



## **AGENDA**

Asheville Regional Airport Authority Regular Meeting  
Friday, March 9, 2012, 8:30 a.m.  
Conference Room at Administrative Offices

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

- I. CALL TO ORDER:
- II. APPEARANCES: None
- III. PRESENTATIONS: None
- IV. FINANCIAL REPORT ([document](#))
- V. CONSENT AGENDA:
  - A. Approval of the Asheville Regional Airport Authority February 24, 2012 Regular Meeting Minutes ([document](#))
  - B. Approval of the Asheville Regional Airport Authority February 24, 2012 Closed Session Minutes
- VI. OLD BUSINESS: None
- VII. NEW BUSINESS:
  - A. Approval of Preliminary Fiscal Year 2012/2013 Budget ([document](#))
  - B. Approval of Audit Contract with Martin Starnes & Associates, CPAs, P.A. for Fiscal Year Ending June 30, 2012 ([document](#))



VIII. DIRECTOR'S REPORT:

- A. ARN Awards
- B. US Airways Checked Baggage Policy

IX. 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, 2012 Traffic Report ([document](#))
- B. January, 2012 Monthly Financial Report ([document](#))
- C. March, 2012 Development/Project Status Report ([document](#))
- D. Potential Board Items for the Next Regular Scheduled Meeting:
  - Service Recognition Award for Brownie Newman
  - Final Adoption of the Authority's Fiscal Year 2012/2013 Budget
  - Approval of Amended Travel Policy
  - Approval of Amendments to the Health Insurance Benefits

X. AUTHORITY MEMBERS' REPORTS:

XI. PUBLIC AND TENANTS' COMMENTS:

XII. CLOSED SESSION:

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

XIII. CALL FOR NEXT MEETING.



XIV. ADJOURNMENT.

Respectfully submitted,

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Lew Bleiweis, A.A.E.  
Airport Director

Approved:

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David Hillier  
Chairman

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

**Asheville Regional Airport Authority  
Executive Summary  
January-12**

**AIRPORT ACTIVITY**

	<u>Month</u>	<u>Variance to Prior Year</u>	<u>Calendar Year to Date</u>	<u>Variance to Prior Year</u>
<b>Passenger Enplanements</b>	22,330	7.7%	22,330	7.7%
<b>Aircraft Operations</b>				
Commercial	1,334	(5.2%)	1,334	(5.2%)
Scheduled Flights	625	(12.5%)		
Flight Cancellations	12			
Seats	33,743	3.4%	33,743	3.4%
Load Factor	66.2%	4.1%	66.2%	4.1%
General Aviation	2,324	6.8%	2,324	6.8%
Military	314	129.2%	314	129.2%

**FINANCIAL RESULTS**

	<u>Month</u>	<u>Variance to Budget</u>	<u>Fiscal Year to Date</u>	<u>Variance to Budget</u>
<b>Operating Revenues</b>	\$ 675,296	9.8%	\$ 5,109,354	8.3%
<b>Operating Expenses</b>	525,819	(16.9%)	3,685,990	(14.9%)
<b>Net Operating Revenues before Depreciation</b>	<u>\$ 149,477</u>	960.6%	<u>\$ 1,423,364</u>	270.3%
<b>Net Non-Operating Revenues</b>	<u>\$ 120,725</u>	5.0%	<u>\$ 1,406,790</u>	7.8%
<b>Grants:</b>				
FAA AIP Grants	\$ -		\$ -	
NC Dept of Transportation Grants	-		-	
Total	<u>\$ -</u>		<u>\$ -</u>	

**CASH**

Restricted	\$ 366,580
Designated for O&M Reserve	3,553,272
Designated for Emergency Repair	650,000
Unrestricted, Undesignated	8,639,671
Total	<u>\$ 13,209,523</u>

**RECEIVABLES PAST DUE**

	<u>Total</u>	<u>1-30 Days</u>	<u>31-60 Days</u>	<u>Over 60 Days</u>
American Airlines	1,260	94	1,166	
Charah	7,943	7,943		
Comair	2,180	2,180		
Continental	1,930		322	1,608
FAA / TSA	34,827	11,735	23,092	
WNC Regional Economic Development Commission	2,167		361	1,806
Miscellaneous	968	376	408	184
Total	<u>\$ 51,275</u>	<u>\$ 22,328</u>	<u>\$ 25,349</u>	<u>\$ 3,598</u>
% of Total Receivables	<u>14.01%</u>			

Note: Excludes balances paid subsequent to month-end.

**REVENUE BONDS PAYABLE**

Rental Car Facilities Taxable Revenue Bond, Series 2007	
Original Amount	\$ 4,750,000
Current Balance	\$ 3,244,120

**CAPITAL EXPENDITURES**

Annual Budget	\$ 9,559,459
Year-to-Date Spending	\$ 501,054

**REGULAR MEETING**  
**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**February 24, 2012**  
**8:30 a.m.**

The Asheville Regional Airport Authority ("Authority") met on Friday, February 24, 2012 at 8:30 a.m. in the Conference Room at the Authority's Administrative Offices, Asheville Regional Airport ("Airport"), 61 Terminal Drive, Suite 1, Asheville, NC 28732.

**MEMBERS PRESENT:** David R. Hillier, Chairman; David Gantt, Vice-Chairman; Jeffrey A. Piccirillo, Secretary-Treasurer; Martha W. Thompson; Bob Roberts, Bill Moyer and Esther Manheimer

**MEMBERS ABSENT:** None

**STAFF AND LEGAL COUNSEL PRESENT:** Vic Buchanan, Authority Legal Counsel; Lew Bleiweis, Airport Director; Michael Reisman, Deputy Airport Director of Development and Operations; C. Jeffrey Augram, Chief of Public Safety; David Nantz, Director of Operations and Maintenance; Royce Holden, IT Director, Vickie Thomas, Director of Finance and Accounting; Tina Kinsey, Director of Marketing and Public Relations; Suzie Baker, Director of Administration; Amy Burritt, Marketing Supervisor; Jeremy Arthur, and Ellen Heywood, Recording Secretary

**ALSO PRESENT:** Mike Darcangelo, AVCON; Jeff Kirby, Michael Baker Corp.; Nate Otto, RS&H and Mark Barrett, Asheville Citizen-Times

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

**APPEARANCES:** None

**SERVICE AWARD PRESENTATION:** The Chairman recognized Jeremy Arthur with a service recognition award and gift for his 10 years of service with the Authority.

**PRESENTATIONS:** None

**FINANCIAL REPORT:** The Director reviewed the airport activity section of the Executive Summary for the month of December. Explanements for the month totaled 27,737, a 5.4% increase over the same period last year. Calendar Year to date

enplanements totaled 362,295 which is a decrease of 2% from last year, however, the Director noted that staff was accepting of that number given the industry trends and staff had budgeted for a 10% decrease in enplanements due to Southwest Airlines service at GSP. The Director also reviewed commercial aircraft, military and general aviation operations for the month. The Director reported on the financial results stating that operating revenue for the month was \$658,344 which was 5.3% above budget for the month and fiscal year to date totaled \$4.4 million which was 8.1% above budget. Operating expenses for the month totaled \$514,135 which was 23.7% below budget and \$3.1 million for the year which is 14.6% below budget for fiscal year to date. The Director noted that staff continues to do well monitoring expenses. The Director also reviewed the cash position for the month.

**WELCOME AND SWEARING IN OF NEW BOARD MEMBER – ESTHER**

**MANHEIMER:** Ms. Manheimer was sworn in as a Member of the Authority Board by the recording secretary. The Board welcomed Ms. Manheimer.

**CONSENT AGENDA:** The Chairman advised the Board that Consent Agenda Item B, Approval of the Asheville Regional Airport Authority December 9, 2011 Closed Session Minutes, would be pulled for review in Closed Session.

**A. Approval of the Asheville Regional Airport Authority December 9, 2011 Regular Meeting Minutes:**

**C. Appointment of Deputy Finance Officer:**

Mr. Gantt moved to approve Consent Agenda Items A and C. Ms. Thompson seconded the motion and it carried unanimously.

**OLD BUSINESS:** None

**NEW BUSINESS:**

**A. Approval to Unseal Closed Session Minutes:** The Director reported that in adhering to the Disposition of Authority Board Closed Session Minutes policy that was approved by the Board in April 2011, closed session minutes for the previous calendar year were reviewed. A recommendation was made by the Director for the unsealing of a portion of the Closed Session minutes of August 12, 2011.

Mr. Roberts moved to unseal those portions of the Closed Session minutes as designated and recommended by the Airport Director. Mr. Moyer seconded the motion and it carried unanimously.

**B. Approval to Transfer Funds from Operations to Contingency:** The Director stated that with the Board's consent he would jump to Item A of the Director's Report on the agenda. The Director advised the Board that as specified in the purchasing policy, a report must be made of any expenditures from contingency within the spending authorization that has been made. The Director advised the Board of a transfer that was made for the purchase of a runway friction tester in the amount of \$6,529 that was not budgeted. The Operations Department budget had the funds necessary to cover this purchase but because it was over \$5,000 it needed to come out of small equipment and capital outlay. Contingency funds were used to purchase the equipment. The Director further advised the Board that at the December, 2011 Board Meeting, the purchasing policy was changed to allow for expenditures up to the Director's spending authorization out of contingency and move money from contingency to other budget line items. The policy did not allow for the transfer of money out of other line items in the Budget Ordinance to anywhere else, therefore the Director was seeking the Board's approval to transfer \$6,529 from the Operations Department back into contingency.

The Director requested the Board approve the Transfer of Funds from Operations to Contingency and amend the FY11/12 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, 2012:

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

**EXPENDITURES:**

	<u>Decrease</u>	<u>Increase</u>
Operations Department	\$6,529	\$0
Contingency	\$0	\$6,529
Totals	<u>\$6,529</u>	<u>\$6,529</u>

This will result in no increase in the appropriations.

**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 24<sup>th</sup> day of February, 2012.

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David Hillier, Chairman

Attested by:

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Jeffrey A. Piccirillo, Secretary-Treasurer

Mr. Moyer moved to approve the Transfer of Funds from Operations to Contingency and amend the FY11/12 budget as presented by staff. Mr. Gantt seconded the motion and it carried unanimously.

**C. Approve Contracts for Purchase of Passenger Boarding Bridges and Building Upgrades:** Mike Reisman reminded the Board that in October the Board was apprised of the need for replacement of three Regional Boarding Ramps (RBR's) at Gates 4-6 with new Passenger Boarding Bridges (PBB's). At that time, the Board gave approval to proceed with the planning and bidding phases of the project. Mr. Reisman further stated that at the December 9<sup>th</sup> Board meeting, the Board approved a Scope of Services and Fee with RS&H for design and bidding services for the terminal building upgrades. Mr. Reisman advised the Board that the cost of design and bidding services for the PBB equipment purchase was initially paid from the Development Department engineering budget line item but will be eligible for reimbursement through the federal grant once that is issued. Mr. Reisman informed the Board that on February 1<sup>st</sup>, staff opened the bids received for the PBB's and Thyssen Krupp was the low bidder in the amount of \$1,198,681. Bids for the building modifications were received and opened on February 21<sup>st</sup>. The low bidder was GoForth Builders in the amount of \$445,000. Mr. Reisman further advised the Board that since the ARFF building project is presently on hold, a portion of the \$2.2 million in entitlement funds that were originally allocated for the ARFF building are being reallocated to the PBB project with 90% of the project funded from entitlement funds. Mr. Reisman requested the Board's approval to award the contract for the purchase of three PBB's to Thyssen Krupp Airport Systems in the amount of \$1,198,681, also to award contract for the PBB building upgrades to GoForth Builders, Inc. in the amount of \$445,000 for a total combined contracts cost of \$1,643,681 plus a construction allowance of 5% in the amount of \$82,284.



Mr. Gantt questioned whether the new units were mobile and whether the passengers would have the same experience boarding as what is there now. Mr. Reisman responded that the new PBB's would be better than what is currently in place as they would be very similar to the bridges used at gates 2 and 3. Mr. Reisman further stated that the units are fixed to the building but could be detached and moved if needed. The PBB's have a life expectancy of 25 years and would likely be detached, stored and reattached if a renovation to the building were planned in the future.

Ms. Thompson inquired about the \$3,000 difference between the contract amount staff asked the Board to approve for GoForth Builders for the building upgrades and what was listed on the bid tab document. Mr. Reisman responded that the bid specs originally included for the contractor to provide required testing for poured concrete, etc. The contractor included \$3,000 for this testing in the bid. Since then, staff learned that the state adopted the 2009 International Building Code which requires for public entities to provide for their own testing. The \$3,000 was pulled from the contract amount and staff will need to contract for this testing separately. Staff does have documentation that the contractor agrees to lower his price by \$3,000 for this testing.

Mr. Piccirillo affirmed that one of the bridges would be large enough to accommodate a 757 aircraft. Mr. Reisman responded that this was correct. One of the new PBB's would be able to telescope out further and go up higher to accommodate a 757 or smaller airbus aircraft.

Ms. Thompson moved to award the contract for the purchase of three PBB's to Thyssen Krupp Airport Systems in the amount of \$1,198,681, award contract for the passenger boarding bridge building upgrades to GoForth Builders, Inc. in the amount of \$445,000 for a total combined contracts cost of \$1,643,681 plus a construction allowance of 5% in the amount of \$82,284, and authorize the Airport Director to execute all the necessary documents. Mr. Roberts seconded the motion and it carried unanimously.

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

The Director advised the Board that he had a few items to report that were not on the agenda.

**B. AIP Update:** The Director was pleased to announce that after five years and 23 continuing resolutions, a long-term airport improvement authorization bill has been passed by Congress. The Director detailed some of the highlights of the bill which include PFC rates remaining level, \$3.35 billion in AIP funding which is subject to funding from Congress, a decrease from 95% to 90% in funding for small airports,

requiring airports to institute a contingency plan for tarmac delays, and standards for airport firefighting will continue to meet FAA requirements rather than NFPA requirements.

**C. Firehouse Update:** The Director reported that although he believes the City is having discussions with the State on the engineering study, there have been no updates from the City on the traffic pre-emption or traffic signal at NC 280 and Aviation Way. The Director advised the Board that a firm has been hired by the State for the redesign of the I26 interchange. The State has not scheduled any meetings to date, however Mr. Reisman has had contact with the firm awarded the contract and expressed the airport's desire to have input in the discussions regarding this interchange. The Director further informed the Board that because of the AIP authorization bill and the reduction of funding from 95% to 90% for small airports, based on \$4 million for the ARFF project, there could be an impact of an additional \$200,000 from the Authority's funds for this project.

**D. Annual Report:** Copies of the new Annual Report prepared by the Marketing Department were distributed to the Board. The Director stated that this was not a financial report, rather a report of all that has been accomplished during the year. The Director commended the Marketing staff for the terrific job putting the report together.

**E. Wellness Program:** The Director stated that the Authority has instituted a wellness program for employees and detailed some of the activities offered as well as the equipment purchased for the fitness facility.

**F. TSA:** The Director reported that TSA has been working to develop a shoe machine that will allow for passengers to keep their shoes on while going through the security checkpoint. Unfortunately the machine has failed to accomplish what it was intended to do so TSA has scrapped this plan for the near future.

**G. Wind Catcher:** An alternative energy company in the Asheville area has approached the Director about installing wind catching turbines at the end of the runway to catch jet blast and turn into alternate energy. Staff has some doubts that the FAA will approve the placement of equipment in the runway safety area. Staff will have some high level discussions with the FAA to see if this is viable. The Director stated that he would keep the Board apprised if there is the potential for this to be feasible.

**H. Airport/City Firing Range:** The Director advised the Board that there have been some reports in the news lately about the firing range. The Director stated that there is language in the Agreement that if the airport needs to expand, the firing range would need to be relocated. Staff gave notice to the City in March 2010 that the firing range would need to be moved by February, 2012. Two alternative locations on airport property were provided, however the City did not feel one of them would work and the FAA has notified staff that the second location could impede traffic flow out of the airport. Staff continues to work with the City for an alternative site.

**I. ACI-NA:** the Director reported that ACI-NA has inquired if the Director would be willing to submit his name for consideration for appointment to the ACI-NA Board of Directors. The Director has submitted his name for nomination and will be notified in May or June. He will keep the Board apprised.

**J. Master Plan Update:** Mr. Reisman gave a brief update on the Master Plan. The overall project is expected to take 18 months and should be completed by next February. Chapters 1 through 3 have been completed and the forecast chapter has been submitted to the FAA for approval. Once approved by the FAA, it will allow for the completion of other work that is dependent upon that approval. Aerial surveying and photogrammetry have been done, the first meeting of the stakeholders' advisory committee was held in January, and a website dedicated to the master plan has been established.

**INFORMATION SECTION:** The Director advised the Board that changes were made to how the financials are reported. The Director called the Board's attention to pages 5 and 6 of the December Financial Report. Reimbursable expense and reimbursable revenue were previously listed as part of the operating expenses and revenues. This reimbursable cost is strictly attributed to the contract with Avcon and Charah for the westside fill project. The consultant bills the Authority for engineering and oversight work and the Authority turns around and bills Charah who is doing the fill project. There is no money made on this project by the Authority but staff is not able to budget each month and this impacts how the true operating revenues and expenses are being reflected. Therefore, those two line items have been removed from page 5 and are now being listed under non-operating revenues and expenses on page 6.

## **AUTHORITY MEMBERS' REPORTS:**

**A. AAAE Aviation Issues Conference Report:** The Chairman reported on the AAAE Aviation Issues Conference that he attended in January. The Chairman noted that attendance at the conference was down from previous years with only approximately 25% of the attendees being airport board members. The Chairman detailed some of the panel discussions which included a presentation of the happenings in Washington, DC, environmental/noise tolerance issues, and problems the TSA faces including perception, the logistics of meeting peak/low demands and their security concerns. The Chairman also updated the Board on some of the issues affecting other airports throughout the country based on discussions he had with airport personnel or their board members.

**PUBLIC AND TENANTS' COMMENTS:** None

**BUDGET PRESENTATION AND DISCUSSION:** The Director gave an overview of the proposed Fiscal Year 2012/2013 Budget. Operating revenues and expenses were briefly summarized with the Director noting the airport continues to bring in more revenue than expenses with \$8.2 million budgeted for revenues and \$7.3 million in expenses budgeted. The net operating income is budgeted at \$930,000. The proposed Operation & Maintenance budget was reviewed. Operating revenue assumptions estimate airline rates and charges to increase with more terminal square footage due to the renovation of the A gates area, as well as the airlines paying a higher percentage of operating expenses as general aviation continues to decline. Rental car revenues have also increased with the current contracts. Operating expense assumptions budget for a 3% salary adjustment pool, elimination of a vacant position in Public Safety, higher de-icing chemical costs, and elevator upgrade costs.

Mr. Moyer commented that purchase of equipment to collect the de-icing chemicals was discussed last year and asked if there were still plans to purchase this equipment. The Director stated that the EPA has not yet required some of these regulations. The major requirement will be the use of different chemicals. The EPA has not regulated any of the other methods of putting down or collecting the chemicals. Purchase of a de-icing truck is included in the CIP but is on hold at this time. Mr. Piccirillo asked if there was an opportunity to regain some of these expenses through landing fees. The Director stated that the cost for chemicals does get passed on to the airlines through the rates and charges. Staff normally budgets for the chemicals and puts the cost into the rates and charges. However, since the amount of chemicals to be purchased will increase significantly, staff is trying to work with the airlines and direct bill them when chemicals

are purchased rather than budget for chemicals that may not be used due to a mild winter season. Ms. Thompson asked if the EPA has passed the new regulations and what the effective date was. The Director responded that the new regulations have not yet passed.

The Director reviewed the proposed capital budget and funding sources. Capital improvements include phase 1 of the airfield improvements and new ARFF facility. The Director reminded the Board that the ARFF facility was moved to the FY2012/2013 Budget as this current year's AIP entitlement funds will be used to purchase the PBB's. The Director further reviewed the Renewal and Replacement items in the proposed capital budget which includes a snow truck & plow replacement. FAA requires the snow equipment to be changed out every so often and \$605,000 is budgeted for this. It is anticipated that AIP entitlement money and PFC's will cover the cost. However, with the change in AIP funding to a 90/10 split, there could be a slight expense to the Authority. Staff will look over the PFC application to see if the PFC funds can be shifted higher and entitlement funds lowered to cover the cost of that equipment. The total proposed capital budget is \$8.7 million with just over \$1 million of the Authority's funds. Staff is expecting to tap into the fund balance to make up the difference between the roughly \$950,000 in revenue. However, if the runway project doesn't go forward, half a million comes out of the budget and staff will not need to tap into the fund balance

Also reviewed were reserve funds, the estimated cash balance, and supplemental fees. The Director talked about some of the new fees being instituted which include security escort fees, security escort training, cable TV, an increase in issuance of ID badge fees, and an increase in employee and commuter parking rates.

Mr. Roberts asked how the increasing fuel prices could affect the budget. The Director responded that fuel prices are very volatile to airports. Many things can happen when fuel prices increase. Consumers may not travel at all or may fly if gas prices are too high to drive. Airlines are trying to cut capacity so the planes are fuller and will be removing regional jets (RJ's) as they're not profitable to fly long distances due to fuel costs. The Director further stated that he believed Asheville would be one of the last airports to see the RJ's go due to the short distance from Atlanta and Charlotte. The airport is already seeing capacity and landing weights going down because the aircraft are getting bigger. US Airways is already using more 70 seat aircraft vs. 50 seat aircraft. Delta will also do the same thing. As the 50 seat aircraft leave the market, less frequent flights will be offered but on bigger airlines. This is a challenge for the airport as passengers look for cost of fares and frequency of flights when choosing an airport.

The Director also advised the Board that the Authority currently pays 100% of the employee individual health insurance and 80% of the dependent coverage. With the Board's permission, staff would like to begin assessing all employees a 15% charge for the individual health insurance premium. However, to help offset this, employees can participate in the wellness program to be rewarded a 10% discount. If the employee is a non-smoker, they will also be rewarded an additional 5% reduction which would mean the Authority continues to pay 100% of the individual health insurance premium. Mr. Piccirillo asked if a smoking cessation program would be offered and the Director replied that it would. Ms. Manheimer asked how the wellness program would work. The Director responded that employees would need to have a health risk assessment done and log physical activities and weight loss on a log sheet. The Director further advised the Board that staff will amend the Health Benefits Policy and bring to the Board for approval at the April meeting.

**CALL FOR NEXT MEETING:**

The Chairman advised the Board that the next regular meeting of the Authority Board will be held on Friday, March 9, 2012 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.

The Chairman called for a break at 10:22 a.m.

The Board reconvened at 10:33 a.m.

**CLOSED SESSION:** At 10:33 a.m. Mr. Piccirillo moved to go into Closed Session pursuant to Subsections 143-318.11(a)(3), (4) and (6) of the General Statutes of North Carolina, to consult with legal counsel in order to preserve the attorney-client privilege, to discuss matters relating to the location and/or expansion of industries or other businesses in the area served by the 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. Ms. Thompson seconded the motion and it carried unanimously.

Open Session resumed at 12:28 p.m.

**APPROVAL OF ASHEVILLE REGIONAL AIRPORT AUTHORITY DECEMBER 9, 2011 CLOSED SESSION MINUTES:**

Mr. Piccirillo moved to approve the Asheville Regional Airport Authority December 9, 2011 Closed Session Minutes, and to seal and withhold the minutes for such closed session from public inspection so long as public inspection would frustrate its purpose or purposes. Mr. Moyer seconded the motion and it carried unanimously.

**ADJOURNMENT:** Ms. Thompson moved to adjourn the meeting at 12:29 p.m. Mr. Roberts seconded the motion and it carried unanimously.

Respectfully submitted,

Jeffrey A. Piccirillo  
Secretary-Treasurer

Approved:


David R. Hillier  
Chairman

Proposed 2012/2013 Budget  
Asheville Regional Airport Authority  
March 9, 2012

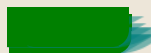




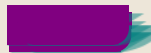
# Agenda

-  **General Statistics**


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-  **Proposed FY 2012/2013 O&M Budget**

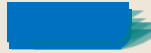
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-  **Proposed FY 2012/2013 Capital Budget**


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-  **Proposed FY 2012/2013 Reserve Funds**


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-  **Proposed FY 2012/2013 Estimated Cash Balance**

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-  **Proposed FY 2012/2013 Supplemental Fees**

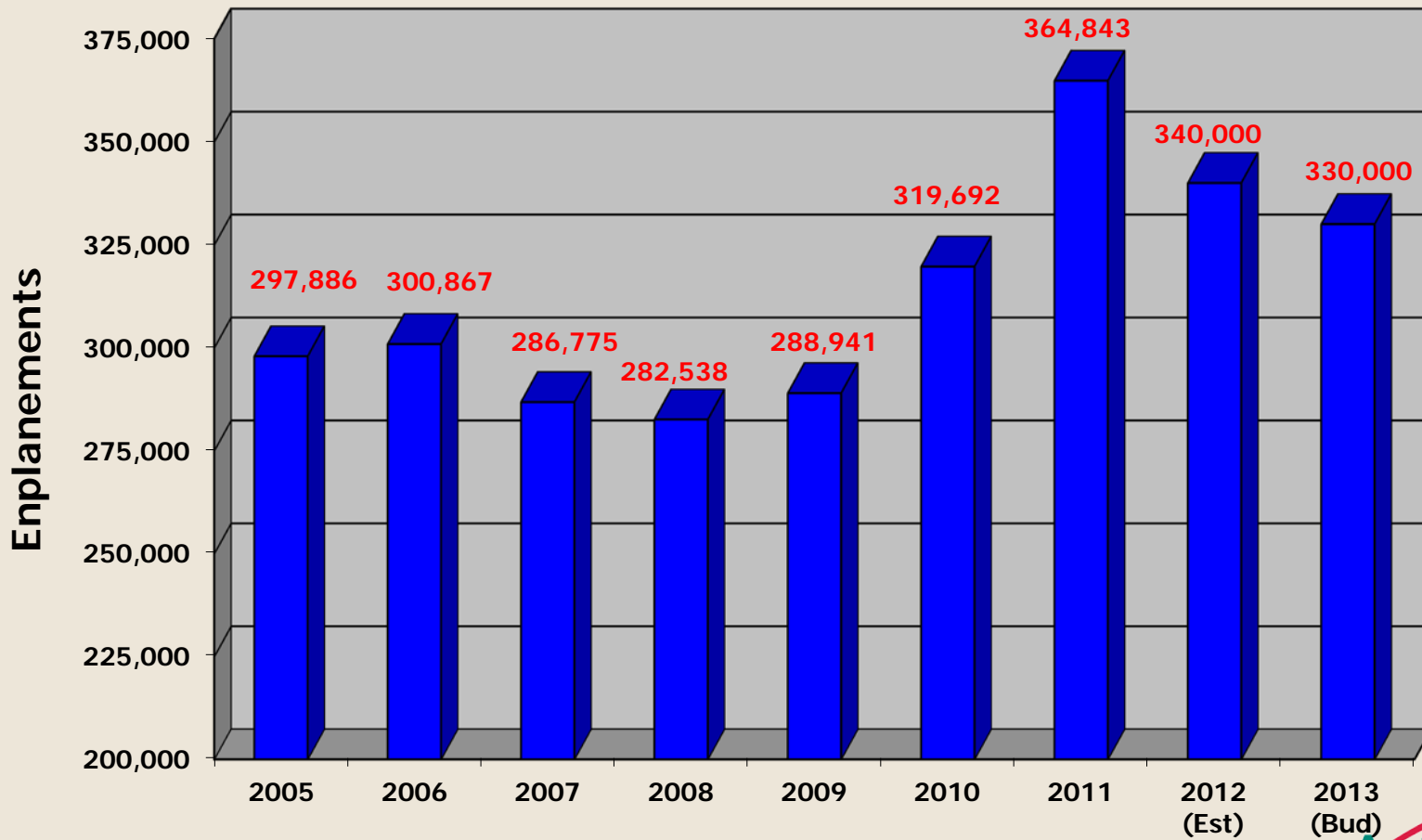
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-  **Questions and Comments**

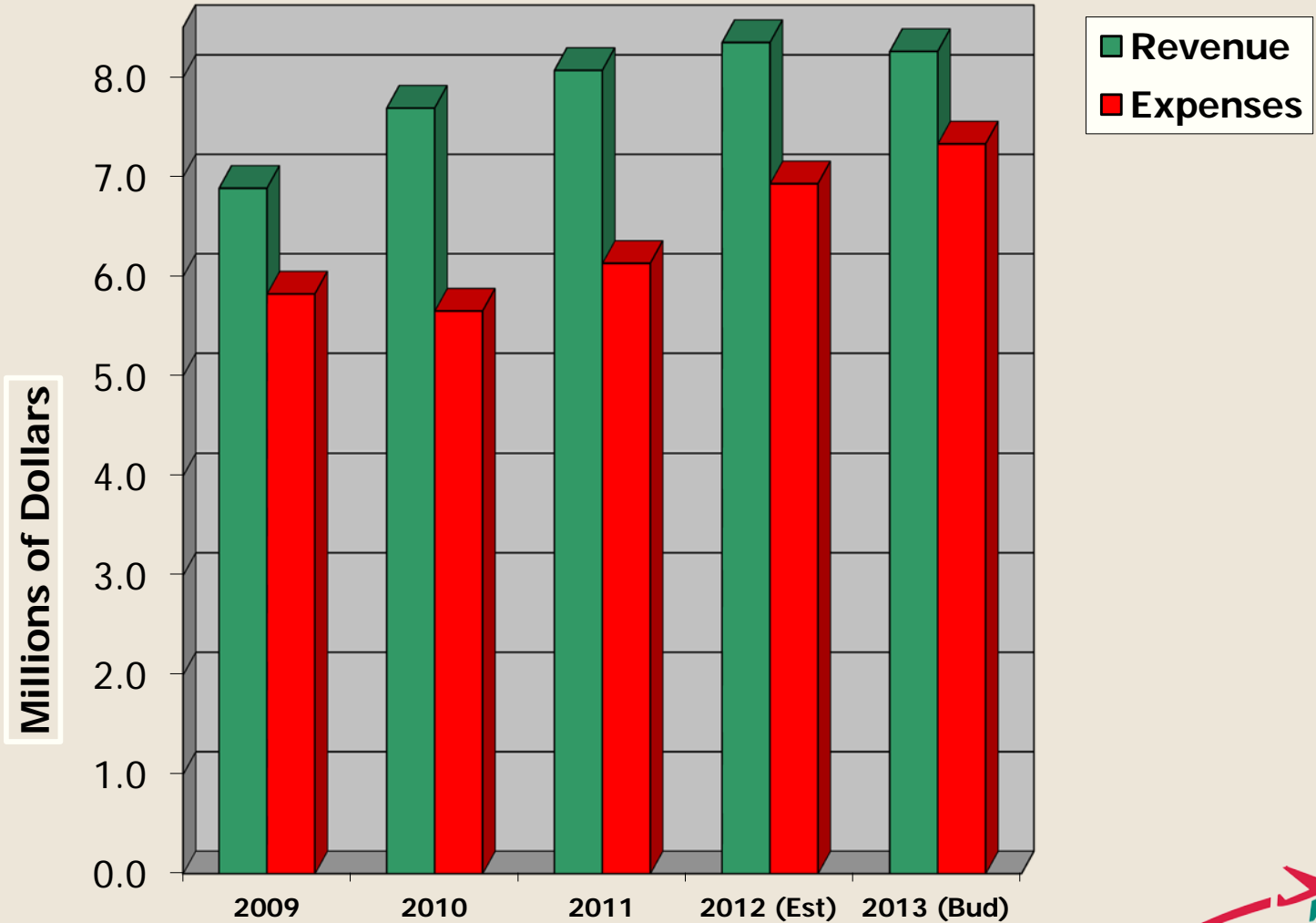
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# Passenger Traffic Growth

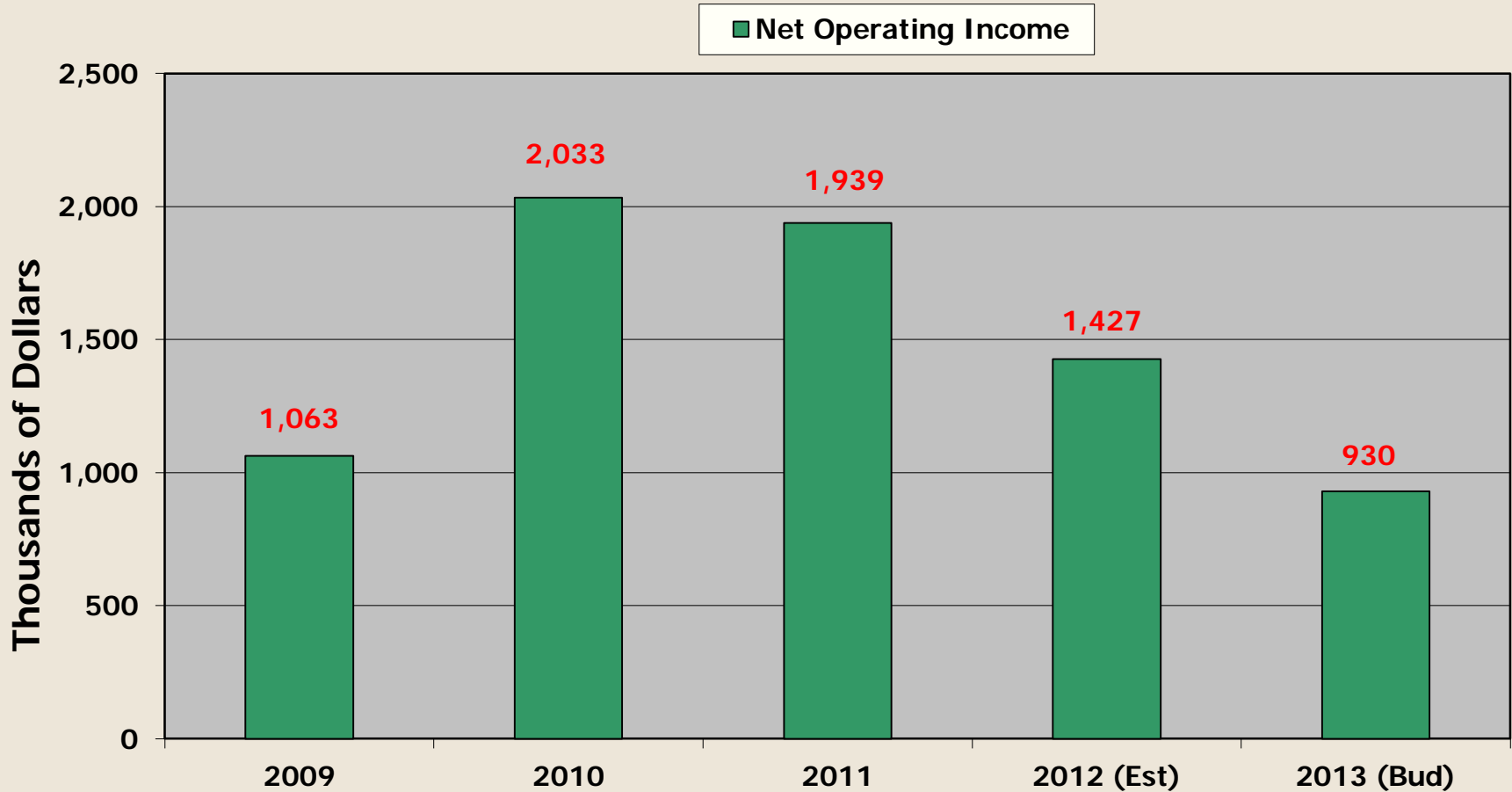
## Fiscal Years 2005-2013 Passenger Traffic



# Operating Revenues/Expenses FY 2009 through 2013



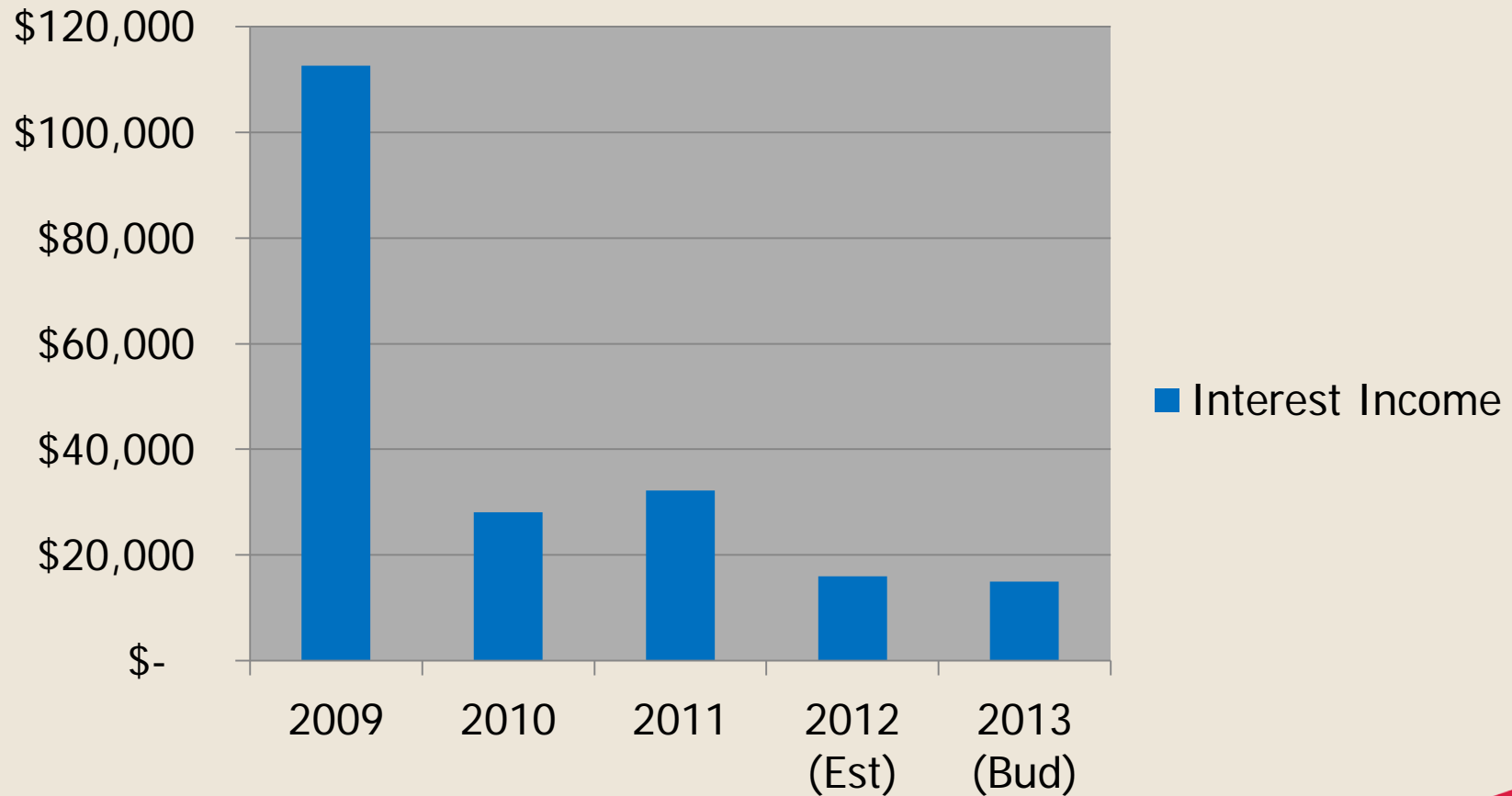
# Net Operating Income FY 2009 through 2013 (a)



a. Includes operating revenues and expenses

# Interest Income

## Interest Income





# Proposed O & M Budget

# Basic O&M Budget Assumptions

## OPERATING REVENUES:

- Passenger Enplanements – 330,000
- Airline rates & charges increased with more terminal square footage and higher percentage of commercial airline operation as General Aviation operations continue declining
- FBO revenues increased with current Landmark contract
- Rental car revenues increased with current contracts

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

## OPERATING EXPENSES:

- Salary adjustment pool budgeted at 3%
- Vacant Public Safety Officer position budgeted to be eliminated
- Higher de-icing chemical costs due to new regulations
- Elevator upgrade costs included

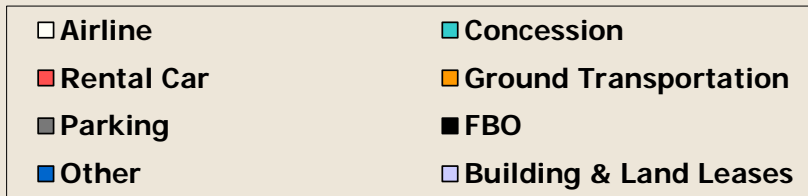
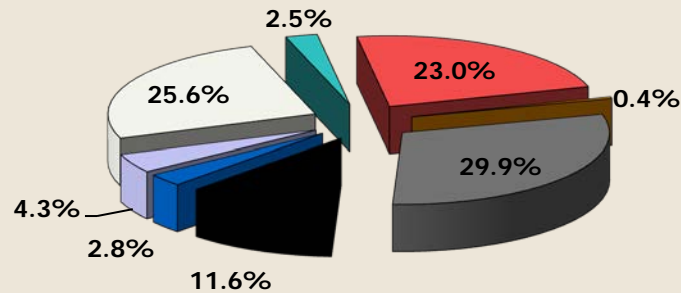


# Proposed Budget

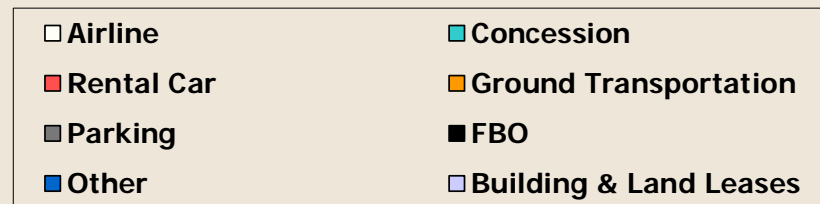
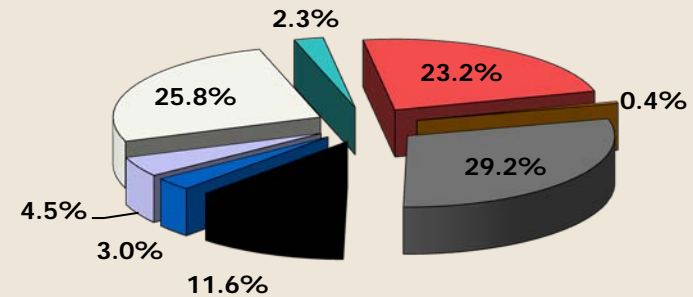
	Budget Amounts			Percent Change
	FY 11/12	FY 12/13	Difference	
<b>Revenues</b>				
Operating Revenues	\$ 8,018,407	\$ 8,265,501	\$ 247,094	3.1%
Investment Income	25,000	15,000	(10,000)	-40.0%
<b>Total Operating &amp; Investment Revenues</b>	<b>8,043,407</b>	<b>8,280,501</b>	<b>237,094</b>	2.9%
<b>Expenses</b>				
Operating Expenses	7,191,044	7,335,328	144,284	2.0%
<b>Total Operating Expenses</b>	<b>7,191,044</b>	<b>7,335,328</b>	<b>144,284</b>	2.0%
<b>Net Operating &amp; Investment Income</b>	<b>\$ 852,363</b>	<b>\$ 945,173</b>	<b>\$ 92,810</b>	10.9%

# Sources of Operating Revenue

FY 2012 (Est)

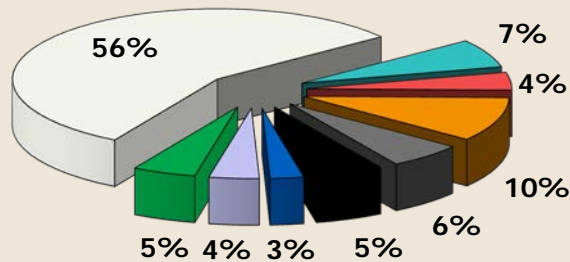


FY 2013 (Bud)

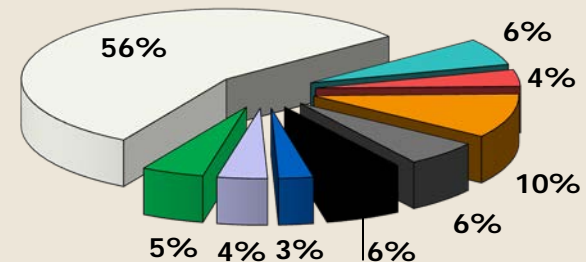


# Operating Expenses by Category

FY 2012 (Est)



FY 2013 (Bud)



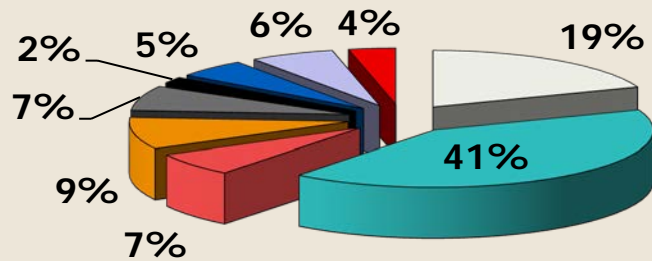
- Salaries & Benefits
- Professional Services
- Maintenance & Repair
- Insurance
- Other
- Utilities
- Contractual Services
- Supplies
- Promotional Activities

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



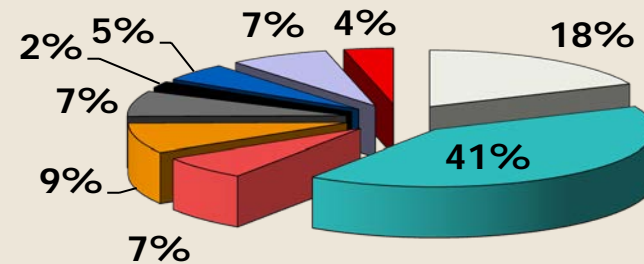
# Operating Expenses By Department

FY 2012 (Est)



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

FY 2013 (Bud)



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



# Proposed Capital Budget



# Proposed Capital Budget

DESCRIPTION	TOTAL	Funding Source					
		FAA- AIP ENTITLEMENTS	FAA- AIP DISCRETIONARY	NCDOT	PFC's	Future PFC's (2)	AIRPORT AUTHORITY
<b>Capital Improvements (1)</b>							
Airfield Improvements - Phase I - Design Services	\$ 3,266,300		\$ 2,776,355				\$ 489,945
New Aircraft Rescue & Fire Fighting (ARFF) Facility	4,305,791	2,145,462		750,000	1,305,159	25,170	80,000
<b>Total Capital Improvements</b>	<b>7,572,091</b>	<b>2,145,462</b>	<b>2,776,355</b>	<b>750,000</b>	<b>1,305,159</b>	<b>25,170</b>	<b>569,945</b>

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

unless otherwise authorized by the Authority Board.

(2) "Future PFC's" will be collected in future years, and thus are shown in the current year's budget as funded with ARRA cash, and will

be shown in next year's budget as PFC Revenues.



# Proposed Capital Budget (cont'd)

DESCRIPTION	TOTAL	Funding Source					
		FAA- AIP ENTITLEMENTS	FAA- AIP DISCRETIONARY	NCDOT	PFC's	Future PFC's (2)	AIRPORT AUTHORITY
<b>Equipment and Small Capital Outlay</b>							
Portable & Mobile Radios	45,000						45,000
Auxiliary Fire Fighting Equipment	45,000						45,000
Digital Billboard	110,000						110,000
<b>Total Equipment and Small Capital Outlay</b>	<b>200,000</b>	-	-	-	-	-	<b>200,000</b>

# Proposed Capital Budget (cont'd)

DESCRIPTION	TOTAL	Funding Source					
		FAA-AIP ENTITLEMENTS	FAA-AIP DISCRETIONARY	NCDOT	PFC's	Future PFC's (2)	AIRPORT AUTHORITY
<b>Renewal and Replacement</b>							
Snow Truck & Plow Replacement	605,000	544,500			30,250	30,250	-
FAA Air Handler	107,498						107,498
Basement Air Handler	86,586						86,586
Front Mount Mower	73,800						73,800
Vehicle Replacement	40,500						40,500
Systems Virtualization & Hardware	45,000						45,000
Shop Roll-up Door	25,000						25,000
Information Display Hardware	23,310						23,310
CCTV/Access Control System Upgrade	9,000						9,000
Utility Locator	8,000						8,000
<b>Total Renewal and Replacement</b>	<b>1,023,694</b>	<b>544,500</b>			<b>30,250</b>	<b>30,250</b>	<b>418,694</b>
<b>Total</b>	<b>\$ 8,795,785</b>	<b>\$ 2,689,962</b>	<b>\$ 2,776,355</b>	<b>\$ 750,000</b>	<b>\$ 1,335,409</b>	<b>\$ 55,420</b>	<b>\$ 1,188,639</b>

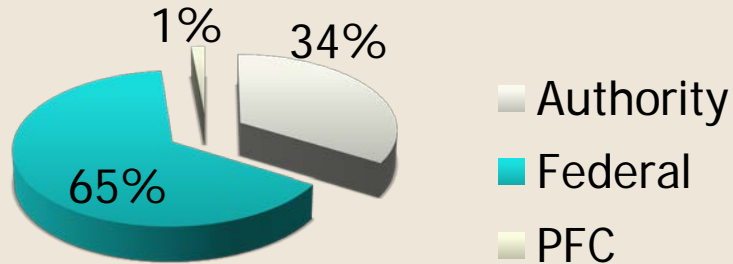


# Carry-Over Capital Projects

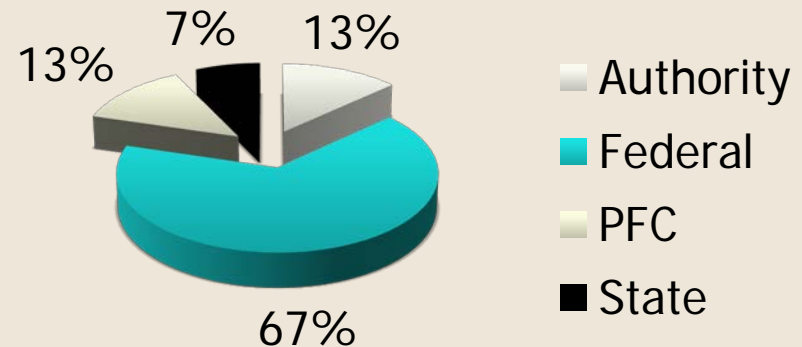
Description	AMOUNT AUTHORIZED	ESTIMATED TO SPEND THROUGH 6/30/2012	ESTIMATED BALANCE TO CARRYOVER	FAA- AIP ENTITLEMENT	PFC'S	AIRPORT AUTHORITY FUNDS
Master Plan Update	\$ 832,500	\$ 458,175	\$ 374,325	\$ 355,609	\$ 14,591	\$ 4,125
Passenger Boarding Bridges	1,854,044	742,044	1,112,000	1,000,800		111,200
			-			-
			-			-
			-			-
			-			-
			-			-
<b>TOTAL CARRY-OVER TO FY-2012/2013</b>	<b>\$ 2,686,544</b>	<b>\$ 1,200,219</b>	<b>\$ 1,486,325</b>	<b>\$ 1,356,409</b>	<b>\$ 14,591</b>	<b>\$ 115,325</b>

# Capital Program Funding Sources

**FY 2012 (Est)**



**FY 2013 (Bud)**



**Authority's Contribution - \$960,968**

**Authority's Contribution - \$1,359,384**





# 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 2012/2013 operations and maintenance expense.**
  - \$3,667,664 for FY 2012/2013

# Emergency Repair Reserve

- **Description and Justification**
  - Established to cover emergency repairs and provide ready access to the required cash.
- **\$650,000 for FY 2012/2013**



# Estimated Cash Balance

# Cash Balance

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ESTIMATED CASH & INVESTMENT BALANCE  
As of June 30, 2013**

	<b>Amount</b>
<b>Estimated Cash &amp; Investment Balance at June 30, 2012</b>	<b>\$ 12,737,714</b>
Plus: Net Operating & Investment Revenues	945,173
Less Other Costs:	
Business Development Costs	(300,000)
Contingency	(100,000)
Debt Service	(626,823)
	(1,026,823)
Plus Non-Operating Revenues:	
Passenger Facility Charges	1,350,000
Customer Facility Charges	900,000
	2,250,000
Plus Capital Contributions:	
Federal Grants - AIP Entitlements	4,046,371
Federal Grants - AIP Discretionary Funds	2,776,355
NC DOT Grants	750,000
	7,572,726

# Cash Balance (cont'd)

Less Capital Costs:

Capital Improvements	(7,572,091)	
Equipment and Small Capital Outlay Fund	(200,000)	
Renewal and Replacements	(1,023,694)	
Carryover Projects From FY2012	<u>(1,486,325)</u>	(10,282,110)

**Estimated Cash & Investment Balance at June 30, 2013**

**12,196,680**

**Estimated Restricted Cash at June 30, 2013**

**160,000**

**Reserves:**

Operations & Maintenance Reserve (6 Months)		3,667,664
Emergency Repair Reserve		650,000

**Estimated Unrestricted Undesignated Cash & Investments at June 30, 2013**

**\$ 7,719,016**







# Supplemental Fees

# Proposed FY 2012/2013 Fees

	FY 2011/2012 Current Fees		FY 2012/2013 Proposed Fees	
	Cost	Per	Cost	Per
<b>Maintenance</b>				
Scissor Lift	\$ 100.00	day	\$ 100.00	day
Large ADA Ramp Rental	\$ 100.00	use	\$ 100.00	use
Air Stair Rental	\$ 100.00	use	\$ 100.00	use
Volvo Wheel Loader	\$ 150.00	use	\$ 150.00	<b>day</b>
Fork-lift	\$ 100.00	use	\$ 100.00	<b>day</b>
<b>Pallet Jack</b>			<b>\$ 50.00</b>	<b>use</b>
Tenant Sweeper	\$ 125.00	hour	\$ 125.00	hour
Service Truck	\$ 50.00	hour	\$ 50.00	hour
Backhoe	\$ 100.00	hour	\$ 100.00	hour
Lighted X	\$ 200.00	day	\$ 200.00	day
Light Tower	\$ 150.00	day	\$ 150.00	day
Paint Stripper	\$ 100.00	hour	\$ 100.00	hour
Large Aircraft Removal Dolly	\$ 200.00	day	\$ 200.00	day
Small Aircraft Removal Dolly	\$ 100.00	day	\$ 100.00	day
Aircraft Jack	\$ 100.00	use	\$ 100.00	use
Cores	\$ 40.00	each	\$ 40.00	each
Keys	\$ 12.00	each	\$ 12.00	each
Large Dump Truck	\$ 200.00	hour	\$ 200.00	hour
Small Sweeper	\$ 200.00	hour	\$ 200.00	hour
Large Sweeper	\$ 300.00	hour	\$ 300.00	hour
Pressure Washer	\$ 125.00	hour	\$ 125.00	hour
Maintenance Labor Rate (1)	\$ 45.00	hour	\$ 45.00	hour
<b>Security Escort Rate (1)</b>			<b>\$ 45.00</b>	<b>hour</b>

# Proposed FY 2012/2013 Fees (cont'd)

	FY 2011/2012 Current Fees		FY 2012/2013 Proposed Fees	
	Cost	Per	Cost	Per
<b><u>Department of Public Safety</u></b>				
ARFF Apparatus for 1500 gal. or greater	\$ 250.00	hour	\$ 250.00	hour
ARFF Apparatus for less than 1500 gal.	\$ 150.00	hour	\$ 150.00	hour
Command, Police, and Ops support vehicles	\$ 100.00	hour	\$ 100.00	hour
Aircraft recover dolly	\$ 150.00	day	\$ 150.00	day
Maintenance Labor Rate (1)	\$ 45.00	hour	\$ 45.00	hour
Mutual Aid Agencies collected on their behalf		as incurred		as incurred
Replacement charges for AVL equipment/supplies		as incurred		as incurred
<b><u>Information Technology (IT) Department</u></b>				
IT Labor Rate - Non-Network (1)	\$ 40.00	hour	\$ 40.00	hour
IT Labor Rate - Network Related (1)	\$ 60.00	hour	\$ 60.00	hour
<b>Cable Television (CATV) Signal Transport Fee</b>			<b>\$ 10.00</b>	<b>month</b>
<b>Cable Television (CATV) Package # 1 (2 &amp; 3)</b>			<b>\$ 36.00</b>	<b>month</b>
<b>Cable Television (CATV) Package # 2 (2 &amp; 3)</b>			<b>\$ 72.00</b>	<b>month</b>
<b>Dark Fiber per strand per 0-1000 ft</b>			<b>\$ 20.00</b>	<b>month</b>
<b>Dark Fiber per strand per 0-2000 ft</b>			<b>\$ 22.00</b>	<b>month</b>
<b>Dark Fiber per strand per 0-3000 ft</b>			<b>\$ 24.00</b>	<b>month</b>
<b>WiFi &amp; SSID (required for WiFi Access) (2)</b>			<b>\$ 70.00</b>	<b>month</b>
<b>Dedicated Internet Bandwidth (1 Mbps) (2)</b>			<b>\$ 100.00</b>	<b>month</b>
<b>Dedicated Internet Bandwidth (1.5 Mbps) (2)</b>			<b>\$ 150.00</b>	<b>month</b>
<b>Dedicated Internet Bandwidth (3.0 Mbps) (2)</b>			<b>\$ 256.00</b>	<b>month</b>

**Notes:**

- (1) One Hour Minimum, Minimum of 3 hours charged after regular business hours.
- (2) Add \$120 for 2 hours of IT Labor for Setup & Configuration
- (3) Add additional upgrades at cost

# Proposed FY 2012/2013 Fees (cont'd)

	FY 2011/2012		FY 2012/2013	
	Current Fees		Proposed Fees	
<u>Identification Badge Fees and Charges</u>	Cost	Per	Cost	Per
<b>Initial Badge Issuance</b>				
SIDA Badge	\$ 52.00		\$ 67.00	
Non-SIDA Badge	\$ 20.00		\$ 35.00	
<b>Renewal of Badge</b>				
SIDA Badge	\$ 20.00		\$ 35.00	
Non-SIDA Badge	\$ 20.00		\$ 35.00	
<b>Lost Badge Replacement</b>				
SIDA Badge (4)	\$ 30.00		\$ 85.00 / \$ 100.00	
Non-SIDA Badge (5)	\$ 30.00		\$ 60.00 / \$ 75.00	
<b>Security Escort Training</b>				
			\$ 25.00	

**Notes:**

- (4) \$85.00 for the first replacement badge, \$100.00 for the second replacement badge  
 (5) \$60.00 for the first replacement badge, \$75.00 for the second replacement badge



# Proposed FY 2012/2013 Fees (cont'd)

	FY 2011/2012 Current Fees		FY 2012/2013 Proposed Fees	
	Cost	Per	Cost	Per
<b><u>Parking</u></b>				
Long term	\$ 1.50	0 - 1 hour	\$ 1.50	0 - 1 hour
	\$ 1.50	each add'l hour	\$ 1.50	each add'l hour
	\$ 8.00	day	\$ 8.00	day
	\$ 48.00	week	\$ 48.00	week
Short term	\$ 1.00	1/2 hour	\$ 1.00	1/2 hour
	\$ 12.50	day	\$ 12.50	day
Employee Parking Rate	\$ 50 / \$45	new/renewal	<b>\$ 53 / \$48</b>	new/renewal
Commuter Parking Rate	\$ 265 / \$250	new/renewal	<b>\$ 279 / \$263</b>	new/renewal
Fines	up to \$1,000	day	up to \$1,000	day
<b><u>Ground Transportation</u></b>				
Airport Ground Transportation Permit (1)	\$ 175.00	annual	<b>\$ 184.00</b>	annual
Off-Airport Rental Car Fee	7.50%	of gross revenue	7.50%	of gross revenue



# Thank You!



FEBRUARY 24, 2012

**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, 2012 and ending June 30, 2013 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 3.1% over the prior year's budget, with the major driver being increased airline revenues. With increased terminal space with the A Gates modification and a higher percentage of airline operations from commercial operations with the continued decline in General Aviation, higher airline rates will lead to higher airline revenues. Passenger enplanements are projected to decrease 1.5% from the prior year's budget. The current airline agreements are on a compensatory model, and provide for termination privileges by either party upon 60 days notice. In addition, rental car and fixed base operator revenues are projected to increase in accordance with their respective contract provisions. Parking revenue is projected to decrease with the budgeted decrease in enplanements.

Operating expenses are expected to increase 2.0% over FY2011/2012's budget. This increase is mainly due to higher de-icing chemical cost due to new regulations, elevator repair costs, and a modest increase in payroll and benefits.

## **OPERATING REVENUE**

### **Investment Income:**

Interest rates are assumed to remain low in FY2012/2013.

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

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

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

Airline space rentals are estimated to increase due to the increase in space with the opening of A Gates and updating for an official measurement of the terminal space. This increase is partially offset by a reduction in Loading Bridge Fees as older bridges are replaced with newer bridges paid for with grant revenues (and thus not billable to the airlines.)

### **Concessions:**

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

### **Auto Parking:**

Public Parking is budgeted to decrease with the budgeted decline in enplanements.

### **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:**

Airfield costs allocated to commercial airlines are projected to increase as commercial airlines' percentage of airlines operations continues to increase as General Aviation operations continue to decline. In addition, the required switch to



higher costing de-icing chemicals is driving Landing Fee rates higher in FY 2012/2013. Landing Fees are charged based on 1,000 pounds of airlines gross landed weight.

**FBOs:**

The FOB fees are based on the current agreements with Landmark.

**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. TSA has advised that their reimbursement rate will decrease since they did not receive all of the funding that they requested. Security Fees for airlines are projected based on FY2012/2013's projected Airlines Rates and Charges. Other items are estimates based on historical data.

**OPERATING EXPENSES**

**Personnel Services:**

Payroll costs are based on current salaries for all employees, plus estimated longevity bonuses. Staffing is projected to decrease by the elimination of the vacant Public Safety Officer position. A salary adjustment pool of 3% is budgeted for FY 2012/2013. Overtime is estimated separately by Department Directors with historical data considered. Law Enforcement Officer Special Separation Allowance costs are projected to decrease due to three retired officers reaching age 62. Benefits are estimated for each benefit type to better manage benefit costs. Total benefits are approximately 46% of payroll.

**Professional Services:**

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 FY2012/2013 include elevator upgrade costs.

**Travel and Training:**

The estimate for employee training and various educational conferences has been prepared by each Department Director using known facts and historical information.

**Communications and Freight:**

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

**Rents and Leases:**

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

**Insurance:**

Insurance premiums are expected to increase 10% over the actual prior year premiums.

**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 2012/2013.

**Printing and Binding:**

This estimate is based on known needs and historical data.

**Promotional Activities:**

These activities represent media advertising, community sponsorships, and tenant and employee events, and are based on planned activities for FY2012/2013.

**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 Director based on known events and historical data. An additional \$90,000 has been included in the FY 2012/2013 budget to account for the more expensive de-icing chemicals required by new regulations.

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

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

**EMERGENCY REPAIR**

This is an estimate to cover any unplanned, emergency repairs. The amount is based on historical costs.

## **CONTINGENCY**

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

## **CAPITAL BUDGET**

The Capital Budget items were generated by the Department Directors and include those capital improvement projects in the approved five year capital improvement plan for FY 2012/2013. Explanations and justifications for new capital projects are included on the Capital Budget Request sheets

Any capital improvement project will be subject to final approval by the Board prior to project initiation, in accordance with the Authority's Policies and Procedures 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  
2012-2013  
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 2012-2013 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 Authority for the fiscal year beginning July 1, 2012 and ending June 30, 2013 in accordance with the following schedules:

**EXPENDITURES**

Administration Department	\$ 540,724
Development Department	268,081
Executive Department	499,905
Finance Department	371,383
Guest Services Department	136,005
Information Technology Department	625,966
Marketing Department	533,212
Operations Department	2,914,924
Public Safety Department	1,345,128
Emergency Repair Costs	100,000
Reimbursable Costs	350,000
Carry-over Capital Expenditures from Prior Year	1,486,325
Capital Improvement	7,572,091
Equipment and Small Capital Outlay	200,000
Renewal and Replacement	1,023,694
Business Development	300,000
Debt Service	626,823
Contingency	100,000
<b>Total Expenditures</b>	<hr/> <b>\$18,994,261</b> <hr/>

**Section 2.** It is estimated that the following revenues will be available for the fiscal year beginning July 1, 2012 and ending June 30, 2013.

**REVENUES**

Administration (Interest Income)	\$ 15,000
Terminal	3,650,106
Airfield	1,015,022
General Aviation	961,840
Parking Lot	2,447,800
Other	190,733
Reimbursable Costs	350,000
Passenger Facility Charges	1,350,000
Customer Facility Charges	900,000
Federal Grants – AIP Entitlements	4,046,371
Federal Grants – AIP Discretionary Funds	2,776,355
NC Department of Transportation Grants	750,000
Transfer from ARAA Cash/Investments	541,034
<b>Total Revenues</b>	<b><u><u>\$18,994,261</u></u></b>

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

- a. He may transfer amounts between line item expenditures within a budget ordinance line item without limitation and without a report being required. These changes should not result in increased recurring obligations such as salaries.
- b. He may transfer amounts up to \$60,000 from contingency appropriations to other budget ordinance line items within the same fund. He must make an official report on such transfers at the next regular meeting of the board.

**Section 4.** This Budget Ordinance shall be entered in the minutes of the 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, 2012.

Adopted this 20th day of April, 2012.

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David R. Hillier, Chairman

Attested by:

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Jeffrey A. Piccirillo  
Secretary-Treasurer

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**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
OPERATING SUMMARY  
FY 2012/2013 BUDGET**

	<b>Budget Amounts</b>			<b>Percent Change</b>
	<b>FY 11/12</b>	<b>FY 12/13</b>	<b>Difference</b>	
<b><u>Revenues</u></b>				
Operating Revenues	\$ 8,018,407	\$ 8,265,501	\$ 247,094	3.1%
Investment Income	25,000	15,000	(10,000)	-40.0%
<b>Total Operating &amp; Investment Revenues</b>	<b><u>8,043,407</u></b>	<b><u>8,280,501</u></b>	<b><u>237,094</u></b>	2.9%
<b><u>Expenses</u></b>				
Operating Expenses	7,191,044	7,335,328	144,284	2.0%
<b>Total Operating Expenses</b>	<b><u>7,191,044</u></b>	<b><u>7,335,328</u></b>	<b><u>144,284</u></b>	2.0%
<b>Net Operating &amp; Investment Income</b>	<b><u>\$ 852,363</u></b>	<b><u>\$ 945,173</u></b>	<b><u>\$ 92,810</u></b>	10.9%

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2012-2013**

Revenue Sources	Historical, Actual Revenue			FY 2011-2012			Proposed Budget Fiscal Year 2012-2013	Difference Est FY11-12 To Budget FY12-13	Difference Bud FY11-12 To Budget FY12-13
	Fiscal Year 2008-2009	Fiscal Year 2009-2010	Fiscal Year 2010-2011	Fiscal Year 2011-2012 Budget	10/31/11 FYTD Actual Revenue	4 Projection for Full Fiscal Year			
<b>Investment Income</b>									
Interest Income	\$ 112,577	\$ 28,124	\$ 32,230	25,000	5,723	16,000	15,000	(1,000)	(10,000)
<b>Total Investment Income</b>	<b>112,577</b>	<b>28,124</b>	<b>32,230</b>	<b>25,000</b>	<b>5,723</b>	<b>16,000</b>	<b>15,000</b>	<b>(1,000)</b>	<b>(10,000)</b>
<b>Terminal Space Rentals - Non-Airline</b>									
FAA Tower Rent	105,373	108,522	114,429	118,740	39,001	118,740	122,292	3,552	3,552
FAA Facilities Rent	(22,226)	-	-	-	-	-	-	-	-
TSA Space	78,541	78,541	82,973	87,404	29,135	87,404	87,404	-	-
Hertz (1st level office)	11,741	-	-	-	-	-	-	-	-
Federal Express	(60)	60	60	60	20	60	60	-	-
<b>Total Terminal Space Rentals - Non-Airline</b>	<b>173,369</b>	<b>187,123</b>	<b>197,462</b>	<b>206,204</b>	<b>68,156</b>	<b>206,204</b>	<b>209,756</b>	<b>3,552</b>	<b>3,552</b>
<b>Terminal Space Rentals - Airline</b>									
Facility/Services/Hold Room Charges	584,470	561,470	645,291	585,000	289,095	705,110	750,000	44,890	165,000
Loading Bridge Fees (includes FGP & PC Air)	59,598	123,781	150,569	146,000	44,872	109,444	40,000	(69,444)	(106,000)
Apron Fees	195,312	241,219	252,243	240,000	87,264	212,839	220,000	7,161	(20,000)
Prior Years' Trueups	-	434,914	-	-	-	-	-	-	-
US Air(Counter/Office/Queue)	55,609	73,028	73,387	73,387	26,081	78,200	84,846	6,646	11,459
Delta/ASA (Counter/Office/Queue)	115,215	77,119	77,498	77,498	27,934	83,800	87,062	3,262	9,564
Air Tran (Counter/Office/Queue)	-	1,183	9,476	11,943	6,805	10,208	-	(10,208)	(11,943)
United/SkyWest (Counter/Office/Queue)	-	-	13,295	-	8,866	26,600	-	(26,600)	-
American (Counter/Office/Queue)	-	-	4,725	8,141	2,777	5,554	-	(5,554)	(8,141)
Continental (Counter/Office/Queue)	83,729	58,648	58,936	58,936	20,932	62,800	68,092	5,292	9,156
Allegiant (Counter/Office/Queue)	-	-	-	-	-	-	-	-	-
Turn Fees-Non-Scheduled Airlines	-	-	22,990	-	-	-	40,000	40,000	40,000
<b>Total Terminal Space Rentals - Airline</b>	<b>1,093,933</b>	<b>1,571,361</b>	<b>1,308,410</b>	<b>1,200,905</b>	<b>514,626</b>	<b>1,294,554</b>	<b>1,290,000</b>	<b>(4,554)</b>	<b>89,095</b>
<b>Concessions</b>									
Food & Beverage, Gift, Info	41,466	57,379	52,610	75,000	43,824	110,000	90,000	(20,000)	15,000
Advertising (Departure)	69,941	54,057	71,505	70,000	23,618	70,000	70,000	-	-
Brochure Sales	7,374	21,648	19,333	33,000	7,185	21,600	24,000	2,400	(9,000)
Guest Services	-	1,470	3,150	3,500	1,200	3,600	3,775	175	275
Art in the Airport	3,185	51	244	250	800	250	200	(50)	(50)
Baggage Cart	606	188	188	220	28	220	-	(220)	(220)
Sanitary Machines	40	120	89	180	-	-	-	-	(180)
Massage Chairs & Phone Charger (SmarteCarte)	425	766	785	800	100	100	-	(100)	(800)
ATM	300	337	1,875	6,000	615	1,800	2,000	200	(4,000)
<b>Total Concessions</b>	<b>123,337</b>	<b>136,015</b>	<b>149,779</b>	<b>188,950</b>	<b>77,370</b>	<b>207,570</b>	<b>189,975</b>	<b>(17,595)</b>	<b>1,025</b>
<b>Auto Parking</b>									
Public Parking	2,307,314	2,289,550	2,520,421	2,600,000	931,940	2,500,000	2,400,000	(100,000)	(200,000)
Commuter Parking	14,445	14,540	16,602	15,200	848	2,500	15,800	13,300	600
<b>Total Auto Parking</b>	<b>2,321,759</b>	<b>2,304,090</b>	<b>2,537,023</b>	<b>2,615,200</b>	<b>932,788</b>	<b>2,502,500</b>	<b>2,415,800</b>	<b>(86,700)</b>	<b>(199,400)</b>
<b>Rental Car</b>									
<b>Rental Car - Car Rentals</b>									
All Companies % (Signatory)	(85,655)	-	-	-	-	-	-	-	-



**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2012-2013**

Revenue Sources	Historical, Actual Revenue			FY 2011-2012			Proposed Budget Fiscal Year 2012-2013	Difference Est FY11-12 To Budget FY12-13	Difference Bud FY11-12 To Budget FY12-13
	Fiscal Year 2008-2009	Fiscal Year 2009-2010	Fiscal Year 2010-2011	Fiscal Year 2011-2012 Budget	10/31/11 FYTD Actual Revenue	4 Projection for Full Fiscal Year			
Avis MAG	233,215	236,417	243,417	250,417	83,083	250,417	258,333	7,916	7,916
Hertz MAG	384,172	400,800	420,825	441,750	146,083	441,750	463,942	22,192	22,192
Enterprise MAG	163,276	155,000	164,167	165,000	68,912	216,010	178,805	(37,205)	13,805
Budget MAG	158,406	157,288	160,793	165,555	54,915	165,555	170,501	4,946	4,946
National/Alamo MAG	212,801	238,531	245,686	253,056	83,942	253,056	260,649	7,593	7,593
Avis %	1,725	-	-	-	-	-	-	-	-
Hertz %	3,228	-	-	-	-	-	-	-	-
Enterprise %	-	15,229	73,946	-	-	-	-	-	-
Budget %	9,957	-	1,666	-	-	-	-	-	-
National/Alamo %	35,628	-	-	-	-	-	-	-	-
Off Airport % - Thrifty	-	-	20,626	10,000	7,554	22,700	15,000	(7,700)	5,000
Off Airport % - U Save	-	-	3,486	8,000	496	1,500	1,500	-	(6,500)
Off Airport % - Dollar	-	-	5,860	1,000	3,146	9,400	7,500	(1,900)	6,500
Off Airport % - National/Alamo	-	-	-	-	-	-	-	-	-
<b>Subtotal Car Rentals</b>	<b>1,116,753</b>	<b>1,203,264</b>	<b>1,340,472</b>	<b>1,294,778</b>	<b>448,131</b>	<b>1,360,388</b>	<b>1,356,230</b>	<b>(4,158)</b>	<b>61,452</b>
<b>Rental Car - Facility Rent</b>									
Avis (Counter & Office)	29,488	30,463	31,531	32,649	10,234	30,700	31,373	673	(1,276)
Hertz (Counter & Office)	28,454	29,299	30,326	31,381	10,590	31,800	33,256	1,456	1,875
Enterprise (Counter & Office)	23,851	25,564	26,459	27,376	8,598	25,800	26,368	568	(1,008)
National (Counter & Office)	18,058	29,299	30,326	31,381	10,551	31,700	33,095	1,395	1,714
Budget (Counter & Office)	26,700	27,892	28,872	29,880	9,621	28,900	29,759	859	(121)
Avis (Ready/Return)	8,924	8,310	8,460	8,756	2,830	8,500	8,162	(338)	(594)
Hertz (Ready/Return)	14,685	12,938	13,256	13,146	4,573	13,700	13,603	(97)	457
Enterprise (Ready/Return)	5,873	6,131	6,911	6,562	2,651	8,000	9,976	1,976	3,414
National (Ready/Return)	8,120	9,676	10,010	10,940	3,303	9,900	9,976	76	(964)
Budget (Ready/Return)	6,508	6,677	6,626	7,442	2,178	6,500	6,802	302	(640)
Avis (Service Facility)	36,193	36,590	38,393	39,227	12,884	38,700	36,777	(1,923)	(2,450)
Hertz (Service Facility)	59,313	52,768	59,724	55,341	21,159	63,500	62,302	(1,198)	6,961
Enterprise (Service Facility)	37,005	36,794	34,646	39,599	12,244	36,700	47,224	10,524	7,625
Budget (Service Facility)	30,004	27,946	29,608	29,891	10,128	30,400	30,178	(222)	287
National/Alamo (Service Facility)	29,630	48,125	46,325	51,936	15,212	45,600	47,224	1,624	(4,712)
Avis CAM fee	11,973	10,355	13,920	12,886	6,315	18,900	-	(18,900)	(12,886)
Hertz CAM fee	16,233	14,084	16,652	20,155	6,103	18,300	-	(18,300)	(20,155)
Enterprise CAM fee	9,950	9,745	9,544	10,194	3,689	11,100	-	(11,100)	(10,194)
National CAM fee	10,991	13,275	23,040	16,891	8,051	24,200	-	(24,200)	(16,891)
Budget CAM fee	9,211	7,932	9,128	9,814	2,807	8,400	-	(8,400)	(9,814)
Common Area Maintenance (Service Facility)	-	-	-	-	-	-	66,853	66,853	66,853
<b>Subtotal Facility Rent</b>	<b>421,164</b>	<b>443,862</b>	<b>473,757</b>	<b>485,447</b>	<b>163,721</b>	<b>491,300</b>	<b>492,928</b>	<b>1,628</b>	<b>7,481</b>
<b>Total Rental Car</b>	<b>1,537,917</b>	<b>1,647,127</b>	<b>1,814,229</b>	<b>1,780,225</b>	<b>611,852</b>	<b>1,851,688</b>	<b>1,849,158</b>	<b>(2,530)</b>	<b>68,933</b>
<b>Commercial Ground Transportation</b>									
Employee Parking	8,395	10,245	11,260	6,800	1,850	5,600	9,600	4,000	2,800
Ground Transportation Fees	18,353	26,680	7,150	20,400	19,120	25,000	22,400	(2,600)	2,000
<b>Total Commercial Ground Transportation</b>	<b>26,748</b>	<b>36,925</b>	<b>18,410</b>	<b>27,200</b>	<b>20,970</b>	<b>30,600</b>	<b>32,000</b>	<b>1,400</b>	<b>4,800</b>
<b>Landing Fees</b>									
Air Wisconsin	-	8,347	71,108	-	23,794	58,034	-	(58,034)	-

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2012-2013**

Revenue Sources	Historical, Actual Revenue			FY 2011-2012			Proposed Budget Fiscal Year 2012-2013	Difference Est FY11-12 To Budget FY12-13	Difference Bud FY11-12 To Budget FY12-13
	Fiscal Year 2008-2009	Fiscal Year 2009-2010	Fiscal Year 2010-2011	Fiscal Year 2011-2012 Budget	10/31/11 FYTD Actual Revenue	4 Projection for Full Fiscal Year			
ASA	153,625	167,154	157,191		78,295	190,963		(190,963)	-
Air Tran	-	1,627	32,277		19,645	47,915		(47,915)	-
Comair	5,145	5,165	10,506		3,649	8,900		(8,900)	-
Continental Express	53,912	37,294	35,631		16,351	39,880		(39,880)	-
Piedmont/PSA	133,586	125,321	103,942		53,352	130,127		(130,127)	-
Chautauqua	17,846	8,265	19,331		17,155	41,841		(41,841)	-
Freedom/Mesa	2,931	163	-		198	483		(483)	-
Pinnacle/Northwest	3,091	26,091	19,877		501	1,222		(1,222)	-
SkyWest / United	-	-	19,795		17,602	42,932		(42,932)	-
American			1,017		2,976	7,259		(7,259)	-
Total Scheduled Carriers				<b>410,397</b>	-	-	<b>610,000</b>	610,000	199,603
Charter Fees	2,268	14,714	6,667	<b>7,000</b>	3,244	9,700	<b>7,000</b>	(2,700)	-
<b>Total Landing Fees</b>	<b>372,404</b>	<b>394,142</b>	<b>477,342</b>	<b>417,397</b>	<b>236,762</b>	<b>579,256</b>	<b>617,000</b>	<b>37,744</b>	<b>199,603</b>
<b>FBOs/SASOs</b>									
Percentage Fee	373,955	253,874	169,181	<b>6,500</b>	9,398	28,200	<b>15,000</b>	(13,200)	8,500
Optional Parcel Fee - Gravel Lot	-	12,000	12,000	<b>12,000</b>	4,000	12,000	<b>12,000</b>	-	-
T-Hangar	175,307	70,025	83,161	<b>76,383</b>	25,667	77,000	<b>79,618</b>	2,618	3,235
Bulk Hangar #1	525	98,500	116,874	<b>107,443</b>	36,000	108,000	<b>111,672</b>	3,672	4,229
Bulk Hangar #2	-	190,599	203,428	<b>203,619</b>	67,873	203,600	<b>210,543</b>	6,943	6,924
Land Rent	14,157	59,093	200,489	<b>397,479</b>	147,098	441,300	<b>456,295</b>	14,995	58,816
Apron Rent	13,068	47,839	26,798	-	-	-	-	-	-
Option Parcel Fee	2,178	8,712	8,712	<b>8,712</b>	2,904	8,700	<b>8,712</b>	12	-
Fuel Flowage Fee	1,827	19,658	51,790	<b>80,000</b>	26,896	80,700	<b>60,000</b>	(20,700)	(20,000)
<b>Subtotal FBOs</b>	<b>581,017</b>	<b>760,300</b>	<b>872,433</b>	<b>892,136</b>	<b>319,836</b>	<b>959,500</b>	<b>953,840</b>	<b>(5,660)</b>	<b>61,704</b>
<b>Belle Aircraft Maintenance</b>									
Percentage Fee	6,149	7,053	10,765	<b>8,000</b>	2,262	6,800	<b>8,000</b>	1,200	-
<b>Total FBOs/SASOs</b>	<b>587,166</b>	<b>767,353</b>	<b>883,198</b>	<b>900,136</b>	<b>322,098</b>	<b>966,300</b>	<b>961,840</b>	<b>(4,460)</b>	<b>61,704</b>
<b>Building Leases</b>									
Rental Houses	20,450	20,700	9,398	<b>21,000</b>	3,000	9,000	<b>21,000</b>	12,000	-
Advantage West	72,036	79,250	79,250	<b>92,250</b>	27,862	83,600	<b>83,585</b>	(15)	(8,665)
Lacy Griffin Building (WNC Aviation)	-	14,379	21,785	<b>21,780</b>	7,862	23,600	<b>22,775</b>	(825)	995
Cargo Building (US Airways)	4,000	12,000	12,000	<b>12,000</b>	4,487	13,500	<b>12,657</b>	(843)	657
<b>Total Building Leases</b>	<b>96,486</b>	<b>126,329</b>	<b>122,433</b>	<b>147,030</b>	<b>43,211</b>	<b>129,700</b>	<b>140,017</b>	<b>10,317</b>	<b>(7,013)</b>
<b>Land Leases</b>									
Pasture Rent	600	600	600	<b>600</b>	200	600	<b>600</b>	-	-
Hertz (Maintenance Facility)	10,635	-	-	-	-	-	-	-	-
Avis (Maintenance Facility)	8,036	-	-	-	-	-	-	-	-
Lamar (Billboard)	2,250	8,295	2,534	<b>3,100</b>	750	3,100	<b>3,200</b>	100	100
US Forest Service - Tanker	8,810	9,662	9,766	<b>9,660</b>	3,326	10,000	<b>10,167</b>	167	507
Golf Center	8,637	10,254	10,328	<b>10,230</b>	3,516	10,500	<b>10,749</b>	249	519
<b>Total Land Leases</b>	<b>38,968</b>	<b>28,810</b>	<b>23,228</b>	<b>23,590</b>	<b>7,792</b>	<b>24,200</b>	<b>24,716</b>	<b>516</b>	<b>1,126</b>
<b>Other Leases/Fees</b>									
LEO Services (TSA)	108,358	139,067	162,423	<b>160,000</b>	48,009	144,000	<b>144,482</b>	482	(15,518)

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2012-2013**

	Historical, Actual Revenue			FY 2011-2012			Proposed Budget Fiscal Year 2012-2013	Difference Est FY11-12 To Budget FY12-13	Difference Bud FY11-12 To Budget FY12-13
	Fiscal Year 2008-2009	Fiscal Year 2009-2010	Fiscal Year 2010-2011	Fiscal Year 2011-2012 Budget	10/31/11 FYTD Actual Revenue	4 Projection for Full Fiscal Year			
<b>Revenue Sources</b>									
Shared Terminal Services - Airlines on AirIT	-	1,408	43,645	<b>50,000</b>	29,707	50,000	<b>25,000</b>	(25,000)	(25,000)
Security Fee (Airlines)	237,938	173,856	191,585	<b>166,000</b>	87,164	212,595	<b>200,000</b>	(12,595)	34,000
Security Fee (Rental Car)	71,474	57,503	61,196	<b>62,000</b>	22,415	67,200	<b>65,217</b>	(1,983)	3,217
Security Fee (ID Media)	1,389	5,891	14,102	<b>8,700</b>	5,514	16,500	<b>33,540</b>	17,040	24,840
Telecommunication Fees (Voice/Data)	16,300	33,763	42,190	<b>35,870</b>	15,417	46,300	<b>40,000</b>	(6,300)	4,130
Sale of Assets	-	-	7,667	-	-	-	-	-	-
Misc	78,306	72,180	7,126	<b>1,000</b>	1,291	3,900	<b>1,000</b>	(2,900)	-
Tenant Services/Assessment Fees	-	8,169	10,397	<b>1,000</b>	1,122	3,400	<b>1,000</b>	(2,400)	-
Annual Event Fees/Sponsorships	-	-	-	<b>27,000</b>	22,590	22,500	<b>25,000</b>	2,500	(2,000)
Air Freight Fees	-	-	-	-	-	-	-	-	-
<b>Total Other Leases</b>	<b>513,765</b>	<b>491,837</b>	<b>540,331</b>	<b>511,570</b>	<b>233,229</b>	<b>566,395</b>	<b>535,239</b>	<b>(31,157)</b>	<b>23,669</b>
<b>Total Revenue</b>	<b>\$ 6,998,429</b>	<b>\$ 7,719,236</b>	<b>\$ 8,104,075</b>	<b>\$ 8,043,407</b>	<b>\$ 3,074,577</b>	<b>\$ 8,374,967</b>	<b>\$ 8,280,501</b>	<b>\$ (94,467)</b>	<b>\$ 237,094</b>
								<b>-1.1%</b>	<b>2.9%</b>

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2012-2013**

Expenses	Historical, Actual Expenses			FY 2011-2012			Proposed Budget Fiscal Year 2012-2013	Difference Est FY11-12 To Budget FY12-13	Difference Bud FY11-12 To Budget FY12-13
	Fiscal Year 2008-2009	Fiscal Year 2009-2010	Fiscal Year 2010-2011	Fiscal Year 2011-2012 Budget	10/31/11 FYTD Actual Expenses	Projection for Full Fiscal Year			
<b>PERSONNEL SERVICES</b>									
Regular Salaries	\$ 2,407,044	\$ 2,230,127	\$ 2,318,335	\$ 2,676,389	\$ 833,675	\$ 2,600,330	\$ 2,659,371	\$ 59,041	\$ (17,018)
Overtime	65,757	79,413	68,132	61,469	10,562	57,706	60,500	2,794	(969)
Salary Adjustment/Bonus Pool	72,847	68,038	-	48,941	-	-	73,330	73,330	24,389
LEO Special Separation Allowance	-	-	40,783	40,783	13,594	40,782	20,468	(20,314)	(20,315)
Longevity	-	-	20,622	29,488	8,503	29,460	38,642	9,182	9,154
Unemployment Claims	-	12,844	4,940	14,000	-	7,000	14,000	7,000	-
Retiree Health	-	35,264	35,456	33,353	11,118	33,351	34,627	1,276	1,274
Benefits	810,074	925,900	980,903	1,164,757	356,463	1,139,214	1,224,057	84,843	59,300
<b>Total Personnel Services</b>	<b>3,355,722</b>	<b>3,351,586</b>	<b>3,469,171</b>	<b>4,069,180</b>	<b>1,233,915</b>	<b>3,907,843</b>	<b>4,124,995</b>	<b>217,152</b>	<b>55,815</b>
<b>OPERATING EXPENSES</b>									
<b>Professional Services</b>									
Professional Services - General	110,646	59,959	137,424	82,840	10,964	72,340	101,700	29,360	18,860
Professional Services - Legal	46,230	59,003	51,482	50,000	9,688	50,000	50,000	-	-
Artwork and Creative Production	12,222	4,104	19,112	16,000	459	16,000	26,000	10,000	10,000
Surveys, Reports & Data	17,000	32,060	51,815	43,500	11,795	42,550	30,300	(12,250)	(13,200)
Physicals & Drug Screens	1,302	909	1,299	3,800	33	3,450	1,200	(2,250)	(2,600)
Engineering and Architectural	-	14,974	29,959	30,000	(815)	19,000	25,000	6,000	(5,000)
Environmental Service	-	-	-	5,000	-	-	-	-	(5,000)
Website Maintenance	-	2,148	2,148	2,200	-	2,200	2,200	-	-
Disadvantaged Business Unit	-	2,260	-	2,000	-	-	-	-	(2,000)
Auditors	26,553	13,183	19,000	20,000	6,000	15,300	15,000	(300)	(5,000)
Temporary Help	50,977	16,664	26,756	21,000	24,572	60,671	31,100	(29,571)	10,100
Relocation Expense	-	-	13,968	-	-	-	-	-	-
<b>Total Professional Services</b>	<b>264,930</b>	<b>205,264</b>	<b>352,963</b>	<b>276,340</b>	<b>62,696</b>	<b>281,511</b>	<b>282,500</b>	<b>989</b>	<b>6,160</b>
<b>Contractual Services</b>									
Computer Technical Support	-	18,761	21,954	23,376	6,077	23,376	23,600	224	224
Landscaping	16,325	13,211	9,600	13,000	3,200	13,000	11,000	(2,000)	(2,000)
Custodial Services	54,519	-	-	-	-	-	-	-	-
Parking Management Contract	320,511	334,914	338,751	383,046	119,994	383,000	393,305	10,305	10,259
Other Contractual Services	96,197	154,956	193,545	264,692	67,701	264,483	263,403	(1,080)	(1,289)
Elevator Maintenance Contract	22,766	5,412	3,756	3,600	1,298	3,894	41,100	37,206	37,500
Fire Alarm Systems Contract	13,703	12,533	9,381	14,832	2,924	14,832	15,100	268	268
	<b>524,021</b>	<b>539,787</b>	<b>576,987</b>	<b>702,546</b>	<b>201,194</b>	<b>702,585</b>	<b>747,508</b>	<b>44,923</b>	<b>44,962</b>
<b>Travel and Training</b>									
Travel & Per Diem	133,032	101,243	89,331	139,150	27,871	134,570	138,000	3,430	(1,150)
Training & Education	16,301	20,984	17,093	66,400	6,055	49,926	54,240	4,314	(12,160)
<b>Total Travel and Training</b>	<b>149,333</b>	<b>122,227</b>	<b>106,424</b>	<b>205,550</b>	<b>33,926</b>	<b>184,496</b>	<b>192,240</b>	<b>7,744</b>	<b>(13,310)</b>

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2012-2013**

Expenses	Historical, Actual Expenses			FY 2011-2012			Proposed Budget Fiscal Year 2012-2013	Difference Est FY11-12 To Budget FY12-13	Difference Bud FY11-12 To Budget FY12-13
	Fiscal Year 2008-2009	Fiscal Year 2009-2010	Fiscal Year 2010-2011	Fiscal Year 2011-2012 Budget	10/31/11 FYTD Actual Expenses	Projection for Full Fiscal Year			
<b>Communications and Freight</b>									
Postage	6,122	3,611	4,274	7,910	1,361	6,060	<b>6,060</b>	-	<b>(1,850)</b>
Express Mail Delivery	2,340	1,343	1,408	3,000	332	2,000	<b>2,000</b>	-	<b>(1,000)</b>
Telecommunications	42,416	48,425	54,760	57,338	18,360	57,338	<b>63,228</b>	<b>5,890</b>	<b>5,890</b>
Online Services	13,854	570	547	1,160	259	1,160	<b>1,060</b>	<b>(100)</b>	<b>(100)</b>
<b>Total Communications and Freight</b>	<b>64,732</b>	<b>53,949</b>	<b>60,989</b>	<b>69,408</b>	<b>20,312</b>	<b>66,558</b>	<b>72,348</b>	<b>5,790</b>	<b>2,940</b>
<b>Rentals and Leases</b>									
Rentals & Leases	20,001	12,974	14,831	14,920	4,709	15,008	<b>15,020</b>	<b>12</b>	<b>100</b>
<b>Total Rentals and Leases</b>	<b>20,001</b>	<b>12,974</b>	<b>14,831</b>	<b>14,920</b>	<b>4,709</b>	<b>15,008</b>	<b>15,020</b>	<b>12</b>	<b>100</b>
<b>Insurance</b>									
Property & Casualty	52,838	54,726	55,037	38,743	12,914	38,742	<b>42,620</b>	<b>3,878</b>	<b>3,877</b>
General Liability	40,590	39,590	33,530	31,770	10,590	31,770	<b>34,950</b>	<b>3,180</b>	<b>3,180</b>
Auto Liability	21,846	16,100	13,970	19,093	6,364	19,092	<b>21,000</b>	<b>1,908</b>	<b>1,907</b>
Other Insurance & Bonds	92,498	43,859	41,579	33,216	11,072	33,216	<b>36,540</b>	<b>3,324</b>	<b>3,324</b>
Worker's Compensation Insurance	829	40,796	37,490	82,928	20,270	60,810	<b>66,198</b>	<b>5,388</b>	<b>(16,730)</b>
<b>Total Insurance</b>	<b>208,601</b>	<b>195,071</b>	<b>181,606</b>	<b>205,750</b>	<b>61,210</b>	<b>183,630</b>	<b>201,308</b>	<b>17,678</b>	<b>(4,442)</b>
<b>Utility Services</b>									
Electric Service	286,599	269,562	304,432	337,605	108,985	325,173	<b>343,834</b>	<b>18,661</b>	<b>6,229</b>
Gas Service	75,459	49,849	52,405	79,239	5,440	67,500	<b>56,697</b>	<b>(10,803)</b>	<b>(22,542)</b>
Water/Sewer Service	45,279	41,705	53,784	53,201	14,560	59,855	<b>52,978</b>	<b>(6,877)</b>	<b>(223)</b>
<b>Total Utility Services</b>	<b>407,337</b>	<b>361,116</b>	<b>410,621</b>	<b>470,045</b>	<b>128,985</b>	<b>452,528</b>	<b>453,509</b>	<b>981</b>	<b>(16,536)</b>
<b>Repairs and Maintenance</b>									
Other Repairs & Maintenance	44,482	10,338	7,698	8,040	3,110	7,265	<b>17,700</b>	<b>10,435</b>	<b>9,660</b>
Terminal, Buildings and Grounds	171,285	123,190	177,713	191,000	40,636	191,000	<b>252,500</b>	<b>61,500</b>	<b>61,500</b>
Vehicles and Heavy Equipment	28,436	71,171	52,616	55,000	15,283	54,000	<b>48,000</b>	<b>(6,000)</b>	<b>(7,000)</b>
Airport and Airfield Equipment	31,465	25,834	35,776	84,500	8,967	58,000	<b>15,000</b>	<b>(43,000)</b>	<b>(69,500)</b>
<b>Total Repairs and Maintenance</b>	<b>275,668</b>	<b>230,533</b>	<b>273,803</b>	<b>338,540</b>	<b>67,996</b>	<b>310,265</b>	<b>333,200</b>	<b>22,935</b>	<b>(5,340)</b>
<b>Printing &amp; Binding</b>									
Printing & Binding	11,814	6,837	8,345	11,050	2,740	11,050	<b>9,300</b>	<b>(1,750)</b>	<b>(1,750)</b>
Banners	-	185	-	500	313	500	<b>3,500</b>	<b>3,000</b>	<b>3,000</b>
<b>Total Printing &amp; Binding</b>	<b>11,814</b>	<b>7,022</b>	<b>8,345</b>	<b>11,550</b>	<b>3,053</b>	<b>11,550</b>	<b>12,800</b>	<b>1,250</b>	<b>1,250</b>
<b>Promotional Activities</b>									
Radio	56,753	54,589	51,537	48,000	13,400	48,000	<b>16,000</b>	<b>(32,000)</b>	<b>(32,000)</b>
Billboards	27,321	27,063	36,699	36,750	8,750	36,750	<b>36,200</b>	<b>(550)</b>	<b>(550)</b>

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2012-2013**

Expenses	Historical, Actual Expenses			FY 2011-2012			Proposed Budget Fiscal Year 2012-2013	Difference Est FY11-12 To Budget FY12-13	Difference Bud FY11-12 To Budget FY12-13
	Fiscal Year 2008-2009	Fiscal Year 2009-2010	Fiscal Year 2010-2011	Fiscal Year 2011-2012 Budget	10/31/11 FYTD Actual Expenses	Projection for Full Fiscal Year			
Print	29,557	37,986	20,276	15,200	3,520	14,200	13,100	(1,100)	(2,100)
TV	48,203	49,684	37,619	57,400	13,051	57,400	69,000	11,600	11,600
Telephone Book	2,018	2,402	1,088	1,613	344	1,700	1,792	92	179
E-Marketing	-	-	17,818	27,500	14,936	27,500	48,800	21,300	21,300
Air Service Development	-	-	-	-	-	-	3,000	3,000	3,000
Other Promotional Events/Sponsorships	25,916	15,583	6,871	11,000	2,738	11,000	15,500	4,500	4,500
Community Events/Exhibits/Sponsorships	19,604	21,519	23,547	56,350	29,426	45,350	53,550	8,200	(2,800)
Employee/Tenant Events	21,008	19,498	21,448	31,650	999	26,650	29,050	2,400	(2,600)
Wellness	-	-	8,132	-	(9)	5,000	5,000	-	5,000
<b>Total Promotional Activities</b>	<b>230,380</b>	<b>228,324</b>	<b>225,035</b>	<b>285,463</b>	<b>87,155</b>	<b>273,550</b>	<b>290,992</b>	<b>17,442</b>	<b>5,529</b>
<b>Other Current Charges and Obligations</b>									
Legal Notices & Advertising	12,036	3,614	2,653	11,000	98	6,750	6,500	(250)	(4,500)
Credit Card & Bank Fees	36,806	47,580	57,073	63,000	21,789	66,000	68,080	2,080	5,080
Other Current Charges & Obligations	3,522	8,217	10,055	8,600	401	8,000	8,100	100	(500)
Miscellaneous Expense	-	-	119,805	-	-	-	-	-	-
<b>Total Other Current Charges and Obligations</b>	<b>52,364</b>	<b>59,411</b>	<b>189,586</b>	<b>82,600</b>	<b>22,288</b>	<b>80,750</b>	<b>82,680</b>	<b>1,930</b>	<b>80</b>
<b>Operating Supplies</b>									
Office Supplies	19,079	8,235	8,501	13,175	1,592	10,175	12,175	2,000	(1,000)
Vehicle Fuel	20,835	33,543	40,248	44,000	13,387	47,000	48,000	1,000	4,000
Shop Supplies	2,447	1,653	2,529	5,150	420	5,150	5,150	-	-
Other Operating Supplies	33,285	39,939	54,801	84,165	13,263	85,739	56,956	(28,783)	(27,209)
Art Program Supplies	2,348	1,728	371	3,000	309	3,000	1,500	(1,500)	(1,500)
Promotional Supplies	32,244	14,823	14,947	15,250	7,717	17,860	14,000	(3,860)	(1,250)
Holiday Decorations	1,303	1,060	541	600	-	-	1,250	1,250	650
Chemicals and Safety	4,845	6,834	6,633	10,512	2,845	11,701	130,512	118,811	120,000
Small Tools and Equipment	21,886	15,811	14,762	18,500	3,353	18,275	18,500	225	-
Custodial Supplies	32,493	3,523	6,674	14,000	6,590	13,900	14,000	100	-
Custodial Consumables	2,625	34,783	35,229	35,000	10,766	35,000	35,000	-	-
Operating Furniture, Fixtures, Equipment and Software	43,288	27,404	17,873	55,320	30,053	56,041	28,150	(27,891)	(27,170)
Uniforms	14,731	12,708	12,424	20,050	1,911	19,050	19,600	550	(450)
Firefighter Equipment	-	880	1,402	4,300	708	3,500	4,300	800	-
<b>Total Operating Supplies</b>	<b>231,409</b>	<b>202,924</b>	<b>216,935</b>	<b>323,022</b>	<b>92,914</b>	<b>326,391</b>	<b>389,093</b>	<b>62,702</b>	<b>66,071</b>
<b>Books, Publications, Subscriptions &amp; Memberships</b>									
Books, Publications, Compact Disks, Videos & Subscriptions	4,723	3,763	3,632	8,530	824	7,620	8,165	545	(365)
Dues & Memberships	19,695	21,616	20,061	26,890	2,985	26,535	26,750	215	(140)
Licenses and Certification Fees	2,150	125	60	710	-	720	2,220	1,500	1,510
<b>Total Books, Publications, Subscriptions &amp; Mem.</b>	<b>26,568</b>	<b>25,504</b>	<b>23,753</b>	<b>36,130</b>	<b>3,809</b>	<b>34,875</b>	<b>37,135</b>	<b>2,260</b>	<b>1,005</b>

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2012-2013**

	Historical, Actual Expenses			FY 2011-2012			Proposed Budget Fiscal Year 2012-2013	Difference Est FY11-12 To Budget FY12-13	Difference Bud FY11-12 To Budget FY12-13
	Fiscal Year 2008-2009	Fiscal Year 2009-2010	Fiscal Year 2010-2011	Fiscal Year 2011-2012 Budget	10/31/11 FYTD Actual Expenses	Projection for Full Fiscal Year			
<b>Expenses</b>									
Emergency Repair	-	62,005	21,552	100,000	57,892	100,000	100,000	-	-
<b>TOTAL SERVICES &amp; MATERIALS</b>	<b>2,467,158</b>	<b>2,306,111</b>	<b>2,663,430</b>	<b>3,121,864</b>	<b>848,139</b>	<b>3,023,697</b>	<b>3,210,333</b>	<b>186,636</b>	<b>88,469</b>
<b>TOTAL OPERATING EXPENSES, INCLUDING EMERGENCY REPAIR EXPENSE</b>	<b>\$ 5,822,880</b>	<b>\$ 5,657,697</b>	<b>\$ 6,132,601</b>	<b>\$ 7,191,044</b>	<b>\$ 2,082,054</b>	<b>\$ 6,931,540</b>	<b>\$ 7,335,328</b>	<b>\$ 403,788</b>	<b>\$ 144,284</b>
								5.8%	2.0%



**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Administrative**  
**BASIC OPERATING BUDGET**  
**FY 2012-2013**

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

Account Code		Description				Item	Summary
Fund	Acct.	Sec.	C.C.	Source	Amount	Amount	
<b>PERSONNEL SERVICES</b>							
ARA	500000	11	00	00	Salaries	99,240	99,240
ARA	500015	11	00	00	Salary Adjustment Pool	73,330	73,330
ARA	500016	11	00	00	Longevity	557	557
ARA	500018	11	00	00	Unemployment Claims	14,000	14,000
ARA	500020	11	00	00	Overtime	-	-
ARA	500165	11	00	00	Retiree Health	34,627	34,627
<u>Benefits:</u>							
ARA	500017	11	00	00	Medical Reimbursements	100	37,302
ARA	500050	11	00	00	FICA Taxes	9,823	
ARA	500070	11	00	00	LGERS retirement	7,030	
ARA	500080	11	00	00	401k	5,139	
ARA	500160	11	00	00	Medical	12,785	
ARA	500260	11	00	00	Dental	1,361	
ARA	500360	11	00	00	Life Insurance	392	
ARA	500460	11	00	00	Disability	672	
<b>TOTAL PERSONNEL SERVICES</b>							<b>259,056</b>
<b>OPERATING EXPENSES</b>							
<b>Professional Services</b>							
ARA	604000	11	00	00	Professional Services - General		5,000
					DBE/Various	5,000	
ARA	604020	11	00	00	Physicals and Drug Screens		1,200
					Physicals & Drug Screens	1,200	
ARA	641000	11	00	00	Temporary Help		600
					Receptionist vacation coverage	600	
<b>Travel and Training</b>							
ARA	650000	11	00	00	Travel, Per Diem, Conference Registration		8,400
					ACI HR Conference	2,000	
					ACI Risk Management Conference	2,000	
					Benefits Forum & Expo	2,000	
					Local Travel	2,400	
ARA	651000	11	00	00	Training & Education		6,000
					HR Training/HR Laws Update/HR Education	2,000	
					Tuition reimbursement for employees	4,000	
<b>Communications and Freight</b>							
ARA	660000	11	00	00	Postage		3,000
					Postage	2,200	
					Postage machine supplies	800	
ARA	661000	11	00	00	Express Mail Delivery		2,000
					Express mail	2,000	



**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Administrative**  
**BASIC OPERATING BUDGET**  
**FY 2012-2013**

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

Account Code		Description				Item	Summary
Fund	Acct.	Sec.	C.C.	Source	Amount	Amount	
<b>Rentals and Leases</b>							
ARA	664000	11	00	00	Rentals and Leases	2,200	
					Neopost postage machine rental	2,200	
<b>Insurance</b>							
ARA	670000	11	00	00	Property Insurance	42,620	
					Property insurance	42,620	
ARA	671000	11	00	00	General Liability	34,950	
					General liability insurance	34,950	
ARA	672000	11	00	00	Auto Liability	21,000	
					Auto liability insurance	21,000	
ARA	673000	11	00	00	Other Insurance and Bonds	36,540	
					Public officials insurance	36,540	
					Police professional liability insurance		
					Crime insurance		
ARA	674000	11	00	00	Worker's Compensation Insurance	66,198	
					Workers' compensation insurance	66,198	
<b>Printing &amp; Binding</b>							
ARA	730000	11	00	00	Printing & Binding	500	
						500	
<b>Promotional Activities</b>							
ARA	740101	11	00	00	Community Events/Exhibits/Sponsorships	250	
					United Way campaign	250	
ARA	740115	11	00	00	Employee/Tenant Appreciation	21,850	
					Employee birthday coupons	600	
					Employee picnic	3,000	
					Employee flowers (funeral/hospital)	300	
					Employee Pat on the Back program	200	
					Employee service awards	1,600	
					Employee holiday checks/gift cards	13,650	
					Employee holiday lunches	2,500	
ARA	740119	11	00	00	Wellness	5,000	
						5,000	
<b>Other Current Charges and Obligations</b>							
ARA	750000	11	00	00	Legal Notices & Placements	6,500	
					Employment advertising	5,500	

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Administrative**  
**BASIC OPERATING BUDGET**  
**FY 2012-2013**

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

Account Code		Description				Item	Summary
Fund	Acct.	Sec.	C.C.	Source	Amount	Amount	
					Legal notices	1,000	
					<b>Operating Supplies</b>		
ARA	760000	11	00	00	Office Supplies		12,000
					Office supplies	12,000	
ARA	770300	11	00	00	Operating Supplies		4,000
					Administrative supplies	4,000	
ARA	771000	11	00	00	Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000		500
					HR furniture & equipment	500	
					<b>Books, Publications, Subscriptions and Memberships</b>		
ARA	780100	11	00	00	Dues & Memberships		560
					SHRM	350	
					WNCHR	175	
					SEC-AAAE	35	
ARA	780500	11	00	00	Books, Publications, Compact Disks, Videos & Subscriptions		800
					North Carolina Employment Law Letter	350	
					HR-M. Lee Smith Publishers	350	
					HR Books/Publications	100	
<b>TOTAL OPERATING EXPENSES</b>							<b>281,668</b>
<b>SECTION TOTAL</b>							<b>540,724</b>



**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Administrative**  
**Fiscal Year 2012/2013**  
**Variance Analysis**

Acct #	Description	FY2012 Budget				FY2012 Estimated Actual				FY2011 Actual			Comments
		FY 2013 Budget	FY 2012 Budget	Increase/Decrease Amount	Increase/Decrease Percent	FY 2012 4 Months	FY 2012 Estimate	Increase/Decrease Amount	Increase/Decrease Percent	FY 2011 Actual	Increase/Decrease Amount	Increase/Decrease Percent	
500000	Salaries	99,240	99,028	212	0.21%	32,378	99,240	0	0.00%	91,496	7,744	8.46%	
500015	Salary Adjustment Pool	73,330	48,941	24,389	49.83%	0	0	73,330	100%	0	73,330	100%	
500016	Longevity	557	541	16	2.96%	539	541	16	2.96%	524	33	6.30%	
500018	Unemployment Claims	14,000	14,000	0	0.00%	0	7,000	7,000	100.00%	4,940	9,060	183.40%	
500020	Overtime	0	500	(500)	-100.00%	0	0	0	100%	0	0	100%	
500165	Retiree Health	34,627	33,353	1,274	3.82%	11,117	33,351	1,276	3.83%	35,456	(829)	-2.34%	
500017	Medical Reimbursements	100	100	0	0.00%	0	100	0	0.00%	100	0	0.00%	
500050	FICA Taxes	9,823	9,375	448	4.78%	2,546	9,375	448	4.78%	9,601	222	2.31%	
500070	LGERS retirement	7,030	6,975	55	0.79%	2,322	6,966	64	0.92%	6,029	1,001	16.60%	
500080	401k	5,139	5,003	136	2.72%	1,646	4,938	201	4.07%	4,605	534	11.60%	
500160	Medical	12,785	11,118	1,667	14.99%	3,706	11,118	1,667	14.99%	11,819	966	8.17%	
500260	Dental	1,361	1,361	0	0.00%	454	1,362	(1)	-0.07%	1,416	(55)	-3.88%	
500360	Life Insurance	392	379	13	3.43%	119	379	13	3.43%	545	(153)	-28.07%	
500460	Disability	672	718	(46)	-6.41%	197	691	(19)	-2.75%	653	19	2.91%	
	Total Benefits	37,302	35,029	2,273	6.49%	10,990	34,929	2,373	6.79%	34,768	2,534	7.29%	
	<b>Total Personal Services</b>	<b>259,056</b>	<b>231,392</b>	<b>27,664</b>	<b>11.96%</b>	<b>55,024</b>	<b>175,061</b>	<b>83,995</b>	<b>47.98%</b>	<b>167,184</b>	<b>91,872</b>	<b>54.95%</b>	
604000	Professional Services - General	5,000	8,000	(3,000)	-37.50%	0	8,000	(3,000)	-37.50%	16,091	(11,091)	-68.93%	
604020	Physicals and Drug Screens	1,200	600	600	100.00%	33	600	600	100.00%	713	487	68.30%	
641000	Temporary Help	600	500	100	20.00%	0	650	(50)	-7.69%	0	600	100%	
650000	Travel, Per Diem, Conference Registration	8,400	6,500	1,900	29.23%	1,615	6,500	1,900	29.23%	7,733	667	8.63%	
651000	Training & Education	6,000	6,000	0	0.00%	509	6,000	0	0.00%	4,055	1,945	47.97%	
660000	Postage	3,000	4,850	(1,850)	-38.14%	400	3,000	0	0.00%	2,119	881	41.58%	
661000	Express Mail Delivery	2,000	3,000	(1,000)	-33.33%	332	2,000	0	0.00%	1,408	592	42.05%	
664000	Rentals and Leases	2,200	2,200	0	0.00%	525	2,200	0	0.00%	2,100	100	4.76%	
670000	Property and Casualty Insurance	42,620	38,743	3,877	10.01%	12,914	38,742	3,878	10.01%	55,037	(12,417)	-22.56%	
671000	General Liability	34,950	31,770	3,180	10.01%	10,590	31,770	3,180	10.01%	33,530	1,420	4.24%	
672000	Auto Liability	21,000	19,093	1,907	9.99%	6,364	19,092	1,908	9.99%	13,970	7,030	50.32%	
673000	Other Insurance & Bonds	36,540	33,216	3,324	10.01%	11,072	33,216	3,324	10.01%	41,579	(5,039)	-12.12%	
674000	Worker's Compensation Insurance	66,198	82,928	(16,730)	-20.17%	20,270	60,810	5,388	8.86%	37,490	28,708	76.58%	
730000	Printing & Binding	500	500	0	0.00%	257	500	0	0.00%	528	(28)	-5.30%	
740101	Other Community Events/Exhibits/Sponsorship	250	250	0	0.00%	182	250	0	0.00%	29	221	762.07%	
740115	Employee/Tenant Appreciation	21,850	25,350	(3,500)	-13.81%	893	20,350	1,500	7.37%	14,306	7,544	52.73%	
740119	Wellness	5,000	0	5,000	100%	(9)	5,000	0	0.00%	8,132	(3,132)	-38.51%	
750000	Legal Notices & Advertising	6,500	7,000	(500)	-7.14%	98	4,000	2,500	62.50%	2,558	3,942	154.10%	
760000	Office Supplies	12,000	13,000	(1,000)	-7.69%	1,592	10,000	2,000	20.00%	8,501	3,499	41.16%	
770300	Operating Supplies	4,000	3,000	1,000	33.33%	899	3,600	400	11.11%	3,036	964	31.75%	
771000	Operating Furniture, Fixtures and Equipment	500	500	0	0.00%	0	500	0	0.00%	807	(307)	-38.04%	
780100	Dues & Memberships	560	535	25	4.67%	295	535	25	4.67%	345	215	62.32%	
780500	Books & Publications	800	900	(100)	-11.11%	35	800	0	0.00%	75	725	966.67%	
	<b>Total Services &amp; Mat'ls.</b>	<b>281,668</b>	<b>288,435</b>	<b>(6,767)</b>	<b>-2.35%</b>	<b>68,866</b>	<b>258,115</b>	<b>23,553</b>	<b>9.13%</b>	<b>254,142</b>	<b>27,526</b>	<b>10.83%</b>	
	<b>Department Total</b>	<b>540,724</b>	<b>519,827</b>	<b>20,897</b>	<b>4.02%</b>	<b>123,890</b>	<b>433,176</b>	<b>107,548</b>	<b>24.83%</b>	<b>421,326</b>	<b>119,398</b>	<b>28.34%</b>	

**Comments:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Development**  
**BASIC OPERATING BUDGET**  
**FY 2012-2013**

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

Account Code		Description				Item	Summary
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount
<b>PERSONNEL SERVICES</b>							
ARA	500000	70	00	00	Salaries	141,174	141,174
ARA	500020	70	00	00	Overtime	500	500
<u>Benefits:</u>							
ARA	500017	70	00	00	Medical Reimbursements	100	60,337
ARA	500050	70	00	00	FICA Taxes	11,517	
ARA	500070	70	00	00	LGERS retirement	9,906	
ARA	500080	70	00	00	401k	7,241	
ARA	500160	70	00	00	Medical	28,715	
ARA	500260	70	00	00	Dental	1,606	
ARA	500360	70	00	00	Life Insurance	462	
ARA	500460	70	00	00	Disability	790	
<b>TOTAL PERSONNEL SERVICES</b>							<b>202,011</b>
<b>OPERATING EXPENSES</b>							
<b>Professional Services</b>							
ARA	604000	70	00	00	Professional Services - General		5,000
					Various	5,000	
ARA	604017	70	00	00	Surveys, Reports & Data		7,500
					Appraisals	7,500	
ARA	604030	70	00	00	Engineering and Architectural		25,000
					Planning, Engineering & Misc. Services	25,000	
<b>Travel and Training</b>							
ARA	650000	70	00	00	Travel, Per Diem, Conference Registration		21,300
					AAAE NAC	3,000	
					NBAA	1,800	
					FAA Communications Conference	600	
					SEC - AAAE Annual Conference	2,500	
					AAAE Annual Conference	3,500	
					NCAA Annual Conference	1,000	
					FAA & Other Meetings	1,000	
					Airfield Construction Mgt. Workshop (1)	2,000	
					Local Travel & Expenses	5,400	
					Business Meeting Expenses	500	
ARA	651000	70	00	00	Training & Education		3,200
					Professional Development (ADA/DBE/Misc. Cert.)	1,500	
					DBE Workshop (Development Coordinator)	1,700	
<b>Communications and Freight</b>							
ARA	663000	70	00	00	Online Services		560
					Internet Broadband Services	560	
<b>Printing &amp; Binding</b>							
ARA	730000	70	00	00	Printing & Binding		1,000
					Development Marketing Materials & Supplies	1,000	
<b>Operating Supplies</b>							



**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Development**  
**BASIC OPERATING BUDGET**  
**FY 2012-2013**

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

Account Code		Description				Item	Summary	
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount	
ARA	770300	70	00	00	Operating Supplies		1,000	
					General Supplies	500		
					Plotter Paper & Accessories	500		
ARA	771000	70	00	00	Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000		750	
					Operating Furniture, Fixtures, Equip up to \$5K	750		
					<b>Books, Publications, Subscriptions and Memberships</b>			
ARA	780100	70	00	00	Dues & Memberships		760	
					AAAE	275		
					SEC - AAAE	35		
					NCAA	50		
					Leadership Asheville	150		
					DBE, ADA & Other	250		
<b>TOTAL OPERATING EXPENSES</b>								<b>66,070</b>
<b>SECTION TOTAL</b>								<b>268,081</b>

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Development**  
**Fiscal Year 2012/2013**  
**Variance Analysis**

Acct #	Description	FY2012 Budget				FY2012 Estimated Actual				FY2011 Actual			Comments
		FY 2013 Budget	FY 2012 Budget	Increase/Decrease		FY 2012 4 Months	FY 2012 Estimate	Increase/Decrease		FY 2011 Actual	Increase/Decrease		
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	141,174	137,733	3,441	2.50%	43,444	137,733	3,441	2.50%	78,746	62,428	79.28%	
500020	Overtime	500		500	100%	0	0	500	100%		500	100%	
500017	Medical Reimbursements	100	100	0	0.00%	0	100	0	0.00%		100	100%	
500050	FICA Taxes	11,517	10,653	864	8.11%	3,267	10,653	864	8.11%	5,838	5,679	97.28%	
500070	LGERS retirement	9,906	9,600	306	3.19%	3,056	9,600	306	3.19%	5,073	4,833	95.27%	
500080	401k	7,241	6,887	354	5.14%	2,172	6,887	354	5.14%	4,131	3,110	75.28%	
500160	Medical	28,715	25,401	3,314	13.05%	8,428	25,284	3,431	13.57%	16,340	12,375	75.73%	
500260	Dental	1,606	1,570	36	2.29%	520	1,560	46	2.95%	1,055	551	52.23%	
500360	Life Insurance	462	448	14	3.13%	142	448	14	3.13%	380	82	21.58%	
500460	Disability	790	720	70	9.72%	245	735	55	7.48%	473	317	67.02%	
	Total Benefits	60,337	55,379	4,958	8.95%	17,830	55,267	5,070	9.17%	33,290	27,047	81.25%	
	<b>Total Personal Services</b>	<b>202,011</b>	<b>193,112</b>	<b>8,899</b>	<b>4.61%</b>	<b>61,274</b>	<b>193,000</b>	<b>9,011</b>	<b>4.67%</b>	<b>112,036</b>	<b>89,975</b>	<b>80.31%</b>	
604000	Professional Services - General	5,000	5,000	0	0.00%	0	2,500	2,500	100.00%		5,000	100%	
604017	Surveys, Reports & Data	7,500	7,500	0	0.00%	0	7,000	500	7.14%		7,500	100%	
604030	Engineering and Architectural	25,000	30,000	(5,000)	-16.67%	(815)	19,000	6,000	31.58%	29,959	(4,959)	-16.55%	
604035	Environmental Services	0	5,000	(5,000)	-100.00%	0	0	0	100%		0	100%	
604050	Disadvantaged Business Unit	0	2,000	(2,000)	-100.00%	0	0	0	100%		0	100%	
650000	Travel, Per Diem, Conference Registration	21,300	18,100	3,200	17.68%	5,176	16,000	5,300	33.13%	11,423	9,877	86.47%	
651000	Training & Education	3,200	3,000	200	6.67%	30	500	2,700	540.00%	1,258	1,942	154.37%	
663000	Online Services	560	560	0	0.00%	129	560	0	0.00%		560	100%	
730000	Printing & Binding	1,000	750	250	33.33%	0	750	250	33.33%	250	750	300.00%	
750000	Legal Notices & Advertising	0	750	(750)	-100.00%	0	750	750	100.00%		0	100%	
500560	Relocation Expense	0		0	100%	0	0	0	100%	13,968	(13,968)	-100.00%	
770300	Operating Supplies	1,000	500	500	100.00%	12	300	700	233.33%	334	666	199.40%	
770305	Promotional Items	0	750	(750)	-100.00%	0	750	(750)	-100.00%		0	100%	
771000	Operating Furniture, Fixtures and Equipment	750		750	100%	0	0	750	100%	2,256	(1,506)	-66.76%	
780100	Dues & Memberships	760	360	400	111.11%	40	275	360	130.91%	75	685	913.33%	
	<b>Total Services &amp; Mat'ls.</b>	<b>66,070</b>	<b>74,270</b>	<b>(8,200)</b>	<b>-11.04%</b>	<b>4,572</b>	<b>48,385</b>	<b>19,060</b>	<b>39.39%</b>	<b>59,523</b>	<b>6,547</b>	<b>11.00%</b>	
	<b>Department Total</b>	<b>268,081</b>	<b>267,382</b>	<b>699</b>	<b>0.26%</b>	<b>65,846</b>	<b>241,385</b>	<b>28,071</b>	<b>11.63%</b>	<b>171,559</b>	<b>96,522</b>	<b>56.26%</b>	

**Comments:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

**Executive**

**BASIC OPERATING BUDGET  
FY 2012-2013**

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

Account Code		Description				Item	Summary
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount
<b>PERSONNEL SERVICES</b>							
ARA	500000	05	00	00	Salaries	221,397	221,397
ARA	500016	05	00	00	Longevity	3,083	3,083
Benefits:							
ARA	500017	05	00	00	Medical Reimbursements	200	80,985
ARA	500030	05	00	00	Allocated Benefits	1,000	
ARA	500050	05	00	00	FICA Taxes	18,695	
ARA	500070	05	00	00	LGERS retirement	15,954	
ARA	500072	05	00	00	457 (b) Retirement Plan	7,500	
ARA	500080	05	00	00	401k	11,663	
ARA	500160	05	00	00	Medical	23,062	
ARA	500260	05	00	00	Dental	1,320	
ARA	500360	05	00	00	Life Insurance	567	
ARA	500460	05	00	00	Disability	1,024	
<b>TOTAL PERSONNEL SERVICES</b>							<b>305,465</b>
<b>OPERATING EXPENSES</b>							
<b>Professional Services</b>							
ARA	604000	05	00	00	Professional Services - General		40,000
Various						40,000	
ARA	604010	05	00	00	Professional Services - Legal		50,000
Paltra, Straus, Robinson & Moore						50,000	
ARA	604017	05	00	00	Surveys, Reports & Data		18,000
Diio						18,000	
<b>Travel and Training</b>							
ARA	650000	05	00	00	Travel, Per Diem, Conference Registration		52,500
ACI Small Airports Conf						2,500	
ACI Annual Conf						3,500	
Aviation Forecast Summit						2,000	
AAAE Aviation Issues Conf						5,000	
FAA Communications Conf						500	
ARN Concessions Conf						2,500	
ACI-AAAE Spring Legislative Conf						2,500	
SEC-AAAE Annual Conf						1,800	
NCAA Annual Conf						700	
AAAE Annual Conf						3,000	
Chamber Raleigh Legislative Visit						500	
Sabre Roundtable Series						2,000	
Airline Meetings						2,000	
Local Travel						11,000	
Board Travel						13,000	



**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

**Executive**

**BASIC OPERATING BUDGET  
FY 2012-2013**

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

Account Code		Description				Item	Summary
Fund	Acct.	Sec.	C.C.	Source	Amount	Amount	
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		500
					Ipad 3G	500	
<b>Printing &amp; Binding</b>							
ARA	730000	05	00	00	Printing & Binding		500
					General	500	
<b>Promotional Activities</b>							
ARA	740100	05	00	00	Other Promotional Events/Sponsorships		2,500
					Sabre Round Table	1,500	
					SEC-AAAE Sponsorships	1,000	
ARA	740115	05	00	00	Employee/Tenant Appreciation		2,500
					Tenant/Employee Lunch	2,500	
<b>Other Current Charges and Obligations</b>							
ARA	750000	05	00	00	Legal Notices & Placements		-
					Public Notices	-	
					RFPs	-	
ARA	750100	05	00	00	Other Current Charges and Obligations		8,100
					Board Member Reimbursement	2,100	
					Other Board Meeting Costs	1,000	
					Annual Board Holiday Reception	4,500	
					Misc Board Expenses	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		2,000
					Special Promo Items	2,000	
ARA	771000	05	00	00	Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000		1,000
					Admin Equipment	1,000	
<b>Books, Publications, Subscriptions and Memberships</b>							
ARA	780100	05	00	00	Dues & Memberships		14,190
					AAAE Annual Membership	275	
					SEC-AAAE Annual Membership	35	
					NCAA Annual Membership	50	



**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Executive**  
**BASIC OPERATING BUDGET**  
**FY 2012-2013**

Fund           ARA  
Department   Executive  
Department #   05  
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				
					AAAE Ground Handling Annual Membership	500		
					Leadership Asheville - Pioneer Level/ Leadership Forum	330		
					AMAC	1,500		
					ACI Airport Membership	8,000		
					AAAE Legislative Support	3,500		
ARA	780500	05	00	00	Books, Publications, Compact Disks, Videos & Subscriptions		650	
					General Subscriptions	500		
					Asheville Citizens Times	150		
<b>TOTAL OPERATING EXPENSES</b>								<b>194,440</b>
<b>SECTION TOTAL</b>								<b>499,905</b>

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Executive**  
**Fiscal Year 2012/2013**  
**Variance Analysis**

Acct #	Description	FY 2013 Budget	FY2012 Budget		FY2012 Estimated Actual				FY2011 Actual			Comments	
			FY 2012 Budget	Increase/Decrease Amount	Increase/Decrease Percent	FY 2012 4 Months	FY 2012 Estimate	Increase/Decrease Amount	Increase/Decrease Percent	FY 2011 Actual	Increase/Decrease Amount		Increase/Decrease Percent
500000	Salaries	221,397	200,205	21,192	10.59%	68,885	200,205	21,192	10.59%	183,890	37,507	20.40%	
500016	Longevity	3,083	0	3,083	100%		0	3,083	100%		3,083	100%	
500017	Medical Reimbursements	200	200	0	0.00%	0	200	0	0.00%	300	(100)	-33.33%	
500030	Allocated Benefits	1,000	1,000	0	0.00%	375	1,000	0	0.00%	249	751	301.61%	
500050	FICA Taxes	18,695	15,432	3,263	21.14%	4,036	15,432	3,263	21.14%	11,543	7,152	61.96%	
500070	LGERS retirement	15,954	13,954	2,000	14.33%	4,829	13,954	2,000	14.33%	11,569	4,385	37.90%	
500072	457 (b) retirement plan	7,500	0	7,500	100%		0	7,500	100%		7,500	100%	
500080	401k	11,663	10,010	1,653	16.51%	3,444	10,010	1,653	16.51%	8,894	2,769	31.13%	
500160	Medical	23,062	20,488	2,574	12.56%	6,806	20,488	2,574	12.56%	19,019	4,043	21.26%	
500260	Dental	1,320	1,290	30	2.33%	331	1,290	30	2.33%	1,525	(205)	-13.44%	
500360	Life Insurance	567	524	43	8.21%	181	593	(26)	-4.38%	733	(166)	-22.65%	
500460	Disability	1,024	1,094	(70)	-6.40%	267	901	123	13.65%	994	30	3.02%	
	<b>Total Benefits</b>	<b>80,985</b>	<b>63,992</b>	<b>16,993</b>	<b>26.55%</b>	<b>20,269</b>	<b>63,868</b>	<b>17,117</b>	<b>26.80%</b>	<b>54,826</b>	<b>26,159</b>	<b>47.71%</b>	
	<b>Total Personal Services</b>	<b>305,465</b>	<b>264,197</b>	<b>41,268</b>	<b>15.62%</b>	<b>89,154</b>	<b>264,073</b>	<b>41,392</b>	<b>15.67%</b>	<b>238,716</b>	<b>66,749</b>	<b>27.96%</b>	
604000	Professional Services - General	40,000	35,000	5,000	14.29%	4,491	30,000	10,000	33.33%	100,350	(60,350)	-60.14%	
604010	Professional Services - Legal	50,000	50,000	0	0.00%	9,688	50,000	0	0.00%	51,482	(1,482)	-2.88%	
604017	Surveys, Reports & Data	18,000	25,500	(7,500)	-29.41%	9,750	21,750	(3,750)	-17.24%	18,000	0	0.00%	
648000	Miscellaneous Expense	0	0	0	100%	0	0	0	100%	119,805	(119,805)	-100.00%	
650000	Travel, Per Diem, Conference Registration	52,500	57,500	(5,000)	-8.70%	8,067	55,000	(2,500)	-4.55%	37,526	14,974	39.90%	
651000	Training & Education	1,000	1,000	0	0.00%	199	750	250	33.33%	0	1,000	100%	
663000	Online Services	500	600	(100)	-16.67%	129	600	(100)	-16.67%	547	(47)	-8.59%	
730000	Printing & Binding	500	500	0	0.00%	0	500	0	0.00%	520	(20)	-3.85%	
740100	Promotional Events/Sponsorships	2,500	2,000	500	25.00%	0	2,000	500	25.00%	1,000	1,500	150.00%	
740115	Employee/Tenant Appreciation	2,500	2,500	0	0.00%	0	2,500	0	0.00%	1,823	677	37.14%	
750000	Legal Notices & Advertising	0	1,250	(1,250)	-100.00%	0	1,000	(1,000)	-100.00%	95	(95)	-100.00%	
750100	Other Current Charges & Obligations	8,100	8,600	(500)	-5.81%	401	8,000	100	1.25%	10,055	(1,955)	-19.44%	
770300	Operating Supplies	1,000	1,000	0	0.00%	0	1,000	0	0.00%	826	174	21.07%	
770305	Promotional Items	2,000	1,500	500	33.33%	1,370	4,110	(2,110)	-51.34%	1,270	730	57.48%	
771000	Operating Furniture, Fixtures and Equipment	1,000	1,000	0	0.00%	0	1,000	0	0.00%	0	1,000	100%	
780100	Dues & Memberships	14,190	14,110	80	0.57%	1,195	14,000	190	1.36%	12,280	1,910	15.55%	
780500	Books & Publications	650	900	(250)	-27.78%	0	650	0	0.00%	95	555	584.21%	
	<b>Total Services &amp; Mat'ls.</b>	<b>194,440</b>	<b>202,960</b>	<b>(8,520)</b>	<b>-4.20%</b>	<b>35,290</b>	<b>192,860</b>	<b>1,580</b>	<b>0.82%</b>	<b>355,674</b>	<b>(161,234)</b>	<b>-45.33%</b>	
	<b>Department Total</b>	<b>499,905</b>	<b>467,157</b>	<b>32,748</b>	<b>7.01%</b>	<b>124,444</b>	<b>456,933</b>	<b>42,972</b>	<b>9.40%</b>	<b>594,390</b>	<b>(94,485)</b>	<b>-15.90%</b>	

**Comments:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

Finance

**BASIC OPERATING BUDGET  
FY 2012-2013**

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

Account Code		Description				Item	Summary
Fund	Acct.	Sec.	C.C.	Source	Amount	Amount	

**PERSONNEL SERVICES**

ARA	500000	12	00	00	Salaries	177,119	177,119
ARA	500016	12	00	00	Longevity	1,675	1,675
ARA	500020	12	00	00	Overtime	-	-
Benefits:							
ARA	500017	12	00	00	Medical Reimbursements	100	70,114
ARA	500050	12	00	00	FICA Taxes	14,305	
ARA	500070	12	00	00	LGERS retirement	12,593	
ARA	500080	12	00	00	401k	9,205	
ARA	500160	12	00	00	Medical	30,485	
ARA	500260	12	00	00	Dental	1,592	
ARA	500360	12	00	00	Life Insurance	629	
ARA	500460	12	00	00	Disability	1,205	

**TOTAL PERSONNEL SERVICES**

248,908

**OPERATING EXPENSES**

**Professional Services**

ARA	604000	12	00	00	Professional Services - General		15,200
					Software Consultants	15,000	
					Actuary Report-LEO SAA-for Audit	200	
ARA	640000	12	00	00	Auditing Services		15,000
					Annual Audit	15,000	

**Travel and Training**

ARA	650000	12	00	00	Travel, Per Diem, Conference Registration		6,900
					Travel for CPA Continuing Education Seminars	2,000	
					AAAE Conference or Other Airport Conference	2,500	
					Local Travel	2,400	
ARA	651000	12	00	00	Training & Education		12,500
					Microsoft Dynamics/Financial System Training	10,000	
					Professional Education-CPE to Retain CPA Certificate	2,500	

**Other Current Charges and Obligations**

ARA	750000	12	00	00	Legal Notices & Placements		-
ARA	654000	12	00	00	Credit Card Fees & Bank Charges		67,500
					Credit Card Fees	51,500	
					Bank Charges	16,000	

**Operating Supplies**

ARA	770300	12	00	00	Operating Supplies		2,150
					Checks, Envelopes, W-2's & PO's	2,150	
ARA	771000	12	00	00	Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000		1,500
					Finance Equipment	1,500	

**Books, Publications, Subscriptions and Memberships**



**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

**Finance**

**BASIC OPERATING BUDGET  
FY 2012-2013**

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		1,165	
					AAAE	275		
					GFOA	300		
					NCAA	40		
					AICPA	300		
					NCACPA	250		
ARA	780500	12	00	00	Books, Publications, Compact Disks, Videos & Subscriptions		500	
					Professional Books & Subscriptions	500		
ARA	780503	12	00	00	Licenses & Certifications		60	
					CPA Certificate Renewal	60		
<b>TOTAL OPERATING EXPENSES</b>								<b>122,475</b>
<b>SECTION TOTAL</b>								<b>371,383</b>

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Finance**  
**Fiscal Year 2012/2013**  
**Variance Analysis**

Acct #	Description	FY2012 Budget				FY2012 Estimated Actual				FY2011 Actual			Comments
		FY 2013 Budget	FY 2012 Budget	Increase/Decrease		FY 2012 Actual 4 Months	FY 2012 Estimate	Increase/Decrease		FY 2011 Actual	Increase/Decrease		
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	177,119	176,900	219	0.12%	55,485	176,900	219	0.12%	163,629	13,490	8.24%	
500016	Longevity	1,675	931	744	79.91%	914	914	761	83.26%		1,675	100%	
500020	Overtime	0	500	(500)	-100.00%	0	0	0	100%		0	100%	
500017	Medical Reimbursements	100	100	0	0.00%	0	100	0	0.00%		100	100%	
500050	FICA Taxes	14,305	13,771	534	3.88%	4,248	13,771	534	3.88%	11,909	2,396	20.12%	
500070	LGERS retirement	12,593	12,430	163	1.31%	3,931	12,430	163	1.31%	10,123	2,470	24.40%	
500080	401k	9,205	8,917	288	3.23%	2,820	8,917	288	3.23%	7,833	1,372	17.52%	
500160	Medical	30,485	26,502	3,983	15.03%	8,802	26,406	4,079	15.45%	27,593	2,892	10.48%	
500260	Dental	1,592	1,582	10	0.63%	622	1,866	(274)	-14.68%	1,711	(119)	-6.95%	
500360	Life Insurance	629	610	19	3.11%	176	528	101	19.13%	823	(194)	-23.57%	
500460	Disability	1,205	1,287	(82)	-6.37%	338	1,014	191	18.84%	1,170	35	2.99%	
	Total Benefits	70,114	65,199	4,915	7.54%	20,937	65,032	5,082	7.81%	61,162	8,952	14.64%	
	<b>Total Personal Services</b>	<b>248,908</b>	<b>243,530</b>	<b>5,378</b>	<b>2.21%</b>	<b>77,336</b>	<b>242,846</b>	<b>6,062</b>	<b>2.50%</b>	<b>224,791</b>	<b>24,117</b>	<b>10.73%</b>	
604000	Professional Services - General	15,200	16,200	(1,000)	-6.17%	452	13,200	2,000	15.15%	7,564	7,636	100.95%	
640000	Auditors	15,000	20,000	(5,000)	-25.00%	6,000	15,300	(300)	-1.96%	19,000	(4,000)	-21.05%	
650000	Travel, Per Diem, Conference Registration	6,900	4,500	2,400	53.33%	1,017	4,725	2,175	46.03%	881	6,019	683.20%	
651000	Training & Education	12,500	12,500	0	0.00%	875	12,500	0	0.00%	938	11,562	1232.62%	
750000	Legal Notices & Advertising	0	2,000	(2,000)	-100.00%	0	1,000	(1,000)	-100.00%		0	100%	
654000	Bank Charges & Credit Card Fees	67,500	63,000	4,500	7.14%	21,789	66,000	1,500	2.27%	57,073	10,427	18.27%	
770300	Operating Supplies	2,150	2,150	0	0.00%	285	2,150	0	0.00%	793	1,357	171.12%	
771000	Operating Furniture, Fixtures and Equipment	1,500	1,500	0	0.00%	0	1,500	0	0.00%	849	651	76.68%	
780100	Dues & Memberships	1,165	1,290	(125)	-9.69%	25	1,165	0	0.00%		1,165	100%	
780500	Books & Publications	500	500	0	0.00%	0	500	0	0.00%	85	415	488.24%	
780503	Licenses & Certifications	60	50	10	20.00%	0	60	0	0.00%	60	0	0.00%	
	<b>Total Services &amp; Mat'ls.</b>	<b>122,475</b>	<b>123,690</b>	<b>(1,215)</b>	<b>-0.98%</b>	<b>30,443</b>	<b>118,100</b>	<b>4,375</b>	<b>3.70%</b>	<b>87,243</b>	<b>35,232</b>	<b>40.38%</b>	
	<b>Department Total</b>	<b>371,383</b>	<b>367,220</b>	<b>4,163</b>	<b>1.13%</b>	<b>107,779</b>	<b>360,946</b>	<b>10,437</b>	<b>2.89%</b>	<b>312,034</b>	<b>59,349</b>	<b>19.02%</b>	

**Comments:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

**Guest Services**

**BASIC OPERATING BUDGET  
FY 2012-2013**

Fund            ARA  
Department    Guest Services  
Department #    60  
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	60	00	00	Salaries	101,954	101,954
ARA	500015	60	00	00	Salary Adjustment Pool		-
ARA	500016	60	00	00	Longevity		-
ARA	500018	60	00	00	Unemployment Claims		-
ARA	500020	60	00	00	Overtime		-
ARA	500090	60	00	00	LEO Special Separation Allowance		-
ARA	500165	60	00	00	Retiree Health		-
<b>Benefits:</b>							
ARA	500017	60	00	00	Medical Reimbursements	100	20,941
ARA	500050	60	00	00	FICA Taxes	8,108	
ARA	500070	60	00	00	LGERS retirement	3,161	
ARA	500080	60	00	00	401k	2,311	
ARA	500160	60	00	00	Medical	6,393	
ARA	500260	60	00	00	Dental	340	
ARA	500360	60	00	00	Life Insurance	179	
ARA	500460	60	00	00	Disability	349	
<b>TOTAL PERSONNEL SERVICES</b>							<b>122,895</b>
<b>OPERATING EXPENSES</b>							
<b>Travel and Training</b>							
ARA	650000	60	00	00	Travel, Per Diem, Conference Registration		1,850
					AAAE Customer Service Conference (Supervisor)	1,850	
ARA	651000	60	00	00	Training & Education		1,500
					Customer Service Training (Staff/Volunteers)	1,000	
					Team-building	500	
ARA	654000	60	00	00	Credit Card & Bank Fees		580
					Credit card fees	90	
					Credit card processing service (Virtual Terminal; monthly sei	360	
					Virtual Terminal processing fees	130	
<b>Communications and Freight</b>							
ARA	660000	60	00	00	Postage		3,060
					Postage	3,060	
<b>Rentals and Leases</b>							
ARA	664000	60	00	00	Rentals and Leases		420
					Postal supplies (machine lease)	420	
<b>Printing &amp; Binding</b>							
ARA	730000	60	00	00	Printing & Binding		1,600
					GT cards/Advertising sales materials/Misc. printing	1,600	
<b>Promotional Activities</b>							
ARA	740040	60	00	00	Web Advertising		800
					Misc. web advertising	800	
ARA	740115	60	00	00	Employee/Tenant Appreciation		1,500
					Volunteer appreciation/recognition	500	



**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Guest Services**  
**BASIC OPERATING BUDGET**  
**FY 2012-2013**

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	
					Tenant customer service incentives	1,000	
					<b>Operating Supplies</b>		
ARA	760000	60	00	00	Office Supplies		175
					Postal machine ink, packaging supplies, etc.	175	
ARA	771000	60	00	00	Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000		200
					Misc equipment	200	
ARA	771500	60	00	00	Uniforms		1,000
					Apparel for G.S. Staff/volunteers	1,000	
					<b>Books, Publications, Subscriptions and Memberships</b>		
ARA	780100	60	00	00	Dues & Memberships		275
					AAAE	275	
ARA	780500	60	00	00	Books, Publications, Compact Disks, Videos & Subscriptions		150
					Misc. publications	150	
<b>TOTAL OPERATING EXPENSES</b>							<b>13,110</b>
<b>SECTION TOTAL</b>							<b>136,005</b>

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Guest Services**  
**Fiscal Year 2012/2013**  
**Variance Analysis**

Acct #	Description	FY2012 Budget				FY2012 Estimated Actual				FY2011 Actual			Comments
		FY 2013 Budget	FY 2012 Budget	Increase/Decrease		FY 2012 4 Months	FY 2012 Estimate	Increase/Decrease		FY 2011 Actual	Increase/Decrease		
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	101,954	101,283	671	0.66%	20,561	76,260	25,694	33.69%	84,815	17,139	20.21%	
500020	Overtime	0		0	100%	43	129	(129)	-100.00%	3,060	(3,060)	-100.00%	
500017	Medical Reimbursements	100	100	0	0.00%	0	100	0	0.00%	100	0	0.00%	
500050	FICA Taxes	8,108	7,823	285	3.64%	1,576	5,834	2,274	38.98%	6,590	1,518	23.03%	
500070	LGERS retirement	3,161	3,097	64	2.07%	966	3,097	64	2.07%	3,311	(150)	-4.53%	
500080	401k	2,311	2,221	90	4.05%	693	2,221	90	4.05%	2,622	(311)	-11.86%	
500160	Medical	6,393	5,559	834	15.00%	1,853	5,559	834	15.00%	11,224	(4,831)	-43.04%	
500260	Dental	340	341	(1)	-0.29%	113	339	1	0.29%	826	(486)	-58.84%	
500360	Life Insurance	179	173	6	3.47%	55	173	6	3.47%	347	(168)	-48.41%	
500460	Disability	349	372	(23)	-6.18%	98	344	5	1.45%	430	(81)	-18.84%	
	Total Benefits	20,941	19,686	1,255	6.38%	5,354	17,667	3,274	18.53%	25,450	(4,509)	-17.72%	
	<b>Total Personal Services</b>	<b>122,895</b>	<b>120,969</b>	<b>1,926</b>	<b>1.59%</b>	<b>25,958</b>	<b>94,056</b>	<b>28,839</b>	<b>30.66%</b>	<b>113,325</b>	<b>9,570</b>	<b>8.44%</b>	
641000	Temporary Help	0	0	0	100%	11,156	19,523	(19,523)	-100.00%	3,193	(3,193)	-100.00%	
650000	Travel, Per Diem, Conference Registration	1,850	1,750	100	5.71%	1,695	1,695	155	9.14%	1,720	130	7.56%	a
651000	Training & Education	1,500	1,750	(250)	-14.29%	0	1,000	500	50.00%	604	896	148.34%	b
654000	Credit Card & Bank Fees	580	0	580	100%		0			0	580	100%	c
660000	Postage	3,060	3,060	0	0.00%	961	3,060	0	0.00%	2,156	904	41.93%	
664000	Rentals and Leases	420	320	100	31.25%	136	408	12	2.94%	323	97	30.03%	d
730000	Printing & Binding	1,600	1,600	0	0.00%	478	1,600	0	0.00%	1,502	98	6.52%	
740015	Print	0	1,000	(1,000)	-100.00%	0	0	0	100%	75	(75)	-100.00%	e
740040	Web Advertising	800	0	800	100%		0	800	100%		800	100%	e
740115	Employee/Tenant Appreciation	1,500	600	900	150.00%	31	600	900	150.00%	444	1,056	237.84%	f
760000	Office Supplies	175	175	0	0.00%	0	175	0	0.00%		175	100%	
771000	Operating Furniture, Fixtures and Equipment	200	200	0	0.00%	0	1,021	(821)	-80.41%	759	(559)	-73.65%	
771500	Uniforms	1,000	1,650	(650)	-39.39%	36	1,200	(200)	-16.67%	845	155	18.34%	
780100	Dues & Memberships	275	310	(35)	-11.29%	0	275	0	0.00%	295	(20)	-6.78%	
780500	Books & Publications	150	200	(50)	-25.00%	0	150	0	0.00%	103	47	45.63%	
	<b>Total Services &amp; Mat'ls.</b>	<b>13,110</b>	<b>12,615</b>	<b>495</b>	<b>3.92%</b>	<b>14,493</b>	<b>30,707</b>	<b>(18,177)</b>	<b>-59.19%</b>	<b>12,019</b>	<b>1,091</b>	<b>9.08%</b>	
	<b>Department Total</b>	<b>136,005</b>	<b>133,584</b>	<b>2,421</b>	<b>1.81%</b>	<b>40,451</b>	<b>124,763</b>	<b>10,662</b>	<b>8.55%</b>	<b>125,344</b>	<b>10,661</b>	<b>8.51%</b>	

Comments

- a The Guest Services Supervisor conference is in a more expensive location in 2012
- b Additional training expense due to increased number of staff in Guest Services
- c Customer service expense -- providing the option to pay for goods and services with a credit/debit card
- d Pitney Bowes postage machine rental price increase
- e Will be spending advertising dollars online instead in print (moved amount to a different expense account)
- f Adding a tenant customer service initiative to improve customer service throughout the airport - \$500 moved from MPR budget to GS budget for this initiative - which accounts for the variance to FY12



**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Information Technology**  
**BASIC OPERATING BUDGET**  
**FY 2012-2013**

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	Salaries	178,633	178,633
ARA	500016	20	00	00	Longevity	3,207	3,207
ARA	500020	20	00	00	Overtime	-	-
Benefits:							
ARA	500017	20	00	00	Medical Reimbursements	200	70,123
ARA	500050	20	00	00	FICA Taxes	14,542	
ARA	500070	20	00	00	LGERS retirement	12,804	
ARA	500080	20	00	00	401k	9,360	
ARA	500160	20	00	00	Medical	29,454	
ARA	500260	20	00	00	Dental	1,946	
ARA	500360	20	00	00	Life Insurance	633	
ARA	500460	20	00	00	Disability	1,184	
<b>TOTAL PERSONNEL SERVICES</b>							<b>251,963</b>
<b>OPERATING EXPENSES</b>							
<b>Professional Services</b>							
ARA	604000	20	00	00	Professional Services - General		14,500
					ARA: Offsite Backup (Servers)	2,500	
					ARA: Hosted Email (MS Office 365)	4,680	
					ARA: Hosted Email Archiving (MS Forefront)	3,120	
					ARA: PCI Compliance Monitoring	4,200	
ARA	604043	20	00	00	Website Maintenance		2,200
					ARA: Netriplex Website Hosting	2,200	
<b>Contractual Services</b>							
ARA	644000	20	00	00	Computer Technical Support		23,600
					FINANCE: Microsoft Dynamics Technical Support	4,600	
					STS: Cisco Technical Support: VoIP (Year 4)	8,600	
					STS: Cisco Technical Support: Routing (Year 4)	8,600	
					IT: Network Support	1,800	
ARA	647000	20	00	00	Other Contractual Services		38,084
					ARA: Internet Fax Service	384	
					ARA: Click Through Flights Service	5,300	
					ARA: Flightview (Website)	3,500	
					ARA: Copier Service Agreement	6,200	
					MAINT: GasBoy Service Agreement	200	
					MAINT: Infor MP2 Service Agreement	2,300	
					ARA: Firewall Maintenance and Service Agreement	7,000	
					DEV: SDG CapitalVision Service Agreement	2,500	
					ARA: Remote Control Software Services	1,500	
					ARA: Call Recording Service Agreement (Year 4)	750	
					ARA: Call Accounting Service Agreement (Year 4)	1,800	
					ARA: Eset Antivirus (2 year agreement)	2,050	
					ARA: NovaNet Remote Backup Software	700	

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Information Technology**  
**BASIC OPERATING BUDGET**  
**FY 2012-2013**

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
					ARAA: Forms creator (Hosted)	3,900	
ARA	647000	20	10	00	Other Contractual Services-Terminal		134,155
					STS: AlrIT EASE Master Service Agreement (Year 4)	28,000	
					STS: ComNet Software Master Service Agreement (Year 4)	38,000	
					STS: I-Sys Master Service Agreement (Year 4 of 4)	45,905	
					STS: Musak	2,900	
					STS: PCI Compliance Audit (Year 2)	10,000	
					STS: Runway Scan System Service (SaaS)	3,500	
					DPS: Fingerprint Scanner Warranty (CrossMatch)	1,850	
					DPS: IET Service/Maintenance (S/M) Program	4,000	
					<b>Travel and Training</b>		
ARA	650000	20	00	00	Travel, Per Diem, Conference Registration		8,950
					ACI-NA: Calgary, CA (BIT Leadership) 21st Annual Conf.	2,950	
					ACI-NA: (BIT Leadership)	2,400	
					H.O.P.E Conference (Cortez)	1,200	
					Local Travel	2,400	
ARA	651000	20	00	00	Training & Education		5,390
					NCLGSA: Wilmington, NC (Kellie)	1,100	
					Certification Exams (Cortez)	750	
					CarolinaCon: Raleigh, NC (Cortez)	390	
					Certification Exams (Royce)	750	
					CISSP Bootcamp - Royce Holden	2,400	
					<b>Communications and Freight</b>		
ARA	662000	20	00	00	Telecommunications		62,028
					ARAA: Voice - Main - Terminal	3,900	
					ARAA: Voice - Fail Over - Maintenance Bldg	6,552	
					ARAA: Data - 20M MetroE - Terminal	17,500	
					ARAA: Data - T1x2 Fail Over - Maintenance Bldg	3,900	
					ARAA: Cable - Terminal (6 connections)	3,000	
					MAINT: Fire Alarm Lines	1,766	
					ARAA: Cell/Mobile	16,620	
					ARAA: Long Distance	2,400	
					DPS: Emergency Copper Line (delete if other approved)	660	
					ARAA: Add'l Emergency Copper Lines for Tenants (5 qty)	3,300	
					DPS/MAINT: Emergency & Operations Mobile	1,650	
					ARAA: Emergency Notification System	780	
					<b>Rentals and Leases</b>		
ARA	664000	20	00	00	Rentals and Leases		12,400
					ARAA: Authority Offices Copier Lease	4,300	
					MAINT: Maintenance Offices Copier Lease	3,050	
					DPS: DPS Offices Copier Lease	3,050	
					GUEST: Guest Services Copier Lease	2,000	
					<b>General Repairs and Maintenance</b>		
ARA	710000	20	00	00	General Repairs and Maintenance		14,500
					STS: Access Control/Security System Repairs and Maintenance	4,400	
					ARAA: FIDS/GIDS/PA Repairs & Maintenance	2,000	



**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Information Technology**  
**BASIC OPERATING BUDGET**  
**FY 2012-2013**

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	
					ARAA: Battery replacement for Board Room Mics	1,300	
					IT: Crash Phone Support	900	
					IT: 7945g Cisco Phones (5)	1,400	
					ARAA: EASE Repairs and Maintenance	2,000	
					DPS: ID Maker Printer Replacement	2,500	
					<b>Operating Supplies</b>		
ARA	770300	20	00	00	Operating Supplies		19,000
					IT: Utility Software Updates	5,500	
					ARAA: Printer Ink and Toner	3,500	
					IT: Operating Supplies	7,000	
					IT: Shipping	500	
					ARAA: Mobile Phone Accessories & Supplies	2,500	
ARA	770300	20	10	00	Operating Supplies-Terminal		13,306
					STS: ID Badge Printer Ribbons	1,000	
					STS: Laser Printer Toner	1,000	
					STS: Laser Printer Fuser	1,320	
					STS: Bag Tag Stock (Allegiant)	525	
					STS: Bag Tag Stock (United)	525	
					STS: Bag Tag Stock (Delta)	525	
					STS: Boarding Pass Stock (Allegiant)	2,031	
					STS: Boarding Pass Stock (United)	2,031	
					STS: Boarding Pass Stock (Delta)	2,031	
					STS: Continuous Feed Paper (Delta)	718	
					STS: MAP Cleaning Kits	1,000	
					STS: Continuous Feed Ribbons (Delta)	100	
					STS: EASE Equipment Cleaning Supplies	500	
ARA	771000	20	00	00	Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000		21,400
					ARAA: Printer Replacement	4,700	
					IT Network Management (Cortez)	400	
					ADMIN: Laptop (sbaker)	1,200	
					DEV: Desktop (ryanz)	850	
					IT: Laptop (rholden)	1,800	
					FINANCE: Desktop (ssilver)	850	
					GUEST: Desktop	850	
					MAINT: Desktop (dlajos)	-	
					MAINT: Laptop (rmundy)	1,200	
					CUST: Desktop (Imikkonen)	850	
					CUST: Desktop (leads)	850	
					IT: UPS Batteries	560	
					IT: UPS (10 qty)	1,250	
					ARAA: Adobe X Professional	1,140	
					MARKETING: Digital Slideshow Hardware (Est.) (tkinsey)	2,500	
					MARKETING: Adobe CS5 Suite Upgrade (aburritt)	500	
					MARKETING: Adobe CS5 Suite (tkinsey)	1,900	
					<b>Books, Publications, Subscriptions and Memberships</b>		

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Information Technology**  
**BASIC OPERATING BUDGET**  
**FY 2012-2013**

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	
ARA	780100	20	00	00	Dues & Memberships		1,090	
					ISSA Membership (Cortez)	95		
					NCAA	120		
					AAAE	275		
					AAAE-SEC	300		
					NCLGSA	300		
ARA	780500	20	00	00	Books, Publications, Compact Disks, Videos & Subscriptions		3,400	
					IT: 2013 Policy and Procedures	600		
					Networking Library (CCDA, CEH, BICSI) (Cortez)	1,650		
					IT: General Publications	500		
					IT: Microsoft Technet	650		
<b>TOTAL OPERATING EXPENSES</b>								<b>374,003</b>
<b>SECTION TOTAL</b>								<b>625,966</b>



**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Information Technology**  
**Fiscal Year 2012/2013**  
**Variance Analysis**

Description	FY2012 Budget				FY2012 Estimated Actual				FY2011 Actual			Comments
	FY 2013 Budget	FY 2012 Budget	Increase/Decrease		FY 2012 Actual 4 Months	FY 2012 Estimate	Increase/Decrease		FY 2011 Actual	Increase/Decrease		
			Amount	Percent			Amount	Percent		Amount	Percent	
Salaries	178,633	178,132	501	0.28%	55,958	167,874	10,759	6.41%	163,026	15,607	9.57%	
Salary Adjustment Pool	0	0	0	100%		0	0	100%		0	100%	
Longevity	3,207	2,339	868	37.11%	776	2,328	879	37.76%	1,421	1,786	125.69%	
Unemployment Claims	0	0	0	100%		0	0	100%		0	100%	
Overtime	0	0	0	100%	0	0	0	100%		0	100%	
LEO Special Separation Allowance	0	0	0	100%		0	0	100%		0	100%	
Retiree Health	0	0	0	100%		0	0	100%		0	100%	
Medical Reimbursements	200	200	0	0.00%	0	0	200	100%		200	100%	
Allocated Benefits	0	0	0	100%		0	0	100%		0	100%	
FICA Taxes	14,542	14,096	446	3.16%	4,361	13,083	1,459	11.15%	12,206	2,336	19.14%	
LGERS retirement	12,804	12,579	225	1.79%	4,102	12,306	498	4.05%	10,322	2,482	24.05%	
457 (b) retirement plan	0	0	0	100%		0	0	100%		0	100%	
401k	9,360	9,024	336	3.72%	2,837	8,511	849	9.98%	7,895	1,465	18.56%	
Medical	29,454	26,047	3,407	13.08%	8,659	25,977	3,477	13.38%	23,990	5,464	22.78%	
Dental	1,946	1,910	36	1.88%	633	1,899	47	2.47%	2,117	(171)	-8.08%	
Life Insurance	633	615	18	2.93%	193	579	54	9.33%	789	(156)	-19.77%	
Disability	1,184	1,264	(80)	-6.33%	345	1,035	149	14.40%	1,041	143	13.74%	
Total Benefits	70,123	65,735	4,388	6.68%	21,130	63,390	6,733	10.62%	58,360	11,763	20.16%	
<b>Total Personal Services</b>	<b>251,963</b>	<b>246,206</b>	<b>5,757</b>	<b>2.34%</b>	<b>77,864</b>	<b>233,592</b>	<b>18,371</b>	<b>7.86%</b>	<b>222,807</b>	<b>29,156</b>	<b>13.09%</b>	
Professional Services - General	14,500	18,640	(4,140)	-22.21%	6,022	18,640	(4,140)	-22.21%	13,419	1,081	8.06%	a
Website Maintenance	2,200	2,200	0	0.00%	0	2,200	0	0.00%	2,148	52	2.42%	
Computer Tech. Support	23,600	23,376	224	0.96%	6,077	23,376	224	0.96%	21,954	1,646	7.50%	b
Other Contractual Services	172,239	159,538	12,701	7.96%	44,800	159,538	12,701	7.96%	129,677	42,562	32.82%	c
Travel, Per Diem, Conference Registration	8,950	8,700	250	2.87%	4,315	8,700	250	2.87%	5,751	3,199	55.63%	d
Training & Education	5,390	3,100	2,290	73.87%	600	3,100	2,290	73.87%	175	5,215	2980.00%	e
Telecommunications	62,028	56,138	5,890	10.49%	17,987	56,138	5,890	10.49%	53,655	8,373	15.61%	f
Online Services	0	0	0	100%	0	0	0	100%		0	100%	
Rentals and Leases	12,400	12,400	0	0.00%	4,048	12,400	0	0.00%	12,408	(8)	-0.06%	
General Repairs and Maintenance	14,500	4,840	9,660	199.59%	2,735	4,840	9,660	199.59%	4,239	10,261	242.06%	g
Operating Supplies	32,306	36,015	(3,709)	-10.30%	7,848	36,015	(3,709)	-10.30%	25,526	6,780	26.56%	h
Operating Furniture, Fixtures and Equipment	21,400	48,520	(27,120)	-55.89%	29,927	48,520	(27,120)	-55.89%	11,102	10,298	92.76%	i
Dues & Memberships	1,090	1,145	(55)	-4.80%	140	1,145	(55)	-4.80%	515	575	111.65%	
Books & Publications	3,400	2,800	600	21.43%	295	2,800	600	21.43%	1,944	1,456	74.90%	
<b>Total Services &amp; Mat'ls.</b>	<b>374,003</b>	<b>377,412</b>	<b>(3,409)</b>	<b>-0.90%</b>	<b>124,794</b>	<b>377,412</b>	<b>(3,409)</b>	<b>-0.90%</b>	<b>282,513</b>	<b>91,490</b>	<b>32.38%</b>	
<b>Department Total</b>	<b>625,966</b>	<b>623,618</b>	<b>2,348</b>	<b>0.38%</b>	<b>202,658</b>	<b>611,004</b>	<b>14,962</b>	<b>2.45%</b>	<b>505,320</b>	<b>120,646</b>	<b>23.88%</b>	

Comments:

- a Fingerprinting costs incurred expected to be around \$1500 more than was previously budgeted for FY12.
  - b Increase in MS Dynamics Support
  - c Addition of IET Support, increase in CCTV/Access Control Agreement for additional Cameras and hardware, increase in AirIT EASE Agreement for additional hardware, increase in Com-Net Agreement for additional PA and GIDS in Gates 4-7 equipment and software, Addition of hosted forms software.
  - d One additional conference for Royce (ACI-BIT Vice Chair) + CISSP Bootcamp for completion of Performance Goals and Objectives and continuing education
  - e Addition of Spiceworks University Training for Kellie to effectively manage internal IT work order and inventory system (Spiceworks)
  - f Addition of Phone and Data service to new DPS building, addition of Cable TV service (6 connections) to the Terminal for distribution.
  - g Addition of EASE equipment repair line item, increase FIDS/GIDS/PA and CCTV/Access Control Repair line items (So far in FY12, approx. \$10,500)
  - h Replacement ID Maker Badge Printer.
  - i Addition of ID Badges and Ribbon
- Addition of DPS Building line item of \$15,000 for IT and Network related items, Replace 4 Servers at end of life (\$14,400 would be removed with approval of Virtualization Capital Project), Addition of Desktop printer replacement (17 printers)

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Marketing & Public Relations**  
**BASIC OPERATING BUDGET**  
**FY 2012-2013**

Fund            ARA  
Department    Marketing & Public Relations  
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	Salaries	128,326	128,326
ARA	500016	30	00	00	Longevity	897	897
<u>Benefits:</u>							
ARA	500017	30	00	00	Medical Reimbursements	200	52,062
ARA	500050	30	00	00	FICA Taxes	10,389	
ARA	500070	30	00	00	LGERS retirement	9,102	
ARA	500080	30	00	00	401k	6,654	
ARA	500160	30	00	00	Medical	23,062	
ARA	500260	30	00	00	Dental	1,320	
ARA	500360	30	00	00	Life Insurance	443	
ARA	500460	30	00	00	Disability	892	
<b>TOTAL PERSONNEL SERVICES</b>							<b>181,285</b>
<b>OPERATING EXPENSES</b>							
<b>Professional Services</b>							
ARA	604000	30	00	00	Professional Services - General		22,000
					Air service development consulting	22,000	
ARA	604016	30	00	00	Artwork and Creative Production		26,000
					Ad production (tv, radio, print, digital, other)	16,000	
					Media planning/negotiation service	10,000	
ARA	604017	30	00	00	Surveys, Reports & Data		4,800
					Internal marketing surveys - process, supplies, incentives	1,500	
					SwiftTrip - fare analysis data	3,300	
ARA	641000	30	00	00	Temporary Help		500
					Holiday help; trees; etc.	500	
<b>Travel and Training</b>							
ARA	650000	30	00	00	Travel, Per Diem, Conference Registration		13,200
					ACI Marketing & Jumpstart Conf June 2013 - Tina	2,200	
					ACI Marketing Conf - Amy	1,400	
					Airline meeting travel expenses	4,000	
					Roundtables - Sabre, Seabury, Ailevon, etc.	2,000	
					Local travel - Tina	3,600	
ARA	651000	30	00	00	Training & Education		1,500
					Professional development courses	500	
					Roundtable fees (educational seminars)	1,000	
<b>General Repairs and Maintenance</b>							
ARA	710000	30	00	00	General Repairs and Maintenance		200
					Piano tuning	200	
<b>Printing &amp; Binding</b>							
ARA	730000	30	00	00	Printing & Binding		4,000
					Miscellaneous projects - brochures, folders, posters	2,500	
					Terminal ads	1,500	
ARA	730001	30	00	00	Banners		3,500



**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Marketing & Public Relations**  
**BASIC OPERATING BUDGET**  
**FY 2012-2013**

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

Account Code		Description				Item	Summary
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount
					Updated banners	500	
					Parking lot banners	3,000	
					<b>Promotional Activities</b>		
ARA	740005	30	00	00	Radio		16,000
					Misc. radio	16,000	
ARA	740010	30	00	00	Billboards		36,200
					Billboard leases (outdoor, cinema screens, etc.)	32,000	
					Production costs	4,200	
ARA	740015	30	00	00	Print		13,100
					AVL - CVB Asheville Magazine - Journal Communications	2,100	
					Magazine ads (WNC, Our State, others)	5,500	
					Misc. opportunities	5,500	
ARA	740020	30	00	00	TV		69,000
					WLOS - spring and fall ad flights	27,000	
					Other tv - WSPA, WYFF, FOX or WLOS prime	27,000	
					Charter cable	15,000	
ARA	740030	30	00	00	Telephone Book		1,792
					Yellow Book	942	
					Bell South	850	
ARA	740040	30	00	00	Web Advertising		48,000
					Per click & display advertising	44,000	
					Social media advertising / contesting	4,000	
ARA	740050	30	00	00	Air Service Development		3,000
					Miscellaneous	3,000	
ARA	740100	30	00	00	Other Promotional Events/Sponsorships		13,000
					Flyaways	7,000	
					Corp traveler loyalty program	6,000	
ARA	740101	30	00	00	Community Events/Exhibits/Sponsorships		53,300
					Community sponsorships (misc - large and small)	8,000	
					Land of Sky sponsorship	3,500	
					Annual event - Runway 5K	25,000	
					Business dev functions/events	1,000	
					Henderson Chamber sponsorships	3,600	
					Asheville Chamber sponsorships	5,000	
					Misc chamber opportunities	2,000	
					SoCon sponsorship	5,000	
					Camp director meeting - breakfast	200	
ARA	740115	30	00	00	Employee/Tenant Appreciation		1,700
					Tenant lunch	1,700	
					<b>Operating Supplies</b>		
ARA	770301	30	00	00	Art Program Supplies		1,500
					Supplies, promotional materials, food	1,500	
ARA	770305	30	00	00	Promotional Items		12,000
					Small items/large quantities	3,000	

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Marketing & Public Relations**  
**BASIC OPERATING BUDGET**  
**FY 2012-2013**

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

Account Code		Description				Item	Summary
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount
					Land of Sky promo item	1,500	
					Apparel - promotional	3,000	
					Apparel - staff	1,500	
					Large items / small quantities	3,000	
ARA	770310	30	00	00	Holiday Decorations		1,250
					Wreaths, mobiles, lights	600	
					Risers for music program	650	
ARA	771000	30	00	00	Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000		300
					Shelf for storage room	300	
					<b>Books, Publications, Subscriptions and Memberships</b>		
ARA	780100	30	00	00	Dues & Memberships		5,170
					Asheville Chamber	675	
					Haywood Chamber	415	
					Hendersonville Chamber	475	
					Jackson Chamber	210	
					Madison Chamber	300	
					McDowell Chamber	200	
					Mitchell County Chamber	350	
					Polk Chamber	375	
					Rutherford Chamber	250	
					Transylvania/Brevard Chamber	375	
					Yancey Chamber	280	
					Blue Ridge Mountain Host	600	
					AAAE	275	
					ACI	140	
					SEC AAAE	40	
					Social media plug in service	210	
ARA	780500	30	00	00	Books, Publications, Compact Disks, Videos & Subscriptions		915
					Photos - royalty free	300	
					Graphic design magazine	140	
					Citizen-Times subscription	250	
					Times-News subscription	225	
<b>TOTAL OPERATING EXPENSES</b>							<b>351,927</b>
<b>SECTION TOTAL</b>							<b>533,212</b>



**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Marketing & Public Relations**  
**Fiscal Year 2012/2013**  
**Variance Analysis**

Acct #	Description	FY 2013 Budget	FY2012 Budget		FY2012 Estimated Actual				FY2011 Actual			Comments	
			FY 2012 Budget	Increase/Decrease Amount	Increase/Decrease Percent	FY 2012 4 Months	FY 2012 Estimate	Increase/Decrease Amount	Increase/Decrease Percent	FY 2011 Actual	Increase/Decrease Amount		Increase/Decrease Percent
500000	Salaries	128,326	127,812	514	0.40%	40,946	127,812	514	0.40%	114,026	14,300	12.54%	
500016	Longevity	897	871	26	2.99%	860	860	37	4.30%		897	100%	
500020	Overtime	0		0	100%	0	0	0	100%	135	(135)	-100.00%	
500017	Medical Reimbursements	200	200	0	0.00%	0	200	0	0.00%	200	0	0.00%	
500050	FICA Taxes	10,389	10,030	359	3.58%	3,192	10,030	359	3.58%	8,394	1,995	23.77%	
500070	LGERS retirement	9,102	8,969	133	1.48%	2,957	8,969	133	1.48%	7,111	1,991	28.00%	
500080	401k	6,654	6,434	220	3.42%	2,090	6,434	220	3.42%	5,446	1,208	22.18%	
500160	Medical	23,062	20,488	2,574	12.56%	6,806	20,418	2,644	12.95%	16,877	6,185	36.65%	
500260	Dental	1,320	1,290	30	2.33%	427	1,281	39	3.04%	1,235	85	6.88%	
500360	Life Insurance	443	431	12	2.78%	137	431	12	2.78%	538	(95)	-17.66%	
500460	Disability	892	952	(60)	-6.30%	247	841	51	6.06%	722	170	23.55%	
	Total Benefits	52,062	48,794	3,268	6.70%	15,856	48,604	3,458	7.11%	40,523	11,539	28.48%	
	<b>Total Personal Services</b>	<b>181,285</b>	<b>177,477</b>	<b>3,808</b>	<b>2.15%</b>	<b>57,662</b>	<b>177,276</b>	<b>4,009</b>	<b>2.26%</b>	<b>154,684</b>	<b>26,601</b>	<b>17.20%</b>	
604000	Professional Services - General	22,000		22,000	100%		0	22,000	100%		22,000	100%	
604016	Artwork and Creative Production	26,000	16,000	10,000	62.50%	459	16,000	10,000	62.50%	19,112	6,888	36.04%	(a)
604017	Surveys, Reports & Data	4,800	10,500	(5,700)	-54.29%	2,045	13,800	(9,000)	-65.22%	33,815	(29,015)	-85.81%	(b)
641000	Temporary Help	500	500	0	0.00%	0	250	250	100.00%	244	256	104.92%	
650000	Travel, Per Diem, Conference Registration	13,200	13,100	100	0.76%	3,143	13,100	100	0.76%	8,164	5,036	61.69%	(c)
651000	Training & Education	1,500	1,500	0	0.00%	599	2,000	(500)	-25.00%	1,326	174	13.12%	
710000	General Repairs and Maintenance	200	200	0	0.00%	0	0	200	100%	90	110	122.22%	
730000	Printing & Binding	4,000	6,000	(2,000)	-33.33%	1,804	6,000	(2,000)	-33.33%	2,995	1,005	33.56%	
730001	Banners	3,500	500	3,000	600.00%	313	500	3,000	600.00%	0	3,500	100%	
740005	Radio	16,000	48,000	(32,000)	-66.67%	13,400	48,000	(32,000)	-66.67%	51,537	(35,537)	-68.95%	(d)
740010	Billboards	36,200	36,750	(550)	-1.50%	8,750	36,750	(550)	-1.50%	36,699	(499)	-1.36%	
740015	Print	13,100	14,200	(1,100)	-7.75%	3,520	14,200	(1,100)	-7.75%	20,201	(7,101)	-35.15%	
740020	TV	69,000	57,400	11,600	20.21%	13,051	57,400	11,600	20.21%	37,619	31,381	83.42%	(d)
740030	Telephone Book	1,792	1,613	179	11.10%	344	1,700	92	5.41%	1,088	704	64.71%	
740040	Web Advertising	48,000	27,500	20,500	74.55%	14,936	27,500	20,500	74.55%	17,818	30,182	169.39%	(d)
740050	Air Service Development	3,000	0	3,000	100%	0	0	3,000	100%	0	3,000	100%	(e)
740100	Promotional Events/Sponsorships	13,000	9,000	4,000	44.44%	2,738	9,000	4,000	44.44%	5,871	7,129	121.43%	(f)
740101	Other Community Events/Exhibits/Sponsorships	53,300	56,100	(2,800)	-4.99%	29,243	45,100	8,200	18.18%	23,518	29,782	126.63%	(g)
740115	Employee/Tenant Appreciation	1,700	2,000	(300)	-15.00%	0	2,000	(300)	-15.00%	4,151	(2,451)	-59.05%	
770301	Art Program	1,500	3,000	(1,500)	-50.00%	310	3,000	(1,500)	-50.00%	371	1,129	304.31%	
770305	Promotional Items	12,000	13,000	(1,000)	-7.69%	6,347	13,000	(1,000)	-7.69%	13,678	(1,678)	-12.27%	
770310	Holiday Decorations	1,250	600	650	108.33%	0	0	1,250	100%	541	709	131.05%	(h)
771000	Operating Furniture, Fixtures and Equipment	300		300	100%	0	0	300	100%	1,314	(1,014)	-77.17%	
780100	Dues & Memberships	5,170	5,050	120	2.38%	600	5,000	170	3.40%	4,242	928	21.88%	
780500	Books & Publications	915	1,000	(85)	-8.50%	217	1,000	(85)	-8.50%	876	39	4.45%	
	<b>Total Services &amp; Mat'ls.</b>	<b>351,927</b>	<b>323,513</b>	<b>28,414</b>	<b>8.78%</b>	<b>101,819</b>	<b>315,300</b>	<b>36,627</b>	<b>11.62%</b>	<b>285,270</b>	<b>66,657</b>	<b>23.37%</b>	(i)
	<b>Department Total</b>	<b>533,212</b>	<b>500,990</b>	<b>32,222</b>	<b>6.43%</b>	<b>159,481</b>	<b>492,576</b>	<b>40,636</b>	<b>8.25%</b>	<b>439,954</b>	<b>93,258</b>	<b>21.20%</b>	

**Comments:**

- (a) Budget plans an increase in tv - need budget to create ads. Also - included here are funds to contract for media planning service to increase targeted reach/frequency using fewer advertising dollars
- (b) Surveys/Mkt research includes new \$3,300 for SwiftTrip Fare Analyzer service formerly in IT budget
- (c) Additional travel dollars included for air service development trips to coincide with air service master plan - HQ visits to each carrier each year

Acct #	Description	FY 2013 Budget	FY2012 Budget		FY2012 Estimated Actual				FY2011 Actual			Comments	
			FY 2012 Budget	Increase/Decrease		FY 2012 4 Months	FY 2012 Estimate	Increase/Decrease		FY 2011 Actual	Increase/Decrease		
				Amount	Percent			Amount	Percent		Amount		Percent

- (d) To avoid a drastic increase in expense due to new priorities in budget, a decline in radio expense is planned; increase in web & tv - based upon research re: media use by air travelers
- (e) Air service development new route consulting added to budget - could remain in Airport Director's budget
- (f) Promotional events/sponsorships - frequent traveler program added (has been on strategic plan) - based upon costs incurred by GPT, a similar sized airport
- (g) Community events/sponsorships expenses include a targeted increase in Runway 5K participants (incremental cost increase - revenue will zero-balance) - compared to actual expense in FY12; SoCon & 5x5 sponsorships
- (h) Holiday decorations - budgeting for décor that will be used next year / with existing trees, wreaths AND rental of risers for a reinstated holiday music program
- (i) **If this budget was developed without expenses not normally seen in the MPR budget:** the addition of SwiftTrip, air service development, traveler loyalty program, SoCon and an increase in 5K budget (revenue will offset) - the budget expense total would be favorable to FY12 budget; comparable to FY12 Actual *due mainly to the drastic decrease in radio advertising expense.*

**Additional expenses new to FY13 budget**

SwiftTrip	\$3,300		
ASD	\$25,000		
ASD Travel	\$5,000		<i>FY12 Actual</i>
Loyalty Program	\$6,000	<i>FY12 Var</i>	<i>Est Variance</i>
	<b>\$39,300</b>	\$33,114.00	\$41,327.00



**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Operations**  
**BASIC OPERATING BUDGET**  
**FY 2012-2013**

Fund            ARA  
Department    Operations  
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	Salaries	813,726	813,726
ARA	500016	40	00	00	Longevity	14,863	14,863
ARA	500020	40	00	00	Overtime	25,000	25,000
<u>Benefits:</u>							
ARA	500017	40	00	00	Medical Reimbursements	400	441,145
ARA	500050	40	00	00	FICA Taxes	67,636	
ARA	500070	40	00	00	LGERS retirement	60,056	
ARA	500080	40	00	00	401k	43,900	
ARA	500160	40	00	00	Medical	245,171	
ARA	500260	40	00	00	Dental	14,125	
ARA	500360	40	00	00	Life Insurance	3,661	
ARA	500460	40	00	00	Disability	6,196	
<b>TOTAL PERSONNEL SERVICES</b>							<b>1,294,734</b>
<b>OPERATING EXPENSES</b>							
<b>Professional Services</b>							
ARA	641000	40	00	00	Temporary Help		30,000
					Temporary Help	30,000	
<b>Contractual Services</b>							
ARA	645000	40	00	00	Landscaping		11,000
					RAC Contract	11,000	
ARA	646500	40	00	00	Parking Management Contract		393,305
					Payroll, Benefits & Operating Expenses	331,916	
					Management Fee	61,389	
ARA	647000	40	00	00	Other Contractual Services		81,164
					Automatic Door Contract	6,793	
					Uniform Cleaning & Mats (Maintenance & Janitorial)	20,128	
					Loading Bridge Maintenance Contract	3,500	
					Load Bank Generator Test	3,000	
					Chiller Service Agreement	2,000	
					NCDOL Inspections	700	
					Fire Sprinkler Inspections/Backflow/Halation	3,640	
					Waste Removal & Recycling	13,913	
					RAC Waste Removal and Recycling	4,690	
					Pest Control	1,800	
					RAC Pest Control	500	
					Wildlife Program	10,000	
					Annual Continuous Runway Friction Testing	3,000	
					Water Sample Testing	2,500	
					Lobby Plants	5,000	
ARA	700100	40	00	00	Elevator Maintenance Contract		41,100
					Elevator Maintenance Contract	4,100	
					Elevator Controls Upgrade	37,000	

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

**Operations**

**BASIC OPERATING BUDGET  
FY 2012-2013**

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

<b>Account Code</b>		<b>Description</b>				<b>Item</b>	<b>Summary</b>
Fund	Acct.	Sec.	C.C.	Source	Amount	Amount	
ARA	700200	40	00	00	Fire Alarm Systems Contract		15,100
					Fire Alarm Systems-Infinity & Monitoring fees	1,000	
					Fire Alarm Systems-Simplex	11,000	
					RAC Fire Alarm System Monitoring/Maintenance	3,100	
<b>Travel and Training</b>							
ARA	650000	40	00	00	Travel, Per Diem, Conference Registration		18,400
					SEC Annual Conference	1,600	
					NCAA Conference	1,000	
					AGTA/IPI/NC/SC/GA Conferences (2)	3,000	
					Maintenance Seminar	1,000	
					Annual Snow Symposium (2)	3,500	
					FAA Annual Cert. Conference/Operations School (2)	2,000	
					NCAA Board travel	1,400	
					Safety Conferences	2,500	
					Local Travel	2,400	
ARA	651000	40	00	00	Training & Education		6,750
					Professional Development	1,250	
					Safety Programs	3,000	
					Wildlife Tech Course	2,000	
					Administrative Training	500	
<b>Utility Services</b>							
ARA	681000	40	00	00	Electricity TA8918 Terminal 208		147,851
					61 Terminal Dr (727 171 5729)	147,851	
ARA	681500	40	00	00	Electricity TH4698 Old Restaurant Office & Storage areas		21,688
					61 Terminal Dr (183 474 0183)	6,688	
					Airside Restaurant and Freezer	15,000	
ARA	682500	40	00	00	Electricity TD0460 DPS Bldg		11,050
					43 Terminal Drive (	11,050	
ARA	683000	40	00	00	Electricity TF6197 Maint Bldgs		13,667
					15 Aviation Way (590 232 5728)	13,667	
ARA	683500	40	00	00	Electricity W10456 Vgate-8AW		286
					21 Aviation Way (798 342 2663)	286	
ARA	684000	40	00	00	Electricity S93746 GA Sewer Lift		509
					1 Aviation Way (153 235 5813)	509	
ARA	685600	40	00	00	Electricity TF3027 480V TAFRDP		124,847
					61 Terminal Dr (447 711 2884)	124,847	
ARA	686000	40	00	00	Electricity YK5320 Cargo Bldg		1,647
					41 Terminal Dr (527 340 0993)	1,647	
ARA	687000	40	00	00	Electricity W12777 ODLGriffen		-
					21 Aviation Way (465 604 2167) WNC Lease	-	
ARA	688500	40	60	00	Electricity RAC CAM S83383		14,122
					65 Rental Car Dr (319 694 7927)	14,122	
ARA	689000	40	00	00	Electricity TH6583 WBW StLight		5,475
					Wright Brothers Way (317 794 7458)	5,475	
ARA	689100	40	00	00	Electricity VF0723 Pinner Rd Rental House		480
					(129 615 7405)	480	



**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT**

**Operations**

**BASIC OPERATING BUDGET**

**FY 2012-2013**

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

<b>Account Code</b>		<b>Description</b>				<b>Item</b>	<b>Summary</b>
Fund	Acct.	Sec.	C.C.	Source	Amount	Amount	
ARA	689200	40	00	00	Electricity YT5631 LowerOverflow (606 016 2549)	1,535	1,535
ARA	689300	40	00	00	Electricity SA3067 Lav Cart Dump Station (086 102 1566)	677	677
ARA	690000	40	00	00	Nat Gas 635822 Terminal 61 Terminal Dr (3-1981-0349-9500)	33,505	33,505
ARA	691500	40	00	00	Nat Gas 568135 Operations Office Bldg A (East) 15 Aviation Way (2-2100-7146-7120)	11,772	11,772
ARA	692000	40	00	00	Nat Gas 446155 Main Bldg B (West) 15 Aviation Way (8-1981-0349-9521)	5,530	5,530
ARA	692500	40	00	00	Nat Gas 384909 DPS Bldg 43 Terminal Dr (2-1981-0440-0092)	5,890	5,890
ARA	693000	40	00	00	Nat Gas 250049 CAP Bldg 21 Aviation Way (1-1981-0349-9513) WNC Lease	-	-
ARA	695000	40	00	00	Water 70185431/70185433 Term 61 Terminal Dr (2111887-1140018)	29,970	29,970
ARA	695500	40	00	00	Water 47313873 Maint Bldg A E 15 Aviation Way (2111879-1339978)	-	-
ARA	696000	40	00	00	Water 37667083 Public Saf Bldg 43 Terminal Dr (2111883-1139998)	645	645
ARA	696500	40	00	00	Water 83562624 Air Cargo Bldg 41 Terminal Dr (2111885-1140008)	186	186
ARA	697000	40	00	00	Water 43119699 ODL Griffen Bldg 21 Aviation Way (2111877-1139968) WNC Lease	-	-
ARA	697500	40	00	00	Water 70162311 New Maint Bldg (East) 15 Aviation Way (2111887-1580708)	2,867	2,867
ARA	698000	40	60	00	Water 70182576/70182577 RAC 65 Rental Car Dr (2293169-1587918)	18,000	18,000
ARA	698500	40	00	00	Water 1013844 Toll Plaza Office 70 Terminal Dr	1,310	1,310
<b>General Repairs and Maintenance</b>							
ARA	710100	40	00	00	Terminal, Buildings and Grounds		252,500
					Terminal, Building & Grounds General Repairs	18,000	
					Door Hardware	10,000	
					Forbo Replacement	10,000	
					Terminal & Grounds Lighting Fixtures and bulbs	12,000	
					Baggage Belts	15,000	
					Equipment Rental	5,000	
					Painting FAA Offices and Stairwell	20,000	
					Remove TSA Storefront, drywall, paint, & install Carpet	7,000	
					Roofing/RAMP	10,000	
					Gate area 4-7 HVAC Test & Balance	8,500	
					HVAC Repairs	10,000	
					Signs	6,000	

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Operations**  
**BASIC OPERATING BUDGET**  
**FY 2012-2013**

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

<b>Account Code</b>		<b>Description</b>				<b>Item</b>	<b>Summary</b>
Fund	Acct.	Sec.	C.C.	Source	Amount	Amount	
					SCAN System Repairs	5,000	
					Lime, Fertilizer, Mulch & Plants	10,000	
					Loading Bridges, RBR's, PC Air/GPU's	19,000	
					RAC Light Poles, Fencing, Backflow/Fire Line & Building	11,000	
					Light Poles, Fencing.	15,000	
					Crosswalk Sealing (2)	11,000	
					Sewer Cleanout & Repair	10,000	
					Second Floor Carpet Replacement	20,000	
					Second Floor Restroom Remodel	5,000	
					Rental Homes, Advantage West, DPS, CAP, & WNC Building	15,000	
ARA	710200	40	00	00	<b>Vehicles and Heavy Equipment</b>		48,000
					Airfield Vehicles & Heavy Equipment	40,000	
					Landside Vehicles & Heavy Equipment	8,000	
ARA	710300	40	00	00	<b>Airport and Airfield Equipment</b>		15,000
					Airfield Lighting, Runway Painting, & Electrical Vault	15,000	
					<b>Printing &amp; Binding</b>		
ARA	730000	40	00	00	<b>Printing &amp; Binding</b>		1,700
					Printing & Binding	1,700	
					<b>Promotional Activities</b>		
ARA	740115	40	00	00	<b>Employee/Tenant Appreciation</b>		1,500
					Employee/Conference Hosting/Snow Team Food	1,500	
					<b>Operating Supplies</b>		
ARA	770100	40	00	00	<b>Vehicle Fuel</b>		48,000
					Vehicle Fuel	48,000	
ARA	770200	40	00	00	<b>Shop Supplies</b>		5,150
					Shop Supplies	5,150	
ARA	770300	40	00	00	<b>Operating Supplies</b>		5,000
					Operating Supplies	5,000	
ARA	770400	40	00	00	<b>Chemicals &amp; Safety</b>		124,012
					Chemicals & Safety	4,012	
					De-icing Chemicals	120,000	
ARA	770500	40	00	00	<b>Small Tools and Equipment</b>		10,000
					Small Tools & Equipment	10,000	
ARA	770600	40	00	00	<b>Custodial Supplies</b>		14,000
					Soap/Mop Heads/Cleaning Supplies	14,000	
ARA	770650	40	00	00	<b>Custodial Consumables</b>		35,000

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Operations**  
**BASIC OPERATING BUDGET**  
**FY 2012-2013**

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

Account Code		Description				Item	Summary
Fund	Acct.	Sec.	C.C.	Source	Amount	Amount	
					Paper Towels/Toilet Paper	35,000	
ARA	771000	40	00	00	Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000		1,000
						1,000	
ARA	771500	40	00	00	Uniforms		4,600
					Employee Shoe Allowance	2,000	
					Winter Weather Gear	2,000	
					Prescription Safety Glasses	600	
					<b>Books, Publications, Subscriptions and Memberships</b>		
ARA	780100	40	00	00	Dues & Memberships		1,490
					AAAE-3	825	
					AGTA-2	400	
					SEC-3	105	
					NCAA Annual Dues (4)	160	
ARA	780500	40	00	00	Books, Publications, Compact Disks, Videos & Subscriptions		750
						750	
ARA	780503	40	00	00	Licenses & Certifications		2,160
					CDL Licenses	2,000	
					NC Fire Sprinkler Licenses	160	
<b>TOTAL OPERATING EXPENSES</b>							<b>1,620,190</b>
<b>SECTION TOTAL</b>							<b>2,914,924</b>



**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Operations**  
**Fiscal Year 2012/2013**  
**Variance Analysis**

Acct #	Description	FY2012 Budget				FY2012 Estimated Actual				FY2011 Actual			Comments
		FY 2013 Budget	FY 2012 Budget	Increase/Decrease		FY 2012 Estimate	FY 2012 Estimate	Increase/Decrease		FY 2011 Actual	Increase/Decrease		
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	813,726	824,087	(10,361)	-1.26%	264,537	808,839	4,887	0.60%	731,928	81,798	11.18%	
500016	Longevity	14,863	12,843	2,020	15.73%	3,389	12,843	2,020	15.73%	10,669	4,194	39.31%	
500020	Overtime	25,000	21,619	3,381	15.64%	5,860	21,600	3,400	15.74%	37,933	(12,933)	-34.09%	Snow Removal
500017	Medical Reimbursements	400	400	0	0.00%	0	400	0	0.00%	400	0	0.00%	
500050	FICA Taxes	67,636	66,194	1,442	2.18%	20,530	66,194	1,442	2.18%	58,176	9,460	16.26%	
500070	LGERS retirement	60,056	59,841	215	0.36%	19,096	59,841	215	0.36%	49,766	10,290	20.68%	
500080	401k	43,900	42,927	973	2.27%	13,648	42,927	973	2.27%	38,300	5,600	14.62%	
500160	Medical	245,171	225,806	19,365	8.58%	68,059	225,806	19,365	8.58%	190,151	55,020	28.93%	
500260	Dental	14,125	14,435	(310)	-2.15%	4,357	14,435	(310)	-2.15%	14,485	(360)	-2.49%	
500360	Life Insurance	3,661	3,590	71	1.98%	1,096	3,590	71	1.98%	4,876	(1,215)	-24.92%	
500460	Disability	6,196	6,613	(417)	-6.31%	1,741	6,613	(417)	-6.31%	5,558	638	11.48%	
	Total Benefits	441,145	419,806	21,339	5.08%	128,527	419,806	21,339	5.08%	361,712	79,433	21.96%	
	<b>Total Personal Services</b>	<b>1,294,734</b>	<b>1,278,355</b>	<b>16,379</b>	<b>1.28%</b>	<b>402,313</b>	<b>1,263,088</b>	<b>31,646</b>	<b>2.51%</b>	<b>1,142,242</b>	<b>152,492</b>	<b>13.35%</b>	
604020	Physicals and Drug Screens	0	1,000	(1,000)	-100.00%	0	1,000	(1,000)	-100.00%	184	(184)	-100.00%	
641000	Temporary Help	30,000	20,000	10,000	50.00%	13,416	40,248	(10,248)	-25.46%	23,320	6,680	28.64%	Snow Removal
645000	Landscaping	11,000	13,000	(2,000)	-15.38%	3,200	13,000	(2,000)	-15.38%	9,600	1,400	14.58%	
646500	Parking Management Contract	393,305	383,046	10,259	2.68%	119,994	383,000	10,305	2.69%	338,751	54,554	16.10%	
647000	Other Contractual Services	81,164	99,454	(18,290)	-18.39%	21,904	99,454	(18,290)	-18.39%	60,176	20,988	34.88%	Loading Bridge Contract
700100	Elevator Maintenance Contract	41,100	3,600	37,500	1041.67%	1,298	3,894	37,206	955.47%	3,756	37,344	994.25%	New Controls
700200	Fire Alarm Systems Contract	15,100	14,832	268	1.81%	2,924	14,832	268	1.81%	9,381	5,719	60.96%	
650000	Travel, Per Diem, Conference Registration	18,400	19,400	(1,000)	-5.15%	1,593	19,400	(1,000)	-5.15%	10,577	7,823	73.96%	Moved Safety training
651000	Training & Education	6,750	21,750	(15,000)	-68.97%	2,942	8,826	(2,076)	-23.52%	299	6,451	2157.53%	Removed SMS
681000	Electricity TA8918 Terminal 208	147,851	167,618	(19,767)	-11.79%	50,210	146,000	1,851	1.27%	148,841	(990)	-0.67%	Meter Change
681500	Electricity TH4698 Restaurant	21,688	20,000	1,688	8.44%	1,629	12,000	9,688	80.73%	8,873	12,815	144.43%	
682500	Electricity TD0460 DPS Bldg	11,050	11,124	(74)	-0.67%	3,621	11,124	(74)	-0.67%	10,936	114	1.04%	
683000	Electricity TF6197 Maint Bldg	13,667	12,208	1,459	11.95%	4,617	13,000	667	5.13%	12,498	1,169	9.35%	
683500	Electricity W10456 Vgate-8AW	286	275	11	4.00%	85	275	11	4.00%	273	13	4.76%	
684000	Electricity S93746 GA Sewer Lift	509	776	(267)	-34.41%	147	776	(267)	-34.41%	502	7	1.39%	
685600	Electricity TF3027 480V TAFRDP	124,847	97,990	26,857	27.41%	41,600	115,000	9,847	8.56%	100,387	24,460	24.37%	Meter Change
686000	Electricity YK5320 Cargo Bldg	1,647	3,948	(2,301)	-58.28%	256	3,948	(2,301)	-58.28%	1,515	132	8.71%	
687000	Electricity W12777 ODLGriffin	0	0	0	100%	0	0	0	100%	0	0	100%	
688500	Electricity RAC CAM S83383	14,122	15,818	(1,696)	-10.72%	4,262	15,000	(878)	-5.85%	13,336	786	5.89%	
689000	Electricity TH6583 WBW St Light	5,475	6,000	(525)	-8.75%	1,624	5,400	75	1.39%	5,135	340	6.62%	
689100	Electricity VF0723 Pinner Rd RH	480	480	0	100%	79	500	(20)	-4.00%	754	(274)	-36.34%	
689200	Electricity YT5631 Lower Overflow	1,535	1,848	(313)	-16.94%	658	1,500	35	2.33%	1,260	275	21.83%	
689300	Electricity SA3067 Lav Cart	677	677	0	100%	199	650	27	4.15%	121	556	459.50%	
690000	Natural Gas 635822 Terminal	33,505	55,000	(21,495)	-39.08%	3,805	45,000	(11,495)	-25.54%	31,087	2,418	7.78%	
691500	Natural Gas 568135 Operations	11,772	12,894	(1,122)	-8.70%	704	11,500	272	2.37%	10,925	847	7.75%	
692000	Natural Gas 446155 Main Bldg A West	5,530	6,928	(1,398)	-20.18%	236	5,500	30	0.55%	5,201	329	6.33%	
692500	Natural Gas 384909 DPS Bldg	5,890	4,417	1,473	33.35%	695	5,500	390	7.09%	5,192	698	13.44%	
693000	Natural Gas 250049 CAP Bldg	0	0	0	100%	0	0	0	100%	0	0	100%	
695000	Water 70185431/70185433 Term	29,970	29,362	608	2.07%	5,224	28,000	1,970	7.04%	30,111	(141)	-0.47%	
695500	Water 47313873 Maint Bldg A E	0	878	(878)	-100.00%	0	0	0	100%	0	0	100%	
696000	Water 37667083 Public Saf Bldg	645	3,400	(2,755)	-81.03%	217	640	5	0.78%	604	41	6.79%	
696500	Water 83562624 Air Cargo Bldg	186	750	(564)	-75.20%	42	180	6	3.33%	752	(566)	-75.27%	Decrease Usage
697000	Water 43119699 ODL Griffin Bldg	0	0	0	100%	0	0	0	100%	0	0	100%	
697500	Water 70162311 New Maint Bldg	2,867	2,575	292	11.34%	933	2,799	68	2.43%	2,656	211	7.94%	
698000	Water 70182576/70182577 RAC	18,000	15,000	3,000	20.00%	8,145	27,000	(9,000)	-33.33%	19,661	(1,661)	-8.45%	Water Leaks
698500	Water 1013844 Toll Plaza Office	1,310	1,236	74	5.99%	0	1,236	74	5.99%	0	1,310	100%	
710100	Terminal, Buildings and Grounds	252,500	191,000	61,500	32.20%	40,636	191,000	61,500	32.20%	177,713	74,787	42.08%	
710200	Vehicles and Heavy Equipment	48,000	55,000	(7,000)	-12.73%	15,283	54,000	(6,000)	-11.11%	52,616	(4,616)	-8.77%	
710300	Airport and Airfield Equipment	15,000	84,500	(69,500)	-82.25%	8,967	58,000	(43,000)	-74.14%	35,776	(20,776)	-58.07%	FY12 incl Runway Rejuvenation
730000	Printing & Binding	1,700	1,700	0	0.00%	201	1,700	0	0.00%	2,552	(852)	-33.39%	
740115	Employee/Tenant Appreciation	1,500	1,200	300	25.00%	75	1,200	300	25.00%	724	776	107.18%	
770100	Vehicle Fuel	48,000	44,000	4,000	9.09%	13,387	47,000	1,000	2.13%	40,248	7,752	19.26%	Fuel Increases
770200	Shop Supplies	5,150	5,150	0	0.00%	420	5,150	0	0.00%	2,528	2,622	103.72%	
770300	Operating Supplies	5,000	35,000	(30,000)	-85.71%	1,661	35,000	(30,000)	-85.71%	16,831	(11,831)	-70.29%	
770400	Chemicals & Safety	124,012	4,012	120,000	2991.03%	283	4,012	120,000	2991.03%	4,322	119,690	2769.32%	New Airfield EPA Chemical



Acct #	Description	FY2012 Budget				FY2012 Estimated Actual				FY2011 Actual			Comments
		FY 2013 Budget	FY 2012 Budget	Increase/Decrease		FY 2012 4 Months	FY 2012 Estimate	Increase/Decrease		FY 2011 Actual	Increase/Decrease		
				Amount	Percent			Amount	Percent		Amount	Percent	
770500	Small Tools and Equipment	10,000	10,000	0	0.00%	2,505	10,000	0	0.00%	9,580	420	4.38%	
770600	Custodial Supplies	14,000	14,000	0	0.00%	6,590	13,900	100	0.72%	6,674	7,326	109.77%	
770650	Custodial Consumables	35,000	35,000	0	0.00%	10,766	35,000	0	0.00%	35,229	(229)	-0.65%	
771000	Operating Furniture, Fixtures and Equipment	1,000	1,600	(600)	-37.50%	126	1,600	(600)	-37.50%		1,000	100%	
771500	Uniforms	4,600	4,400	200	4.55%	317	4,400	200	4.55%	422	4,178	990.05%	
780100	Dues & Memberships	1,490	2,090	(600)	-28.71%	175	2,090	(600)	-28.71%	1,065	425	39.91%	
780500	Books & Publications	750	1,030	(280)	-27.18%	48	1,030	(280)	-27.18%		750	100%	
780503	Licenses & Certifications	2,160	660	1,500	227.27%	0	660	1,500	227.27%		2,160	100%	
	<b>Total Services &amp; Mat'ls.</b>	<b>1,620,190</b>	<b>1,536,469</b>	<b>83,721</b>	<b>5.45%</b>	<b>397,699</b>	<b>1,501,924</b>	<b>118,266</b>	<b>7.87%</b>	<b>1,252,944</b>	<b>367,246</b>	<b>29.31%</b>	
	<b>Department Total</b>	<b>2,914,924</b>	<b>2,814,824</b>	<b>100,100</b>	<b>3.56%</b>	<b>800,012</b>	<b>2,765,012</b>	<b>149,912</b>	<b>5.42%</b>	<b>2,395,186</b>	<b>519,738</b>	<b>21.70%</b>	

Comments:

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Public Safety**  
**BASIC OPERATING BUDGET**  
**FY 2012-2013**

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

Account Code		Description				Item	Summary
Fund	Acct.	Sec.	C.C.	Source	Amount	Amount	

**PERSONNEL SERVICES**

ARA	500000	50	00	00	Salaries	797,802	797,802
ARA	500016	50	00	00	Longevity	14,360	14,360
ARA	500020	50	00	00	Overtime	35,000	35,000
ARA	500090	50	00	00	LEO Special Separation Allowance	20,468	20,468
<u>Benefits:</u>							
ARA	500017	50	00	00	Medical Reimbursements	200	391,048
ARA	500050	50	00	00	FICA Taxes	68,625	
ARA	500070	50	00	00	LGERS retirement	61,064	
ARA	500080	50	00	00	401k	43,555	
ARA	500160	50	00	00	Medical	196,246	
ARA	500260	50	00	00	Dental	12,446	
ARA	500360	50	00	00	Life Insurance	3,288	
ARA	500460	50	00	00	Disability	5,624	
<b>TOTAL PERSONNEL SERVICES</b>							<b>1,258,678</b>

**OPERATING EXPENSES**

<b>Contractual Services</b>							
ARA	647000	50	00	00	Other Contractual Services		10,000
					Police Info Computer (NCIC) & Mobile Data	1,200	
					Fire Extinguisher Service	3,300	
					Fingerprinting Fees	5,000	
					IACP Net	500	
<b>Travel and Training</b>							
ARA	650000	50	00	00	Travel, Per Diem, Conference Registration		6,500
					AAAE Chief's Conference	2,200	
					AVSEC	1,100	
					OSHA Conference	800	
					Local Travel	2,400	
ARA	651000	50	00	00	Training & Education		16,400
					FAR 139 Burn (Truck Ops & Fuselage)	11,000	
					Professional Development	2,600	
					FAA BSOS or ASOS	1,600	
					Fire & LEO Local Training (Community Colleges)	1,200	
<b>Communications and Freight</b>							
ARA	662000	50	00	00	Telecommunications		1,200
					Cable News Service	1,200	
<b>General Repairs and Maintenance</b>							
ARA	710000	50	00	00	General Repairs and Maintenance		3,000
					Radio Equipment	3,000	
<b>Operating Supplies</b>							
ARA	770300	50	00	00	Operating Supplies		11,500
					First Aid Supplies	3,000	
					SIDA Badging Supplies	5,000	

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Public Safety**  
**BASIC OPERATING BUDGET**  
**FY 2012-2013**

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

Account Code		Description				Item	Summary	
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount	
					Training Supplies (ammunition, foam, etc)	3,500		
ARA	770400	50	00	00	Chemicals & Safety		6,500	
					Chemicals, Safety, and OSHA	6,500		
ARA	770500	50	00	00	Small Tools and Equipment		8,500	
					Small Tools & Equipment	8,500		
ARA	771000	50	00	00	Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000		1,500	
					Station Furniture	1,500		
ARA	771500	50	00	00	Uniforms		14,000	
					Uniforms (Police and Fire Class A's and Utility)	12,000		
					Body Armor	2,000		
ARA	780501	50	00	00	Firefighter Equipment		4,300	
					Turnout Gear & SCBA Masks (New Hire or Damage)	2,500		
					Duty Boots	1,800		
					<b>Books, Publications, Subscriptions and Memberships</b>			
ARA	780100	50	00	00	Dues & Memberships		2,050	
					ALEAN	350		
					ARFFWG	300		
					Buncombe Co FF Assoc	150		
					Buncombe Co Fire Chief's Assoc	150		
					Henderson Co FF Assoc	100		
					International Assoc of Chief's of Police	150		
					National Safety Council	350		
					NFPA	150		
					NC Assoc of Rescue Squads and EMS	350		
ARA	780500	50	00	00	Books, Publications, Compact Disks, Videos & Subscriptions		1,000	
					Books, Publications. Compact Disks, Videos & Subscrip.	1,000		
<b>TOTAL OPERATING EXPENSES</b>								<b>86,450</b>
<b>SECTION TOTAL</b>								<b>1,345,128</b>



**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Public Safety**  
**Fiscal Year 2012/2013**  
**Variance Analysis**

Acct #	Description	FY 2013 Budget	FY2012 Budget				FY2012 Estimated Actual				FY2011 Actual			Comments
			FY 2012 Budget	Increase/Decrease		FY 2012 4 Months	FY 2012 Estimate	Increase/Decrease		FY 2011 Actual	Increase/Decrease			
				Amount	Percent			Amount	Percent		Amount	Percent		
500000	Salaries	797,802	831,209	(33,407)	-4.02%	251,481	795,209	2,593	0.33%	706,778	91,024	12.88%		
500016	Longevity	14,360	11,963	2,397	20.04%	2,024	11,963	2,397	20.04%	8,008	6,352	79.32%		
500020	Overtime	35,000	38,850	(3,850)	-9.91%	4,659	35,977	(977)	-2.72%	27,004	7,996	29.61%		
500090	LEO Special Separation Allowance	20,468	40,783	(20,315)	-49.81%	13,594	40,782	(20,314)	-49.81%	40,783	(20,315)	-49.81%		
500017	Medical Reimbursements	200	200	0	0.00%	0	200	0	0.00%	300	(100)	-33.33%		
500050	FICA Taxes	68,625	67,815	810	1.19%	20,186	65,061	3,564	5.48%	55,475	13,150	23.70%		
500070	LGERS retirement	61,064	62,094	(1,030)	-1.66%	18,178	59,560	1,504	2.53%	46,700	14,364	30.76%		
500080	401k	43,555	44,101	(546)	-1.24%	12,908	42,301	1,254	2.96%	36,170	7,385	20.42%		
500160	Medical	196,246	194,200	2,046	1.05%	57,420	179,260	16,986	9.48%	150,239	46,007	30.62%		
500260	Dental	12,446	13,093	(647)	-4.94%	4,035	12,605	(159)	-1.26%	12,212	234	1.92%		
500360	Life Insurance	3,288	3,350	(62)	-1.85%	1,188	3,564	(276)	-7.74%	4,468	(1,180)	-26.41%		
500460	Disability	5,624	6,284	(660)	-10.50%	1,655	5,965	(341)	-5.72%	5,246	378	7.21%		
	Total Benefits	391,048	391,137	(89)	-0.02%	115,570	368,516	22,532	6.11%	310,810	80,238	25.82%		
	<b>Total Personal Services</b>	<b>1,258,678</b>	<b>1,313,942</b>	<b>(55,264)</b>	<b>-4.21%</b>	<b>387,328</b>	<b>1,252,447</b>	<b>6,231</b>	<b>0.50%</b>	<b>1,093,383</b>	<b>165,295</b>	<b>15.12%</b>		
604020	Physicals and Drug Screens	0	2,200	(2,200)	-100.00%	0	1,850	(1,850)	-100.00%	402	(402)	-100.00%		
647000	Other Contractual Services	10,000	5,700	4,300	75.44%	997	5,491	4,509	82.12%	3,692	6,308	170.86%		
650000	Travel, Per Diem, Conference Registration	6,500	9,600	(3,100)	-32.29%	1,250	9,450	(2,950)	-31.22%	5,555	945	17.01%		
651000	Training & Education	16,400	15,800	600	3.80%	301	15,250	1,150	7.54%	8,439	7,961	94.34%		
662000	Telecommunications	1,200	1,200	0	0.00%	373	1,200	0	0.00%	1,105	95	8.60%		
710000	General Repairs and Maintenance	3,000	3,000	0	0.00%	375	2,425	575	23.71%	3,369	(369)	-10.95%		
770300	Operating Supplies	11,500	6,500	5,000	76.92%	2,558	7,674	3,826	49.86%	7,454	4,046	54.28%		
770400	Chemicals & Safety	6,500	6,500	0	0.00%	2,563	7,689	(1,189)	-15.46%	2,311	4,189	181.26%		
770500	Small Tools and Equipment	8,500	8,500	0	0.00%	848	8,275	225	2.72%	5,182	3,318	64.03%		
771000	Operating Furniture, Fixtures and Equipment	1,500	2,000	(500)	-25.00%	0	1,900	(400)	-21.05%	787	713	90.60%		
771500	Uniforms	14,000	14,000	0	0.00%	1,558	13,450	550	4.09%	11,156	2,844	25.49%		
780501	Firefighter Equipment	4,300	4,300	0	0.00%	708	3,500	800	22.86%	1,403	2,897	206.49%		
780100	Dues & Memberships	2,050	2,000	50	2.50%	515	2,050	0	0.00%	1,245	805	64.66%		
780500	Books & Publications	1,000	1,200	(200)	-16.67%	230	690	310	44.93%	453	547	120.75%		
	<b>Total Services &amp; Mat'ls.</b>	<b>86,450</b>	<b>82,500</b>	<b>3,950</b>	<b>4.79%</b>	<b>12,276</b>	<b>80,894</b>	<b>5,556</b>	<b>6.87%</b>	<b>52,553</b>	<b>33,897</b>	<b>64.50%</b>		
	<b>Department Total</b>	<b>1,345,128</b>	<b>1,396,442</b>	<b>(51,314)</b>	<b>-3.67%</b>	<b>399,604</b>	<b>1,333,341</b>	<b>11,787</b>	<b>0.88%</b>	<b>1,145,936</b>	<b>199,192</b>	<b>17.38%</b>		

Comments:

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
CAPITAL BUDGET  
FISCAL YEAR 2012/2013**

DESCRIPTION	TOTAL	Funding Source					AIRPORT AUTHORITY
		FAA-AIP ENTITLEMENTS	FAA-AIP DISCRETIONARY	NCDOT	PFC's	Future PFC's (2)	
<b>Capital Improvements (1)</b>							
Airfield Improvements - Phase I - Design Services	\$ 3,266,300		\$ 2,776,355				\$ 489,945
New Aircraft Rescue & Fire Fighting (ARFF) Facility	4,305,791	2,145,462		750,000	1,305,159	25,170	80,000
<b>Total Capital Improvements</b>	<b>7,572,091</b>	<b>2,145,462</b>	<b>2,776,355</b>	<b>750,000</b>	<b>1,305,159</b>	<b>25,170</b>	<b>569,945</b>
<b>Equipment and Small Capital Outlay</b>							
Portable & Mobile Radios	45,000						45,000
Auxiliary Fire Fighting Equipment	45,000						45,000
Digital Billboard	110,000						110,000
<b>Total Equipment and Small Capital Outlay</b>	<b>200,000</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>200,000</b>
<b>Renewal and Replacement</b>							
Snow Truck & Plow Replacement	605,000	544,500			30,250	30,250	-
FAA Air Handler	107,498						107,498
Basement Air Handler	86,586						86,586
Front Mount Mower	73,800						73,800
Vehicle Replacement	40,500						40,500
Systems Virtualization & Hardware	45,000						45,000
Shop Roll-up Door	25,000						25,000
Information Display Hardware	23,310						23,310
CCTV/Access Control System Upgrade	9,000						9,000
Utility Locator	8,000						8,000
<b>Total Renewal and Replacement</b>	<b>1,023,694</b>	<b>544,500</b>		<b>-</b>	<b>30,250</b>	<b>30,250</b>	<b>418,694</b>
<b>Total</b>	<b>\$ 8,795,785</b>	<b>\$ 2,689,962</b>	<b>\$ 2,776,355</b>	<b>\$ 750,000</b>	<b>\$ 1,335,409</b>	<b>\$ 55,420</b>	<b>\$ 1,188,639</b>

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

(2) "Future PFC's" will be collected in future years, and thus are shown in the current year's budget as funded with ARRA cash, and will be shown in next year's budget as PFC Revenues.

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
FY-2012/2013 PROJECTED CAPITAL CARRY-OVER**

<b>Description</b>	<b>AMOUNT AUTHORIZED</b>	<b>ESTIMATED TO SPEND THROUGH 6/30/2012</b>	<b>ESTIMATED BALANCE TO CARRYOVER</b>	<b>FAA- AIP ENTITLEMENT</b>	<b>PFC'S</b>	<b>AIRPORT AUTHORITY FUNDS</b>
Master Plan Update	\$ 832,500	\$ 458,175	\$ 374,325	\$ 355,609	\$ 14,591	\$ 4,125
Passenger Boarding Bridges	1,854,044	742,044	1,112,000	1,000,800		111,200
			-			-
			-			-
			-			-
			-			-
<b>TOTAL CARRY-OVER TO FY-2012/2013</b>	<b>\$ 2,686,544</b>	<b>\$ 1,200,219</b>	<b>\$ 1,486,325</b>	<b>\$ 1,356,409</b>	<b>\$ 14,591</b>	<b>\$ 115,325</b>



**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Development  
CAPITAL BUDGET / BUSINESS DEVELOPMENT / PERSONNEL REQUEST  
FY 2012-2013**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	70	0	0	Airfield Improvements/ Phase 1 - Design Services	\$3,266,300

Airfield Improvement Program / Phase 1 - Design Services

Phase 1 of the Airfield Improvement Program includes design services associated with both the runway and taxiway, including planning, engineering, geotechnical investigations, and other design work necessary to produce plans and specifications for the construction of both portions of this project.

As identified on the current CIP, this project is proposed to be funded with \$2,776,355 of AIP Discretionary funds, and \$489,945 of Airport Capital funds.

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

**TITLE:**

**HIRE DATE:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Development  
CAPITAL BUDGET / BUSINESS DEVELOPMENT / PERSONNEL REQUEST  
FY 2012-2013**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	70	0	0	New ARFF Facility	\$4,305,791

New Aircraft Rescue and Firefighting (ARFF) Facility - Construction. (Design costs of \$393,422 are included in FY2011-2012 budget.)

The new ARFF facility construction is expected to be postponed from FY 2011/2012 to FY 2012/2013. The current facility has exceeded its useful life and no longer meets the needs of the Authority's mission nor does it fulfill the needs of DPS staff. Furthermore, the apparatus bays are not capable of accommodating the parking of modern aircraft rescue apparatus as this equipment is replaced in coming years.

As identified on the current CIP, the construction phase of this project is proposed to be funded with \$2,145,462 of AIP entitlements (including carry-over), \$750,000 of State funds, \$80,000 of Airport Funds, and \$1,330,329 of PFC funds.

Estimated cost includes \$65,000 in furnishings, \$15,000 in IT related work (\$80K Airport Funds noted above), and \$147,987 of costs carried from the project design budget which is attributable to construction related services.

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**

**DEVELOPMENT/ PERSONNEL REQUEST**

**FY 2012-2013**

**JUSTIFICATION SCHEDULE**

<input type="checkbox"/>	Capital Improvement		
<input checked="" type="checkbox"/>	Equipment and Small Capital Outlay	Fund	ARA
<input type="checkbox"/>	Renewal and Replacement	Department Number	50
<input type="checkbox"/>	Business Development	Cost Center	0
<input type="checkbox"/>	Personnel Request	Source	0

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	50	0	0	Portable & Mobile Radios	\$ 45,000

Phase 4 of 5. Over the past 5 years, we have phased in a digital two way radio infrastructure (network) to better serve our airport and to enhance safety. This was also done to meet new federal guidelines (FCC's Project 25) and narrow band compliance and maintains our interoperability with other public safety agencies in our area. Now that the digital radio network is up and operational, we need to upgrade our hand held and mobile radios to also meet the requirements and to operate fully with the new digital network. The radios being replaced are all analog radios.

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**

**DEVELOPMENT/ PERSONNEL REQUEST**

**FY 2012-2013**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	50	0	0	Auxiliary Fire Fighting Equip.	\$ 45,000

Prior to 2010, the FAA would fund the auxiliary fire fighting equipment necessary when purchasing a new aircraft rescue fire fighting (ARFF) vehicle. That is no longer the case and the equipment listed will be for the newest ARFF truck placed in our inventory earlier this year. These items include forcible entry hand tools, power saws, hydraulic tools, self contained breathing apparatus, hand held thermal imaging camera, gas meter, medical kit, automatic external defibrillator, extinguishers, ladders, poles, nozzles, and hoses.

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

**TITLE:**

**HIRE DATE:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
ASHEVILLE REGIONAL AIRPORT  
Marketing & Public Relations  
CAPITAL BUDGET / BUSINESS DEVELOPMENT/ PERSONNEL REQUEST  
FY 2012-2013**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	30	0	0	Upgrade Billboard to Digital	\$110,000

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

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

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

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

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

**TITLE:**

**HIRE DATE:**

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

**JUSTIFICATION SCHEDULE**

_____	Capital Improvement		
_____	Equipment and Small Capital Outlay	Fund	ARA
<u>  X  </u>	Renewal and Replacement	Department Number	40
_____	Business Development	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	Snow Truck & Plow Replacement	\$605,000

Airport Maintenance is requesting to replace 2-4 Airfield Snow Trucks & Plows. We plan to replace one 1997 Ford Plow/Spreader, and three 1997 Volvo Dump Truck Snow plows depending upon the capability of new equipment. Our primary equipment is used to clear snow and ice from the airfield. The equipment will be 16 years old at the time of replacement and will have served it's useful life for continuous airfield snow and ice control. Our vehicles and plows are showing signs of wear and routine maintenance has increased each year. Two of the plows (1993 models) were reused and are showing additional wear, and increased maintenance cost. The CIP identifies \$605,000 total for the equipment replacements (four trucks, plows, & two spreaders), including \$544,500 in AIP Entitlement funds, \$30,250 in PFC funds and \$30,250 in future PFC funds.

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

**TITLE:**

**HIRE DATE:**



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

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	40	0	0	FAA Air Handler	\$ 107,498

Airport Maintenance is requesting to replace our 1962 Air Handler Unit including 16 VAV boxes due to the age and condition of this equipment. This equipment will improve energy efficiency, usage, and comfort. This unit has been very difficult to maintain, and the economizer is not working well. This unit serves part of the FAA and Authority second floor.

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

**TITLE:**

**HIRE DATE:**

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

**JUSTIFICATION SCHEDULE**

_____	Capital Improvement		
_____	Equipment and Small Capital Outlay	Fund	ARA
<u>  X  </u>	Renewal and Replacement	Department Number	40
_____	Business Development	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	Basement Air Handler	\$ 86,586

Airport Maintenance is requesting to replace our 1960 Air Handler Unit due to the age and condition of this equipment. The equipment is leaking and the replacement equipment will improve the efficiency of energy usage by at least 50%. This unit serves main lobby and old ticket lobby.

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

**TITLE:**

**HIRE DATE:**

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

**JUSTIFICATION SCHEDULE**

_____	Capital Improvement		
_____	Equipment and Small Capital Outlay	Fund	ARA
<u>  X  </u>	Renewal and Replacement	Department Number	40
_____	Business Development	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	Front Mount Mower	\$ 73,800

Airport Maintenance is requesting to replace our Front Mount Mower in order to maintain the grass on the airfield, and landside areas. This purchase includes additional items such as a cab and 6' power broom for winter operations, and an 11' mowing deck. This equipment is being requested due to the age and condition of our 1998 front mount mower.

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

**TITLE:**

**HIRE DATE:**

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

**JUSTIFICATION SCHEDULE**

<input type="checkbox"/>	Capital Improvement		
<input type="checkbox"/>	Equipment and Small Capital Outlay	Fund	ARA
<input checked="" type="checkbox"/>	Renewal and Replacement	Department Number	40
<input 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	40	0	0	Vehicle Replacements	\$ 40,500

Airport Maintenance is requesting to replace Unit #8 that is scheduled for replacement this year. Unit #8 is the 2006 F-550 Dump Truck used for landscaping and roadway plowing and chemical spreading. This estimate includes the trade-in for the vehicle. The vehicle is needed to support airfield operations during emergency events.

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

**TITLE:**

**HIRE DATE:**

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

**JUSTIFICATION SCHEDULE**

_____	Capital Improvement		
_____	Equipment and Small Capital Outlay	Fund	ARA
<u>  X  </u>	Renewal and Replacement	Department Number	20
_____	Business Development	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	20	0	0	Systems Virtualization and Hardware	\$ 45,000

Currently, the IT Director manages 25 different servers in multiple locations. Many will be coming to the end of their useful life requiring extending the hardware/software warranties or replacing outright. Current budget for 4 servers (\$14,400) would be saved. Moving to a virtualized framework will allow multiple servers to reside on one physical server saving electrical costs, as well as, multiple additional warranties or replacements in the future. The following critical services and corresponding servers could be provisioned to 3 physical servers: Finance Dynamics, HVAC System, FIDS, AirIT EASE, Call Recording, Call Accounting, DPS Computer Aided Dispatch, Antivirus, Cisco Call Manager and Unity Voicemail (future), Maintenance Asset Management, and Others. Future savings would be realized if new servers were needed as we would have the ability to create full working servers virtually and not require any additional hardware to do it.

Additionally, fail/over and disaster recovery will be addressed by allowing for complete updates of each server to be placed off site at Maintenance Bldg. should the main server go down or unavailable, a hot spare would be available in minutes, rather than hours or days.

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

**TITLE:**

**HIRE DATE:**



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

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

<b>Fund</b>	<b>Acct.</b>	<b>Sec.</b>	<b>C.C.</b>	<b>Source</b>	<b>Description</b>	<b>Amount</b>
ARA	0	40	0	0	Shop Roll-up Door	\$ 25,000

Replace two 1983 shop roll-up doors in the older maintenance storage building. This will replace 2 roll-up doors with one large roll-up door that is energy efficient. This will allow us to store larger equipment. We will be replacing a 12' & 14' door that is 29 years old with a new 28' door. This will increase the opening 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  
Information Technology  
CAPITAL BUDGET / BUSINESS DEVELOPMENT / PERSONNEL REQUEST  
FY 2011-2012**

**JUSTIFICATION SCHEDULE**

<input type="checkbox"/>	Capital Improvement		
<input type="checkbox"/>	Equipment and Small Capital Outlay	Fund	ARA
<input checked="" type="checkbox"/>	Renewal and Replacement	Department Number	20
<input 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	20	0	0	Information Display Hardware Ref	\$ 23,310

In 2012-13, 13 LCDs have been identified as being 4 years or older and will have reached their useful life. We have already started to see "black spots" indicating hardware getting ready to go bad. Additional support video extender baluns will have reached their useful life as well.

This capital budget item is a renewal and replacement item for 13 40" lcd replacements+3 year warranty, 1 46" lcd replacement and 13 video extender balun replacements .

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

**TITLE:**

**HIRE DATE:**

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

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	20	0	0	CCTV/Access Control System Refr	\$ 9,000

Over the past 2 years, 6 additional cameras, controllers, and networking equipment has been added to the current access control/CCTV system. These additions did not include any upgrades or additions to increase capacity in the server hardware or software that is required to maintain recordings past 15 days. Additionally, the Andover Continuum Server software upgrade is highly recommended to fix/patch all bugs and enhance end user capabilities and efficiency in day to day usage.

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

**TITLE:**

**HIRE DATE:**

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

**JUSTIFICATION SCHEDULE**

<input type="checkbox"/>	Capital Improvement		
<input type="checkbox"/>	Equipment and Small Capital Outlay	Fund	ARA
<input checked="" type="checkbox"/>	Renewal and Replacement	Department Number	40
<input 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	40	0	0	Utility Locator	\$ 8,000

Maintenance is requesting to replace our 20+ year old locator with a model that can locate traditional and modern utilities.

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

**TITLE:**

**HIRE DATE:**

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ESTIMATED CASH & INVESTMENT BALANCE**  
**As of June 30, 2013**

		<b>Amount</b>
<b>Estimated Cash &amp; Investment Balance at June 30, 2012</b>		<b>\$ 12,737,714</b>
Plus: Net Operating & Investment Revenues		945,173
Less Other Costs:		
Business Development Costs	(300,000)	
Contingency	(100,000)	
Debt Service	(626,823)	(1,026,823)
Plus Non-Operating Revenues:		
Passenger Facility Charges	1,350,000	
Customer Facility Charges	900,000	2,250,000
Plus Capital Contributions:		
Federal Grants - AIP Entitlements	4,046,371	
Federal Grants - AIP Discretionary Funds	2,776,355	
NC DOT Grants	750,000	7,572,726
Less Capital Costs:		
Capital Improvements	(7,572,091)	
Equipment and Small Capital Outlay Fund	(200,000)	
Renewal and Replacements	(1,023,694)	
Carryover Projects From FY2012	(1,486,325)	(10,282,110)
<b>Estimated Cash &amp; Investment Balance at June 30, 2013</b>		<b>12,196,680</b>
<b>Estimated Restricted Cash at June 30, 2013</b>		<b>160,000</b>
<b><u>Reserves:</u></b>		
<b>Operations &amp; Maintenance Reserve (6 Months)</b>		<b>3,667,664</b>
<b>Emergency Repair Reserve</b>		<b>650,000</b>
<b>Estimated Unrestricted Undesignated Cash &amp; Investments at June 30, 2013</b>		<b>\$ 7,719,016</b>



**ASHEVILLE REGIONAL AIRPORT AUTHORITY  
SUPPLEMENTAL FEES AND CHARGES  
FY 2012/2013 ANNUAL BUDGET**

	FY 2011/2012 Current Fees		FY 2012/2013 Proposed Fees	
	Cost	Per	Cost	Per
<b><u>Maintenance</u></b>				
Scissor Lift	\$ 100.00	day	\$ 100.00	day
Large ADA Ramp Rental	\$ 100.00	use	\$ 100.00	use
Air Stair Rental	\$ 100.00	use	\$ 100.00	use
Volvo Wheel Loader	\$ 150.00	use	\$ 150.00	<b>day</b>
Fork-lift	\$ 100.00	use	\$ 100.00	<b>day</b>
<b>Pallet Jack</b>			<b>\$ 50.00</b>	<b>use</b>
Tenant Sweeper	\$ 125.00	hour	\$ 125.00	hour
Service Truck	\$ 50.00	hour	\$ 50.00	hour
Backhoe	\$ 100.00	hour	\$ 100.00	hour
Lighted X	\$ 200.00	day	\$ 200.00	day
Light Tower	\$ 150.00	day	\$ 150.00	day
Paint Stripper	\$ 100.00	hour	\$ 100.00	hour
Large Aircraft Removal Dolly	\$ 200.00	day	\$ 200.00	day
Small Aircraft Removal Dolly	\$ 100.00	day	\$ 100.00	day
Aircraft Jack	\$ 100.00	use	\$ 100.00	use
Cores	\$ 40.00	each	\$ 40.00	each
Keys	\$ 12.00	each	\$ 12.00	each
Large Dump Truck	\$ 200.00	hour	\$ 200.00	hour
Small Sweeper	\$ 200.00	hour	\$ 200.00	hour
Large Sweeper	\$ 300.00	hour	\$ 300.00	hour
Pressure Washer	\$ 125.00	hour	\$ 125.00	hour
Maintenance Labor Rate (1)	\$ 45.00	hour	\$ 45.00	hour
<b>Security Escort Rate (1)</b>			<b>\$ 45.00</b>	<b>hour</b>
<b><u>Department of Public Safety</u></b>				
ARFF Apparatus for 1500 gal. or greater	\$ 250.00	hour	\$ 250.00	hour
ARFF Apparatus for less than 1500 gal.	\$ 150.00	hour	\$ 150.00	hour
Command, Police, and Ops support vehicles	\$ 100.00	hour	\$ 100.00	hour
Aircraft recover dolly	\$ 150.00	day	\$ 150.00	day
Maintenance Labor Rate (1)	\$ 45.00	hour	\$ 45.00	hour
Mutual Aid Agencies collected on their behalf		as incurred		as incurred
Replacement charges for AVL equipment/supplies		as incurred		as incurred
<b><u>Information Technology (IT) Department</u></b>				
IT Labor Rate - Non-Network (1)	\$ 40.00	hour	\$ 40.00	hour
IT Labor Rate - Network Related (1)	\$ 60.00	hour	\$ 60.00	hour
<b>Cable Television (CATV) Signal Transport Fee</b>			<b>\$ 10.00</b>	<b>month</b>
<b>Cable Television (CATV) Package # 1 (2 &amp; 3)</b>			<b>\$ 36.00</b>	<b>month</b>
<b>Cable Television (CATV) Package # 2 (2 &amp; 3)</b>			<b>\$ 72.00</b>	<b>month</b>
<b>Dark Fiber per strand per 0-1000 ft</b>			<b>\$ 20.00</b>	<b>month</b>
<b>Dark Fiber per strand per 0-2000 ft</b>			<b>\$ 22.00</b>	<b>month</b>
<b>Dark Fiber per strand per 0-3000 ft</b>			<b>\$ 24.00</b>	<b>month</b>
<b>WiFi &amp; SSID (required for WiFi Access) (2)</b>			<b>\$ 70.00</b>	<b>month</b>
<b>Dedicated Internet Bandwidth (1 Mbps) (2)</b>			<b>\$ 100.00</b>	<b>month</b>
<b>Dedicated Internet Bandwidth (1.5 Mbps) (2)</b>			<b>\$ 150.00</b>	<b>month</b>
<b>Dedicated Internet Bandwidth (3.0 Mbps) (2)</b>			<b>\$ 256.00</b>	<b>month</b>

**Notes:**

- (1) One Hour Minimum, Minimum of 3 hours charged after regular business hours.
- (2) Add \$120 for 2 hours of IT Labor for Setup & Configuration
- (3) Add additional upgrades at cost

<b>Identification Badge Fees and Charges</b>	<b>FY 2011/2012 Current Fees</b>		<b>FY 2012/2013 Proposed Fees</b>	
	<b>Cost</b>	<b>Per</b>	<b>Cost</b>	<b>Per</b>
<b>Initial Badge Issuance</b>				
SIDA Badge	\$ 52.00		\$ 67.00	
Non-SIDA Badge	\$ 20.00		\$ 35.00	
<b>Renewal of Badge</b>				
SIDA Badge	\$ 20.00		\$ 35.00	
Non-SIDA Badge	\$ 20.00		\$ 35.00	
<b>Lost Badge Replacement</b>				
SIDA Badge (4)	\$ 30.00		\$ 85.00 / \$ 100.00	
Non-SIDA Badge (5)	\$ 30.00		\$ 60.00 / \$ 75.00	
<b>Security Escort Training</b>				
			\$ 25.00	

**Notes:**

- (4) \$85.00 for the first replacement badge, \$100.00 for the second replacement badge  
(5) \$60.00 for the first replacement badge, \$75.00 for the second replacement badge

**Parking**

Long term	\$ 1.50	0 - 1 hour	\$ 1.50	0 - 1 hour
	\$ 1.50	each add'l hour	\$ 1.50	each add'l hour
	\$ 8.00	day	\$ 8.00	day
	\$ 48.00	week	\$ 48.00	week
Short term	\$ 1.00	1/2 hour	\$ 1.00	1/2 hour
	\$ 12.50	day	\$ 12.50	day
Employee Parking Rate	\$ 50 / \$45	new/renewal	\$ 53 / \$48	new/renewal
Commuter Parking Rate	\$ 265 / \$250	new/renewal	\$ 279 / \$263	new/renewal
Fines	up to \$1,000	day	up to \$1,000	day

**Ground Transportation**

Airport Ground Transportation Permit (1)	\$ 175	annual	\$ 184	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 9, 2012

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

Approval of Audit Contract with Martin Starnes & Associates, CPAs, P.A. for Fiscal Year Ending June 30, 2012

### **BACKGROUND**

Last Spring, Authority Staff issued a Request for Proposal (RFP) for audit services. In April, the Board chose Martin Starnes & Associates, CPAs, P.A. for the Authority's annual audit for the fiscal year ended June 30, 2011. As requested in the RFP, the Martin Starnes proposal included fees for a five year time frame. We are presenting a contract for auditing services with Martin Starnes for the annual audit for the fiscal year ended June 30, 2012.

### **ISSUES**

None

### **ALTERNATIVES**

The Board could elect to reject the current contract being presented by Martin Starnes & Associates, CPAs, P. A. and request staff to seek alternate firms to conduct the fiscal year end audit.

### **FISCAL IMPACT**

The contract fee for services rendered by Martin Starnes is the \$12,400 quoted in their proposal. The expense for audit services was anticipated and included in the budget for FY 2013 as presented by Authority Staff.

New Business – Item B



## **RECOMMENDED ACTION**

It is respectfully requested that the Airport Authority Board resolve to (1) approve the contract for audit services with Martin Starnes & Associates, CPAs, P.A. in the amount of \$12,400, and (2) authorize the Board Chairman to execute the necessary documents.

Attachment

**CONTRACT TO AUDIT ACCOUNTS**

of Asheville Regional Airport Authority  
Governmental Unit

On this 19th day of January, 2012, Martin Starnes & Associates, CPAs, P.A.  
Auditor  
730 13th Avenue Drive SE, Hickory, NC 28602

Mailing Address

\_\_\_\_\_ , hereinafter referred to as

the Auditor, and Board of Directors of Asheville Regional Airport Authority, hereinafter referred  
Governing Board Governmental Unit

to as the Governmental Unit, agree as follows:

1. The Auditor shall audit all statements and disclosures required by generally accepted accounting principles and additional required legal statements and disclosures of all funds and/or divisions of the Governmental Unit for the period beginning July 1, 2011, and ending June 30, 2012. The non-major combining, and individual fund statements and schedules shall be subjected to the auditing procedures applied in the audit of the basic financial statements and an opinion will be rendered in relation to (as applicable) the governmental activities, the business-type activities, the aggregate discretely presented component units, each major governmental and enterprise fund, and the aggregate remaining fund information (non-major government and enterprise funds, the internal service fund type, and the fiduciary fund types).
2. At a minimum, the Auditor shall conduct his/her audit and render his/her report in accordance with generally accepted auditing standards. The Auditor shall perform the audit in accordance with *Government Auditing Standards* if required by the State Single Audit Implementation Act, as codified in G.S. 159-34. If required by OMB Circular A-133 and the State Single Audit Implementation Act, the auditor shall perform a Single Audit. This audit and all associated workpapers may be subject to review by Federal and State agencies in accordance with Federal and State laws, including the staffs of the Office of State Auditor (OSA) and the LGC. If the audit and/or workpapers are found in this review to be substandard, the results of the review may be forwarded to the North Carolina State Board of CPA Examiners.
3. This contract contemplates an unqualified opinion being rendered. If financial statements are not prepared in accordance with generally accepted accounting principles (GAAP), or the statements fail to include all disclosures required by GAAP, please provide an explanation for that departure from GAAP in an attachment.
4. This contract contemplates an unqualified opinion being rendered. The audit shall include such tests of the accounting records and such other auditing procedures as are considered by the Auditor to be necessary in the circumstances. Any limitations or restrictions in scope which would lead to a qualification should be fully explained in an attachment to this contract
5. If this audit engagement is subject to the standards for audit as defined in *Government Auditing Standards*, July 2007 revisions, issued by the Comptroller General of the United States, then by accepting this engagement, the Auditor warrants that he has met the requirements for a peer review and continuing education as specified in *Government Auditing Standards*. The Auditor agrees to provide a copy of their most recent peer review report regardless of the date of the prior peer review report to the Governmental Unit and the Secretary of the Local Government Commission prior to the execution of the audit contract. (See Item 21) If the audit firm received a peer review rating other than pass, the auditor shall not contract with any Local Government Units without first contacting the Secretary of the Local Government Commission for a peer review analysis that may result in additional contractual requirements.

If the audit engagement is not subject to *Government Accounting Standards*, the Auditor shall provide an explanation as to why in an attachment.

6. It is agreed that time is of the essence in this contract. All audits are to be performed and the report of audit submitted to the SLGFD within four months of fiscal year end: October 8, 2012. If it becomes necessary to amend this due date or the audit fee, an amended contract along with a written explanation of the delay must be submitted to the Secretary of the Local Government Commission for approval.
7. It is agreed that generally accepted auditing standards include a review of the Governmental Unit's systems of internal control and accounting as the systems relate to accountability of funds, adherence to budget requirements, and adherence to law requirements. In addition, the Auditor will make a written report, which may or may not be a part of the written report of audit, to the Governing Board setting forth his findings, together with his recommendations for improvement. That written report must include all matters defined as "significant deficiencies and material weaknesses" in AU 325 of the *AICPA Professional Standards*. The Auditor shall file a copy of that report with the Secretary of the Local Government Commission.
8. All local government and public authority contracts for audit or audit-related work require the approval of the Secretary of the Local Government Commission. This includes annual or special audits, agreed upon procedures related to Internal Control, bookkeeping or other assistance necessary to prepare the Unit's records for audit, financial statement preparation, any finance-related investigations, or any other audit-related work in the State of North Carolina. Invoices for services rendered under these contracts



shall not be paid by the Governmental Unit until the invoice has been approved by the Secretary of the Local Government Commission. (This also includes any progress billings.) [G.S. 159-34 and 115C-447] The process for invoice approval has changed. All invoices for Audit work must be submitted by email in PDF format to the Secretary of the Local Government Commission for approval. The invoices must be emailed to: [lgc.invoice@nctreasurer.com](mailto:lgc.invoice@nctreasurer.com) Email Subject line should read "unit name – invoice. The PDF invoice marked approved with approval date will be returned by email to the Auditor for them to present to the Local Government Unit for payment. Approval is not required on contracts and invoices for system improvements and similar services of a non-auditing nature.

9. In consideration of the satisfactory performance of the provisions of this agreement, the Governmental Unit shall pay to the Auditor, upon approval by the Secretary of the Local Government Commission, the following fee, which includes any cost the Auditor may incur from work paper or peer reviews or any other quality assurance program required by third parties (Federal and State grantor and oversight agencies or other organizations) as required under the Federal and State Single Audit Acts:

**Year-end bookkeeping assistance – [For audits subject to Government Auditing Standards, this is limited to bookkeeping services permitted by revised Independence Standards]** Standard hourly rates ranging from \$75-\$250 per hour

**Audit** \$9,925

**Preparation of the annual financial statements** \$2,475

10. The auditor working with a local governmental unit that has outstanding revenue bonds will include in the notes to the audited financial statements, whether or not required by the revenue bond documents, a calculation demonstrating compliance with the revenue bond rate covenant. Additionally, the auditor should be aware that any other bond compliance statements or additional reports required in the authorizing bond documents need to be submitted to the Local Government Commission simultaneously with the local government's audited financial statements unless otherwise specified in the bond documents.
11. After completing the audit, the Auditor shall submit to the Governing Board a written report of audit. This report shall include but not be limited to the following information: (a) Management's Discussion and Analysis, (b) the financial statements and notes of the governmental unit and all of its component units prepared in accordance with generally accepted accounting principles, (c) supplementary information requested by the client or required for full disclosure under the law, and (d) the Auditor's opinion on the material presented. The Auditor shall furnish the required number of copies of the report of audit to the Governing Board as soon as practical after the close of the accounting period.
12. If the audit firm is required by the NC CPA Board or the Secretary of the Local Government Commission to have a pre-issuance review of their audit work, there must be a statement added to the engagement letter specifying the pre-issuance review including a statement that the Unit of Government will not be billed for the pre-issuance review. The pre-issuance review must be performed **prior** to the completed Audit being submitted to the Local Government Commission. The pre-issuance report must accompany the audit report upon submission to the Local Government Commission.
13. The Auditor shall electronically submit the report of audit to the Local Government Commission when (or prior to) submitting the invoice for services rendered. The report of audit, as filed with the Secretary of the Local Government Commission, becomes a matter of public record for inspection and review in the offices of the Secretary by any interested parties. Any subsequent revisions to these reports must be sent to the Secretary of the Local Government Commission. These audited financial statements are used in the preparation of Official Statements for debt offerings (the auditors' opinion is not included), by municipal bond rating services, to fulfill secondary market disclosure requirements of the Securities and Exchange Commission, and other lawful purposes of the government, without subsequent consent of the auditor. If it is determined by the Local Government Commission that corrections need to be made to the unit's financial statements they should be provided within three days of notification unless, another time frame is agreed to by the Local Government Commission.

The Local Government Commission's process for submitting audit reports is subject to change. Auditors should use the submission process in effect at the time of submission.

In addition, if the North Carolina Office of the State Auditor designates certain programs to be audited as major programs, a turnaround document and a representation letter addressed to the State Auditor shall be submitted to the Local Government Commission.

14. The auditor can be reached for matters concerning this contract at the following email address: [phodges@martinstarnes.com](mailto:phodges@martinstarnes.com)

The finance officer or other responsible employee/official can be reached for matters concerning this contract at the following email address: [vthomas@flyavl.com](mailto:vthomas@flyavl.com)

15. Should circumstances disclosed by the audit call for a more detailed investigation by the Auditor than necessary under ordinary circumstances, the Auditor shall inform the Governing Board in writing of the need for such additional investigation and the additional compensation required therefore. Upon approval by the Secretary of the Local Government Commission, this agreement

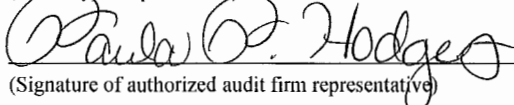
may be varied or changed to include the increased time and/or compensation as may be agreed upon by the Governing Board and the Auditor.

- 16. If an approved contract needs to be varied or changed for any reason, the change must be made in writing, signed and dated by all parties and pre-audited if the change includes a change in audit fee. This document and a written explanation of the change must be submitted by email in PDF format to the Secretary of the Local Government Commission for approval. Email address is [lgc.contract@nctreasurer.com](mailto:lgc.contract@nctreasurer.com) No change shall be effective unless approved by the Secretary of the Local Government Commission, the Governing Board, and the Auditor.
- 17. Whenever the Auditor uses an engagement letter with the client, Item 18 is to be completed by referencing the engagement letter and attaching a copy of the engagement letter to the contract to incorporate the engagement letter into the contract. In case of conflict between the terms of the engagement letter and the terms of this contract, the terms of this contract will control. Engagement letter terms are deemed to be void unless the conflicting terms of this contract are specifically deleted in Item 23 of this contract. Engagement letters containing indemnification clauses will not be approved by the Local Government Commission.
- 18. Special provisions should be limited. Please list any special provisions in an attachment.
- 19. A separate contract should not be made for each division to be audited or report to be submitted. A separate contract must be executed for each component unit which is a local government and for which a separate audit report is issued.
- 20. The contract must be executed, pre-audited, physically signed by all parties and submitted by email in PDF format including unit and auditor signatures to the Secretary of the Local Government Commission. The email address is [lgc.contract@nctreasurer.com](mailto:lgc.contract@nctreasurer.com) Electronic signatures are not accepted at this time.
- 21. The contract is not valid until it is approved by the Local Government Commission. The staff of the Local Government Commission shall notify the unit and auditor of contract approval by email. The audit should not be started before the contract is approved.
- 22. There are no other agreements between the parties hereto and no other agreements relative hereto that shall be enforceable unless entered into in accordance with the procedure set out herein and approved by the Secretary of the Local Government Commission.
- 23. All of the above paragraphs are understood and shall apply to this agreement, except the following numbered paragraphs shall be deleted: (See Item 17.)

**Audit Firm Signature:**

Firm Martin Starnes & Associates, CPAs, P.A.

By Paula P. Hodges, Partner  
(Please type or print name)

  
(Signature of authorized audit firm representative)

Email Address: phodges@martinstarnes.com

Date January 19, 2012

**Unit Signatures:**

By David R. Hillier, Chairman  
(Please type or print name and title)

\_\_\_\_\_  
(Signature of Mayor/Chairperson of governing board)

Date \_\_\_\_\_

Email Address \_\_\_\_\_

Date Governing Body Approved Audit Contract \_\_\_\_\_

**Unit Signatures (continued):**

By N/A  
(Chair of Audit Committee- please type or print name)

\_\_\_\_\_  
(Signature of Audit Committee Chairperson)

Date N/A  
(If unit has no audit committee, this section should be marked "N/A.")

Email address N/A

This instrument has been preaudited in the manner required by The Local Government Budget and Fiscal Control Act or by the School Budget and Fiscal Control Act. Additionally, the following date is the date this audit contract was approved by the governing body.

Vickie Thomas, Director of Accounting and Finance  
Governmental Unit Finance Officer (Please type or print name)

\_\_\_\_\_  
(Signature)

Date \_\_\_\_\_

**(Preaudit Certificate must be dated.)**

Email address vthomas@flyavl.com



## MEMORANDUM

TO: Members of the Airport Authority  
FROM: Lew Bleiweis, A.A.E., Airport Director  
DATE: March 9, 2012

### ITEM DESCRIPTION – Information Section Item A

January, 2012 Traffic Report – Asheville Regional Airport

### SUMMARY

January 2012 overall passenger traffic numbers were up 8.6% compared to the same period last year. Passenger traffic numbers reflect a 7.7% increase in passenger enplanements from January 2011. Enplanements for Fiscal Year to Date total 231,198.

### AIRLINE PERFORMANCE

AirTran Airways: AirTran's January 2012 enplanements decreased by 68% compared to January 2011 due to the withdrawal of service at the beginning of January. There were no flight cancellations for the month.

Continental Airlines: Year over Year passenger enplanements for Continental in January 2012 were up by 5.6%. There were three (3) flight cancellations for the month.

Delta Airlines: Delta's January 2012 enplanements decreased by 2.5% compared to January 2011. There were three (3) flight cancellations for the month.

United Airlines: In January 2012, United Airlines saw an increase in enplanements by 5.6% over the same period last year. There were no flight cancellations for the month.

US Airways: US Airways' January 2012 passenger enplanements represent a 14.5% increase. There were six (6) flight cancellations for the month.

# Monthly Traffic Report

## Asheville Regional Airport

### January 2012



Category	Jan 2012	Jan 2011	Percentage Change	*CYTD-2012	*CYTD-2011	Percentage Change	*MOV12-2012	*MOV12-2011	Percentage Change
<b>Passenger Traffic</b>									
Enplaned	22,330	20,743	7.7%	22,330	20,743	7.7%	363,882	372,071	-2.2%
Deplaned	<u>21,194</u>	<u>19,346</u>	9.6%	<u>21,194</u>	<u>19,346</u>	9.6%	<u>361,230</u>	<u>367,143</u>	-1.6%
<b>Total</b>	<b>43,524</b>	<b>40,089</b>	<b>8.6%</b>	<b>43,524</b>	<b>40,089</b>	<b>8.6%</b>	<b>725,112</b>	<b>739,214</b>	<b>-1.9%</b>
<b>Aircraft Operations</b>									
Airlines	238	90	164.4%	238	90	164.4%	3,624	1,222	196.6%
Commuter /Air Taxi	<u>1,096</u>	<u>1,317</u>	-16.8%	1,096	1,317	-16.8%	17,212	19,585	-12.1%
<b>Subtotal</b>	<u>1,334</u>	<u>1,407</u>	-5.2%	<u>1,334</u>	<u>1,407</u>	-5.2%	<u>20,836</u>	<u>20,807</u>	0.1%
General Aviation	2,324	2,176	6.8%	2,324	2,176	6.8%	37,415	41,236	-9.3%
Military	<u>314</u>	<u>137</u>	129.2%	<u>314</u>	<u>137</u>	129.2%	<u>4,017</u>	<u>4,686</u>	-14.3%
<b>Subtotal</b>	<u>2,638</u>	<u>2,313</u>	14.1%	<u>2,638</u>	<u>2,313</u>	14.1%	<u>41,432</u>	<u>45,922</u>	-9.8%
<b>Total</b>	<b>3,972</b>	<b>3,720</b>	<b>6.8%</b>	<b>3,972</b>	<b>3,720</b>	<b>6.8%</b>	<b>62,268</b>	<b>66,729</b>	<b>-6.7%</b>
<b>Fuel Gallons</b>									
100LL	8,558	7,001	22.2%	8,558	7,001	22.2%	186,747	207,127	-9.8%
Jet A (GA)	52,536	63,514	-17.3%	52,536	63,514	-17.3%	1,181,860	1,140,497	3.6%
<b>Subtotal</b>	<u>61,094</u>	<u>70,515</u>	-13.4%	<u>61,094</u>	<u>70,515</u>	-13.4%	<u>1,368,607</u>	<u>1,347,624</u>	1.6%
Jet A (A/L)	<u>226,353</u>	<u>230,816</u>	-1.9%	<u>226,353</u>	<u>230,816</u>	-1.9%	<u>3,247,441</u>	<u>3,535,539</u>	-8.1%
<b>Total</b>	<b>287,447</b>	<b>301,331</b>	<b>-4.6%</b>	<b>287,447</b>	<b>301,331</b>	<b>-4.6%</b>	<b>4,616,048</b>	<b>4,883,163</b>	<b>-5.5%</b>

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

Monday, February 20, 2012

# Airline Enplanements, Seats, and Load Factors

## Asheville Regional Airport

January 2012



	Jan 2012	Jan 2011	Percentage Change	*CYTD-2012	*CYTD-2011	Percentage Change
<b>AirTran Airways</b>						
Enplanements	306	957	-68.0%	306	957	-68.0%
Seats	468	1,404	-66.7%	468	1,404	-66.7%
Load Factor	65.4%	68.2%	-4.1%	65.4%	68.2%	-4.1%
<b>Allegiant Air</b>						
Enplanements	1,212	0	#Div/0!	1,212	0	#Div/0!
Seats	1,350	0	#Div/0!	1,350	0	#Div/0!
Load Factor	89.8%	#Num!	#Type!	89.8%	#Num!	#Type!
<b>Continental Airlines</b>						
Enplanements	1,271	1,204	5.6%	1,271	1,204	5.6%
Seats	2,600	2,450	6.1%	2,600	2,450	6.1%
Load Factor	48.9%	49.1%	-0.5%	48.9%	49.1%	-0.5%
<b>Delta Air Lines</b>						
Enplanements	9,104	9,338	-2.5%	9,104	9,338	-2.5%
Seats	12,750	14,250	-10.5%	12,750	14,250	-10.5%
Load Factor	71.4%	65.5%	9.0%	71.4%	65.5%	9.0%
<b>United Airlines</b>						
Enplanements	1,759	1,666	5.6%	1,759	1,666	5.6%
Seats	3,100	2,950	5.1%	3,100	2,950	5.1%
Load Factor	56.7%	56.5%	0.5%	56.7%	56.5%	0.5%
<b>US Airways</b>						
Enplanements	8,678	7,578	14.5%	8,678	7,578	14.5%
Seats	13,475	11,590	16.3%	13,475	11,590	16.3%
Load Factor	64.4%	65.4%	-1.5%	64.4%	65.4%	-1.5%

Monday, February 20, 2012

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



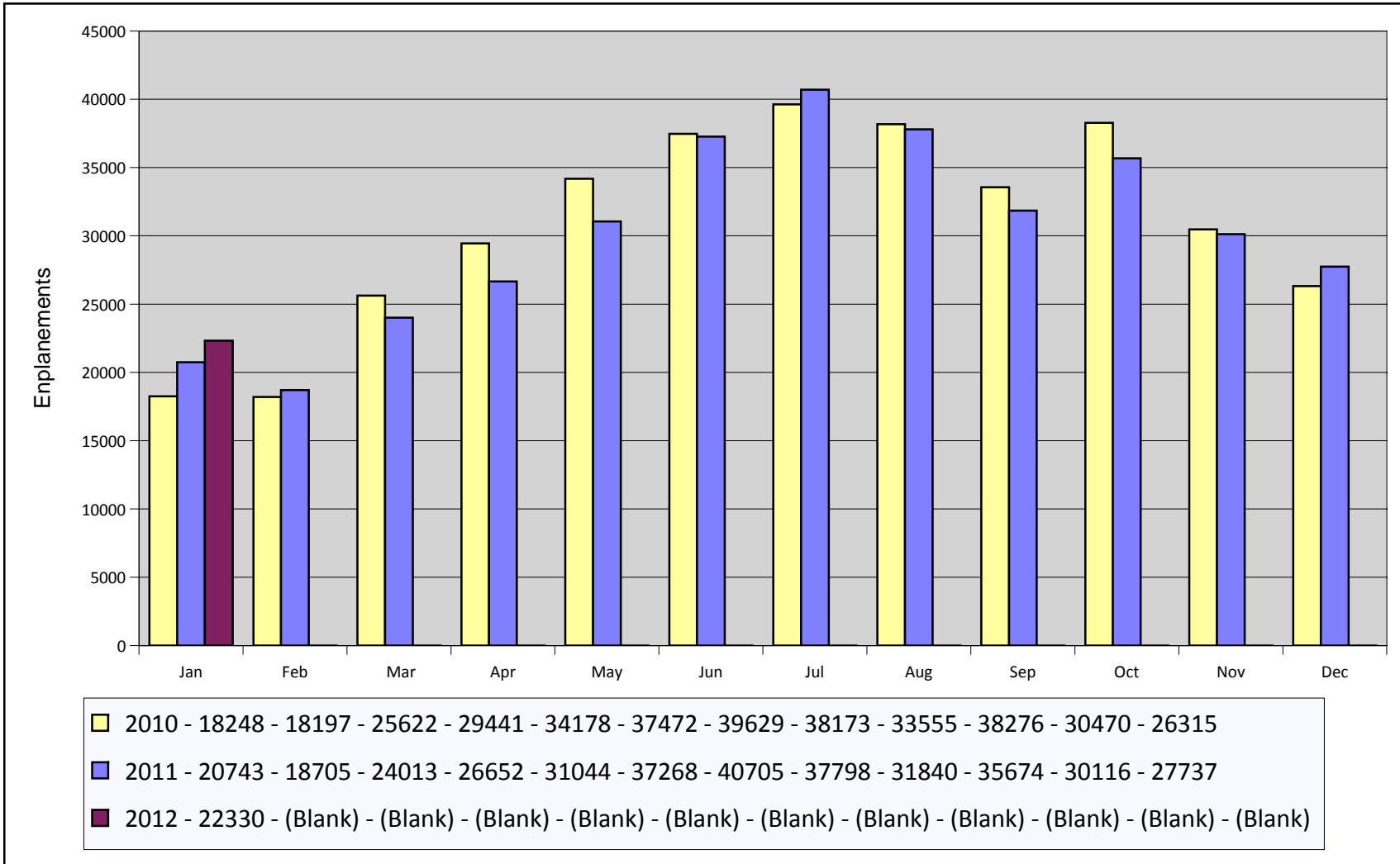
	Jan 2012	Jan 2011	Percentage Change	*CYTD-2012	*CYTD-2011	Percentage Change
<b>Totals</b>						
Enplanements	22,330	20,743	7.7%	22,330	20,743	7.7%
Seats	33,743	32,644	3.4%	33,743	32,644	3.4%
Load Factor	66.2%	63.5%	4.1%	66.2%	63.5%	4.1%

# Airline Flight Completions Asheville Regional Airport January 2012

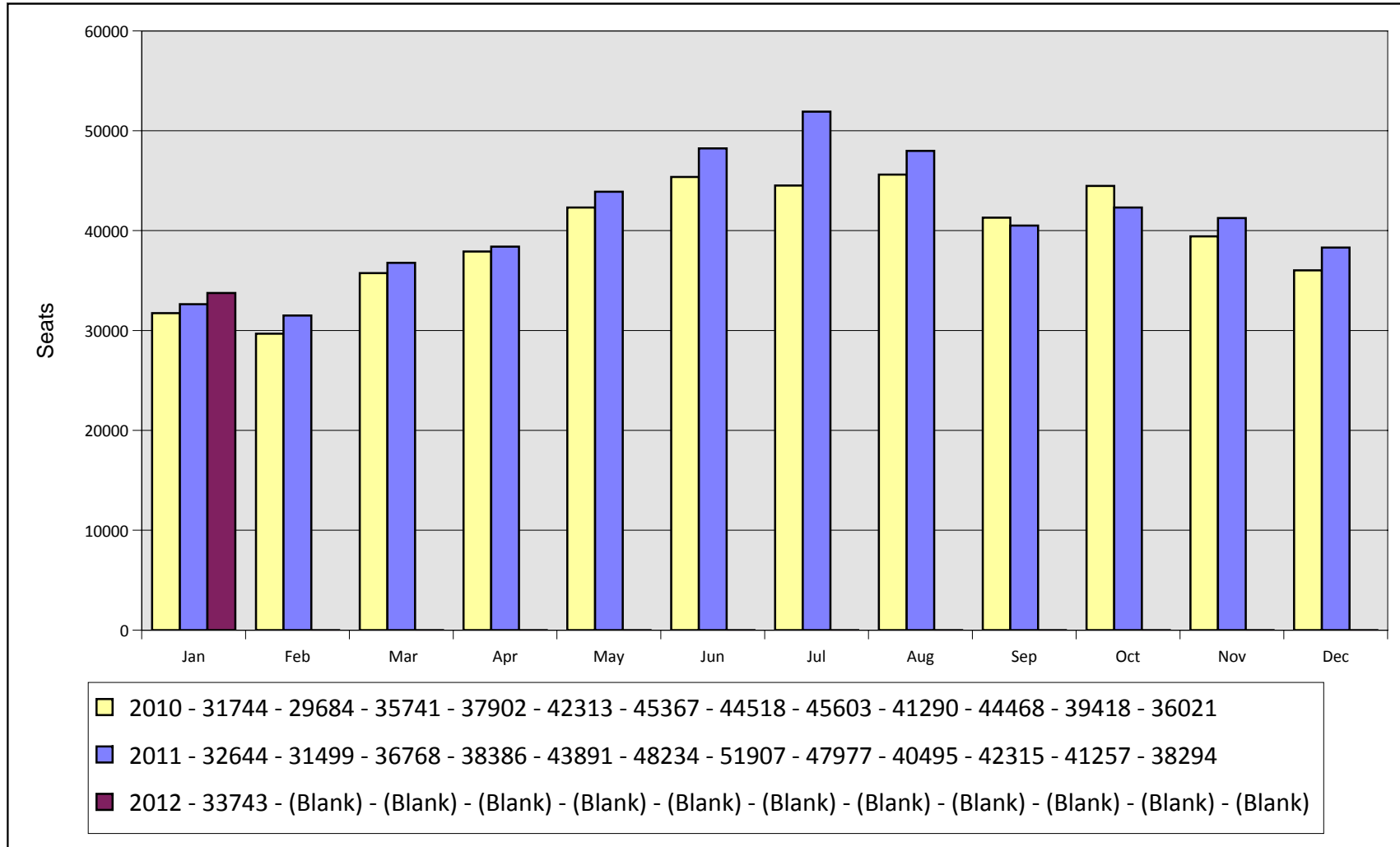


Airline	Scheduled Flights	Field	Cancellations Due To			Total Cancellations	Percentage of Completed
			Mechanical	Weather	Other		
AirTran Airways	4	0	0	0	0	0	100.0%
Allegiant Air	9	0	0	0	0	0	100.0%
Continental Airlines	55	0	0	3	0	3	96.4%
Delta Air Lines	262	0	3	0	0	3	99.2%
United Airlines	62	0	0	0	0	0	100.0%
US Airways	233	0	6	0	0	6	97.4%
<b>Total</b>	<b>625</b>	<b>0</b>	<b>9</b>	<b>3</b>	<b>0</b>	<b>12</b>	<b>98.1%</b>

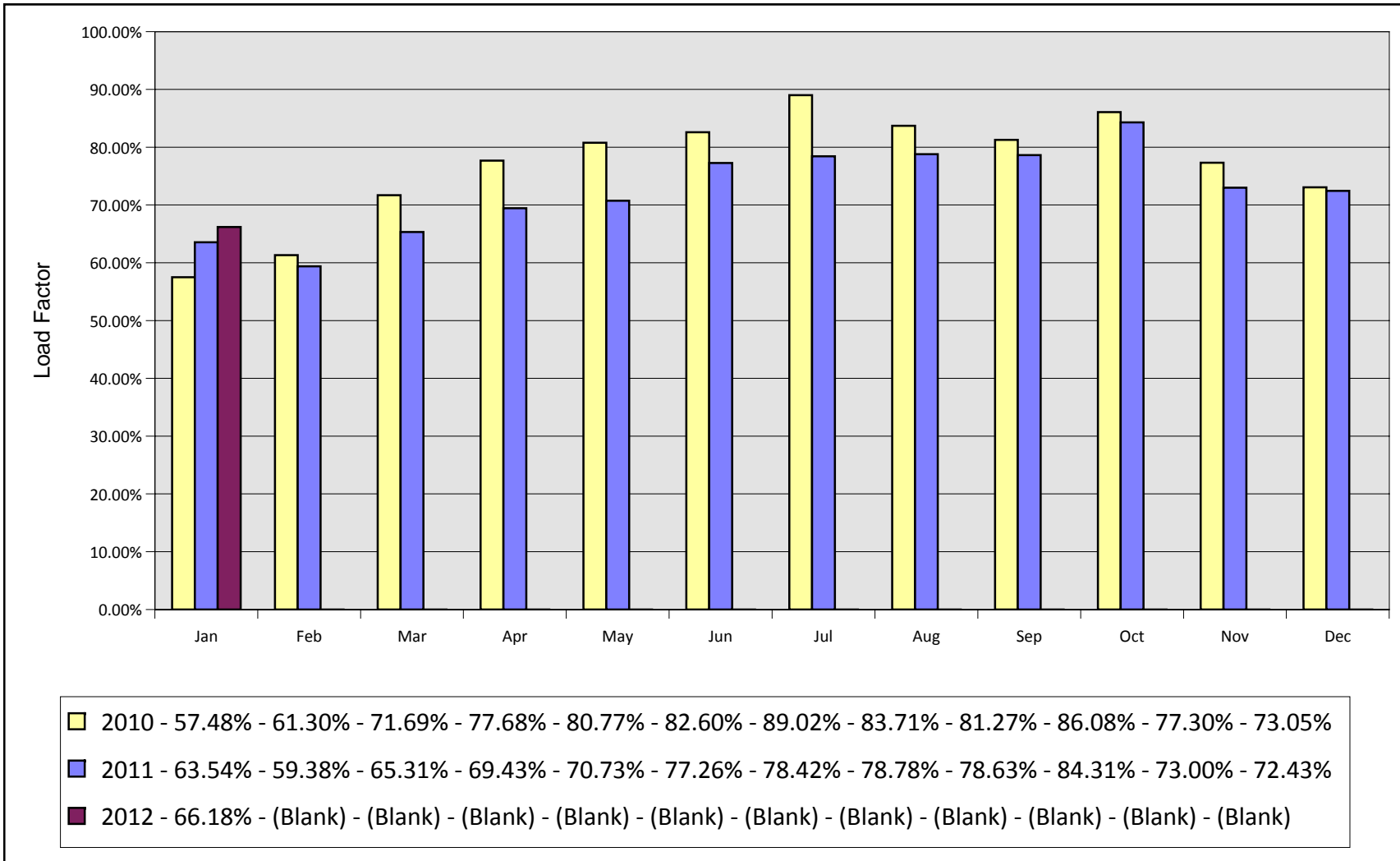
# Monthly Enplanements By Year Asheville Regional Airport



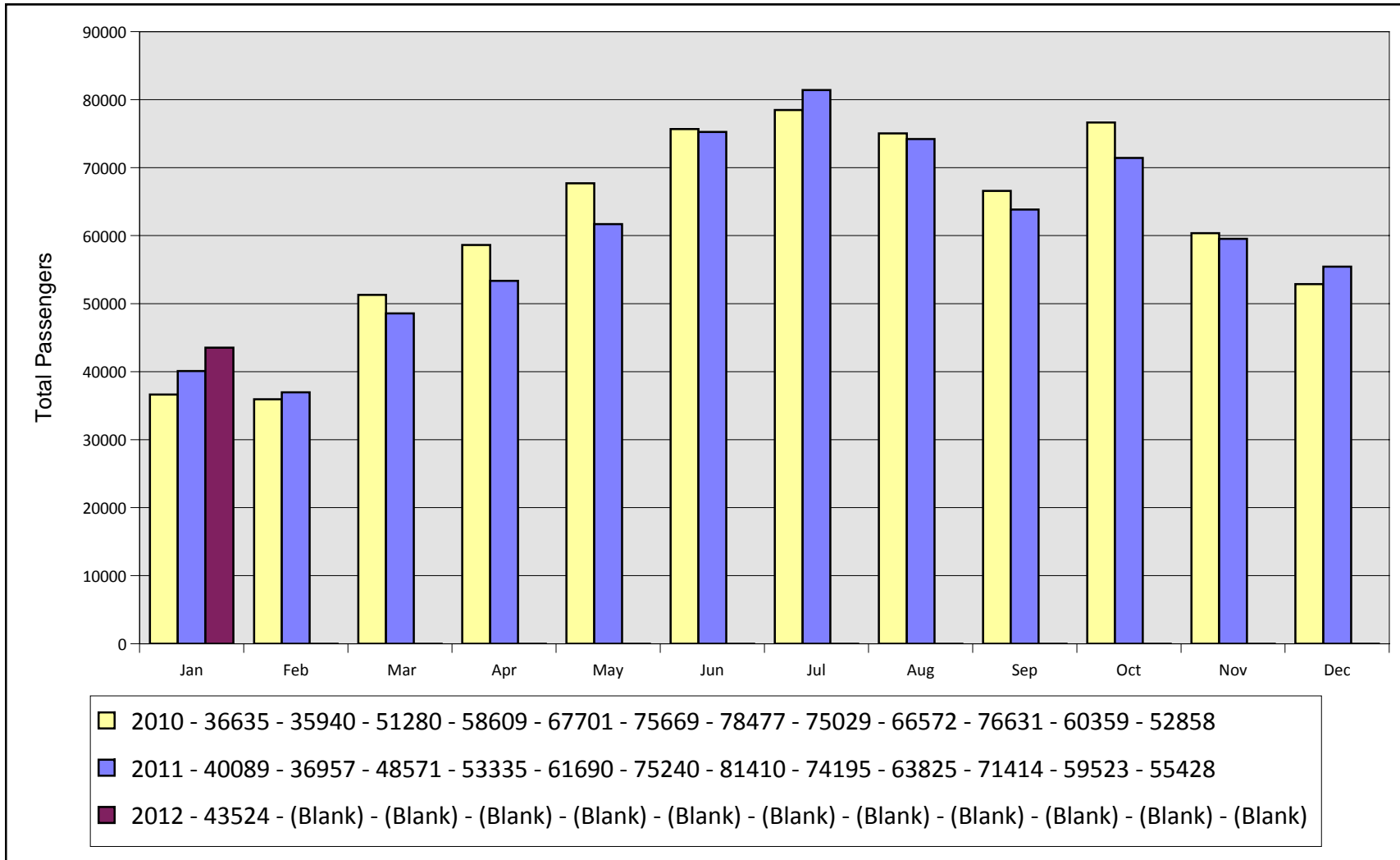
# Monthly Seats By Year Asheville Regional Airport



# Monthly Load Factors By Year Asheville Regional Airport



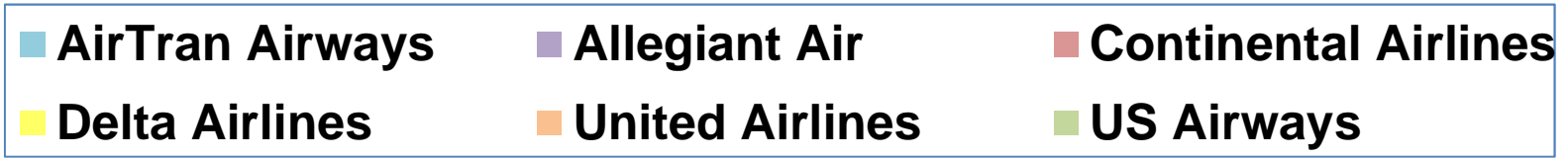
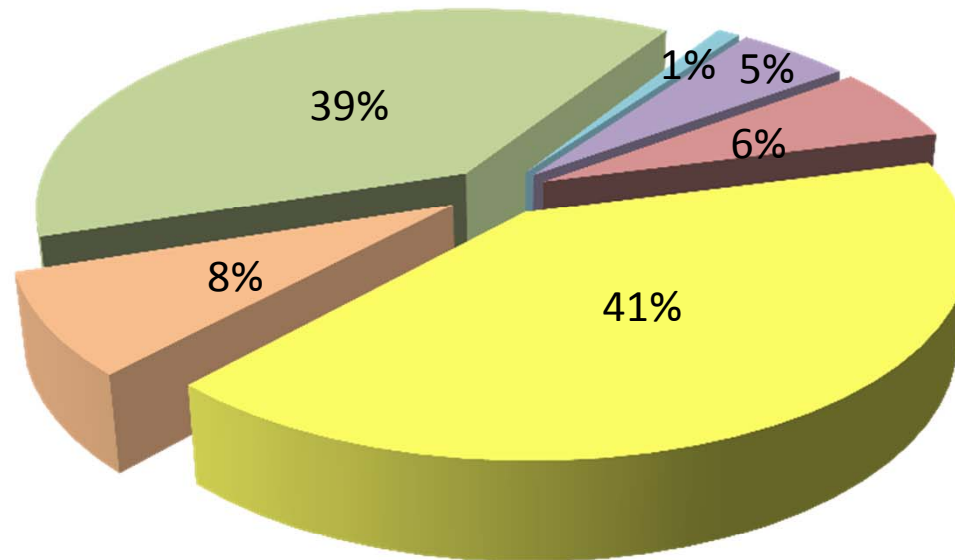
# Total Monthly Passengers By Year Asheville Regional Airport



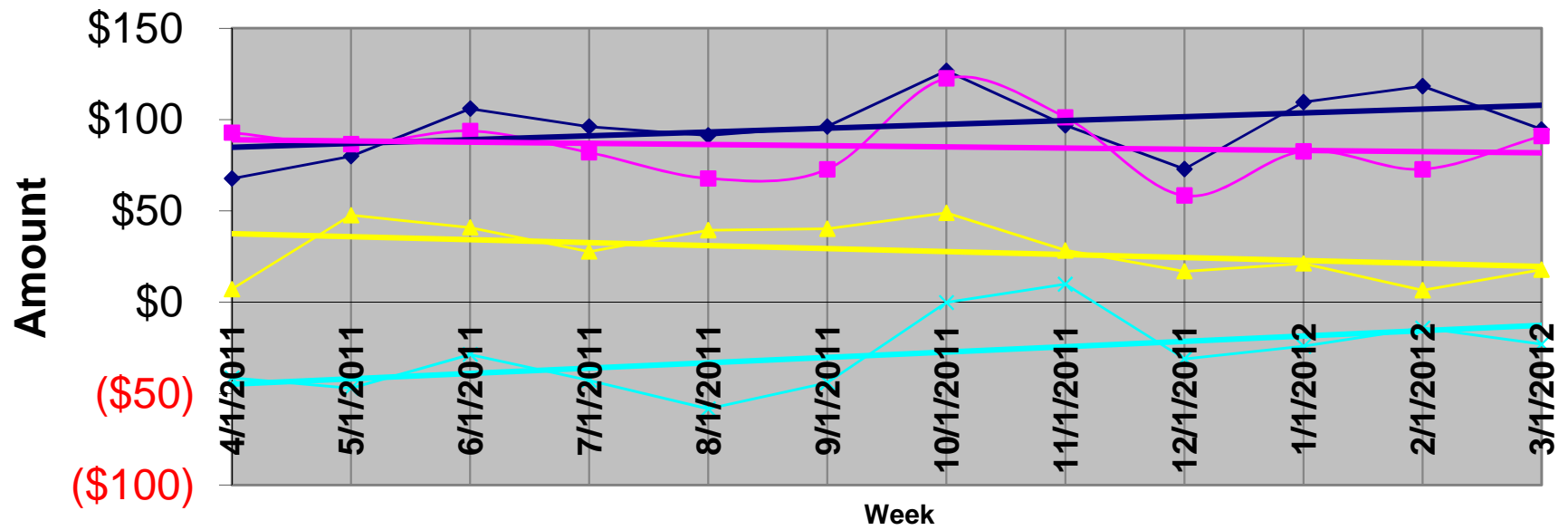


# Airline Market Share Analysis (Enplanements) Asheville Regional Airport

Report Period From January 2012 Through January 2012



## 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 01/09/12**  
**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	\$418	\$411	\$445	\$447	\$509	\$7	(\$27)	(\$29)	(\$91)	
ATL	Atlanta	\$426		\$268	\$299	\$433	\$426	\$158	\$127	(\$7)	
AUS	Austin	\$417	\$237	\$286	\$471	\$476	\$180	\$131	(\$54)	(\$59)	
BWI	Baltimore	\$292	\$197	\$233	\$209	\$450	\$95	\$59	\$83	(\$158)	
BOS	Boston	\$399	\$330	\$215	\$385	\$443	\$69	\$184	\$14	(\$44)	
ORD	Chicago	\$262	\$249	\$404	\$311	\$388	\$13	(\$142)	(\$49)	(\$126)	
CVG	Cincinnati	\$490	\$290	\$458	\$385	\$433	\$200	\$32	\$105	\$57	
CLE	Cleveland	\$453	\$325	\$375	\$369	\$315	\$128	\$78	\$84	\$138	
DFW	Dallas	\$409	\$329	\$292	\$435	\$337	\$80	\$117	(\$26)	\$72	
DEN	Denver	\$474	\$290	\$447	\$445	\$513	\$184	\$27	\$29	(\$39)	
DTW	Detroit	\$428	\$299	\$341	\$411	\$334	\$129	\$87	\$17	\$94	
FLL	Fort Lauderdale	\$438	\$291	\$306	\$366	\$427	\$147	\$132	\$72	\$11	
RSW	Ft. Myers	\$428	\$436	\$356	\$479	\$552	(\$8)	\$72	(\$51)	(\$124)	
BDL	Hartford	\$426	\$474	\$263	\$369	\$444	(\$48)	\$163	\$57	(\$18)	
IAH	Houston	\$342	\$236	\$420	\$316	\$464	\$106	(\$78)	\$26	(\$122)	
IND	Indianapolis	\$405	\$334	\$299	\$433	\$482	\$71	\$106	(\$28)	(\$77)	
JAX	Jacksonville	\$348	\$257	\$245	\$474	\$334	\$91	\$103	(\$126)	\$14	
MCI	Kansas City	\$402	\$319	\$254	\$319	\$434	\$83	\$148	\$83	(\$32)	
LAS	Las Vegas	\$535	\$496	\$344	\$544	\$601	\$39	\$191	(\$9)	(\$66)	
LAX	Los Angeles	\$502	\$365	\$470	\$465	\$450	\$137	\$32	\$37	\$52	
MHT	Manchester	\$436	\$405	\$243	\$389	\$490	\$31	\$193	\$47	(\$54)	
MEM	Memphis	\$486	\$235	\$365	\$283	\$427	\$251	\$121	\$203	\$59	
MIA	Miami	\$488	\$289	\$296	\$454	\$467	\$199	\$192	\$34	\$21	
MKE	Milwaukee	\$391	\$310	\$266	\$425	\$345	\$81	\$125	(\$34)	\$46	
MSP	Minneapolis/Saint Pau	\$372	\$327	\$380	\$388	\$450	\$45	(\$8)	(\$16)	(\$78)	
BNA	Nashville	\$284	\$420	\$259	\$201	\$425	(\$136)	\$25	\$83	(\$141)	
MSY	New Orleans	\$487	\$314	\$434	\$536	\$479	\$173	\$53	(\$49)	\$8	

LGA	New York	\$334	\$245	\$222	\$329	\$344	\$89	\$112	\$5	(\$10)
EWR	Newark	\$344	\$245	\$243	\$339	\$465	\$99	\$101	\$5	(\$121)
MCO	Orlando	\$314	\$264	\$306	\$293	\$287	\$50	\$8	\$21	\$27
PHL	Philadelphia	\$273	\$335	\$259	\$265	\$313	(\$62)	\$14	\$8	(\$40)
PHX	Phoenix	\$364	\$257	\$313	\$321	\$395	\$107	\$51	\$43	(\$31)
PIT	Pittsburgh	\$361	\$261	\$246	\$377	\$416	\$100	\$115	(\$16)	(\$55)
PDX	Portland	\$605	\$568	\$495	\$583	\$497	\$37	\$110	\$22	\$108
PVD	Providence	\$460	\$383	\$216	\$443	\$453	\$77	\$244	\$17	\$7
RDU	Raleigh/Durham	\$384	\$229	\$284	\$377	\$314	\$155	\$100	\$7	\$70
RIC	Richmond	\$381	\$287	\$239	\$339	\$445	\$94	\$142	\$42	(\$64)
STL	Saint Louis	\$375	\$255	\$259	\$359	\$432	\$120	\$116	\$16	(\$57)
SLC	Salt Lake City	\$440	\$472	\$502	\$344	\$466	(\$32)	(\$62)	\$96	(\$26)
SAT	San Antonio	\$387	\$279	\$353	\$427	\$431	\$108	\$34	(\$40)	(\$44)
SAN	San Diego	\$437	\$402	\$354	\$438	\$487	\$35	\$83	(\$1)	(\$50)
SFO	San Francisco	\$513	\$447	\$395	\$516	\$460	\$66	\$118	(\$3)	\$53
SRQ	Sarasota/Bradenton	\$578	\$319	\$356	\$623	\$578	\$259	\$222	(\$45)	\$0
SEA	Seattle	\$525	\$457	\$305	\$437	\$488	\$68	\$220	\$88	\$37
SYR	Syracuse	\$409	\$319	\$271	\$478	\$457	\$90	\$138	(\$69)	(\$48)
TPA	Tampa	\$352	\$287	\$280	\$511	\$430	\$65	\$72	(\$159)	(\$78)
YYZ	Toronto	\$639	\$500	\$608	\$635	\$642	\$139	\$31	\$4	(\$3)
DCA	Washington DC	\$365	\$305	\$277	\$289	\$447	\$60	\$88	\$76	(\$82)
IAD	Washington DC	\$365	\$305	\$277	\$290	\$414	\$60	\$88	\$75	(\$49)
PBI	West Palm Beach	\$438	\$266	\$306	\$366	\$462	\$172	\$132	\$72	(\$24)

\*These sample airfares were available 01/09/12, 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.

\$95      \$91      \$18      (\$23)

**Average Fare difference**

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

**Asheville Regional Airport**  
**Sample airfares as of 01/09/12**  
**0 Day Advance Purchase, 3 day Stay**

							<u>Difference in Fares</u>				
		<u>ASHEVILLE</u>	<u>ATLANTA</u>	<u>CHARLOTTE</u>	<u>GREENVILLE</u>	<u>TRI-CITIES</u>	<u>ATLANTA</u>	<u>CHARLOTTE</u>	<u>GREENVILLE</u>	<u>TRI-CITIES</u>	
ABQ	Albuquerque	\$973	\$639	\$648	\$942	\$693	\$334	\$325	\$31	\$280	
ATL	Atlanta	\$386		\$598	\$357	\$560	\$386	(\$212)	\$29	(\$174)	
AUS	Austin	\$681	\$629	\$345	\$647	\$754	\$52	\$336	\$34	(\$73)	
BWI	Baltimore	\$444	\$428	\$280	\$331	\$745	\$16	\$164	\$113	(\$301)	
BOS	Boston	\$718	\$564	\$361	\$735	\$775	\$154	\$357	(\$17)	(\$57)	
ORD	Chicago	\$349	\$446	\$634	\$413	\$347	(\$97)	(\$285)	(\$64)	\$2	
CVG	Cincinnati	\$759	\$522	\$645	\$482	\$938	\$237	\$114	\$277	(\$179)	
CLE	Cleveland	\$692	\$512	\$703	\$439	\$594	\$180	(\$11)	\$253	\$98	
DFW	Dallas	\$564	\$438	\$1,112	\$497	\$776	\$126	(\$548)	\$67	(\$212)	
DEN	Denver	\$732	\$521	\$751	\$651	\$732	\$211	(\$19)	\$81	\$0	
DTW	Detroit	\$490	\$513	\$769	\$455	\$520	(\$23)	(\$279)	\$35	(\$30)	
FLL	Fort Lauderdale	\$612	\$461	\$486	\$499	\$550	\$151	\$126	\$113	\$62	
RSW	Ft. Myers	\$690	\$593	\$580	\$884	\$844	\$97	\$110	(\$194)	(\$154)	
BDL	Hartford	\$578	\$758	\$324	\$675	\$772	(\$180)	\$254	(\$97)	(\$194)	
IAH	Houston	\$419	\$511	\$885	\$449	\$934	(\$92)	(\$466)	(\$30)	(\$515)	
IND	Indianapolis	\$656	\$481	\$334	\$649	\$630	\$175	\$322	\$7	\$26	
JAX	Jacksonville	\$702	\$348	\$324	\$809	\$750	\$354	\$378	(\$107)	(\$48)	
MCI	Kansas City	\$702	\$426	\$324	\$753	\$590	\$276	\$378	(\$51)	\$112	
LAS	Las Vegas	\$862	\$639	\$377	\$923	\$819	\$223	\$485	(\$61)	\$43	
LAX	Los Angeles	\$1,054	\$574	\$851	\$967	\$537	\$480	\$203	\$87	\$517	
MHT	Manchester	\$719	\$630	\$355	\$735	\$788	\$89	\$364	(\$16)	(\$69)	
MEM	Memphis	\$843	\$441	\$805	\$715	\$704	\$402	\$38	\$128	\$139	
MIA	Miami	\$697	\$496	\$684	\$771	\$828	\$201	\$13	(\$74)	(\$131)	
MKE	Milwaukee	\$671	\$450	\$331	\$733	\$626	\$221	\$340	(\$62)	\$45	
MSP	Minneapolis/Saint Paul	\$576	\$515	\$782	\$807	\$740	\$61	(\$206)	(\$231)	(\$164)	
BNA	Nashville	\$422	\$420	\$322	\$303	\$585	\$2	\$100	\$119	(\$163)	
MSY	New Orleans	\$656	\$586	\$656	\$635	\$641	\$70	\$0	\$21	\$15	

LGA	New York	\$464	\$500	\$467	\$532	\$515	(\$36)	(\$3)	(\$68)	(\$51)
EWR	Newark	\$327	\$512	\$747	\$369	\$728	(\$185)	(\$420)	(\$42)	(\$401)
MCO	Orlando	\$369	\$481	\$446	\$401	\$464	(\$112)	(\$77)	(\$32)	(\$95)
PHL	Philadelphia	\$344	\$516	\$324	\$520	\$478	(\$172)	\$20	(\$176)	(\$134)
PHX	Phoenix	\$683	\$899	\$345	\$851	\$695	(\$216)	\$338	(\$168)	(\$12)
PIT	Pittsburgh	\$568	\$478	\$324	\$539	\$654	\$90	\$244	\$29	(\$86)
PDX	Portland	\$999	\$868	\$776	\$970	\$767	\$131	\$223	\$29	\$232
PVD	Providence	\$632	\$594	\$324	\$735	\$772	\$38	\$308	(\$103)	(\$140)
RDU	Raleigh/Durham	\$792	\$453	\$334	\$722	\$640	\$339	\$458	\$70	\$152
RIC	Richmond	\$716	\$496	\$344	\$809	\$753	\$220	\$372	(\$93)	(\$37)
STL	Saint Louis	\$520	\$498	\$324	\$451	\$698	\$22	\$196	\$69	(\$178)
SLC	Salt Lake City	\$863	\$720	\$858	\$865	\$860	\$143	\$5	(\$2)	\$3
SAT	San Antonio	\$688	\$535	\$344	\$836	\$661	\$153	\$344	(\$148)	\$27
SAN	San Diego	\$702	\$704	\$342	\$952	\$537	(\$2)	\$360	(\$250)	\$165
SFO	San Francisco	\$1,073	\$608	\$855	\$967	\$917	\$465	\$218	\$106	\$156
SRQ	Sarasota/Bradenton	\$872	\$543	\$871	\$971	\$907	\$329	\$1	(\$99)	(\$35)
SEA	Seattle	\$955	\$615	\$345	\$967	\$678	\$340	\$610	(\$12)	\$277
SYR	Syracuse	\$749	\$459	\$315	\$917	\$769	\$290	\$434	(\$168)	(\$20)
TPA	Tampa	\$456	\$481	\$455	\$886	\$818	(\$25)	\$1	(\$430)	(\$362)
YYZ	Toronto	\$1,188	\$1,047	\$1,008	\$1,208	\$1,078	\$141	\$180	(\$20)	\$110
DCA	Washington DC	\$335	\$536	\$488	\$892	\$433	(\$201)	(\$153)	(\$557)	(\$98)
IAD	Washington DC	\$335	\$542	\$488	\$951	\$433	(\$207)	(\$153)	(\$616)	(\$98)
PBI	West Palm Beach	\$612	\$425	\$481	\$499	\$648	\$187	\$131	\$113	(\$36)

\$117      \$120      (\$44)      (\$36)

**Average Fare difference**

\*These sample airfares were available 01/09/12, based on a 0 day advance purchase and a 3 day stay. Other restrictions may apply. To obtain the most up-to-date pricing information for your travel needs, please contact your travel agent or visit the following web sites: [www.aa.com](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.**



Schedule Weekly Summary Report for all Airlines for Passenger nonstop flights between AVL and ALL for Mar12 vs. Mar11

Mktg AI	Org	Dst	Miles	Ops/Week				Seats/Week			
				Mar12	Mar11	Diff	Pct Chg	Mar12	Mar11	Diff	Pct Chg
CO	AVL	EWR	583	6	6	0	0.00	300	300	0	0.00
CO	AVL	IAH	834	6	6	0	0.00	300	300	0	0.00
CO	EWR	AVL	583	6	6	0	0.00	300	300	0	0.00
CO	IAH	AVL	834	6	6	0	0.00	300	300	0	0.00
DL	ATL	AVL	164	58	59	-1	-1.69	2,900	2,950	-50	-1.69
DL	AVL	ATL	164	58	59	-1	-1.69	2,900	2,950	-50	-1.69
DL	AVL	DTW	470	7	7	0	0.00	350	350	0	0.00
DL	AVL	LGA	599	0	7	-7	-100.00	0	350	-350	-100.00
DL	DTW	AVL	470	7	7	0	0.00	350	350	0	0.00
DL	LGA	AVL	599	0	7	-7	-100.00	0	350	-350	-100.00
FL	AVL	MCO	488	0	3	-3	-100.00	0	351	-351	-100.00
FL	MCO	AVL	488	0	3	-3	-100.00	0	351	-351	-100.00
G4	AVL	SFB	465	2	0	2	100.00	300	0	300	100.00
G4	SFB	AVL	465	2	0	2	100.00	300	0	300	100.00
UA	AVL	ORD	536	14	14	0	0.00	700	700	0	0.00
UA	ORD	AVL	536	14	14	0	0.00	700	700	0	0.00
US	AVL	CLT	92	57	57	0	0.00	3,045	2,746	299	10.89
US	AVL	LGA	599	0	11	-11	-100.00	0	550	-550	-100.00
US	AVL	PHL	503	1	0	1	100.00	50	0	50	100.00
US	CLT	AVL	92	57	56	1	1.79	3,045	2,696	349	12.95
US	LGA	AVL	599	0	12	-12	-100.00	0	600	-600	-100.00
US	PHL	AVL	503	1	0	1	100.00	50	0	50	100.00
TOTAL				302	340	-38	-11.18	15,890	17,194	-1,304	-7.58

Schedule Weekly Summary Report for all Airlines for Passenger nonstop flights between AVL and ALL for April12 vs. April11

Mktg AI	Org	Dst	Miles	Ops/Week				Seats/Week			
				Apr12	Apr11	Diff	Pct Chg	Apr12	Apr11	Diff	Pct Chg
CO	AVL	EWR	583	7	5	2	40.00	350	250	100	40.00
CO	AVL	IAH	834	7	7	0	0.00	350	350	0	0.00
CO	EWR	AVL	583	7	5	2	40.00	350	250	100	40.00
CO	IAH	AVL	834	7	7	0	0.00	350	350	0	0.00
DL	ATL	AVL	164	55	57	-2	-3.51	2,750	2,850	-100	-3.51
DL	AVL	ATL	164	55	57	-2	-3.51	2,750	2,850	-100	-3.51
DL	AVL	DTW	470	7	13	-6	-46.15	350	650	-300	-46.15
DL	AVL	LGA	599	0	7	-7	-100.00	0	350	-350	-100.00
DL	DTW	AVL	470	7	13	-6	-46.15	350	650	-300	-46.15
DL	LGA	AVL	599	0	7	-7	-100.00	0	350	-350	-100.00
FL	AVL	MCO	488	0	3	-3	-100.00	0	351	-351	-100.00
FL	MCO	AVL	488	0	3	-3	-100.00	0	351	-351	-100.00
G4	AVL	SFB	465	2	0	2	100.00	300	0	300	100.00
G4	SFB	AVL	465	2	0	2	100.00	300	0	300	100.00
UA	AVL	ORD	536	14	14	0	0.00	700	700	0	0.00
UA	ORD	AVL	536	14	14	0	0.00	700	700	0	0.00
US	AVL	CLT	92	57	64	-7	-10.94	2,967	3,103	-136	-4.38
US	AVL	LGA	599	0	10	-10	-100.00	0	500	-500	-100.00
US	AVL	PHL	503	1	0	1	100.00	50	0	50	100.00
US	CLT	AVL	92	57	63	-6	-9.52	2,967	3,053	-86	-2.82
US	LGA	AVL	599	0	11	-11	-100.00	0	550	-550	-100.00
US	PHL	AVL	503	1	0	1	100.00	50	0	50	100.00
V2	AVL	VPS	412	0	2	-2	-100.00	0	244	-244	-100.00
V2	VPS	AVL	412	0	2	-2	-100.00	0	244	-244	-100.00
TOTAL				300	364	-64	-17.58	15,634	18,696	-3,062	-16.38

Schedule Weekly Summary Report for all Airlines for Passenger nonstop flights between AVL and ALL for May12 vs. May11

Mktg AI	Org	Dst	Miles	Ops/Week				Seats/Week			
				May12	May11	Diff	Pct Chg	May12	May11	Diff	Pct Chg
CO	AVL	EWR	583	7	7	0	0.00	350	350	0	0.00
CO	AVL	IAH	834	7	7	0	0.00	350	350	0	0.00
CO	EWR	AVL	583	7	7	0	0.00	350	350	0	0.00
CO	IAH	AVL	834	7	7	0	0.00	350	350	0	0.00
DL	ATL	AVL	164	57	58	-1	-1.72	2,850	2,900	-50	-1.72
DL	AVL	ATL	164	57	58	-1	-1.72	2,850	2,900	-50	-1.72
DL	AVL	DTW	470	7	13	-6	-46.15	350	650	-300	-46.15
DL	AVL	LGA	599	0	7	-7	-100.00	0	376	-376	-100.00
DL	DTW	AVL	470	7	13	-6	-46.15	350	650	-300	-46.15
DL	LGA	AVL	599	0	7	-7	-100.00	0	376	-376	-100.00
FL	AVL	MCO	488	0	3	-3	-100.00	0	351	-351	-100.00
FL	AVL	TPA	514	0	4	-4	-100.00	0	528	-528	-100.00
FL	MCO	AVL	488	0	3	-3	-100.00	0	351	-351	-100.00
FL	TPA	AVL	514	0	4	-4	-100.00	0	528	-528	-100.00
G4	AVL	SFB	465	3	0	3	100.00	450	0	450	100.00
G4	SFB	AVL	465	3	0	3	100.00	450	0	450	100.00
UA	AVL	ORD	536	14	14	0	0.00	700	700	0	0.00
UA	ORD	AVL	536	14	14	0	0.00	700	700	0	0.00
US	AVL	CLT	92	57	63	-6	-9.52	3,177	3,410	-233	-6.83
US	AVL	LGA	599	0	10	-10	-100.00	0	500	-500	-100.00
US	AVL	PHL	503	1	1	0	0.00	50	50	0	0.00
US	CLT	AVL	92	57	63	-6	-9.52	3,177	3,410	-233	-6.83
US	LGA	AVL	599	0	11	-11	-100.00	0	550	-550	-100.00
US	PHL	AVL	503	1	1	0	0.00	50	50	0	0.00
V2	AVL	VPS	412	0	2	-2	-100.00	0	244	-244	-100.00
V2	VPS	AVL	412	0	2	-2	-100.00	0	244	-244	-100.00
TOTAL				306	379	-73	-19.26	16,554	20,868	-4,314	-20.67



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## MEMORANDUM

TO: Members of the Airport Authority

FROM: Vickie Thomas, Director of Finance & Accounting

DATE: March 9, 2012

### ITEM DESCRIPTION – Information Section Item B

Asheville Regional Airport – Explanation of Extraordinary Variances  
Month Ended January, 2012 (Month 7 of FY-2012)

#### SUMMARY

Operating Revenues for the month of January were \$675,296, 9.76% over budget. Operating Expenses for the month were \$525,819, 16.89% under budget. As a result, Net Operating Revenues before Depreciation were \$166,847 over budget. Net Non-Operating Revenues were \$120,725, 5.02% over budget.

Year-to-date Operating Revenues were \$5,109,354, 8.31% over budget. Year-to-date Operating Expenses were \$3,685,990, 14.94% below budget. Net Operating Revenues before Depreciation were \$1,038,961 over budget. Net Non-Operating Revenues for the year were \$1,406,790, 7.80% over budget.

#### REVENUES

Significant variations to budget for January were:

Auto Parking	\$18,910	9.97%	Enplanements over budget.
Rental Car – Car Rentals	\$26,512	24.51%	Percentage fee earned on Enterprise.
Landing Fees	\$10,365	31.02%	Budget based on prior year info before had increased percentage of commercial airline operations and enplanements over budget.
Customer Facility Charges	\$10,118	22.48%	Enplanements over budget.



## **EXPENSES**

Significant variations to budget for January were:

Professional Services	(\$24,562)	(78.85%)	Timing of Professional Services spending.
Travel & Training	(\$12,570)	(58.55%)	Timing of Travel & Training spending.
Repair & Maintenance	\$15,720	51.49%	Timing of Repair & Maintenance spending.
Operating Supplies	(\$23,719)	(71.84%)	No snow so no deicing chemicals needed.
Business Development	(\$40,000)	(100.00%)	Timing of Business Development spending.

## **STATEMENT OF NET ASSETS**

Significant variations to prior month were:

Property and Equipment, Net – Property and Equipment, Net decreased by \$391k due to the current month's depreciation.

**ASHEVILLE REGIONAL AIRPORT  
INVESTMENT AND INTEREST INCOME SUMMARY  
As of January 31, 2011**

<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-Operating Account			0.25%	\$ 6,044,384	1,280
Petty Cash				200	
NC Capital Management Trust				217,117	13
Wells Fargo-Gov. Advantage Acct.			0.02%	4,190,588	27
PFC Revenue Account			0.25%	432,691	82
Additional Collateral Fund			0.02%	1,957,963	11
<u>Restricted Cash:</u>					
CFC Revenue			0.02%	366,580	6
<u>Commercial Paper:</u>				0	
<b>Total</b>				<b>\$ 13,209,523</b>	<b>\$ 1,420</b>

<u>Investment Diversification:</u>	
1.BANKS	51.81%
2.CAP.TRUST	1.64%
3.GOV.ADV.ACCTS.	46.55%
4.COM.PAPER	0.00%
5. FED. AGY	0%
	<u>100.00%</u>



**ASHEVILLE REGIONAL AIRPORT  
STATEMENT OF CHANGES IN FINANCIAL POSITION  
For the Month Ended January 31, 2012**

	<u>Current Month</u>	<u>Prior Period</u>
<b>Cash and Investments Beginning of Period</b>	<b>\$ 12,994,805</b>	<b>\$ 12,996,060</b>
Net Income/(Loss) Before Capital Contributions	(120,344)	(95,984)
Depreciation	390,546	390,546
Decrease/(Increase) in Receivables	42,752	(73,915)
Increase/(Decrease) in Payables	(54,368)	(106,354)
Decrease/(Increase) in Prepaid Expenses	18,124	18,123
Decrease/(Increase) in Long Term Assets	(25,586)	(97,439)
Principal Payments of Bond Maturities	(36,406)	(36,232)
Contributed Capital	-	-
<b>Increase(Decrease) in Cash</b>	<b><u>214,718</u></b>	<b><u>(1,255)</u></b>
<b>Cash and Investments End of Period</b>	<b><u>\$ 13,209,523</u></b>	<b><u>\$ 12,994,805</u></b>

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

For the Month Ending January 31, 2012

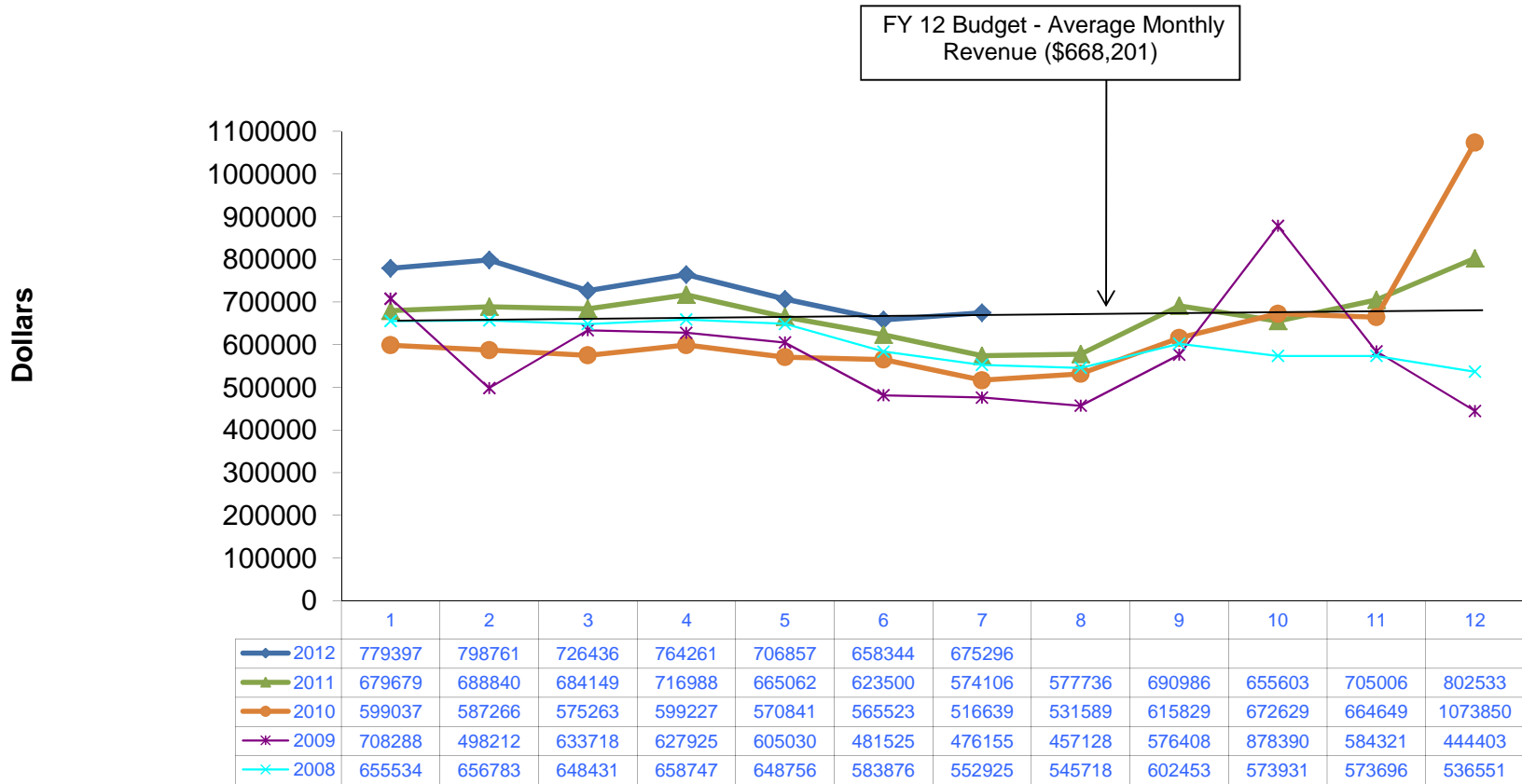
	January Actual	January Budget	Variance \$	Variance %	YTD Actual	YTD Budget	Variance \$	Variance %	Annual Budget
<b>Operating Revenue:</b>									
Terminal Space Rentals - Non Airline	\$17,256	\$17,184	\$72	0.42%	\$119,924	\$120,286	(\$362)	(0.30%)	\$206,204
Terminal Space Rentals - Airline	88,571	85,139	3,432	4.03%	812,748	705,131	107,617	15.26%	1,200,905
Concessions	14,498	13,996	502	3.59%	123,984	110,721	13,263	11.98%	188,950
Auto Parking	208,510	189,600	18,910	9.97%	1,545,019	1,549,200	(4,181)	(0.27%)	2,615,200
Rental Car - Car Rentals	134,690	108,178	26,512	24.51%	809,298	753,890	55,408	7.35%	1,294,778
Rental Car - Facility Rent	44,739	45,721	(982)	(2.15%)	322,320	318,843	3,477	1.09%	547,447
Commercial Ground Transportation	250	3,400	(3,150)	(92.65%)	32,045	17,000	15,045	88.50%	27,200
Landing Fees	43,780	33,415	10,365	31.02%	377,889	238,010	139,879	58.77%	417,397
FBO'S/SASO'S	76,428	75,011	1,417	1.89%	555,789	525,079	30,710	5.85%	900,136
Building Leases	10,668	12,253	(1,585)	(12.94%)	75,215	85,768	(10,553)	(12.30%)	147,030
Land Leases	1,980	1,966	14	0.71%	13,733	13,761	(28)	(0.20%)	23,590
Other Leases/Fees	33,926	29,412	4,514	15.35%	321,390	279,870	41,520	14.84%	449,570
<b>Total Operating Revenue</b>	<b>\$675,296</b>	<b>\$615,275</b>	<b>\$60,021</b>	<b>9.76%</b>	<b>\$5,109,354</b>	<b>\$4,717,559</b>	<b>\$391,795</b>	<b>8.31%</b>	<b>\$8,018,407</b>
<b>Operating Expenses:</b>									
Personnel Services	\$331,515	\$330,347	\$1,168	0.35%	\$2,204,162	\$2,338,159	(\$133,997)	(5.73%)	\$4,069,180
Professional Services	6,588	31,150	(24,562)	(78.85%)	60,622	144,342	(83,720)	(58.00%)	235,340
Accounting & Auditing	-	-	-	0.00%	6,000	6,000	-	0.00%	20,000
Other Contractual Services	49,589	57,496	(7,907)	(13.75%)	383,874	414,756	(30,882)	(7.45%)	705,114
Travel & Training	8,898	21,468	(12,570)	(58.55%)	58,269	96,822	(38,553)	(39.82%)	205,550
Communications & Freight	4,830	5,529	(699)	(12.64%)	35,640	40,203	(4,563)	(11.35%)	69,408
Utility Services	31,311	40,959	(9,648)	(23.56%)	227,826	270,204	(42,378)	(15.68%)	470,045
Rentals & Leases	1,218	1,060	158	14.91%	8,514	8,520	(6)	(0.07%)	14,920
Insurance	15,303	17,146	(1,843)	(10.75%)	107,118	120,021	(12,903)	(10.75%)	205,750
Repairs & Maintenance	46,248	30,528	15,720	51.49%	176,841	209,384	(32,543)	(15.54%)	356,972
Advertising, Printing & Binding	4,774	4,076	698	17.12%	91,245	90,739	506	0.56%	198,013
Promotional Activities	7,313	3,417	3,896	114.02%	64,253	79,367	(15,114)	(19.04%)	99,000
Other Current Charges & Obligations	4,772	6,416	(1,644)	(25.62%)	42,821	49,462	(6,641)	(13.43%)	82,600
Office Supplies	1,050	1,098	(48)	(4.37%)	4,298	7,685	(3,387)	(44.07%)	13,175
Operating Supplies	9,299	33,018	(23,719)	(71.84%)	133,782	208,916	(75,134)	(35.96%)	305,547
Books, Publications, Subscriptions & Meml	3,111	4,187	(1,076)	(25.70%)	15,508	29,826	(14,318)	(48.01%)	40,430
Contingency	-	4,750	(4,750)	(100.00%)	-	23,750	(23,750)	(100.00%)	47,500
Emergency Repair	-	-	-	0.00%	58,189	100,000	(41,811)	(41.81%)	100,000
Business Development	-	40,000	(40,000)	(100.00%)	7,028	95,000	(87,972)	(92.60%)	300,000
<b>Total Operating Expenses</b>	<b>\$525,819</b>	<b>\$632,645</b>	<b>(\$106,826)</b>	<b>(16.89%)</b>	<b>\$3,685,990</b>	<b>\$4,333,156</b>	<b>(\$647,166)</b>	<b>(14.94%)</b>	<b>\$7,538,544</b>

<b>Operating Revenue before Depreciation</b>	\$149,477	(\$17,370)	\$166,847	(960.55%)	\$1,423,364	\$384,403	\$1,038,961	270.28%	\$479,863
Depreciation	390,546	-	390,546	0.00%	2,733,821	-	\$2,733,821	0.00%	-
<b>Operating Income(Loss) Before Non-Operating Revenue and Expenses</b>	(\$241,069)	(\$17,370)	(\$223,699)	1,287.85%	(\$1,310,457)	\$384,403	(\$1,694,860)	(440.91%)	\$479,863
<b>Non-Operating Revenue and Expense</b>									
Customer Facility Charges	\$55,118	\$45,000	\$10,118	22.48%	\$660,361	\$540,000	\$120,361	22.29%	\$ 900,000
Passenger Facility Charges	80,016	83,700	(3,684)	(4.40%)	850,969	864,900	(13,931)	(1.61%)	1,395,000
Interest Revenue	1,420	2,083	(663)	(31.83%)	9,902	14,583	(4,681)	(32.10%)	25,000
Interest Expense	(15,829)	(15,829)	-	0.00%	(114,442)	(114,442)	-	0.00%	(190,932)
Reimbursable Cost Revenues	13,041	46,181	(33,140)	(71.76%)	99,610	323,252	(223,642)	(69.19%)	453,405
Reimbursable Cost Expenses	(13,041)	(46,181)	33,140	(71.76%)	(99,610)	(323,252)	223,642	(69.19%)	(453,405)
Sale of Assets	-	-	-	0.00%	-	-	-	0.00%	-
<b>Non-Operating Revenue-Net</b>	\$120,725	\$114,954	\$5,771	5.02%	\$1,406,790	\$1,305,041	\$101,749	7.80%	\$2,129,068
<b>Income (Loss) Before Capital Contributions</b>	(\$120,344)	\$97,584	(\$217,928)	(223.32%)	\$96,333	\$1,689,444	(\$1,593,111)	(94.30%)	\$2,608,931
<b>Capital Contributions</b>	\$0	\$0	\$0	0.00%	\$0	\$0	\$0	0.00%	\$0
<b>Increase in Net Assets</b>	(\$120,344)	\$97,584	(\$217,928)	(223.32%)	\$96,333	\$1,689,444	(\$1,593,111)	(94.30%)	\$2,608,931

**ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**STATEMENT OF FINANCIAL POSITION**  
**As of January 31, 2012**

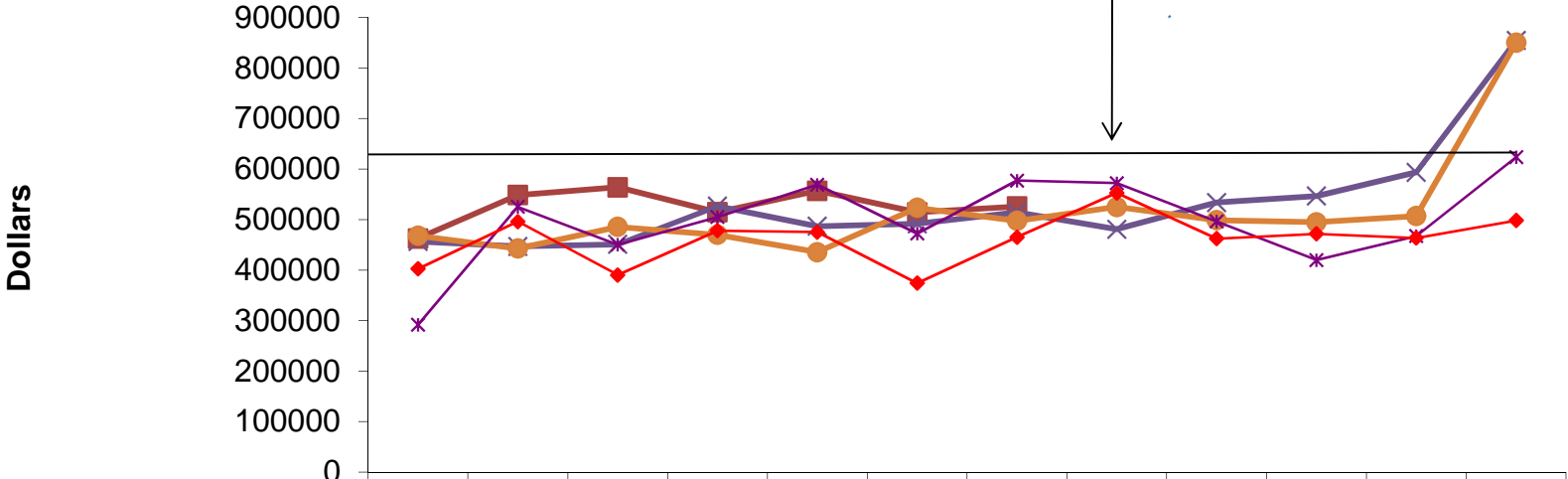
	<b>January</b>	<b>Last Month</b>
<b><u>ASSETS</u></b>		
<b>Current Assets:</b>		
<b>Unrestricted Net Assets:</b>		
Cash and Cash Equivalents	\$12,842,943	\$12,667,733
Accounts Receivable	365,969	415,506
Passenger Facility Charges Receivable	192,000	192,000
Refundable Sales Tax Receivable	293,134	286,349
Grants Receivable	0	0
Prepaid Expenses	92,398	110,522
Total Unrestricted Assets	13,786,444	13,672,110
<b>Restricted Assets:</b>		
Cash and Cash Equivalents	366,580	327,072
Total Restricted Assets	366,580	327,072
 Total Current Assets	 14,153,024	 13,999,182
<b>Noncurrent Assets:</b>		
Construction in Progress	1,152,203	1,126,617
Property and Equipment - Net	66,811,517	67,202,063
Total Noncurrent Assets	67,963,720	68,328,680
	\$82,116,744	\$82,327,862
<b><u>LIABILITIES AND NET ASSETS</u></b>		
<b>Current Liabilities:</b>		
<b>Payable from Unrestricted Assets:</b>		
Accounts Payable & Accrued Liabilities	\$395,124	\$450,011
Customer Deposits	750	750
Unearned Revenue	258,611	258,095
Construction Contract Retainages	0	0
Revenue Bond Payable - Current	450,827	448,662
Total Payable from Unrestricted Assets	1,105,312	1,157,518
 Total Current Liabilities	 1,105,312	 1,157,518
<b>Noncurrent Liabilities:</b>		
Other Postemployment Benefits	675,326	675,326
Compensated Absences	284,140	284,140
Net Pension Obligation-LEO Special Separation Allowance	(29,392)	(29,392)
Revenue Bond Payable - Noncurrent	2,793,293	2,831,864
Total Noncurrent Liabilities	3,723,367	3,761,938
 Total Liabilities	 4,828,679	 4,919,456
<b>Net Assets:</b>		
Invested in Capital Assets	64,719,600	65,048,154
Restricted	366,580	327,072
Unrestricted	12,201,885	12,033,180
Total Net Assets	77,288,065	77,408,406
	\$82,116,744	\$82,327,862

# ASHEVILLE REGIONAL AIRPORT Annual Operating Revenue by Month January 2012



# ASHEVILLE REGIONAL AIRPORT Annual Operating Expenses by Month January 2012

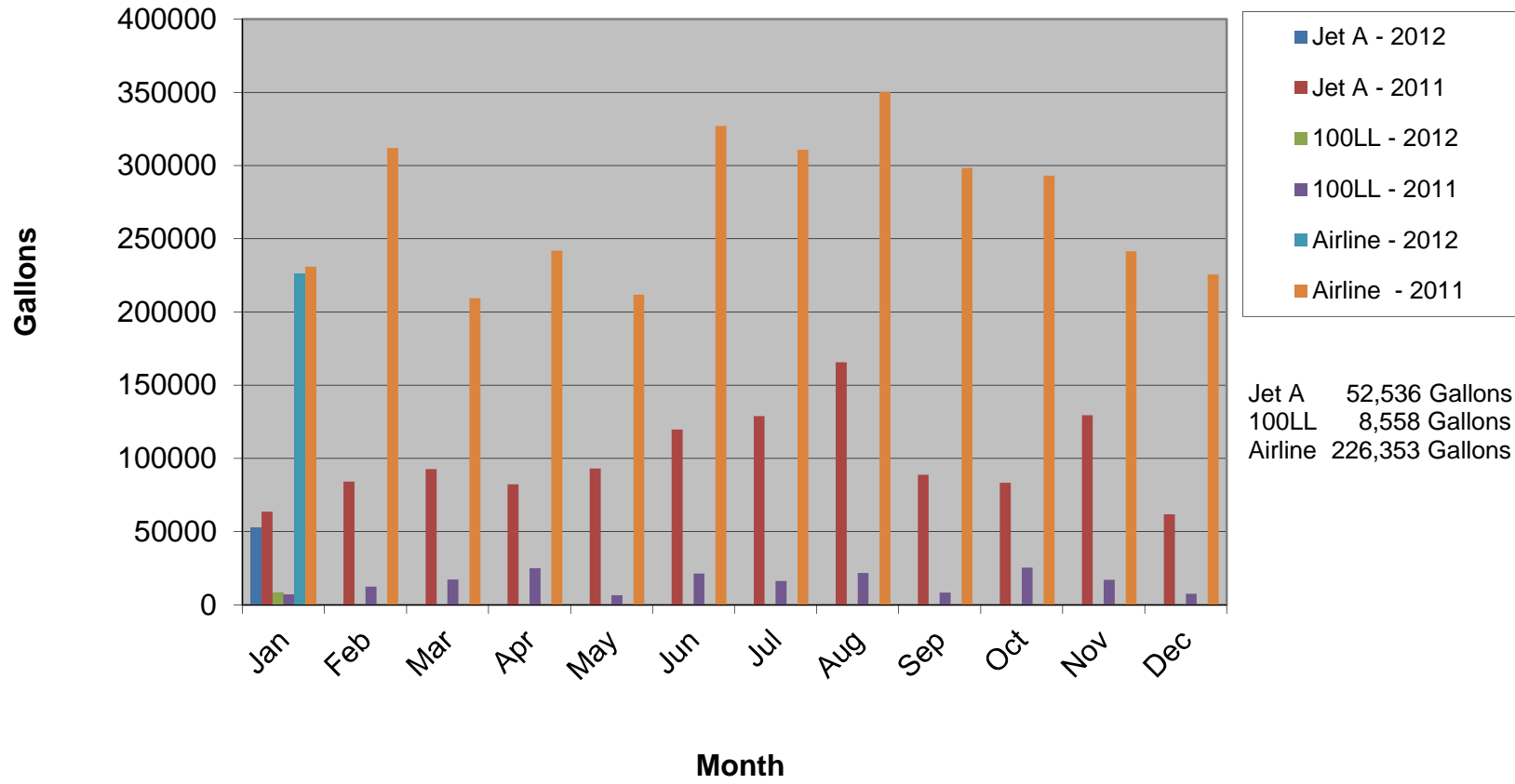
FY 12 Budget - Average Monthly Expenses (\$624,254)



	1	2	3	4	5	6	7	8	9	10	11	12
2012	462389	548530	563665	514502	556956	514135	525819					
2011	456359	446755	450903	526453	486639	491409	514468	480873	533464	546547	593376	854349
2010	467857	442707	485301	469739	435459	523232	497363	524824	498652	494683	506871	849896
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



# AVL Fuels Sales - Gallons January 2012



**Asheville Regional Airport Authority**  
**Project Report - March 2012**

Project Number	Project Name	Project Description	Professional Services Consultant	Professional Services Contract	General Contractor	Original Construction Contract	Change Orders (thru 02/03/2012)	Percent of Original Contract	Board Approved Project Cost	Percent Complete	Expensed to Date (thru 02/03/2012)	Start Date	End Date	Current Project Status (as of 02/03/2012)
<b><u>Planning Phase</u></b>														
<b><u>Design Phase</u></b>														
1	Airport Master Plan	To update and bring current the plans for development and improvements to promote growth at the airport	Delta Airport Consultants	\$832,500.00	N/A	N/A	\$0.00	0.00%	\$832,500.00	19%	\$191,475.00	Sep-11	Jan-13	Forecast data approved by FAA. Chapters 1-3 complete. Alternatives phase starting soon.
2	ARFF Facility	Design and construct a new Aircraft Rescue and Firefighting Facility consisting of up to 5 vehicle bays; operations support; dispatch and communication office; training and living spaces.	LPA Group	\$541,409.00	N/A	N/A	\$0.00	0.00%	\$541,409.00	6%	\$61,841.00	Jul-11	Jul-13	Project on temporary hold for design. No further change in status to report.
<b><u>Construction Phase</u></b>														
1	Westside Area 4 Phase 1 and 1A Construction	Construction for the Westside Project to level land utilizing engineered ash to fill and top with soil embankment/cap for future development.	AVCON	\$290,000.00	Charah	N/A	\$42,750.00	14.74%	\$325,000.00* <i>(project expenses are being reimbursed by Charah through a separate agreement)</i>	95%	\$318,616.78	Jul-10	Feb-12	Weather delays have affected the original end date of Dec-11. Ash placement in subcells 7 and 8 continue as coordinated efforts are established when needing to work in the glide slope area. Subcell 9 work will begin shortly.
2	Westside Phase 2	Construction for the Westside Project to level land utilizing engineered ash to fill and top with soil embankment/cap for future development.	AVCON	\$349,732.00	Charah	N/A	\$0.00	0.00%	\$349,732.00* <i>(project expenses are being reimbursed by Charah through a separate agreement)</i>	20%	\$47,905.50	Feb-11	Jan-13	Phase 2 work continues as weather permits.
3	B-Gates Renovations	Update current interior decore to have a resembled look to the new Gates 1-3. This will include new terrazzo floor, matching carpet, column wraps and possible airline counters.	N/A	N/A	Perry Bartsch Jr. Construction	\$184,097.00	\$9,543.00	5.18%	\$250,000.00	99%	\$235,292.31	Sep-11	Dec-11	Terrazzo repairs complete. PA system installation complete.
4	Passenger Boarding Bridges	Purchase and install Passenger Boarding Bridges for Gates 4-6 including building upgrades	RS&H	\$128,079.00	Goforth Builders & Thyssen Krupp Airport Systems	\$1,603,110.00	\$0.00	0.00%	\$1,778,840.00	5.00%	\$82,042.40	Nov-11	Nov-12	Contracts awarded for equipment and construction services. Presently in permitting and pre-construction phase.
											<i>**Amounts are based on invoices received and processed through Development.**</i>			