      |           |
| Federal Grants - AIP Discretionary Funds | 832,500        |           |
| NC DOT Grants                            | <u>750,000</u> | 3,125,682 |

Less Capital Costs:

|   |                  |             |
|---|------------------|-------------|
| Capital Improvements                    | (3,030,800)      |             |
| Equipment and Small Capital Outlay Fund | (151,405)        |             |
| Renewal and Replacements                | (262,444)        |             |
| Carryover projects from FY2010          | <u>(719,609)</u> | (4,164,258) |

**Estimated Cash Balance at June 30, 2011**

**7,863,865**

**Estimated Restricted Cash at June 30, 2011**

**2,110,080**

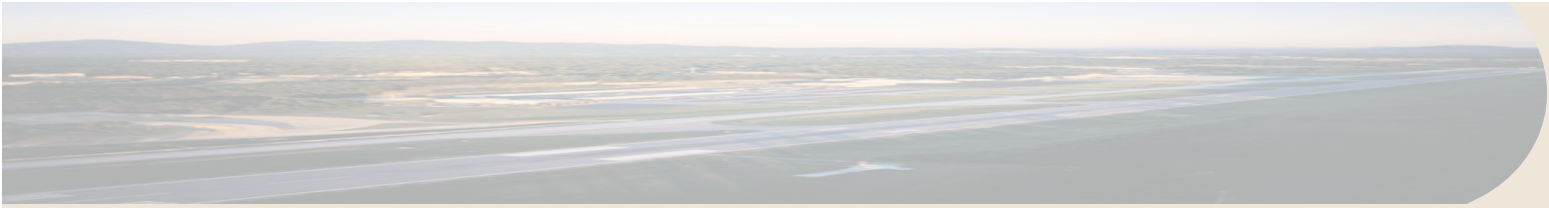
**Operations & Maintenance Reserve (6 Months)**

**3,224,433**

**Estimated Unrestricted Undesignated Cash at June 30, 2011**

**\$ 2,529,352**





# Supplemental Fees

# Proposed FY 2010/2011 Fees

|  | FY 2009/2010<br>Current Fees |             | FY 2010/2011<br>Proposed Fees |             |
|--|------------------------------|-------------|-------------------------------|-------------|
|  | Cost                         | Per         | Cost                          | Per         |
| <b><u>Maintenance</u></b>                      |                              |             |                               |             |
| Scissor Lift                                   | \$ 100.00                    | use         | \$ 100.00                     | use         |
| ADA Ramp Rental                                | \$ 100.00                    | use         | \$ 100.00                     | use         |
| Air Stair Rental                               | \$ 100.00                    | use         | \$ 100.00                     | use         |
| Volvo Wheel Loader                             | \$ 100.00                    | use         | \$ 100.00                     | use         |
| Fork-lift                                      | \$ 100.00                    | use         | \$ 100.00                     | use         |
| Tenant Sweeper                                 | \$ 100.00                    | hour        | \$ 100.00                     | hour        |
| Service Truck                                  | \$ 50.00                     | hour        | \$ 50.00                      | hour        |
| Backhoe  | \$ 100.00                    | hour        | \$ 100.00                     | hour        |
| Lighted X                                      | \$ 200.00                    | day         | \$ 200.00                     | day         |
| Light Tower                                    | \$ 150.00                    | day         | \$ 150.00                     | day         |
| Paint Stripper                                 | \$ 100.00                    | hour        | \$ 100.00                     | hour        |
| Large Aircraft Removal Dolly                   | \$ 200.00                    | day         | \$ 200.00                     | day         |
| Small Aircraft Removal Dolly                   | \$ 100.00                    | day         | \$ 100.00                     | day         |
| Aircraft Jack                                  | \$ 75.00                     | use         | \$ 75.00                      | use         |
| Cores  | \$ 30.00                     | each        | \$ 30.00                      | each        |
| Keys   | \$ 5.00                      | each        | \$ 5.00                       | each        |
| Maintenance Labor Rate 1/                      | \$ 45.00                     | hour        | \$ 45.00                      | hour        |
| <b><u>Department of Public Safety</u></b>      |                              |             |                               |             |
| ARFF Apparatus for 1500 gal. or greater        | \$ 250.00                    | hour        | \$ 250.00                     | hour        |
| ARFF Apparatus for less than 1500 gal.         | \$ 150.00                    | hour        | \$ 150.00                     | hour        |
| Command, Police, and Ops support vehicles      | \$ 100.00                    | hour        | \$ 100.00                     | hour        |
| Aircraft recover dolly                         | \$ 150.00                    | day         | \$ 150.00                     | day         |
| Maintenance Labor Rate 1/                      | \$ 40.00                     | hour        | \$ 40.00                      | hour        |
| Mutual Aid Agencies collected on their behalf  |                              | as incurred |                               | as incurred |
| Replacement charges for AVL equipment/supplies |                              | as incurred |                               | as incurred |

1/ Minimum of 3 hours charged after regular business hours.



# Proposed FY 2010/2011 Fees (cont'd)

| <u>Identification Badge Fees and Charges</u> | FY 2009/2010<br>Current Fees |       | FY 2010/2011<br>Proposed Fees |       |
|--|------------------------------|-------|-------------------------------|-------|
|  | Cost                         | Per   | Cost                          | Per   |
| <b>Initial Badge Issuance</b>                |                              |       |                               |       |
| SIDA Badge (1)                               | \$                           | 52.00 | \$                            | 52.00 |
| Non-SIDA Badge (2)                           | \$                           | 20.00 | \$                            | 20.00 |
| <b>Renewal of Badge</b>                      |                              |       |                               |       |
| SIDA Badge (2)                               | \$                           | 20.00 | \$                            | 20.00 |
| Non-SIDA Badge (2)                           | \$                           | 20.00 | \$                            | 20.00 |
| <b>Lost Badge Replacement</b>                |                              |       |                               |       |
| SIDA Badge (3)                               | \$                           | 30.00 | \$                            | 30.00 |
| Non-SIDA Badge (3)                           | \$                           | 30.00 | \$                            | 30.00 |
| <b>Other Fees</b>                            |                              |       |                               |       |
| Finger Print Background Check Only           | \$                           | 42.00 | \$                            | 42.00 |
| Finger Print Background Check Only           | \$                           | 10.00 | \$                            | 10.00 |

**Notes:**

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



# Proposed FY 2010/2011 Fees (cont'd)

|                                      | FY 2009/2010<br>Current Fees |                   | FY 2010/2011<br>Proposed Fees |                   |
|--------------------------------------|------------------------------|-------------------|-------------------------------|-------------------|
|                                      | Cost                         | Per               | Cost                          | Per               |
| <b><u>Parking</u></b>                |                              |                   |                               |                   |
| Long term                            | \$ 1.00                      | 0 - 1 hour        | \$ 1.00                       | 0 - 1 hour        |
|                                      | \$ 1.00                      | each add'l hour   | \$ 1.00                       | each add'l hour   |
|                                      | \$ 7.00                      | day               | \$ 7.00                       | day               |
| Short term                           | \$ -                         | 0 - 20 mins       | \$ -                          | 0 - 20 mins       |
|                                      | \$ 1.50                      | 20 - 40 mins      | \$ 1.50                       | 20 - 40 mins      |
|                                      | \$ 2.00                      | 40 - 60 mins      | \$ 2.00                       | 40 - 60 mins      |
|                                      | \$ 2.75                      | 60 - 80 mins      | \$ 2.75                       | 60 - 80 mins      |
|                                      | \$ 0.50                      | add every 20 mins | \$ 0.50                       | add every 20 mins |
|                                      | \$ 12.00                     | day               | \$ 12.00                      | day               |
| Employee Parking Rate                | \$ 40.00                     | annual            | \$ 40.00                      | annual            |
| Commuter Parking Rate                | \$ 240.00                    | annual            | \$ 240.00                     | annual            |
| Fines                                | up to \$1,000                | day               | up to \$1,000                 | day               |
| <b><u>Ground Transportation</u></b>  |                              |                   |                               |                   |
| Airport Ground Transportation Permit | \$ 150.00                    | annual            | \$ 150.00                     | annual            |
| Off-Airport Rental Car Fee           | 7.50%                        | of gross revenue  | 7.50%                         | of gross revenue  |



# Thank You!



March 4, 2010

**BUDGET MESSAGE**

To: Members of the Asheville Regional Airport Authority

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

The attached budget for the year beginning July 1, 2010 and ending June 30, 2011 has been prepared with special consideration given to the safeguarding of the Asheville Regional Airport Authority's assets and the reliability of the Authority's financial records, while maintaining the flexibility to allow the airport staff the tools to provide outstanding service to our passengers and tenants and the general public.

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

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

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

**ASSUMPTIONS**

Operating revenues are budgeted to increase 2.1% over the prior year's budget. Passenger enplanements are projected to increase 3% over the prior fiscal year. The current airline agreements were negotiated in 2009 upon the expiration of the old ones. The new agreements reflect changes in the aviation industry and provide for termination privileges by either party upon 60 days notice. The rates and charges were also changed from a residual or cost recovery basis to a compensatory model. Airline Rates and Charges are budgeted to remain flat to be conservative. We expect that when Staff recalculates these rates based on the final FY2010/2011 budget, the rates will increase slightly to cover the additional installation costs of the shared terminal equipment. No increase of Supplemental Fees and Charges is incorporated. Interest income is budgeted to decrease by \$3k.



Operating expenses are expected to increase 3.2% over FY2009/2010's budget. This increase is partially due to higher parking management costs because management fees were accidentally omitted from the FY2009/2010 budget, and for higher expense reimbursement fees to cover the cost of new parking equipment. In accordance with the previously presented strategic business plan, additional funds have been budgeted under professional services to redesign the website and to re-examine air service initiatives. Professional Services is also increasing to address additional State environmental requirements. Contractual fees are budgeted to increase due to additional service agreement costs for airline shared terminal equipment. A portion of these shared equipment costs are included in the revenue budget for FY2010/2011. To reduce the impact of these additional costs, the position of Deputy Airport Director is excluded from the FY2010/2011 budget, and two vacant positions are not budgeted to be filled until January 1, 2011.

## **OPERATING REVENUE**

### **Investment Income:**

Due to the down turn in the financial markets, current investments are earning less than .5%.

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

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

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

Airline Rates and Charges are estimated to remain flat in FY 2010/2011. Budgeted airline space rent includes a full year of AirTran and six months of United rents.

### **Concessions:**

This budget assumes that the Authority will receive income in accordance with the minimum annual guarantees ("MAG") provided in the food and beverage agreement with MSE Branded Foods, plus an estimated percentage fee based on prior year actual. The budget also assumes advertising revenue based on the MAG provided in the agreement with Departure Media, beginning October, 2010 when A Gates is expected to open. Guest Services revenue includes selling attraction tickets and AVL apparel. The other line items are based on current agreements and/or historical average.

### **Auto Parking:**

Public Parking is calculated based on historical trends.

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

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

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

Budget estimates are based on the agreements in force.

**Commercial Ground Transportation:**

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

**Landing Fees:**

The Airline Rates and Charges for the FY 2010/2011 budget year are projected to remain flat. Landing Fees are charged based on 1,000 pounds of airlines gross landed weight.

**FBOs:**

The percentage fee income for Odyssey Aviation is based on the latest historical data taking into account the decline in general aviation activity. Hangar Management Fees are based on current agreements for the t-hangar and bulk hangars. Landmark Aviation rents and fuel flowage fees are based the current agreement in place, using estimated fuel to be delivered.

**Building Leases:**

All estimates are backed by current leases in place.

**Land Leases:**

All estimates are backed by current leases in force.

**Other Leases/Fees:**

LEO Services are based on estimated actual costs and the current TSA contract. Security Fees for airlines are projected using flat Airlines Rates and Charges. Additional revenue is forecasted for Shared Terminal Services to recover the newly installed shared terminal equipment costs, as provided for in the airline agreements. In addition, new Air Freight fees are budgeted to be recovered from UPS. Other items are estimates based on historical data.

**OPERATING EXPENSES**

**Personnel Services:**

Payroll costs are based on actual current salaries, including estimated longevity bonus, plus a modest inflation factor. Overtime is estimated separately by Department Heads with historical data considered. Benefits are estimated for each benefit type to better understand and to manage benefit costs. Total benefits are approximately 44.0% of payroll.

**Professional Services:**

Professional services have been increased to address additional environmental requirements, redesign of our website, and additional consulting services based on

the strategic business plan. Other Professional Services are estimated by Staff based on known events and historical data.

**Contractual Services:**

This estimate includes the cost of maintenance agreements, uniform cleaning services and other contractual services. These numbers are estimated based on agreements and/or historical data. Additional costs for FY2010/2011 include higher parking management costs to cover the cost of new parking equipment and additional airline shared terminal equipment service agreements.

**Travel and Training:**

The estimate for employee training and various educational conferences has been prepared by each Department Head using known facts and historical information. It has been reduced from prior years.

**Communications and Freight:**

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

**Rents and Leases:**

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

**Insurance:**

Insurance premiums are expected to increase 5% plus additional costs for property added.

**Utility Services:**

This estimate is based on the latest historical data.

**Repairs and Maintenance:**

This line item, the timing and amount of which is always difficult to predict, has been estimated by the Director of Operations and other department heads to account for repairs and maintenance anticipated for FY 2010/2011

**Printing and Binding:**

This estimate includes a General Aviation brochure, holiday cards, history board revisions, banners, and other promotional materials, and is estimated based on known needs and historical data.

**Promotional Activities:**

These activities represent media advertising, community sponsorships, and tenant and employee events, and are based on planned activities for FY2010/2011.

**Other Current Charges and Obligation:**

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

**Operating Supplies:**

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

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

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

**CONTINGENCY**

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

**CAPITAL BUDGET**

The Capital Budget items were generated by the Department Heads and include those capital improvement projects in the approved five year capital improvement plan for FY 2010/2011. Explanations and justifications for new capital projects are included on the Capital Budget Request sheets. In addition, the Capital Budget includes certain projects carried over from the FY2009/2010 that are not expected to be completed by June 30, 2009.

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

**DEBT SERVICE**

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

**BUSINESS DEVELOPMENT**

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

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
2010-2011  
BUDGET ORDINANCE**

**BE IT ORDAINED** by the Asheville Regional Airport Authority that, pursuant to Section 159-13 of the General Statutes of North Carolina, the 2010-2011 Budget Ordinance of the Airport Authority is hereby set forth as follows:

**Section 1.** The following amounts are hereby appropriated for the operation of the Asheville Regional Airport for the fiscal year beginning July 1, 2010 and ending June 30, 2011 in accordance with the following schedules:

**EXPENDITURES**

|   |                                   |
|---|-----------------------------------|
| Administration                                  | \$ 1,540,567                      |
| Terminal  | 2,389,219                         |
| Airfield  | 1,217,701                         |
| General Aviation                                | 418,011                           |
| Parking Lot/Roadway                             | 677,234                           |
| Other   | 206,134                           |
| Carry-over Capital Expenditures from Prior FY   | 719,609                           |
| Emergency Repair Costs                          | 750,000                           |
| Capital Improvement Fund                        | 3,030,800                         |
| Equipment and Small Capital Outlay Fund         | 151,405                           |
| Renewal and Replacement Fund                    | 262,444                           |
| Business Development Fund/Agreement Obligations | 300,000                           |
| Debt Service Fund                               | 626,823                           |
| Contingency                                     | 178,613                           |
| <b>Total Expenditures</b>                       | <b><u><u>\$12,468,560</u></u></b> |

**Section 2.** It is estimated that the following revenues will be available for the fiscal year beginning July 1, 2010 and ending June 30, 2011.

**REVENUES**

|                                      |                            |
|--------------------------------------|----------------------------|
| Administration (Interest Income)     | \$ 20,000                  |
| Terminal                             | 3,347,801                  |
| Airfield                             | 826,157                    |
| General Aviation                     | 818,890                    |
| Parking Lot/Roadway                  | 2,138,860                  |
| Other                                | 159,170                    |
| Passenger Facility Charges           | 1,192,000                  |
| Customer Facility Charges            | 840,000                    |
| Federal Grants – AIP Entitlements    | 1,543,182                  |
| Federal Grants – Discretionary Funds | 832,500                    |
| NCDOT Grants                         | 750,000                    |
| <b>Total Revenues</b>                | <u><u>\$12,468,560</u></u> |

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

- a. He may transfer amounts between line item expenditures within a budget ordinance line item/cost center without limitation and without a report being required. These changes should not result in increased recurring obligations such as salaries.
- b. He may transfer amounts up to \$10,000 between budget ordinance line items/cost centers, including contingency appropriations, within the same fund. The number of transfers between board meetings is limited to three (3) transfers. He must make an official report on such transfers at the regular meeting of the board.

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

**Section 5.** This ordinance shall become effective on July 1, 2010

Adopted this \_\_\_\_ day of \_\_\_\_\_, 2010.

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David R. Hillier, Chairman

Attested by:

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Charles W. McGrady  
Secretary-Treasurer

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**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
OPERATING SUMMARY  
FY 2010/2011 BUDGET**

|  | <u>Budget Amounts</u>    |                          |                           | <u>Percent<br/>Change</u> |
|--|--------------------------|--------------------------|---------------------------|---------------------------|
|  | <u>FY 09/10</u>          | <u>FY 10/11</u>          | <u>Difference</u>         |                           |
| <b><u>Revenues</u></b>                               |                          |                          |                           |                           |
| Operating Revenues                                   | \$ 7,143,390             | \$ 7,290,878             | \$ 147,488                | 2.1%                      |
| Investment Income                                    | 23,000                   | 20,000                   | (3,000)                   | -13.0%                    |
| <b>Total Operating &amp;<br/>Investment Revenues</b> | <b><u>7,166,390</u></b>  | <b><u>7,310,878</u></b>  | <b><u>144,488</u></b>     | 2.0%                      |
| <b><u>Expenses</u></b>                               |                          |                          |                           |                           |
| Operating Expenses                                   | 6,247,210                | 6,448,866                | 201,656                   | 3.2%                      |
| <b>Total Operating Expenses</b>                      | <b><u>6,247,210</u></b>  | <b><u>6,448,866</u></b>  | <b><u>201,656</u></b>     | 3.2%                      |
| <b>Net Operating &amp;<br/>Investment Income</b>     | <b><u>\$ 919,180</u></b> | <b><u>\$ 862,012</u></b> | <b><u>\$ (57,168)</u></b> | -6.2%                     |



**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2010-2011**

| Revenue Sources                                   | Historical, Actual Revenue |                       |                       | FY 2009-2010                 |                              |                                   | Proposed Budget Fiscal Year 2010-2011 | Difference Est FY09-10 To Budget FY10-11 |
|---|----------------------------|-----------------------|-----------------------|------------------------------|------------------------------|-----------------------------------|---------------------------------------|--|
|   | Fiscal Year 2006-2007      | Fiscal Year 2007-2008 | Fiscal Year 2008-2009 | Fiscal Year 2009-2010 Budget | 12/31/09 FYTD Actual Revenue | 6 Projection for Full Fiscal Year |                                       |  |
| <b>Investment Income</b>                          |                            |                       |                       |                              |                              |                                   |                                       |  |
| Interest Income                                   | \$ 644,521                 | \$ 492,503            | \$ 112,577            | \$ 23,000                    | 11,530                       | 23,100                            | 20,000                                | (3,100)                                  |
| <b>Total Investment Income</b>                    | <b>644,521</b>             | <b>492,503</b>        | <b>112,577</b>        | <b>23,000</b>                | <b>11,530</b>                | <b>23,100</b>                     | <b>20,000</b>                         | <b>(3,100)</b>                           |
| <b>Terminal Space Rentals - Non-Airline</b>       |                            |                       |                       |                              |                              |                                   |                                       |  |
| FAA Tower Rent                                    | 100,626                    | 102,313               | 105,373               | 108,500                      | 53,864                       | 107,700                           | 109,310                               | 1,610                                    |
| FAA Facilities Rent                               | 54,820                     | 40,299                | (22,226)              | -                            | -                            | -                                 | -                                     | -  |
| TSA Space   | 79,540                     | 78,541                | 78,541                | 71,250                       | 39,271                       | 78,500                            | 78,541                                | 41                                       |
| Hertz (1st level office)                          | 6,598                      | 2,793                 | 11,741                | -                            | -                            | -                                 | -                                     | -  |
| G2 Secure (formerly Globe Security)               | 6,380                      | 3,723                 | -                     | -                            | -                            | -                                 | -                                     | -  |
| Airport Info. Center                              | 2,336                      | 683                   | -                     | -                            | -                            | -                                 | -                                     | -  |
| Federal Express                                   | -                          | 80                    | (60)                  | 100                          | 30                           | 100                               | 60                                    | (40)                                     |
| <b>Total Terminal Space Rentals - Non-Airline</b> | <b>250,300</b>             | <b>228,431</b>        | <b>173,369</b>        | <b>179,850</b>               | <b>93,165</b>                | <b>186,300</b>                    | <b>187,911</b>                        | <b>1,611</b>                             |
| <b>Terminal Space Rentals - Airline</b>           |                            |                       |                       |                              |                              |                                   |                                       |  |
| Facility/Services/Hold Room Charges               | -                          | 444,858               | 584,470               | 692,140                      | 290,512                      | 581,000                           | 567,420                               | (13,580)                                 |
| Voice/Data/PA Systems                             | -                          | -                     | -                     | 13,100                       | -                            | -                                 | -                                     | -  |
| Loading Bridge Fees (includes FGP & PC Air)       | 34,115                     | 32,447                | 59,598                | 109,500                      | 66,039                       | 132,100                           | 132,060                               | (40)                                     |
| Apron Fees  | 218,074                    | 262,826               | 195,312               | 200,000                      | 118,888                      | 237,800                           | 247,120                               | 9,320                                    |
| Baggage Area                                      | -                          | -                     | -                     | 29,670                       | -                            | -                                 | -                                     | -  |
| Northwest/Pinnacle (Counter/Office/Queue)         | 51,116                     | 11,902                | 10,110                | -                            | -                            | -                                 | -                                     | -  |
| US Air(Counter/Office/Queue)                      | 300,796                    | 164,327               | 55,609                | -                            | 36,514                       | 73,000                            | 73,020                                | 20                                       |
| Delta/ASA (Counter/Office/Queue)                  | 241,533                    | 109,150               | 105,105               | -                            | 38,559                       | 77,100                            | 77,110                                | 10                                       |
| Air Tran (Counter/Office/Queue)                   | -                          | -                     | -                     | -                            | -                            | -                                 | 22,310                                | 22,310                                   |
| United/SkyWest (Counter/Office/Queue)             | -                          | -                     | -                     | -                            | -                            | -                                 | 11,400                                | 11,400                                   |
| Continental (Counter/Office/Queue)                | 156,235                    | 83,566                | 83,729                | -                            | 29,324                       | 58,600                            | 58,640                                | 40                                       |
| <b>Total Terminal Space Rentals - Airline</b>     | <b>1,001,869</b>           | <b>1,109,076</b>      | <b>1,093,933</b>      | <b>1,044,410</b>             | <b>579,836</b>               | <b>1,159,600</b>                  | <b>1,189,080</b>                      | <b>29,480</b>                            |
| <b>Concessions</b>                                |                            |                       |                       |                              |                              |                                   |                                       |  |
| F&B, Gift, Info (MSE Branded Foods)               | 33,826                     | 34,906                | 41,466                | 35,000                       | 20,289                       | 40,600                            | 32,500                                | (8,100)                                  |
| Advertising (Departure)                           | 75,348                     | 60,836                | 69,941                | 138,120                      | 28,314                       | 56,600                            | 64,000                                | 7,400                                    |
| Brochure Sales                                    | 9,611                      | 7,356                 | 7,374                 | 30,250                       | 8,618                        | 17,200                            | 30,250                                | 13,050                                   |
| Guest Services                                    | -                          | -                     | -                     | 73,950                       | 512                          | 1,000                             | 57,000                                | 56,000                                   |
| Art in the Airport                                | -                          | 3,059                 | 3,185                 | 1,050                        | 13                           | -                                 | 250                                   | 250                                      |
| Payphone (Cherokee)                               | 1,085                      | 1,902                 | -                     | -                            | -                            | -                                 | -                                     | -  |
| Baggage Cart (SmarteCarte)                        | 320                        | 506                   | 606                   | 300                          | 105                          | 200                               | 220                                   | 20                                       |
| Sanitary Machines                                 | -                          | 149                   | 40                    | 100                          | 78                           | 200                               | 180                                   | (20)                                     |
| Massage Chairs & Phone Charger (SmarteCarte)      | -                          | -                     | 425                   | 600                          | 402                          | 800                               | 800                                   | -  |
| Wachovia (ATM)                                    | 325                        | 300                   | 300                   | 12,000                       | 150                          | 300                               | 12,000                                | 11,700                                   |
| <b>Total Concessions</b>                          | <b>120,515</b>             | <b>109,013</b>        | <b>123,337</b>        | <b>291,370</b>               | <b>58,481</b>                | <b>116,900</b>                    | <b>197,200</b>                        | <b>80,300</b>                            |
| <b>Auto Parking</b>                               |                            |                       |                       |                              |                              |                                   |                                       |  |
| Public Parking                                    | 2,148,207                  | 2,288,782             | 2,307,314             | 2,109,250                    | 1,061,313                    | 2,122,600                         | 2,100,000                             | (22,600)                                 |
| Commuter Parking                                  | 13,686                     | 21,674                | 14,445                | 21,600                       | 8,980                        | 18,000                            | 14,400                                | (3,600)                                  |
| <b>Total Auto Parking</b>                         | <b>2,161,893</b>           | <b>2,310,456</b>      | <b>2,321,759</b>      | <b>2,130,850</b>             | <b>1,070,293</b>             | <b>2,140,600</b>                  | <b>2,114,400</b>                      | <b>(26,200)</b>                          |
| <b>Rental Car</b>                                 |                            |                       |                       |                              |                              |                                   |                                       |  |
| <b>Rental Car - Car Rentals</b>                   |                            |                       |                       |                              |                              |                                   |                                       |  |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2010-2011**

| Revenue Sources                               | Historical, Actual Revenue |                       |                       | FY 2009-2010                 |                              |                                   | Proposed Budget Fiscal Year 2010-2011 | Difference Est FY09-10 To Budget FY10-11 |
|---|----------------------------|-----------------------|-----------------------|------------------------------|------------------------------|-----------------------------------|---------------------------------------|--|
|   | Fiscal Year 2006-2007      | Fiscal Year 2007-2008 | Fiscal Year 2008-2009 | Fiscal Year 2009-2010 Budget | 12/31/09 FYTD Actual Revenue | 6 Projection for Full Fiscal Year |                                       |  |
| All Companies % (Signatory)                   | -                          | 21,074                | (85,655)              | -                            | -                            | -                                 | -                                     | -  |
| Avis MAG                                      | 230,645                    | 248,512               | 233,215               | <b>230,000</b>               | 117,917                      | 235,800                           | <b>243,410</b>                        | 7,610                                    |
| Hertz MAG                                     | 413,993                    | 335,260               | 384,172               | <b>383,200</b>               | 199,600                      | 399,200                           | <b>420,820</b>                        | 21,620                                   |
| Enterprise MAG                                | 245,700                    | 280,190               | 163,276               | <b>155,000</b>               | 77,500                       | 155,000                           | <b>164,160</b>                        | 9,160                                    |
| Budget MAG                                    | 166,041                    | 171,877               | 158,406               | <b>155,830</b>               | 78,578                       | 157,200                           | <b>160,790</b>                        | 3,590                                    |
| National/Alamo MAG                            | -                          | -                     | 212,801               | <b>232,140</b>               | 118,975                      | 238,000                           | <b>245,680</b>                        | 7,680                                    |
| Avis %  | -                          | 17,716                | 1,725                 | -                            | -                            | -                                 | -                                     | -  |
| Hertz %                                       | 51,539                     | 53,969                | 3,228                 | -                            | -                            | -                                 | -                                     | -  |
| Enterprise %                                  | -                          | -                     | -                     | -                            | -                            | -                                 | -                                     | -  |
| Budget %                                      | -                          | 25,569                | 9,957                 | -                            | -                            | -                                 | -                                     | -  |
| National/Alamo %                              | -                          | 107,049               | 35,628                | -                            | -                            | -                                 | -                                     | -  |
| National-Alamo (Off Airport %)                | 83,724                     | -                     | -                     | -                            | -                            | -                                 | -                                     | -  |
| <b>Subtotal Car Rentals</b>                   | <b>1,191,642</b>           | <b>1,261,216</b>      | <b>1,116,753</b>      | <b>1,156,170</b>             | <b>592,570</b>               | <b>1,185,200</b>                  | <b>1,234,860</b>                      | <b>49,660</b>                            |
| <b>Rental Car - Facility Rent</b>             |                            |                       |                       |                              |                              |                                   |                                       |  |
| Avis (Counter & Office)                       | 28,190                     | 36,333                | 29,488                | <b>30,540</b>                | 15,188                       | 30,400                            | <b>31,530</b>                         | 1,130                                    |
| Hertz (Counter & Office)                      | 28,190                     | 168                   | 28,454                | <b>29,380</b>                | 14,608                       | 29,200                            | <b>30,320</b>                         | 1,120                                    |
| Enterprise (Counter & Office)                 | 22,394                     | 2,646                 | 23,851                | <b>25,630</b>                | 12,746                       | 25,500                            | <b>26,450</b>                         | 950                                      |
| National (Counter & Office)                   | -                          | 7,917                 | 18,058                | <b>29,380</b>                | 14,608                       | 29,200                            | <b>30,320</b>                         | 1,120                                    |
| Budget (Counter & Office)                     | 22,340                     | 23,186                | 26,700                | <b>27,970</b>                | 13,907                       | 27,800                            | <b>28,870</b>                         | 1,070                                    |
| Avis (Ready/Return)                           | 9,641                      | 11,301                | 8,924                 | <b>8,600</b>                 | 4,211                        | 8,400                             | <b>8,460</b>                          | 60                                       |
| Hertz (Ready/Return)                          | 18,264                     | 20,657                | 14,685                | <b>14,340</b>                | 6,791                        | 13,600                            | <b>12,690</b>                         | (910)                                    |
| Enterprise (Ready/Return)                     | 7,713                      | 6,627                 | 5,873                 | <b>6,140</b>                 | 3,057                        | 6,100                             | <b>6,340</b>                          | 240                                      |
| National (Ready/Return)                       | -                          | -                     | 8,120                 | <b>8,600</b>                 | 4,553                        | 9,100                             | <b>10,570</b>                         | 1,470                                    |
| Budget (Ready/Return)                         | 6,556                      | 6,821                 | 6,508                 | <b>6,140</b>                 | 3,193                        | 6,400                             | <b>7,190</b>                          | 790                                      |
| Avis (Service Facility)                       | 11,758                     | 779                   | 36,193                | <b>36,590</b>                | 18,220                       | 36,400                            | <b>37,900</b>                         | 1,500                                    |
| Hertz (Service Facility)                      | 13,538                     | -                     | 59,313                | <b>55,200</b>                | 26,876                       | 53,800                            | <b>53,440</b>                         | (360)                                    |
| Enterprise (Service Facility)                 | 8,589                      | 4,094                 | 37,005                | <b>34,770</b>                | 18,252                       | 36,500                            | <b>38,260</b>                         | 1,760                                    |
| Budget (Service Facility)                     | 8,103                      | -                     | 30,004                | <b>28,100</b>                | 13,954                       | 27,900                            | <b>28,880</b>                         | 980                                      |
| National/Alamo (Service Facility)             | -                          | -                     | 29,630                | <b>47,510</b>                | 23,810                       | 47,600                            | <b>50,180</b>                         | 2,580                                    |
| Avis CAM fee                                  | -                          | 830                   | 11,973                | -                            | 5,095                        | 10,200                            | <b>11,920</b>                         | 1,720                                    |
| Hertz CAM fee                                 | -                          | -                     | 16,233                | -                            | 7,175                        | 14,400                            | <b>16,800</b>                         | 2,400                                    |
| Enterprise CAM fee                            | -                          | -                     | 9,950                 | -                            | 5,183                        | 10,400                            | <b>12,030</b>                         | 1,630                                    |
| National CAM fee                              | -                          | -                     | 10,991                | -                            | 6,233                        | 12,500                            | <b>15,780</b>                         | 3,280                                    |
| Budget CAM fee                                | -                          | -                     | 9,211                 | -                            | 4,248                        | 8,500                             | <b>9,080</b>                          | 580                                      |
| Common Area Maintenance (Service Facility)    | -                          | -                     | -                     | <b>52,360</b>                | -                            | -                                 | -                                     | -  |
| All Companies (Storage Lot)                   | -                          | 49,632                | -                     | -                            | -                            | -                                 | -                                     | -  |
| <b>Subtotal Facility Rent</b>                 | <b>185,277</b>             | <b>170,992</b>        | <b>421,164</b>        | <b>441,250</b>               | <b>221,908</b>               | <b>443,900</b>                    | <b>467,010</b>                        | <b>23,110</b>                            |
| <b>Total Rental Car</b>                       | <b>1,376,919</b>           | <b>1,432,208</b>      | <b>1,537,917</b>      | <b>1,597,420</b>             | <b>814,478</b>               | <b>1,629,100</b>                  | <b>1,701,870</b>                      | <b>72,770</b>                            |
| <b>Commerical Ground Transportation</b>       |                            |                       |                       |                              |                              |                                   |                                       |  |
| Limo/Shuttle Service                          | -                          | 3,600                 | -                     | -                            | -                            | -                                 | -                                     | -  |
| Employee Parking                              | -                          | 10,010                | 8,395                 | <b>6,900</b>                 | 8,605                        | 17,200                            | <b>6,760</b>                          | (10,440)                                 |
| Ground Transportation Fees                    | 5,739                      | 8,590                 | 18,353                | <b>16,350</b>                | 12,410                       | 24,800                            | <b>17,700</b>                         | (7,100)                                  |
| <b>Total Commercial Ground Transportation</b> | <b>5,739</b>               | <b>22,200</b>         | <b>26,748</b>         | <b>23,250</b>                | <b>21,015</b>                | <b>42,000</b>                     | <b>24,460</b>                         | <b>(17,540)</b>                          |
| <b>Landing Fees</b>                           |                            |                       |                       |                              |                              |                                   |                                       |  |
| Air Wisconsin                                 | -                          | 6,529                 | -                     | -                            | -                            | -                                 | -                                     | -  |
| ASA   | 145,966                    | 94,699                | 153,625               | -                            | -                            | -                                 | -                                     | -  |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2010-2011**

| Revenue Sources                      | Historical, Actual Revenue |                       |                       | FY 2009-2010                 |                              |                                   | Proposed Budget Fiscal Year 2010-2011 | Difference Est FY09-10 To Budget FY10-11 |
|--------------------------------------|----------------------------|-----------------------|-----------------------|------------------------------|------------------------------|-----------------------------------|---------------------------------------|--|
|                                      | Fiscal Year 2006-2007      | Fiscal Year 2007-2008 | Fiscal Year 2008-2009 | Fiscal Year 2009-2010 Budget | 12/31/09 FYTD Actual Revenue | 6 Projection for Full Fiscal Year |                                       |  |
| Air Tran                             | -                          | -                     | -                     | -                            | -                            | -                                 | -                                     | -  |
| Comair                               | 1,001                      | 13,728                | 5,145                 | -                            | -                            | -                                 | -                                     | -  |
| Continental Express                  | 56,445                     | 62,287                | 53,912                | -                            | -                            | -                                 | -                                     | -  |
| Piedmont                             | 184,132                    | 164,002               | 133,586               | -                            | -                            | -                                 | -                                     | -  |
| Chautauqua                           | 65,966                     | 40,707                | 17,846                | -                            | -                            | -                                 | -                                     | -  |
| Mesa Jet                             | -                          | 76,436                | 2,931                 | -                            | -                            | -                                 | -                                     | -  |
| Northwest                            | 70,277                     | 34,857                | 3,091                 | -                            | -                            | -                                 | -                                     | -  |
| Total Scheduled (Signatory) Carriers | -                          | -                     | -                     | <b>474,080</b>               | 185,858                      | 371,700                           | <b>410,397</b>                        | 38,697                                   |
| Charter Fees (Non-Sig Landing Fees)  | -                          | -                     | 2,268                 | <b>13,570</b>                | 2,913                        | 5,800                             | <b>3,640</b>                          | (2,160)                                  |
| <b>Total Landing Fees</b>            | <b>523,786</b>             | <b>493,246</b>        | <b>372,404</b>        | <b>487,650</b>               | <b>188,771</b>               | <b>377,500</b>                    | <b>414,037</b>                        | <b>36,537</b>                            |
| <b>FBOs/SASOs</b>                    |                            |                       |                       |                              |                              |                                   |                                       |  |
| <b>Odyssey Aviation/Million Air</b>  |                            |                       |                       |                              |                              |                                   |                                       |  |
| Percentage Fee                       | 444,797                    | 466,263               | 373,890               | <b>350,000</b>               | 140,472                      | 280,900                           | <b>290,000</b>                        | 9,100                                    |
| Optional Parcel Fee - Gravel Lot     | -                          | -                     | -                     | <b>12,000</b>                | 6,000                        | 12,000                            | <b>12,000</b>                         | -  |
| T-Hangar                             | 106,857                    | 162,356               | 175,307               | <b>70,020</b>                | 35,013                       | 70,000                            | <b>70,020</b>                         | 20                                       |
| Bulk Hangar #1                       | 53,429                     | 49,520                | 525                   | <b>98,500</b>                | 49,250                       | 98,500                            | <b>98,500</b>                         | -  |
| Bulk Hangar #2                       | -                          | -                     | -                     | <b>199,160</b>               | 91,016                       | 182,000                           | <b>199,160</b>                        | 17,160                                   |
| Fuel Flowage Fee                     | -                          | -                     | -                     | -                            | -                            | -                                 | -                                     | -  |
| <b>Subtotal Million Air</b>          | <b>605,083</b>             | <b>678,139</b>        | <b>549,722</b>        | <b>729,680</b>               | <b>321,751</b>               | <b>643,400</b>                    | <b>669,680</b>                        | <b>26,280</b>                            |
| <b>Landmark/Encore</b>               |                            |                       |                       |                              |                              |                                   |                                       |  |
| Land Rent                            | -                          | -                     | 14,157                | <b>49,000</b>                | 28,314                       | 56,600                            | <b>61,540</b>                         | 4,940                                    |
| Apron Rent                           | -                          | -                     | 13,068                | <b>39,200</b>                | 26,136                       | 52,300                            | <b>40,960</b>                         | (11,340)                                 |
| Option Parcel Fee                    | -                          | -                     | 2,178                 | <b>8,710</b>                 | 4,356                        | 8,700                             | <b>8,710</b>                          | 10                                       |
| Percentage Fee                       | -                          | -                     | 65                    | <b>5,000</b>                 | 457                          | 900                               | <b>1,000</b>                          | 100                                      |
| Fuel Flowage Fee                     | -                          | -                     | 1,827                 | <b>37,500</b>                | 6,414                        | 12,800                            | <b>30,000</b>                         | 17,200                                   |
| <b>Subtotal Encore</b>               | <b>-</b>                   | <b>-</b>              | <b>31,295</b>         | <b>139,410</b>               | <b>65,677</b>                | <b>131,300</b>                    | <b>142,210</b>                        | <b>10,910</b>                            |
| <b>Belle Aircraft Maintenance</b>    |                            |                       |                       |                              |                              |                                   |                                       |  |
| Percentage Fee                       | -                          | -                     | 6,149                 | <b>4,700</b>                 | 3,569                        | 7,100                             | <b>7,000</b>                          | (100)                                    |
| <b>Total FBOs/SASOs</b>              | <b>605,083</b>             | <b>678,139</b>        | <b>587,166</b>        | <b>873,790</b>               | <b>390,997</b>               | <b>781,800</b>                    | <b>818,890</b>                        | <b>37,090</b>                            |
| <b>Building Leases</b>               |                            |                       |                       |                              |                              |                                   |                                       |  |
| Rental Houses                        | 20,575                     | 21,350                | 20,450                | <b>20,400</b>                | 10,350                       | 20,700                            | <b>20,400</b>                         | (300)                                    |
| Advantage West                       | 72,036                     | 66,033                | 72,036                | <b>71,100</b>                | 39,625                       | 79,300                            | <b>79,250</b>                         | (50)                                     |
| Falcon Airlink (Temp Office)         | -                          | 5,400                 | -                     | -                            | -                            | -                                 | -                                     | -  |
| Lacy Griffin Building (WNC Aviation) | -                          | -                     | -                     | -                            | 3,487                        | 7,000                             | <b>21,780</b>                         | 14,780                                   |
| Cargo Building (US Airways)          | 12,000                     | 7,759                 | 4,000                 | <b>12,000</b>                | 6,000                        | 12,000                            | <b>12,000</b>                         | -  |
| <b>Total Building Leases</b>         | <b>104,611</b>             | <b>100,542</b>        | <b>96,486</b>         | <b>103,500</b>               | <b>59,462</b>                | <b>119,000</b>                    | <b>133,430</b>                        | <b>14,430</b>                            |
| <b>Land Leases</b>                   |                            |                       |                       |                              |                              |                                   |                                       |  |
| Pasture Rent                         | 1,200                      | 300                   | 600                   | <b>600</b>                   | 300                          | 600                               | <b>600</b>                            | -  |
| Hertz (Maintenance Facility)         | 16,199                     | 23,500                | 10,635                | -                            | -                            | -                                 | -                                     | -  |
| Avis (Maintenance Facility)          | 9,804                      | 1,654                 | 8,036                 | -                            | -                            | -                                 | -                                     | -  |
| Lamar (Billboard)                    | 2,250                      | 938                   | 2,250                 | <b>2,250</b>                 | 1,125                        | 2,300                             | <b>4,250</b>                          | 1,950                                    |
| NC Dept of Agriculture               | -                          | 7,589                 | -                     | <b>9,100</b>                 | -                            | -                                 | -                                     | -  |
| US Forest Service - Tanker           | 9,108                      | -                     | 8,810                 | <b>10,130</b>                | 4,831                        | 9,700                             | <b>9,660</b>                          | (40)                                     |
| Broadmoor Golf Center                | 19,059                     | 9,880                 | 8,637                 | <b>10,360</b>                | 5,138                        | 10,300                            | <b>10,230</b>                         | (70)                                     |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2010-2011**

| Revenue Sources                              | Historical, Actual Revenue |                       |                       | FY 2009-2010                                      |                              |                                   | Proposed Budget Fiscal Year 2010-2011 | Difference Est FY09-10 To Budget FY10-11 |
|--|----------------------------|-----------------------|-----------------------|---|------------------------------|-----------------------------------|---------------------------------------|--|
|  | Fiscal Year 2006-2007      | Fiscal Year 2007-2008 | Fiscal Year 2008-2009 | Fiscal Year 2009-2010 Budget                      | 12/31/09 FYTD Actual Revenue | 6 Projection for Full Fiscal Year |                                       |  |
| <b>Total Land Leases</b>                     | <b>57,620</b>              | <b>43,861</b>         | <b>38,968</b>         | <b>32,440</b>                                     | <b>11,394</b>                | <b>22,900</b>                     | <b>24,740</b>                         | <b>1,840</b>                             |
| <b>Other Leases/Fees</b>                     |                            |                       |                       |   |                              |                                   |                                       |  |
| LEO Services (TSA)                           | 148,138                    | 190,398               | 108,358               | <b>120,000</b>                                    | 62,208                       | 124,400                           | <b>150,000</b>                        | 25,600                                   |
| Shared Terminal Services - Airlines on AirIT | -                          | -                     | -                     | -   | -                            | -                                 | <b>48,160</b>                         | 48,160                                   |
| Security Fee (Airlines)                      | 231,093                    | 252,690               | 237,938               | <b>106,140</b>                                    | 89,955                       | 179,900                           | <b>177,710</b>                        | (2,190)                                  |
| Security Fee (Rental Car)                    | 55,284                     | 80,558                | 71,474                | <b>73,320</b>                                     | 29,471                       | 58,900                            | <b>56,120</b>                         | (2,780)                                  |
| Security Fee (ID Media)                      | -                          | -                     | 1,389                 | <b>7,000</b>                                      | 2,504                        | 5,000                             | <b>6,000</b>                          | 1,000                                    |
| Telecommunication Fees (Voice/Data)          | -                          | -                     | 16,300                | <b>40,400</b>                                     | 23,191                       | 46,400                            | <b>35,870</b>                         | (10,530)                                 |
| Sale of Assets                               | -                          | (60)                  | -                     | -   | -                            | -                                 | -                                     | -  |
| Misc   | 26,190                     | 18,092                | 78,306                | <b>5,000</b>                                      | 1,599                        | 3,200                             | <b>1,000</b>                          | (2,200)                                  |
| Tenant Services/Assessment Fees              | -                          | -                     | -                     | <b>22,000</b>                                     | 340                          | 700                               | <b>1,000</b>                          | 300                                      |
| Air Freight Fees                             | -                          | -                     | -                     | -   | -                            | -                                 | <b>9,000</b>                          | 9,000                                    |
| Charters/Camps                               | -                          | -                     | -                     | <b>5,000</b>                                      | -                            | -                                 | -                                     | -  |
| <b>Total Other Leases</b>                    | <b>460,706</b>             | <b>541,678</b>        | <b>513,765</b>        | <b>378,860</b>                                    | <b>209,268</b>               | <b>418,500</b>                    | <b>484,860</b>                        | <b>66,360</b>                            |
| <b>Total Revenue</b>                         | <b>\$ 7,313,561</b>        | <b>\$ 7,561,353</b>   | <b>\$ 6,998,429</b>   | <b>\$ 7,166,390</b>                               | <b>\$ 3,508,690</b>          | <b>\$ 7,017,300</b>               | <b>\$ 7,310,878</b>                   | <b>293,578</b>                           |
|  |                            |                       |                       | <b>Budget to Budget % Comparison FY11 to FY10</b> |                              |                                   | <b>2.0%</b>                           | <b>144,488</b>                           |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2010-2011**

| Expenses                                | Historical, Actual Expenses |                       |                       | FY 2009-2010                 |                               |                                 | Proposed Budget Fiscal Year 2010-2011 | Difference Est FY09-10 To Budget FY10-11 |
|---|-----------------------------|-----------------------|-----------------------|------------------------------|-------------------------------|---------------------------------|---------------------------------------|--|
|   | Fiscal Year 2006-2007       | Fiscal Year 2007-2008 | Fiscal Year 2008-2009 | Fiscal Year 2009-2010 Budget | 12/31/09 FYTD Actual Expenses | Projection for Full Fiscal Year |                                       |  |
| <b>PERSONNEL SERVICES</b>               |                             |                       |                       |                              |                               |                                 |                                       |  |
| Regular Salaries                        | \$ 1,726,986                | \$ 1,809,627          | \$ 2,407,044          | \$ 2,358,700                 | \$ 1,124,947                  | \$ 2,258,926                    | \$ 2,304,953                          | \$ 46,027                                |
| Overtime                                | 25,625                      | 24,538                | 65,757                | 44,140                       | 33,660                        | 61,845                          | 52,175                                | (9,670)                                  |
| Salary Adjustment/Bonus Pool            | -                           | -                     | 72,847                | 135,810                      | 34,658                        | 72,904                          | 65,957                                | (6,947)                                  |
| LEO Special Separation Allowance        | -                           | -                     | -                     | -                            | -                             | -                               | 40,783                                | 40,783                                   |
| Longevity                               | -                           | -                     | -                     | -                            | -                             | -                               | 25,047                                | 25,047                                   |
| Unemployment Claims                     | -                           | -                     | -                     | -                            | -                             | 14,000                          | 14,000                                | -  |
| Retiree Health                          | -                           | -                     | -                     | -                            | -                             | -                               | 36,960                                | 36,960                                   |
| Benefits                                | 691,479                     | 727,992               | 810,074               | 1,122,980                    | 466,481                       | 935,118                         | 1,043,967                             | 108,849                                  |
| <b>Total Personnel Services</b>         | <b>2,444,090</b>            | <b>2,562,157</b>      | <b>3,355,722</b>      | <b>3,661,630</b>             | <b>1,659,746</b>              | <b>3,342,793</b>                | <b>3,583,842</b>                      | <b>241,049</b>                           |
| <b>OPERATING EXPENSES</b>               |                             |                       |                       |                              |                               |                                 |                                       |  |
| <b>Professional Services</b>            |                             |                       |                       |                              |                               |                                 |                                       |  |
| Professional Services - General         | 111,338                     | 30,977                | 74,532                | 61,745                       | 42,459                        | 67,930                          | 67,800                                | (130)                                    |
| Professional Services - Legal           | 26,564                      | 130,880               | 46,230                | 40,000                       | 30,042                        | 65,604                          | 45,000                                | (20,604)                                 |
| Professional Services - Other           | -                           | -                     | 36,114                | 1,000                        | 770                           | -                               | -                                     | -  |
| Artwork and Creative Production         | -                           | 6,642                 | 12,222                | 16,000                       | 1,200                         | 13,000                          | 10,000                                | (3,000)                                  |
| Surveys, Reports & Data                 | 6,000                       | 31,251                | 17,000                | 43,000                       | 10,355                        | 39,000                          | 62,500                                | 23,500                                   |
| Physicals & Drug Screens                | -                           | 1,328                 | 1,302                 | 11,000                       | 689                           | 1,938                           | 4,000                                 | 2,062                                    |
| Engineering and Architectural           | -                           | -                     | -                     | 25,000                       | 100                           | -                               | 32,500                                | 32,500                                   |
| Environmental Service                   | -                           | -                     | -                     | -                            | -                             | 25,000                          | 25,000                                | -  |
| Website                                 | -                           | -                     | -                     | 2,150                        | -                             | 2,150                           | 2,150                                 | -  |
| Disadvantaged Business Unit             | -                           | 12,306                | -                     | 5,000                        | -                             | 2,500                           | 2,000                                 | (500)                                    |
| Auditors                                | 15,030                      | 6,750                 | 26,553                | 32,000                       | 13,183                        | 16,000                          | 20,000                                | 4,000                                    |
| Temporary Help                          | 1,693                       | 15,782                | 50,977                | 1,500                        | 12,414                        | 16,500                          | 16,350                                | (150)                                    |
| General Consultant                      | 104,600                     | 32,579                | -                     | -                            | -                             | -                               | -                                     | -  |
| <b>Total Professional Services</b>      | <b>265,225</b>              | <b>268,495</b>        | <b>264,930</b>        | <b>238,395</b>               | <b>111,212</b>                | <b>249,622</b>                  | <b>287,300</b>                        | <b>37,678</b>                            |
| <b>Contractual Services</b>             |                             |                       |                       |                              |                               |                                 |                                       |  |
| Computer Technical Support              | 500                         | -                     | -                     | 21,920                       | 7,101                         | 22,393                          | 20,793                                | (1,600)                                  |
| Landscaping                             | 41                          | 3,834                 | 16,325                | 12,600                       | 7,223                         | 15,681                          | 14,876                                | (805)                                    |
| Custodial Services                      | 97,202                      | 98,590                | 54,519                | -                            | 69                            | 207                             | -                                     | (207)                                    |
| Parking Management Contract             | -                           | 65,243                | 320,511               | 284,600                      | 155,059                       | 353,144                         | 455,871                               | 102,727                                  |
| Other Contractual Services              | 325,732                     | 168,974               | 83,702                | 120,940                      | 58,295                        | 135,927                         | 229,020                               | 93,093                                   |
| Elevator Maintenance Contract           | -                           | -                     | 22,766                | 12,700                       | 3,900                         | 7,200                           | 3,600                                 | (3,600)                                  |
| Fire Alarm Systems Contract             | -                           | -                     | 13,703                | 12,700                       | 7,438                         | 14,090                          | 14,400                                | 310                                      |
| Security Systems Mgmt Contract          | -                           | -                     | -                     | 20,170                       | 5,204                         | 20,170                          | -                                     | (20,170)                                 |
| Other Contractual Services              | 128,019                     | 294,578               | 12,495                | -                            | -                             | -                               | -                                     | -  |
| <b>Total Other Contractual Services</b> | <b>551,495</b>              | <b>631,219</b>        | <b>524,021</b>        | <b>485,630</b>               | <b>244,289</b>                | <b>568,812</b>                  | <b>738,560</b>                        | <b>169,748</b>                           |
| <b>Travel and Training</b>              |                             |                       |                       |                              |                               |                                 |                                       |  |
| Travel & Per Diem                       | 133,118                     | 126,371               | 133,032               | 146,330                      | 49,260                        | 128,747                         | 104,200                               | (24,547)                                 |
| Training & Education                    | 8,585                       | 14,250                | 16,301                | 45,600                       | 14,041                        | 38,849                          | 41,950                                | 3,101                                    |
| <b>Total Travel and Training</b>        | <b>141,703</b>              | <b>140,621</b>        | <b>149,333</b>        | <b>191,930</b>               | <b>63,301</b>                 | <b>167,596</b>                  | <b>146,150</b>                        | <b>(21,446)</b>                          |
| <b>Communications and Freight</b>       |                             |                       |                       |                              |                               |                                 |                                       |  |
| Postage                                 | 4,968                       | 5,348                 | 6,122                 | 6,000                        | 1,648                         | 6,000                           | 7,450                                 | 1,450                                    |
| Express Mail Delivery                   | 6,111                       | 5,790                 | 2,340                 | 5,000                        | 555                           | 3,000                           | 3,550                                 | 550                                      |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2010-2011**

| Expenses                                | Historical, Actual Expenses |                       |                       | FY 2009-2010                 |                               |                                 | Proposed Budget Fiscal Year 2010-2011 | Difference Est FY09-10 To Budget FY10-11 |
|---|-----------------------------|-----------------------|-----------------------|------------------------------|-------------------------------|---------------------------------|---------------------------------------|--|
|   | Fiscal Year 2006-2007       | Fiscal Year 2007-2008 | Fiscal Year 2008-2009 | Fiscal Year 2009-2010 Budget | 12/31/09 FYTD Actual Expenses | Projection for Full Fiscal Year |                                       |  |
| Telecommunications                      | 81,365                      | 27,582                | 42,416                | 52,980                       | 25,618                        | 52,987                          | 53,336                                | 349                                      |
| Online Services                         | -                           | 11,823                | 13,854                | 770                          | 259                           | 600                             | 1,000                                 | 400                                      |
| <b>Total Communications and Freight</b> | <b>92,445</b>               | <b>50,543</b>         | <b>64,732</b>         | <b>64,750</b>                | <b>28,080</b>                 | <b>62,587</b>                   | <b>65,336</b>                         | <b>2,749</b>                             |
| <b>Rentals and Leases</b>               |                             |                       |                       |                              |                               |                                 |                                       |  |
| Rentals & Leases                        | 11,285                      | 14,235                | 20,001                | 12,220                       | 6,645                         | 12,220                          | 14,695                                | 2,475                                    |
| <b>Total Rentals and Leases</b>         | <b>11,285</b>               | <b>14,235</b>         | <b>20,001</b>         | <b>12,220</b>                | <b>6,645</b>                  | <b>12,220</b>                   | <b>14,695</b>                         | <b>2,475</b>                             |
| <b>Insurance</b>                        |                             |                       |                       |                              |                               |                                 |                                       |  |
| Property & Casualty                     | 30,175                      | 170,052               | 52,838                | 50,000                       | 26,859                        | 55,000                          | 61,000                                | 6,000                                    |
| General Liability                       | 66,687                      | 48,626                | 40,590                | 45,000                       | 19,795                        | 44,000                          | 48,000                                | 4,000                                    |
| Auto Liability                          | 20,033                      | 25,879                | 21,846                | 25,000                       | 8,050                         | 23,500                          | 25,000                                | 1,500                                    |
| Other Insurance & Bonds                 | 74,398                      | 102,998               | 92,498                | 60,000                       | 21,930                        | 51,000                          | 55,000                                | 4,000                                    |
| Worker's Compensation Insurance         | -                           | -                     | 829                   | 50,000                       | 20,435                        | 47,000                          | 50,000                                | 3,000                                    |
| <b>Total Insurance</b>                  | <b>191,293</b>              | <b>347,555</b>        | <b>208,601</b>        | <b>230,000</b>               | <b>97,069</b>                 | <b>220,500</b>                  | <b>239,000</b>                        | <b>18,500</b>                            |
| <b>Utility Services</b>                 |                             |                       |                       |                              |                               |                                 |                                       |  |
| Electric Service                        | 249,885                     | 251,356               | 286,599               | 275,000                      | 141,522                       | 290,608                         | 314,327                               | 23,719                                   |
| Gas Service                             | 82,733                      | 87,958                | 75,459                | 95,000                       | 19,038                        | 78,903                          | 73,018                                | (5,885)                                  |
| Water/Sewer Service                     | 54,970                      | 46,837                | 45,279                | 55,000                       | 21,129                        | 48,166                          | 51,187                                | 3,021                                    |
| <b>Total Utility Services</b>           | <b>387,587</b>              | <b>386,151</b>        | <b>407,337</b>        | <b>425,000</b>               | <b>181,689</b>                | <b>417,677</b>                  | <b>438,532</b>                        | <b>20,855</b>                            |
| <b>Repairs and Maintenance</b>          |                             |                       |                       |                              |                               |                                 |                                       |  |
| Other Repairs & Maintenance             | 270,269                     | 189,853               | 44,482                | 12,500                       | 7,300                         | 10,833                          | 10,100                                | (733)                                    |
| Terminal, Buildings and Grounds         | -                           | 35,582                | 169,269               | 171,205                      | 48,130                        | 123,705                         | 169,356                               | 45,651                                   |
| Vehicles and Heavy Equipment            | -                           | 48,784                | 22,293                | 33,000                       | 24,354                        | 65,000                          | 38,000                                | (27,000)                                 |
| Airport and Airfield Equipment          | -                           | 30,342                | 31,465                | 35,000                       | 10,181                        | 24,050                          | 30,000                                | 5,950                                    |
| Vehicle Maintenance                     | -                           | -                     | 6,143                 | -                            | 230                           | 691                             | -                                     | (691)                                    |
| Maintenance Contracts                   | 112,332                     | 85,587                | 2,016                 | -                            | -                             | -                               | -                                     | -  |
| <b>Total Repairs and Maintenance</b>    | <b>382,601</b>              | <b>390,148</b>        | <b>275,668</b>        | <b>251,705</b>               | <b>90,195</b>                 | <b>224,279</b>                  | <b>247,456</b>                        | <b>23,177</b>                            |
| <b>Printing &amp; Binding</b>           |                             |                       |                       |                              |                               |                                 |                                       |  |
| Printing & Binding                      | 7,546                       | 11,831                | 11,814                | 18,000                       | 3,510                         | 12,968                          | 9,925                                 | (3,043)                                  |
| Banners                                 | -                           | 151                   | -                     | 500                          | 185                           | 385                             | 500                                   | 115                                      |
| Comment Cards                           | -                           | -                     | -                     | 300                          | -                             | -                               | -                                     | -  |
| <b>Total Printing &amp; Binding</b>     | <b>7,546</b>                | <b>11,982</b>         | <b>11,814</b>         | <b>18,800</b>                | <b>3,695</b>                  | <b>13,353</b>                   | <b>10,425</b>                         | <b>(2,928)</b>                           |
| <b>Promotional Activities</b>           |                             |                       |                       |                              |                               |                                 |                                       |  |
| Other Promotional Activities            | 47,359                      | 15,710                | -                     | 3,500                        | -                             | -                               | 2,000                                 | 2,000                                    |
| Radio                                   | -                           | 38,377                | 56,753                | 67,950                       | 23,620                        | 68,542                          | 64,292                                | (4,250)                                  |
| Billboards                              | -                           | 38,145                | 27,321                | 27,300                       | 11,748                        | 27,050                          | 20,000                                | (7,050)                                  |
| Print                                   | -                           | 38,280                | 26,350                | 39,150                       | 20,402                        | 39,350                          | 37,750                                | (1,600)                                  |
| TV                                      | -                           | 46,388                | 48,203                | 49,000                       | 27,620                        | 48,950                          | 53,500                                | 4,550                                    |
| Telephone Book                          | -                           | 3,040                 | 2,018                 | 2,420                        | 1,606                         | 1,473                           | 1,375                                 | (98)                                     |
| Other Promotional Events/Sponsorships   | -                           | 802                   | 25,916                | 19,000                       | 3,714                         | 16,250                          | 10,000                                | (6,250)                                  |
| Community Events/Exhibits/Sponsorships  | -                           | 20,325                | 19,604                | 24,300                       | 12,150                        | 26,100                          | 23,900                                | (2,200)                                  |
| Employee/Tenant Events                  | -                           | 23,309                | 21,008                | 20,100                       | 15,945                        | 18,125                          | 24,744                                | 6,619                                    |
| Marketing/Advertising                   | 140,701                     | 5,940                 | 3,207                 | -                            | 227                           | -                               | -                                     | -  |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2010-2011**

| <u>Expenses</u>   | Historical, Actual Expenses |                       |                       | FY 2009-2010                                      |                               |                                 | Proposed Budget Fiscal Year 2010-2011 | Difference Est FY09-10 To Budget FY10-11 |
|---|-----------------------------|-----------------------|-----------------------|---|-------------------------------|---------------------------------|---------------------------------------|--|
|   | Fiscal Year 2006-2007       | Fiscal Year 2007-2008 | Fiscal Year 2008-2009 | Fiscal Year 2009-2010 Budget                      | 12/31/09 FYTD Actual Expenses | Projection for Full Fiscal Year |                                       |  |
| <b>Total Promotional Activities</b>                         | <b>188,059</b>              | <b>230,316</b>        | <b>230,380</b>        | <b>252,720</b>                                    | <b>117,032</b>                | <b>245,840</b>                  | <b>237,561</b>                        | <b>(8,279)</b>                           |
| <b>Other Current Charges and Obligations</b>                |                             |                       |                       |   |                               |                                 |                                       |  |
| Legal Notices & Advertising                                 | -                           | 10,696                | 12,036                | <b>15,400</b>                                     | 1,493                         | 9,500                           | <b>10,250</b>                         | 750                                      |
| Bank Fees   | -                           | 39,437                | 36,806                | <b>34,000</b>                                     | 22,886                        | 47,997                          | <b>50,429</b>                         | 2,432                                    |
| Other Current Charges & Obligations                         | -                           | 27,255                | 3,522                 | <b>9,650</b>                                      | 4,098                         | 9,000                           | <b>9,100</b>                          | 100                                      |
| <b>Total Other Current Charges and Obligations</b>          | <b>-</b>                    | <b>77,388</b>         | <b>52,364</b>         | <b>59,050</b>                                     | <b>28,477</b>                 | <b>66,497</b>                   | <b>69,779</b>                         | <b>3,282</b>                             |
| <b>Operating Supplies</b>                                   |                             |                       |                       |   |                               |                                 |                                       |  |
| Office Supplies   | 54,012                      | 30,118                | 19,079                | <b>27,000</b>                                     | 3,656                         | 20,000                          | <b>17,175</b>                         | (2,825)                                  |
| Vehicle Fuel  | -                           | 43,060                | 20,835                | <b>39,000</b>                                     | 19,354                        | 37,706                          | <b>40,000</b>                         | 2,294                                    |
| Shop Supplies   | -                           | 9,312                 | 2,447                 | <b>6,000</b>                                      | 968                           | 5,000                           | <b>5,000</b>                          | -  |
| Other Operating Supplies                                    | 130,895                     | 42,098                | 33,285                | <b>98,400</b>                                     | 8,764                         | 54,424                          | <b>128,648</b>                        | 74,224                                   |
| Art Program Supplies  | -                           | -                     | 2,348                 | <b>2,250</b>                                      | 676                           | 2,270                           | <b>2,250</b>                          | (20)                                     |
| Promotional Supplies  | -                           | 21,235                | 32,244                | <b>18,250</b>                                     | 12,508                        | 23,425                          | <b>17,275</b>                         | (6,150)                                  |
| Holiday Decorations   | -                           | 826                   | 1,303                 | <b>1,000</b>                                      | 756                           | 995                             | <b>1,000</b>                          | 5  |
| Chemicals and Safety  | -                           | 3,730                 | 4,845                 | <b>16,000</b>                                     | 4,597                         | 10,500                          | <b>10,500</b>                         | -  |
| Small Tools and Equipment                                   | -                           | 10,213                | 21,886                | <b>17,500</b>                                     | 4,323                         | 17,500                          | <b>18,500</b>                         | 1,000                                    |
| Custodial Supplies  | -                           | 37,287                | 32,493                | -   | 989                           | 14,000                          | <b>14,000</b>                         | -  |
| Custodial Consumables                                       | -                           | -                     | 2,625                 | <b>30,000</b>                                     | 18,671                        | 30,000                          | <b>30,000</b>                         | -  |
| Operating Furniture, Fixtures, Equipment and Software       | 14,548                      | 25,871                | 43,288                | <b>40,290</b>                                     | 9,136                         | 39,416                          | <b>26,980</b>                         | (12,436)                                 |
| Uniforms  | 32,909                      | 19,098                | 14,731                | <b>16,100</b>                                     | 1,104                         | 16,646                          | <b>20,400</b>                         | 3,754                                    |
| Firefighter Equipment                                       | -                           | -                     | -                     | <b>5,000</b>                                      | 621                           | 1,863                           | <b>4,300</b>                          | 2,437                                    |
| <b>Total Operating Supplies</b>                             | <b>232,363</b>              | <b>242,848</b>        | <b>231,409</b>        | <b>316,790</b>                                    | <b>86,123</b>                 | <b>273,745</b>                  | <b>336,028</b>                        | <b>62,283</b>                            |
| <b>Books, Publications, Subscriptions &amp; Memberships</b> |                             |                       |                       |   |                               |                                 |                                       |  |
| Books, Publications, Compact Disks, Videos & Subscriptions  | 3,471                       | 6,165                 | 4,723                 | <b>13,480</b>                                     | 840                           | 8,555                           | <b>8,500</b>                          | (55)                                     |
| Dues & Memberships  | 22,048                      | 26,147                | 19,695                | <b>24,910</b>                                     | 6,102                         | 26,358                          | <b>25,652</b>                         | (706)                                    |
| Licenses and Certification Fees                             | -                           | -                     | 2,150                 | <b>200</b>  | -                             | 50                              | <b>50</b>                             | -  |
| <b>Total Books, Publications, Subscriptions &amp; Mem.</b>  | <b>25,519</b>               | <b>32,312</b>         | <b>26,568</b>         | <b>38,590</b>                                     | <b>6,942</b>                  | <b>34,963</b>                   | <b>34,202</b>                         | <b>(761)</b>                             |
| <b>TOTAL SERVICES &amp; MATERIALS</b>                       | <b>2,477,122</b>            | <b>2,823,813</b>      | <b>2,467,158</b>      | <b>2,585,580</b>                                  | <b>1,064,749</b>              | <b>2,557,691</b>                | <b>2,865,024</b>                      | <b>307,333</b>                           |
| <b>TOTAL OPERATING EXPENSES, INCLUDING CONTINGENCY</b>      | <b>\$ 4,921,212</b>         | <b>\$ 5,385,970</b>   | <b>\$ 5,822,880</b>   | <b>\$ 6,247,210</b>                               | <b>\$ 2,724,495</b>           | <b>\$ 5,900,484</b>             | <b>\$ 6,448,866</b>                   | <b>\$ 548,382</b>                        |
|   |                             |                       |                       | <b>Budget to Budget % Comparison FY10 to FY09</b> |                               |                                 | <b>3.2%</b>                           | <b>\$ 201,656</b>                        |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

**Administration**

**BASIC OPERATING BUDGET**

**FY 2010-2011**

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

| <b>Account Code</b>               |        | <b>Description</b> |      |        |  | <b>Item</b>   | <b>Summary</b> |                |
|-----------------------------------|--------|--------------------|------|--------|--|---|----------------|----------------|
| Fund                              | Acct.  | Sec.               | C.C. | Source |  | Amount  | Amount         |                |
| <b>PERSONNEL SERVICES</b>         |        |                    |      |        |  |   |                |                |
| ARA                               | 500000 | 11                 | 00   | 00     | Regular Salaries                         | 60,009  | 60,009         |                |
| ARA                               | 500015 | 11                 | 00   | 00     | Salary Adjustment Pool                   | 65,957  | 65,957         |                |
| ARA                               | 500016 | 11                 | 00   | 00     | Longevity                                | -   | -              |                |
| ARA                               | 500018 | 11                 | 00   | 00     | Unemployment Claims                      | 14,000  | 14,000         |                |
| ARA                               | 500020 | 11                 | 00   | 00     | Regular Overtime                         | -   | -              |                |
| ARA                               | 500165 | 11                 | 00   | 00     | Retiree Health                           | 36,960  | 36,960         |                |
| ARA                               | 500030 | 11                 | 00   | 00     | Allocated Benefits                       | -   | -              |                |
| <b>Benefits:</b>                  |        |                    |      |        |  |   |                |                |
| ARA                               | 500017 | 11                 | 00   | 00     | Medical Reimbursements                   | 100   | 22,600         |                |
| ARA                               | 500050 | 11                 | 00   | 00     | FICA Taxes                               | 6,163   |                |                |
| ARA                               | 500070 | 11                 | 00   | 00     | LGERS Retirement                         | 4,061   |                |                |
| ARA                               | 500080 | 11                 | 00   | 00     | 401k                                     | 3,168   |                |                |
| ARA                               | 500160 | 11                 | 00   | 00     | Medical                                  | 6,160   |                |                |
| ARA                               | 500260 | 11                 | 00   | 00     | Dental                                   | 2,127   |                |                |
| ARA                               | 500360 | 11                 | 00   | 00     | Life Insurance                           | 370   |                |                |
| ARA                               | 500460 | 11                 | 00   | 00     | Disability                               | 451   |                |                |
| <b>TOTAL PERSONNEL SERVICES</b>   |        |                    |      |        |  |   |                | <b>199,526</b> |
| <b>OPERATING EXPENSES</b>         |        |                    |      |        |  |   |                |                |
| <b>Professional Services</b>      |        |                    |      |        |  |   |                |                |
| ARA                               | 604000 | 11                 | 00   | 00     | Professional Services - General          |   | 13,500         |                |
|                                   |        |                    |      |        |  | DBE Services  | 13,500         |                |
| ARA                               | 604020 | 11                 | 00   | 00     | Physicals and Drug Screens               |   | 800            |                |
|                                   |        |                    |      |        |  | Pre-employment testing for ARAA                     | 800            |                |
| <b>Travel and Training</b>        |        |                    |      |        |  |   |                |                |
| ARA                               | 650000 | 11                 | 00   | 00     | Travel, Per Diem, Conference Registraion |   | 6,000          |                |
|                                   |        |                    |      |        |  | SHRM Conference                                     | 2,500          |                |
|                                   |        |                    |      |        |  | ACI HR Conference                                   | 2,000          |                |
|                                   |        |                    |      |        |  | DBE Conference                                      | 1,500          |                |
| ARA                               | 651000 | 11                 | 00   | 00     | Training & Education                     |   | 8,000          |                |
|                                   |        |                    |      |        |  | HR Training/HR Laws Update/HR Education for ARAA    | 2,000          |                |
|                                   |        |                    |      |        |  | Profession Education-Tuition Reimbursement for ARAA | 6,000          |                |
| <b>Communications and Freight</b> |        |                    |      |        |  |   |                |                |
| ARA                               | 660000 | 11                 | 00   | 00     | Postage                                  |   | 6,850          |                |
|                                   |        |                    |      |        |  | Postage for ARAA                                    | 6,000          |                |
|                                   |        |                    |      |        |  | Postage Machine Supplies                            | 850            |                |
| ARA                               | 661000 | 11                 | 00   | 00     | Express Mail Delivery                    |   | 3,500          |                |
|                                   |        |                    |      |        |  | Express Mail Delivery for ARAA                      | 3,500          |                |
| <b>Rentals and Leases</b>         |        |                    |      |        |  |   |                |                |
| ARA                               | 664000 | 11                 | 00   | 00     | Rentals and Leases                       |   | 2,200          |                |
|                                   |        |                    |      |        |  | Neopost Postage Machine Rent                        | 2,200          |                |
| <b>Insurance</b>                  |        |                    |      |        |  |   |                |                |
| ARA                               | 670000 | 11                 | XX   | 00     | Property and Casualty Insurance          |   | 61,000         |                |



**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

**Administration**

**BASIC OPERATING BUDGET**

**FY 2010-2011**

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

| <b>Account Code</b>             |        | <b>Description</b> |      |        |   | <b>Item</b> | <b>Summary</b> |
|---------------------------------|--------|--------------------|------|--------|---|-------------|----------------|
| Fund                            | Acct.  | Sec.               | C.C. | Source | Amount  | Amount      |                |
|                                 |        |                    |      |        | Property and Casualty Insurance for ARAA  | 61,000      |                |
| ARA                             | 671000 | 11                 | XX   | 00     | General Liability   |             | 48,000         |
|                                 |        |                    |      |        | General Liability for ARAA  | 48,000      |                |
| ARA                             | 672000 | 11                 | XX   | 00     | Auto Liability  |             | 25,000         |
|                                 |        |                    |      |        | Auto Liability for ARAA   | 25,000      |                |
| ARA                             | 673000 | 11                 | XX   | 00     | Other Insurance and Bonds   |             | 55,000         |
|                                 |        |                    |      |        | Inland Marine   | 55,000      |                |
|                                 |        |                    |      |        | Law Enforcement/Crime<br>Directors & Officers   |             |                |
| ARA                             | 674000 | 11                 | XX   | 00     | Worker's Compensation Insurance   |             | 50,000         |
|                                 |        |                    |      |        | Workers Comp  | 50,000      |                |
|                                 |        |                    |      |        | <b>Printing &amp; Binding</b>   |             |                |
| ARA                             | 730000 | 11                 | 00   | 00     | Printing & Binding  |             | 1,000          |
|                                 |        |                    |      |        | Printing  | 1,000       |                |
|                                 |        |                    |      |        | <b>Promotional Activities</b>   |             |                |
| ARA                             | 740101 | 11                 | 00   | 00     | Community Events/Exhibits/Sponsorships  |             | 300            |
|                                 |        |                    |      |        | United Way Campaign   | 300         |                |
| ARA                             | 740115 | 11                 | 00   | 00     | Employee/Tenant Appreciation  |             | 16,544         |
|                                 |        |                    |      |        | Employee Birthday Coupons   | 600         |                |
|                                 |        |                    |      |        | Employee Pat on the Back Program  | 542         |                |
|                                 |        |                    |      |        | Employee Service Awards   | 975         |                |
|                                 |        |                    |      |        | Employee Holiday Checks/Gift Cards  | 13,427      |                |
|                                 |        |                    |      |        | Employee Holiday Lunches  | 1,000       |                |
|                                 |        |                    |      |        | <b>Other Current Charges and Obligations</b>  |             |                |
| ARA                             | 750000 | 11                 | 00   | 00     | Legal Notices & Placements  |             | 6,000          |
|                                 |        |                    |      |        | Employment Advertising for ARAA   | 6,000       |                |
|                                 |        |                    |      |        | <b>Operating Supplies</b>   |             |                |
| ARA                             | 760000 | 11                 | 00   | 00     | Office Supplies   |             | 17,000         |
|                                 |        |                    |      |        | Office Supplies for ARAA  | 17,000      |                |
| ARA                             | 770300 | 11                 | 00   | 00     | Operating Supplies  |             | 2,000          |
|                                 |        |                    |      |        | HR Operating Supplies   | 2,000       |                |
| ARA                             | 771000 | 11                 | 00   | 00     | Operating Furniture, Fixtures, Equipment and Software<br>Greater than \$100 & up to \$5,000 |             | 750            |
|                                 |        |                    |      |        | HR Furniture and Equipment  | 750         |                |
|                                 |        |                    |      |        | <b>Books, Publications, Subscriptions and Memberships</b>                                   |             |                |
| ARA                             | 780500 | 11                 | 00   | 00     | Books, Publications, Compact Disks, Videos & Subscriptions                                  |             | 900            |
|                                 |        |                    |      |        | North Carolina Employment Law Letter  | 350         |                |
|                                 |        |                    |      |        | HR-M. Lee Smith Publishers  | 350         |                |
|                                 |        |                    |      |        | HR Books/Publishers   | 200         |                |
| ARA                             | 780100 | 11                 | 00   | 00     | Dues & Memberships  |             | 535            |
|                                 |        |                    |      |        | SHRM  | 350         |                |
|                                 |        |                    |      |        | WNC HR  | 150         |                |
|                                 |        |                    |      |        | SEC-AAAE  | 35          |                |
| <b>TOTAL OPERATING EXPENSES</b> |        |                    |      |        |   |             | <b>324,879</b> |
| <b>SECTION TOTAL</b>            |        |                    |      |        |   |             | <b>524,405</b> |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**Administration**

**Fiscal Year 2010/2011**

**Budget to Budget Variance Analysis**

| <b>I.D. #</b> | <b>Description</b>                        | <b>FY 2010<br/>Budget</b> | <b>FY 2011<br/>Budget</b> | <b>Increase/<br/>(Decrease)</b> | <b>Percent</b> | <b>Reason</b>   |
|---------------|---|---------------------------|---------------------------|---------------------------------|----------------|---|
| 500000        | Regular Salaries                          | 57,520                    | 60,009                    | 2,489                           | 4.33%          |   |
| 500015        | Salary Adjustment Pool                    | 135,810                   | 65,957                    | (69,853)                        | -51.43%        | FY10 included all ARAA longevity, medical reimb. & LEO SSA in correct depts in FY11 |
| 500016        | Longevity                                 | 0                         | 0                         | 0                               | N/A            |   |
| 500018        | Unemployment Claims                       | 0                         | 14,000                    | 14,000                          | N/A            | Included in Allocated Benefits in FY10  |
| 500020        | Regular Overtime                          | 0                         | 0                         | 0                               | N/A            |   |
| 500165        | Retiree Health                            | 0                         | 36,960                    | 36,960                          | N/A            | Included in Allocated Benefits in FY10  |
| 500030        | Allocated Benefits                        | 81,200                    | 0                         | (81,200)                        | -100.00%       | FY10 included unemployment claims, retiree health & FICA taxes on LEO SSA           |
| 500017        | Medical Reimbursements                    |                           | 100                       | 100                             | N/A            | Included in Salary Adj Pool in FY10   |
| 500050        | FICA Taxes                                |                           | 6,163                     | 6,163                           | N/A            | Included in Allocated Benefits in FY10  |
| 500070        | LGERS Retirement                          |                           | 4,061                     | 4,061                           | N/A            | Included in Allocated Benefits in FY10  |
| 500080        | 401k                                      |                           | 3,168                     | 3,168                           | N/A            | Included in Allocated Benefits in FY10  |
| 500160        | Medical                                   |                           | 6,160                     | 6,160                           | N/A            | Included in Allocated Benefits in FY10  |
| 500260        | Dental                                    |                           | 2,127                     | 2,127                           | N/A            | Included in Allocated Benefits in FY10  |
| 500360        | Life Insurance                            |                           | 370                       | 370                             | N/A            | Included in Allocated Benefits in FY10  |
| 500460        | Disability                                |                           | 451                       | 451                             | N/A            | Included in Allocated Benefits in FY10  |
|               | <b>Total Personal Services</b>            | <b>274,530</b>            | <b>199,526</b>            | <b>(75,004)</b>                 | <b>-27.32%</b> | FY10 included all ARAA longevity, medical reimb. & LEO SSA in correct depts in FY11 |
| 604000        | Professional Services - General           | 11,000                    | 13,500                    | 2,500                           | 22.73%         |   |
| 604020        | Physicals and Drug Screens                | 1,500                     | 800                       | (700)                           | -46.67%        |   |
| 650000        | Travel, Per Diem, Conference Registration | 5,000                     | 6,000                     | 1,000                           | 20.00%         |   |
| 651000        | Training & Education                      | 3,000                     | 8,000                     | 5,000                           | 166.67%        | Tuition Reim. moved from depts to Admin   |
| 660000        | Postage                                   | 6,000                     | 6,850                     | 850                             | 14.17%         |   |
| 661000        | Express Mail Delivery                     | 5,000                     | 3,500                     | (1,500)                         | -30.00%        |   |
| 664000        | Rentals and Leases                        |                           | 2,200                     | 2,200                           | N/A            |   |
| 670000        | Property and Casualty Insurance           | 50,000                    | 61,000                    | 11,000                          | 22.00%         |   |
| 671000        | General Liability                         | 45,000                    | 48,000                    | 3,000                           | 6.67%          |   |
| 672000        | Auto Liability                            | 25,000                    | 25,000                    | 0                               | 0.00%          |   |
| 673000        | Other Insurance & Bonds                   | 60,000                    | 55,000                    | (5,000)                         | -8.33%         |   |
| 674000        | Worker's Compensation Insurance           | 50,000                    | 50,000                    | 0                               | 0.00%          |   |
| 710000        | General Repairs and Maintenance           | 500                       | 0                         | (500)                           | -100.00%       |   |
| 730000        | Printing & Binding                        | 3,000                     | 1,000                     | (2,000)                         | -66.67%        |   |

|        |  |                |                |                 |                |  |
|--------|--|----------------|----------------|-----------------|----------------|--|
| 740000 | Advertising                                  | 1,500          | 0              | (1,500)         | -100.00%       |  |
| 740101 | Other Community Events/Exhibits/Sponsorships |                | 300            | 300             | N/A            |  |
| 740115 | Employee/Tenant Appreciation                 | 11,200         | 16,544         | 5,344           | 47.71%         |  |
| 750000 | Legal Notices & Advertising                  | 6,000          | 6,000          | 0               | 0.00%          |  |
| 760000 | Office Supplies                              | 27,000         | 17,000         | (10,000)        | -37.04%        |  |
| 770300 | Operating Supplies                           | 1,000          | 2,000          | 1,000           | 100.00%        |  |
| 771000 | Operating Furniture, Fixtures and Equipment  | 1,500          | 750            | (750)           | -50.00%        |  |
| 780500 | Books & Publications                         | 1,000          | 900            | (100)           | -10.00%        |  |
| 780100 | Dues & Memberships                           | 650            | 535            | (115)           | -17.69%        |  |
|        | <b>Total Services &amp; Mat'ls.</b>          | <b>314,850</b> | <b>324,879</b> | <b>10,029</b>   | <b>3.19%</b>   |  |
|        | <b>Department Total</b>                      | <b>589,380</b> | <b>524,405</b> | <b>(64,975)</b> | <b>-11.02%</b> |  |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**Administration**

**Fiscal Year 2010/2011**

**Budget to Actual Variance Analysis**

| <b>I.D. #</b> | <b>Description</b>                          | <b>FY 2010<br/>Actual 4 Months</b> | <b>FY 2010<br/>Estimate</b> | <b>FY 2011<br/>Budget</b> | <b>Increase/<br/>(Decrease)</b> | <b>Percent</b> | <b>Reason</b>                               |
|---------------|---|------------------------------------|-----------------------------|---------------------------|---------------------------------|----------------|---|
| 500000        | Regular Salaries                            | 20,141                             | 60,422                      | 60,009                    | (413)                           | -0.68%         |   |
| 500015        | Salary Adjustment Pool                      | 21,073                             | 72,904                      | 65,957                    | (6,947)                         | 0.00%          |   |
| 500016        | Longevity                                   |                                    | 0                           | 0                         | 0                               | N/A            |   |
| 500018        | Unemployment Claims                         |                                    | 14,000                      | 14,000                    | 0                               | N/A            |   |
| 500165        | Retiree Health                              | 12,499                             | 37,496                      | 36,960                    | (536)                           | -1.43%         |   |
| 500017        | Medical Reimbursements                      |                                    | 0                           | 100                       | 100                             | N/A            |   |
| 500050        | FICA Taxes                                  | 2,620                              | 7,860                       | 6,163                     | (1,697)                         | -21.59%        | LEO SSA FICA Being Charged to Admin in FY10 |
| 500070        | LGERS Retirement                            | 1,559                              | 4,676                       | 4,061                     | (615)                           | -13.15%        | DPS Employee Being Charged to Admin in FY10 |
| 500080        | 401k  | 1,026                              | 3,078                       | 3,168                     | 90                              | 2.91%          |   |
| 500160        | Medical                                     | 1,786                              | 5,357                       | 6,160                     | 803                             | 15.00%         |   |
| 500260        | Dental                                      | 645                                | 1,934                       | 2,127                     | 193                             | 10.00%         |   |
| 500360        | Life Insurance                              | 112                                | 336                         | 370                       | 34                              | 10.12%         |   |
| 500460        | Disability                                  | 137                                | 411                         | 451                       | 40                              | 9.86%          |   |
|               | <b>Total Personal Services</b>              | <b>61,596</b>                      | <b>208,472</b>              | <b>199,526</b>            | <b>(8,946)</b>                  | <b>-4.29%</b>  |   |
| 604000        | Professional Services - General             | 200                                | 10,000                      | 13,500                    | 3,500                           | 35.00%         |   |
| 604020        | Physicals and Drug Screens                  | 66                                 | 500                         | 800                       | 300                             | 60.00%         |   |
| 650000        | Travel, Per Diem, Conference Registration   | 306                                | 6,000                       | 6,000                     | 0                               | 0.00%          |   |
| 651000        | Training & Education                        | 1,811                              | 2,800                       | 8,000                     | 5,200                           | 185.71%        | Tuition Reim. moved from depts to Admin     |
| 660000        | Postage                                     | 1,048                              | 6,000                       | 6,850                     | 850                             | 14.17%         |   |
| 661000        | Express Mail Delivery                       | 285                                | 3,000                       | 3,500                     | 500                             | 16.67%         |   |
| 664000        | Rentals and Leases                          |                                    | 0                           | 2,200                     | 2,200                           | N/A            |   |
| 670000        | Property and Casualty Insurance             | 17,570                             | 55,000                      | 61,000                    | 6,000                           | 10.91%         |   |
| 671000        | General Liability                           | 13,197                             | 44,000                      | 48,000                    | 4,000                           | 9.09%          |   |
| 672000        | Auto Liability                              | 5,367                              | 23,500                      | 25,000                    | 1,500                           | 6.38%          |   |
| 673000        | Other Insurance & Bonds                     | 14,620                             | 51,000                      | 55,000                    | 4,000                           | 7.84%          |   |
| 674000        | Worker's Compensation Insurance             | 13,649                             | 47,000                      | 50,000                    | 3,000                           | 6.38%          |   |
| 730000        | Printing & Binding                          | 125                                | 900                         | 1,000                     | 100                             | 11.11%         |   |
| 740000        | Advertising                                 | 22                                 | 22                          | 0                         | (22)                            | -100.00%       |   |
| 740101        | Community Events/Exhibits/Sponsorships      |                                    | 300                         | 300                       | 0                               | N/A            |   |
| 740115        | Employee/Tenant Appreciation                | 1,118                              | 11,200                      | 16,544                    | 5,344                           | 47.71%         |   |
| 750000        | Legal Notices & Advertising                 | 1,409                              | 5,500                       | 6,000                     | 500                             | 9.09%          |   |
| 760000        | Office Supplies                             | 1,583                              | 20,000                      | 17,000                    | (3,000)                         | -15.00%        |   |
| 770300        | Operating Supplies                          | 601                                | 2,000                       | 2,000                     | 0                               | 0.00%          |   |
| 771000        | Operating Furniture, Fixtures and Equipment |                                    | 1,500                       | 750                       | (750)                           | N/A            |   |
| 780500        | Books & Publications                        |                                    | 1,000                       | 900                       | (100)                           | N/A            |   |
| 780100        | Dues & Memberships                          | 160                                | 600                         | 535                       | (65)                            | -10.83%        |   |
|               | <b>Total Services &amp; Mat'ls.</b>         | <b>73,135</b>                      | <b>291,822</b>              | <b>324,879</b>            | <b>33,057</b>                   | <b>11.33%</b>  |   |
|               | <b>Department Total</b>                     | <b>134,731</b>                     | <b>500,294</b>              | <b>524,405</b>            | <b>24,111</b>                   | <b>4.82%</b>   |   |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Development**

**BASIC OPERATING BUDGET**

**FY 2010-2011**

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

| <b>Account Code</b>             |        |      |      |        | <b>Description</b>                                     | <b>Item</b> | <b>Summary</b> |                |
|---------------------------------|--------|------|------|--------|--|-------------|----------------|----------------|
| Fund                            | Acct.  | Sec. | C.C. | Source |  | Amount      | Amount         |                |
| <b>PERSONNEL SERVICES</b>       |        |      |      |        |  |             |                |                |
| ARA                             | 500000 | 70   | 00   | 00     | Regular Salaries                                       | 94,808      | 94,808         |                |
| ARA                             | 500016 | 70   | 00   | 00     | Longevity  | 1,292       | 1,292          |                |
| ARA                             | 500020 | 70   | 00   | 00     | Regular Overtime                                       | -           | -              |                |
|                                 |        |      |      |        | <u>Benefits:</u>                                       |             | 41,987         |                |
| ARA                             | 500017 | 70   | 00   | 00     | Medical Reimbursements                                 | 100         |                |                |
| ARA                             | 500050 | 70   | 00   | 00     | FICA Taxes   | 7,684       |                |                |
| ARA                             | 500070 | 70   | 00   | 00     | LGERS Retirement                                       | 6,361       |                |                |
| ARA                             | 500080 | 70   | 00   | 00     | 401k   | 4,962       |                |                |
| ARA                             | 500160 | 70   | 00   | 00     | Medical  | 19,993      |                |                |
| ARA                             | 500260 | 70   | 00   | 00     | Dental   | 1,585       |                |                |
| ARA                             | 500360 | 70   | 00   | 00     | Life Insurance   | 603         |                |                |
| ARA                             | 500460 | 70   | 00   | 00     | Disability   | 699         |                |                |
| <b>TOTAL PERSONNEL SERVICES</b> |        |      |      |        |  |             |                | <b>138,087</b> |
| <b>OPERATING EXPENSES</b>       |        |      |      |        |  |             |                |                |
| ARA                             | 604016 | 70   | 00   | 00     | Artwork and Creative Production                        | -           | -              |                |
| ARA                             | 604017 | 70   | 00   | 00     | Surveys, Reports & Data                                |             | 10,000         |                |
|                                 |        |      |      |        | Appraisals   | 10,000      |                |                |
| ARA                             | 604030 | 70   | 00   | 00     | Engineering and Architectural                          |             | 32,500         |                |
|                                 |        |      |      |        | General Planning, Engineering & Architectural Services | 20,000      |                |                |
|                                 |        |      |      |        | Geospatial Data Update / New Aerial Photography        | 12,500      |                |                |
| ARA                             | 604035 | 70   | 00   | 00     | Environmental Services                                 |             | 25,000         |                |
|                                 |        |      |      |        | Environmental Engineering                              | 25,000      |                |                |
| ARA                             | 604050 | 70   | 00   | 00     | Disadvantage Business Unit                             |             | 2,000          |                |
|                                 |        |      |      |        | DBE Outreach & Good Faith Effort Review                | 2,000       |                |                |
| <b>Travel and Training</b>      |        |      |      |        |  |             |                |                |
| ARA                             | 650000 | 70   | 00   | 00     | Travel, Per Diem, Conference Registration              |             | 10,400         |                |
|                                 |        |      |      |        | FAA Meetings   | 500         |                |                |
|                                 |        |      |      |        | ACI-NA Annual Conference                               | 2,000       |                |                |
|                                 |        |      |      |        | NBAA Annual Conference                                 | 1,500       |                |                |
|                                 |        |      |      |        | FAA Communications Conference                          | 500         |                |                |
|                                 |        |      |      |        | SEC-AAAE Annual Conference                             | 1,500       |                |                |
|                                 |        |      |      |        | NCAA Annual Conference                                 | 1,000       |                |                |
|                                 |        |      |      |        | NCAA Board Meetings                                    | 1,000       |                |                |
|                                 |        |      |      |        | Local Travel   | 2,400       |                |                |
| ARA                             | 651000 | 70   | 00   | 00     | Training & Education                                   |             | 2,000          |                |
|                                 |        |      |      |        | IAAP Training & Certification                          | 500         |                |                |
|                                 |        |      |      |        | FAA Airports Technical Workshop                        | 1,500       |                |                |
| <b>Printing &amp; Binding</b>   |        |      |      |        |  |             |                |                |
| ARA                             | 730000 | 70   | 00   | 00     | Printing & Binding                                     |             | 750            |                |
|                                 |        |      |      |        | Marketing Materials for Airport / Property Development | 750         |                |                |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

Development

**BASIC OPERATING BUDGET**

**FY 2010-2011**

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

| <b>Account Code</b>                                       |        | <b>Description</b> |      |        |  | <b>Item</b> | <b>Summary</b> |
|---|--------|--------------------|------|--------|--|-------------|----------------|
| Fund  | Acct.  | Sec.               | C.C. | Source | Amount   | Amount      |                |
| <b>Other Current Charges and Obligations</b>              |        |                    |      |        |  |             |                |
| ARA   | 750000 | 70                 | 00   | 00     | Legal Notices & Placements                             | 750         |                |
|   |        |                    |      |        | RFPs / RFQs / Bid Notices                              | 750         |                |
| <b>Operating Supplies</b>                                 |        |                    |      |        |  |             |                |
| ARA   | 770300 | 70                 | 00   | 00     | Operating Supplies                                     | 500         |                |
|   |        |                    |      |        | General Supplies                                       | 500         |                |
| ARA   | 770305 | 70                 | 00   | 00     | Promotional Items                                      | 500         |                |
|   |        |                    |      |        | Marketing Materials for Airport / Property Development | 500         |                |
| <b>Books, Publications, Subscriptions and Memberships</b> |        |                    |      |        |  |             |                |
| ARA   | 780100 | 70                 | 00   | 00     | Dues & Memberships                                     | 1,205       |                |
|   |        |                    |      |        | AAAE   | 275         |                |
|   |        |                    |      |        | SEC-AAAE   | 40          |                |
|   |        |                    |      |        | NBAA   | 700         |                |
|   |        |                    |      |        | NCAA   | 40          |                |
|   |        |                    |      |        | IAAP   | 150         |                |
| <b>TOTAL OPERATING EXPENSES</b>                           |        |                    |      |        |  |             | 85,605         |
| <b>SECTION TOTAL</b>                                      |        |                    |      |        |  |             | 223,692        |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**

Development

Fiscal Year 2010/2011

Budget to Budget Variance Analysis

| I.D. # | Description                               | FY 2010 Budget | FY 2011 Budget | Increase/ (Decrease) | Percent       | Reason   |
|--------|---|----------------|----------------|----------------------|---------------|--|
| 500000 | Regular Salaries                          | 86,790         | 94,808         | 8,018                | 9.24%         | Promotion in FY10  |
| 500016 | Longevity                                 |                | 1,292          | 1,292                | N/A           | Budgeted in Admin dept in FY10   |
| 500020 | Regular Overtime                          |                | 0              | 0                    | N/A           |  |
| 500030 | Allocated Benefits                        | 36,460         | 0              | (36,460)             | -100.00%      |  |
| 500017 | Medical Reimbursements                    |                | 100            | 100                  | N/A           |  |
| 500050 | FICA Taxes                                |                | 7,684          | 7,684                | N/A           | Budgeted in Allocated Benefits in FY10   |
| 500070 | LGERS Retirement                          |                | 6,361          | 6,361                | N/A           | Budgeted in Allocated Benefits in FY10   |
| 500080 | 401k                                      |                | 4,962          | 4,962                | N/A           | Budgeted in Allocated Benefits in FY10   |
| 500160 | Medical                                   |                | 19,993         | 19,993               | N/A           | Budgeted in Allocated Benefits in FY10   |
| 500260 | Dental                                    |                | 1,585          | 1,585                | N/A           | Budgeted in Allocated Benefits in FY10   |
| 500360 | Life Insurance                            |                | 603            | 603                  | N/A           | Budgeted in Allocated Benefits in FY10   |
| 500460 | Disability                                |                | 699            | 699                  | N/A           | Budgeted in Allocated Benefits in FY10   |
|        | <b>Total Personal Services</b>            | <b>123,250</b> | <b>138,087</b> | <b>14,837</b>        | <b>12.04%</b> |  |
| 604000 | Professional Services - General           | 18,208         | 0              | (18,208)             | -100.00%      | CAP Trailer relocation costs only in FY10  |
| 604016 | Artwork and Creative Production           | 2,500          | 0              | (2,500)              | -100.00%      | expect to complete production this FY,   |
| 604017 | Surveys, Reports & Data                   | 10,000         | 10,000         | 0                    | 0.00%         | expect to use budgeted amount this FY - same next year   |
| 604030 | Engineering and Architectural             | 25,000         | 32,500         | 7,500                | 30.00%        | lower general consultant budget, new expenses for geospatial data and new aerial photo                             |
| 604035 | Environmental Services                    | 0              | 25,000         | 25,000               | N/A           | new category to be used for new environmental regulations  |
| 604050 | Disadvantaged Business Unit               | 5,000          | 2,000          | (3,000)              | -60.00%       | expect lower DBE expenses next FY  |
| 650000 | Travel, Per Diem, Conference Registration | 8,500          | 10,400         | 1,900                | 22.35%        | expect to use entire budget this FY, additional travel next year related to runway project and NCAA Board meetings |
| 651000 | Training & Education                      | 5,000          | 2,000          | (3,000)              | -60.00%       | training expenses lower due to completed IAP certification   |
| 730000 | Printing & Binding                        | 2,000          | 750            | (1,250)              | -62.50%       | expect to complete printing purchase this FY. Lower expense next FY  |
| 750000 | Legal Notices & Advertising               | 5,000          | 750            | (4,250)              | -85.00%       | expect lower legal notices expenses next year  |
| 770300 | Operating Supplies                        | 1,000          | 500            | (500)                | -50.00%       | fewer supplies purchases next year   |
| 770305 | Promotional Items                         | 2,000          | 500            | (1,500)              | -75.00%       | expect to complete purchases this FY, lower expenses next FY   |
| 780500 | Books & Publications                      | 500            | 0              | (500)                | -100.00%      | discontinuing Summit Aviation subscription   |
| 780100 | Dues & Memberships                        | 310            | 1,205          | 895                  | 288.71%       | increased membership expenses due to adding NBAA airport membership  |
|        | <b>Total Services &amp; Mat'ls.</b>       | <b>85,018</b>  | <b>85,605</b>  | <b>587</b>           | <b>0.69%</b>  |  |
|        | <b>Department Total</b>                   | <b>208,268</b> | <b>223,692</b> | <b>15,424</b>        | <b>7.41%</b>  |  |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**

Development

**Fiscal Year 2010/2011**

**Budget to Actual Variance Analysis**

| I.D. # | Description                               | FY 2010<br>Actual 4 Months | FY 2010<br>Estimate | FY 2011<br>Budget | Increase/<br>(Decrease) | Percent       | Reason   |
|--------|---|----------------------------|---------------------|-------------------|-------------------------|---------------|--|
| 500000 | Regular Salaries                          | 32,550                     | 94,969              | 94,808            | (161)                   | -0.17%        |  |
| 500016 | Longevity                                 |                            | 0                   | 1,292             | 1,292                   | N/A           | Recorded in Admin dept in FY10   |
| 500020 | Regular Overtime                          |                            | 0                   | 0                 | 0                       | N/A           |  |
| 500017 | Medical Reimbursements                    |                            | 0                   | 100               | 100                     | N/A           | Recorded in Admin dept in FY10   |
| 500050 | FICA Taxes                                | 2,509                      | 7,527               | 7,684             | 157                     | 2.09%         |  |
| 500070 | LGERS Retirement                          | 1,589                      | 4,767               | 6,361             | 1,594                   | 33.44%        |  |
| 500080 | 401k                                      | 1,610                      | 4,830               | 4,962             | 132                     | 2.73%         |  |
| 500160 | Medical                                   | 5,716                      | 17,148              | 19,993            | 2,845                   | 16.59%        |  |
| 500260 | Dental                                    | 472                        | 1,416               | 1,585             | 169                     | 11.94%        |  |
| 500360 | Life Insurance                            | 183                        | 549                 | 603               | 54                      | 9.84%         |  |
| 500460 | Disability                                | 212                        | 636                 | 699               | 63                      | 9.91%         |  |
|        | <b>Total Personal Services</b>            | <b>44,841</b>              | <b>131,842</b>      | <b>138,087</b>    | <b>6,245</b>            | <b>4.74%</b>  |  |
| 604000 | Professional Services - General           | 12,405                     | 18,208              | 0                 | (18,208)                | -100.00%      | Relocation of CAP trailer  |
| 604016 | Artwork and Creative Production           |                            | 2,000               | 0                 | (2,000)                 | N/A           | expect to complete production this FY,   |
| 604017 | Surveys, Reports & Data                   |                            | 8,000               | 10,000            | 2,000                   | N/A           | expect to use budgeted amount this FY - same next year   |
| 604030 | Engineering and Architectural             |                            | 25,000              | 32,500            | 7,500                   | N/A           | lower general consultant budget next FY, new expenses for geospatial data & new aerial photo                       |
| 604035 | Environmental Service                     |                            | 0                   | 25,000            | 25,000                  | N/A           | new category established to be used for new environmental regulations  |
| 604050 | Disadvantaged Business Unit               |                            | 2,500               | 2,000             | (500)                   | N/A           | expect lower DBE expenses next FY  |
| 650000 | Travel, Per Diem, Conference Registration | 1,358                      | 10,000              | 10,400            | 400                     | 4.00%         | expect to use entire budget this FY, additional travel next year related to runway project and NCAA Board meetings |
| 651000 | Training & Education                      | 10                         | 5,000               | 2,000             | (3,000)                 | -60.00%       | training expenses next FY lower due to completed IAP certification   |
| 730000 | Printing & Binding                        |                            | 2,000               | 750               | (1,250)                 | N/A           | expect to complete purchase this FY, lower expense next FY   |
| 750000 | Legal Notices & Advertising               |                            | 0                   | 750               | 750                     | N/A           | expect fewer legal notices expenses next year  |
| 770300 | Operating Supplies                        | 91                         | 1,000               | 500               | (500)                   | -50.00%       | fewer supplies purchases next year   |
| 770305 | Promotional Items                         | 158                        | 2,000               | 500               | (1,500)                 | -75.00%       | expect to complete purchases this FY, lower expenses next FY   |
| 780500 | Books & Publications                      |                            | 0                   | 0                 | 0                       | N/A           | discontinuing Summit Aviation subscription   |
| 780100 | Dues & Memberships                        | 40                         | 310                 | 1,205             | 895                     | 288.71%       | increased membership expenses due to adding NBAA airport membership  |
|        | <b>Total Services &amp; Mat'ls.</b>       | <b>14,062</b>              | <b>76,018</b>       | <b>85,605</b>     | <b>9,587</b>            | <b>12.61%</b> |  |
|        | <b>Department Total</b>                   | <b>58,902</b>              | <b>207,860</b>      | <b>223,692</b>    | <b>15,832</b>           | <b>7.62%</b>  |  |



**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

Executive

**BASIC OPERATING BUDGET  
FY 2010-2011**

Fund           ARA  
Department   Executive  
Department #   05  
Cost Center    00  
Source         00

| <b>Account Code</b>               |        | <b>Description</b> |      |        |  | <b>Item</b> | <b>Summary</b> |                |
|-----------------------------------|--------|--------------------|------|--------|--|-------------|----------------|----------------|
| Fund                              | Acct.  | Sec.               | C.C. | Source |  | Amount      | Amount         |                |
| <b>PERSONNEL SERVICES</b>         |        |                    |      |        |  |             |                |                |
| ARA                               | 500000 | 05                 | 00   | 00     | Regular Salaries                         | 193,346     | 193,346        |                |
|                                   |        |                    |      |        | <u>Benefits:</u>                         |             | 64,842         |                |
| ARA                               | 500017 | 05                 | 00   | 00     | Medical Reimbursements                   | 200         |                |                |
| ARA                               | 500030 | 05                 | 00   | 00     | Allocated Benefits                       | 1,000       |                |                |
| ARA                               | 500050 | 05                 | 00   | 00     | FICA Taxes                               | 15,211      |                |                |
| ARA                               | 500070 | 05                 | 00   | 00     | LGERS Retirement                         | 12,591      |                |                |
| ARA                               | 500072 | 05                 | 00   | 00     | 457 (b) Retirement Plan                  | 2,600       |                |                |
| ARA                               | 500080 | 05                 | 00   | 00     | 401k                                     | 9,822       |                |                |
| ARA                               | 500160 | 05                 | 00   | 00     | Medical                                  | 19,994      |                |                |
| ARA                               | 500260 | 05                 | 00   | 00     | Dental                                   | 1,584       |                |                |
| ARA                               | 500360 | 05                 | 00   | 00     | Life Insurance                           | 806         |                |                |
| ARA                               | 500460 | 05                 | 00   | 00     | Disability                               | 1,034       |                |                |
| <b>TOTAL PERSONNEL SERVICES</b>   |        |                    |      |        |  |             |                | <b>258,188</b> |
| <b>OPERATING EXPENSES</b>         |        |                    |      |        |  |             |                |                |
| <b>Professional Services</b>      |        |                    |      |        |  |             |                |                |
| ARA                               | 604000 | 05                 | 00   | 00     | Professional Services - General          |             | 25,000         |                |
|                                   |        |                    |      |        | Various                                  | 25,000      |                |                |
| ARA                               | 604010 | 05                 | 00   | 00     | Professional Services - Legal            |             | 45,000         |                |
|                                   |        |                    |      |        | Paltra, Straus, Robinson & Moore         | 45,000      |                |                |
| ARA                               | 604017 | 05                 | 00   | 00     | Surveys, Reports & Data                  |             | 18,000         |                |
|                                   |        |                    |      |        | Dio (fka Seabury APG)                    | 18,000      |                |                |
| <b>Travel and Training</b>        |        |                    |      |        |  |             |                |                |
| ARA                               | 650000 | 05                 | 00   | 00     | Travel, Per Diem, Conference Registraion |             | 42,250         |                |
|                                   |        |                    |      |        | ACI Annual Conf                          | 3,000       |                |                |
|                                   |        |                    |      |        | FAA Communications Conf                  | 1,000       |                |                |
|                                   |        |                    |      |        | ACI/AAAE Spring Washington Conf          | 2,000       |                |                |
|                                   |        |                    |      |        | SEC Annual Conf                          | 1,750       |                |                |
|                                   |        |                    |      |        | NCAA Annual Conf                         | 1,000       |                |                |
|                                   |        |                    |      |        | AAAE Annual Conf                         | 2,500       |                |                |
|                                   |        |                    |      |        | Airline Meetings (4)                     | 6,000       |                |                |
|                                   |        |                    |      |        | ACI Jumpstart Air Service Conf           | 2,000       |                |                |
|                                   |        |                    |      |        | Local Travel                             | 11,000      |                |                |
|                                   |        |                    |      |        | Board Travel                             | 12,000      |                |                |
| ARA                               | 651000 | 05                 | 00   | 00     | Training & Education                     |             | 1,000          |                |
|                                   |        |                    |      |        | General Professional Development         | 1,000       |                |                |
| <b>Communications and Freight</b> |        |                    |      |        |  |             |                |                |
| ARA                               | 663000 | 05                 | 00   | 00     | Online Services                          |             | 700            |                |
|                                   |        |                    |      |        | Air Card                                 | 700         |                |                |
| <b>Printing &amp; Binding</b>     |        |                    |      |        |  |             |                |                |
| ARA                               | 730000 | 05                 | 00   | 00     | Printing & Binding                       |             | 500            |                |
|                                   |        |                    |      |        | General Services                         | 500         |                |                |
| <b>Promotional Activities</b>     |        |                    |      |        |  |             |                |                |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

Executive

**BASIC OPERATING BUDGET**

**FY 2010-2011**

Fund           ARA  
Department   Executive  
Department #   05  
Cost Center    00  
Source         00

| <b>Account Code</b> |        | <b>Description</b> |      |        |   | <b>Item</b> | <b>Summary</b> |
|---------------------|--------|--------------------|------|--------|---|-------------|----------------|
| Fund                | Acct.  | Sec.               | C.C. | Source | Amount  | Amount      |                |
| ARA                 | 740100 | 05                 | 00   | 00     | Other Promotional Events/Sponsorships   |             | 2,000          |
|                     |        |                    |      |        | General Promotions  | 2,000       |                |
| ARA                 | 740115 | 05                 | 00   | 00     | Employee/Tenant Appreciation  |             | 2,000          |
|                     |        |                    |      |        | Tenant/Employee Lunch   | 2,000       |                |
|                     |        |                    |      |        | <b>Other Current Charges and Obligations</b>  |             |                |
| ARA                 | 750000 | 05                 | 00   | 00     | Legal Notices & Placements  |             | 1,500          |
|                     |        |                    |      |        | Board Meetings and Public Hearing Notices   | 500         |                |
|                     |        |                    |      |        | RFPs, RFBs, and RFQs  | 1,000       |                |
| ARA                 | 750100 | 05                 | 00   | 00     | Other Current Charges and Obligations   |             | 9,100          |
|                     |        |                    |      |        | Board Member - Meeting Reimbursement  | 2,100       |                |
|                     |        |                    |      |        | Other Board Meeting Costs   | 1,500       |                |
|                     |        |                    |      |        | Annual Board/Tenant Reception   | 4,000       |                |
|                     |        |                    |      |        | Misc Board Expenses   | 1,500       |                |
|                     |        |                    |      |        | <b>Operating Supplies</b>   |             |                |
| ARA                 | 770300 | 05                 | 00   | 00     | Operating Supplies  |             | 1,000          |
|                     |        |                    |      |        | Misc Supplies   | 1,000       |                |
| ARA                 | 770305 | 05                 | 00   | 00     | Promotional Items   |             | 1,000          |
|                     |        |                    |      |        | Special Promo Items   | 1,000       |                |
| ARA                 | 771000 | 05                 | 00   | 00     | Operating Furniture, Fixtures, Equipment and Software<br>Greater than \$100 & up to \$5,000 |             | 1,000          |
|                     |        |                    |      |        | Admin Equipment   | 1,000       |                |
|                     |        |                    |      |        | <b>Books, Publications, Subscriptions and Memberships</b>                                   |             |                |
| ARA                 | 780500 | 05                 | 00   | 00     | Books, Publications, Compact Disks, Videos & Subscriptions                                  |             | 900            |
|                     |        |                    |      |        | General Subscriptions   | 750         |                |
|                     |        |                    |      |        | Asheville Citizens Times  | 150         |                |
| ARA                 | 780100 | 05                 | 00   | 00     | Dues & Memberships  |             | 12,610         |
|                     |        |                    |      |        | AAAE  | 275         |                |
|                     |        |                    |      |        | SEC-AAAE  | 35          |                |
|                     |        |                    |      |        | AMAC Membership   | 1,500       |                |
|                     |        |                    |      |        | AAAE Legislative  | 3,500       |                |
|                     |        |                    |      |        | ACI Airport/Legislative   | 6,750       |                |
|                     |        |                    |      |        | AAAE Ground Handling Services Membership  | 500         |                |
|                     |        |                    |      |        | NCAA Membership   | 50          |                |
|                     |        |                    |      |        | <b>TOTAL OPERATING EXPENSES</b>   |             | <b>163,560</b> |
|                     |        |                    |      |        | <b>SECTION TOTAL</b>  |             | <b>421,748</b> |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**Executive**

**Fiscal Year 2010/2011**

**Budget to Budget Variance Analysis**

| <b>I.D. #</b> | <b>Description</b>                           | <b>FY 2010<br/>Budget</b> | <b>FY 2011<br/>Budget</b> | <b>Increase/<br/>(Decrease)</b> | <b>Percent</b> | <b>Reason</b>                               |
|---------------|--|---------------------------|---------------------------|---------------------------------|----------------|---|
| 500000        | Regular Salaries                             | 301,580                   | 193,346                   | (108,234)                       | -35.89%        | No Deputy Airport Director Budgeted in FY11 |
| 500016        | Longevity                                    |                           | 0                         | 0                               | N/A            | Budgeted in Admin dept in FY10              |
| 500030        | Allocated Benefits                           | 126,670                   | 1,000                     | (125,670)                       | -99.21%        | Budgeted by Line Item Below for FY11        |
| 500017        | Medical Reimbursements                       |                           | 200                       | 200                             | N/A            | Budgeted in Admin dept in FY10              |
| 500050        | FICA Taxes                                   |                           | 15,211                    | 15,211                          | N/A            | No Deputy Airport Director Budgeted in FY11 |
| 500070        | LGERS Retirement                             |                           | 12,591                    | 12,591                          | N/A            | No Deputy Airport Director Budgeted in FY11 |
| 500072        | 457 (b) Retirement Plan                      |                           | 2,600                     | 2,600                           | N/A            | No Deputy Airport Director Budgeted in FY11 |
| 500080        | 401k   |                           | 9,822                     | 9,822                           | N/A            | No Deputy Airport Director Budgeted in FY11 |
| 500160        | Medical                                      |                           | 19,994                    | 19,994                          | N/A            | No Deputy Airport Director Budgeted in FY11 |
| 500260        | Dental                                       |                           | 1,584                     | 1,584                           | N/A            | No Deputy Airport Director Budgeted in FY11 |
| 500360        | Life Insurance                               |                           | 806                       | 806                             | N/A            | No Deputy Airport Director Budgeted in FY11 |
| 500460        | Disability                                   |                           | 1,034                     | 1,034                           | N/A            | No Deputy Airport Director Budgeted in FY11 |
|               | <b>Total Personal Services</b>               | <b>428,250</b>            | <b>258,188</b>            | <b>(170,062)</b>                | <b>-39.71%</b> | No Deputy Airport Director Budgeted in FY11 |
| 604000        | Professional Services - General              |                           | 25,000                    | 25,000                          | N/A            |   |
| 604010        | Professional Services - Legal                | 40,000                    | 45,000                    | 5,000                           | 12.50%         |   |
| 604017        | Surveys, Reports & Data                      | 18,000                    | 18,000                    | -                               | 0.00%          |   |
| 650000        | Travel, Per Diem, Conference Registration    | 56,350                    | 42,250                    | (14,100)                        | -25.02%        |   |
| 651000        | Training & Education                         | 2,000                     | 1,000                     | (1,000)                         | -50.00%        |   |
| 663000        | Online Services                              | 600                       | 700                       | 100                             | 16.67%         |   |
| 710000        | General Repairs and Maintenance              | 500                       | -                         | (500)                           | -100.00%       |   |
| 730000        | Printing & Binding                           | 1,000                     | 500                       | (500)                           | -50.00%        |   |
| 740100        | Promotional Events/Sponsorships              | 2,000                     | 2,000                     | -                               | 0.00%          |   |
| 740101        | Other Community Events/Exhibits/Sponsorships |                           | -                         | -                               | N/A            |   |
| 740115        | Employee/Tenant Appreciation                 | 1,000                     | 2,000                     | 1,000                           | 100.00%        |   |
| 750000        | Legal Notices & Advertising                  | 2,000                     | 1,500                     | (500)                           | -25.00%        |   |
| 750100        | Other Current Charges & Obligations          | 9,650                     | 9,100                     | (550)                           | -5.70%         |   |
| 770300        | Operating Supplies                           | 1,000                     | 1,000                     | -                               | 0.00%          |   |
| 770305        | Promotional Items                            | 1,500                     | 1,000                     | (500)                           | -33.33%        |   |
| 771000        | Operating Furniture, Fixtures and Equipment  | 1,500                     | 1,000                     | (500)                           | -33.33%        |   |
| 780500        | Books & Publications                         | 1,450                     | 900                       | (550)                           | -37.93%        |   |
| 780100        | Dues & Memberships                           | 12,120                    | 12,610                    | 490                             | 4.04%          |   |
|               | <b>Total Services &amp; Mat'ls.</b>          | <b>150,670</b>            | <b>163,560</b>            | <b>12,890</b>                   | <b>8.56%</b>   |   |
|               | <b>Department Total</b>                      | <b>578,920</b>            | <b>421,748</b>            | <b>(157,172)</b>                | <b>-27.15%</b> |   |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**

Executive

Fiscal Year 2010/2011

**Budget to Actual Variance Analysis**

| I.D. # | Description                                 | FY 2010<br>Actual 4 Months | FY 2010<br>Estimate | FY 2011<br>Budget | Increase/<br>(Decrease) | Percent       | Reason |
|--------|---|----------------------------|---------------------|-------------------|-------------------------|---------------|--------|
| 500000 | Regular Salaries                            | 59,701                     | 174,930             | 193,346           | 18,416                  | 10.53%        |        |
| 500030 | Allocated Benefits                          | 315                        | 1,000               | 1,000             | 0                       | 0.00%         |        |
| 500017 | Medical Reimbursements                      | 0                          | 0                   | 200               | 200                     | N/A           |        |
| 500050 | FICA Taxes                                  | 4,273                      | 13,382              | 15,211            | 1,829                   | 13.67%        |        |
| 500070 | LGERS Retirement                            | 3,072                      | 8,502               | 12,591            | 4,089                   | 48.10%        |        |
| 500072 | 457 (b) Retirement Plan                     | 0                          | 2,215               | 2,600             | 386                     | N/A           |        |
| 500080 | 401k  | 3,130                      | 8,747               | 9,822             | 1,076                   | 12.30%        |        |
| 500160 | Medical                                     | 5,638                      | 16,914              | 19,994            | 3,080                   | 18.21%        |        |
| 500260 | Dental                                      | 465                        | 1,395               | 1,584             | 189                     | 13.55%        |        |
| 500360 | Life Insurance                              | 237                        | 711                 | 806               | 95                      | 13.36%        |        |
| 500460 | Disability                                  | 306                        | 918                 | 1,034             | 116                     | 12.64%        |        |
|        | <b>Total Personal Services</b>              | <b>77,137</b>              | <b>228,713</b>      | <b>258,188</b>    | <b>29,475</b>           | <b>12.89%</b> |        |
| 604000 | Professional Services - General             |                            | 0                   | 25,000            | 25,000                  | N/A           |        |
| 604010 | Professional Services - Legal               | 21,868                     | 65,604              | 45,000            | (20,604)                | -31.41%       |        |
| 604017 | Surveys, Reports & Data                     | 6,000                      | 18,000              | 18,000            | 0                       | 0.00%         |        |
| 650000 | Travel, Per Diem, Conference Registration   | 8,627                      | 51,000              | 42,250            | (8,750)                 | -17.16%       |        |
| 651000 | Training & Education                        | 3,361                      | 10,500              | 1,000             | (9,500)                 | -90.48%       |        |
| 663000 | Online Services                             | 155                        | 600                 | 700               | 100                     | 16.67%        |        |
| 710000 | General Repairs and Maintenance             |                            | 250                 | 0                 | (250)                   | -100.00%      |        |
| 730000 | Printing & Binding                          | 50                         | 800                 | 500               | (300)                   | -37.50%       |        |
| 740100 | Other Promotional Events/Sponsorships       | 500                        | 1,500               | 2,000             | 500                     | 33.33%        |        |
| 740101 | Community Events/Exhibits/Sponsorships      |                            | 1,500               | 0                 | (1,500)                 | -100.00%      |        |
| 740115 | Employee/Tenant Appreciation                |                            | 2,000               | 2,000             | 0                       | 0.00%         |        |
| 750000 | Legal Notices & Advertising                 |                            | 2,000               | 1,500             | (500)                   | -25.00%       |        |
| 750100 | Other Current Charges & Obligations         | 341                        | 9,000               | 9,100             | 100                     | 1.11%         |        |
| 770300 | Operating Supplies                          |                            | 500                 | 1,000             | 500                     | 100.00%       |        |
| 770305 | Promotional Items                           | 8                          | 1,000               | 1,000             | 0                       | 0.00%         |        |
| 771000 | Operating Furniture, Fixtures and Equipment | 1,435                      | 1,500               | 1,000             | (500)                   | -33.33%       |        |
| 780500 | Books & Publications                        | 153                        | 900                 | 900               | 0                       | 0.00%         |        |
| 780100 | Dues & Memberships                          | 1,540                      | 13,000              | 12,610            | (390)                   | -3.00%        |        |
|        | <b>Total Services &amp; Mat'ls.</b>         | <b>44,039</b>              | <b>179,654</b>      | <b>163,560</b>    | <b>(16,094)</b>         | <b>-8.96%</b> |        |
|        | <b>Department Total</b>                     | <b>121,176</b>             | <b>408,367</b>      | <b>421,748</b>    | <b>13,381</b>           | <b>3.28%</b>  |        |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

Finance

**BASIC OPERATING BUDGET**

**FY 2010-2011**

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

| <b>Account Code</b>                                       |        |      |      |        | <b>Description</b>  | <b>Item</b> | <b>Summary</b> |
|---|--------|------|------|--------|---|-------------|----------------|
| Fund  | Acct.  | Sec. | C.C. | Source |   | Amount      | Amount         |
| <b>PERSONNEL SERVICES</b>                                 |        |      |      |        |   |             |                |
| ARA   | 500000 | 12   | 00   | 00     | Regular Salaries  | 152,180     | 152,180        |
| ARA   | 500020 | 12   | 00   | 00     | Regular Overtime  | 500         | 500            |
|   |        |      |      |        |   |             |                |
|   |        |      |      |        |   |             | 63,254         |
| <b>Benefits:</b>  |        |      |      |        |   |             |                |
| ARA   | 500017 | 12   | 00   | 00     | Medical Reimbursements  | 100         |                |
| ARA   | 500050 | 12   | 00   | 00     | FICA Taxes  | 12,186      |                |
| ARA   | 500070 | 12   | 00   | 00     | LGERS Retirement  | 10,133      |                |
| ARA   | 500080 | 12   | 00   | 00     | 401k  | 7,904       |                |
| ARA   | 500160 | 12   | 00   | 00     | Medical   | 28,994      |                |
| ARA   | 500260 | 12   | 00   | 00     | Dental  | 1,773       |                |
| ARA   | 500360 | 12   | 00   | 00     | Life Insurance  | 962         |                |
| ARA   | 500460 | 12   | 00   | 00     | Disability  | 1,202       |                |
| <b>TOTAL PERSONNEL SERVICES</b>                           |        |      |      |        |   |             | <b>215,934</b> |
| <b>OPERATING EXPENSES</b>                                 |        |      |      |        |   |             |                |
| <b>Professional Services</b>                              |        |      |      |        |   |             |                |
| ARA   | 604000 | 12   | 00   | 00     | Professional Services - General   |             | 16,200         |
|   |        |      |      |        |   |             |                |
|   |        |      |      |        |   | 15,000      |                |
|   |        |      |      |        |   | 200         |                |
|   |        |      |      |        |   | 1,000       |                |
| ARA   | 640000 | 12   | 00   | 00     | Auditing Services   |             | 20,000         |
|   |        |      |      |        |   |             |                |
|   |        |      |      |        |   | 20,000      |                |
| <b>Travel and Training</b>                                |        |      |      |        |   |             |                |
| ARA   | 650000 | 12   | 00   | 00     | Travel, Per Diem, Conference Registraion  |             | 4,500          |
|   |        |      |      |        |   |             |                |
|   |        |      |      |        |   | 2,000       |                |
|   |        |      |      |        |   | 2,500       |                |
| ARA   | 651000 | 12   | 00   | 00     | Training & Education  |             | 12,500         |
|   |        |      |      |        |   |             |                |
|   |        |      |      |        |   | 10,000      |                |
|   |        |      |      |        |   | 2,500       |                |
| <b>Other Current Charges and Obligations</b>              |        |      |      |        |   |             |                |
| ARA   | 750000 | 12   | 00   | 00     | Legal Notices & Placements  |             | 2,000          |
|   |        |      |      |        |   |             |                |
|   |        |      |      |        |   | 2,000       |                |
| ARA   | 654000 | 12   | 00   | 00     | Credit Card Fees & Bank Charges   |             | 49,929         |
|   |        |      |      |        |   |             |                |
|   |        |      |      |        |   | 36,729      |                |
|   |        |      |      |        |   | 13,200      |                |
| <b>Operating Supplies</b>                                 |        |      |      |        |   |             |                |
| ARA   | 770300 | 12   | 00   | 00     | Operating Supplies  |             | 2,150          |
|   |        |      |      |        |   |             |                |
|   |        |      |      |        |   | 2,150       |                |
| ARA   | 771000 | 12   | 00   | 00     | Operating Furniture, Fixtures, Equipment and Software<br>Greater than \$100 & up to \$5,000 |             | 1,530          |
|   |        |      |      |        |   |             |                |
|   |        |      |      |        |   | 1,530       |                |
| <b>Books, Publications, Subscriptions and Memberships</b> |        |      |      |        |   |             |                |
| ARA   | 780500 | 12   | 00   | 00     | Books, Publications, Compact Disks, Videos & Subscriptions                                  |             | 500            |
|   |        |      |      |        |   |             |                |
|   |        |      |      |        |   | 500         |                |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

Finance

**BASIC OPERATING BUDGET**  
**FY 2010-2011**

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

| <b>Account Code</b>             |        | <b>Description</b> |      |        |                              | <b>Item</b> | <b>Summary</b> |                |
|---------------------------------|--------|--------------------|------|--------|------------------------------|-------------|----------------|----------------|
| Fund                            | Acct.  | Sec.               | C.C. | Source |                              | Amount      | Amount         |                |
| ARA                             | 780100 | 12                 | 00   | 00     | Dues & Memberships           |             | 1,390          |                |
|                                 |        |                    |      |        | AAAE                         | 250         |                |                |
|                                 |        |                    |      |        | American Payroll Association | 250         |                |                |
|                                 |        |                    |      |        | GFOA                         | 300         |                |                |
|                                 |        |                    |      |        | NCAA                         | 40          |                |                |
|                                 |        |                    |      |        | AICPA                        | 300         |                |                |
|                                 |        |                    |      |        | NCACPA                       | 250         |                |                |
| ARA                             | 780503 | 12                 | 00   | 00     | Licenses & Certifications    |             | 50             |                |
|                                 |        |                    |      |        | CPA Certificate Renewal      | 50          |                |                |
| <b>TOTAL OPERATING EXPENSES</b> |        |                    |      |        |                              |             |                | <b>110,749</b> |
| <b>SECTION TOTAL</b>            |        |                    |      |        |                              |             |                | <b>326,683</b> |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**Finance**

**Fiscal Year 2010/2011**

**Budget to Budget Variance Analysis**

| <b>I.D. #</b> | <b>Description</b>                          | <b>FY 2010<br/>Budget</b> | <b>FY 2011<br/>Budget</b> | <b>Increase/<br/>(Decrease)</b> | <b>Percent</b> | <b>Reason</b>   |
|---------------|---|---------------------------|---------------------------|---------------------------------|----------------|---|
| 500000        | Regular Salaries                            | 140,050                   | 152,180                   | 12,130                          | 8.66%          |   |
| 500020        | Regular Overtime                            | 1,000                     | 500                       | (500)                           | -50.00%        |   |
| 500030        | Allocated Benefits                          | 59,240                    | 0                         | (59,240)                        | -100.00%       |   |
| 500017        | Medical Reimbursements                      |                           | 100                       | 100                             | N/A            | Budgeted in Admin dept in FY10  |
| 500050        | FICA Taxes                                  |                           | 12,186                    | 12,186                          | N/A            | Budgeted in Allocated Benefits in FY10  |
| 500070        | LGERS Retirement                            |                           | 10,133                    | 10,133                          | N/A            | Budgeted in Allocated Benefits in FY10  |
| 500080        | 401k  |                           | 7,904                     | 7,904                           | N/A            | Budgeted in Allocated Benefits in FY10  |
| 500160        | Medical                                     |                           | 28,994                    | 28,994                          | N/A            | Budgeted in Allocated Benefits in FY10  |
| 500260        | Dental                                      |                           | 1,773                     | 1,773                           | N/A            | Budgeted in Allocated Benefits in FY10  |
| 500360        | Life Insurance                              |                           | 962                       | 962                             | N/A            | Budgeted in Allocated Benefits in FY10  |
| 500460        | Disability                                  |                           | 1,202                     | 1,202                           | N/A            | Budgeted in Allocated Benefits in FY10  |
|               | <b>Total Personal Services</b>              | <b>200,290</b>            | <b>215,934</b>            | <b>15,644</b>                   | <b>7.81%</b>   |   |
| 604000        | Professional Services - General             | 11,500                    | 16,200                    | 4,700                           | 40.87%         | Higher software consulting based on est FY10 actual & new actuary reports for audit |
| 640000        | Auditors                                    | 32,000                    | 20,000                    | (12,000)                        | -37.50%        | Reduced based on FY2009 audit actual cost   |
| 650000        | Travel, Per Diem, Conference Registration   | 9,830                     | 4,500                     | (5,330)                         | -54.22%        | Lower conference costs to reduce expenses   |
| 651000        | Training & Education                        | 14,000                    | 12,500                    | (1,500)                         | -10.71%        | Tuition reimbursement moved to Admin in FY11  |
| 730000        | Printing & Binding                          | 3,100                     | 0                         | (3,100)                         | -100.00%       | No budget printing expected in FY11   |
| 654000        | Bank Charges                                | 34,000                    | 49,929                    | 15,929                          | 46.85%         | Based on actual FY10 costs  |
| 770300        | Operating Supplies                          | 4,000                     | 2,150                     | (1,850)                         | -46.25%        | Postage machine costs moved to Admin  |
| 771000        | Operating Furniture, Fixtures and Equipment | 3,000                     | 1,530                     | (1,470)                         | -49.00%        | Reduced to estimated actual   |
| 780500        | Books & Publications                        | 1,700                     | 500                       | (1,200)                         | -70.59%        | Reduced to estimated actual   |
| 780100        | Dues & Memberships                          | 1,140                     | 1,390                     | 250                             | 21.93%         | Additional membership in NCACPA   |
| 780503        | Licenses & Certifications                   | 0                         | 50                        | 50                              | N/A            | Annual CPA certification renewal fee  |
|               | <b>Total Services &amp; Mat'ls.</b>         | <b>116,670</b>            | <b>110,749</b>            | <b>(5,921)</b>                  | <b>-5.07%</b>  |   |
|               | <b>Department Total</b>                     | <b>316,960</b>            | <b>326,683</b>            | <b>9,723</b>                    | <b>3.07%</b>   |   |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**Finance**

**Fiscal Year 2010/2011**

**Budget to Actual Variance Analysis**

| <b>I.D. #</b> | <b>Description</b>                          | <b>FY 2010<br/>Actual 4 Months</b> | <b>FY 2010<br/>Estimate</b> | <b>FY 2011<br/>Budget</b> | <b>Increase/<br/>(Decrease)</b> | <b>Percent</b> | <b>Reason</b>                                    |
|---------------|---|------------------------------------|-----------------------------|---------------------------|---------------------------------|----------------|--|
| 500000        | Regular Salaries                            | 47,654                             | 151,329                     | 152,180                   | 851                             | 0.56%          | Director of Finance Position Vacant Part of FY10 |
| 500020        | Regular Overtime                            |                                    | 200                         | 500                       | 300                             | 150.00%        |  |
| 500017        | Medical Reimbursements                      |                                    | 0                           | 100                       | 100                             | N/A            | Recorded in Admin dept in FY10                   |
| 500050        | FICA Taxes                                  | 3,584                              | 11,577                      | 12,186                    | 609                             | 5.26%          | Director of Finance Position Vacant Part of FY10 |
| 500070        | LGERS Retirement                            | 2,203                              | 7,355                       | 10,133                    | 2,778                           | 37.78%         | Director of Finance Position Vacant Part of FY10 |
| 500080        | 401k  | 2,266                              | 7,566                       | 7,904                     | 338                             | 4.46%          | Director of Finance Position Vacant Part of FY10 |
| 500160        | Medical                                     | 7,088                              | 23,696                      | 28,994                    | 5,298                           | 22.36%         | Director of Finance Position Vacant Part of FY10 |
| 500260        | Dental                                      | 395                                | 1,459                       | 1,773                     | 314                             | 21.52%         | Director of Finance Position Vacant Part of FY10 |
| 500360        | Life Insurance                              | 180                                | 764                         | 962                       | 198                             | 25.92%         | Director of Finance Position Vacant Part of FY10 |
| 500460        | Disability                                  | 222                                | 950                         | 1,202                     | 252                             | 26.53%         | Director of Finance Position Vacant Part of FY10 |
|               | <b>Total Personal Services</b>              | <b>63,592</b>                      | <b>204,895</b>              | <b>215,934</b>            | <b>11,039</b>                   | <b>5.39%</b>   |  |
| 604000        | Professional Services - General             | 11,465                             | 15,000                      | 16,200                    | 1,200                           | 8.00%          |  |
| 640000        | Auditors                                    | 13,183                             | 16,000                      | 20,000                    | 4,000                           | 25.00%         | May have new auditors in FY11-1st Year Audit     |
| 650000        | Travel, Per Diem, Conference Registration   | 720                                | 2,159                       | 4,500                     | 2,341                           | 108.40%        | No conf in FY10 to help offset higher bank fees  |
| 651000        | Training & Education                        | 625                                | 14,000                      | 12,500                    | (1,500)                         | -10.71%        | Tuition reimbursement moved to Admin in FY11     |
| 750000        | Legal Notices & Advertising                 |                                    | 2,000                       | 2,000                     | 0                               | 0.00%          |  |
| 654000        | Bank Charges                                | 15,999                             | 47,996                      | 49,929                    | 1,933                           | 4.03%          |  |
| 770300        | Operating Supplies                          |                                    | 3,000                       | 2,150                     | (850)                           | -28.33%        |  |
| 771000        | Operating Furniture, Fixtures and Equipment | 525                                | 2,475                       | 1,530                     | (945)                           | -38.18%        | Postage machine costs shown in Admin in FY11     |
| 780500        | Books & Publications                        |                                    | 500                         | 500                       | 0                               | 0.00%          |  |
| 780100        | Dues & Memberships                          |                                    | 1,120                       | 1,390                     | 270                             | 24.11%         |  |
| 780503        | Licenses & Certifications                   |                                    | 50                          | 50                        | 0                               | 0.00%          |  |
|               | <b>Total Services &amp; Mat'ls.</b>         | <b>42,517</b>                      | <b>104,301</b>              | <b>110,749</b>            | <b>6,449</b>                    | <b>6.18%</b>   |  |
|               | <b>Department Total</b>                     | <b>106,109</b>                     | <b>309,196</b>              | <b>326,683</b>            | <b>17,487</b>                   | <b>5.66%</b>   |  |



**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

**Guest Services**

**BASIC OPERATING BUDGET**

**FY 2010-2011**

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

| Account Code                                 |        | Description |      |        |   | Item   | Summary        |
|--|--------|-------------|------|--------|---|--------|----------------|
| Fund   | Acct.  | Sec.        | C.C. | Source |   | Amount | Amount         |
| <b>PERSONNEL SERVICES</b>                    |        |             |      |        |   |        |                |
| ARA  | 500000 | 60          | 00   | 00     | Regular Salaries                              | 88,037 | 88,037         |
| ARA  | 500016 | 60          | 00   | 00     | Longevity                                     | -      | -              |
| ARA  | 500020 | 60          | 00   | 00     | Regular Overtime                              | 2,455  | 2,455          |
| <b>Benefits:</b>                             |        |             |      |        |   |        | 40,165         |
| ARA  | 500017 | 60          | 00   | 00     | Medical Reimbursements                        | 100    |                |
| ARA  | 500050 | 60          | 00   | 00     | FICA Taxes                                    | 6,985  |                |
| ARA  | 500070 | 60          | 00   | 00     | LGERS Retirement                              | 5,853  |                |
| ARA  | 500080 | 60          | 00   | 00     | 401k  | 4,566  |                |
| ARA  | 500160 | 60          | 00   | 00     | Medical                                       | 19,994 |                |
| ARA  | 500260 | 60          | 00   | 00     | Dental  | 1,584  |                |
| ARA  | 500360 | 60          | 00   | 00     | Life Insurance                                | 518    |                |
| ARA  | 500460 | 60          | 00   | 00     | Disability                                    | 565    |                |
| <b>TOTAL PERSONNEL SERVICES</b>              |        |             |      |        |   |        | <b>130,657</b> |
| <b>OPERATING EXPENSES</b>                    |        |             |      |        |   |        |                |
| <b>Travel and Training</b>                   |        |             |      |        |   |        |                |
| ARA  | 650000 | 60          | 00   | 00     | Travel, Per Diem, Conference Registraion      |        | 3,000          |
|  |        |             |      |        | Customer Services Conference (Coordinator)    | 1,600  |                |
|  |        |             |      |        | NCAA or SEC                                   | 1,400  |                |
| ARA  | 651000 | 60          | 00   | 00     | Training & Education                          |        | 500            |
|  |        |             |      |        | Customer Service Training; FAM tours          | 500    |                |
| <b>Communications and Freight</b>            |        |             |      |        |   |        |                |
| ARA  | 660000 | 60          | 00   | 00     | Postage                                       |        | 600            |
|  |        |             |      |        | Postage                                       | 600    |                |
| ARA  | 661000 | 60          | 00   | 00     | Express Mail Delivery                         |        | 50             |
|  |        |             |      |        | Fed Ex  | 50     |                |
| <b>Rentals and Leases</b>                    |        |             |      |        |   |        |                |
| ARA  | 664000 | 60          | 00   | 00     | Rentals and Leases                            |        | 275            |
|  |        |             |      |        | Postal Supplies (Machine lease, scale)        | 275    |                |
| <b>Printing &amp; Binding</b>                |        |             |      |        |   |        |                |
| ARA  | 730000 | 60          | 00   | 00     | Printing & Binding                            |        | 1,600          |
|  |        |             |      |        | GT Cards/Misc. Printing Needs/Volunteer flyer | 1,600  |                |
| <b>Promotional Activities</b>                |        |             |      |        |   |        |                |
| ARA  | 740005 | 60          | 00   | 00     | Radio   |        | -              |
| ARA  | 740015 | 60          | 00   | 00     | Print   |        | 1,000          |
|  |        |             |      |        | Misc. Print Advertising                       | 1,000  |                |
| ARA  | 740115 | 60          | 00   | 00     | Employee/Tenant Appreciation                  |        | 450            |
|  |        |             |      |        | Volunteer Appreciation and recognition        | 450    |                |
| <b>Other Current Charges and Obligations</b> |        |             |      |        |   |        |                |
| ARA  | 654000 | 60          | 00   | 00     | Bank Charges / Credit Card Fees               |        | 500            |
|  |        |             |      |        | Credit Card Fees                              | 500    |                |
| <b>Operating Supplies</b>                    |        |             |      |        |   |        |                |
| ARA  | 760000 | 60          | 00   | 00     | Office Supplies                               |        | 175            |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

**Guest Services**

**BASIC OPERATING BUDGET**

**FY 2010-2011**

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

| <b>Account Code</b>             |        |      |      |        | <b>Description</b>  | <b>Item Amount</b> | <b>Summary Amount</b> |                |
|---------------------------------|--------|------|------|--------|---|--------------------|-----------------------|----------------|
| Fund                            | Acct.  | Sec. | C.C. | Source |   |                    |                       |                |
|                                 |        |      |      |        | Pitney Bowes Ink, envelopes, postage/packing tape, etc.                                     | 175                |                       |                |
| ARA                             | 770300 | 60   | 00   | 00     | Operating Supplies  |                    | 43,330                |                |
|                                 |        |      |      |        | Attraction Tickets  | 42,780             |                       |                |
|                                 |        |      |      |        | AVL Apparel for Sale  | 550                |                       |                |
| ARA                             | 771000 | 60   | 00   | 00     | Operating Furniture, Fixtures, Equipment and Software<br>Greater than \$100 & up to \$5,000 |                    | 600                   |                |
|                                 |        |      |      |        | Wall Display Case for AVL Apparel sale items  | 600                |                       |                |
| ARA                             | 771500 | 60   | 00   | 00     | Uniforms  |                    | 2,000                 |                |
|                                 |        |      |      |        | Apparel for GS Staff  | 1,500              |                       |                |
|                                 |        |      |      |        | Uniforms/maintenance for volunteers   | 500                |                       |                |
|                                 |        |      |      |        | <b>Books, Publications, Subscriptions and Memberships</b>                                   |                    |                       |                |
| ARA                             | 780500 | 60   | 00   | 00     | Books, Publications, Compact Disks, Videos & Subscriptions                                  |                    | 250                   |                |
|                                 |        |      |      |        | Misc. Publications  | 250                |                       |                |
| ARA                             | 780100 | 60   | 00   | 00     | Dues & Memberships  |                    | 305                   |                |
|                                 |        |      |      |        | AAAE  | 275                |                       |                |
|                                 |        |      |      |        | DOVA  | 30                 |                       |                |
| <b>TOTAL OPERATING EXPENSES</b> |        |      |      |        |   |                    |                       | <b>54,635</b>  |
| <b>SECTION TOTAL</b>            |        |      |      |        |   |                    |                       | <b>185,292</b> |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**Guest Services**

**Fiscal Year 2010/2011**

**Budget to Budget Variance Analysis**

| <b>I.D. #</b> | <b>Description</b>                        | <b>FY 2010<br/>Budget</b> | <b>FY 2011<br/>Budget</b> | <b>Increase/<br/>(Decrease)</b> | <b>Percent</b> | <b>Reason</b>  |
|---------------|---|---------------------------|---------------------------|---------------------------------|----------------|--|
| 500000        | Regular Salaries                          | 85,130                    | 88,037                    | 2,907                           | 3.41%          |  |
| 500020        | Regular Overtime                          | 2,120                     | 2,455                     | 335                             | 15.80%         |  |
| 500016        | Longevity                                 |                           | 0                         | 0                               | N/A            | Budgeted in Admin dept in FY10   |
| 500030        | Allocated Benefits                        | 36,640                    | 0                         | (36,640)                        | -100.00%       |  |
| 500017        | Medical Reimbursements                    |                           | 100                       | 100                             | N/A            | Budgeted in Admin dept in FY10   |
| 500050        | FICA Taxes                                |                           | 6,985                     | 6,985                           | N/A            | Budgeted in Allocated Benefits in FY10   |
| 500070        | LGERS Retirement                          |                           | 5,853                     | 5,853                           | N/A            | Budgeted in Allocated Benefits in FY10   |
| 500080        | 401k                                      |                           | 4,566                     | 4,566                           | N/A            | Budgeted in Allocated Benefits in FY10   |
| 500160        | Medical                                   |                           | 19,994                    | 19,994                          | N/A            | Budgeted in Allocated Benefits in FY10   |
| 500260        | Dental                                    |                           | 1,584                     | 1,584                           | N/A            | Budgeted in Allocated Benefits in FY10   |
| 500360        | Life Insurance                            |                           | 518                       | 518                             | N/A            | Budgeted in Allocated Benefits in FY10   |
| 500460        | Disability                                |                           | 565                       | 565                             | N/A            | Budgeted in Allocated Benefits in FY10   |
|               | <b>Total Personal Services</b>            | <b>123,890</b>            | <b>130,657</b>            | <b>6,767</b>                    | <b>5.46%</b>   |  |
| 604015        | Professional Services - Other             | 1,000                     | 0                         | (1,000)                         | -100.00%       | Credit card fees placed in different account line                                  |
| 604020        | Physicals and Drug Screens                | 1,000                     | 0                         | (1,000)                         | -100.00%       |  |
| 650000        | Travel, Per Diem, Conference Registration | 4,200                     | 3,000                     | (1,200)                         | -28.57%        |  |
| 651000        | Training & Education                      | 2,000                     | 500                       | (1,500)                         | -75.00%        |  |
| 660000        | Postage                                   |                           | 600                       | 600                             | N/A            | Postage for GS included this year as discussed with Finance Director               |
| 661000        | Express Mail Delivery                     |                           | 50                        | 50                              | N/A            | Postage for GS included this year as discussed with Finance Director               |
| 664000        | Rentals and Leases                        |                           | 275                       | 275                             | N/A            | Rental of Pitney Bowes machine   |
| 730000        | Printing & Binding                        | 1,600                     | 1,600                     | 0                               | 0.00%          | Increase due to Strategic Plan - Frequent Parker and pat on the back program       |
| 740005        | Radio                                     | 1,750                     | 0                         | (1,750)                         | -100.00%       |  |
| 740015        | Print                                     | 750                       | 1,000                     | 250                             | 33.33%         | Increase due to Strategic Plan - Frequent Parker                                   |
| 740115        | Employee/Tenant Appreciation              | 1,000                     | 450                       | (550)                           | -55.00%        | Increase due to Tenant Pat on the Back program                                     |
| 654000        | Bank Charges / Credit Card Fees           |                           | 500                       | 500                             | N/A            | Credit card fees   |
| 760000        | Office Supplies                           |                           | 175                       | 175                             | N/A            |  |
| 770300        | Operating Supplies                        | 61,650                    | 43,330                    | (18,320)                        | -29.72%        | Increase due to higher anticipated ticket sales based on the number of GS visitors |

|        |   |                |                |                 |                |   |
|--------|---|----------------|----------------|-----------------|----------------|---|
| 771000 | Operating Furniture, Fixtures and Equipment | 1,100          | 600            | (500)           | -45.45%        | Rental of Pitney Bowes machine placed in different account line |
| 771500 | Uniforms                                    | 3,500          | 2,000          | (1,500)         | -42.86%        |   |
| 780500 | Books & Publications                        | 600            | 250            | (350)           | -58.33%        |   |
| 780100 | Dues & Memberships                          | 510            | 305            | (205)           | -40.20%        | dues increased  |
|        | <b>Total Services &amp; Mat'ls.</b>         | <b>80,660</b>  | <b>54,635</b>  | <b>(26,025)</b> | <b>-32.26%</b> |   |
|        | <b>Department Total</b>                     | <b>204,550</b> | <b>185,292</b> | <b>(19,258)</b> | <b>-9.41%</b>  |   |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**Guest Services**

**Fiscal Year 2010/2011**

**Budget to Actual Variance Analysis**

| <b>I.D. #</b> | <b>Description</b>                          | <b>FY 2010<br/>Actual 4 Months</b> | <b>FY 2010<br/>Estimate</b> | <b>FY 2011<br/>Budget</b> | <b>Increase/<br/>(Decrease)</b> | <b>Percent</b> | <b>Reason</b>  |
|---------------|---|------------------------------------|-----------------------------|---------------------------|---------------------------------|----------------|--|
| 500000        | Regular Salaries                            | 29,300                             | 87,901                      | 88,037                    | 136                             | 0.15%          |  |
| 500016        | Longevity                                   |                                    | 0                           | 0                         | 0                               | N/A            | Recorded in Admin dept in FY10   |
| 500020        | Regular Overtime                            | 744                                | 2,232                       | 2,455                     | 223                             | 9.99%          |  |
| 500017        | Medical Reimbursements                      |                                    | 0                           | 100                       | 100                             | N/A            | Recorded in Admin dept in FY10   |
| 500050        | FICA Taxes                                  | 2,248                              | 6,744                       | 6,985                     | 241                             | 3.57%          |  |
| 500070        | LGERS Retirement                            | 1,111                              | 3,333                       | 5,853                     | 2,520                           | 75.61%         |  |
| 500080        | 401k  | 1,143                              | 3,429                       | 4,566                     | 1,137                           | 33.16%         |  |
| 500160        | Medical                                     | 5,702                              | 17,106                      | 19,994                    | 2,888                           | 16.88%         |  |
| 500260        | Dental                                      | 555                                | 1,665                       | 1,584                     | (81)                            | -4.86%         |  |
| 500360        | Life Insurance                              | 157                                | 471                         | 518                       | 47                              | 9.98%          |  |
| 500460        | Disability                                  | 171                                | 513                         | 565                       | 52                              | 10.14%         |  |
|               | <b>Total Personal Services</b>              | <b>41,131</b>                      | <b>123,394</b>              | <b>130,657</b>            | <b>7,263</b>                    | <b>5.89%</b>   |  |
| 604015        | Professional Services - Other               |                                    | 250                         | 0                         | (250)                           | N/A            | Implementation of POS system delayed until Spring 2010   |
| 604020        | Physicals and Drug Screens                  |                                    | 250                         | 0                         | (250)                           | N/A            |  |
| 650000        | Travel, Per Diem, Conference Registration   | 711                                | 3,200                       | 3,000                     | (200)                           | -6.25%         | GS coordinator was unable to attend CS conference. Otherwise budgeted funds would be expended          |
| 651000        | Training & Education                        | 100                                | 1,200                       | 500                       | (700)                           | -58.33%        | Held off on training class expenditures  |
| 660000        | Postage                                     |                                    | 0                           | 600                       | 600                             | N/A            |  |
| 661000        | Express Mail Delivery                       |                                    | 0                           | 50                        | 50                              | N/A            |  |
| 664000        | Rentals and Leases                          |                                    | 0                           | 275                       | 275                             | N/A            |  |
| 730000        | Printing & Binding                          | 337                                | 1,400                       | 1,600                     | 200                             | 14.29%         | Increase due to strategic plan items, Tenant POB   |
| 740005        | Radio                                       |                                    | 1,750                       | 0                         | (1,750)                         | N/A            |  |
| 740015        | Print                                       |                                    | 1,000                       | 1,000                     | 0                               | N/A            |  |
| 740115        | Employee/Tenant Appreciation                | 37                                 | 400                         | 450                       | 50                              | 12.50%         | anticipate additional volunteers in FY 11, Tenant POB  |
| 654000        | Bank Charges / Credit Card Fees             |                                    | 0                           | 500                       | 500                             | N/A            |  |
| 760000        | Office Supplies                             |                                    | 0                           | 175                       | 175                             | N/A            |  |
| 770300        | Operating Supplies                          |                                    | 20,550                      | 43,330                    | 22,780                          | N/A            | Ticket sales to be implemented in spring. decrease do to pitney bowes moving to different account line |
| 771000        | Operating Furniture, Fixtures and Equipment | 268                                | 1,100                       | 600                       | (500)                           | -45.45%        |  |
| 771500        | Uniforms                                    |                                    | 3,400                       | 2,000                     | (1,400)                         | N/A            |  |
| 780500        | Books & Publications                        |                                    | 200                         | 250                       | 50                              | N/A            |  |
| 780100        | Dues & Memberships                          | 475                                | 510                         | 305                       | (205)                           | -40.20%        |  |
|               | <b>Total Services &amp; Mat'ls.</b>         | <b>1,927</b>                       | <b>35,210</b>               | <b>54,635</b>             | <b>19,425</b>                   | <b>55.17%</b>  |  |
|               | <b>Department Total</b>                     | <b>43,059</b>                      | <b>158,604</b>              | <b>185,292</b>            | <b>26,688</b>                   | <b>16.83%</b>  |  |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

**Information Technology  
BASIC OPERATING BUDGET  
FY 2010-2011**

Fund           ARA  
Department   Information Technology  
Department #   20  
Cost Center    00  
Source         00

| Account Code                    |        | Description |      |        |   | Item    | Summary        |
|---------------------------------|--------|-------------|------|--------|---|---------|----------------|
| Fund                            | Acct.  | Sec.        | C.C. | Source |   | Amount  | Amount         |
| <b>PERSONNEL SERVICES</b>       |        |             |      |        |   |         |                |
| ARA                             | 500000 | 20          | 00   | 00     | Regular Salaries  | 150,103 | 150,103        |
| ARA                             | 500016 | 20          | 00   | 00     | Longevity   | 1,367   | 1,367          |
| ARA                             | 500020 | 20          | 00   | 00     | Regular Overtime  | 720     | 720            |
| <b>Benefits:</b>                |        |             |      |        |   |         | 60,913         |
| ARA                             | 500017 | 20          | 00   | 00     | Medical Reimbursements                                      | 200     |                |
| ARA                             | 500050 | 20          | 00   | 00     | FICA Taxes  | 12,255  |                |
| ARA                             | 500070 | 20          | 00   | 00     | LGERS Retirement  | 10,073  |                |
| ARA                             | 500080 | 20          | 00   | 00     | 401k  | 7,857   |                |
| ARA                             | 500160 | 20          | 00   | 00     | Medical   | 26,154  |                |
| ARA                             | 500260 | 20          | 00   | 00     | Dental  | 2,289   |                |
| ARA                             | 500360 | 20          | 00   | 00     | Life Insurance  | 939     |                |
| ARA                             | 500460 | 20          | 00   | 00     | Disability  | 1,146   |                |
| <b>TOTAL PERSONNEL SERVICES</b> |        |             |      |        |   |         | <b>213,103</b> |
| <b>OPERATING EXPENSES</b>       |        |             |      |        |   |         |                |
| <b>Professional Services</b>    |        |             |      |        |   |         |                |
| ARA                             | 604000 | 20          | 00   | 00     | Professional Services - General                             |         | 13,100         |
|                                 |        |             |      |        | R DPS: Fingerprinting                                       | 4,000   |                |
|                                 |        |             |      |        | R ARAA: Offsite Backup (Cloud)                              | 1,000   |                |
|                                 |        |             |      |        | ARAA: PCI Compliance Monitoring                             | 4,800   |                |
|                                 |        |             |      |        | ARAA: Google Apps Pro Services                              | 1,500   |                |
|                                 |        |             |      |        | IT: Offsite Server Management                               | 1,800   |                |
| ARA                             | 604043 | 20          | 00   | 00     | Website Maintenance   |         | 2,150          |
|                                 |        |             |      |        | ARAA: Netriplex Website Hosting                             | 2,150   |                |
| <b>Contractual Services</b>     |        |             |      |        |   |         |                |
| ARA                             | 644000 | 20          | 00   | 00     | Computer Technical Support                                  |         | 20,793         |
|                                 |        |             |      |        | FINANCE: Microsoft Dynamics Technical Support               | 4,293   |                |
|                                 |        |             |      |        | STS: Cisco Technical Support: VoIP (Year 2)                 | 7,000   |                |
|                                 |        |             |      |        | STS: Cisco Technical Support: Routing (Year 2)              | 7,000   |                |
|                                 |        |             |      |        | IT: Network Support   | 2,500   |                |
| ARA                             | 647000 | 20          | 00   | 00     | Other Contractual Services                                  |         | 28,550         |
|                                 |        |             |      |        | IT: Domain Renewals (All expire in 2011 - Includes Private) | 1,600   |                |
|                                 |        |             |      |        | ARAA: Internet Fax Service                                  | 1,250   |                |
|                                 |        |             |      |        | IT: SSL Certificates  | 600     |                |
|                                 |        |             |      |        | ARAA: Booking Engine/Click Through Flights                  | 5,300   |                |
|                                 |        |             |      |        | ARAA: Flightview for Website                                | 2,700   |                |
|                                 |        |             |      |        | ARAA: Copier Service Agreement (Black)                      | 1,600   |                |
|                                 |        |             |      |        | ARAA: Copier Service Agreement (Color)                      | 4,000   |                |
|                                 |        |             |      |        | MAINT: GasBoy Service Agreement                             | 200     |                |
|                                 |        |             |      |        | MAINT: Infor MP2 Service Agreement                          | 2,800   |                |
|                                 |        |             |      |        | ARAA: Firewall Maintenance and Service Agreement            | 6,000   |                |
|                                 |        |             |      |        | DEV: SDG CapitalVision Service Agreement                    | 2,500   |                |
| ARA                             | 647000 | 20          | 10   | 00     | Other Contractual Services - Terminal                       |         | 127,987        |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Information Technology**  
**BASIC OPERATING BUDGET**  
**FY 2010-2011**

Fund ARA  
 Department Information Technology  
 Department # 20  
 Cost Center 00  
 Source 00

| Account Code                           |        | Description |      |        |  | Item   | Summary |
|--|--------|-------------|------|--------|--|--------|---------|
| Fund                                   | Acct.  | Sec.        | C.C. | Source |  | Amount | Amount  |
|  |        |             |      |        | R STS: AirIT EASE Master Service Agreement (Year 2)      | 43,358 |         |
|  |        |             |      |        | R STS: ComNet Software Master Service Agreement (Year 2) | 33,600 |         |
|  |        |             |      |        | R STS: i-Sys Master Service Agreement (Year 2 of 4)      | 33,260 |         |
|  |        |             |      |        | R STS: Muzak   | 3,000  |         |
|  |        |             |      |        | R Hangar: - Fire Alarm Lines (est)                       | 1,400  |         |
|  |        |             |      |        | R STS: Runway Scan System Service Agreement              | 3,369  |         |
|  |        |             |      |        | R STS: PCI Compliance Audit                              | 10,000 |         |
| ARA                                    | 700300 | 20          | 00   | 00     | Security System Mgt Contract                             |        | -       |
| <b>Travel and Training</b>             |        |             |      |        |  |        |         |
| ARA                                    | 650000 | 20          | 00   | 00     | Travel, Per Diem, Conference Registraion                 |        | 6,900   |
|  |        |             |      |        | IT: ACI-NA Annual Conference                             | 2,300  |         |
|  |        |             |      |        | IT: Local Travel   | 2,400  |         |
|  |        |             |      |        | IT: AAAE Airport Business Management                     | 2,200  |         |
| ARA                                    | 651000 | 20          | 00   | 00     | Training & Education                                     |        | 2,000   |
|  |        |             |      |        | IT: Cisco Training                                       | 2,000  |         |
|  |        |             |      |        | IT: Website Training                                     | -      |         |
| <b>Communications and Freight</b>      |        |             |      |        |  |        |         |
| ARA                                    | 662000 | 20          | 00   | 00     | Telecommunications                                       |        | 52,136  |
|  |        |             |      |        | ARAA: Voice (NUVOX) Main - Terminal                      | 3,900  |         |
|  |        |             |      |        | ARAA: Voice (NUVOX) Fall Over - Maintenance Bldg         | 6,552  |         |
|  |        |             |      |        | ARAA: Data (NUVOX) 10M metroE                            | 17,004 |         |
|  |        |             |      |        | MAINT: 828-687-1765 - Fire Alarm Lines                   | 1,400  |         |
|  |        |             |      |        | ARAA: Cell/Mobile  | 13,980 |         |
|  |        |             |      |        | ARAA: Long Distance                                      | 2,400  |         |
|  |        |             |      |        | DPS: Emergency Copper Line                               | 660    |         |
|  |        |             |      |        | ARAA: Add'l Emergency Copper Lines for Tenants (5 qty)   | 3,300  |         |
|  |        |             |      |        | ARAA: Emergency Mobile (DPS & Maintenance)               | 2,940  |         |
| ARA                                    | 663000 | 20          | 00   | 00     | Online Services  |        | 300     |
|  |        |             |      |        | IT: Static IP Addresses (Web, Firewall, VoIP, STS)       | 300    |         |
| <b>Rentals and Leases</b>              |        |             |      |        |  |        |         |
| ARA                                    | 664000 | 20          | 00   | 00     | Rentals and Leases                                       |        | 12,220  |
|  |        |             |      |        | ARAA: Savin Lease  | 4,260  |         |
|  |        |             |      |        | MAINT/DPS: Savin(s) Lease                                | 6,000  |         |
|  |        |             |      |        | GUEST: Savin Lease                                       | 1,960  |         |
| <b>General Repairs and Maintenance</b> |        |             |      |        |  |        |         |
| ARA                                    | 710000 | 20          | 00   | 00     | General Repairs and Maintenance                          |        | 5,000   |
|  |        |             |      |        | R IT: Shared Tenant Services                             | 1,500  |         |
|  |        |             |      |        | DPS: Maintenance for Liebert UPS at DPS (Year 3 - 2011)  | 1,500  |         |
|  |        |             |      |        | IT: General Maintenance                                  | 2,000  |         |
| <b>Operating Supplies</b>              |        |             |      |        |  |        |         |
| ARA                                    | 770300 | 20          | 10   | 00     | Operating Supplies                                       |        | 39,168  |
|  |        |             |      |        | R COMMON USE: Laser Printer Toner                        | 1,680  |         |
|  |        |             |      |        | R COMMON USE: Laser Printer Fuser                        | 1,320  |         |
|  |        |             |      |        | R COMMON USE: Bag Tag Stock (United - Estimate)          | 437    |         |
|  |        |             |      |        | R COMMON USE: Boarding Pass Stock (United - Estimate)    | 13,104 |         |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Information Technology**  
**BASIC OPERATING BUDGET**  
**FY 2010-2011**

Fund           ARA  
Department   Information Technology  
Department #   20  
Cost Center    00  
Source         00

| <b>Account Code</b>             |        |      |      |        | <b>Description</b>  | <b>Item</b> | <b>Summary</b> |                |
|---------------------------------|--------|------|------|--------|---|-------------|----------------|----------------|
| Fund                            | Acct.  | Sec. | C.C. | Source |   | Amount      | Amount         |                |
|                                 |        |      |      |        | R COMMON USE: Bag Tag Stock (AirTran - Estimate)                      | 75          |                |                |
|                                 |        |      |      |        | R COMMON USE: Boarding Pass Stock (AirTran - Estimate)                | 6,552       |                |                |
| ARA                             | 770300 | 20   | 00   | 00     | <b>Operating Supplies</b>   |             |                |                |
|                                 |        |      |      |        | ARAA: Mobile Phone Accessories & Supplies                             | 2,200       |                |                |
|                                 |        |      |      |        | IT: Misc Computer Supplies  | 1,800       |                |                |
|                                 |        |      |      |        | ARAA: Printer Ink and Toner   | 5,000       |                |                |
|                                 |        |      |      |        | IT: Utility Software Updates  | 5,000       |                |                |
|                                 |        |      |      |        | IT: Computer Office Supplies  | 2,000       |                |                |
| ARA                             | 771000 | 20   | 00   | 00     | <b>Operating Furniture, Fixtures, Equipment and Software</b>          |             | 18,650         |                |
|                                 |        |      |      |        | <b>Greater than \$100 &amp; up to \$5,000</b>                         |             |                |                |
|                                 |        |      |      |        | MARKETING: Coordinator Computer w/4 yr Warranty                       | 1,400       |                |                |
|                                 |        |      |      |        | ADMIN: Director Laptop w/4 yr Warranty                                | 2,600       |                |                |
|                                 |        |      |      |        | DPS: Chief's Laptop w/4 yr Warranty                                   | 4,000       |                |                |
|                                 |        |      |      |        | DEV: AutoCad  | 1,200       |                |                |
|                                 |        |      |      |        | IT: Power Management  | 1,000       |                |                |
|                                 |        |      |      |        | IT: Network Management  | 1,000       |                |                |
|                                 |        |      |      |        | ARAA: Eset NOD32  | 1,400       |                |                |
|                                 |        |      |      |        | ARAA: Google Apps Premiere (61 accounts)                              | 3,050       |                |                |
|                                 |        |      |      |        | ARAA: Adobe Acrobat 9 Professional                                    | -           |                |                |
|                                 |        |      |      |        | ARAA: Bandwidth appliance   | -           |                |                |
|                                 |        |      |      |        | ARAA: Drobo FailOver NAS (Offsite Storage)                            | 3,000       |                |                |
|                                 |        |      |      |        | <b>Books, Publications, Subscriptions and Memberships</b>             |             |                |                |
| ARA                             | 780500 | 20   | 00   | 00     | <b>Books, Publications, Compact Disks, Videos &amp; Subscriptions</b> |             | 2,800          |                |
|                                 |        |      |      |        | IT: 2011 Policy and Procedure   | 500         |                |                |
|                                 |        |      |      |        | IT: General Publications  | 750         |                |                |
|                                 |        |      |      |        | IT: Networking Publications   | 500         |                |                |
|                                 |        |      |      |        | IT: Microsoft TechNet   | 1,050       |                |                |
| ARA                             | 780100 | 20   | 00   | 00     | <b>Dues &amp; Memberships</b>   |             | 845            |                |
|                                 |        |      |      |        | NCAA  | 120         |                |                |
|                                 |        |      |      |        | AAAE  | 275         |                |                |
|                                 |        |      |      |        | AAAE-SEC  | 150         |                |                |
|                                 |        |      |      |        | Experts-exchange  | 300         |                |                |
| <b>TOTAL OPERATING EXPENSES</b> |        |      |      |        |   |             |                | <b>332,599</b> |
| <b>SECTION TOTAL</b>            |        |      |      |        |   |             |                | <b>545,702</b> |



**ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**Information Technology**

**Fiscal Year 2010/2011**

**Budget to Budget Variance Analysis**

| <b>I.D. #</b> | <b>Description</b>                        | <b>FY 2010<br/>Budget</b> | <b>FY 2011<br/>Budget</b> | <b>Increase/<br/>(Decrease)</b> | <b>Percent</b> | <b>Reason</b>  |
|---------------|---|---------------------------|---------------------------|---------------------------------|----------------|--|
| 500000        | Regular Salaries                          | 143,150                   | 150,103                   | 6,953                           | 4.86%          |  |
| 500016        | Longevity                                 | 0                         | 1,367                     | 1,367                           | N/A            | Budgeted in Admin dept in FY10   |
| 500020        | Regular Overtime                          | 720                       | 720                       | 0                               | 0.00%          |  |
| 500030        | Allocated Benefits                        | 60,130                    | 0                         | (60,130)                        | -100.00%       |  |
| 500017        | Medical Reimbursements                    |                           | 200                       | 200                             | N/A            | Budgeted in Admin dept in FY10   |
| 500050        | FICA Taxes                                |                           | 12,255                    | 12,255                          | N/A            | Budgeted in Allocated Benefits in FY10   |
| 500070        | LGERS Retirement                          |                           | 10,073                    | 10,073                          | N/A            | Budgeted in Allocated Benefits in FY10   |
| 500080        | 401k                                      |                           | 7,857                     | 7,857                           | N/A            | Budgeted in Allocated Benefits in FY10   |
| 500160        | Medical                                   |                           | 26,154                    | 26,154                          | N/A            | Budgeted in Allocated Benefits in FY10   |
| 500260        | Dental                                    |                           | 2,289                     | 2,289                           | N/A            | Budgeted in Allocated Benefits in FY10   |
| 500360        | Life Insurance                            |                           | 939                       | 939                             | N/A            | Budgeted in Allocated Benefits in FY10   |
| 500460        | Disability                                |                           | 1,146                     | 1,146                           | N/A            | Budgeted in Allocated Benefits in FY10   |
|               | <b>Total Personal Services</b>            | <b>204,000</b>            | <b>213,103</b>            | <b>9,103</b>                    | <b>4.46%</b>   |  |
| 604000        | Professional Services - General           | 9,500                     | 13,100                    | 3,600                           | 37.89%         | Increase costs for fingerprinting. New PCI compliance monitoring implemented.  |
| 604043        | Website Maintenance                       | 2,150                     | 2,150                     | 0                               | 0.00%          |  |
| 644000        | Computer Tech. Support                    | 21,920                    | 20,793                    | (1,127)                         | -5.14%         |  |
| 647000        | Other Contractual Services                | 60,380                    | 28,550                    | (31,830)                        | -52.72%        | FY2010 Service Agreements (SA) + New SA's moved to OCS: Terminal   |
|               | Other Contractual Services: Terminal      | 0                         | 127,987                   | 127,987                         | N/A            | i-SYS Contract 12 month from 8 month. Musak, Com-Net, EASE, Fire Alarm, Scan System and PCI compliance added to this line item |
| 700300        | Security System Mgt Contract              | 20,170                    | 0                         | (20,170)                        | -100.00%       | i-Sys Contract moved to "Other Contractual Services: Terminal"   |
| 650000        | Travel, Per Diem, Conference Registration | 10,200                    | 6,900                     | (3,300)                         | -32.35%        |  |
| 651000        | Training & Education                      | 4,400                     | 2,000                     | (2,400)                         | -54.55%        |  |
| 662000        | Telecommunications                        | 51,960                    | 52,136                    | 176                             | 0.34%          | Increase bandwidth from 3M to 10M  |
| 663000        | Online Services                           | 170                       | 300                       | 130                             | 76.47%         | Increase in IP Addresses for Common Use  |
| 664000        | Rentals and Leases                        | 12,220                    | 12,220                    | 0                               | 0.00%          | In Years 2-3 of Copier Agreements. Will re-evaluate contracts as needed.   |
| 710000        | General Repairs and Maintenance           | 6,400                     | 5,000                     | (1,400)                         | -21.88%        |  |

|        |   |                |                |               |               |   |
|--------|---|----------------|----------------|---------------|---------------|---|
| 770300 | Operating Supplies                          | 16,250         | 39,168         | 22,918        | 141.03%       | Common Use Airline Supplies and stock for printing (Airtran & United) |
| 771000 | Operating Furniture, Fixtures and Equipment | 26,660         | 18,650         | (8,010)       | -30.05%       |   |
| 780500 | Books & Publications                        | 2,800          | 2,800          | 0             | 0.00%         |   |
| 780100 | Dues & Memberships                          | 1,320          | 845            | (475)         | -35.98%       |   |
| 780503 | Licenses & Certifications                   | 200            | 0              | (200)         | -100.00%      |   |
|        | <b>Total Services &amp; Mat'ls.</b>         | <b>246,700</b> | <b>332,599</b> | <b>85,899</b> | <b>34.82%</b> |   |
|        | <b>Department Total</b>                     | <b>450,700</b> | <b>545,702</b> | <b>95,002</b> | <b>21.08%</b> |   |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**Information Technology**

**Fiscal Year 2010/2011**

**Budget to Actual Variance Analysis**

| <b>I.D. #</b> | <b>Description</b>                          | <b>FY 2010<br/>Actual 4 Months</b> | <b>FY 2010<br/>Estimate</b> | <b>FY 2011<br/>Budget</b> | <b>Increase/<br/>(Decrease)</b> | <b>Percent</b> | <b>Reason</b>   |
|---------------|---|------------------------------------|-----------------------------|---------------------------|---------------------------------|----------------|---|
| 500000        | Regular Salaries                            | 45,289                             | 133,609                     | 150,103                   | 16,494                          | 12.34%         | Some positions vacant part of FY10  |
| 500016        | Longevity                                   | 0                                  | 0                           | 1,367                     | 1,367                           | N/A            | Recorded in Admin dept in FY10  |
| 500020        | Regular Overtime                            | 0                                  | 0                           | 720                       | 720                             | N/A            |   |
| 500017        | Medical Reimbursements                      | 0                                  | 0                           | 200                       | 200                             | N/A            | Recorded in Admin dept in FY10  |
| 500050        | FICA Taxes                                  | 3,426                              | 10,278                      | 12,255                    | 1,977                           | 19.24%         |   |
| 500070        | LGERS Retirement                            | 2,334                              | 7,002                       | 10,073                    | 3,071                           | 43.86%         |   |
| 500080        | 401k  | 2,341                              | 7,023                       | 7,857                     | 834                             | 11.88%         |   |
| 500160        | Medical                                     | 7,487                              | 22,461                      | 26,154                    | 3,693                           | 16.44%         |   |
| 500260        | Dental                                      | 683                                | 2,049                       | 2,289                     | 240                             | 11.71%         |   |
| 500360        | Life Insurance                              | 284                                | 852                         | 939                       | 87                              | 10.21%         |   |
| 500460        | Disability                                  | 347                                | 1,041                       | 1,146                     | 105                             | 10.09%         |   |
|               | <b>Total Personal Services</b>              | <b>62,191</b>                      | <b>184,315</b>              | <b>213,103</b>            | <b>28,788</b>                   | <b>15.62%</b>  |   |
| 604000        | Professional Services - General             | 1,977                              | 12,000                      | 13,100                    | 1,100                           | 9.17%          | Fingerprinting increase due to additional employees and tenants. PCI monitoring implemented for new fiscal. |
| 604040        | Computer Systems                            |                                    | 0                           | 0                         | 0                               | N/A            |   |
| 604043        | Website Maintenance                         |                                    | 2,150                       | 2,150                     | 0                               | N/A            |   |
| 644000        | Computer Tech. Support                      | 4,867                              | 22,393                      | 20,793                    | (1,600)                         | -7.15%         |   |
| 647000        | Other Contractual Services                  | 19,654                             | 58,961                      | 156,537                   | 97,576                          | 165.49%        | Move Firewall from OFF&E, Common Use Support, New PCI Compliance, Additional Firewalls for growing network. |
| 700300        | Security System Mgt Contract                | 0                                  | 20,170                      | 0                         | (20,170)                        | N/A            | Moved to OCS.Terminal Account Code  |
| 650000        | Travel, Per Diem, Conference Registration   | 3,124                              | 10,400                      | 6,900                     | (3,500)                         | -33.65%        | Less travel to be taken in 2010-2011  |
| 651000        | Training & Education                        | 0                                  | 0                           | 2,000                     | 2,000                           | N/A            |   |
| 662000        | Telecommunications                          | 16,639                             | 51,960                      | 52,136                    | 176                             | 0.34%          | Increase bandwidth for increased service to tenants and authority   |
| 663000        | Online Services                             |                                    | 0                           | 300                       | 300                             | N/A            |   |
| 664000        | Rentals and Leases                          | 4,562                              | 12,220                      | 12,220                    | 0                               | 0.00%          |   |
| 710000        | General Repairs and Maintenance             | 6,122                              | 6,400                       | 5,000                     | (1,400)                         | -21.88%        |   |
| 770300        | Operating Supplies                          | 2,537                              | 16,250                      | 39,168                    | 22,918                          | 141.03%        | Common Use Supplies and stock for printing  |
| 771000        | Operating Furniture, Fixtures and Equipment | 5,185                              | 26,660                      | 18,650                    | (8,010)                         | -30.05%        |   |
| 780500        | Books & Publications                        | 378                                | 2,800                       | 2,800                     | 0                               | 0.00%          |   |
| 780100        | Dues & Memberships                          | 315                                | 944                         | 845                       | (99)                            | -10.44%        |   |
| 780503        | Licenses & Certifications                   |                                    | 0                           | 0                         | 0                               | N/A            |   |
|               | <b>Total Services &amp; Mat'ls.</b>         | <b>65,358</b>                      | <b>243,307</b>              | <b>332,599</b>            | <b>89,292</b>                   | <b>36.70%</b>  |   |
|               | <b>Department Total</b>                     | <b>127,549</b>                     | <b>427,622</b>              | <b>545,702</b>            | <b>118,080</b>                  | <b>27.61%</b>  |   |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Marketing & Public Relations**  
**BASIC OPERATING BUDGET**  
**FY 2010-2011**

Fund           ARA  
Department   MPR  
Department #   30  
Cost Center     00  
Source         00

| <b>Account Code</b>                    |        | <b>Description</b> |      |        | <b>Item</b>                               | <b>Summary</b> |                |
|--|--------|--------------------|------|--------|---|----------------|----------------|
| Fund                                   | Acct.  | Sec.               | C.C. | Source | Amount                                    | Amount         |                |
| <b>PERSONNEL SERVICES</b>              |        |                    |      |        |   |                |                |
| ARA                                    | 500000 | 30                 | 00   | 00     | Regular Salaries                          | 147,487        | 147,487        |
| ARA                                    | 500016 | 30                 | 00   | 00     | Longevity                                 | 2,275          | 2,275          |
| ARA                                    | 500020 | 30                 | 00   | 00     | Regular Overtime                          | 500            | 500            |
| <u>Benefits:</u>                       |        |                    |      |        |   |                |                |
| ARA                                    | 500017 | 30                 | 00   | 00     | Medical Reimbursements                    | 200            | 51,339         |
| ARA                                    | 500050 | 30                 | 00   | 00     | FICA Taxes                                | 11,959         |                |
| ARA                                    | 500070 | 30                 | 00   | 00     | LGERS Retirement                          | 9,944          |                |
| ARA                                    | 500080 | 30                 | 00   | 00     | 401k                                      | 7,757          |                |
| ARA                                    | 500160 | 30                 | 00   | 00     | Medical                                   | 18,480         |                |
| ARA                                    | 500260 | 30                 | 00   | 00     | Dental                                    | 1,092          |                |
| ARA                                    | 500360 | 30                 | 00   | 00     | Life Insurance                            | 935            |                |
| ARA                                    | 500460 | 30                 | 00   | 00     | Disability                                | 972            |                |
| <b>TOTAL PERSONNEL SERVICES</b>        |        |                    |      |        |   |                | <b>201,601</b> |
| <b>OPERATING EXPENSES</b>              |        |                    |      |        |   |                |                |
| <b>Professional Services</b>           |        |                    |      |        |   |                |                |
| ARA                                    | 604016 | 30                 | 00   | 00     | Artwork and Creative Production           |                | 10,000         |
|  |        |                    |      |        | Artwork and Creative Production           | 5,000          |                |
|  |        |                    |      |        | New TV Commercial, radio spots            | 5,000          |                |
| ARA                                    | 604017 | 30                 | 00   | 00     | Surveys, Reports & Data                   |                | 34,500         |
|  |        |                    |      |        | Air Service Survey                        | 10,000         |                |
|  |        |                    |      |        | Website                                   | 22,500         |                |
|  |        |                    |      |        | E-Newsletter upgrades, distribution       | 2,000          |                |
| ARA                                    | 641000 | 30                 | 00   | 00     | Temporary Help                            |                | 1,350          |
|  |        |                    |      |        | Holiday help                              | 750            |                |
|  |        |                    |      |        | Receptionist coverage                     | 600            |                |
| <b>Travel and Training</b>             |        |                    |      |        |   |                |                |
| ARA                                    | 650000 | 30                 | 00   | 00     | Travel, Per Diem, Conference Registration |                | 12,050         |
|  |        |                    |      |        | ACI Marketing & Communications/Jumpstart  | 2,750          |                |
|  |        |                    |      |        | AAE/ACI Annual Conference                 | 2,750          |                |
|  |        |                    |      |        | NC Governors conference on tourism        | 900            |                |
|  |        |                    |      |        | Airline Meetings                          | 2,000          |                |
|  |        |                    |      |        | Networking functions                      | 50             |                |
|  |        |                    |      |        | Local Travel                              | 3,600          |                |
| ARA                                    | 651000 | 30                 | 00   | 00     | Training & Education                      |                | 2,200          |
|  |        |                    |      |        | Professional Development                  | 500            |                |
|  |        |                    |      |        | Sabre Roundtable                          | 1,700          |                |
| <b>General Repairs and Maintenance</b> |        |                    |      |        |   |                |                |
| ARA                                    | 710000 | 30                 | 00   | 00     | General Repairs and Maintenance           |                | 100            |
|  |        |                    |      |        | Piano Tuning                              | 100            |                |
| <b>Printing &amp; Binding</b>          |        |                    |      |        |   |                |                |
| ARA                                    | 730000 | 30                 | 00   | 00     | Printing & Binding                        |                | 5,775          |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Marketing & Public Relations**  
**BASIC OPERATING BUDGET**  
**FY 2010-2011**

Fund ARA  
 Department MPR  
 Department # 30  
 Cost Center 00  
 Source 00

| Account Code |        | Description |      |        |   | Item   | Summary |
|--------------|--------|-------------|------|--------|---|--------|---------|
| Fund         | Acct.  | Sec.        | C.C. | Source |   | Amount | Amount  |
|              |        |             |      |        | Misc. Print projects, brochures, holiday cards, name tags | 5,000  |         |
|              |        |             |      |        | General Aviation Brochure                                 | 500    |         |
|              |        |             |      |        | History Board revisions - new Authority poster, etc.      | 275    |         |
| ARA          | 730001 | 30          | 00   | 00     | <b>Banners</b>  |        | 500     |
|              |        |             |      |        | Banners for various events - Chamber BAH                  | 250    |         |
|              |        |             |      |        | 50th anniversary  | 250    |         |
|              |        |             |      |        | <b>Promotional Activities</b>                             |        |         |
| ARA          | 740005 | 30          | 00   | 00     | <b>Radio</b>  |        | 64,292  |
|              |        |             |      |        | Clear Channel   | 8,000  |         |
|              |        |             |      |        | Saga - July - December Committed                          | 16,092 |         |
|              |        |             |      |        | Saga - January 2011-June 2011                             | 17,500 |         |
|              |        |             |      |        | WHKP  | 2,700  |         |
|              |        |             |      |        | External markets  | 7,500  |         |
|              |        |             |      |        | Public Radio WNCW, WCQS                                   | 7,500  |         |
|              |        |             |      |        | WTZQ, WSQL, Other   | 5,000  |         |
| ARA          | 740010 | 30          | 00   | 00     | <b>Billboards</b>   |        | 20,000  |
|              |        |             |      |        | Lamar/Fairway   | 17,000 |         |
|              |        |             |      |        | Asheville tourists  | 3,000  |         |
| ARA          | 740015 | 30          | 00   | 00     | <b>Print</b>  |        | 36,750  |
|              |        |             |      |        | Journal Communications - AVL - CVB                        | 2,200  |         |
|              |        |             |      |        | Mountain Seasons - Henderson County CVB                   | 850    |         |
|              |        |             |      |        | WNC Magazine  | 5,000  |         |
|              |        |             |      |        | Citizen Times   | 1,500  |         |
|              |        |             |      |        | Times News  | 1,000  |         |
|              |        |             |      |        | Misc. print opportunities                                 | 6,000  |         |
|              |        |             |      |        | Economic Development - Business NC 2011                   | 2,500  |         |
|              |        |             |      |        | Southern Living   | 14,000 |         |
|              |        |             |      |        | Sophie  | 3,700  |         |
| ARA          | 740020 | 30          | 00   | 00     | <b>TV</b>   |        | 53,500  |
|              |        |             |      |        | WLOS  | 25,000 |         |
|              |        |             |      |        | Charter   | 25,000 |         |
|              |        |             |      |        | Misc. TV  | 3,500  |         |
| ARA          | 740030 | 30          | 00   | 00     | <b>Telephone Book</b>                                     |        | 1,375   |
|              |        |             |      |        | Yellowbook  | 650    |         |
|              |        |             |      |        | Bellsouth   | 725    |         |
| ARA          | 740100 | 30          | 00   | 00     | <b>Other Promotional Events/Sponsorships</b>              |        | 10,000  |
|              |        |             |      |        | Fly Aways/ Promotions                                     | 10,000 |         |
| ARA          | 740101 | 30          | 00   | 00     | <b>Community Events/Exhibits/Sponsorships</b>             |        | 23,600  |
|              |        |             |      |        | Asheville Chamber Business Awards, banquets               | 2,000  |         |
|              |        |             |      |        | Henderson Chamber   | 750    |         |
|              |        |             |      |        | Land of Sky   | 2,750  |         |
|              |        |             |      |        | Apple or White Squirrel                                   | 3,500  |         |
|              |        |             |      |        | WNC Nature Center, Asheville Symphony, Misc.              | 2,500  |         |
|              |        |             |      |        | Women's Expo  | 500    |         |
|              |        |             |      |        | Health Adventure /Momentum                                | 5,000  |         |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Marketing & Public Relations**  
**BASIC OPERATING BUDGET**  
**FY 2010-2011**

Fund ARA  
 Department MPR  
 Department # 30  
 Cost Center 00  
 Source 00

| Account Code |        | Description |      |        |   | Item   | Summary |
|--------------|--------|-------------|------|--------|---|--------|---------|
| Fund         | Acct.  | Sec.        | C.C. | Source |   | Amount | Amount  |
|              |        |             |      |        | Arboretum   | 2,500  |         |
|              |        |             |      |        | Camp Director Breakfast   | 100    |         |
|              |        |             |      |        | A-Gates Celebration   | 1,000  |         |
|              |        |             |      |        | 50th Anniversary celebration  | 3,000  |         |
| ARA          | 740115 | 30          | 00   | 00     | Employee/Tenant Appreciation  |        | 4,750   |
|              |        |             |      |        | Tenant BBQ  | 4,000  |         |
|              |        |             |      |        | Tenant Holiday Thank You  | 750    |         |
|              |        |             |      |        | <b>Operating Supplies</b>   |        |         |
| ARA          | 770301 | 30          | 00   | 00     | Art Program Supplies  |        | 2,250   |
|              |        |             |      |        | Posters, supplies, etc.   | 750    |         |
|              |        |             |      |        | Brochures, Postcards  | 1,500  |         |
| ARA          | 770305 | 30          | 00   | 00     | Promotional Items   |        | 15,775  |
|              |        |             |      |        | Luggage tags, emory boards, and pens  | 2,250  |         |
|              |        |             |      |        | coffee mugs, water bottles or travel mugs   | 2,250  |         |
|              |        |             |      |        | In kind for Land of Sky   | 2,250  |         |
|              |        |             |      |        | Hats/Tshirts  | 2,000  |         |
|              |        |             |      |        | Picture Frames - Honor Air  | 1,525  |         |
|              |        |             |      |        | Staff Apparel items   | 1,500  |         |
|              |        |             |      |        | A Gates Opening Promotional item  | 2,000  |         |
|              |        |             |      |        | 50th Anniversary celebration  | 2,000  |         |
| ARA          | 770310 | 30          | 00   | 00     | Holiday Decorations   |        | 1,000   |
|              |        |             |      |        | Chairs, stage, other equipment, replacement of tree lights                                  | 1,000  |         |
| ARA          | 771000 | 30          | 00   | 00     | Operating Furniture, Fixtures, Equipment and Software<br>Greater than \$100 & up to \$5,000 |        | 950     |
|              |        |             |      |        | Replacement Desk Chair  | 450    |         |
|              |        |             |      |        | Muslin backdrop, lighting for photos  | 250    |         |
|              |        |             |      |        | Video Editing software  | 250    |         |
|              |        |             |      |        | <b>Books, Publications, Subscriptions and Memberships</b>                                   |        |         |
| ARA          | 780500 | 30          | 00   | 00     | Books, Publications, Compact Disks, Videos & Subscriptions                                  |        | 950     |
|              |        |             |      |        | royalty free photos, CDs for ad design/misc. pubs   | 500    |         |
|              |        |             |      |        | AP Style Guides/Communications Arts/Ad Age  | 25     |         |
|              |        |             |      |        | Citizen Times subscription  | 225    |         |
|              |        |             |      |        | Times News subscription   | 200    |         |
| ARA          | 780100 | 30          | 00   | 00     | Dues & Memberships  |        | 4,927   |
|              |        |             |      |        | Asheville Chamber   | 630    |         |
|              |        |             |      |        | Haywood Chamber   | 395    |         |
|              |        |             |      |        | Hendersonville Chamber  | 472    |         |
|              |        |             |      |        | Jackson Chamber   | 210    |         |
|              |        |             |      |        | Madison Chamber   | 270    |         |
|              |        |             |      |        | McDowell Chamber  | 175    |         |
|              |        |             |      |        | Mitchell County Chamber   | 350    |         |
|              |        |             |      |        | Polk Chamber  | 375    |         |
|              |        |             |      |        | Rutherford Chamber  | 220    |         |
|              |        |             |      |        | Transylvania/Brevard Chamber  | 360    |         |
|              |        |             |      |        | Yancey Chamber  | 280    |         |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Marketing & Public Relations**  
**BASIC OPERATING BUDGET**  
**FY 2010-2011**

Fund           ARA  
 Department   MPR  
 Department #   30  
 Cost Center   00  
 Source         00

| Account Code                    |       |      |      |        | Description                        | Item Amount | Summary Amount |
|---------------------------------|-------|------|------|--------|------------------------------------|-------------|----------------|
| Fund                            | Acct. | Sec. | C.C. | Source |                                    |             |                |
|                                 |       |      |      |        | Blue Ridge Mountain Host           | 600         |                |
|                                 |       |      |      |        | Fletcher Area Business Association | 100         |                |
|                                 |       |      |      |        | AAAE                               | 275         |                |
|                                 |       |      |      |        | ACI                                | 140         |                |
|                                 |       |      |      |        | SEC AAAE                           | 40          |                |
|                                 |       |      |      |        | PRAWNC                             | 35          |                |
| <b>TOTAL OPERATING EXPENSES</b> |       |      |      |        |                                    |             | 306,594        |
| <b>SECTION TOTAL</b>            |       |      |      |        |                                    |             | 508,195        |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**Marketing & Public Relations**

**Fiscal Year 2010/2011**

**Budget to Budget Variance Analysis**

| <b>I.D. #</b> | <b>Description</b>                        | <b>FY 2010<br/>Budget</b> | <b>FY 2011<br/>Budget</b> | <b>Increase/<br/>(Decrease)</b> | <b>Percent</b> | <b>Reason</b>   |
|---------------|---|---------------------------|---------------------------|---------------------------------|----------------|---|
| 500000        | Regular Salaries                          | 140,610                   | 147,487                   | 6,877                           | 4.89%          |   |
| 500016        | Longevity                                 |                           | 2,275                     | 2,275                           | N/A            | Budgeted in Admin dept in FY10                          |
| 500020        | Regular Overtime                          | 300                       | 500                       | 200                             | 66.67%         |   |
| 500030        | Allocated Benefits                        | 59,190                    | 0                         | (59,190)                        | -100.00%       |   |
| 500017        | Medical Reimbursements                    |                           | 200                       | 200                             | N/A            | Budgeted in Admin dept in FY10                          |
| 500050        | FICA Taxes                                |                           | 11,959                    | 11,959                          | N/A            | Budgeted in Allocated Benefits in FY10                  |
| 500070        | LGERS Retirement                          |                           | 9,944                     | 9,944                           | N/A            | Budgeted in Allocated Benefits in FY10                  |
| 500080        | 401k                                      |                           | 7,757                     | 7,757                           | N/A            | Budgeted in Allocated Benefits in FY10                  |
| 500160        | Medical                                   |                           | 18,480                    | 18,480                          | N/A            | Budgeted in Allocated Benefits in FY10                  |
| 500260        | Dental                                    |                           | 1,092                     | 1,092                           | N/A            | Budgeted in Allocated Benefits in FY10                  |
| 500360        | Life Insurance                            |                           | 935                       | 935                             | N/A            | Budgeted in Allocated Benefits in FY10                  |
| 500460        | Disability                                |                           | 972                       | 972                             | N/A            | Budgeted in Allocated Benefits in FY10                  |
|               | <b>Total Personal Services</b>            | <b>200,100</b>            | <b>201,601</b>            | <b>1,501</b>                    | <b>0.75%</b>   |   |
| 604000        | Professional Services - General           | 10,537                    | 0                         | (10,537)                        | -100.00%       | Departure Media LCD relocation/installation             |
| 604016        | Artwork and Creative Production           | 13,500                    | 10,000                    | (3,500)                         | -25.93%        |   |
| 604017        | Surveys, Reports & Data                   | 15,000                    | 34,500                    | 19,500                          | 130.00%        | Increase due to Strategic Plan items                    |
| 641000        | Temporary Help                            | 1,500                     | 1,350                     | (150)                           | -10.00%        |   |
| 650000        | Travel, Per Diem, Conference Registration | 17,200                    | 12,050                    | (5,150)                         | -29.94%        |   |
| 651000        | Training & Education                      | 2,000                     | 2,200                     | 200                             | 10.00%         | properly budgeting roundtable in training and education |
| 710000        | General Repairs and Maintenance           | 100                       | 100                       | 0                               | 0.00%          |   |
| 730000        | Printing & Binding                        | 7,300                     | 5,775                     | (1,525)                         | -20.89%        |   |
| 730001        | Banners                                   | 500                       | 500                       | 0                               | 0.00%          |   |
| 730010        | Comment Cards                             | 300                       | 0                         | (300)                           | -100.00%       | will assume this cost under Printing and Binding        |
| 740005        | Radio                                     | 66,200                    | 64,292                    | (1,908)                         | -2.88%         | Costs per spot increased                                |
| 740010        | Billboards                                | 27,300                    | 20,000                    | (7,300)                         | -26.74%        |   |
| 740015        | Print                                     | 38,400                    | 36,750                    | (1,650)                         | -4.30%         |   |
| 740020        | TV  | 49,000                    | 53,500                    | 4,500                           | 9.18%          | Costs per spot increased                                |



|        |  |                |                |                 |               |  |
|--------|--|----------------|----------------|-----------------|---------------|--|
| 740030 | Telephone Book                               | 2,420          | 1,375          | (1,045)         | -43.18%       | We have decreased our ad sizes since many turn to the Internet for phone numbers |
| 740100 | Promotional Events/Sponsorships              | 19,000         | 10,000         | (9,000)         | -47.37%       | Decreasing here slightly to focus on Community                                   |
| 740101 | Other Community Events/Exhibits/Sponsorships | 24,300         | 23,600         | (700)           | -2.88%        | Strategic Plan Projects, A-Gates Opening   |
| 740115 | Employee/Tenant Appreciation                 | 4,900          | 4,750          | (150)           | -3.06%        |  |
| 770301 | Art Program                                  | 2,250          | 2,250          | 0               | 0.00%         |  |
| 770305 | Promotional Items                            | 14,750         | 15,775         | 1,025           | 6.95%         | Increase due to A-Gates and 50th Anniv.  |
| 770310 | Holiday Decorations                          | 1,000          | 1,000          | 0               | 0.00%         |  |
| 771000 | Operating Furniture, Fixtures and Equipment  | 530            | 950            | 420             | 79.25%        | Office Chair, Video software for Social Media                                    |
| 780500 | Books & Publications                         | 2,930          | 950            | (1,980)         | -67.58%       | We do not plan on purchasing as many Royalty Free photos                         |
| 780100 | Dues & Memberships                           | 5,480          | 4,927          | (553)           | -10.09%       |  |
|        | <b>Total Services &amp; Mat'ls.</b>          | <b>326,397</b> | <b>306,594</b> | <b>(19,803)</b> | <b>-6.07%</b> |  |
|        | <b>Department Total</b>                      | <b>526,497</b> | <b>508,195</b> | <b>(18,302)</b> | <b>-3.48%</b> |  |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Marketing & Public Relations**  
**Fiscal Year 2010/2011**  
**Budget to Actual Variance Analysis**

| I.D. # | Description                                 | FY 2010<br>Actual 4 Months | FY 2010<br>Estimate | FY 2011<br>Budget | Increase/<br>(Decrease) | Percent       | Reason   |
|--------|---|----------------------------|---------------------|-------------------|-------------------------|---------------|--|
| 500000 | Regular Salaries                            | 50,848                     | 148,345             | 147,487           | (858)                   | -0.58%        | expected actual -vs.                                     |
| 500016 | Longevity                                   |                            | 0                   | 2,275             | 2,275                   | N/A           | Recorded in Admin dept in FY10                           |
| 500020 | Regular Overtime                            |                            | 500                 | 500               | 0                       | N/A           |  |
| 500017 | Medical Reimbursements                      |                            | 0                   | 200               | 200                     | N/A           | Recorded in Admin dept in FY10                           |
| 500050 | FICA Taxes                                  | 3,852                      | 11,556              | 11,959            | 403                     | 3.49%         |  |
| 500070 | LGERS Retirement                            | 2,472                      | 7,416               | 9,944             | 2,528                   | 34.09%        |  |
| 500080 | 401k  | 2,518                      | 7,554               | 7,757             | 203                     | 2.69%         |  |
| 500160 | Medical                                     | 5,357                      | 16,071              | 18,480            | 2,409                   | 14.99%        |  |
| 500260 | Dental                                      | 248                        | 744                 | 1,092             | 348                     | 46.77%        |  |
| 500360 | Life Insurance                              | 283                        | 849                 | 935               | 86                      | 10.13%        |  |
| 500460 | Disability                                  | 295                        | 885                 | 972               | 87                      | 9.83%         |  |
|        | <b>Total Personal Services</b>              | <b>65,873</b>              | <b>193,920</b>      | <b>201,601</b>    | <b>7,681</b>            | <b>3.96%</b>  |  |
| 604000 | Professional Services - General             | 10,537                     | 10,537              | 0                 | (10,537)                | -100.00%      | Departure Media LCD relocation/installation              |
| 604016 | Artwork and Creative Production             | 825                        | 11,000              | 10,000            | (1,000)                 | -9.09%        | Held back on some projects in current FY.                |
| 604017 | Surveys, Reports & Data                     | 155                        | 13,000              | 34,500            | 21,500                  | 165.38%       | Held back on some projects in current FY.                |
| 641000 | Temporary Help                              |                            | 1,500               | 1,350             | (150)                   | N/A           | We need assistance to help cover the desk                |
| 650000 | Travel, Per Diem, Conference Registration   | 3,211                      | 17,200              | 12,050            | (5,150)                 | -29.94%       | Many expenses will take place in CY 2010                 |
| 651000 | Training & Education                        | 445                        | 2,125               | 2,200             | 75                      | 3.53%         | Many expenses will take place in CY 2010                 |
| 710000 | General Repairs and Maintenance             |                            | 95                  | 100               | 5                       | N/A           |  |
| 730000 | Printing & Binding                          | 2,287                      | 6,860               | 5,775             | (1,085)                 | -15.81%       | Many expenses will take place in CY 2010                 |
| 730001 | Banners                                     | 97                         | 385                 | 500               | 115                     | 29.87%        |  |
| 740005 | Radio                                       | 12,587                     | 66,792              | 64,292            | (2,500)                 | -3.74%        | Committed Pos- will expend                               |
| 740010 | Billboards                                  | 7,907                      | 27,050              | 20,000            | (7,050)                 | -26.06%       | Committed Pos- will expend                               |
| 740015 | Print                                       | 17,798                     | 38,350              | 36,750            | (1,600)                 | -4.17%        | Committed Pos- will expend                               |
| 740020 | TV  | 18,985                     | 48,950              | 53,500            | 4,550                   | 9.30%         | Committed Pos- will expend                               |
| 740030 | Telephone Book                              | 1,474                      | 1,474               | 1,375             | (99)                    | -6.74%        |  |
| 740100 | Other Promotional Events/Sponsorships       | 2,164                      | 14,750              | 10,000            | (4,750)                 | -32.20%       | Held back on some projects in current FY.                |
| 740101 | Community Events/Exhibits/Sponsorships      | 12,150                     | 24,300              | 23,600            | (700)                   | -2.88%        | Held back on some projects in current FY.                |
| 740115 | Employee/Tenant Appreciation                | 3,490                      | 4,200               | 4,750             | 550                     | 13.10%        | Holiday tenant appreciation had not hit budget as of yet |
| 770301 | Art Program                                 | 81                         | 2,270               | 2,250             | (20)                    | -0.88%        | Anticipate expending by end of year.                     |
| 770305 | Promotional Items                           | 6,808                      | 20,425              | 15,775            | (4,650)                 | -22.77%       | Anticipate expending by end of year.                     |
| 770310 | Holiday Decorations                         |                            | 995                 | 1,000             | 5                       | N/A           |  |
| 771000 | Operating Furniture, Fixtures and Equipment | 681                        | 681                 | 950               | 269                     | 39.58%        |  |
| 780500 | Books & Publications                        |                            | 2,000               | 950               | (1,050)                 | N/A           |  |
| 780100 | Dues & Memberships                          | 995                        | 5,480               | 4,927             | (553)                   | -10.09%       | Anticipate expending by end of year.                     |
|        | <b>Total Services &amp; Mat'ls.</b>         | <b>102,676</b>             | <b>320,418</b>      | <b>306,594</b>    | <b>(13,824)</b>         | <b>-4.31%</b> |  |
|        | <b>Department Total</b>                     | <b>168,550</b>             | <b>514,338</b>      | <b>508,195</b>    | <b>(6,143)</b>          | <b>-1.19%</b> |  |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Operations & Maintenance**  
**BASIC OPERATING BUDGET**  
**FY 2010-2011**

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

| Account Code                    |        | Description |         |        |  | Item    | Summary          |
|---------------------------------|--------|-------------|---------|--------|--|---------|------------------|
| Fund                            | Acct.  | Sec.        | C.C.    | Source |  | Amount  | Amount           |
| <b>PERSONNEL SERVICES</b>       |        |             |         |        |  |         |                  |
| ARA                             | 500000 | 40          | 00      | 00     | Regular Salaries                                   | 711,964 | 711,964          |
| ARA                             | 500020 | 40          | 00      | 00     | Regular Overtime                                   | 16,000  | 16,000           |
| ARA                             | 500016 | 40          | 00      | 00     | Longevity  | 10,639  | 10,639           |
| <u>Benefits:</u>                |        |             |         |        |  |         | 365,039          |
| ARA                             | 500017 | 40          | 00      | 00     | Medical Reimbursements                             | 400     |                  |
| ARA                             | 500050 | 40          | 00      | 00     | FICA Taxes   | 58,683  |                  |
| ARA                             | 500070 | 40          | 00      | 00     | LGERS Retirement                                   | 48,967  |                  |
| ARA                             | 500080 | 40          | 00      | 00     | 401k   | 38,196  |                  |
| ARA                             | 500160 | 40          | 00      | 00     | Medical  | 192,739 |                  |
| ARA                             | 500260 | 40          | 00      | 00     | Dental   | 14,349  |                  |
| ARA                             | 500360 | 40          | 00      | 00     | Life Insurance                                     | 5,678   |                  |
| ARA                             | 500460 | 40          | 00      | 00     | Disability   | 6,027   |                  |
| <b>TOTAL PERSONNEL SERVICES</b> |        |             |         |        |  |         | <b>1,103,642</b> |
| <b>OPERATING EXPENSES</b>       |        |             |         |        |  |         |                  |
| <b>Professional Services</b>    |        |             |         |        |  |         |                  |
| ARA                             | 604020 | 40          | 10      | 00     | Physicals and Drug Screens                         |         | 1,000            |
|                                 |        |             |         |        | Physicals and Drug Screens                         | 1,000   |                  |
| ARA                             | 641000 | 40          | 10      | 00     | Temporary Help                                     |         | 15,000           |
|                                 |        |             |         |        | Temporary Help                                     | 15,000  |                  |
| <b>Contractual Services</b>     |        |             |         |        |  |         |                  |
| ARA                             | 645000 | 40          | 60      | 00     | Landscaping  |         | 14,876           |
|                                 |        |             |         |        | RAC Bobby Barnes Contract                          | 11,976  |                  |
|                                 |        |             |         |        | RAC Contract Renewal                               | 2,400   |                  |
|                                 |        |             |         |        | RAC Plant Replacement                              | 500     |                  |
| ARA                             | 646500 | 40          | 80      | 00     | Parking Management Contract                        |         | 455,871          |
|                                 |        |             |         |        | Payroll, Benefits, and Operating Expenses          | 411,042 |                  |
|                                 |        |             |         |        | Management Fee                                     | 44,829  |                  |
| ARA                             | 647000 | 40          | 10      | 00     | Other Contractual Services                         |         | 63,823           |
|                                 |        |             |         |        | Automatic Door Contract                            | 7,500   |                  |
|                                 |        |             |         |        | Uniform Cleaning & Mats (Maintenance & Janitorial) | 14,000  |                  |
|                                 |        |             |         |        | NCDOL Inspections                                  | 600     |                  |
|                                 |        |             |         |        | Fire Sprinkler Inspections/Backflow/Halation       | 4,000   |                  |
|                                 |        |             |         |        | Waste Removal                                      | 24,360  |                  |
|                                 |        |             |         |        | RAC Waste Removal and Recycling                    | 6,348   |                  |
|                                 |        |             |         |        | Pest Control                                       | 1,515   |                  |
|                                 |        |             |         |        | Lobby Plants                                       | 5,500   |                  |
| ARA                             | 700100 | 40          | 10      | 00     | Elevator Maintenance Contract                      |         | 3,600            |
|                                 |        |             |         |        | A Gates and Authority Office                       | 3,600   |                  |
| ARA                             | 700200 | 40          | 10 & 20 | 00     | Fire Alarm Systems Contract                        |         | 14,400           |
|                                 |        |             |         |        | Fire Alarm Systems-Infinity & Monitoring fees      | 900     |                  |
|                                 |        |             |         |        | Fire Alarm Systems-Simplex                         | 10,500  |                  |
|                                 |        |             |         |        | RAC Fire Alarm System Monitoring/Maintenance       | 3,000   |                  |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Operations & Maintenance**  
**BASIC OPERATING BUDGET**  
**FY 2010-2011**

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

| Account Code               |        | Description |      |        |  | Item    | Summary |
|----------------------------|--------|-------------|------|--------|--|---------|---------|
| Fund                       | Acct.  | Sec.        | C.C. | Source | Amount   | Amount  |         |
| <b>Travel and Training</b> |        |             |      |        |  |         |         |
| ARA                        | 650000 | 40          | 00   | 00     | Travel, Per Diem, Conference Registration                                | 12,500  |         |
|                            |        |             |      |        | SEC Annual Conference  | 2,100   |         |
|                            |        |             |      |        | NCAA Conference  | 1,700   |         |
|                            |        |             |      |        | AGTA Conference  | 2,100   |         |
|                            |        |             |      |        | Maintenance Seminar  | 600     |         |
|                            |        |             |      |        | Annual Snow Symposium  | 2,500   |         |
|                            |        |             |      |        | FAA Annual Certification Conference                                      | 1,100   |         |
|                            |        |             |      |        | Local Travel   | 2,400   |         |
| ARA                        | 651000 | 40          | 00   | 00     | Training & Education   | 1,750   |         |
|                            |        |             |      |        | Professional Development   | 1,250   |         |
|                            |        |             |      |        | Administrative Training  | 500     |         |
| <b>Utility Services</b>    |        |             |      |        |  |         |         |
| ARA                        | 681000 | 40          | 10   | 00     | Electricity TA8918 Terminal 208V Service                                 | 162,736 |         |
|                            |        |             |      |        | 61 Terminal Drive (727 171 5729)   | 162,736 |         |
| ARA                        | 681500 | 40          | 10   | 00     | Electricity TH4698 Restaurant  | 13,587  |         |
|                            |        |             |      |        | 61 Terminal Drive (183 474 0183)   | 13,587  |         |
| ARA                        | 682500 | 40          | 20   | 00     | Electricity TD0460 Public Safety Bldg                                    | 10,800  |         |
| ARA                        | 683000 | 40          | 20   | 00     | Electricity TF6197 Maint Bldg A West                                     | 11,853  |         |
|                            |        |             |      |        | 15 Aviation Way (590 232 5728)   | 11,853  |         |
| ARA                        | 683500 | 40          | 20   | 00     | Electricity W10456 Vehicle gate-8  | 270     |         |
|                            |        |             |      |        | 21 Aviation Way (798 342 2663)   | 270     |         |
| ARA                        | 684000 | 40          | 20   | 00     | Electricity S93746 GA Sewer Lift Station                                 | 754     |         |
|                            |        |             |      |        | 1 Aviation Way (153 235 5813)  | 754     |         |
| ARA                        | 685600 | 40          | 20   | 00     | Electricity TF3027 480V Service Terminal, Airfield, Roadway, Parking Lot | 95,136  |         |
|                            |        |             |      |        | 61 Terminal Drive (447 711 2884)   | 82,636  |         |
|                            |        |             |      |        | A Gate Expansion   | 12,500  |         |
| ARA                        | 686000 | 40          | 20   | 00     | Electricity YK5320 Air Cargo Bldg  | 3,833   |         |
|                            |        |             |      |        | 41 Terminal Drive (527 340 0993)   | 3,833   |         |
| ARA                        | 687000 | 40          | 20   | 00     | Electricity W12777 ODL Griffin   | -       |         |
|                            |        |             |      |        | 21 Aviation Way (465 604 2167) WNC Lease                                 | -       |         |
| ARA                        | 69     | 40          | 20   | 00     | Electricity W71028 CAP Trailer   | -       |         |
|                            |        |             |      |        | 91 Wright Brothers Way (733 393 5000) CAP Lease                          | -       |         |
| ARA                        | 688500 | 40          | 60   | 00     | Electricity S83383 RAC CAM   | 15,358  |         |
|                            |        |             |      |        | 65 Rental Car Drive (319 694 7927)                                       | 13,962  |         |
|                            |        |             |      |        | Increase Adjustment  | 1,396   |         |
| ARA                        | 690000 | 40          | 10   | 00     | Natural Gas 635822 Terminal  | 49,483  |         |
|                            |        |             |      |        | 61 Terminal Drive (3-1981-0349-9500) Includes Restaurant                 | 43,592  |         |
|                            |        |             |      |        | A Gate Expansion   | 3,400   |         |
|                            |        |             |      |        | 3% Increase for all Natural Gas Accounts                                 | 2,491   |         |
| ARA                        | 690500 | 40          | 10   | 00     | Nat Gas 509394 Restaurant  | -       |         |
|                            |        |             |      |        | 61 Terminal Drive  | -       |         |
|                            |        |             |      |        | Combined Meter with Terminal   | -       |         |
| ARA                        | 691500 | 40          | 20   | 00     | Nat Gas 568135 Maintenance Bldgs B East/Office                           | 12,519  |         |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

**Operations & Maintenance**

**BASIC OPERATING BUDGET**

**FY 2010-2011**

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

| Account Code |        | Description |      |        |   | Item   | Summary |
|--------------|--------|-------------|------|--------|---|--------|---------|
| Fund         | Acct.  | Sec.        | C.C. | Source |   | Amount | Amount  |
|              |        |             |      |        | 15 Aviation Way (2-2100-7146-7120)                        | 12,519 |         |
| ARA          | 692000 | 40          | 20   | 00     | Nat Gas 446155 Maintenance Bldgs A West/Storage           |        | 6,727   |
|              |        |             |      |        | 15 Aviation Way (8-1981-0349-9521)                        | 6,727  |         |
| ARA          | 692500 | 40          | 20   | 00     | Nat Gas 384909 Public Safety Bldg                         |        | 4,289   |
|              |        |             |      |        | 43 Terminal Drive (2-1981-0440-0092)                      | 4,289  |         |
| ARA          | 693000 | 40          | 20   | 00     | Nat Gas 250049 ODL Griffin Bldg                           |        | -       |
|              |        |             |      |        | 21 Aviation Way (1-1981-0349-9513) WNC Lease              | -      |         |
| ARA          | 695000 | 40          | 10   | 00     | Water/Sewer 70185431/70185433 Terminal                    |        | 28,507  |
|              |        |             |      |        | 61 Terminal Drive (2111887-1140018)                       | 25,442 |         |
|              |        |             |      |        | A Gate Expansion  | 2,000  |         |
|              |        |             |      |        | 3% Increase for all Accounts                              | 1,065  |         |
| ARA          | 695500 | 40          | 20   | 00     | Water/Sewer 47313873 Maint Bldg A East                    |        | 853     |
|              |        |             |      |        | 15 Aviation Way (2111879-1139978)                         | 853    |         |
| ARA          | 696000 | 40          | 20   | 00     | Water/Sewer 37667083 Public Safety Bldg                   |        | 3,300   |
|              |        |             |      |        | 43 Terminal Drive (2111883-1139998)                       | 3,300  |         |
| ARA          | 696500 | 40          | 20   | 00     | Water/Sewer 83562624 Air Cargo Bldg                       |        | 445     |
|              |        |             |      |        | 41 Terminal Drive (2111885-1140008)                       | 445    |         |
| ARA          | 697000 | 40          | 20   | 00     | Water/Sewer 43119699 ODL Griffin Bldg                     |        | -       |
|              |        |             |      |        | 21 Aviation Way (2111877-1139968) WNC Lease               | -      |         |
| ARA          | 698500 | 40          | 20   | 00     | Water/Sewer 1013844 Toll Plaza Office                     |        | 1,200   |
|              |        |             |      |        | 70 Terminal Drive   | 1,200  |         |
| ARA          | 69     | 40          | 20   | 00     | Water/Sewer 84607906 CAP Trailer                          |        | -       |
|              |        |             |      |        | 91 Wright Brothers Way (2309357-1740548) CAP Lease        | -      |         |
| ARA          | 697500 | 40          | 20   | 00     | Water/Sewer 70162311 Maint Bldg B West/Office             |        | 2,500   |
|              |        |             |      |        | 15 Aviation Way (2111887-1580708)                         | 2,500  |         |
| ARA          | 698000 | 40          | 60   | 00     | Water/Sewer 70182576/70182577 RAC CAM                     |        | 14,382  |
|              |        |             |      |        | 65 Rental Car Drive (2293169-1587918)                     | 13,697 |         |
|              |        |             |      |        | Increase Adjustment                                       | 685    |         |
|              |        |             |      |        | <b>General Repairs and Maintenance</b>                    |        |         |
| ARA          | 710100 | 40          | 10   | 00     | Terminal, Buildings and Grounds                           |        | 91,800  |
|              |        |             |      |        | Terminal, Building, and Grounds                           | 89,000 |         |
|              |        |             |      |        | Relocate City Multi A Project to Comm Room 101            | 2,800  |         |
| ARA          | 710100 | 40          | 20   | 00     | Terminal, Building and Grounds                            |        | 32,556  |
|              |        |             |      |        | Loading Bridges, RBR's, PC Air/GPU's, DPS BLDG, Bag Belts | 20,000 |         |
|              |        |             |      |        | Wildlife Program  | 9,000  |         |
|              |        |             |      |        | Security Key Control Software                             | 3,556  |         |
| ARA          | 710100 | 40          | 60   | 00     | Terminal, Buildings and Grounds                           |        | 10,000  |
|              |        |             |      |        | RAC Light Poles, Fencing, Backflow/Fire Line, & Building  | 10,000 |         |
| ARA          | 710100 | 40          | 80   | 00     | Terminal, Buildings and Grounds                           |        | 25,000  |
|              |        |             |      |        | Light Poles, Fencing, Mulch, Gravel, and Plants           | 15,000 |         |
|              |        |             |      |        | Crosswalk Sealing (2)                                     | 10,000 |         |
| ARA          | 710100 | 40          | 90   | 00     | Terminal, Buildings and Grounds                           |        | 10,000  |
|              |        |             |      |        | Rental Homes, Advantage West, CAP, and WNC Buildings      | 10,000 |         |
| ARA          | 710200 | 40          | 20   | 00     | Vehicles and Heavy Equipment                              |        | 33,000  |
|              |        |             |      |        | Airfield Vehicles and Heavy Equipment                     | 33,000 |         |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Operations & Maintenance**  
**BASIC OPERATING BUDGET**  
**FY 2010-2011**

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

| Account Code  |        | Description |         |        |   | Item   | Summary          |
|---|--------|-------------|---------|--------|---|--------|------------------|
| Fund  | Acct.  | Sec.        | C.C.    | Source |   | Amount | Amount           |
| ARA   | 710200 | 40          | 80      | 00     | Vehicles and Heavy Equipment  |        | 5,000            |
|   |        |             |         |        | Landside Vehicles and Heavy Equipment   | 5,000  |                  |
| ARA   | 710300 | 40          | 20      | 00     | Airport and Airfield Equipment  |        | 30,000           |
|   |        |             |         |        | Airfield Lighting, Runway Painting, & Electrical Vault                                      | 14,311 |                  |
|   |        |             |         |        | Runway Rubber Removal   | 13,689 |                  |
|   |        |             |         |        | Runway Friction Testing   | 2,000  |                  |
| ARA   | 720000 | 40          | 10      | 00     | Vehicle Maintenance   |        | -                |
|   |        |             |         |        | Vehicle and Equipment Maintenance   | -      |                  |
| <b>Printing &amp; Binding</b>                             |        |             |         |        |   |        |                  |
| ARA   | 730000 | 40          | 10      | 00     | Printing & Binding  |        | 300              |
|   |        |             |         |        | Printing & Binding  | 300    |                  |
| ARA   | 740115 | 40          | 10      | 00     | Employee/Tenant Appreciation  |        | 1,000            |
|   |        |             |         |        | Employee/Conference Hosting/Snow Team Food  | 1,000  |                  |
| <b>Operating Supplies</b>                                 |        |             |         |        |   |        |                  |
| ARA   | 770100 | 40          | 10 & 20 | 00     | Vehicle Fuel  |        | 40,000           |
|   |        |             |         |        | Vehicle Fuel  | 40,000 |                  |
| ARA   | 770200 | 40          | 10 & 20 | 00     | Shop Supplies   |        | 5,000            |
|   |        |             |         |        | Shop Supplies   | 5,000  |                  |
| ARA   | 770300 | 40          | 10      | 00     | Operating Supplies  |        | 34,000           |
|   |        |             |         |        | Operating Supplies  | 4,000  |                  |
|   |        |             |         |        | Urea  | 30,000 |                  |
| ARA   | 770400 | 40          | 10      | 00     | Chemicals & Safety  |        | 4,000            |
|   |        |             |         |        | Chemicals & Safety  | 4,000  |                  |
| ARA   | 770500 | 40          | 10      | 00     | Small Tools and Equipment   |        | 10,000           |
|   |        |             |         |        | Small Tools and Equipment   | 10,000 |                  |
| ARA   | 770600 | 40          | 10      | 00     | Custodial Supplies  |        | 14,000           |
|   |        |             |         |        | Soap/Mop Heads/Cleaning Supplies  | 14,000 |                  |
| ARA   | 770650 | 40          | 10      | 00     | Custodial Consumables   |        | 30,000           |
|   |        |             |         |        | Paper Towels/Toilet Paper   | 30,000 |                  |
| ARA   | 771000 | 40          | 10      | 00     | Operating Furniture, Fixtures, Equipment and Software<br>Greater than \$100 & up to \$5,000 |        | 1,500            |
|   |        |             |         |        |   | 1,500  |                  |
| ARA   | 771500 | 40          | 10      | 00     | Uniforms  |        | 4,400            |
|   |        |             |         |        | Employee Shoe Allowance   | 1,800  |                  |
|   |        |             |         |        | Winter Weather Gear   | 2,000  |                  |
|   |        |             |         |        | Prescription Safety Glasses   | 600    |                  |
| <b>Books, Publications, Subscriptions and Memberships</b> |        |             |         |        |   |        |                  |
| ARA   | 780500 | 40          | 10      | 00     | Books, Publications, Compact Disks, Videos & Subscriptions                                  |        | 1,000            |
|   |        |             |         |        |   | 1,000  |                  |
| ARA   | 780100 | 40          | 10      | 00     | Dues & Memberships  |        | 2,015            |
|   |        |             |         |        | AAAE-3  | 750    |                  |
|   |        |             |         |        | AGTA-2  | 1,000  |                  |
|   |        |             |         |        | SEC-3   | 105    |                  |
|   |        |             |         |        | NCAA Annual Dues  | 160    |                  |
| <b>TOTAL OPERATING EXPENSES</b>                           |        |             |         |        |   |        | <b>1,405,923</b> |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Operations & Maintenance**  
**BASIC OPERATING BUDGET**  
**FY 2010-2011**

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

| Account Code         |       |      |      |        | Description | Item             | Summary |
|----------------------|-------|------|------|--------|-------------|------------------|---------|
| Fund                 | Acct. | Sec. | C.C. | Source |             | Amount           | Amount  |
| <b>SECTION TOTAL</b> |       |      |      |        |             | <b>2,509,565</b> |         |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**Operations & Maintenance**

**Fiscal Year 2010/2011**

**Budget to Budget Variance Analysis**

| <b>I.D. #</b> | <b>Description</b>                        | <b>FY 2010<br/>Budget</b> | <b>FY 2011<br/>Budget</b> | <b>Increase/<br/>(Decrease)</b> | <b>Percent</b> | <b>Reason</b>                                   |
|---------------|---|---------------------------|---------------------------|---------------------------------|----------------|---|
| 500000        | Regular Salaries                          | 716,090                   | 711,964                   | (4,126)                         | -0.58%         | \$15k shown in Temp Labor for expected turnover |
| 500016        | Longevity                                 |                           | 10,639                    | 10,639                          | N/A            | Budgeted in Admin dept in FY10                  |
| 500020        | Regular Overtime                          | 15,000                    | 16,000                    | 1,000                           | 6.67%          |   |
| 500030        | Allocated Benefits                        | 307,060                   | 0                         | (307,060)                       | -100.00%       |   |
| 500017        | Medical Reimbursements                    |                           | 400                       | 400                             | N/A            | Budgeted in Admin dept in FY10                  |
| 500050        | FICA Taxes                                |                           | 58,683                    | 58,683                          | N/A            | Budgeted in Allocated Benefits in FY10          |
| 500070        | LGERS Retirement                          |                           | 48,967                    | 48,967                          | N/A            | Budgeted in Allocated Benefits in FY10          |
| 500080        | 401k                                      |                           | 38,196                    | 38,196                          | N/A            | Budgeted in Allocated Benefits in FY10          |
| 500160        | Medical                                   |                           | 192,739                   | 192,739                         | N/A            | Budgeted in Allocated Benefits in FY10          |
| 500260        | Dental                                    |                           | 14,349                    | 14,349                          | N/A            | Budgeted in Allocated Benefits in FY10          |
| 500360        | Life Insurance                            |                           | 5,678                     | 5,678                           | N/A            | Budgeted in Allocated Benefits in FY10          |
| 500460        | Disability                                |                           | 6,027                     | 6,027                           | N/A            | Budgeted in Allocated Benefits in FY10          |
|               | <b>Total Personal Services</b>            | <b>1,038,150</b>          | <b>1,103,642</b>          | <b>65,492</b>                   | <b>6.31%</b>   |   |
| 604020        | Physicals and Drug Screens                | 2,500                     | 1,000                     | (1,500)                         | -60.00%        |   |
| 641000        | Temporary Help                            |                           | 15,000                    | 15,000                          | N/A            | Snelling Costs for turnover                     |
| 645000        | Landscaping                               | 12,600                    | 14,876                    | 2,276                           | 18.06%         | New Contract in 2010                            |
| 646500        | Parking Management Contract               | 284,600                   | 455,871                   | 171,271                         | 60.18%         | Parking Equipment Purchase for Smo. & Mgt Fee   |
| 647000        | Other Contractual Services                | 51,500                    | 63,823                    | 12,323                          | 23.93%         | Cost Increases/Recycling                        |
| 700100        | Elevator Maintenance Contract             | 12,700                    | 3,600                     | (9,100)                         | -71.65%        | Removal of Escalators                           |
| 700200        | Fire Alarm Systems Contract               | 12,700                    | 14,400                    | 1,700                           | 13.39%         | Adding of RAC                                   |
| 650000        | Travel, Per Diem, Conference Registration | 18,500                    | 12,500                    | (6,000)                         | -32.43%        | Reduced Travel                                  |
| 651000        | Training & Education                      | 1,200                     | 1,750                     | 550                             | 45.83%         |   |
| 680500        | Electricity                               | 275,000                   |                           | (275,000)                       | -100.00%       |   |
| 681000        | Electricity TA8918 Terminal208            |                           | 162,736                   | 162,736                         | N/A            |   |
| 681500        | Electricity TH4698 Restaurant             |                           | 13,587                    | 13,587                          | N/A            |   |
| 682500        | Electricity TD0460 DPS Bldg               |                           | 10,800                    | 10,800                          | N/A            |   |
| 683000        | Electricity TF6197 Maint Bldg             |                           | 11,853                    | 11,853                          | N/A            |   |
| 683500        | Electricity W10456 Vgate-8AW              |                           | 270                       | 270                             | N/A            |   |
| 684000        | Electricity S93746 GA Sewer Lift          |                           | 754                       | 754                             | N/A            |   |
| 685600        | Electricity TF3027 480V TAFRDP            |                           | 95,136                    | 95,136                          | N/A            |   |
| 686000        | Electricity TK5320 Cargo Bldg             |                           | 3,833                     | 3,833                           | N/A            |   |
| 687000        | Electricity W12777 ODLGriffen             |                           | 0                         | 0                               | N/A            |   |



|        |   |                  |                  |                |               |  |
|--------|---|------------------|------------------|----------------|---------------|--|
| 688500 | Electricity S83383 RAC CAM                  |                  | 15,358           | 15,358         | N/A           |  |
| 689500 | Natural Gas                                 | 95,000           |                  | (95,000)       | -100.00%      |  |
| 690000 | Natural Gas 635822 Terminal                 |                  | 49,483           | 49,483         | N/A           |  |
| 690500 | Natural Gas 509394 Restaurant               |                  | 0                | 0              | N/A           |  |
| 691500 | Natural Gas 568135 Operations               |                  | 12,519           | 12,519         | N/A           |  |
| 692000 | Natural Gas 446155 Exxon Bldg               |                  | 6,727            | 6,727          | N/A           |  |
| 692500 | Natural Gas 384909 DPS Bldg                 |                  | 4,289            | 4,289          | N/A           |  |
| 693000 | Natural Gas 250049 CAP Bldg                 |                  | 0                | 0              | N/A           |  |
| 694500 | Water/Sewer                                 | 55,000           |                  | (55,000)       | -100.00%      |  |
| 695000 | Water/Sewer 00114214/70185431               |                  | 28,507           | 28,507         | N/A           |  |
| 695500 | Water/Sewer 47313873                        |                  | 853              | 853            | N/A           |  |
| 696000 | Water/Sewer 37667083                        |                  | 3,300            | 3,300          | N/A           |  |
| 696500 | Water/Sewer 76698749                        |                  | 445              | 445            | N/A           |  |
| 697000 | Water/Sewer 43119699 CAP Bldg               |                  | 0                | 0              | N/A           |  |
| 697500 | Water/Sewer 70162311 New Maint Bldg         |                  | 2,500            | 2,500          | N/A           |  |
| 698000 | Water/Sewer 70182576/70182577               |                  | 14,382           | 14,382         | N/A           |  |
| 698500 | Water/Sewer 1013844 Toll Plaza Office       |                  | 1,200            | 1,200          | N/A           |  |
| 710000 | General Repairs and Maintenance             |                  | 0                | 0              | N/A           |  |
| 710100 | Terminal, Buildings and Grounds             | 171,205          | 169,356          | (1,849)        | -1.08%        | HVAC, L Bridge, GPU's, PCAir, Key Software |
| 710200 | Vehicles and Heavy Equipment                | 33,000           | 38,000           | 5,000          | 15.15%        | Added Account for Landside Repairs         |
| 710300 | Airport and Airfield Equipment              | 35,000           | 30,000           | (5,000)        | -14.29%       | Painting, SCAN, Rubber Removal & Testing   |
| 730000 | Printing & Binding                          |                  | 300              | 300            | N/A           | Requests for Printed Material              |
| 740115 | Employee/Tenant App-Snow Crew Food          | 2,000            | 1,000            | (1,000)        | -50.00%       |  |
| 770100 | Vehicle Fuel                                | 39,000           | 40,000           | 1,000          | 2.56%         |  |
| 770200 | Shop Supplies                               | 6,000            | 5,000            | (1,000)        | -16.67%       |  |
| 770300 | Operating Supplies                          | 7,500            | 34,000           | 26,500         | 353.33%       | Urea Costs                                 |
| 770400 | Chemicals & Safety                          | 10,500           | 4,000            | (6,500)        | -61.90%       |  |
| 770500 | Small Tools and Equipment                   | 10,000           | 10,000           | 0              | 0.00%         |  |
| 770600 | Custodial Supplies                          |                  | 14,000           | 14,000         | N/A           | Moved Operating/Chemicals & Safety Lines   |
| 770650 | Custodial Consumables                       | 30,000           | 30,000           | 0              | 0.00%         | First Year History                         |
| 771000 | Operating Furniture, Fixtures and Equipment | 2,000            | 1,500            | (500)          | -25.00%       |  |
| 771500 | Uniforms                                    | 3,300            | 4,400            | 1,100          | 33.33%        | Added Uniforms, Mats, and Price Increases  |
| 780500 | Books & Publications                        | 1,300            | 1,000            | (300)          | -23.08%       |  |
| 780100 | Dues & Memberships                          | 1,810            | 2,015            | 205            | 11.33%        | Added Membership and Increases             |
|        | <b>Total Services &amp; Mat'ls.</b>         | <b>1,173,915</b> | <b>1,405,923</b> | <b>232,008</b> | <b>19.76%</b> |  |
|        | <b>Department Total</b>                     | <b>2,212,065</b> | <b>2,509,565</b> | <b>297,500</b> | <b>13.45%</b> |  |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Operations & Maintenance**  
**Fiscal Year 2010/2011**  
**Budget to Actual Variance Analysis**

| I.D. # | Description                               | FY 2010<br>Actual 4 Months | FY 2010<br>Estimate | FY 2011<br>Budget | Increase/<br>(Decrease) | Percent      | Reason   |
|--------|---|----------------------------|---------------------|-------------------|-------------------------|--------------|--|
| 500000 | Regular Salaries                          | 233,743                    | 706,330             | 711,964           | 5,634                   | 0.80%        | Some positions were vacant in parts of FY10    |
| 500016 | Longevity                                 |                            | 0                   | 10,639            | 10,639                  | N/A          | Recorded in Admin dept in FY10                 |
| 500020 | Regular Overtime                          | 4,292                      | 30,000              | 16,000            | (14,000)                | -46.67%      | High OT in FY10 due to snow in 12/09           |
| 500030 | Allocated Benefits                        |                            | 0                   | 0                 | 0                       | N/A          |  |
| 500017 | Medical Reimbursements                    |                            | 0                   | 400               | 400                     | N/A          | Recorded in Admin dept in FY10                 |
| 500050 | FICA Taxes                                | 18,009                     | 54,027              | 58,683            | 4,656                   | 8.62%        | Some positions were vacant in parts of FY10    |
| 500070 | LGERS Retirement                          | 11,786                     | 35,358              | 48,967            | 13,609                  | 38.49%       | Some positions were vacant in parts of FY10    |
| 500080 | 401k                                      | 12,059                     | 36,177              | 38,196            | 2,019                   | 5.58%        | Some positions were vacant in parts of FY10    |
| 500160 | Medical                                   | 52,318                     | 156,954             | 192,739           | 35,785                  | 22.80%       | Some positions were vacant in parts of FY10    |
| 500260 | Dental                                    | 4,044                      | 12,132              | 14,349            | 2,217                   | 18.27%       | Some positions were vacant in parts of FY10    |
| 500360 | Life Insurance                            | 1,575                      | 4,725               | 5,678             | 953                     | 20.17%       | Some positions were vacant in parts of FY10    |
| 500460 | Disability                                | 1,703                      | 5,109               | 6,027             | 918                     | 17.97%       | Some positions were vacant in parts of FY10    |
|        | <b>Total Personal Services</b>            | <b>339,529</b>             | <b>1,040,812</b>    | <b>1,103,642</b>  | <b>62,830</b>           | <b>6.04%</b> |  |
| 604020 | Physicals and Drug Screens                | 92                         | 276                 | 1,000             | 724                     | 262.32%      | Will be completed in the spring                |
| 641000 | Temporary Help                            | 9,998                      | 15,000              | 15,000            | 0                       | 0.00%        | Will be offset by salary reduction             |
| 645000 | Landscaping                               | 5,227                      | 15,681              | 14,876            | (805)                   | -5.13%       | Added for Contract renewal & Plant Replacement |
| 646000 | Janitorial Services                       | 69                         | 207                 | 0                 | (207)                   | -100.00%     |  |
| 646500 | Parking Management Contract               | 99,826                     | 353,144             | 455,871           | 102,727                 | 29.09%       | Parking Equipment \$8,481 a Month              |
| 647000 | Other Contractual Services                | 22,781                     | 68,343              | 63,823            | (4,520)                 | -6.61%       |  |
| 700100 | Elevator Maintenance Contract             | 2,400                      | 7,200               | 3,600             | (3,600)                 | -50.00%      | Removal of Escalators                          |
| 700200 | Fire Alarm Systems Contract               | 4,697                      | 14,090              | 14,400            | 310                     | 2.20%        | Added RAC                                      |
| 650000 | Travel, Per Diem, Conference Registration | 2,217                      | 12,500              | 12,500            | 0                       | 0.00%        |  |
| 651000 | Training & Education                      | 209                        | 627                 | 1,750             | 1,123                   | 179.11%      | Added Administrative Training                  |
| 681000 | Electricity TA8918 Terminal208            | 56,839                     | 160,000             | 162,736           | 2,736                   | 1.71%        |  |
| 681500 | Electricity TH4698 Restaurant             | 4,530                      | 13,200              | 13,587            | 387                     | 2.93%        |  |
| 682500 | Electricity TD0460 DPS Bldg               | 3,529                      | 10,587              | 10,800            | 213                     | 2.01%        |  |
| 683000 | Electricity TF6197 Maint Bldg             | 3,944                      | 11,832              | 11,853            | 21                      | 0.18%        |  |
| 683500 | Electricity W10456 Vgate-8AW              | 82                         | 247                 | 270               | 23                      | 9.21%        |  |
| 684000 | Electricity S93746 GA Sewer Lift          | 225                        | 675                 | 754               | 79                      | 11.73%       |  |
| 685600 | Electricity TF3027 480V TAFRDP            | 24,470                     | 73,411              | 95,136            | 21,725                  | 29.59%       | New A Boarding Area                            |
| 686000 | Electricity TK5320 Cargo Bldg             | 395                        | 3,500               | 3,833             | 333                     | 9.51%        |  |
| 687000 | Electricity W12777 ODLGriffen             | 719                        | 2,156               | 0                 | (2,156)                 | -100.00%     |  |
| 688500 | Electricity S83383 RAC CAM                | 4,135                      | 15,000              | 15,358            | 358                     | 2.39%        |  |
| 689500 | Natural Gas                               |                            | 0                   | 0                 | 0                       | N/A          |  |
| 690000 | Natural Gas 635822 Terminal               | 3,841                      | 55,000              | 49,483            | (5,517)                 | -10.03%      |  |
| 690500 | Natural Gas 509394 Restaurant             |                            | 0                   | 0                 | 0                       | N/A          | Meter Removed                                  |
| 691500 | Natural Gas 568135 Operations             | 551                        | 12,000              | 12,519            | 519                     | 4.33%        |  |

|        |   |                |                  |                  |                |               |  |
|--------|---|----------------|------------------|------------------|----------------|---------------|--|
| 692000 | Natural Gas 446155 Maint Bldg A             | 303            | 6,500            | 6,727            | 227            | 3.49%         |  |
| 692500 | Natural Gas 384909 DPS Bldg                 | 265            | 5,287            | 4,289            | (998)          | -18.88%       |  |
| 693000 | Natural Gas 250049 ODL Griffin Bldg         | 116            | 116              | 0                | (116)          | -100.00%      | WNC Lease                                    |
| 694500 | Water/Sewer                                 |                | 0                |                  | 0              | N/A           |  |
| 695000 | Water/Sewer 00114214/70185431               | 8,928          | 26,784           | 28,507           | 1,723          | 6.43%         |  |
| 695500 | Water/Sewer 47313873                        | 271            | 812              | 853              | 41             | 5.01%         |  |
| 696000 | Water/Sewer 37667083                        | 1,088          | 3,264            | 3,300            | 36             | 1.10%         |  |
| 696500 | Water/Sewer 83562624                        | 199            | 598              | 445              | (153)          | -25.53%       |  |
| 697000 | Water/Sewer 43119699 ODL Griffin Bldg       | 80             | 239              | 0                | (239)          | -100.00%      | WNC Lease                                    |
| 697500 | Water/Sewer 70162311 New Maint Bldg         | 823            | 2,469            | 2,500            | 31             | 1.27%         |  |
| 698000 | Water/Sewer 70182576/70182577               | 2,991          | 14,000           | 14,382           | 382            | 2.73%         |  |
| 698500 | Water/Sewer 1013844 Toll Plaza Office       | 0              | 0                | 1,200            | 1,200          | N/A           | New Meter                                    |
| 710000 | General Repairs and Maintenance             | (37)           | (112)            | 0                | 112            | -100.00%      |  |
| 710100 | Terminal, Buildings and Grounds             | 30,829         | 123,705          | 169,356          | 45,651         | 36.90%        | HVAC, LB GPU's, Key Software                 |
| 710200 | Vehicles and Heavy Equipment                | 12,383         | 65,000           | 38,000           | (27,000)       | -41.54%       |  |
| 710300 | Airport and Airfield Equipment              | 8,017          | 24,050           | 30,000           | 5,950          | 24.74%        | Runway Painting, Rubber Removal, and Testing |
| 720000 | Vehicle Maintenance                         | 230            | 691              | 0                | (691)          | -100.00%      |  |
| 730000 | Printing & Binding                          | 336            | 1,008            | 300              | (708)          | -70.24%       | Printing Requests vary from year to year     |
| 740115 | Employee/Tenant Appreciation                | 101            | 303              | 1,000            | 697            | 230.20%       |  |
| 770100 | Vehicle Fuel                                | 12,569         | 37,706           | 40,000           | 2,294          | 6.08%         |  |
| 770200 | Shop Supplies                               | 818            | 5,000            | 5,000            | 0              | 0.00%         |  |
| 770300 | Operating Supplies                          | 566            | 6,000            | 34,000           | 28,000         | 466.67%       | Urea costs                                   |
| 770400 | Chemicals & Safety                          | 272            | 5,000            | 4,000            | (1,000)        | -20.00%       |  |
| 770500 | Small Tools and Equipment                   | 367            | 10,000           | 10,000           | 0              | 0.00%         |  |
| 770600 | Custodial Supplies                          | 989            | 14,000           | 14,000           | 0              | 0.00%         | Moved Operating/Chemicals & Safety Lines     |
| 770650 | Custodial Consumables                       | 14,281         | 30,000           | 30,000           | 0              | 0.00%         |  |
| 771000 | Operating Furniture, Fixtures and Equipment |                | 1,500            | 1,500            | 0              | N/A           |  |
| 771500 | Uniforms                                    | 100            | 4,000            | 4,400            | 400            | 10.00%        | Items to be purchased                        |
| 780500 | Books & Publications                        |                | 0                | 1,000            | 1,000          | N/A           |  |
| 780100 | Dues & Memberships                          | 630            | 1,890            | 2,015            | 125            | 6.61%         |  |
|        | <b>Total Services &amp; Mat'ls.</b>         | <b>348,292</b> | <b>1,234,486</b> | <b>1,405,923</b> | <b>171,437</b> | <b>13.89%</b> |  |
|        | <b>Department Total</b>                     | <b>687,821</b> | <b>2,275,298</b> | <b>2,509,565</b> | <b>234,267</b> | <b>10.30%</b> |  |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

**Public Safety**

**BASIC OPERATING BUDGET**

**FY 2010-2011**

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

| Account Code                           |        | Description |       |        | Item   | Summary |                  |
|--|--------|-------------|-------|--------|--|---------|------------------|
| Fund                                   | Acct.  | Sec.        | C.C.  | Source | Amount   | Amount  |                  |
| <b>PERSONNEL SERVICES</b>              |        |             |       |        |  |         |                  |
| ARA                                    | 500000 | 50          | 20    | 00     | Regular Salaries                               | 707,019 | 707,019          |
| ARA                                    | 500016 | 50          | 20    | 00     | Longevity                                      | 9,474   | 9,474            |
| ARA                                    | 500020 | 50          | 20    | 00     | Regular Overtime                               | 32,000  | 32,000           |
| ARA                                    | 500090 | 50          | 20    | 00     | LEO Special Separation Allowance               | 40,783  | 40,783           |
| <b>Benefits:</b>                       |        |             |       |        |  |         |                  |
| ARA                                    | 500017 | 50          | \$ 20 | 00     | Medical Reimbursements                         | 200     | 333,828          |
| ARA                                    | 500050 | 50          | \$ 20 | 00     | FICA Taxes                                     | 59,017  |                  |
| ARA                                    | 500070 | 50          | \$ 20 | 00     | LGERS Retirement                               | 49,374  |                  |
| ARA                                    | 500080 | 50          | \$ 20 | 00     | 401k   | 38,513  |                  |
| ARA                                    | 500160 | 50          | \$ 20 | 00     | Medical  | 163,266 |                  |
| ARA                                    | 500260 | 50          | \$ 20 | 00     | Dental   | 12,575  |                  |
| ARA                                    | 500360 | 50          | \$ 20 | 00     | Life Insurance                                 | 5,232   |                  |
| ARA                                    | 500460 | 50          | \$ 20 | 00     | Disability                                     | 5,651   |                  |
| <b>TOTAL PERSONNEL SERVICES</b>        |        |             |       |        |  |         | <b>1,123,104</b> |
| <b>OPERATING EXPENSES</b>              |        |             |       |        |  |         |                  |
| <b>Professional Services</b>           |        |             |       |        |  |         |                  |
| ARA                                    | 604020 | 50          | 20    | 00     | Physicals and Drug Screens                     |         | 2,200            |
|  |        |             |       |        | Physicals & Drug Screens                       | 1,200   |                  |
|  |        |             |       |        | Psychological Services                         | 1,000   |                  |
| <b>Contractual Services</b>            |        |             |       |        |  |         |                  |
| ARA                                    | 647000 | 50          | 20    | 00     | Other Contractual Services                     |         | 8,660            |
|  |        |             |       |        | Police Info Computer (NCIC) & Mobile Data      | 4,200   |                  |
|  |        |             |       |        | Fire Extinguisher Service                      | 3,500   |                  |
|  |        |             |       |        | Locate Plus Police                             | 960     |                  |
| <b>Travel and Training</b>             |        |             |       |        |  |         |                  |
| ARA                                    | 650000 | 50          | 20    | 00     | Travel, Per Diem, Conference Registraion       |         | 6,600            |
|  |        |             |       |        | AAAE Chief's Conference                        | 2,800   |                  |
|  |        |             |       |        | Fire & LEO Local Training (Community Colleges) | 600     |                  |
|  |        |             |       |        | OSHA Conference                                | 800     |                  |
|  |        |             |       |        | Local Travel                                   | 2,400   |                  |
| ARA                                    | 651000 | 50          | 20    | 00     | Training & Education                           |         | 12,000           |
|  |        |             |       |        | FAR 139 Burn                                   | 9,000   |                  |
|  |        |             |       |        | Professional Development/Part 139 Exercise     | 3,000   |                  |
| <b>Communications and Freight</b>      |        |             |       |        |  |         |                  |
| ARA                                    | 662000 | 50          | 20    | 00     | Telecommunications                             |         | 1,200            |
|  |        |             |       |        | Cable News Service                             | 1,200   |                  |
| <b>General Repairs and Maintenance</b> |        |             |       |        |  |         |                  |
| ARA                                    | 710000 | 50          | 20    | 00     | General Repairs and Maintenance                |         | 5,000            |
|  |        |             |       |        | Radio Equipment                                | 5,000   |                  |
| <b>Operating Supplies</b>              |        |             |       |        |  |         |                  |
| ARA                                    | 770300 | 50          | 20    | 00     | Operating Supplies                             |         | 6,500            |
|  |        |             |       |        | First Aid Supplies                             | 3,500   |                  |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

**Public Safety**

**BASIC OPERATING BUDGET  
FY 2010-2011**

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

| <b>Account Code</b>             |        |      |      |        | <b>Description</b>  | <b>Item Amount</b> | <b>Summary Amount</b> |                  |
|---------------------------------|--------|------|------|--------|---|--------------------|-----------------------|------------------|
| Fund                            | Acct.  | Sec. | C.C. | Source |   |                    |                       |                  |
|                                 |        |      |      |        | Training Supplies (ammunition, foam, etc)   | 3,000              |                       |                  |
| ARA                             | 770400 | 50   | 20   | 00     | Chemicals & Safety  |                    | 6,500                 |                  |
|                                 |        |      |      |        | Chemical's, Safety, & OSHA  | 6,500              |                       |                  |
| ARA                             | 770500 | 50   | 20   | 00     | Small Tools and Equipment   |                    | 8,500                 |                  |
|                                 |        |      |      |        | Small Tools & Equipment   | 8,500              |                       |                  |
| ARA                             | 771000 | 50   | 20   | 00     | Operating Furniture, Fixtures, Equipment and Software<br>Greater than \$100 & up to \$5,000 |                    | 2,000                 |                  |
|                                 |        |      |      |        | Appliance & Electronic Upgrade  | 2,000              |                       |                  |
| ARA                             | 771500 | 50   | 20   | 00     | Uniforms  |                    | 14,000                |                  |
|                                 |        |      |      |        | Uniforms (police & fire Class A's & Utility)  | 12,000             |                       |                  |
|                                 |        |      |      |        | Body Armor  | 2,000              |                       |                  |
| ARA                             | 780501 | 50   | 20   | 00     | Firefighter Equipment   |                    | 4,300                 |                  |
|                                 |        |      |      |        | Turnout Gear & SCBA masks   | 3,000              |                       |                  |
|                                 |        |      |      |        | Duty Boots  | 1,300              |                       |                  |
|                                 |        |      |      |        | <b>Books, Publications, Subscriptions and Memberships</b>                                   |                    |                       |                  |
| ARA                             | 780500 | 50   | 20   | 00     | Books, Publications, Compact Disks, Videos & Subscriptions                                  |                    | 1,200                 |                  |
|                                 |        |      |      |        | Books, Publications, Compact Disks, Videos & Subscrip.                                      | 1,200              |                       |                  |
| ARA                             | 780100 | 50   | 20   | 00     | Dues & Memberships  |                    | 1,820                 |                  |
|                                 |        |      |      |        | NFPA  | 150                |                       |                  |
|                                 |        |      |      |        | Buncombe Co FF Assoc.   | 150                |                       |                  |
|                                 |        |      |      |        | Buncombe Co Chief's Assoc.  | 150                |                       |                  |
|                                 |        |      |      |        | ARFFWG  | 250                |                       |                  |
|                                 |        |      |      |        | National Safety Council   | 320                |                       |                  |
|                                 |        |      |      |        | Henderson Co FF Assoc.  | 100                |                       |                  |
|                                 |        |      |      |        | ALEAN   | 350                |                       |                  |
|                                 |        |      |      |        | NC Assoc of Rescue Squads & EMS   | 350                |                       |                  |
| <b>TOTAL OPERATING EXPENSES</b> |        |      |      |        |   |                    |                       | <b>80,480</b>    |
| <b>SECTION TOTAL</b>            |        |      |      |        |   |                    |                       | <b>1,203,584</b> |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**

Public Safety

Fiscal Year 2010/2011

**Budget to Budget Variance Analysis**

| I.D. # | Description                                 | FY 2010<br>Budget | FY 2011<br>Budget | Increase/<br>(Decrease) | Percent        | Reason                                 |
|--------|---|-------------------|-------------------|-------------------------|----------------|--|
| 500000 | Regular Salaries                            | 687,780           | 707,019           | 19,239                  | 2.80%          |  |
| 500016 | Longevity                                   |                   | 9,474             | 9,474                   | N/A            | Budgeted in Admin dept in FY10         |
| 500020 | Regular Overtime                            | 25,000            | 32,000            | 7,000                   | 28.00%         |  |
| 500030 | Allocated Benefits                          | 356,390           | 0                 | (356,390)               | -100.00%       |  |
| 500090 | LEO Special Separation Allowance            |                   | 40,783            | 40,783                  | N/A            | Shown in Admin Dept in FY10            |
| 500017 | Medical Reimbursements                      |                   | 200               | 200                     | N/A            | Budgeted in Admin dept in FY10         |
| 500050 | FICA Taxes                                  |                   | 59,017            | 59,017                  | N/A            | Budgeted in Allocated Benefits in FY10 |
| 500070 | LGERS Retirement                            |                   | 49,374            | 49,374                  | N/A            | Budgeted in Allocated Benefits in FY10 |
| 500080 | 401k  |                   | 38,513            | 38,513                  | N/A            | Budgeted in Allocated Benefits in FY10 |
| 500160 | Medical                                     |                   | 163,266           | 163,266                 | N/A            | Budgeted in Allocated Benefits in FY10 |
| 500260 | Dental                                      |                   | 12,575            | 12,575                  | N/A            | Budgeted in Allocated Benefits in FY10 |
| 500360 | Life Insurance                              |                   | 5,232             | 5,232                   | N/A            | Budgeted in Allocated Benefits in FY10 |
| 500460 | Disability                                  |                   | 5,651             | 5,651                   | N/A            | Budgeted in Allocated Benefits in FY10 |
|        | <b>Total Personal Services</b>              | <b>1,069,170</b>  | <b>1,123,104</b>  | <b>53,934</b>           | <b>5.04%</b>   |  |
| 604000 | Professional Services - General             | 1,000             | 0                 | (1,000)                 | -100.00%       |  |
| 604020 | Physicals and Drug Screens                  | 6,000             | 2,200             | (3,800)                 | -63.33%        |  |
| 647000 | Other Contractual Services                  | 9,060             | 8,660             | (400)                   | -4.42%         |  |
| 650000 | Travel, Per Diem, Conference Registration   | 16,550            | 6,600             | (9,950)                 | -60.12%        |  |
| 651000 | Training & Education                        | 12,000            | 12,000            | 0                       | 0.00%          |  |
| 662000 | Telecommunications                          | 1,020             | 1,200             | 180                     | 17.65%         |  |
| 710000 | General Repairs and Maintenance             | 5,000             | 5,000             | 0                       | 0.00%          |  |
| 770300 | Operating Supplies                          | 6,000             | 6,500             | 500                     | 8.33%          |  |
| 770400 | Chemicals & Safety                          | 5,500             | 6,500             | 1,000                   | 18.18%         |  |
| 770500 | Small Tools and Equipment                   | 7,500             | 8,500             | 1,000                   | 13.33%         |  |
| 771000 | Operating Furniture, Fixtures and Equipment | 4,000             | 2,000             | (2,000)                 | -50.00%        |  |
| 771500 | Uniforms                                    | 9,300             | 14,000            | 4,700                   | 50.54%         |  |
| 780501 | Firefighter Equipment                       | 5,000             | 4,300             | (700)                   | -14.00%        |  |
| 780500 | Books & Publications                        | 1,200             | 1,200             | 0                       | 0.00%          |  |
| 780100 | Dues & Memberships                          | 1,570             | 1,820             | 250                     | 15.92%         |  |
| 780503 | Licenses & Certifications                   |                   | 0                 | 0                       | N/A            |  |
|        | <b>Total Services &amp; Mat'ls.</b>         | <b>90,700</b>     | <b>80,480</b>     | <b>(10,220)</b>         | <b>-11.27%</b> |  |
|        | <b>Department Total</b>                     | <b>1,159,870</b>  | <b>1,203,584</b>  | <b>43,714</b>           | <b>3.77%</b>   |  |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**

Public Safety

Fiscal Year 2010/2011

Budget to Actual Variance Analysis

| I.D. # | Description                                 | FY 2010<br>Actual 4 Months | FY 2010<br>Estimate | FY 2011<br>Budget | Increase/<br>(Decrease) | Percent       | Reason                         |
|--------|---|----------------------------|---------------------|-------------------|-------------------------|---------------|--------------------------------|
| 500000 | Regular Salaries                            | 242,971                    | 701,091             | 707,019           | 5,928                   | 0.85%         |                                |
| 500016 | Longevity                                   |                            | 0                   | 9,474             | 9,474                   | N/A           | Recorded in Admin dept in FY10 |
| 500020 | Regular Overtime                            | 9,638                      | 28,913              | 32,000            | 3,087                   | 10.68%        |                                |
| 500030 | Allocated Benefits                          |                            | 0                   | 0                 | 0                       | N/A           |                                |
| 500090 | LEO Special Separation Allowance            |                            | 0                   | 40,783            | 40,783                  | N/A           | Recorded in Admin dept in FY10 |
| 500017 | Medical Reimbursements                      |                            | 0                   | 200               | 200                     | N/A           | Recorded in Admin dept in FY10 |
| 500050 | FICA Taxes                                  | 19,030                     | 57,090              | 59,017            | 1,927                   | 3.38%         |                                |
| 500070 | LGERS Retirement                            | 11,625                     | 36,428              | 49,374            | 12,946                  | 35.54%        |                                |
| 500080 | 401k  | 12,488                     | 37,464              | 38,513            | 1,049                   | 2.80%         |                                |
| 500160 | Medical                                     | 48,199                     | 144,597             | 163,266           | 18,669                  | 12.91%        |                                |
| 500260 | Dental                                      | 3,852                      | 11,556              | 12,575            | 1,019                   | 8.82%         |                                |
| 500360 | Life Insurance                              | 1,485                      | 4,455               | 5,232             | 777                     | 17.44%        |                                |
| 500460 | Disability                                  | 1,612                      | 4,836               | 5,651             | 815                     | 16.85%        |                                |
|        | <b>Total Personal Services</b>              | <b>350,900</b>             | <b>1,026,430</b>    | <b>1,123,104</b>  | <b>96,674</b>           | <b>9.42%</b>  |                                |
| 604000 | Professional Services - General             | 645                        | 1,935               | 0                 | (1,935)                 | -100.00%      |                                |
| 604020 | Physicals and Drug Screens                  | 304                        | 912                 | 2,200             | 1,288                   | 141.23%       |                                |
| 647000 | Other Contractual Services                  | 1,183                      | 8,623               | 8,660             | 37                      | 0.42%         |                                |
| 650000 | Travel, Per Diem, Conference Registration   | 2,788                      | 16,288              | 6,600             | (9,688)                 | -59.48%       |                                |
| 651000 | Training & Education                        | 597                        | 2,597               | 12,000            | 9,403                   | 362.10%       |                                |
| 662000 | Telecommunications                          | 342                        | 1,027               | 1,200             | 173                     | 16.84%        |                                |
| 710000 | General Repairs and Maintenance             | 296                        | 4,200               | 5,000             | 800                     | 19.05%        |                                |
| 770300 | Operating Supplies                          | 1,176                      | 5,124               | 6,500             | 1,376                   | 26.86%        |                                |
| 770400 | Chemicals & Safety                          | 934                        | 5,500               | 6,500             | 1,000                   | 18.18%        |                                |
| 770500 | Small Tools and Equipment                   | 1,087                      | 7,500               | 8,500             | 1,000                   | 13.33%        |                                |
| 771000 | Operating Furniture, Fixtures and Equipment |                            | 4,000               | 2,000             | (2,000)                 | N/A           |                                |
| 771500 | Uniforms                                    | 188                        | 9,246               | 14,000            | 4,754                   | 51.41%        |                                |
| 780501 | Firefighter Equipment                       | 621                        | 1,863               | 4,300             | 2,437                   | 130.81%       |                                |
| 780500 | Books & Publications                        | 45                         | 1,155               | 1,200             | 45                      | 3.89%         |                                |
| 780100 | Dues & Memberships                          | 835                        | 2,505               | 1,820             | (685)                   | -27.35%       |                                |
| 780503 | Licenses & Certifications                   |                            | 0                   | 0                 | 0                       | N/A           |                                |
|        | <b>Total Services &amp; Mat'ls.</b>         | <b>11,041</b>              | <b>72,475</b>       | <b>80,480</b>     | <b>8,005</b>            | <b>11.04%</b> |                                |
|        | <b>Department Total</b>                     | <b>361,941</b>             | <b>1,098,905</b>    | <b>1,203,584</b>  | <b>104,679</b>          | <b>9.53%</b>  |                                |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
CAPITAL, BUSINESS DEVELOPMENT, DEBT SERVICE BUDGET  
ASHEVILLE REGIONAL AIRPORT AUTHORITY  
FISCAL YEAR 2010/2011**

| <b>DESCRIPTION</b>                              | <b>TOTAL</b>        | <b>Funding Source</b>                |                                       |                   |                              |
|---|---------------------|--------------------------------------|---------------------------------------|-------------------|------------------------------|
|   |                     | <b>FAA-<br/>AIP<br/>ENTITLEMENTS</b> | <b>FAA-<br/>AIP<br/>DISCRETIONARY</b> | <b>NCDOT</b>      | <b>AIRPORT<br/>AUTHORITY</b> |
| <b>Capital Improvements</b>                     |                     |                                      |                                       |                   |                              |
| Airfield Improvements - Phase I                 | \$ 350,000          |                                      | \$ 332,500                            |                   | \$ 17,500                    |
| Airfield Improvements - Phase II                | 880,800             | 94,432                               | 500,000                               |                   | 286,368                      |
| Master Plan Update                              | 500,000             | 475,000                              |                                       |                   | 25,000                       |
| General Aviation Ramp Expansion                 | 825,000             |                                      |                                       | 750,000           | 75,000                       |
| ARFF Equipment                                  | 475,000             | 451,250                              |                                       |                   | 23,750                       |
| <b>Total Capital Improvements</b>               | <b>3,030,800</b>    | <b>1,020,682</b>                     | <b>832,500</b>                        | <b>750,000</b>    | <b>427,618</b>               |
| <b>Equipment and Small Capital Outlay</b>       |                     |                                      |                                       |                   |                              |
| A Gates Boarding Technology                     | 109,530             |                                      |                                       |                   | 109,530                      |
| Mass Casualty Incident Mangement Equipment      | 15,000              |                                      |                                       |                   | 15,000                       |
| Financial Software Upgrade                      | 26,875              |                                      |                                       |                   | 26,875                       |
| <b>Total Equipment and Small Capital Outlay</b> | <b>151,405</b>      | <b>-</b>                             | <b>-</b>                              | <b>-</b>          | <b>151,405</b>               |
| <b>Renewal and Replacement</b>                  |                     |                                      |                                       |                   |                              |
| Roadway Sweeper                                 | 175,000             |                                      |                                       |                   | 175,000                      |
| 800 MHZ Interface                               | 55,000              |                                      |                                       |                   | 55,000                       |
| Shop Rollup Door                                | 15,000              |                                      |                                       |                   | 15,000                       |
| Shop Lighting Upgrade                           | 6,444               |                                      |                                       |                   | 6,444                        |
| Fingerprint Scanner System                      | 11,000              |                                      |                                       |                   | 11,000                       |
| <b>Total Renewal and Replacement</b>            | <b>262,444</b>      | <b>-</b>                             | <b>-</b>                              | <b>-</b>          | <b>262,444</b>               |
| <b>Business Development</b>                     |                     |                                      |                                       |                   |                              |
| Air Service Business Incentives                 | 300,000             | -                                    |                                       | -                 | 300,000                      |
| <b>Total Business Development</b>               | <b>300,000</b>      | <b>-</b>                             | <b>-</b>                              | <b>-</b>          | <b>300,000</b>               |
| <b>Debt Service</b>                             |                     |                                      |                                       |                   |                              |
| Debt Service - Rental Car Facility              | 626,823             | -                                    |                                       | -                 | 626,823                      |
| <b>Total Debt Service</b>                       | <b>626,823</b>      | <b>-</b>                             | <b>-</b>                              | <b>-</b>          | <b>626,823</b>               |
| <b>Total</b>                                    | <b>\$ 4,371,472</b> | <b>\$ 1,020,682</b>                  | <b>\$ 832,500</b>                     | <b>\$ 750,000</b> | <b>\$ 1,768,290</b>          |

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



**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**FY-2010/2011 PROJECTED CAPITAL CARRY-OVER**  
 February 3, 2010

| <b>Description</b>                           | <b>AMOUNT<br/>AUTHORIZED</b> | <b>ESTIMATED<br/>TO SPEND<br/>THROUGH<br/>6/30/2010</b> | <b>ESTIMATED<br/>BALANCE<br/>TO<br/>CARRYOVER</b> | <b>FAA-<br/>AIP<br/>ENTITLEMENT</b> | <b>AIRPORT<br/>AUTHORITY<br/>FUNDS</b> |
|--|------------------------------|---|---|-------------------------------------|--|
| A Gates - Terminal Renovation & Improvements | 10,486,704                   | 9,936,704   | 550,000   | 522,500                             | 27,500                                 |
| Point of Sale-Guest Services                 | 8,000                        |   | 8,000   |                                     | 8,000                                  |
| Sharepoint/Business Portal                   | 28,440                       |   | 28,440  |                                     | 28,440                                 |
| Art Program FF&E                             | 27,175                       | 8,284   | 18,891  |                                     | 18,891                                 |
| Access Control System Addition               | 28,000                       |   | 28,000  |                                     | 28,000                                 |
| Vehicle Replacements                         | 67,277                       | 35,999  | 31,278  |                                     | 31,278                                 |
| 3 Channel Trunking Radio Net                 | 55,000                       |   | 55,000  |                                     | 55,000                                 |
| <b>TOTAL CARRY-OVER TO FY-2010/2011</b>      | <b>10,700,596</b>            | <b>9,980,987</b>  | <b>719,609</b>                                    | <b>522,500</b>                      | <b>197,109</b>                         |

## **MEMORANDUM**

TO: Members of the Airport Authority

FROM: Kevin E. Howell, Director of Properties & Development

DATE: February 1, 2010

### **ITEM DESCRIPTION – Proposed New Regulations**

Proposed Airport Deicing Effluent Limitation Guidelines (ELG) and Potential Fiscal Impact

### **BACKGROUND**

On August 28, 2009, the U.S. Environmental Protection Agency (EPA) published the proposed "Effluent Limitation Guidelines and New Source Performance Standards for the Airport Deicing Category." This regulation would require the Authority to change the type of pavement deicer it currently uses to a non-urea based product resulting in a considerable cost increase to the Authority. This regulation would also require the Authority to collect and properly dispose of the aircraft deicing fluid used at AVL. ARAA Staff have continued to follow the development of these new regulatory standards as it will have a significant impact on the airport and aviation industry. Comments on the proposed rule were originally due on December 28, 2009. Through the work of industry representatives such as ACI-NA and AAAE, the comment deadline was extended to February 26, 2010.

### **ISSUES**

The proposed overall scope of the regulations is limited to primary commercial airports that conduct deicing operations and have more than 1,000 annual scheduled commercial jet departures.

The technical requirements can be further divided into 3 classes of airports:

Class 1. Airports with less than 10,000 annual departures – certify use of non-urea-based pavement deicers or meet a daily ammonia effluent limit of 14.7 mg/L.

Class 2. Airports with equal to or more than 10,000 annual departures AND less than 460,000 gallons of aircraft deicing fluid (ADF) applied annually –

- collect 20% of available ADF\*, AND
- treat collected runoff to meet a daily COD effluent limit of 271 mg/L and a weekly average of 154 mg/L, AND
- certify use of non-urea-based pavement deicers OR meet a daily ammonia effluent limit of 14.7 mg/L.

3. Airports with equal to or more than 10,000 annual departures AND equal to or more than 460,000 gallons of aircraft deicing fluid (ADF) applied annually –

- collect 60% of available ADF\*, AND
- treat collected runoff to meet a daily COD effluent limit of 271 mg/L and a weekly average of 154 mg/L, AND
- certify use of non-urea-based pavement deicers OR meet a daily ammonia effluent limit of 14.7 mg/L.

\*EPA defines "available ADF" as "80 percent of the sprayed deicing fluid and 10 percent of the sprayed anti-icing fluid." The 60% collection efficiency is based on the use of centralized deicing pads, and 20% efficiency is based on the use of glycol recovery vehicles (GRVs).

In the proposed regulations, AVL would fall into the second airport classification.

### **FISCAL IMPACT**

At this time, the entire fiscal impact is unknown until the regulations are finalized. Furthermore, it is unknown when the regulations will be initiated.

In order to assist the Board in understanding the potential fiscal impact of this proposed regulation, ARAA Staff have prepared the following summary of potential costs that may be required when this regulation is finalized.

|                                  |                |
|----------------------------------|----------------|
| 1. Glycol Recovery Vehicle (GRV) | \$400,000      |
| 2. Liquid Deicing Equipment      | \$75,000       |
| 3. NAC & E-36                    | \$289,404      |
| 4. Replace Shop Roll-up Doors    | \$16,358       |
| 5. Glycol Disposal               | \$cost unknown |

**TOTAL** **\$780,762**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Development  
CAPITAL BUDGET REQUEST  
FY 2010-2011**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

| <b>Fund</b> | <b>Acct.</b> | <b>Sec.</b> | <b>C.C.</b> | <b>Source</b> | <b>Description</b>            | <b>Amount</b> |
|-------------|--------------|-------------|-------------|---------------|-------------------------------|---------------|
| ARA         | 0            | 70          | 0           | 0             | Airfield Improvements Program | \$ 350,000    |

Airfield Improvements Program Year 1 / Environmental Assessment -

Year #1 of the Airfield Improvement Program includes an Environmental Assessment (EA) for the parallel taxiway.

As shown on the current CIP, this project is proposed to be funded with \$332,500 of AIP discretionary funding and the remaining \$17,500 from Airport funds.

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

**TITLE:**

**HIRE DATE:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Development  
CAPITAL BUDGET REQUEST  
FY 2010-2011**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

| Fund | Acct. | Sec. | C.C. | Source | Description                   | Amount     |
|------|-------|------|------|--------|-------------------------------|------------|
| ARA  | 0     | 70   | 0    | 0      | Airfield Improvements Program | \$ 880,800 |

Airfield Improvements Program Year 2 / Planning & Preliminary Engineering -

Year #2 of the Airfield Improvement Program includes planning and preliminary engineering tasks. Work items would include survey, geo-technical testing and design work for the site work package and taxiway construction package.

As shown on the current CIP, this project is proposed to be funded with \$500,000 of AIP discretionary funding, \$94,432 in AIP entitlement funding and the remaining balance would be funded with Authority funds.

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

**TITLE:**

**HIRE DATE:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Development  
CAPITAL BUDGET REQUEST  
FY 2010-2011**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

| Fund | Acct. | Sec. | C.C. | Source | Description        | Amount     |
|------|-------|------|------|--------|--------------------|------------|
| ARA  | 0     | 70   | 0    | 0      | Master Plan Update | \$ 500,000 |

Master Plan Update -

The current Asheville Regional Airport Master Plan was completed in 2001. Airport Master Plans are usually updated every 10-12 years depending on various circumstances and factors that affect the airport and its plan. Since 2001, there have been several events that have had significant impact on the US aviation industry. Therefore, it is recommended that we conduct an Airport Master Plan Update including forecast updates and developing planning tools that can be used to improve the Asheville Regional Airport.

Master Plans are AIP eligible and as shown on the currently approved Capital Improvement Plan (CIP), this project would be funded with 95% AIP funds and the balance funded by the Airport Authority.

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

**TITLE:**

**HIRE DATE:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Development  
CAPITAL BUDGET REQUEST  
FY 2010-2011**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

| Fund | Acct. | Sec. | C.C. | Source | Description                     | Amount     |
|------|-------|------|------|--------|---------------------------------|------------|
| ARA  | 0     | 70   | 0    | 0      | General Aviation Ramp Expansion | \$ 825,000 |

General Aviation Ramp Expansion -

This capital item includes the construction of approximately 40,000 sf of additional general aviation aircraft apron. The design was completed during the summer of 2009 and originally bid for additional stimulus money or year end fall out money from the AIP program. Neither funds were received and the project was suspended. This project could be bid again with minor updates.

This new apron area would be located at the north end of the existing general aviation apron. This construction would satisfy the contractual obligation for the Airport Authority to construct additional preferential use apron adjacent to Landmark Aviation.

As shown on the current Capital Improvement Plan (CIP), this project would be funded with \$750,000 of NCDOT - Division of Aviation funds and the balance would be funded by the Airport Authority.

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

**TITLE:**

**HIRE DATE:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Development  
CAPITAL BUDGET REQUEST  
FY 2010-2011**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

| Fund | Acct. | Sec. | C.C. | Source | Description    | Amount     |
|------|-------|------|------|--------|----------------|------------|
| ARA  | 0     | 70   | 0    | 0      | ARFF Equipment | \$ 475,000 |

ARFF Equipment / Rapid Intervention Vehicle (RIV) -

The current 1985 500 gallon twin agent (foam/dry chemical) E-One RIV has 24 years of service. According to the American Public Works Association (APWA), recommended fire apparatus service time in North Carolina is 15 years of front line service with no more than 5 years of reserve status.

AVL is proposing a Class 3 RIV replacement. The AFFF foam system shall consist of the following: a tank with a useable capacity of 750 gallons of water, a 90 gallon reservoir for AFFF with a 3% foam proportioning system.

ARFF equipment is AIP eligible and as shown in the current CIP, this equipment purchase would be funded with 95% AIP entitlement funding and the balance would be funded with Authority funds.

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

**TITLE:**

**HIRE DATE:**



**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Information Technology  
CAPITAL BUDGET REQUEST  
FY 2010-2011**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

| Fund | Acct. | Sec. | C.C. | Source | Description                  | Amount        |
|------|-------|------|------|--------|------------------------------|---------------|
| ARA  | 0     | 20   | 0    | 0      | A Boarding Technology Outlay | \$ 109,530.00 |

The expanded A Boarding area will require a larger footprint of technology including common use equipment, airport news, sports, financials and entertainment media centers, Flight information display system, and an additional 4 EASE Common Use computers & equipment for A Boarding, including a server, and core routing/switching equipment for redundancy, failover, and non-interrupted airline processing service.

additional EASE positions - \$39,624  
failover/redundant server - \$4,500  
quick replace core routers - \$9,000  
LCDs - \$4,800  
Cisco 7945G IP Phones - \$1,700  
AirIT Professional Services - \$40,000

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

**TITLE:**

**HIRE DATE:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Public Safety  
CAPITAL BUDGET REQUEST  
FY 2010-2011**

**JUSTIFICATION SCHEDULE**

|   |  |                    |     |
|---|--|--------------------|-----|
|   | Capital Improvement                        |                    |     |
| X | Equipment and Small Capital Outlay         | Fund               | ARA |
|   | Renewal and Replacement                    | Department Number: | 50  |
|   | Business Development/Agreement Obligations | Cost Center        | 20  |
|   | Personnel Request                          | Source             | 0   |

**DESCRIPTION & JUSTIFICATION**

| Fund | Acct. | Sec. | C.C. | Source | Description            | Amount    |
|------|-------|------|------|--------|------------------------|-----------|
| ARA  | 0     | 50   | 20   | 0      | Mass Casualty Supplies | \$ 15,000 |

Mass Casualty Incident management equipment for our Special Operations Trailer. This equipment is to include an on board oxygen system with manifolds and disposable masks to treat multiple patients. It will also include backboards that will be numbered for patient tracking. We are also in need of a "Cascade" system of filling self contained breathing apparatus and are recommending a portable unit to carry us over until the construction of a new ARFF facility. Supplies to be included will be disposable blankets and emergency medical supplies to treat up to 100 patients.

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

**TITLE:**

**HIRE DATE:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Information Technology  
CAPITAL BUDGET REQUEST  
FY 2010-2011**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

| Fund | Acct. | Sec. | C.C. | Source | Description                | Amount       |
|------|-------|------|------|--------|----------------------------|--------------|
| ARA  | 0     | 20   | 0    | 0      | Financial Software Upgrade | \$ 26,875.00 |

The objective of this project is to upgrade to Microsoft Dynamics SL V7.1x from our current 3-user installation of Dynamics SL V6.5 given that this version will stop being supported by Microsoft in FY11. This upgrade includes all of our existing modules. This also includes the purchase/installation of the encumbrance module. The primary modules currently in use include:

General Ledger, Accounts Payable, Accounts Receivable, Cash Manager, Customization Manager, Purchasing, FRx, Fixed Assets

At the present time, the 3<sup>rd</sup> Party ISV products in use are the Progressive Fixed Assets module. The ASI Encumbrance module will be included as an add-on.

This quote is based on 125 hours @ \$175 per hour + \$5000 for the encumbrance module costs, installation, and training.

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

**TITLE:**

**HIRE DATE:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Operations & Maintenance  
CAPITAL BUDGET REQUEST  
FY 2010-2011**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

| <b>Fund</b> | <b>Acct.</b> | <b>Sec.</b> | <b>C.C.</b> | <b>Source</b> | <b>Description</b> | <b>Amount</b> |
|-------------|--------------|-------------|-------------|---------------|--------------------|---------------|
| ARA         | 0            | 40          | 0           | 0             | Roadway Sweeper    | \$ 175,000    |

Airport Maintenance is requesting to replace the Tenant Roadway Sweeper (unit #22) that is scheduled for replacement. This unit is used both on the roadway and airfield. This unit is 12 years old and is at the end of its useful life.

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

**TITLE:**

**HIRE DATE:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Public Safety  
CAPITAL BUDGET REQUEST  
FY 2010-2011**

**JUSTIFICATION SCHEDULE**

|              |  |                   |  |     |
|--------------|--|-------------------|--|-----|
| _____        | Capital Improvement                        |                   |  |     |
| _____        | Equipment and Small Capital Outlay         | Fund              |  | ARA |
| <u>  X  </u> | Renewal and Replacement                    | Department Number |  | 50  |
| _____        | Business Development/Agreement Obligations | Cost Center       |  | 20  |
| _____        | Personnel Request                          | Source            |  | 0   |

**DESCRIPTION & JUSTIFICATION**

| Fund | Acct. | Sec. | C.C. | Source | Description       | Amount    |
|------|-------|------|------|--------|-------------------|-----------|
| ARA  | 0     | 50   | 20   | 0      | 800 MHZ Interface | \$ 55,000 |

Phase III scheduled for this fiscal cycle is to address interoperability with the City of Asheville Fire & Police Dept communications, which both operate off of 800 mhz. This will also give AVL access into the NC statewide VIPER radio network. This is to include a fixed mobile radio for the TELEX IP radio network, software, 2 IP radio adapters and building antenna. We are also proposing two additional fixed (mobile) radios to be installed in our Command Vehicle and one in our Special Response Trailer. We are also proposing 4 portable radios, which are to be mounted in each ARFF truck. Total cost estimate for this upgrade is \$55,000.

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

**TITLE:**

**HIRE DATE:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Operations & Maintenance  
CAPITAL BUDGET REQUEST  
FY 2010-2011**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

| <b>Fund</b> | <b>Acct.</b> | <b>Sec.</b> | <b>C.C.</b> | <b>Source</b> | <b>Description</b> | <b>Amount</b> |
|-------------|--------------|-------------|-------------|---------------|--------------------|---------------|
| ARA         | 0            | 40          | 0           | 0             | Shop Roll-up Door  | \$ 15,000     |

Replace urea and shop roll-up doors in the older maintenance storage building. This will replace 2 roll-up doors with 1 larger roll-up doors that are energy efficient and will allow use by larger equipment . These new doors will assist in the loading/unloading of runway deicing chemicals. These door are 25+ years old. This will replace a 10' & 12' door for urea with a 24' door. This will increase the opening by 2' by eliminating the 2' separation between the current doors.

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

**TITLE:**

**HIRE DATE:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Operations & Maintenance  
CAPITAL BUDGET REQUEST  
FY 2010-2011**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

| <b>Fund</b> | <b>Acct.</b> | <b>Sec.</b> | <b>C.C.</b> | <b>Source</b> | <b>Description</b>    | <b>Amount</b> |
|-------------|--------------|-------------|-------------|---------------|-----------------------|---------------|
| ARA         | 0            | 40          | 0           | 0             | Shop Lighting Upgrade | \$ 6,444      |

Shop Lighting Replacement. Replacing the remaining T-12 with T-8 energy efficiency fixtures. The T-12 bulbs will not be available after 2010.

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

**TITLE:**

**HIRE DATE:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Information Technology**  
**CAPITAL BUDGET REQUEST**  
**FY 2010-2011**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

| Fund | Acct. | Sec. | C.C. | Source | Description                      | Amount       |
|------|-------|------|------|--------|----------------------------------|--------------|
| ARA  | 0     | 20   | 0    | 0      | Fingerprint Scanner Sys Replacem | \$ 11,000.00 |

The Department of Public Safety processes over 200 people annually for ID badges and Threat Assessment. In total, over 1200 people are badged that need be resubmitted every 2 years for Threat Assessment. This process can be streamlined, saving time and money by moving to a more integrated solution with the ID badging system.

The current fingerprint scanner, software, and equipment has been in place since 2001. It is no longer supported by the manufacturer and there are no spare parts available due to its age and complexity.

The proposed fingerprint scanner will allow the Public Safety Department to streamline operations by integrating the fingerprint process with ID badging. It will also bring down the cost of Threat Assessments by \$2 per person (from \$3 to \$1 each).

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

**TITLE:**

**HIRE DATE:**



**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Executive  
CAPITAL BUDGET REQUEST  
FY 2010-2011**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

| <b>Fund</b> | <b>Acct.</b> | <b>Sec.</b> | <b>C.C.</b> | <b>Source</b> | <b>Description</b>                          | <b>Amount</b> |
|-------------|--------------|-------------|-------------|---------------|---|---------------|
| ARA         | 0            | 05          | 0           | 0             | Air Service/Business Development Incentives | \$ 300,000    |

To meet the air service/development efforts of the Authority, funding is required to provide incentives for advertising, waiver of fees, etc.

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

**TITLE:**

**HIRE DATE:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ESTIMATED CASH BALANCE**  
**As of June 30, 2011**

|  |                  | <u>Amount</u>                     |
|--|------------------|-----------------------------------|
| <b>Estimated Cash Balance as of June 30, 2010</b>                |                  | <b>\$ 7,863,865</b>               |
| Plus: Net Operating & Investment Revenues                        |                  | 862,012                           |
| Less Other Costs:  |                  |                                   |
| Business Development Costs                                       | (300,000)        |                                   |
| Emergency Repair Costs   | (750,000)        |                                   |
| Contingency  | (178,613)        |                                   |
| Debt Service (Rental Car Facility)                               | <u>(626,823)</u> | (1,855,436)                       |
| Plus Non-Operating Revenues:                                     |                  |                                   |
| Passenger Facility Charges                                       | 1,192,000        |                                   |
| Customer Facility Charges  | <u>840,000</u>   | 2,032,000                         |
| Plus Capital Contributions:                                      |                  |                                   |
| Federal Grants - AIP Entitlements                                | 1,543,182        |                                   |
| Federal Grants - AIP Discretionary Funds                         | 832,500          |                                   |
| NC DOT Grants  | <u>750,000</u>   | 3,125,682                         |
| Less Capital Costs:  |                  |                                   |
| Capital Improvements   | (3,030,800)      |                                   |
| Equipment and Small Capital Outlay Fund                          | (151,405)        |                                   |
| Renewal and Replacements   | (262,444)        |                                   |
| Carryover projects from FY2010                                   | <u>(719,609)</u> | (4,164,258)                       |
| <b>Estimated Cash Balance at June 30, 2011</b>                   |                  | <b><u>7,863,865</u></b>           |
| <b>Estimated Restricted Cash at June 30, 2011</b>                |                  | <b>2,110,080</b>                  |
| <b>Operations &amp; Maintenance Reserve (6 Months)</b>           |                  | <b>3,224,433</b>                  |
| <b>Estimated Unrestricted Undesignated Cash at June 30, 2011</b> |                  | <b><u><u>\$ 2,529,352</u></u></b> |

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
SUPPLEMENTAL FEES AND CHARGES  
FY 2010/2011 ANNUAL BUDGET**

|  | FY 2009/2010<br>Current Fees |             | FY 2010/2011<br>Proposed Fees |             |
|--|------------------------------|-------------|-------------------------------|-------------|
|  | Cost                         | Per         | Cost                          | Per         |
| <b>Maintenance</b>                             |                              |             |                               |             |
| Scissor Lift                                   | \$ 100.00                    | use         | \$ 100.00                     | use         |
| ADA Ramp Rental                                | \$ 100.00                    | use         | \$ 100.00                     | use         |
| Air Stair Rental                               | \$ 100.00                    | use         | \$ 100.00                     | use         |
| Volvo Wheel Loader                             | \$ 100.00                    | use         | \$ 100.00                     | use         |
| Fork-lift                                      | \$ 100.00                    | use         | \$ 100.00                     | use         |
| Tenant Sweeper                                 | \$ 100.00                    | hour        | \$ 100.00                     | hour        |
| Service Truck                                  | \$ 50.00                     | hour        | \$ 50.00                      | hour        |
| Backhoe  | \$ 100.00                    | hour        | \$ 100.00                     | hour        |
| Lighted X                                      | \$ 200.00                    | day         | \$ 200.00                     | day         |
| Light Tower                                    | \$ 150.00                    | day         | \$ 150.00                     | day         |
| Paint Stripper                                 | \$ 100.00                    | hour        | \$ 100.00                     | hour        |
| Large Aircraft Removal Dolly                   | \$ 200.00                    | day         | \$ 200.00                     | day         |
| Small Aircraft Removal Dolly                   | \$ 100.00                    | day         | \$ 100.00                     | day         |
| Aircraft Jack                                  | \$ 75.00                     | use         | \$ 75.00                      | use         |
| Cores  | \$ 30.00                     | each        | \$ 30.00                      | each        |
| Keys   | \$ 5.00                      | each        | \$ 5.00                       | each        |
| Maintenance Labor Rate 1/                      | \$ 40.00                     | hour        | \$ 40.00                      | hour        |
| <b>Department of Public Safety</b>             |                              |             |                               |             |
| ARFF Apparatus for 1500 gal. or greater        | \$ 250.00                    | hour        | \$ 250.00                     | hour        |
| ARFF Apparatus for less than 1500 gal.         | \$ 150.00                    | hour        | \$ 150.00                     | hour        |
| Command, Police, and Ops support vehicles      | \$ 100.00                    | hour        | \$ 100.00                     | hour        |
| Aircraft recover dolly                         | \$ 150.00                    | day         | \$ 150.00                     | day         |
| Maintenance Labor Rate 1/                      | \$ 45.00                     | hour        | \$ 45.00                      | hour        |
| Mutual Aid Agencies collected on their behalf  |                              | as incurred |                               | as incurred |
| Replacement charges for AVL equipment/supplies |                              | as incurred |                               | as incurred |

1/ Minimum of 3 hours charged after regular business hours.

|  | FY 2009/2010<br>Current Fees |     | FY 2010/2011<br>Proposed Fees |     |
|--|------------------------------|-----|-------------------------------|-----|
|  | Cost                         | Per | Cost                          | Per |
| <b>Identification Badge Fees and Charges</b> |                              |     |                               |     |
| <b>Initial Badge Issuance</b>                |                              |     |                               |     |
| SIDA Badge (1)                               | \$ 52.00                     |     | \$ 52.00                      |     |
| Non-SIDA Badge (2)                           | \$ 20.00                     |     | \$ 20.00                      |     |
| <b>Renewal of Badge</b>                      |                              |     |                               |     |
| SIDA Badge (2)                               | \$ 20.00                     |     | \$ 20.00                      |     |
| Non-SIDA Badge (2)                           | \$ 20.00                     |     | \$ 20.00                      |     |
| <b>Lost Badge Replacement</b>                |                              |     |                               |     |
| SIDA Badge (3)                               | \$ 30.00                     |     | \$ 30.00                      |     |
| Non-SIDA Badge (3)                           | \$ 30.00                     |     | \$ 30.00                      |     |
| <b>Other Fees</b>                            |                              |     |                               |     |
| Finger Print Background Check Only           | \$ 42.00                     |     | \$ 42.00                      |     |
| Finger Print Background Check Only           | \$ 10.00                     |     | \$ 10.00                      |     |

**Notes:**

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

|                                      | FY 2009/2010<br>Current Fees |                   | FY 2010/2011<br>Proposed Fees |                   |
|--------------------------------------|------------------------------|-------------------|-------------------------------|-------------------|
|                                      | Cost                         | Per               | Cost                          | Per               |
| <b><u>Parking</u></b>                |                              |                   |                               |                   |
| Long term                            | \$ 1.00                      | 0 - 1 hour        | \$ 1.00                       | 0 - 1 hour        |
|                                      | \$ 1.00                      | each add'l hour   | \$ 1.00                       | each add'l hour   |
|                                      | \$ 7.00                      | day               | \$ 7.00                       | day               |
| Short term                           | \$ -                         | 0 - 20 mins       | \$ -                          | 0 - 20 mins       |
|                                      | \$ 1.50                      | 20 - 40 mins      | \$ 1.50                       | 20 - 40 mins      |
|                                      | \$ 2.00                      | 40 - 60 mins      | \$ 2.00                       | 40 - 60 mins      |
|                                      | \$ 2.75                      | 60 - 80 mins      | \$ 2.75                       | 60 - 80 mins      |
|                                      | \$ 0.50                      | add every 20 mins | \$ 0.50                       | add every 20 mins |
|                                      | \$ 12.00                     | day               | \$ 12.00                      | day               |
| Employee Parking Rate                | \$ 40.00                     | annual            | \$ 40.00                      | annual            |
| Commuter Parking Rate                | \$ 240.00                    | annual            | \$ 240.00                     | annual            |
| Fines                                | up to \$1,000                | day               | up to \$1,000                 | day               |
| <b><u>Ground Transportation</u></b>  |                              |                   |                               |                   |
| Airport Ground Transportation Permit | \$ 150.00                    | annual            | \$ 150.00                     | annual            |
| Off-Airport Rental Car Fee           | 7.50%                        | of gross revenue  | 7.50%                         | of gross revenue  |



## **MEMORANDUM**

TO: Members of the Airport Authority

FROM: Vickie Thomas, Director of Finance and Accounting

DATE: March 12, 2010

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

Approval of Amendment to the FY09/10 Budget – Amendment No. 3

### **BACKGROUND**

The Board has agreed to offer air service incentives of \$40,000 to AirTran for their new service to Tampa and \$60,000 to American Airlines. We must amend the FY09/10 budget to provide for this additional \$100,000 in Business Development cost. We recommend that the Airport Authority Board amend the FY09/10 budget as outlined below.

### **ISSUES**

None.

### **ALTERNATIVES**

We could not amend the FY09/10 budget and not provide the agreed to air service incentives to AirTran and American Airlines.

### **FISCAL IMPACT**

The budget amendment will increase both budgeted revenue and expenditures for FY09/10 by \$100,000.

New Business – Item B



## RECOMMENDED ACTION

It is respectfully requested that the Airport Authority Board resolve to amend the FY09/10 budget by adopting the following budget ordinance amendment:

BE IT ORDAINED by the Asheville Regional Airport Authority that the following amendment be made to the annual budget ordinance for the fiscal year ending June 30, 2010:

Section 1. To amend the appropriations as follows:

### **EXPENDITURES:**

|                      | <u>Decrease</u>   | <u>Increase</u>         |
|----------------------|-------------------|-------------------------|
| Business Development |                   | \$100,000               |
| Totals               | <u><u>\$0</u></u> | <u><u>\$100,000</u></u> |

This will result in a net increase of \$100,000 in the appropriations. To provide the additional revenue for the above, revenues will be revised as follows:

### **REVENUES:**

|              | <u>Decrease</u>   | <u>Increase</u>         |
|--------------|-------------------|-------------------------|
| FY09/10 PFCs |                   | \$100,000               |
| Totals       | <u><u>\$0</u></u> | <u><u>\$100,000</u></u> |

Section 2. Copies of this budget amendment shall be furnished to the Secretary of the Asheville Regional Airport Authority, who for purposes of this ordinance, is designated as the Clerk to the Asheville Regional Airport Authority, and to the Budget Officer and to the Finance Officer for their direction.



Adopted this 12<sup>th</sup> day of March, 2010.

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David R. Hillier, Chairman

Attested by:

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Charles W. McGrady, Secretary-Treasurer



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## MEMORANDUM

TO: Members of the Airport Authority

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

DATE: March 12, 2010

### ITEM DESCRIPTION – Information Section Item A

January, 2010 Traffic Report – Asheville Regional Airport

#### SUMMARY

January 2010 overall passenger traffic numbers were down 1.7%. Passenger traffic numbers reflect a 4.3% decrease in passenger enplanements from January 2009. There were 33 flights cancelled during the month due to snow storms. Based on the average load factors from the airlines, the enplanement number would have increased by approximately 1,000 passengers had these snow storms not transpired, reflecting an increase by 0.9% over January, 2009.

#### AIRLINE PERFORMANCE

Delta Airlines: Delta's January 2010 enplanements increased by 6.6% compared to January 2009. There were twenty-three (23) flight cancellations for the month.

Continental Airlines: Continental's January 2010 passenger enplanements decreased by 17.3% compared to January 2009. There were three (3) flight cancellations for the month.

Northwest Airlines: Year over Year passenger enplanements for Northwest in January 2010 were down 71.6%. There were two (2) flight cancellations for the month.

US Airways: US Airways' January 2010 passenger enplanements represent a 20.5% decrease. There were twelve (12) flight cancellations for the month.



# Monthly Traffic Report

## Asheville Regional Airport

### January 2010



| Category                   | Jan 2010       | Jan 2009       | Percentage Change | *CYTD-2010     | *CYTD-2009     | Percentage Change | *MOV12-2010      | *MOV12-2009      | Percentage Change |
|----------------------------|----------------|----------------|-------------------|----------------|----------------|-------------------|------------------|------------------|-------------------|
| <b>Passenger Traffic</b>   |                |                |                   |                |                |                   |                  |                  |                   |
| Enplaned                   | 18,304         | 19,135         | -4.3%             | 18,304         | 19,135         | -4.3%             | 291,119          | 280,702          | 3.7%              |
| Deplaned                   | <u>18,448</u>  | <u>18,263</u>  | 1.0%              | <u>18,448</u>  | <u>18,263</u>  | 1.0%              | <u>288,865</u>   | <u>279,861</u>   | 3.2%              |
| <b>Total</b>               | <b>36,752</b>  | <b>37,398</b>  | <b>-1.7%</b>      | <b>36,752</b>  | <b>37,398</b>  | <b>-1.7%</b>      | <b>579,984</b>   | <b>560,563</b>   | <b>3.5%</b>       |
| <b>Aircraft Operations</b> |                |                |                   |                |                |                   |                  |                  |                   |
| Airlines                   | 28             | 48             | -41.7%            | 28             | 48             | -41.7%            | 343              | 1,307            | -73.8%            |
| Commuter /Air Taxi         | <u>1,337</u>   | <u>1,239</u>   | 7.9%              | 1,337          | 1,239          | 7.9%              | 17,332           | 18,900           | -8.3%             |
| <b>Subtotal</b>            | <u>1,365</u>   | <u>1,287</u>   | 6.1%              | <u>1,365</u>   | <u>1,287</u>   | 6.1%              | <u>17,675</u>    | <u>20,207</u>    | -12.5%            |
| General Aviation           | 2,692          | 3,006          | -10.4%            | 2,692          | 3,006          | -10.4%            | 44,811           | 52,392           | -14.5%            |
| Military                   | <u>274</u>     | <u>162</u>     | 69.1%             | <u>274</u>     | <u>162</u>     | 69.1%             | <u>3,827</u>     | <u>2,836</u>     | 34.9%             |
| <b>Subtotal</b>            | <u>2,966</u>   | <u>3,168</u>   | -6.4%             | <u>2,966</u>   | <u>3,168</u>   | -6.4%             | <u>48,638</u>    | <u>55,228</u>    | -11.9%            |
| <b>Total</b>               | <b>4,331</b>   | <b>4,455</b>   | <b>-2.8%</b>      | <b>4,331</b>   | <b>4,455</b>   | <b>-2.8%</b>      | <b>66,313</b>    | <b>75,435</b>    | <b>-12.1%</b>     |
| <b>Fuel Gallons</b>        |                |                |                   |                |                |                   |                  |                  |                   |
| 100LL                      | 16,711         | 10,770         | 55.2%             | 16,711         | 10,770         | 55.2%             | 218,150          | 229,068          | -4.8%             |
| Jet A (GA)                 | 60,310         | 54,733         | 10.2%             | 60,310         | 54,733         | 10.2%             | 1,074,186        | 1,347,107        | -20.3%            |
| <b>Subtotal</b>            | <u>77,021</u>  | <u>65,503</u>  | 17.6%             | <u>77,021</u>  | <u>65,503</u>  | 17.6%             | <u>1,292,336</u> | <u>1,576,175</u> | -18.0%            |
| Jet A (A/L)                | <u>213,029</u> | <u>204,070</u> | 4.4%              | <u>213,029</u> | <u>204,070</u> | 4.4%              | <u>2,508,217</u> | <u>2,881,759</u> | -13.0%            |
| <b>Total</b>               | <b>290,050</b> | <b>269,573</b> | <b>7.6%</b>       | <b>290,050</b> | <b>269,573</b> | <b>7.6%</b>       | <b>3,800,553</b> | <b>4,457,934</b> | <b>-14.7%</b>     |

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

Monday, March 01, 2010

# Airline Enplanements, Seats, and Load Factors

## Asheville Regional Airport

January 2010



|                             | Jan 2010 | Jan 2009 | Percentage Change | *CYTD-2010 | *CYTD-2009 | Percentage Change |
|-----------------------------|----------|----------|-------------------|------------|------------|-------------------|
| <b>AirTran Airways</b>      |          |          |                   |            |            |                   |
| Enplanements                | 880      | 0        | #Div/0!           | 880        | 0          | #Div/0!           |
| Seats                       | 1,404    | 0        | #Div/0!           | 1,404      | 0          | #Div/0!           |
| Load Factor                 | 62.7%    | #Num!    | #Error            | 62.7%      | #Num!      | #Error            |
| <b>Allegiant Air</b>        |          |          |                   |            |            |                   |
| Enplanements                | 56       | 86       | -34.9%            | 56         | 86         | -34.9%            |
| Seats                       | 150      | 200      | -25.0%            | 150        | 200        | -25.0%            |
| Load Factor                 | 37.3%    | 43.0%    | -13.2%            | 37.3%      | 43.0%      | -13.2%            |
| <b>Continental Airlines</b> |          |          |                   |            |            |                   |
| Enplanements                | 1,281    | 1,549    | -17.3%            | 1,281      | 1,549      | -17.3%            |
| Seats                       | 2,750    | 2,950    | -6.8%             | 2,750      | 2,950      | -6.8%             |
| Load Factor                 | 46.6%    | 52.5%    | -11.3%            | 46.6%      | 52.5%      | -11.3%            |
| <b>Delta Air Lines</b>      |          |          |                   |            |            |                   |
| Enplanements                | 7,555    | 7,084    | 6.6%              | 7,555      | 7,084      | 6.6%              |
| Seats                       | 13,300   | 9,320    | 42.7%             | 13,300     | 9,320      | 42.7%             |
| Load Factor                 | 56.8%    | 76.0%    | -25.3%            | 56.8%      | 76.0%      | -25.3%            |
| <b>Northwest Airlines</b>   |          |          |                   |            |            |                   |
| Enplanements                | 791      | 2,783    | -71.6%            | 791        | 2,783      | -71.6%            |
| Seats                       | 1,450    | 4,150    | -65.1%            | 1,450      | 4,150      | -65.1%            |
| Load Factor                 | 54.6%    | 67.1%    | -18.7%            | 54.6%      | 67.1%      | -18.7%            |
| <b>United Airlines</b>      |          |          |                   |            |            |                   |
| Enplanements                | 1,672    | 0        | #Div/0!           | 1,672      | 0          | #Div/0!           |
| Seats                       | 2,850    | 0        | #Div/0!           | 2,850      | 0          | #Div/0!           |
| Load Factor                 | 58.7%    | #Num!    | #Error            | 58.7%      | #Num!      | #Error            |

Monday, March 01, 2010

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

|                   | Jan 2010 | Jan 2009 | Percentage Change | *CYTD-2010 | *CYTD-2009 | Percentage Change |
|-------------------|----------|----------|-------------------|------------|------------|-------------------|
| <b>US Airways</b> |          |          |                   |            |            |                   |
| Enplanements      | 6,069    | 7,633    | -20.5%            | 6,069      | 7,633      | -20.5%            |
| Seats             | 9,840    | 9,665    | 1.8%              | 9,840      | 9,665      | 1.8%              |
| Load Factor       | 61.7%    | 79.0%    | -21.9%            | 61.7%      | 79.0%      | -21.9%            |
| <b>Totals</b>     |          |          |                   |            |            |                   |
| Enplanements      | 18,304   | 19,135   | -4.3%             | 18,304     | 19,135     | -4.3%             |
| Seats             | 31,744   | 26,285   | 20.8%             | 31,744     | 26,285     | 20.8%             |
| Load Factor       | 57.7%    | 72.8%    | -20.8%            | 57.7%      | 72.8%      | -20.8%            |

# Airline Flight Completions Asheville Regional Airport January 2010



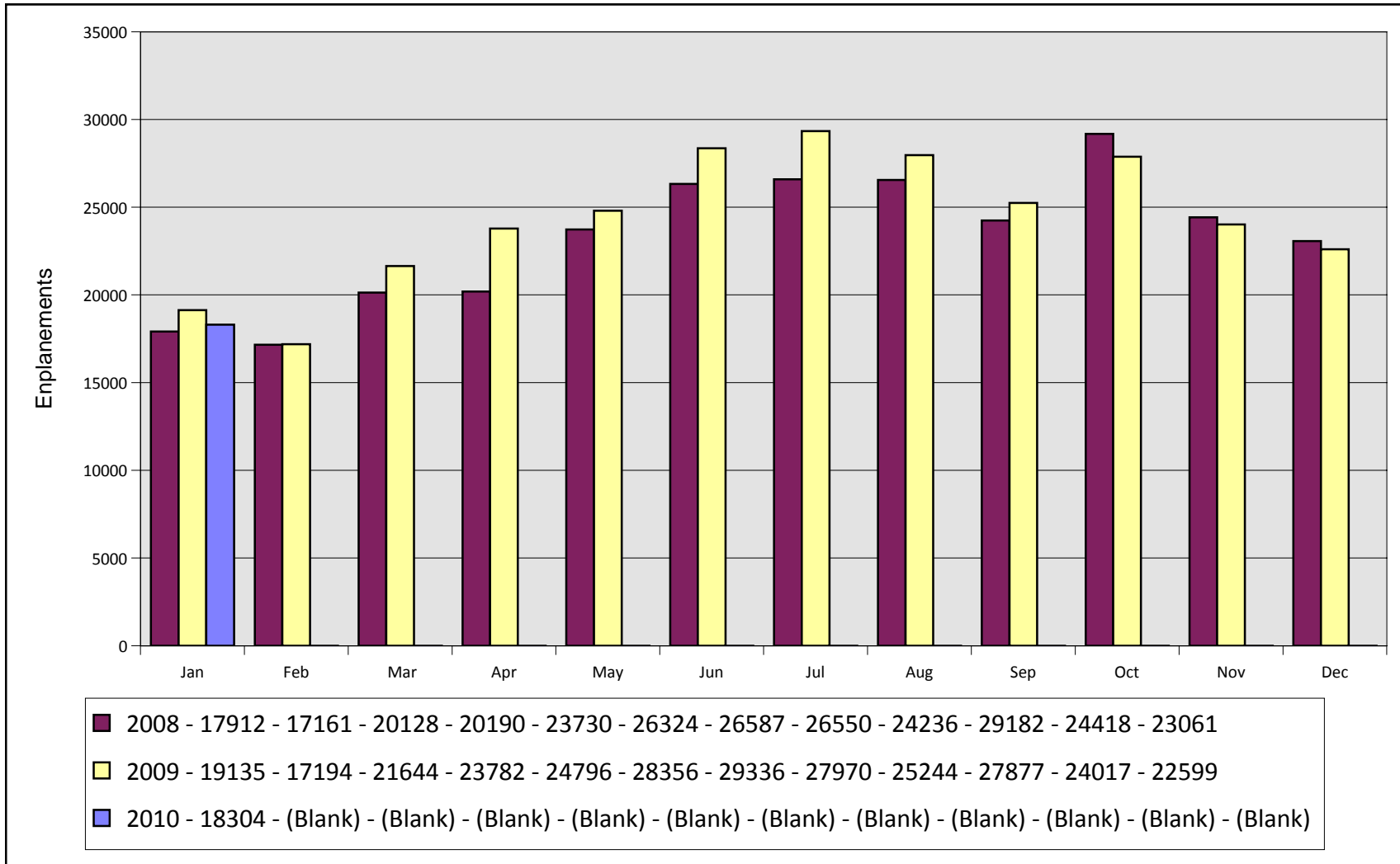
| Airline              | Scheduled Flights | Field | Cancellations Due To |         |       | Total Cancellations | Percentage of Completed |
|----------------------|-------------------|-------|----------------------|---------|-------|---------------------|-------------------------|
|                      |                   |       | Mechanical           | Weather | Other |                     |                         |
| AirTran Airways      | 13                | 0     | 0                    | 1       | 0     | 1                   | 92.3%                   |
| Allegiant Air        | 2                 | 0     | 0                    | 0       | 0     | 0                   | 100.0%                  |
| Continental Airlines | 58                | 0     | 1                    | 2       | 0     | 3                   | 94.8%                   |
| Delta Air Lines      | 289               | 0     | 7                    | 16      | 0     | 23                  | 92.0%                   |
| Northwest Airlines   | 31                | 0     | 0                    | 2       | 0     | 2                   | 93.5%                   |
| United Airlines      | 63                | 0     | 0                    | 0       | 0     | 0                   | 100.0%                  |
| US Airways           | 210               | 0     | 0                    | 12      | 0     | 12                  | 94.3%                   |

Monday, March 01, 2010

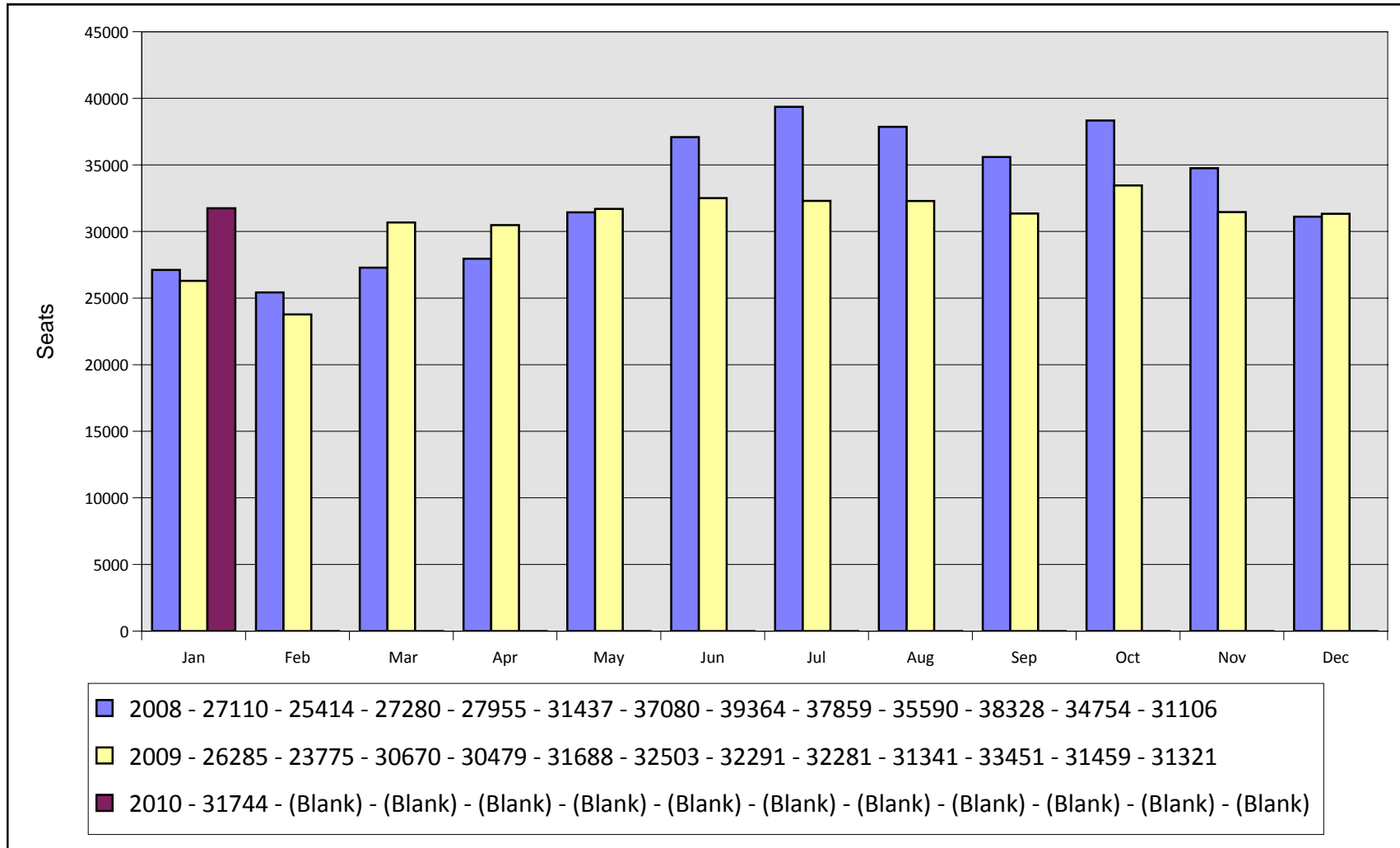
| Airline      | Scheduled Flights | Field | Cancellations Due To |         |       | Total Cancellations | Percentage of Completed |
|--------------|-------------------|-------|----------------------|---------|-------|---------------------|-------------------------|
|              |                   |       | Mechanical           | Weather | Other |                     |                         |
| <b>Total</b> | 666               | 0     | 8                    | 33      | 0     | 41                  | 93.8%                   |

Monday, March 01, 2010

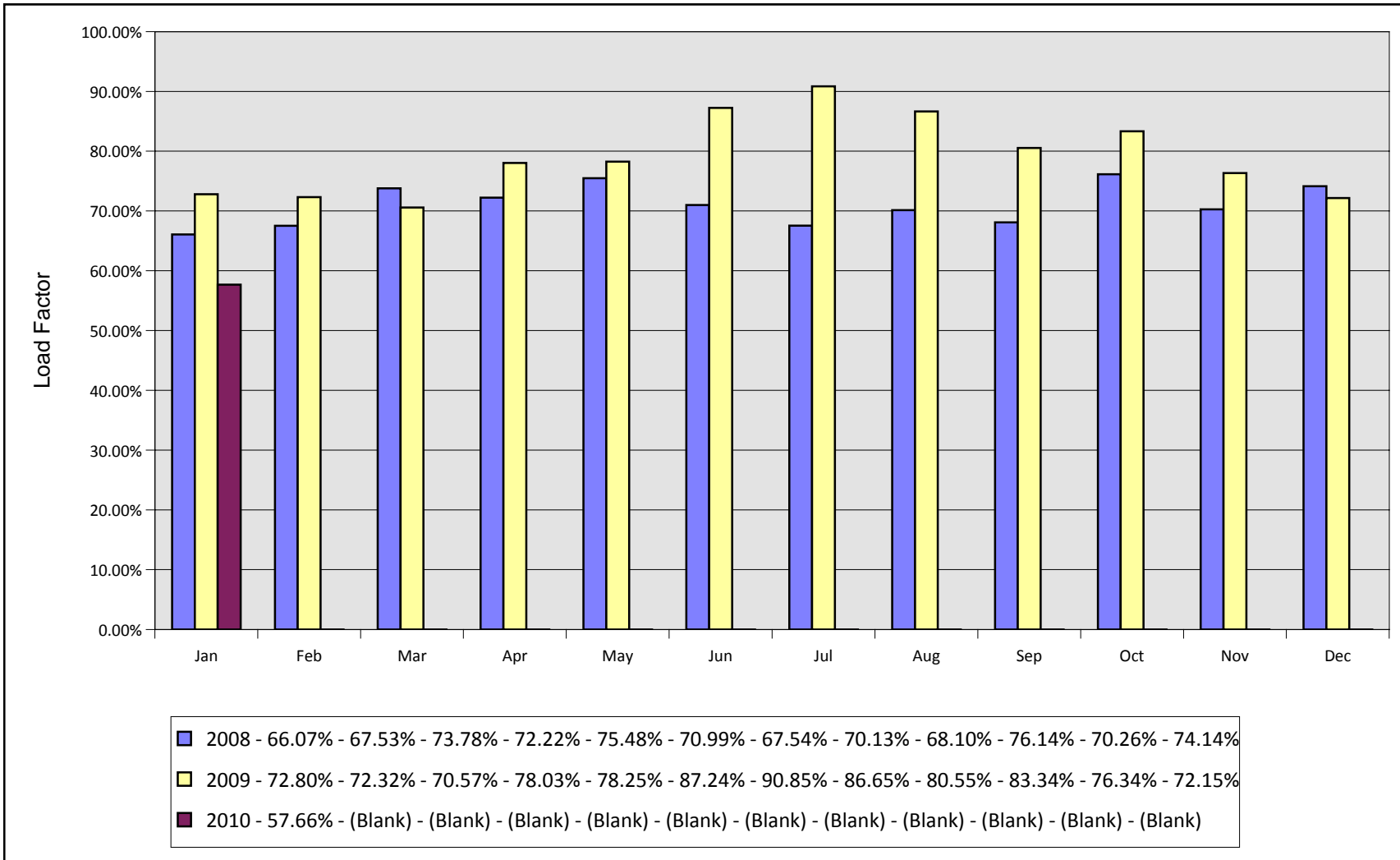
# Monthly Enplanements By Year Asheville Regional Airport



# Monthly Seats By Year Asheville Regional Airport

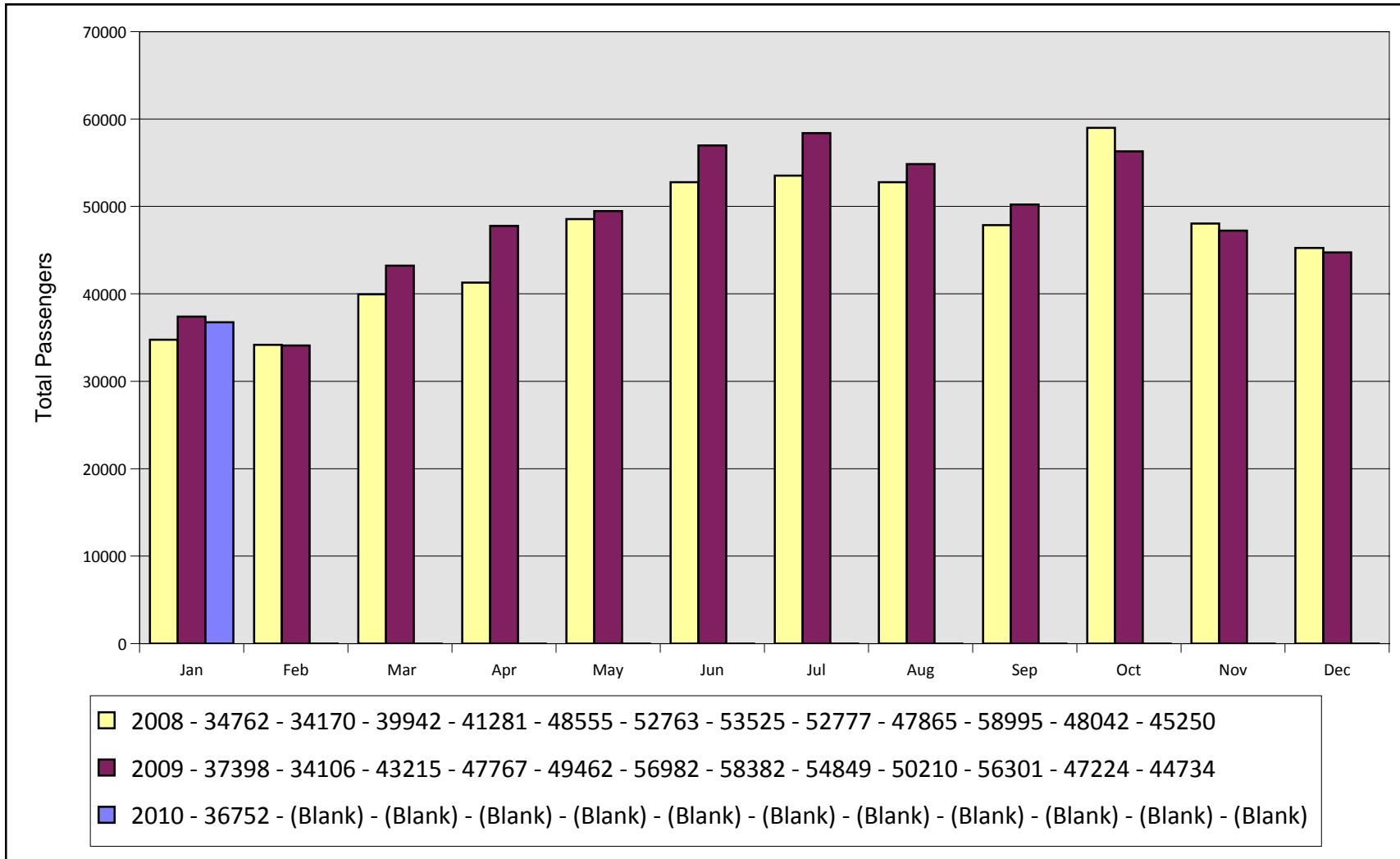


# Monthly Load Factors By Year Asheville Regional Airport



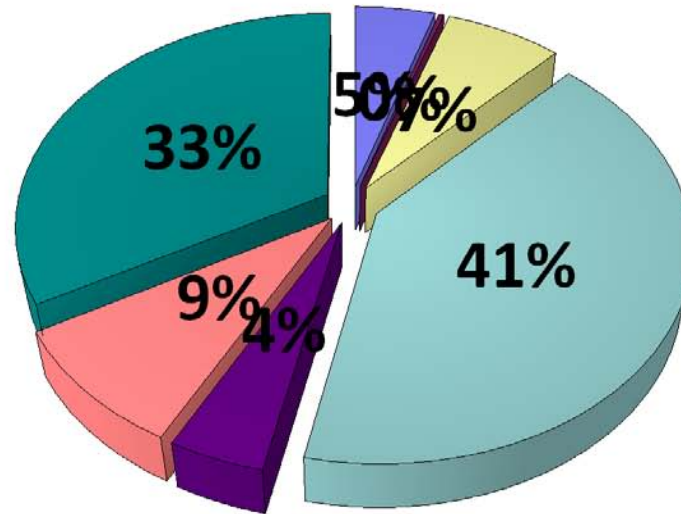


# Total Monthly Passengers By Year Asheville Regional Airport

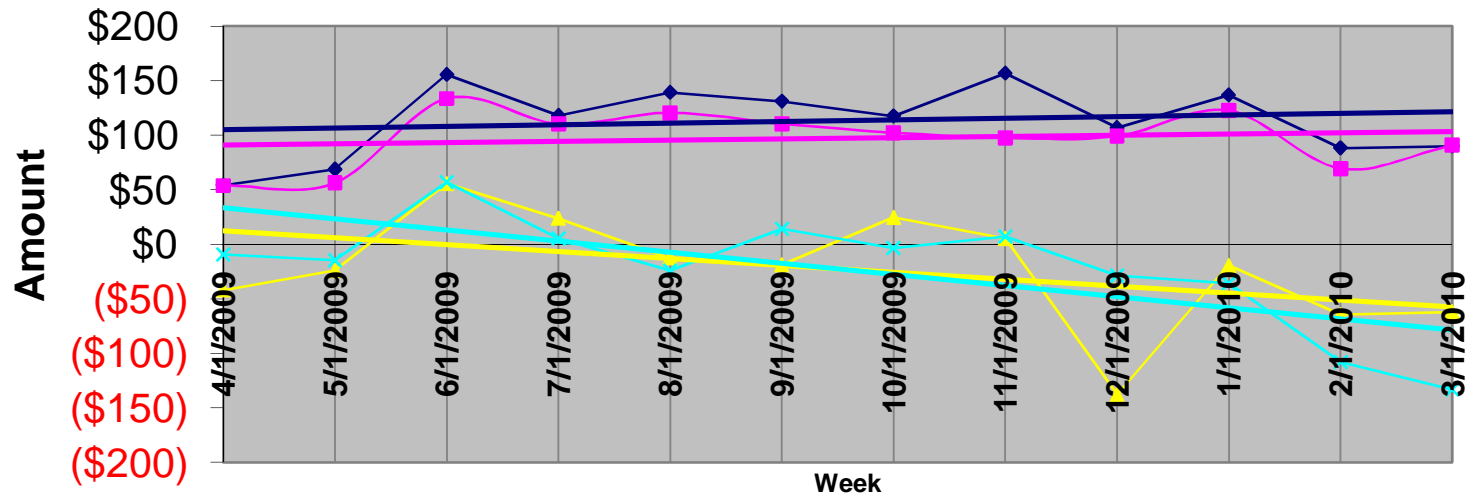


# Airline Market Share Analysis (Enplanements) Asheville Regional Airport

Report Period From January 2010 Through January 2010



## 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 3/01/10**  
**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            | \$312            | \$357          | \$237            | \$431             | \$613             | (\$45)                     | \$75             | (\$119)           | (\$301)           |
| ATL | Atlanta                | \$391            |                | \$117            | \$340             | \$377             | \$391                      | \$274            | \$51              | \$14              |
| AUS | Austin                 | \$236            | \$269          | \$259            | \$405             | \$453             | (\$33)                     | (\$23)           | (\$169)           | (\$217)           |
| BWI | Baltimore              | \$220            | \$169          | \$132            | \$386             | \$441             | \$51                       | \$88             | (\$166)           | (\$221)           |
| BOS | Boston                 | \$230            | \$199          | \$209            | \$416             | \$421             | \$31                       | \$21             | (\$186)           | (\$191)           |
| ORD | Chicago                | \$209            | \$190          | \$263            | \$526             | \$379             | \$19                       | (\$54)           | (\$317)           | (\$170)           |
| CVG | Cincinnati             | \$344            | \$157          | \$336            | \$355             | \$412             | \$187                      | \$8              | (\$11)            | (\$68)            |
| CLE | Cleveland              | \$323            | \$199          | \$247            | \$392             | \$327             | \$124                      | \$76             | (\$69)            | (\$4)             |
| DFW | Dallas                 | \$340            | \$209          | \$227            | \$488             | \$405             | \$131                      | \$113            | (\$148)           | (\$65)            |
| DEN | Denver                 | \$340            | \$239          | \$239            | \$303             | \$330             | \$101                      | \$101            | \$37              | \$10              |
| DTW | Detroit                | \$269            | \$217          | \$247            | \$354             | \$562             | \$52                       | \$22             | (\$85)            | (\$293)           |
| FLL | Fort Lauderdale        | \$277            | \$149          | \$159            | \$403             | \$359             | \$128                      | \$118            | (\$126)           | (\$82)            |
| RSW | Ft. Myers              | \$387            | \$238          | \$169            | \$403             | \$381             | \$149                      | \$218            | (\$16)            | \$6               |
| BDL | Hartford               | \$260            | \$509          | \$229            | \$360             | \$395             | (\$249)                    | \$31             | (\$100)           | (\$135)           |
| IAH | Houston                | \$362            | \$177          | \$236            | \$369             | \$431             | \$185                      | \$126            | (\$7)             | (\$69)            |
| IND | Indianapolis           | \$262            | \$180          | \$159            | \$223             | \$426             | \$82                       | \$103            | \$39              | (\$164)           |
| JAX | Jacksonville           | \$377            | \$157          | \$159            | \$373             | \$377             | \$220                      | \$218            | \$4               | \$0               |
| MCI | Kansas City            | \$311            | \$272          | \$327            | \$376             | \$494             | \$39                       | (\$16)           | (\$65)            | (\$183)           |
| LAS | Las Vegas              | \$358            | \$297          | \$256            | \$343             | \$410             | \$61                       | \$102            | \$15              | (\$52)            |
| LAX | Los Angeles            | \$310            | \$279          | \$210            | \$346             | \$450             | \$31                       | \$100            | (\$36)            | (\$140)           |
| MHT | Manchester             | \$318            | \$279          | \$279            | \$478             | \$315             | \$39                       | \$39             | (\$160)           | \$3               |
| MEM | Memphis                | \$494            | \$114          | \$224            | \$198             | \$518             | \$380                      | \$270            | \$296             | (\$24)            |
| MIA | Miami                  | \$297            | \$149          | \$227            | \$403             | \$381             | \$148                      | \$70             | (\$106)           | (\$84)            |
| MKE | Milwaukee              | \$343            | \$187          | \$177            | \$241             | \$607             | \$156                      | \$166            | \$102             | (\$264)           |
| MSP | Minneapolis/Saint Paul | \$390            | \$255          | \$279            | \$338             | \$586             | \$135                      | \$111            | \$52              | (\$196)           |
| BNA | Nashville              | \$418            | \$363          | \$400            | \$509             | \$712             | \$55                       | \$18             | (\$91)            | (\$294)           |
| MSY | New Orleans            | \$339            | \$159          | \$159            | \$366             | \$562             | \$180                      | \$180            | (\$27)            | (\$223)           |
| LGA | New York               | \$279            | \$229          | \$217            | \$404             | \$438             | \$50                       | \$62             | (\$125)           | (\$159)           |
| EWR | Newark                 | \$377            | \$229          | \$167            | \$455             | \$401             | \$148                      | \$210            | (\$78)            | (\$24)            |
| MCO | Orlando                | \$149            | \$177          | \$157            | \$393             | \$442             | (\$28)                     | (\$8)            | (\$244)           | (\$293)           |
| PHL | Philadelphia           | \$231            | \$179          | \$219            | \$383             | \$388             | \$52                       | \$12             | (\$152)           | (\$157)           |
| PHX | Phoenix                | \$310            | \$240          | \$259            | \$303             | \$410             | \$70                       | \$51             | \$7               | (\$100)           |
| PIT | Pittsburgh             | \$220            | \$179          | \$169            | \$246             | \$526             | \$41                       | \$51             | (\$26)            | (\$306)           |
| PDX | Portland               | \$375            | \$337          | \$309            | \$439             | \$725             | \$38                       | \$66             | (\$64)            | (\$350)           |
| PVD | Providence             | \$358            | \$279          | \$279            | \$306             | \$519             | \$79                       | \$79             | \$52              | (\$161)           |
| RDU | Raleigh/Durham         | \$448            | \$139          | \$257            | \$356             | \$542             | \$309                      | \$191            | \$92              | (\$94)            |
| RIC | Richmond               | \$242            | \$139          | \$141            | \$356             | \$542             | \$103                      | \$101            | (\$114)           | (\$300)           |
| STL | Saint Louis            | \$276            | \$194          | \$240            | \$373             | \$415             | \$82                       | \$36             | (\$97)            | (\$139)           |
| SLC | Salt Lake City         | \$302            | \$358          | \$309            | \$323             | \$607             | (\$56)                     | (\$7)            | (\$21)            | (\$305)           |
| SAT | San Antonio            | \$339            | \$204          | \$246            | \$403             | \$430             | \$135                      | \$93             | (\$64)            | (\$91)            |

|     |                    |       |       |       |       |       |         |       |         |         |
|-----|--------------------|-------|-------|-------|-------|-------|---------|-------|---------|---------|
| SAN | San Diego          | \$537 | \$418 | \$319 | \$613 | \$596 | \$119   | \$218 | (\$76)  | (\$59)  |
| SFO | San Francisco      | \$290 | \$329 | \$256 | \$513 | \$450 | (\$39)  | \$34  | (\$223) | (\$160) |
| SRQ | Sarasota/Bradenton | \$377 | \$237 | \$169 | \$403 | \$381 | \$140   | \$208 | (\$26)  | (\$4)   |
| SEA | Seattle            | \$410 | \$326 | \$363 | \$447 | \$420 | \$84    | \$47  | (\$37)  | (\$10)  |
| SYR | Syracuse           | \$320 | \$424 | \$278 | \$370 | \$507 | (\$104) | \$42  | (\$50)  | (\$187) |
| TPA | Tampa              | \$177 | \$177 | \$159 | \$393 | \$371 | \$0     | \$18  | (\$216) | (\$194) |
| YYZ | Toronto            | \$524 | \$476 | \$400 | \$560 | \$679 | \$48    | \$124 | (\$36)  | (\$155) |
| DCA | Washington DC      | \$337 | \$189 | \$249 | \$404 | \$322 | \$148   | \$88  | (\$67)  | \$15    |
| IAD | Washington DC      | \$337 | \$189 | \$229 | \$394 | \$322 | \$148   | \$108 | (\$57)  | \$15    |
| PBI | West Palm Beach    | \$337 | \$159 | \$169 | \$403 | \$381 | \$178   | \$168 | (\$66)  | (\$44)  |
|     |                    |       |       |       |       |       | \$90    | \$91  | (\$62)  | (\$133) |

**Average Fare difference**

\*These sample airfares were available 3/01/10, 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](http://www.aa.com); [www.airtran.com](http://www.airtran.com); [www.continental.com](http://www.continental.com); [www.delta.com](http://www.delta.com); [www.united.com](http://www.united.com); [www.usairways.com](http://www.usairways.com); [www.travelocity.com](http://www.travelocity.com); [www.orbitz.com](http://www.orbitz.com); or [www.expedia.com](http://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.**

**Asheville Regional Airport**  
**Sample airfares as of 3/01/10**  
**0 Day Advance Purchase, 3 day Stay**

|     |                        | <b>Difference in Fares</b> |                |                  |                   |                   |                |                  |                   |                   |
|-----|------------------------|----------------------------|----------------|------------------|-------------------|-------------------|----------------|------------------|-------------------|-------------------|
|     |                        | <b>ASHEVILLE</b>           | <b>ATLANTA</b> | <b>CHARLOTTE</b> | <b>GREENVILLE</b> | <b>TRI-CITIES</b> | <b>ATLANTA</b> | <b>CHARLOTTE</b> | <b>GREENVILLE</b> | <b>TRI-CITIES</b> |
| ABQ | Albuquerque            | \$494                      | \$677          | \$430            | \$1,122           | \$821             | (\$183)        | \$64             | (\$628)           | (\$327)           |
| ATL | Atlanta                | \$521                      |                | \$539            | \$477             | \$507             | \$521          | (\$18)           | \$44              | \$14              |
| AUS | Austin                 | \$457                      | \$539          | \$399            | \$569             | \$605             | (\$82)         | \$58             | (\$112)           | (\$148)           |
| BWI | Baltimore              | \$509                      | \$373          | \$323            | \$1,042           | \$513             | \$136          | \$186            | (\$533)           | (\$4)             |
| BOS | Boston                 | \$452                      | \$558          | \$354            | \$489             | \$515             | (\$106)        | \$98             | (\$37)            | (\$63)            |
| ORD | Chicago                | \$337                      | \$404          | \$813            | \$1,172           | \$515             | (\$67)         | (\$476)          | (\$835)           | (\$178)           |
| CVG | Cincinnati             | \$562                      | \$538          | \$918            | \$428             | \$508             | \$24           | (\$356)          | \$134             | \$54              |
| CLE | Cleveland              | \$683                      | \$536          | \$867            | \$882             | \$947             | \$147          | (\$184)          | (\$199)           | (\$264)           |
| DFW | Dallas                 | \$863                      | \$563          | \$628            | \$758             | \$539             | \$300          | \$235            | \$105             | \$324             |
| DEN | Denver                 | \$563                      | \$525          | \$492            | \$929             | \$687             | \$38           | \$71             | (\$366)           | (\$124)           |
| DTW | Detroit                | \$687                      | \$553          | \$729            | \$636             | \$945             | \$134          | (\$42)           | \$51              | (\$258)           |
| FLL | Fort Lauderdale        | \$482                      | \$289          | \$397            | \$1,003           | \$499             | \$193          | \$85             | (\$521)           | (\$17)            |
| RSW | Ft. Myers              | \$435                      | \$489          | \$441            | \$891             | \$661             | (\$54)         | (\$6)            | (\$456)           | (\$226)           |
| BDL | Hartford               | \$538                      | \$939          | \$477            | \$512             | \$515             | (\$401)        | \$61             | \$26              | \$23              |
| IAH | Houston                | \$502                      | \$532          | \$982            | \$1,050           | \$800             | (\$30)         | (\$480)          | (\$548)           | (\$298)           |
| IND | Indianapolis           | \$540                      | \$344          | \$341            | \$508             | \$911             | \$196          | \$199            | \$32              | (\$371)           |
| JAX | Jacksonville           | \$388                      | \$449          | \$330            | \$983             | \$513             | (\$61)         | \$58             | (\$595)           | (\$125)           |
| MCI | Kansas City            | \$432                      | \$544          | \$361            | \$935             | \$519             | (\$112)        | \$71             | (\$503)           | (\$87)            |
| LAS | Las Vegas              | \$437                      | \$858          | \$439            | \$549             | \$517             | (\$421)        | (\$2)            | (\$112)           | (\$80)            |
| LAX | Los Angeles            | \$437                      | \$537          | \$349            | \$1,173           | \$601             | (\$100)        | \$88             | (\$736)           | (\$164)           |
| MHT | Manchester             | \$678                      | \$627          | \$617            | \$1,068           | \$515             | \$51           | \$61             | (\$390)           | \$163             |
| MEM | Memphis                | \$1,019                    | \$505          | \$850            | \$688             | \$1,007           | \$514          | \$169            | \$331             | \$12              |
| MIA | Miami                  | \$547                      | \$287          | \$457            | \$616             | \$661             | \$260          | \$90             | (\$69)            | (\$114)           |
| MKE | Milwaukee              | \$339                      | \$514          | \$283            | \$445             | \$714             | (\$175)        | \$56             | (\$106)           | (\$375)           |
| MSP | Minneapolis/Saint Paul | \$663                      | \$563          | \$789            | \$1,025           | \$1,633           | \$100          | (\$126)          | (\$362)           | (\$970)           |
| BNA | Nashville              | \$735                      | \$513          | \$719            | \$821             | \$1,273           | \$222          | \$16             | (\$86)            | (\$538)           |
| MSY | New Orleans            | \$493                      | \$509          | \$416            | \$961             | \$897             | (\$16)         | \$77             | (\$468)           | (\$404)           |
| LGA | New York               | \$453                      | \$562          | \$367            | \$608             | \$605             | (\$109)        | \$86             | (\$155)           | (\$152)           |
| EWR | Newark                 | \$465                      | \$583          | \$629            | \$1,106           | \$1,281           | (\$118)        | (\$164)          | (\$641)           | (\$816)           |
| MCO | Orlando                | \$201                      | \$339          | \$351            | \$853             | \$661             | (\$138)        | (\$150)          | (\$652)           | (\$460)           |
| PHL | Philadelphia           | \$409                      | \$720          | \$341            | \$456             | \$515             | (\$311)        | \$68             | (\$47)            | (\$106)           |
| PHX | Phoenix                | \$437                      | \$277          | \$351            | \$841             | \$507             | \$160          | \$86             | (\$404)           | (\$70)            |
| PIT | Pittsburgh             | \$383                      | \$633          | \$317            | \$396             | \$516             | (\$250)        | \$66             | (\$13)            | (\$133)           |
| PDX | Portland               | \$517                      | \$944          | \$446            | \$1,071           | \$700             | (\$427)        | \$71             | (\$554)           | (\$183)           |
| PVD | Providence             | \$538                      | \$649          | \$477            | \$478             | \$515             | (\$111)        | \$61             | \$60              | \$23              |
| RDU | Raleigh/Durham         | \$890                      | \$459          | \$897            | \$782             | \$1,153           | \$431          | (\$7)            | \$108             | (\$263)           |
| RIC | Richmond               | \$742                      | \$543          | \$451            | \$763             | \$1,151           | \$199          | \$291            | (\$21)            | (\$409)           |
| STL | Saint Louis            | \$697                      | \$533          | \$646            | \$797             | \$653             | \$164          | \$51             | (\$100)           | \$44              |
| SLC | Salt Lake City         | \$640                      | \$804          | \$579            | \$1,259           | \$923             | (\$164)        | \$61             | (\$619)           | (\$283)           |
| SAT | San Antonio            | \$437                      | \$681          | \$325            | \$557             | \$653             | (\$244)        | \$112            | (\$120)           | (\$216)           |

|     |                    |       |         |         |         |         |         |         |           |         |                                |
|-----|--------------------|-------|---------|---------|---------|---------|---------|---------|-----------|---------|--------------------------------|
| SAN | San Diego          | \$513 | \$892   | \$351   | \$1,107 | \$765   | (\$379) | \$162   | (\$594)   | (\$252) |                                |
| SFO | San Francisco      | \$527 | \$925   | \$460   | \$1,017 | \$607   | (\$398) | \$67    | (\$490)   | (\$80)  |                                |
| SRQ | Sarasota/Bradenton | \$407 | \$367   | \$547   | \$861   | \$661   | \$40    | (\$140) | (\$454)   | (\$254) |                                |
| SEA | Seattle            | \$487 | \$820   | \$439   | \$1,129 | \$507   | (\$333) | \$48    | (\$642)   | (\$20)  |                                |
| SYR | Syracuse           | \$430 | \$524   | \$359   | \$460   | \$785   | (\$94)  | \$71    | (\$30)    | (\$355) |                                |
| TPA | Tampa              | \$405 | \$384   | \$357   | \$869   | \$515   | \$21    | \$48    | (\$464)   | (\$110) |                                |
| YYZ | Toronto            | \$932 | \$1,386 | \$1,238 | \$889   | \$1,424 | (\$454) | (\$306) | \$43      | (\$492) |                                |
| DCA | Washington DC      | \$324 | \$473   | \$609   | \$1,404 | \$569   | (\$149) | (\$285) | (\$1,080) | (\$245) |                                |
| IAD | Washington DC      | \$324 | \$476   | \$399   | \$1,404 | \$569   | (\$152) | (\$75)  | (\$1,080) | (\$245) |                                |
| PBI | West Palm Beach    | \$529 | \$285   | \$471   | \$1,003 | \$661   | \$244   | \$58    | (\$474)   | (\$132) |                                |
|     |                    |       |         |         |         |         | (\$31)  | \$7     | (\$307)   | (\$195) | <b>Average Fare difference</b> |

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

**Schedule Compare Report for all Airlines for Passenger flights between AVL and ALL for Mar10 vs. Mar09**

| AI    | Ops/Week |       |      |         | Seats/Week |        |       |         |
|-------|----------|-------|------|---------|------------|--------|-------|---------|
|       | Mar10    | Mar09 | Diff | Pct Chg | Mar10      | Mar09  | Diff  | Pct Chg |
| UA    | 28       | 0     | 28   | 100.00  | 1,400      | 0      | 1,400 | 100.00  |
| FL    | 6        | 0     | 6    | 100.00  | 702        | 0      | 702   | 100.00  |
| DL    | 144      | 140   | 4    | 2.86    | 7,200      | 7,000  | 200   | 2.86    |
| NW    | 24       | 26    | -2   | -7.69   | 1,200      | 1,300  | -100  | -7.69   |
| US    | 96       | 100   | -4   | -4.00   | 4,748      | 4,766  | -18   | -0.38   |
| CO    | 24       | 28    | -4   | -14.29  | 1,200      | 1,400  | -200  | -14.29  |
| TOTAL | 322      | 294   | 28   | 9.52    | 16,450     | 14,466 | 1,984 | 13.71   |

**Schedule Compare Report for all Airlines for Passenger flights between AVL and ALL for Apr10 vs. Apr09**

| AI    | Ops/Week |       |      |         | Seats/Week |        |        |         |
|-------|----------|-------|------|---------|------------|--------|--------|---------|
|       | Apr10    | Apr09 | Diff | Pct Chg | Apr10      | Apr09  | Diff   | Pct Chg |
| DL    | 166      | 138   | 28   | 20.29   | 8,300      | 6,940  | 1,360  | 19.60   |
| UA    | 28       | 0     | 28   | 100.00  | 1,400      | 0      | 1,400  | 100.00  |
| AA    | 14       | 0     | 14   | 100.00  | 616        | 0      | 616    | 100.00  |
| US    | 112      | 100   | 12   | 12.00   | 5,496      | 4,766  | 730    | 15.32   |
| FL    | 6        | 0     | 6    | 100.00  | 702        | 0      | 702    | 100.00  |
| CO    | 28       | 30    | -2   | -6.67   | 1,400      | 1,500  | -100   | -6.67   |
| NW    | 0        | 26    | -26  | -100.00 | 0          | 1,300  | -1,300 | -100.00 |
| TOTAL | 354      | 294   | 60   | 20.41   | 17,914     | 14,506 | 3,408  | 23.49   |

**Schedule Compare Report for all Airlines for Passenger flights between AVL and ALL for May10 vs. May09**

| AI    | Ops/Week |       |      |         | Seats/Week |        |       |         |
|-------|----------|-------|------|---------|------------|--------|-------|---------|
|       | May10    | May09 | Diff | Pct Chg | May10      | May09  | Diff  | Pct Chg |
| DL    | 174      | 138   | 36   | 26.09   | 8,700      | 6,900  | 1,800 | 26.09   |
| UA    | 28       | 0     | 28   | 100.00  | 1,400      | 0      | 1,400 | 100.00  |
| FL    | 16       | 0     | 16   | 100.00  | 1,872      | 0      | 1,872 | 100.00  |
| AA    | 14       | 0     | 14   | 100.00  | 616        | 0      | 616   | 100.00  |
| US    | 114      | 100   | 14   | 14.00   | 5,906      | 4,974  | 932   | 18.74   |
| CO    | 28       | 38    | -10  | -26.32  | 1,400      | 1,900  | -500  | -26.32  |
| NW    | 0        | 14    | -14  | -100.00 | 0          | 700    | -700  | -100.00 |
| TOTAL | 374      | 290   | 84   | 28.97   | 19,894     | 14,474 | 5,420 | 37.45   |





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## MEMORANDUM

TO: Members of the Airport Authority

FROM: Vickie Thomas, Director of Finance & Accounting

DATE: March 12, 2010

### ITEM DESCRIPTION – Information Section Item B

Asheville Regional Airport – Explanation of Extraordinary Variances  
Month Ended January, 2010 (Month 7 of FY-2010)

#### SUMMARY

Operating Revenues for the month of January were \$524,601, 13.34% below budget. Operating Expenses for the month were \$497,363, 12.52% below budget. As a result, Net Operating Revenues before Depreciation were \$9,556 over budget. Net Non-Operating Revenues were \$94,908, 25.82% below budget.

Year-to-date Operating Revenues were \$4,021,757, 3.43% under budget. Year-to-date Operating Expenses were \$3,321,655, 14.61% below budget. Net Operating Revenues before Depreciation were \$425,468 over budget. Net Non-Operating Revenues for the year were \$996,932, 11.71% over budget.

#### REVENUES

Significant variations to budget for January were:

|                                  |          |  |
|----------------------------------|----------|--|
| Concessions                      | (65.36%) | Advertising decreased due to waiver of Departure Media's MAG until A-Gates open & lower than budgeted guest services sales & ATM rental fees |
| Auto Parking                     | (16.81%) | Budgeted evenly over FY10, and January is slowest month of the year for passenger traffic  |
| Commercial Ground Transportation | (95.87%) | Timing of Ground Transportation permit sales   |
| Landing Fees                     | (29.48%) | Budgeted landing fee rate higher than actual   |
| FBO's                            | (21.90%) | Odyssey's percentage fees lower than budgeted  |
| Building Lease                   | 28.93%   | New WNC Aviation lease not budgeted  |
| Land Lease                       | (45.26%) | Budgeted for revenue from USDA but have no such lease  |
| CFC Revenue                      | (42.11%) | Budgeted evenly over FY10, and January is slowest month of the year for passenger traffic  |
| Interest Revenue                 | 29.73%   | Interest for Odyssey late payments   |

Information Section – Item B



## **EXPENSES**

Significant variations to budget for January were:

|                                     |           |   |
|-------------------------------------|-----------|---|
| Personnel Services                  | (14.13%)  | No Deputy Airport Director & lower than budgeted benefits more than offset higher than budgeted Operations overtime for snowstorm |
| Professional Services               | (33.45%)  | Higher than budgeted legal fees more than offset by timing of other professional services   |
| Accounting & Auditing               | (100.00%) | Budgeted higher than actual-no extra work required by auditors in FY10 on FY09 audit  |
| Other Contractual Services          | 84.16%    | Parking lot management fee not budgeted, parking lot snow removal much higher than budgeted, and timing of IT professional fees   |
| Communications and Freight          | (20.51%)  | Timing of postage purchases   |
| Utility Services                    | (24.29%)  | Lower than budgeted natural gas   |
| Insurance                           | (14.78%)  | Premiums lower than budgeted  |
| Repairs & Maintenance               | (32.21%)  | Timing of maintenance   |
| Advertising, Printing and Binding   | (63.33%)  | Timing of advertising   |
| Promotional Activities              | 55.06%    | Timing of promotions, sponsorships & employee/tenant appreciation costs   |
| Other Current Charges & Obligations | (44.94%)  | Timing of legal notices & placements more than offsetting higher than budgeted credit card fees                                   |
| Office Supplies                     | (61.47%)  | Budgeted higher than actual & better control of costs   |
| Operating Supplies                  | (62.71%)  | Guest Services not yet selling attraction tickets and timing of other operating supply purchases                                  |
| Books, Publications, Subscriptions  | 122.74    | Timing of purchases   |
| Contingency                         | (100.00%) | No contingency spending in January  |
| Business Dev/Agreement Obligations  | 21.98%    | Timing of AirTran ground handling fees & AirTran & United advertising   |

## **STATEMENT OF NET ASSETS**

Significant variations to prior month were:

Grants Receivable – Grants Receivable increased primarily due to A Gates invoice from Shelco for \$903k recoverable from Federal AIP grant reimbursement.

Accounts Payable – Accounts Payable increased by \$1,948k mainly due to \$903k Shelco A Gates invoice and \$755k APAC invoice for parking lot paving.

**ASHEVILLE REGIONAL AIRPORT  
INVESTMENT AND INTEREST INCOME SUMMARY  
As of January 31, 2010**

| <u>Institution:</u>                                | <u>Date of Purchase</u> | <u>Date of Maturity</u> | <u>Interest Rate</u> | <u>Investment Amount</u> | <u>Monthly Interest</u> |
|--|-------------------------|-------------------------|----------------------|--------------------------|-------------------------|
| Bank of America                                    |                         |                         | 0.30%                | \$ 874,663               | 250                     |
| Petty Cash   |                         |                         |                      | 100                      |                         |
| NC Capital Management Trust (Unrestricted Portion) |                         |                         |                      | 2,389,188                | 359                     |
| Wachovia-Gov. Advantage Acct.                      |                         |                         | 0.13%                | 1,007,471                | 104                     |
| PFC Revenue Account                                |                         |                         | 0.30%                | 1,904,359                | 474                     |
| <u>Restricted Cash:</u>                            |                         |                         |                      |                          |                         |
| CFC Revenue  |                         |                         | 0.10%                | 171,655                  | 14                      |
| NC Capital Management Trust (Restricted Portion)   |                         |                         |                      | 2,035,643                |                         |
| <u>Commercial Paper:</u>                           |                         |                         |                      | 0                        |                         |
| <b>Total</b>                                       |                         |                         |                      | <b>\$ 8,383,079</b>      | <b>\$ 1,201</b>         |

**Investment Diversification:**

|                 |         |
|-----------------|---------|
| 1.BANKS         | 35.20%  |
| 2.CAP.TRUST     | 52.78%  |
| 3.GOV.ADV.ACCT. | 12.02%  |
| 4.COM.PAPER     | 0.00%   |
| 5. FED. AGY     | 0%      |
|                 | 100.00% |

**ASHEVILLE REGIONAL AIRPORT  
STATEMENT OF CHANGES IN FINANCIAL POSITION  
For the Month Ended January 31, 2010**

|   | <b>Current<br/>Month</b> | <b>Prior<br/>Period</b> |
|---|--------------------------|-------------------------|
| <b>Cash and Investments Beginning of Period</b> | <b>\$ 8,401,628</b>      | <b>\$ 8,737,329</b>     |
| Net Income/(Loss) Before Capital Contributions  | (173,068)                | (120,797)               |
| Depreciation                                    | 295,214                  | 276,595                 |
| Decrease/(Increase) in Receivables              | (954,589)                | (560,455)               |
| Increase/(Decrease) in Payables                 | 1,988,875                | (861,211)               |
| Decrease/(Increase) in Prepaid Expenses         | (25,843)                 | 19,210                  |
| Decrease/(Increase) in Long Term Assets         | (2,036,104)              | (674,476)               |
| Principal Payments of Bond Maturities           | (32,435)                 | (32,279)                |
| Contributed Capital                             | 919,401                  | 1,617,712               |
| <b>Increase(Decrease) in Cash</b>               | <b>(18,549)</b>          | <b>(335,701)</b>        |
| <b>Cash and Investments End of Period</b>       | <b>\$ 8,383,079</b>      | <b>\$ 8,401,628</b>     |

**Asheville Regional Airport Authority**  
**Cost Centers Statement of Revenue, Expenses and Changes in Net Assets**

For the Month Ending January 31, 2010

|   | <u>January<br/>Actual</u> | <u>January<br/>Budget</u> | <u>Variance %</u> | <u>YTD<br/>Actual</u> | <u>YTD<br/>Budget</u> | <u>Variance %</u> | <u>Annual<br/>Budget</u> |
|---|---------------------------|---------------------------|-------------------|-----------------------|-----------------------|-------------------|--------------------------|
| <b>Operating Revenue:</b>   |                           |                           |                   |                       |                       |                   |                          |
| Terminal  | \$237,972                 | \$264,241                 | (9.94%)           | \$1,807,997           | \$1,833,707           | (1.40%)           | \$3,154,910              |
| Airfield  | 60,963                    | 68,304                    | (10.75%)          | 433,335               | 478,129               | (9.37%)           | 819,650                  |
| Hangar  | 56,866                    | 72,816                    | (21.90%)          | 447,863               | 509,711               | (12.13%)          | 873,790                  |
| Parking Lot/Roadway   | 147,809                   | 179,508                   | (17.66%)          | 1,239,116             | 1,256,558             | (1.39%)           | 2,154,100                |
| Land Use Fees   | 20,991                    | 20,467                    | 2.56%             | 93,446                | 86,387                | 8.17%             | 390,940                  |
| <b>Total Operating Revenue</b>  | <b>\$524,601</b>          | <b>\$605,336</b>          | <b>(13.34%)</b>   | <b>\$4,021,757</b>    | <b>\$4,164,492</b>    | <b>(3.43%)</b>    | <b>\$7,393,390</b>       |
| <b>Operating Expenses:</b>  |                           |                           |                   |                       |                       |                   |                          |
| Administrative  | \$211,647                 | \$264,606                 | (20.01%)          | \$1,354,203           | \$1,827,989           | (25.92%)          | \$3,032,575              |
| Terminal  | 165,034                   | 172,208                   | (4.17%)           | 1,136,239             | 1,174,692             | (3.27%)           | 2,033,790                |
| Airfield  | 113,584                   | 120,951                   | (6.09%)           | 774,773               | 815,790               | (5.03%)           | 1,499,045                |
| Hangar  | 1,633                     | 4,889                     | (66.60%)          | 11,434                | 33,324                | (65.69%)          | 57,565                   |
| Parking Lot   | 1,716                     | 3,629                     | (52.71%)          | 15,399                | 23,144                | (33.46%)          | 40,770                   |
| Rental Car Service Facility   | 2,933                     | -                         | 0.00%             | 23,572                | -                     | 0.00%             | -                        |
| Land Use Expenses   | 816                       | 2,259                     | (63.88%)          | 6,035                 | 14,919                | (59.55%)          | 276,015                  |
| <b>Total Operating Expenses</b>   | <b>\$497,363</b>          | <b>\$568,542</b>          | <b>(12.52%)</b>   | <b>\$3,321,655</b>    | <b>\$3,889,858</b>    | <b>(14.61%)</b>   | <b>\$6,939,760</b>       |
| <b>Operating Revenue before Depreciation</b>                            |                           |                           |                   |                       |                       |                   |                          |
|   | \$27,238                  | \$36,794                  | (25.97%)          | \$700,102             | \$274,634             | 154.92%           | \$453,630                |
| Depreciation  | 295,214                   | 291,667                   | 1.22%             | 1,958,607             | 2,041,667             | (4.07%)           | 3,500,000                |
| <b>Operating Income(Loss) Before Non-Operating Revenue and Expenses</b> |                           |                           |                   |                       |                       |                   |                          |
|   | (\$267,976)               | (\$254,873)               | 5.14%             | (\$1,258,505)         | (\$1,767,033)         | (28.78%)          | (\$3,046,370)            |
| <b>Non-Operating Revenue and Expense</b>                                |                           |                           |                   |                       |                       |                   |                          |
| Customer Facility Charges   | 43,420                    | 75,000                    | (42.11%)          | 455,220               | 525,000               | (13.29%)          | 900,000                  |
| Passenger Facility Charges  | 68,801                    | 70,833                    | (2.87%)           | 669,543               | 495,833               | 35.03%            | 850,000                  |
| Interest Revenue  | 2,487                     | 1,917                     | 29.73%            | 14,017                | 13,419                | 4.46%             | 23,000                   |
| Interest Expense  | (19,800)                  | (19,800)                  | 0.00%             | (141,848)             | (141,848)             | 0.00%             | (238,488)                |
| Sale of Assets  | -                         | -                         | 0.00%             | -                     | -                     | 0.00%             | -                        |
| <b>Non-Operating Revenue-Net</b>  | <b>\$94,908</b>           | <b>\$127,950</b>          | <b>(25.82%)</b>   | <b>\$996,932</b>      | <b>\$892,404</b>      | <b>11.71%</b>     | <b>\$1,534,512</b>       |

|   |                         |                           |                         |                           |                           |                         |                             |
|---|-------------------------|---------------------------|-------------------------|---------------------------|---------------------------|-------------------------|-----------------------------|
| <b>Income (Loss) Before<br/>Capital Contributions</b> | <u>(\$173,068)</u>      | <u>(\$126,923)</u>        | <u>36.36%</u>           | <u>(\$261,573)</u>        | <u>(\$874,629)</u>        | <u>(70.09%)</u>         | <u>(\$1,511,858)</u>        |
| <b>Capital Contributions</b>                          | <u>\$919,401</u>        | <u>\$0</u>                | <u>0.00%</u>            | <u>\$3,620,519</u>        | <u>\$0</u>                | <u>0.00%</u>            | <u>\$0</u>                  |
| <b>Increase in Net Assets</b>                         | <u><u>\$746,333</u></u> | <u><u>(\$126,923)</u></u> | <u><u>(688.02%)</u></u> | <u><u>\$3,358,946</u></u> | <u><u>(\$874,629)</u></u> | <u><u>(484.04%)</u></u> | <u><u>(\$1,511,858)</u></u> |

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

For the Month Ending January 31, 2010

|  | January<br>Actual | January<br>Budget | Variance %      | YTD<br>Actual      | YTD<br>Budget      | Variance %     | Annual<br>Budget   |
|--|-------------------|-------------------|-----------------|--------------------|--------------------|----------------|--------------------|
| <b>Operating Revenue:</b>                |                   |                   |                 |                    |                    |                |                    |
| Terminal Space Rentals - Non Airline     | \$15,660          | \$14,988          | 4.48%           | \$108,824          | \$104,913          | 3.73%          | \$179,850          |
| Terminal Space Rentals - Airline         | 75,779            | 85,943            | (11.83%)        | 655,616            | 601,598            | 8.98%          | 1,031,310          |
| Concessions                              | 8,837             | 25,513            | (65.36%)        | 67,318             | 163,803            | (58.90%)       | 291,370            |
| Auto Parking                             | 147,729           | 177,571           | (16.81%)        | 1,218,021          | 1,242,996          | (2.01%)        | 2,130,850          |
| Rental Car - Car Rentals                 | 99,244            | 96,348            | 3.01%           | 691,814            | 674,433            | 2.58%          | 1,156,170          |
| Rental Car - Facility Rent               | 40,756            | 42,980            | (5.17%)         | 292,133            | 299,671            | (2.52%)        | 514,570            |
| Commercial Ground Transportation         | 80                | 1,938             | (95.87%)        | 21,095             | 13,563             | 55.53%         | 23,250             |
| Landing Fees                             | 28,950            | 41,054            | (29.48%)        | 217,721            | 287,379            | (24.24%)       | 492,650            |
| FBO'S/SASO'S                             | 56,866            | 72,816            | (21.90%)        | 447,863            | 509,711            | (12.13%)       | 873,790            |
| Building Leases                          | 11,120            | 8,625             | 28.93%          | 70,581             | 60,375             | 16.90%         | 103,500            |
| Land Leases                              | 1,895             | 3,462             | (45.26%)        | 13,289             | 15,132             | (12.18%)       | 32,440             |
| Other Leases/Fees                        | 37,685            | 34,098            | 10.52%          | 217,482            | 190,918            | 13.91%         | 563,640            |
| <b>Total Operating Revenue</b>           | <b>\$524,601</b>  | <b>\$605,336</b>  | <b>(13.34%)</b> | <b>\$4,021,757</b> | <b>\$4,164,492</b> | <b>(3.43%)</b> | <b>\$7,393,390</b> |
| <b>Operating Expenses:</b>               |                   |                   |                 |                    |                    |                |                    |
| Personnel Services                       | \$262,455         | \$305,651         | (14.13%)        | \$1,922,201        | \$2,133,251        | (9.89%)        | \$3,661,630        |
| Professional Services                    | 12,673            | 19,043            | (33.45%)        | 75,346             | 112,758            | (33.18%)       | 176,150            |
| Accounting & Auditing                    | -                 | 2,091             | (100.00%)       | 13,183             | 21,547             | (38.82%)       | 32,000             |
| Other Contractual Services               | 65,494            | 35,564            | 84.16%          | 305,655            | 275,417            | 10.98%         | 441,560            |
| Travel & Training                        | 15,297            | 14,958            | 2.27%           | 78,598             | 105,565            | (25.55%)       | 191,930            |
| Communications & Freight                 | 4,276             | 5,379             | (20.51%)        | 32,355             | 37,854             | (14.53%)       | 64,750             |
| Utility Services                         | 30,307            | 40,032            | (24.29%)        | 211,996            | 235,105            | (9.83%)        | 425,000            |
| Rentals & Leases                         | 1,063             | 1,018             | 4.42%           | 7,709              | 7,128              | 8.15%          | 12,220             |
| Insurance                                | 16,334            | 19,167            | (14.78%)        | 113,403            | 134,167            | (15.48%)       | 230,000            |
| Repairs & Maintenance                    | 15,088            | 22,258            | (32.21%)        | 121,826            | 178,578            | (31.78%)       | 293,570            |
| Advertising, Printing & Binding          | 9,254             | 25,235            | (63.33%)        | 98,172             | 125,545            | (21.80%)       | 206,120            |
| Promotional Activities                   | 9,324             | 6,013             | 55.06%          | 41,133             | 42,883             | (4.08%)        | 65,400             |
| Other Current Charges & Obligations      | 3,489             | 6,337             | (44.94%)        | 31,966             | 35,510             | (9.98%)        | 59,050             |
| Office Supplies                          | 867               | 2,250             | (61.47%)        | 4,523              | 15,750             | (71.28%)       | 27,000             |
| Operating Supplies                       | 10,636            | 28,519            | (62.71%)        | 92,482             | 169,642            | (45.48%)       | 284,790            |
| Books, Publications, Subscriptions & Mem | 12,607            | 5,660             | 122.74%         | 20,170             | 30,991             | (34.92%)       | 43,590             |
| Contingency                              | -                 | 6,250             | (100.00%)       | 29,881             | 43,750             | (31.70%)       | 75,000             |
| Emergency Repair                         | -                 | -                 | 0.00%           | -                  | -                  | 0.00%          | 100,000            |
| Reimbursable Costs                       | -                 | -                 | 0.00%           | -                  | -                  | 0.00%          | 250,000            |
| Business Development/Agreement Obligat   | 28,199            | 23,117            | 21.98%          | 121,056            | 184,417            | (34.36%)       | 300,000            |

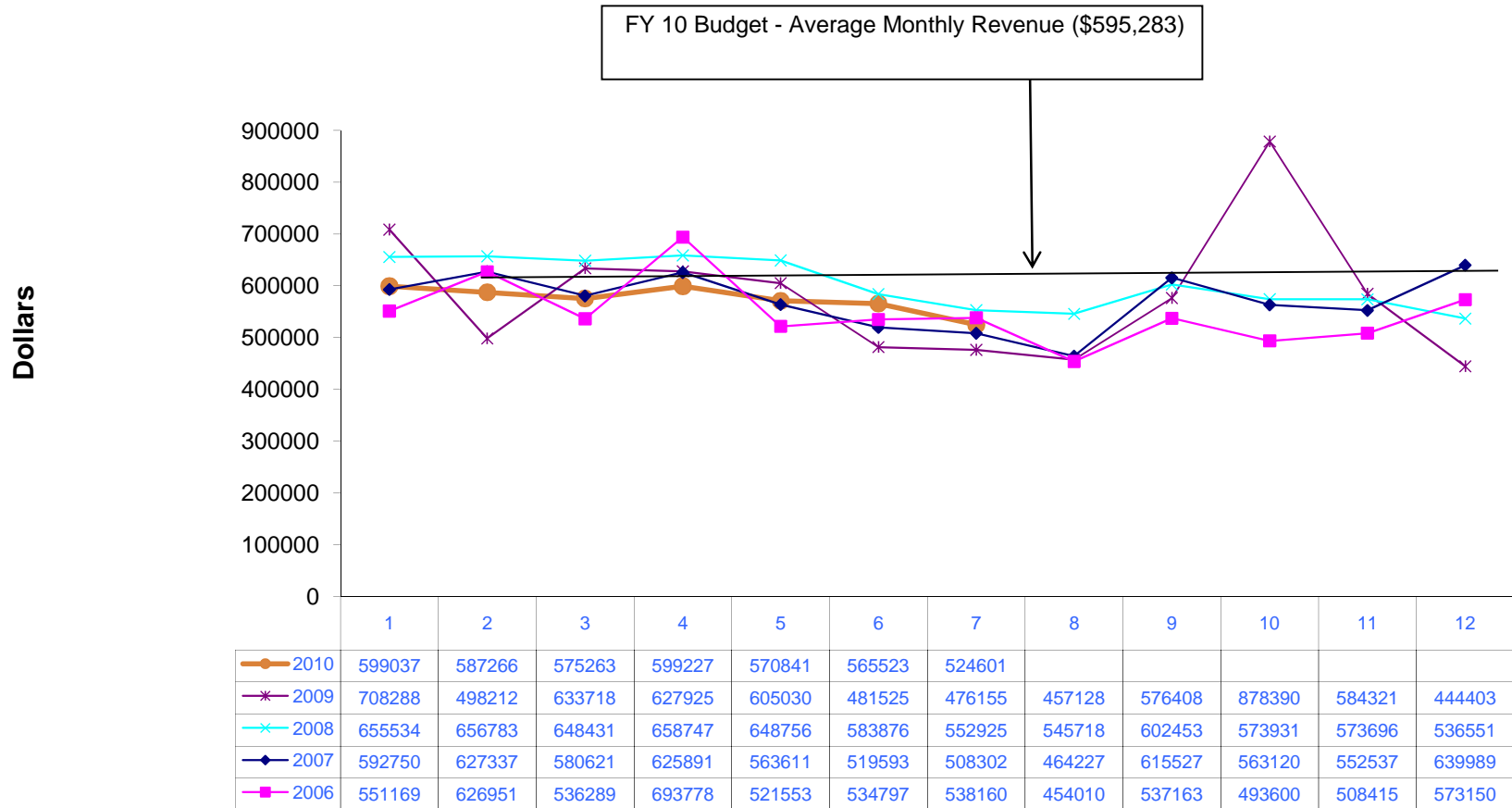
|   |                         |                           |                         |                           |                           |                         |                             |
|---|-------------------------|---------------------------|-------------------------|---------------------------|---------------------------|-------------------------|-----------------------------|
| <b>Total Operating Expenses</b>   | \$497,363               | \$568,542                 | (12.52%)                | \$3,321,655               | \$3,889,858               | (14.61%)                | \$6,939,760                 |
| <b>Operating Revenue before Depreciation</b>                            | \$27,238                | \$36,794                  | (25.97%)                | \$700,102                 | \$274,634                 | 154.92%                 | \$453,630                   |
| Depreciation  | <u>295,214</u>          | <u>291,667</u>            | <u>1.22%</u>            | <u>1,958,607</u>          | <u>2,041,667</u>          | <u>(4.07%)</u>          | <u>3,500,000</u>            |
| <b>Operating Income(Loss) Before Non-Operating Revenue and Expenses</b> | (\$267,976)             | (\$254,873)               | 5.14%                   | (\$1,258,505)             | (\$1,767,033)             | (28.78%)                | (\$3,046,370)               |
| <b>Non-Operating Revenue and Expense</b>                                |                         |                           |                         |                           |                           |                         |                             |
| Customer Facility Charges   | 43,420                  | 75,000                    | (42.11%)                | 455,220                   | 525,000                   | (13.29%)                | 900,000                     |
| Passenger Facility Charges  | 68,801                  | 70,833                    | (2.87%)                 | 669,543                   | 495,833                   | 35.03%                  | 850,000                     |
| Interest Revenue  | 2,487                   | 1,917                     | 29.73%                  | 14,017                    | 13,419                    | 4.46%                   | 23,000                      |
| Interest Expense  | (19,800)                | (19,800)                  | 0.00%                   | (141,848)                 | (141,848)                 | 0.00%                   | (238,488)                   |
| Sale of Assets  | <u>-</u>                | <u>-</u>                  | <u>0.00%</u>            | <u>-</u>                  | <u>-</u>                  | <u>0.00%</u>            | <u>-</u>                    |
| <b>Non-Operating Revenue-Net</b>  | \$94,908                | \$127,950                 | (25.82%)                | \$996,932                 | \$892,404                 | 11.71%                  | \$1,534,512                 |
| <b>Income (Loss) Before Capital Contributions</b>                       | <u>(\$173,068)</u>      | <u>(\$126,923)</u>        | <u>36.36%</u>           | <u>(\$261,573)</u>        | <u>(\$874,629)</u>        | <u>(70.09%)</u>         | <u>(\$1,511,858)</u>        |
| <b>Capital Contributions</b>  | <u>\$919,401</u>        | <u>\$0</u>                | <u>0.00%</u>            | <u>\$3,620,519</u>        | <u>\$0</u>                | <u>0.00%</u>            | <u>\$0</u>                  |
| <b>Increase in Net Assets</b>   | <u><u>\$746,333</u></u> | <u><u>(\$126,923)</u></u> | <u><u>(688.02%)</u></u> | <u><u>\$3,358,946</u></u> | <u><u>(\$874,629)</u></u> | <u><u>(484.04%)</u></u> | <u><u>(\$1,511,858)</u></u> |



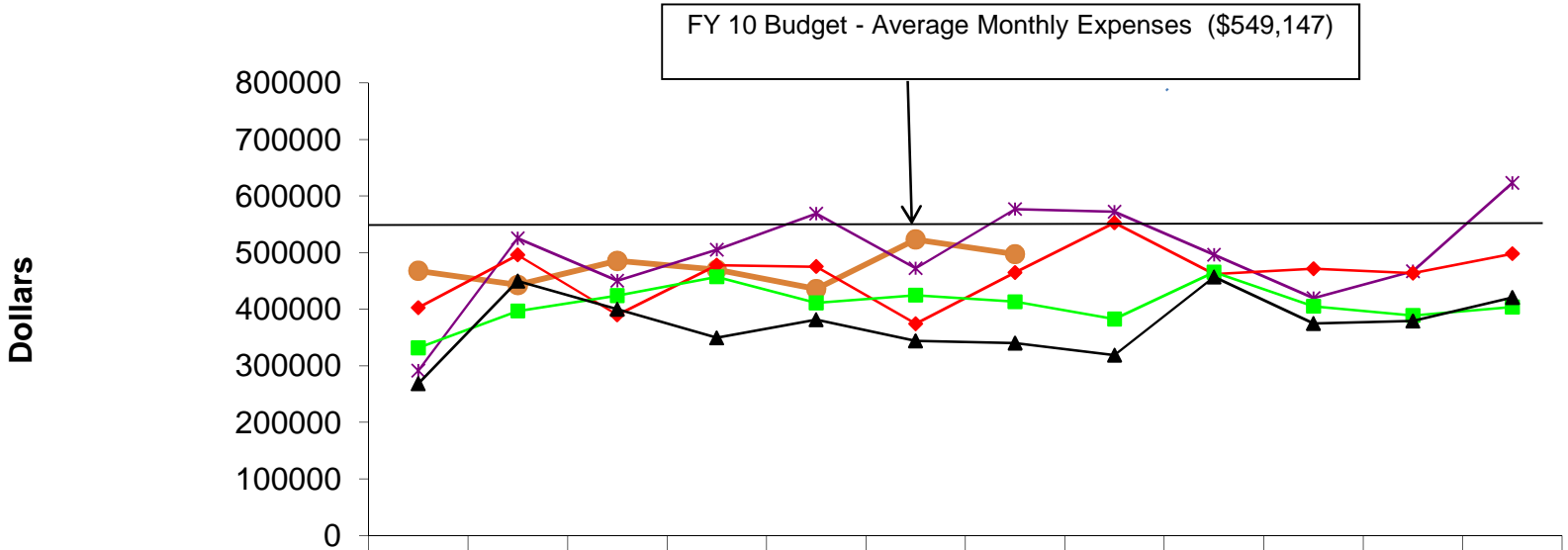
**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**STATEMENT OF FINANCIAL POSITION**  
**As of January 31, 2010**

|   | <u>January</u>        | <u>Last Month</u>    |
|---|-----------------------|----------------------|
| <b><u>ASSETS</u></b>                                    |                       |                      |
| <b>Current Assets:</b>                                  |                       |                      |
| <b>Unrestricted Net Assets:</b>                         |                       |                      |
| Cash and Cash Equivalents                               | \$6,175,781           | \$6,196,527          |
| Accounts Receivable                                     | 659,415               | 624,227              |
| Grants Receivable                                       | 1,295,894             | 376,493              |
| Prepaid Expenses  | 59,245                | 33,403               |
| Total Unrestricted Assets                               | <u>8,190,335</u>      | <u>7,230,650</u>     |
| <b>Restricted Assets:</b>                               |                       |                      |
| Cash and Cash Equivalents                               | <u>2,207,298</u>      | <u>2,205,101</u>     |
| Total Restricted Assets                                 | <u>2,207,298</u>      | <u>2,205,101</u>     |
| <br>Total Current Assets                                | <br><u>10,397,633</u> | <br><u>9,435,751</u> |
| <b>Noncurrent Assets:</b>                               |                       |                      |
| Construction in Progress                                | 22,297,238            | 20,298,250           |
| Property and Equipment - Net                            | <u>43,493,602</u>     | <u>43,788,816</u>    |
| Total Noncurrent Assets                                 | <u>65,790,840</u>     | <u>64,087,066</u>    |
|   | <u>\$76,188,473</u>   | <u>\$73,522,817</u>  |
| <b><u>LIABILITIES AND NET ASSETS</u></b>                |                       |                      |
| <b>Current Liabilities:</b>                             |                       |                      |
| <b>Payable from Unrestricted Assets:</b>                |                       |                      |
| Accounts Payable  | \$3,027,108           | \$1,078,945          |
| Accrued Liabilities                                     | 178,035               | 140,117              |
| Customer Deposits                                       | 131,165               | 131,165              |
| Unearned Revenue  | 83,638                | 80,844               |
| Revenue Bond Payable - Current                          | 401,642               | 399,714              |
| Total Payable from Unrestricted Assets                  | <u>3,821,588</u>      | <u>1,830,785</u>     |
| <br>Total Current Liabilities                           | <br><u>3,821,588</u>  | <br><u>1,830,785</u> |
| <b>Noncurrent Liabilities:</b>                          |                       |                      |
| Other Postemployment Benefits                           | 380,310               | 380,310              |
| Compensated Absences                                    | 195,597               | 195,597              |
| Net Pension Obligation-LEO Special Separation Allowance | 12,320                | 12,320               |
| Revenue Bond Payable - Noncurrent                       | <u>3,669,644</u>      | <u>3,704,008</u>     |
| Total Noncurrent Liabilities                            | <u>4,257,871</u>      | <u>4,292,235</u>     |
| <br>Total Liabilities                                   | <br><u>8,079,459</u>  | <br><u>6,123,020</u> |
| <b>Net Assets:</b>                                      |                       |                      |
| Invested in Capital Assets                              | 61,719,554            | 59,983,344           |
| Restricted  | 2,207,298             | 2,205,101            |
| Unrestricted  | <u>4,182,162</u>      | <u>5,211,352</u>     |
| Total Net Assets  | <u>68,109,014</u>     | <u>67,399,797</u>    |
|   | <u>\$76,188,473</u>   | <u>\$73,522,817</u>  |

# ASHEVILLE REGIONAL AIRPORT Annual Operating Revenue by Month January 2010

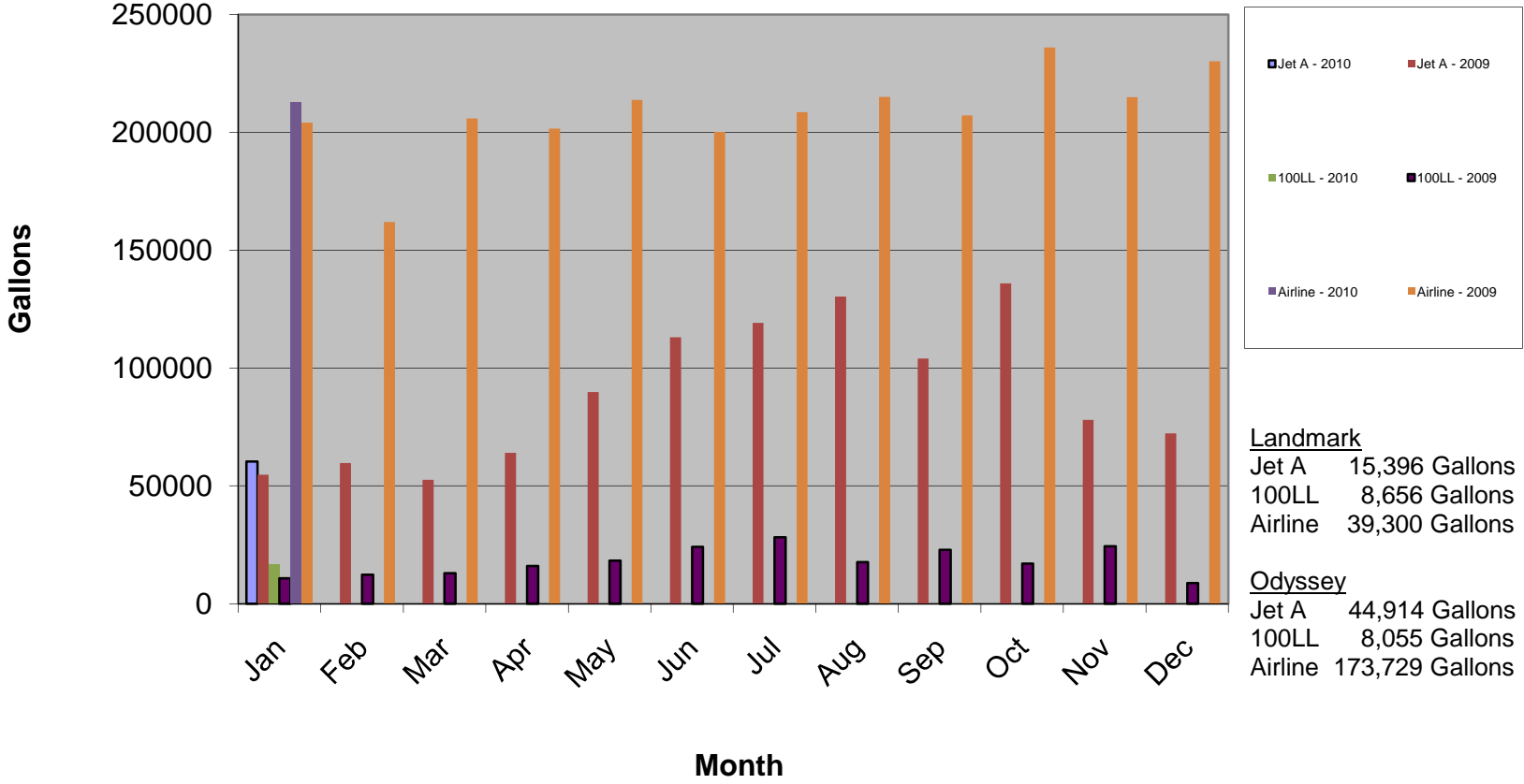


# ASHEVILLE REGIONAL AIRPORT Annual Operating Expenses by Month January 2010



|          | 1      | 2      | 3      | 4      | 5      | 6      | 7      | 8      | 9      | 10     | 11     | 12     |
|----------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| —●— 2010 | 467857 | 442707 | 485301 | 469739 | 435459 | 523232 | 497363 |        |        |        |        |        |
| —*— 2009 | 291451 | 525055 | 450202 | 505107 | 568702 | 472289 | 576901 | 572123 | 496133 | 419732 | 467167 | 623246 |
| —◆— 2008 | 402516 | 495745 | 390008 | 477837 | 475124 | 374046 | 464875 | 552541 | 462244 | 471447 | 463499 | 497952 |
| —■— 2007 | 331832 | 396808 | 423799 | 457164 | 411278 | 424764 | 413080 | 382536 | 465271 | 405177 | 388948 | 403766 |
| —▲— 2006 | 268365 | 449561 | 400059 | 349366 | 381506 | 344011 | 340088 | 318805 | 457087 | 374828 | 378940 | 420702 |

# AVL Fuels Sales - Gallons January 2010



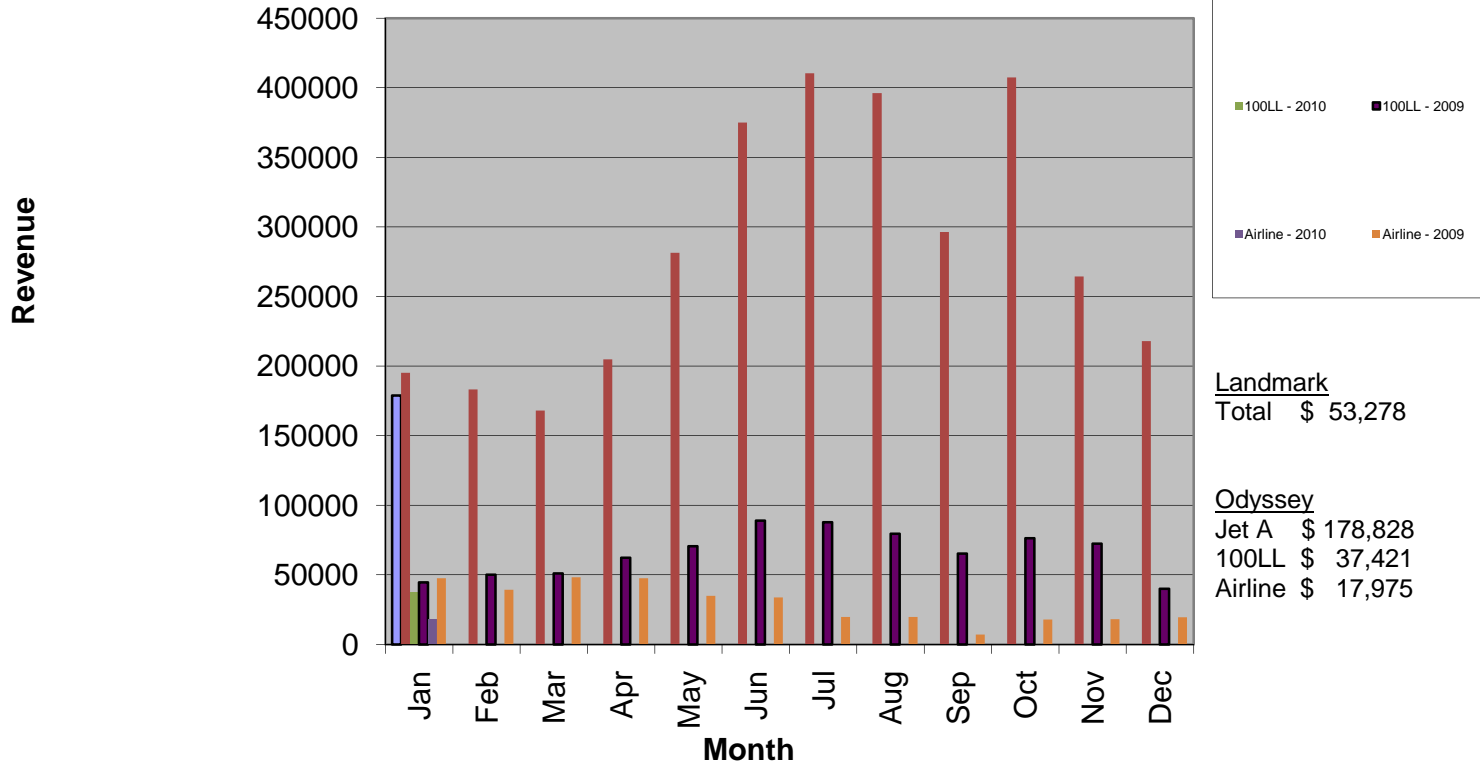
Landmark

|         |                |
|---------|----------------|
| Jet A   | 15,396 Gallons |
| 100LL   | 8,656 Gallons  |
| Airline | 39,300 Gallons |

Odyssey

|         |                 |
|---------|-----------------|
| Jet A   | 44,914 Gallons  |
| 100LL   | 8,055 Gallons   |
| Airline | 173,729 Gallons |

## AVL Fuels Sales - Revenue January 2010



Landmark  
Total \$ 53,278

Odyssey  
Jet A \$ 178,828  
100LL \$ 37,421  
Airline \$ 17,975



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## MEMORANDUM

TO: Members of the Airport Authority

FROM: Patti L. Michel, Director of Marketing and Public Relations

DATE: March 12, 2010

### ITEM DESCRIPTION – Information Section Item C

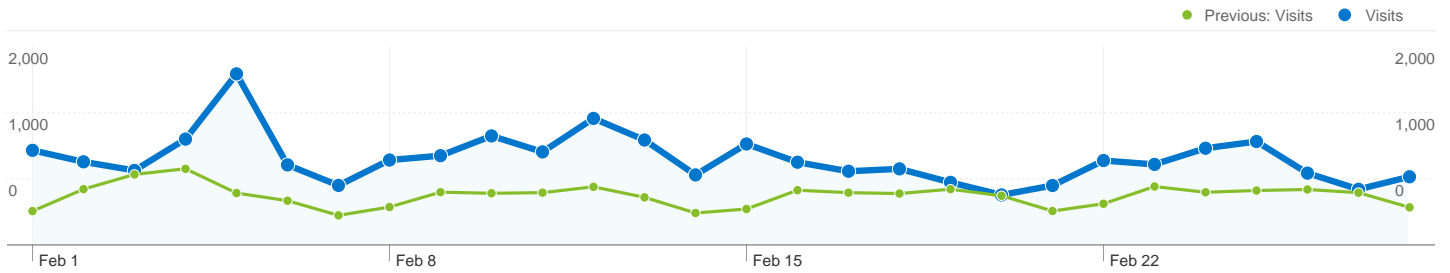
March, 2010 Marketing and Public Relations Report

- Met with Charter Media, WOXL, WLOS, the Asheville Tourists, WCQS, The Laurel, and PDC pages regarding partnerships and ad buys.
- Presented to Asheville CVB Quarterly Marketing PR Committee; Emceed Asheville Advertising Federation Awards; Attended Asheville Symphony on behalf of United Airlines.
- Prepared/executed AirTran news release.
- Completed/supervised artwork/creative for Southern Living Magazine; AirTran service to Tampa; Art in the Airport brochure and postcard; Tryon Daily Bulletin.
- Worked with IT to update links on website – Art, Film & Music; Contact Us.
- Social media – Facebook fans, 248; Twitter followers, 232; Blog mentions, 21.
- Guest Services provided assistance to 2804 passengers in February, a 51% increase over February 2009.
- Guest Services posted \$10.35 in gross revenue of business services.
- Guest Services renewed five brochure spaces and sold two to new clients.
- Received/responded to 26 Southern Living leads for February.
- Received/responded to 15 media calls during the month of February.

Information Section – Item C




- Website Statistics - Google Analytics: See attached data regarding February activity at [www.flyavl.com](http://www.flyavl.com)
- Booking Engine Statistics – Since February 1, AVL has had 118 reservations for a total of \$912.00 in booking fees collected. 762 new people signed up to be booking engine members.




**Site Usage**

 **24,324 Visits**


Previous: 13,907 (74.90%)

 **38.08% Bounce Rate**


Previous: 37.48% (1.58%)

 **81,843 Pageviews**


Previous: 50,717 (61.37%)

 **00:03:47 Avg. Time on Site**

Previous: 00:04:32 (-16.37%)

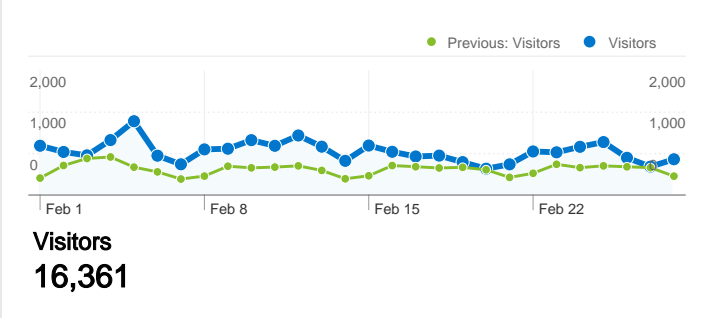
 **3.36 Pages/Visit**

Previous: 3.65 (-7.74%)

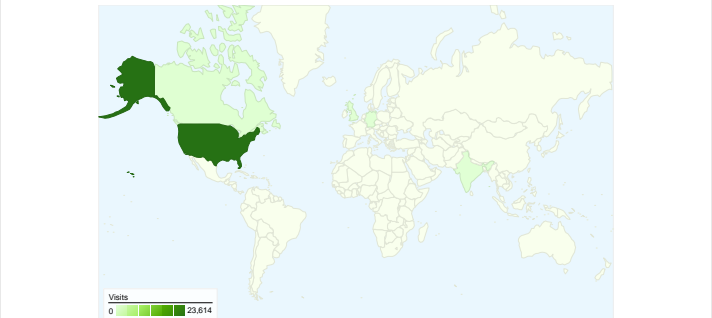
 **57.87% % New Visits**

Previous: 64.66% (-10.50%)

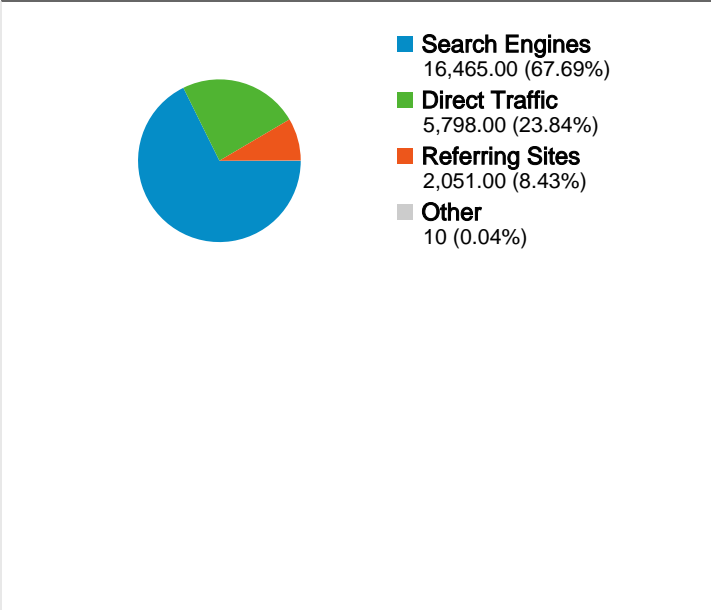
**Visitors Overview**



**Map Overlay**



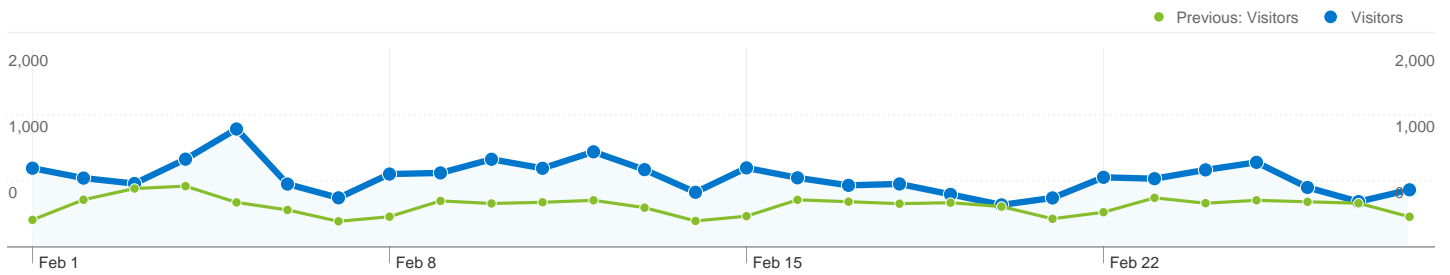
**Traffic Sources Overview**





| Referring Sites            |           |           |
|----------------------------|-----------|-----------|
| Source                     | Visits    | % visits  |
| flyavl.com                 |           |           |
| Feb 1, 2010 - Feb 28, 2010 | 178       | 8.68%     |
| Feb 1, 2009 - Feb 28, 2009 | 99        | 6.18%     |
| % Change                   | 79.80%    | 40.52%    |
| citizen-times.com          |           |           |
| Feb 1, 2010 - Feb 28, 2010 | 107       | 5.22%     |
| Feb 1, 2009 - Feb 28, 2009 | 7         | 0.44%     |
| % Change                   | 1,428.57% | 1,094.69% |
| google.com                 |           |           |
| Feb 1, 2010 - Feb 28, 2010 | 89        | 4.34%     |
| Feb 1, 2009 - Feb 28, 2009 | 97        | 6.05%     |
| % Change                   | -8.25%    | -28.29%   |
| biltmore.com               |           |           |
| Feb 1, 2010 - Feb 28, 2010 | 73        | 3.56%     |
| Feb 1, 2009 - Feb 28, 2009 | 62        | 3.87%     |
| % Change                   | 17.74%    | -7.98%    |
| en.wikipedia.org           |           |           |
| Feb 1, 2010 - Feb 28, 2010 | 73        | 3.56%     |
| Feb 1, 2009 - Feb 28, 2009 | 40        | 2.50%     |
| % Change                   | 82.50%    | 42.64%    |

| Content Overview                      |           |             |
|---------------------------------------|-----------|-------------|
| Pages                                 | Pageviews | % Pageviews |
| /                                     |           |             |
| Feb 1, 2010 - Feb 28, 2010            | 23,472    | 28.68%      |
| Feb 1, 2009 - Feb 28, 2009            | 13,589    | 26.79%      |
| % Change                              | 72.73%    | 7.04%       |
| /flights/flight-view---real-time.html |           |             |
| Feb 1, 2010 - Feb 28, 2010            | 9,316     | 11.38%      |
| Feb 1, 2009 - Feb 28, 2009            | 5,964     | 11.76%      |
| % Change                              | 56.20%    | -3.20%      |
| /flights/arrivals---real-time.html    |           |             |
| Feb 1, 2010 - Feb 28, 2010            | 6,508     | 7.95%       |
| Feb 1, 2009 - Feb 28, 2009            | 2,424     | 4.78%       |
| % Change                              | 168.48%   | 66.37%      |
| /flights/departures---real-time.html  |           |             |
| Feb 1, 2010 - Feb 28, 2010            | 5,599     | 6.84%       |
| Feb 1, 2009 - Feb 28, 2009            | 1,217     | 2.40%       |
| % Change                              | 360.07%   | 185.10%     |
| /airlines/airtran.html                |           |             |
| Feb 1, 2010 - Feb 28, 2010            | 2,372     | 2.90%       |
| Feb 1, 2009 - Feb 28, 2009            | 0         | 0.00%       |
| % Change                              | 100.00%   | 100.00%     |




### 16,361 people visited this site

 **24,324 Visits**

Previous: 13,907 (74.90%)

 **16,361 Absolute Unique Visitors**

Previous: 10,068 (62.50%)

 **81,843 Pageviews**


Previous: 50,717 (61.37%)

 **3.36 Average Pageviews**


Previous: 3.65 (-7.74%)

 **00:03:47 Time on Site**

Previous: 00:04:32 (-16.37%)

 **38.08% Bounce Rate**

Previous: 37.48% (1.58%)

 **57.87% New Visits**

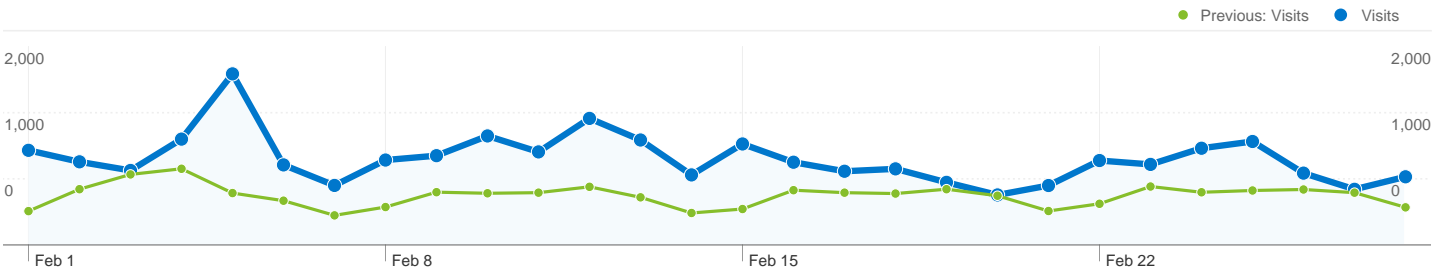
Previous: 64.66% (-10.50%)

### Technical Profile

| Browser                    | Visits  | % visits | Connection Speed           | Visits | % visits |
|----------------------------|---------|----------|----------------------------|--------|----------|
| Internet Explorer          |         |          | Cable                      |        |          |
| Feb 1, 2010 - Feb 28, 2010 | 14,926  | 61.36%   | Feb 1, 2010 - Feb 28, 2010 | 9,194  | 37.80%   |
| Feb 1, 2009 - Feb 28, 2009 | 10,242  | 73.65%   | Feb 1, 2009 - Feb 28, 2009 | 4,922  | 35.39%   |
| % Change                   | 45.73%  | -16.68%  | % Change                   | 86.79% | 6.80%    |
| Firefox                    |         |          | DSL                        |        |          |
| Feb 1, 2010 - Feb 28, 2010 | 5,208   | 21.41%   | Feb 1, 2010 - Feb 28, 2010 | 6,258  | 25.73%   |
| Feb 1, 2009 - Feb 28, 2009 | 2,570   | 18.48%   | Feb 1, 2009 - Feb 28, 2009 | 3,621  | 26.04%   |
| % Change                   | 102.65% | 15.86%   | % Change                   | 72.83% | -1.19%   |

| Safari                     |         |         |
|----------------------------|---------|---------|
| Feb 1, 2010 - Feb 28, 2010 | 3,233   | 13.29%  |
| Feb 1, 2009 - Feb 28, 2009 | 876     | 6.30%   |
| % Change                   | 269.06% | 111.01% |
| Chrome                     |         |         |
| Feb 1, 2010 - Feb 28, 2010 | 726     | 2.98%   |
| Feb 1, 2009 - Feb 28, 2009 | 123     | 0.88%   |
| % Change                   | 490.24% | 237.47% |
| Mozilla Compatible Agent   |         |         |
| Feb 1, 2010 - Feb 28, 2010 | 47      | 0.19%   |
| Feb 1, 2009 - Feb 28, 2009 | 7       | 0.05%   |
| % Change                   | 571.43% | 283.88% |

| Unknown                    |        |         |
|----------------------------|--------|---------|
| Feb 1, 2010 - Feb 28, 2010 | 6,181  | 25.41%  |
| Feb 1, 2009 - Feb 28, 2009 | 3,523  | 25.33%  |
| % Change                   | 75.45% | 0.31%   |
| T1                         |        |         |
| Feb 1, 2010 - Feb 28, 2010 | 1,988  | 8.17%   |
| Feb 1, 2009 - Feb 28, 2009 | 1,297  | 9.33%   |
| % Change                   | 53.28% | -12.37% |
| Dialup                     |        |         |
| Feb 1, 2010 - Feb 28, 2010 | 487    | 2.00%   |
| Feb 1, 2009 - Feb 28, 2009 | 383    | 2.75%   |
| % Change                   | 27.15% | -27.30% |



## All traffic sources sent a total of 24,324 visits

### 23.84% Direct Traffic

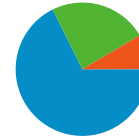
Previous: 27.05% (-11.88%)

### 8.43% Referring Sites

Previous: 11.53% (-26.85%)

### 67.69% Search Engines

Previous: 61.36% (10.31%)



- Search Engines  
16,465.00 (67.69%)
- Direct Traffic  
5,798.00 (23.84%)
- Referring Sites  
2,051.00 (8.43%)
- Other  
10 (0.04%)

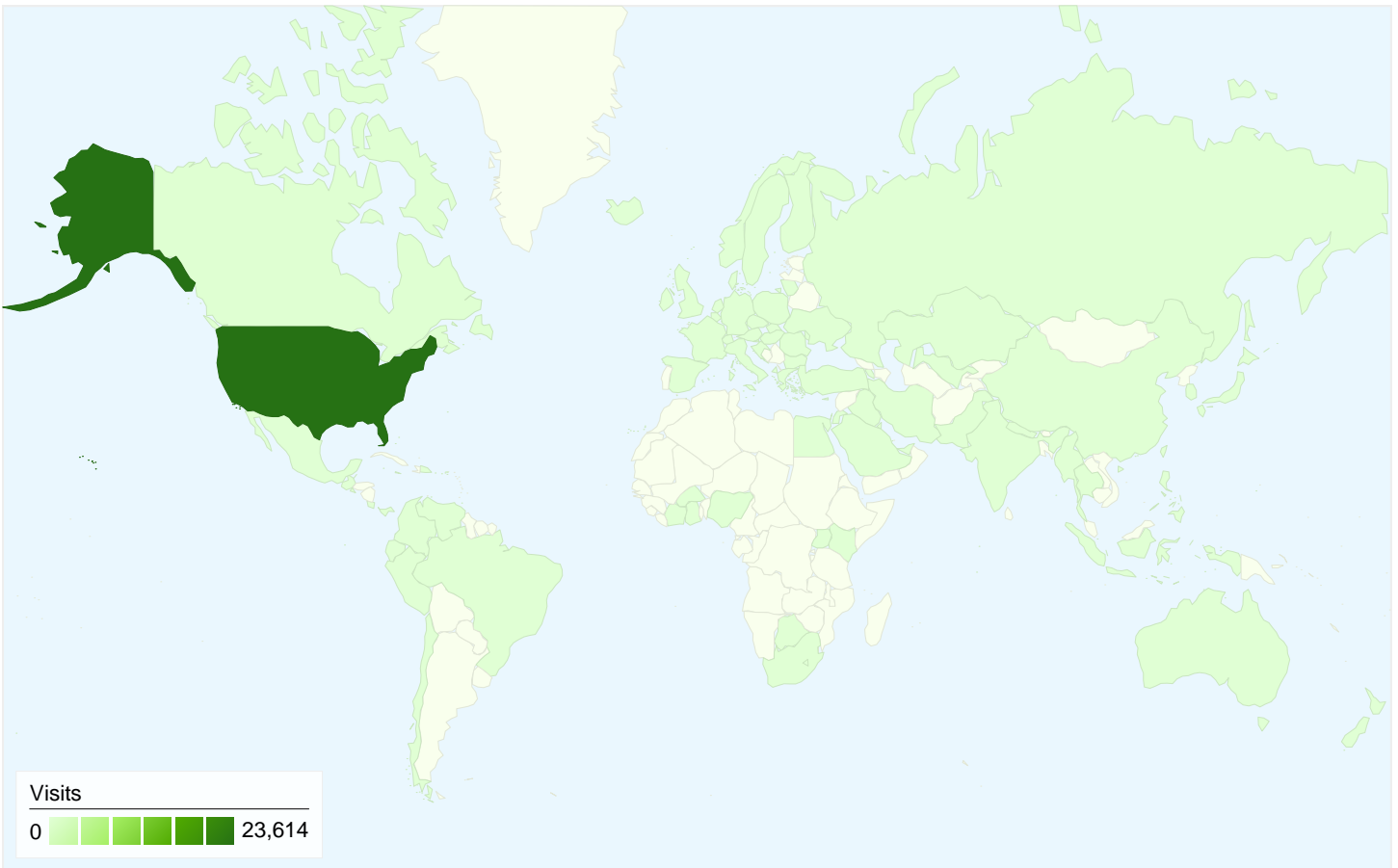
## Top Traffic Sources

| Sources                    | Visits  | % visits |
|----------------------------|---------|----------|
| google (organic)           |         |          |
| Feb 1, 2010 - Feb 28, 2010 | 12,811  | 52.67%   |
| Feb 1, 2009 - Feb 28, 2009 | 6,739   | 48.46%   |
| % Change                   | 90.10%  | 8.69%    |
| (direct) ((none))          |         |          |
| Feb 1, 2010 - Feb 28, 2010 | 5,798   | 23.84%   |
| Feb 1, 2009 - Feb 28, 2009 | 3,762   | 27.05%   |
| % Change                   | 54.12%  | -11.88%  |
| yahoo (organic)            |         |          |
| Feb 1, 2010 - Feb 28, 2010 | 1,703   | 7.00%    |
| Feb 1, 2009 - Feb 28, 2009 | 984     | 7.08%    |
| % Change                   | 73.07%  | -1.05%   |
| bing (organic)             |         |          |
| Feb 1, 2010 - Feb 28, 2010 | 1,385   | 5.69%    |
| Feb 1, 2009 - Feb 28, 2009 | 0       | 0.00%    |
| % Change                   | 100.00% | 100.00%  |
| aol (organic)              |         |          |

| Keywords                   | Visits | % visits |
|----------------------------|--------|----------|
| asheville airport          |        |          |
| Feb 1, 2010 - Feb 28, 2010 | 5,758  | 34.97%   |
| Feb 1, 2009 - Feb 28, 2009 | 2,881  | 33.76%   |
| % Change                   | 99.86% | 3.59%    |
| asheville regional airport |        |          |
| Feb 1, 2010 - Feb 28, 2010 | 1,614  | 9.80%    |
| Feb 1, 2009 - Feb 28, 2009 | 844    | 9.89%    |
| % Change                   | 91.23% | -0.88%   |
| asheville nc airport       |        |          |
| Feb 1, 2010 - Feb 28, 2010 | 1,357  | 8.24%    |
| Feb 1, 2009 - Feb 28, 2009 | 710    | 8.32%    |
| % Change                   | 91.13% | -0.94%   |
| avl                        |        |          |
| Feb 1, 2010 - Feb 28, 2010 | 610    | 3.70%    |
| Feb 1, 2009 - Feb 28, 2009 | 358    | 4.19%    |
| % Change                   | 70.39% | -11.68%  |
| avl airport                |        |          |

|                            |        |         |
|----------------------------|--------|---------|
| Feb 1, 2010 - Feb 28, 2010 | 313    | 1.29%   |
| Feb 1, 2009 - Feb 28, 2009 | 239    | 1.72%   |
| % Change                   | 30.96% | -25.12% |

|                            |        |        |
|----------------------------|--------|--------|
| Feb 1, 2010 - Feb 28, 2010 | 585    | 3.55%  |
| Feb 1, 2009 - Feb 28, 2009 | 309    | 3.62%  |
| % Change                   | 89.32% | -1.87% |

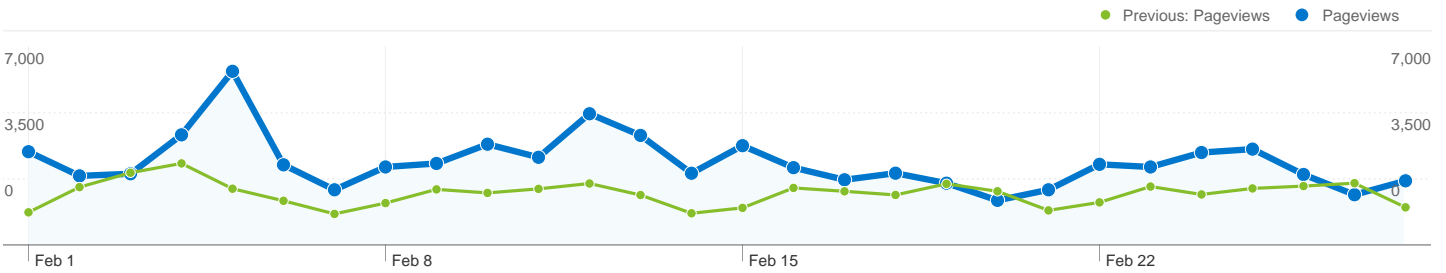


### 24,324 visits came from 98 countries/territories


Site Usage


| Visits                                     | Pages/Visit                            | Avg. Time on Site                               | % New Visits                                | Bounce Rate                               |                |
|--|--|---|---|---|----------------|
| <b>24,324</b><br>Previous: 13,907 (74.90%) | <b>3.36</b><br>Previous: 3.65 (-7.74%) | <b>00:03:47</b><br>Previous: 00:04:32 (-16.37%) | <b>57.92%</b><br>Previous: 64.70% (-10.48%) | <b>38.08%</b><br>Previous: 37.48% (1.58%) |                |
| Country/Territory                          | Visits                                 | Pages/Visit                                     | Avg. Time on Site                           | % New Visits                              | Bounce Rate    |
| <b>United States</b>                       |  |   |   |   |                |
| February 1, 2010 - February 28, 2010       | <b>23,614</b>                          | 3.37  | 00:03:49                                    | 57.51%                                    | 37.95%         |
| February 1, 2009 - February 28, 2009       | <b>13,471</b>                          | 3.66  | 00:04:36                                    | 64.16%                                    | 37.06%         |
| % Change                                   | <b>75.30%</b>                          | <b>-7.86%</b>                                   | <b>-17.04%</b>                              | <b>-10.36%</b>                            | <b>2.39%</b>   |
| <b>Canada</b>                              |  |   |   |   |                |
| February 1, 2010 - February 28, 2010       | <b>183</b>                             | 2.77  | 00:02:34                                    | 70.49%                                    | 39.34%         |
| February 1, 2009 - February 28, 2009       | <b>98</b>                              | 3.12  | 00:02:59                                    | 87.76%                                    | 46.94%         |
| % Change                                   | <b>86.73%</b>                          | <b>-11.45%</b>                                  | <b>-13.82%</b>                              | <b>-19.67%</b>                            | <b>-16.18%</b> |
| <b>United Kingdom</b>                      |  |   |   |   |                |
| February 1, 2010 - February 28, 2010       | <b>124</b>                             | 3.24  | 00:02:03                                    | 72.58%                                    | 35.48%         |


|                                      |                |         |          |         |              |
|--------------------------------------|----------------|---------|----------|---------|--------------|
| February 1, 2009 - February 28, 2009 | <b>83</b>      | 3.11    | 00:01:53 | 72.29%  | 48.19%       |
| % Change                             | <b>49.40%</b>  | 4.29%   | 9.05%    | 0.40%   | -26.37%      |
| India                                |                |         |          |         |              |
| February 1, 2010 - February 28, 2010 | <b>53</b>      | 1.75    | 00:01:03 | 50.94%  | 81.13%       |
| February 1, 2009 - February 28, 2009 | <b>28</b>      | 3.57    | 00:01:10 | 85.71%  | 64.29%       |
| % Change                             | <b>89.29%</b>  | -50.87% | -8.67%   | -40.57% | 26.21%       |
| Germany                              |                |         |          |         |              |
| February 1, 2010 - February 28, 2010 | <b>48</b>      | 2.56    | 00:01:22 | 83.33%  | 47.92%       |
| February 1, 2009 - February 28, 2009 | <b>36</b>      | 5.22    | 00:03:34 | 66.67%  | 38.89%       |
| % Change                             | <b>33.33%</b>  | -50.93% | -61.92%  | 25.00%  | 23.21%       |
| Australia                            |                |         |          |         |              |
| February 1, 2010 - February 28, 2010 | <b>24</b>      | 3.67    | 00:03:16 | 91.67%  | 25.00%       |
| February 1, 2009 - February 28, 2009 | <b>12</b>      | 4.08    | 00:01:55 | 83.33%  | 25.00%       |
| % Change                             | <b>100.00%</b> | -10.20% | 70.38%   | 10.00%  | 0.00%        |
| Thailand                             |                |         |          |         |              |
| February 1, 2010 - February 28, 2010 | <b>18</b>      | 3.39    | 00:05:28 | 50.00%  | 38.89%       |
| February 1, 2009 - February 28, 2009 | <b>3</b>       | 1.67    | 00:01:32 | 100.00% | 33.33%       |
| % Change                             | <b>500.00%</b> | 103.33% | 257.45%  | -50.00% | 16.67%       |
| France                               |                |         |          |         |              |
| February 1, 2010 - February 28, 2010 | <b>18</b>      | 3.50    | 00:05:38 | 77.78%  | 33.33%       |
| February 1, 2009 - February 28, 2009 | <b>9</b>       | 2.22    | 00:00:56 | 100.00% | 55.56%       |
| % Change                             | <b>100.00%</b> | 57.50%  | 499.31%  | -22.22% | -40.00%      |
| Netherlands                          |                |         |          |         |              |
| February 1, 2010 - February 28, 2010 | <b>17</b>      | 2.65    | 00:02:33 | 64.71%  | 35.29%       |
| February 1, 2009 - February 28, 2009 | <b>10</b>      | 5.20    | 00:03:53 | 80.00%  | 20.00%       |
| % Change                             | <b>70.00%</b>  | -49.10% | -34.34%  | -19.12% | 76.47%       |
| South Korea                          |                |         |          |         |              |
| February 1, 2010 - February 28, 2010 | <b>13</b>      | 4.77    | 00:04:05 | 30.77%  | 7.69%        |
| February 1, 2009 - February 28, 2009 | <b>9</b>       | 2.22    | 00:03:34 | 66.67%  | 77.78%       |
| % Change                             | <b>44.44%</b>  | 114.62% | 14.09%   | -53.85% | -90.11%      |
|                                      |                |         |          |         | 1 - 10 of 98 |



**Pages on this site were viewed a total of 81,843 times**

 **81,843 Pageviews**  
Previous: 50,717 (61.37%)

 **57,860 Unique Views**  
Previous: 35,351 (63.67%)

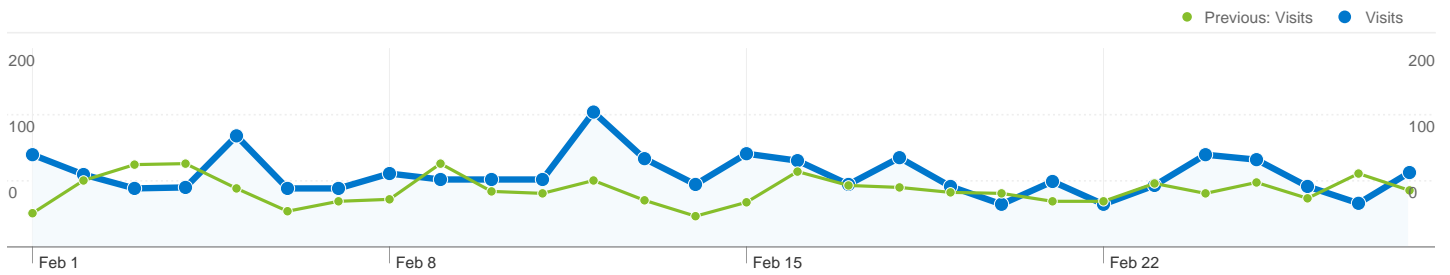
 **38.08% Bounce Rate**  
Previous: 37.48% (1.58%)

## Top Content

| Pages                                 | Pageviews | % Pageviews |
|---------------------------------------|-----------|-------------|
| /                                     |           |             |
| Feb 1, 2010 - Feb 28, 2010            | 23,472    | 28.68%      |
| Feb 1, 2009 - Feb 28, 2009            | 13,589    | 26.79%      |
| % Change                              | 72.73%    | 7.04%       |
| /flights/flight-view---real-time.html |           |             |
| Feb 1, 2010 - Feb 28, 2010            | 9,316     | 11.38%      |
| Feb 1, 2009 - Feb 28, 2009            | 5,964     | 11.76%      |
| % Change                              | 56.20%    | -3.20%      |
| /flights/arrivals---real-time.html    |           |             |
| Feb 1, 2010 - Feb 28, 2010            | 6,508     | 7.95%       |
| Feb 1, 2009 - Feb 28, 2009            | 2,424     | 4.78%       |
| % Change                              | 168.48%   | 66.37%      |
| /flights/departures---real-time.html  |           |             |
| Feb 1, 2010 - Feb 28, 2010            | 5,599     | 6.84%       |
| Feb 1, 2009 - Feb 28, 2009            | 1,217     | 2.40%       |
| % Change                              | 360.07%   | 185.10%     |
| /airlines/airtran.html                |           |             |



|                            |         |         |
|----------------------------|---------|---------|
| Feb 1, 2010 - Feb 28, 2010 | 2,372   | 2.90%   |
| Feb 1, 2009 - Feb 28, 2009 | 0       | 0.00%   |
| % Change                   | 100.00% | 100.00% |



## Referring sites sent 2,051 visits via 498 sources

### Site Usage

| Visits                                   | Pages/Visit                           | Avg. Time on Site                              | % New Visits                                | Bounce Rate                                |             |
|--|---------------------------------------|--|---|--|-------------|
| <b>2,051</b><br>Previous: 1,603 (27.95%) | <b>3.21</b><br>Previous: 3.20 (0.29%) | <b>00:04:15</b><br>Previous: 00:02:26 (75.01%) | <b>60.36%</b><br>Previous: 73.05% (-17.37%) | <b>44.51%</b><br>Previous: 45.41% (-1.98%) |             |
| Source                                   | Visits                                | Pages/Visit                                    | Avg. Time on Site                           | % New Visits                               | Bounce Rate |
| flyavl.com                               |                                       |  |   |  |             |
| February 1, 2010 - February 28, 2010     | <b>178</b>                            | 5.52   | 00:17:25                                    | 1.69%                                      | 17.98%      |
| February 1, 2009 - February 28, 2009     | <b>99</b>                             | 2.41   | 00:00:49                                    | 1.01%                                      | 3.03%       |
| % Change                                 | <b>79.80%</b>                         | 128.76%  | 2,011.54%                                   | 66.85%                                     | 493.26%     |
| citizen-times.com                        |                                       |  |   |  |             |
| February 1, 2010 - February 28, 2010     | <b>107</b>                            | 3.93   | 00:03:05                                    | 28.97%                                     | 25.23%      |
| February 1, 2009 - February 28, 2009     | <b>7</b>                              | 1.71   | 00:02:18                                    | 28.57%                                     | 71.43%      |
| % Change                                 | <b>1,428.57%</b>                      | 128.97%  | 34.16%                                      | 1.40%                                      | -64.67%     |
| google.com                               |                                       |  |   |  |             |
| February 1, 2010 - February 28, 2010     | <b>89</b>                             | 2.78   | 00:10:12                                    | 29.21%                                     | 39.33%      |
| February 1, 2009 - February 28, 2009     | <b>97</b>                             | 3.88   | 00:02:55                                    | 74.23%                                     | 40.21%      |
| % Change                                 | <b>-8.25%</b>                         | -28.40%  | 249.86%                                     | -60.64%                                    | -2.19%      |
| biltmore.com                             |                                       |  |   |  |             |
| February 1, 2010 - February 28, 2010     | <b>73</b>                             | 1.62   | 00:02:08                                    | 75.34%                                     | 69.86%      |
| February 1, 2009 - February 28, 2009     | <b>62</b>                             | 1.66   | 00:00:58                                    | 93.55%                                     | 75.81%      |
| % Change                                 | <b>17.74%</b>                         | -2.70%   | 119.69%                                     | -19.46%                                    | -7.84%      |
| en.wikipedia.org                         |                                       |  |   |  |             |
| February 1, 2010 - February 28, 2010     | <b>73</b>                             | 4.33   | 00:02:09                                    | 84.93%                                     | 31.51%      |
| February 1, 2009 - February 28, 2009     | <b>40</b>                             | 2.92   | 00:01:31                                    | 92.50%                                     | 35.00%      |
| % Change                                 | <b>82.50%</b>                         | 47.99%   | 42.36%                                      | -8.18%                                     | -9.98%      |
| charter.net                              |                                       |  |   |  |             |
| February 1, 2010 - February 28, 2010     | <b>66</b>                             | 4.62   | 00:05:33                                    | 59.09%                                     | 27.27%      |

|                                      |                |         |          |                |                |
|--------------------------------------|----------------|---------|----------|----------------|----------------|
| February 1, 2009 - February 28, 2009 | <b>39</b>      | 3.79    | 00:04:42 | 58.97%         | 15.38%         |
| % Change                             | <b>69.23%</b>  | 21.78%  | 18.17%   | 0.20%          | <b>77.27%</b>  |
| swagbucks.com                        |                |         |          |                |                |
| February 1, 2010 - February 28, 2010 | <b>54</b>      | 2.98    | 00:11:34 | 5.56%          | 25.93%         |
| February 1, 2009 - February 28, 2009 | <b>0</b>       | 0.00    | 00:00:00 | 0.00%          | 0.00%          |
| % Change                             | <b>100.00%</b> | 100.00% | 100.00%  | 100.00%        | <b>100.00%</b> |
| groveparkinn.com                     |                |         |          |                |                |
| February 1, 2010 - February 28, 2010 | <b>50</b>      | 2.42    | 00:02:30 | 82.00%         | 46.00%         |
| February 1, 2009 - February 28, 2009 | <b>47</b>      | 2.36    | 00:00:57 | 91.49%         | 59.57%         |
| % Change                             | <b>6.38%</b>   | 2.47%   | 162.88%  | <b>-10.37%</b> | <b>-22.79%</b> |
| airtran.com                          |                |         |          |                |                |
| February 1, 2010 - February 28, 2010 | <b>48</b>      | 3.54    | 00:03:19 | 81.25%         | 35.42%         |
| February 1, 2009 - February 28, 2009 | <b>0</b>       | 0.00    | 00:00:00 | 0.00%          | 0.00%          |
| % Change                             | <b>100.00%</b> | 100.00% | 100.00%  | 100.00%        | <b>100.00%</b> |
| mapquest.com                         |                |         |          |                |                |
| February 1, 2010 - February 28, 2010 | <b>47</b>      | 3.17    | 00:04:06 | 87.23%         | 38.30%         |
| February 1, 2009 - February 28, 2009 | <b>39</b>      | 2.64    | 00:01:03 | 92.31%         | 51.28%         |
| % Change                             | <b>20.51%</b>  | 20.04%  | 291.66%  | <b>-5.50%</b>  | <b>-25.32%</b> |
|                                      |                |         |          |                | 1 - 10 of 498  |

**Asheville Regional Airport Authority  
Project Report - March 2010**

| Project Number            | Project Name   | Project Description   | Professional Services Consultant | Professional Services Contract | General Contractor              | Original Construction Contract | Change Orders (thru 3/01/2010) | Percent of Original Contract | Total Project Cost   | Percent Complete | Expensed to Date (thru 3/01/2010) | Start Date | End Date    | Current Project Status (as of 3/01/2010)  |
|---------------------------|--|---|----------------------------------|--------------------------------|---------------------------------|--------------------------------|--------------------------------|------------------------------|--|------------------|-----------------------------------|------------|-------------|---|
| <b>Planning Phase</b>     |  |   |                                  |                                |                                 |                                |                                |                              |  |                  |                                   |            |             |   |
| None                      |  |   |                                  |                                |                                 |                                |                                |                              |  |                  |                                   |            |             |   |
| <b>Design Phase</b>       |  |   |                                  |                                |                                 |                                |                                |                              |  |                  |                                   |            |             |   |
| 1                         | Westside Site Preparation Project                    | The Westside Site Preparation Project includes site preparation of parcels located west of RW 16/34 for future development. The project is currently in the planning phase to determine feasibility of the overall project at no net cost to the Airport Authority. | AVCON                            | \$232,000.00                   | Charah                          | na                             | na                             | na                           | \$232,000.00*<br><i>(project expenses are being reimbursed by Charah through a separate agreement)</i> | 30%              | \$29,301.65                       | Dec-09     | Summer 2010 | An Environmental Due Diligence Audit (EDDA) has been conducted for the site as well as wetland and stream delineation. Geotechnical work and site survey work have been completed. Wetlands and stream determinations have been received from the US Army Corps. The 401/404 permit process has been started. Erosion control and grading design is underway. |
| <b>Construction Phase</b> |  |   |                                  |                                |                                 |                                |                                |                              |  |                  |                                   |            |             |   |
| 1                         | A Gates - Terminal Renovation & Improvements Project | Renovation & Improvements to the A Gates terminal area.   | RS&H                             | \$1,697,298.00                 | Shelco Inc.                     | \$7,849,000.00                 | (\$55,682.47)                  | -0.70%                       | \$ 10,442,521.53   | 35%              | \$3,371,674.54                    | July '09   | Oct-10      | Steel erection is underway along with plumbing, electrical and mechanical rough-in.   |
| 1a                        |  | 2 Passenger Boarding Bridges  | RS&H                             | (included above)               | ThyssenKrupp Airport Systems    | \$940,406.00                   | na                             | na                           | (included above)   | 80%              | \$629,517.00                      | Jul-09     | Sep-10      | Passenger Boarding Bridges (PBBs) are 80% complete and are undergoing factory testing before storage until the building is ready for installation.  |
| 2                         | Landside Parking and Roadway Access Project          | The Landside Parking and Roadway Access Project includes 3 components of work: public parking lots, terminal access roadway, general aviation access roadway, and expansion of the toll plaza facility.   | LPA Group                        | \$729,044.00                   | (see below)                     | na                             | na                             | na                           | \$4,688,513.51   | 80%              | \$3,350,787.54                    | Jul-09     | Mar-10      | The Authority Board approved the award of all contracts related to the Landside Roadway and Parking Improvements Project. All components of the project are underway. For more information, see individual components below.  |
| 2a                        |  | Parking Lot and Terminal Drive  | LPA Group                        | (included above)               | APAC                            | \$1,614,092.45                 | \$50,386.90                    | 3%                           | (included above)   | 70%              | \$1,252,376.07                    | Jul-09     | Mar-10      | The contractor is currently working on the final phase of the parking lot and terminal drive project. Weather continues to impact paving and concrete work.   |
| 2b                        |  | Toll Plaza Expansion  | LPA Group                        | (included above)               | Patton Construction             | \$495,840.00                   | \$54,739.15                    | 11%                          | (included above)   | 80%              | \$345,547.95                      | Jul-09     | Mar-10      | Interior finishes are being completed. Weather continues to impact completion of the paving and concrete work.  |
| 2c                        |  | Wright Brothers Way Improvements Project  | LPA Group                        | (included above)               | Moore and Sons Construction Co. | \$1,700,922.00                 | \$43,489.01                    | 2.50%                        | (included above)   | 60%              | \$1,126,722.56                    | Jul-09     | Mar-10      | The contractor continues work on the retaining walls, underground utilities and stormwater drainage systems. Paving is delayed due to weather.  |

**Asheville Regional Airport Authority**  
**Project Report - March 2010**

| Project Number | Project Name                               | Project Description  | Professional Services Consultant | Professional Services Contract | General Contractor       | Original Construction Contract | Change Orders (thru 3/01/2010) | Percent of Original Contract | Total Project Cost | Percent Complete | Expensed to Date (thru 3/01/2010) | Start Date | End Date    | Current Project Status (as of 3/01/2010)   |
|----------------|--|--|----------------------------------|--------------------------------|--------------------------|--------------------------------|--------------------------------|------------------------------|--------------------|------------------|-----------------------------------|------------|-------------|--|
| 3              | North General Aviation Expansion Project   | The North GA project includes multiple phases; phase one consisted of tree harvesting and logging operations, phase two included clearing and grubbing of the site and phase three involves the placement and compaction of structural fill material for the site. | AVCON                            | \$99,100.00                    | Charah                   | \$1,840,231.00                 | \$25,494.00                    | 1.30%                        | \$3,700,000.00     | 95%              | \$ 3,400,577.71                   | Nov-07     | Spring 2010 | The final phase of fill placement is underway.   |
| 4              | Triturator Facility                        | Construction and installation of a dump site to support airline waste disposal and a facility to protect staff from weather elements.  | RS&H                             | \$48,147.00                    | Perry Bartsch Jr.        | \$198,800.00                   | \$14,581.00                    | 7.33%                        | \$261,528.00       | 80%              | \$210,688.54                      | Jul-09     | Mar-10      | The contractor is wrapping up construction of the canopy and final equipment installation. Weather continues to impact the schedule. |
| 5              | Pre-Conditioned Air and Fixed Ground Power | Pre-Conditioned Air and Fixed Ground Power will be added to all boarding bridges for customer comfort and functionality  | RS&H                             | \$8,000.00                     | INET Airport System Inc. | \$502,800.00                   | na                             | na                           | \$510,800.00       | 15%              | \$7,402.71                        | Jul-09     | Feb-10      | Equipment is in production.  |