

AGENDA

Greater Asheville Regional Airport Authority Regular Meeting Friday, June 10, 2022, 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. In compliance with the state-wide mandate for COVID-19, members of the public may attend the Authority Board meeting at 8:30 a.m. on Friday, June 10, 2022 via Webex: 1-844-621-3956; Meeting Number (access code): 2631 869 9498

- I. CALL TO ORDER
- II. PRESENTATIONS: None
- III. FINANCIAL REPORT (document)
- IV. CONSENT ITEMS:
 - A. Approval of the Greater Asheville Regional Airport Authority May 13, 2022 Regular Meeting Minutes (<u>document</u>)
 - B. Approve Resolution Accepting Grants (document)
 - C. Approval of the Greater Asheville Regional Airport Authority May 13, 2022 Closed Session Minutes
- V. OLD BUSINESS: None
- VI. NEW BUSINESS:
 - A. Approval of Emergency Procurement Authority (**document**)
 - B. Approval of Updated Air Service Incentive Policy (document)



VII. DIRECTOR'S REPORT:

- A. Terminal Bond Update
- B. JetBlue Inaugural
- C. Discussion of Virtual Authority Board Meetings

VIII. INFORMATION SECTION:

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

- A. April 2022 Traffic Report (**document**)
- B. April 2022 Monthly Financial Report (document)
- C. June 2022 Development/Project Status Report (**document**)
- D. Potential Board Items for the Next Regular Meeting:
 - None identified at this time

IX. PUBLIC AND TENANTS' COMMENTS

In compliance with the state-wide mandate for COVID-19, Public and Tenant Comments will be as follows:

- 1. Please fill out a Comment Card located on the airport website here: https://flyavl.com/boardcomment by 3:00 pm on Thursday, June 9, 2022
- 2. Comments received, as specified above, shall be read during this Agenda period
- X. CALL FOR NEXT MEETING: July 8, 2022

XI. CLOSED SESSION:

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

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY AGENDA Friday, June 10, 2022 Page 3

XII. AUTHORITY MEMBER REPORTS:

- A. Election of Board Officers Nominating Committee Report
- B. Key Strategic Elements (document)

XIII. SERVICE RECOGNITION AWARDS:

- A. Matthew C. Burril
- B. Thomas M. Apodaca
- XIV. ADJOURNMENT

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

Asheville Regional Airport Executive Summary April-22

A	PH	1-2		

	AIRPORT ACTIV	ITY		
	Month	Variance to Prior Year	Calendar Year to Date	Variance to Prior Year
Passenger Enplanements	70,179	45.1%	227,412	70.9%
Aircraft Operations				
Commercial	1,877	(2.0%)	6,421	1.7%
Scheduled Flights	806	2.9%		
Flight Cancellations	35			
Seats	81,755	3.6%	293,283	13.9%
Load Factor	85.8%	40.1%	77.5%	50.1%
General Aviation	4,271	17.0%	13,492	15.0%
Military	717	57.9%	1,991	72.8%
	FINANCIAL RESU	LTS		
·	·	Variance	Fiscal	Variance
	Month	to Budget	Year to Date	to Budget

FINANCIAL RESULTS						
	Month	Variance to Budget	Fiscal Year to Date	Variance to Budget		
Operating Revenues	\$ 1,636,179	26.2%	\$ 15,952,507	23.0%		
Operating Expenses	730,108	(29.8%)	7,783,388	(25.1%)		
Net Operating Revenues before Depreciation	\$ 906,071		\$ 8,169,119			
Net Non-Operating Revenues	\$ 3,432,278 *	1,025.3%	\$ 17,629,304	478.0%		
* Includes CRRSA funds \$2,948,030						
Grants: FAA AIP Grants NC Dept of Transportation Grants Total	\$ 63,690 - \$ 63,690		\$ 5,200,050 4,252,332 \$ 9,452,382			
	CASH					
Restricted Designated for O&M Reserve Designated for Emergency Repair Unrestricted, Undesignated			\$ 13,206,355 6,038,279 650,000 22,387,962			
Total			\$ 42,282,596			

RECEIVABLES PAST DUE					
	Total	1-30 Days	31-60 Days	Over 60 Days	
Advertising Customers	13,595	4,800	2,125	6,670	
Allegiant	1,368	-	-	1,368	
American	4,126	-	-	4,126	
Delta	1,550	-	170	1,380	
Elite	280	-	-	280	
Enterprise	763	763	-	-	
FAA	147	-	-	147	
Paradies	5,233	3,174	1,329	730	
Spirit	341	-	-	341	
Sun Country	1,106	1,088	18	-	
TSA	3,790	1,810	1,240	740	
United	6,641	6,641	-	-	
World Fuel Services	1,758	-		1,758	
Worldwide	250	-		250	
Miscellaneous	3,792	642	45	3,106	
Total	\$ 44,740	\$ 18,918	\$ 4,927	\$ 20,896	
% of Total Receivables	<u>4.47%</u>				

Note: Excludes balances paid subsequent to month-end.

REVENUE	BONDS	PAYABLE
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	Or	Original Amount		Current Balance	
Parking Garage Revenue Bond, Series 2016A	\$	15,750,000	\$	14,990,000	
Parking Garage Taxable Revenue Bond, Series 2016B		5,250,000			
	\$	21,000,000	\$	14,990,000	

CAPITAL EXPENDITURE	S
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Annual Budget	\$ 51,144,549
Year-to-Date Spending	\$ 11,540,994

REGULAR MEETING GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY May 13, 2022

The Greater Asheville Regional Airport Authority ("Authority") met on Friday, May 13, 2022 at 8:30 a.m. in the Conference Room at the Authority's Administrative Offices, Asheville Regional Airport ("Airport"), 61 Terminal Drive, Suite 1, Asheville, NC 28732.

MEMBERS PRESENT: Matthew C. Burril, Chair; George H. Erwin, Jr.; Carl H. Ricker, Jr.; and Thomas M. Apodaca

MEMBERS PRESENT VIA TELEPHONE/VIDEO: Susan Russo Klein; and Britt Lovin

MEMBERS ABSENT: Brad Galbraith, Vice-Chair

STAFF AND LEGAL COUNSEL PRESENT: Cindy Rice, Authority Legal Counsel; Lew Bleiweis, Executive Director; Michael Reisman, Deputy Executive Director; Tina Kinsey, Director of Marketing, Public Relations & Air Service Development; Janet Burnette, Director of Finance and Accounting; Shane Stockman, IT Director; John Coon, Director of Operations and Maintenance; Christina Madsen, Airport Properties and Contracts Manager; Jared Merrill, Airport Planning Manager; Samuel Sales, Chief of Public Safety; Angela Wagner, Director of Administration and Human Resources; Michael Merideth, Systems Administrator; and Ellen Heywood, Clerk to the Board

PRESENT IN PERSON: David King, Gresham Smith; Brad Sucher, Gresham Smith; Michael Slingluff

ALSO PRESENT VIA TELEPHONE/VIDEO: John Kasuda, Siemens; Jon McCalmont, Parrish and Partners; Paul Puckli, CHA Consulting; Nick Loder, RS&H; Sandra Kilgore, Asheville City Council

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

PRESENTATIONS:

A. <u>Terminal Presentation</u>: Brad Sucher with Gresham Smith gave a presentation to the Board on the Terminal Building Modernization and Expansion project which included details and images for the exterior and interior finishes of the various areas of the planned terminal building, a description of the glass coating for glare reduction, as

well as a review of the project schedule. Brief discussions took place regarding the temporary hold room and ground loading of passengers during construction of the gate areas. The Board thanked Mr. Sucher for his presentation.

FINANCIAL REPORT: A review of enplanements, aircraft operations, and general aviation activity for the month of March was provided by the Director. The Director noted that enplanements in March were 11.3% higher than March of 2019, the airport's record-setting year for enplanements. Janet Burnette reported on the financial activity for the month of March.

CONSENT ITEMS: The Chair stated that Consent Item C, Approval of the Greater Asheville Regional Airport Authority April 8, 2022 Closed Session Minutes, would be pulled for review in Closed Session.

- A. <u>Approval of the Greater Asheville Regional Airport Authority April 8, 2022 Regular Meeting Minutes:</u> Mr. Erwin moved to approve the Greater Asheville Regional Airport Authority April 8, 2022 Regular Meeting Minutes. Mr. Apodaca seconded the motion and it carried unanimously.
- **B.** <u>Approval of Insurance Renewals</u>: The Director noted that cyber insurance coverage had doubled in price for the same \$1 million coverage, however, staff felt it was beneficial coverage and recommended keeping in place. The Director further stated that Mutual of Omaha has added Accidental Death and Dismemberment coverage to the voluntary life insurance policies, and that employees would be offered additional voluntary insurance benefits such as Accident and Disease specific coverage provided a minimum of 10% of the employee base were to enroll in this coverage.

Mr. Apodaca moved to approve the renewal of the Authority's insurance coverages in an amount not to exceed the premiums outlined in the agenda package and authorize the Executive Director to execute the necessary documents. Mr. Ricker seconded the motion and it carried unanimously.

OLD BUSINESS: None

NEW BUSINESS:

A. <u>Approval of Administrative Policy and Procedure for Airport Peer-to-Peer Vehicle Sharing Business Regulation 117.01:</u> Christina Madsen informed the Board that the purpose of the Peer-to-Peer Vehicle Sharing Business Regulation policy was to

establish and govern this new ground transportation category at the airport. Ms. Madsen provided a brief description of the peer-to-peer vehicle sharing business, the state statute enacted by the General Assembly that allows airports to charge a fee for using an airport's facility, as well as the issues at stake with other vehicle rental operators currently doing business at the airport. Ms. Madsen reported that the policy would require these peer-to-peer vehicle sharing businesses to pay the Authority 10% of gross receipts as well as either leasing a minimum of two parking spaces in the shuttle lot, paying the daily rate and exchanging the vehicle in that designated location only, or parking the vehicle in any parking lot for the exchange of the vehicle and paying the fee to exit that parking facility.

A discussion ensued concerning how other ground transportation providers currently operate at the airport, the potential for leasing space to other vendors, and how the cost structure compared to rental car companies currently operating at the airport.

Mr. Erwin moved to approve the Airport Peer-to-Peer Vehicle Sharing Business Regulation Policy 117.01 and authorize the Executive Director to execute the necessary documents. Mr. Apodaca seconded the motion and it carried unanimously.

- **B.** Approval of Transfer of Sick Leave Policy: The Director stated that this item was being pulled from the agenda. Staff has consulted with Ms. Rice and the state retirement system on the matter, but did not believe it was time to bring this to the Board.
- C. Approval of Standard Form of Agreement between Owner and Program Manager with Parsons Transportation Group, Inc. for Terminal Building Modernization and Expansion Project Program Management Services: Michael Reisman stated that program management services for the Terminal Building Modernization and Expansion project provides for the daily oversight and inspection of the overall project. Five companies submitted Statements of Qualifications in November of 2021. A selection committee conducted interviews with three of the five firms, requested additional information from two of the firms interviewed, and upon evaluation of the additional information, selected Parsons Transportation Group, Inc. to provide program manager services. Mr. Reisman reviewed the financial components of the proposed agreement and reported that the overall expense is between \$6 and \$7 million over the course of approximately four years. Staff will include a line item in future budgets for these services, however, the anticipated expense of \$1,329,368.36 for the upcoming fiscal year were not included in the FY22/23 Budget and will require the following budget amendment:

BE IT ORDAINED by the Greater Asheville Regional Airport Authority that the following amendment be made to the annual budget ordinance for the fiscal year ending June 30, 2023:

Section 1. To amend the appropriations as follows:

EXPENDITURES: Decrease Increase Capital Improvements \$1,329,368.36 Totals *\$1,329,368.36* This will result in a net increase of \$1,329,368.36 in the appropriations. Revenues will be revised as follows: **REVENUES:** Decrease Increase Transfer from GARAA Cash \$1,329,368.36 **Totals** \$1,329,368.36 Section 2. Copies of this budget amendment shall be furnished to the Clerk to the Greater Asheville Regional Airport Authority, and to the Budget Officer and to the Finance Officer for their direction. Adopted this 13th day of May 2022. Matthew C. Burril, Chair Attested by: Ellen Heywood, Clerk to the Board

Mr. Apodaca moved to approve the agreement with Parsons Transportation Group, Inc. for Program Management Services associated with the Terminal Building Modernization and Expansion Project; approve FY22/23 anticipated contract expenditures of \$1,329,368.36; authorize the Executive Director to execute the necessary documents; and amend the FY22/23 budget by adopting the budget ordinance amendment as presented by staff. Mr. Ricker seconded the motion and it carried unanimously.

D. Approval of Agreement for Landside Landscaping Services: John Coon informed the Board that due to staffing shortages and difficulties in hiring maintenance personnel, staff was requesting approval of an agreement with Green Impact Commercial Landscape to provide landside landscaping services for the 2022 season in a not-to-exceed amount of \$84,300.00. The cost of the service would be offset by budgeted salary and other contract costs.

Mr. Erwin moved to approve the issuance of a purchase order with Green Impact Commercial Landscapes in the amount of \$84,300.00 and authorize the Executive Director to execute the necessary documents. Mr. Apodaca seconded the motion and it carried unanimously.

<u>DIRECTOR'S REPORT</u>: The Director stated that he had a couple of additional items to address that were not included on the agenda.

- **Meeting with Bond Rating Agencies:** The Director provided an update on meetings held with bond rating agencies for the Terminal Modernization and Expansion project as well as the schedule for sale and closing of the bonds. The Director stated that approximately \$185 million in bonds would be sold and advised the Board that while Raymond James had been selected as the underwriter for the sale of the bonds, Siebert Williams Shank was chosen as the junior underwriter. The Board thanked staff for all their work on the bonds.
- **B.** Change Order No. 3: The Director reported a change order with Chatham Civil Constructing that reduces the contract by \$6,100 for the parking lot construction project across NC280. The reduction in the contract will be applied towards the cell phone lot project.
- **C.** <u>Authority Board Meetings</u>: The subject of bringing members of the public back to Authority Board meetings in person was raised. A brief discussion ensued and it was decided to add this topic to the agenda for the June Board meeting.

INFORMATION SECTION: No comments

PUBLIC AND TENANTS COMMENTS: None

CALL FOR NEXT MEETING: The Chair stated that the next regular meeting of the Board will be held on June 10, 2022.

AUTHORITY MEMBER REPORTS: None

CLOSED SESSION: At 9:58 a.m. Mr. Erwin 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 regarding, among other things, that Buncombe County Lawsuit entitled Christopher McFalls vs. The Greater Asheville Regional Airport Authority; 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 Greater Asheville Regional Airport Authority, Including Agreement on a Tentative List of Economic Development Incentives that may be Offered by the Greater Asheville Regional Airport Authority in Negotiations; and to Discuss Personnel Matters. Mr. Apodaca seconded the motion and it carried unanimously.

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

Open Session resumed at 11:26 a.m.

Ms. Russo Klein left the meeting during Closed Session

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY MAY 13, 2022 CLOSED SESSION MINUTES: Mr. Erwin moved to seal the minutes for the Closed Session just completed and to withhold such Closed Session minutes from public inspection so long as public inspection would frustrate the purpose or purposes thereof. Mr. Apodaca seconded the motion and it carried by a 5 to 0 vote.

APPROVAL OF THE GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY APRIL 8, 2022 CLOSED SESSION MINUTES: Mr. Erwin moved to approve the minutes for the Greater Asheville Regional Airport Authority April 8, 2022 Closed Session and to seal and withhold the minutes for the April 8, 2022 Closed Session from public inspection so long as public inspection would frustrate the purpose or purposes thereof. Mr. Apodaca seconded the motion and it carried by a 5 to 0 vote.

EXECUTIVE DIRECTOR COMPENSATION: Mr. Erwin moved to increase the Director's base compensation by 21% of his total compensation package effective retroactive to January 2022; to increase the Director's car allowance to \$1,000 per month effective retroactive to January 2022, and to allow the Executive Director to change his title to President & CEO and to adjust other administrative titles as the Director sees fit. Mr. Ricker seconded the motion and it carried by a 5 to 0 vote.

ADJOURNMENT:	Mr. Erwin moved to adjourn the meeting at 11:31 a.m.	Mr. Apodaca
seconded the motio	n and it carried by a 5 to 0 vote.	
	Respectfully submitte	ed,

Ellen Heywood Clerk to the Board

Approved:

Matthew C. Burril Chair

Greater Asheville Regional Airport Authority

~ Resolution ~

A RESOLUTION CONFERRING STANDBY AUTHORITY TO ACCEPT GRANTS BY THE GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY DURING THE FISCAL YEAR 2022-2023

WHEREAS, the Greater Asheville Regional Airport Authority ("Authority") is a body corporate and politic organized and created by the North Carolina General Assembly pursuant to Session Law 2012-121, House Bill 552 known as the Greater Asheville Regional Airport Authority Act ("Act"); and

WHEREAS, the Authority operates the Asheville Regional Airport ("Airport"); and

WHEREAS, the Authority has the right under the Act to accept grants of money and/or materials or property of any kind for any existing or future airport facilities from the State of North Carolina, the United States, or any agency, department, or subdivision of either of them: and

WHEREAS, the Federal Aviation Administration ("FAA"), a division under the United States Department of Transportation, annually awards entitlement grants and discretionary grants to airports throughout the United States in support of airport capital improvement projects; and

WHEREAS, the Airport is eligible for such grants; and

WHEREAS, the window of time to accept such grants from the FAA is usually relatively short and may not fall within the schedule of Authority board meetings; and

WHEREAS, the President & CEO recommends that the Authority adopt this resolution so as not to be in a position whereby a grant is forfeited or denied.

NOW, THEREFORE, BE IT RESOLVED and Adopted by the Authority as follows:

Lew Bleiweis, A.A.E., President & CEO of the Greater Asheville Regional Airport Authority, Michael Reisman, A.A.E., Chief Operating Officer, the Chair of the Authority, and/or the Vice Chair of the Authority, or any of them or their successors in office (each an "Authorized Officer") be, and they hereby are, authorized to accept, on behalf of the Authority, any and all grant offers made to the Authority by the State of North Carolina, the United States, or any agency, department, or subdivision of either of them; to execute and deliver, for and on behalf of the Authority, any and all instruments necessary to accept such grant offers; to ratify, accept, and adopt all assurances, statements, representations, warranties, covenants and agreements contained in any project application submitted by the Authority in connection with such grants; and to agree, on behalf of the Authority, to comply with any and all such assurances.

Adopted this 10 th day of June, 2022		
	Matthew C. Burril, Chair	
Attested by:		
Ellen M. Heywood, Clerk to the Board		



MEMORANDUM

TO: Members of the Airport Authority

FROM: Janet Burnette, Director of Finance and Accounting

DATE: June 10, 2022

ITEM DESCRIPTION - New Business Item A

Approval of Emergency Procurement Authority

BACKGROUND

In March 2022, the Authority Board approved the following:

Due to the economic impacts of, among other things, COVID-19, labor shortages, and supply chain issues, as well as the general escalation of costs, for the balance of Fiscal Year 2021/2022, the Executive Director is hereby authorized to, in his discretion and without the advance approval of the GARAA Board, approve purchases that are up to \$10,000.00 in excess of the amount included in the FY 2021/2022 GARAA Budget for that purchase. The total scope of the Executive Director's discretion shall be capped at \$50,000.00 in the aggregate. All purchases made under this policy, and pursuant to the Executive Director's discretion, shall be reported to the GARAA Board for approval, ratification, and amendment of the FY 2021/2022 GARAA Budget. The Executive Director shall report the purchases to the GARAA Board, no later than the earlier of: (1) reaching the \$50,000 aggregate limit; or (2) 90 days from the date of the purchase.

The escalation of costs is continuing, and it is now necessary to extend this authorization into the 2022/2023 fiscal year until December 31, 2022.

ISSUES

None.

ALTERNATIVES

The Authority Board could elect to not allow the president & CEO this authority.



GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY New Business Item A Approval of Emergency Procurement Authority Page 2

FISCAL IMPACT

Not to exceed \$50,000.

RECOMMENDED ACTION

It is respectfully requested that the Greater Asheville Regional Airport Authority Board resolve to grant the president & CEO the authority to approve purchases up to \$10,000 in excess of budgeted amounts included in FY2022/2023 GARAA Budget, not to exceed \$50,000 in the aggregate.



MEMORANDUM

TO: Members of the Greater Asheville Regional Airport Authority

FROM: Tina Kinsey, Director of Marketing, PR & Air Service Development

DATE: June 10, 2022

ITEM DESCRIPTION – New Business Item B

Approval of Updated Air Service Incentive Policy

BACKGROUND

The Greater Asheville Regional Airport Authority maintains a policy that outlines incentive options available for air service development.

Such business development incentives are commonplace in airport management and are utilized to grow air service for the community, to foster competition and to garner air service to targeted markets.

The policy is evaluated from time to time to ensure that it is meeting the needs of the organization, is competitive in the greater marketplace, and is attractive to air service providers.

Such an evaluation has occurred, and an updated policy is attached that is aligned with the marketplace and route development needs of the organization at this time and outlines a more competitive approach to air service business development incentives.

ISSUES

The airline industry has changed significantly during the past few years in ways that have created more potential opportunities for AVL. Specifically:

- 1. Leisure travel opportunities are now more of a focus for most airlines; and
- 2. New airlines that could serve additional markets/routes are growing domestically.

New Business - Item B



GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY New Business Item B Approval of Updated Air Service Incentive Policy Page 2

Simultaneously, competition for new routes/growth has increased significantly. A primary reason is due to pilot/crew shortages that result in reduction in air service in some markets. These shortages will pose a significant challenge for new service for the foreseeable future, and the most competitively positioned airports and markets will be the most successful in attracting new or growing existing air service.

An evaluation of updated air service incentive policies at other similar airports revealed that the existing GARAA policy is less competitive comparatively, potentially placing our organization at a disadvantage for future air service growth.

Therefore, an updated policy has been created to reflect more current trends. The attached updated policy has been changed to reflect the following:

- 1. More defined categories of incentives for different routes/markets and types of service:
 - a. Targeted service vs. "other" service
 - b. Year-round vs. Seasonal
 - c. Focus City service (5+ routes added at one time, including one targeted service)
- 2. Up to two years of waived fees (rather than 12 months) for some service categories
- 3. More defined levels of marketing incentive funds per category/type of service

Per the policy, Board approval will be needed for each instance in which a specifically named targeted route outside the Top 25 O&D is prioritized, or to offer incentive funds in excess of annual budget.

ALTERNATIVES

The Authority could choose to continue with the current Air Service Incentive Policy or request different amendments to the current policy.

New Business - Item B



GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY New Business Item B Approval of Updated Air Service Incentive Policy Page 3

FISCAL IMPACT

The annual budget of \$300,000 for business development incentive funds is still applicable per the new policy. Any requests for funds above the annually budgeted amount would come before the Board for approval.

RECOMMENDED ACTION

It is respectfully requested that the Airport Authority Board resolve to approve and adopt the amended Air Service Incentive Policy as presented.

New Business - Item B

OBJECTIVE

To outline the range of incentive options available for air service development for the Greater Asheville Regional Airport Authority (Authority).

METHOD OF OPERATION

INTRODUCTION

To stimulate air service growth and provide an incentive to incumbent and new entrant airlines for the addition of new air service at Asheville Regional Airport (Airport), the Authority establishes a range of incentive options available. This policy provides the parameters within which staff will be able to negotiate air service development on behalf of the Authority.

DEFINITIONS

Target market – Target markets are any current top 25 Origin and Destination (O&D) airports or geographic areas with alternative airports (based on most current rolling 12-month DOT data), or other markets identified by the GARAA board, if needed.

Other market – Domestic O&D airports that fall below the top 25 O&D airports/geographic regions (based on most current rolling 12-month DOT data).

Served market – O&D airport already served from AVL, either by incumbent or new entrant carrier.

Unserved market – Nonstop route not currently offered by any carrier.

Seasonal Service – Less-than-yearly domestic air service with a minimum 90-day consecutive service period, with at least 2x/week service.

Year-round service – Domestic air service to new route that is offered daily or less-than-daily (at least 2x/weekly) for at least 12 consecutive months.

Terminal rents and fees – airline rental fees for new or expanded preferential lease space (ticket counter, queue and office space), rent for common areas (baggage claim, boarding areas, aircraft apron, loading bridges, etc.), airport-imposed security fees and fees for shared terminal equipment and supplies for passenger processing.

INCENTIVE PROGRAM

Year-round service

	Unserved target market	Any other unserved market	Served market
Marketing	Up to	Up to	Up to
	\$150,000	\$75,000 (Yr	\$50,000 (Yr
	(Yr I)	1)	1)
Landing Fee	100% for 24	100% for 12	100% for 12
Waivers	months	months	months
Terminal	100% for 24	100% for 12	100% for 12
Rent & Fee	months	months	months
Waivers			

Seasonal service

	Unserved target market	Any other unserved market	Served market
Marketing	Up to \$75,000 (Yr I)	Up to \$50,000 (Yr I)	Up to \$25,000 (Yr I)
Landing Fee	100% for	100% for first	100% for
Waivers	first season	season	first season
Terminal	100% for	100% for first	100% for
Rent & Fee	first season;	season	first season
Waivers	50% for		
	second		
	season		

Seasonal-to-year-round service (without interruption of service)

	Unserved target market	Any other unserved market	Served market
Marketing	Up to \$75,000 (additional for first year)	Up to \$25,000 (additional for first year)	Up to \$25,000 (additional for first year)
Landing Fee Waivers	100% for additional consecutive months up to 24 months total	100% for additional consecutive months up to 12 months total	100% for additional consecutive months up to 12 months total
Terminal Rent & Fee Waivers	100% for additional consecutive months up to 24 months total	100% for additional consecutive months up to 12 months total	100% for additional consecutive months up to 12 months total

Focus City – At least 5 unserved routes (including at least one target market) within first 12 consecutive months of service

inoliting of service							
	AVL Designated as Focus City						
Marketing	Up to \$300,000 for all combined new domestic services (Yr I)						
Landing Fee Waivers	100% for 24 months						
Terminal Rent & Fee Waivers	100% for 24 months						

REQUIREMENTS

For those incentives identified under the Incentive Program section of this policy, a formal contract is not required. However, staff will codify the arrangement and provide the air service entity with a written outline of the incentives that have been offered. If a revenue guarantee or other cash incentive is provided by a third party, a formal contract or agreement between the third party and air service entity must be executed. The airport cannot be involved in this transaction.

Exclusions

Airlines that return previously served routes into service do not qualify for incentives if the route was served by the airline within the previous 24 months. The Board may elect to offer incentives if the route is a targeted unserved market.

If the new service ceases or is suspended at any time during the incentivized period, any unpaid incentive funds at the time of suspension/cessation of service will be forfeited.

APPLICABILITY

This policy applies to both incumbent and new entrant commercial or scheduled charter air service entities utilizing the airport and desiring to provide new nonstop service, and who request incentives prior to announcing the new service.

The Authority budgets for air service incentives annually. Therefore, once the budgeted funds are exhausted for a given fiscal year, further incentives may not be available until the next fiscal year unless authorized by the Board.

RIGHT TO AMEND POLICY

The Greater Asheville Regional Airport Authority reserves the right to adopt such amendments to this policy from time to time as it determines is necessary or desirable to reflect current trends of airport activity for the benefit of the general public or the operation of the airport.

APPROVAL AND UPDATE HISTORY

Approval

Supersedes

October 6, 2017, August 8, 2014, June 11, 2010, April 13, 2007, December 18, 2000, May 17, 2004, October 18, 2004, January 24, 2005





MEMORANDUM

TO: Members of the Airport Authority

FROM: Lew Bleiweis, A.A.E., President & CEO

DATE: June 10, 2022

ITEM DESCRIPTION – Information Section Item A

April, 2022 Traffic Report – Asheville Regional Airport

SUMMARY

April, 2022 overall passenger traffic numbers were up 43.9% compared to the same period last year. Passenger traffic numbers reflect a 45.1% increase in passenger enplanements from April, 2021. Enplanements for Fiscal Year to Date total 678,268, which is a 109.6% increase over the same period last year.

AIRLINE PERFORMANCE

<u>Allegiant Airlines</u>: Year over Year passenger enplanements for Allegiant in April 2022 were up by 37.0%. There were 33 flight cancellations for the month.

<u>American Airlines</u>: American's April 2022 passenger enplanements represent a 6.7% increase over the same period last year. There was one flight cancellation for the month.

<u>Delta Airlines</u>: Enplanements for Delta in April 2022 increased by 149.0%. There were no flight cancellations for the month.

<u>United Airlines</u>: In April 2022, United Airlines saw an increase in enplanements by 4.7% over the same period last year. There was one flight cancellation for the month.

Monthly Traffic Report Asheville Regional Airport

April 2022



Category	Apr 2022	Apr 2021	Percentage Change	*CYTD-2022	*CYTD-2021	Percentage Change	*MOV12-2022	*MOV12-2021	Percentage Change
Passenger Traffic	:								
Enplaned	70,179	48,371	45.1%	227,412	133,035	70.9%	810,392	344,052	135.5%
Deplaned	<u>70,682</u>	49,534	42.7%	<u>225,586</u>	<u>131,979</u>	70.9%	<u>805,858</u>	<u>340,778</u>	136.5%
Total	140,861	97,905	43.9%	452,998	265,014	70.9%	1,616,250	684,830	136.0%
Aircraft Operation	ns								
Airlines	1,184	1,155	2.5%	4,251	4,107	3.5%	14,247	10,458	36.2%
Commuter/ Air Taxi	<u>693</u>	<u>761</u>	-8.9%	2,170	2,207	-1.7%	12,551	7,282	72.4%
Subtotal	<u>1,877</u>	<u>1,916</u>	-2.0%	<u>6,421</u>	<u>6,314</u>	1.7%	<u>26,798</u>	<u>17,740</u>	51.1%
General Aviation	4,271	3,649	17.0%	13,492	11,729	15.0%	46,408	40,410	14.8%
Military	<u>717</u>	<u>454</u>	57.9%	<u>1,991</u>	<u>1,152</u>	72.8%	<u>5,241</u>	<u>2,839</u>	84.6%
Subtotal	<u>4,988</u>	<u>4,103</u>	21.6%	<u>15,483</u>	<u>12,881</u>	20.2%	<u>51,649</u>	43,249	19.4%
Total	6,865	6,019	14.1%	21,904	19,195	14.1%	78,447	60,989	28.6%
Fuel Gallons									
100LL	15,017	16,803	-10.6%	45,779	49,572	-7.7%	179,717	160,451	12.0%
Jet A (GA)	134,021	141,425	-5.2%	416,424	365,164	14.0%	1,904,262	1,388,711	37.1%
Subtotal	<u>149,038</u>	<u>158,228</u>	-5.8%	462,203	<u>414,736</u>	11.4%	2,083,979	<u>1,549,162</u>	34.5%
Jet A (A/L)	<u>726,716</u>	<u>582,539</u>	24.7%	2,288,534	2,090,374	9.5%	<u>8,117,091</u>	<u>4,676,451</u>	73.6%
Total	875,754	740,767	18.2%	2,750,737	2,505,110	9.8%	10,201,070	6,225,613	63.9%

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

Airline Enplanements, Seats, and Load Factors Asheville Regional Airport



April 2022

	Apr 2022	Apr 2021	Percentage Change	*CYTD-2022	*CYTD-2021	Percentage Change
Allegiant Air						
Enplanements	33,810	24,687	37.0%	110,573	68,785	60.8%
Seats	39,555	42,393	-6.7%	144,174	130,977	10.1%
Load Factor	85.5%	58.2%	46.8%	76.7%	52.5%	46.0%
American Airlines						
Enplanements	13,977	13,098	6.7%	47,563	35,234	35.0%
Seats	15,517	18,759	-17.3%	59,482	64,937	-8.4%
Load Factor	90.1%	69.8%	29.0%	80.0%	54.3%	47.4%
Delta Air Lines						
Enplanements	17,082	6,859	149.0%	51,344	20,226	153.9%
Seats	20,001	12,693	57.6%	66,261	44,461	49.0%
Load Factor	85.4%	54.0%	58.0%	77.5%	45.5%	70.3%
Sun Country						
Enplanements	1,409	0	#Div/0!	4,398	0	#Div/0!
Seats	2,232	0	#Div/0!	6,696	0	#Div/0!
Load Factor	63.1%	#Num!	#Type!	65.7%	#Num!	#Type!
United Airlines						
Enplanements	3,901	3,727	4.7%	13,534	8,790	54.0%
Seats	4,450	5,100	-12.7%	16,670	17,200	-3.1%
Load Factor	87.7%	73.1%	20.0%	81.2%	51.1%	58.9%
Totals						
Enplanements	70,179	48,371	45.1%	227,412	133,035	70.9%
Seats	81,755	78,945	3.6%	293,283	257,575	13.9%
Load Factor	85.8%	61.3%	40.1%	77.5%	51.6%	50.1%

Tuesday, May 31, 2022

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

Airline Flight Completions Asheville Regional Airport

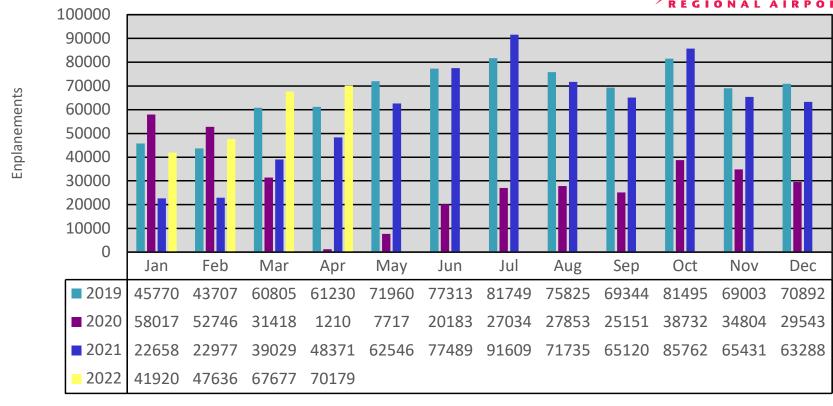
April 2022



	Scheduled		Cancellation	Total	Percentage of		
Airline	Flights	Field	Mechanical	Weather	Other	Cancellations	Completed Flights
Allegiant Air	263	0	0	0	33	33	87.5%
American Airlines	238	0	0	1	0	1	99.6%
Delta Air Lines	205	0	0	0	0	0	100.0%
Sun Country	10	0	0	0	0	0	100.0%
United Airlines	90	0	1	0	0	1	98.9%
Total	806	0	1	1	33	35	95.7%

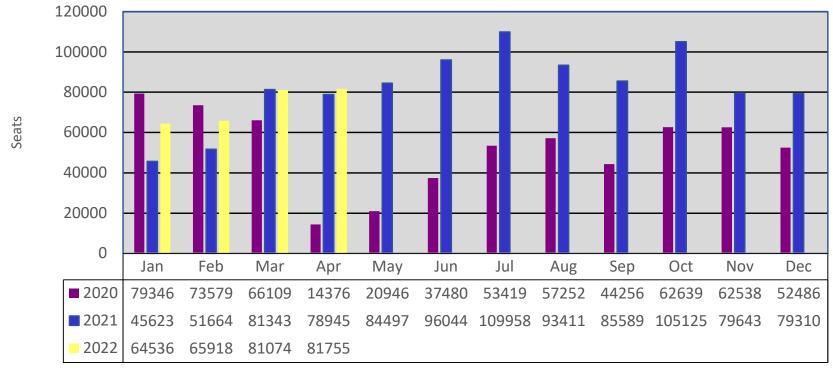
Monthly Enplanements By Year Asheville Regional Airport





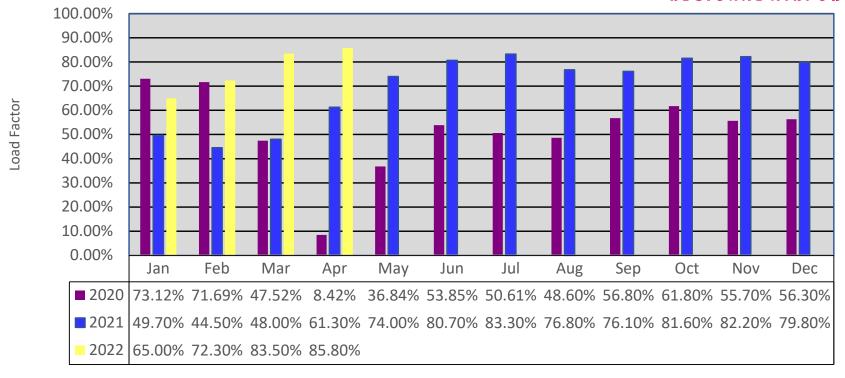
Monthly Seats By Year Asheville Regional Airport

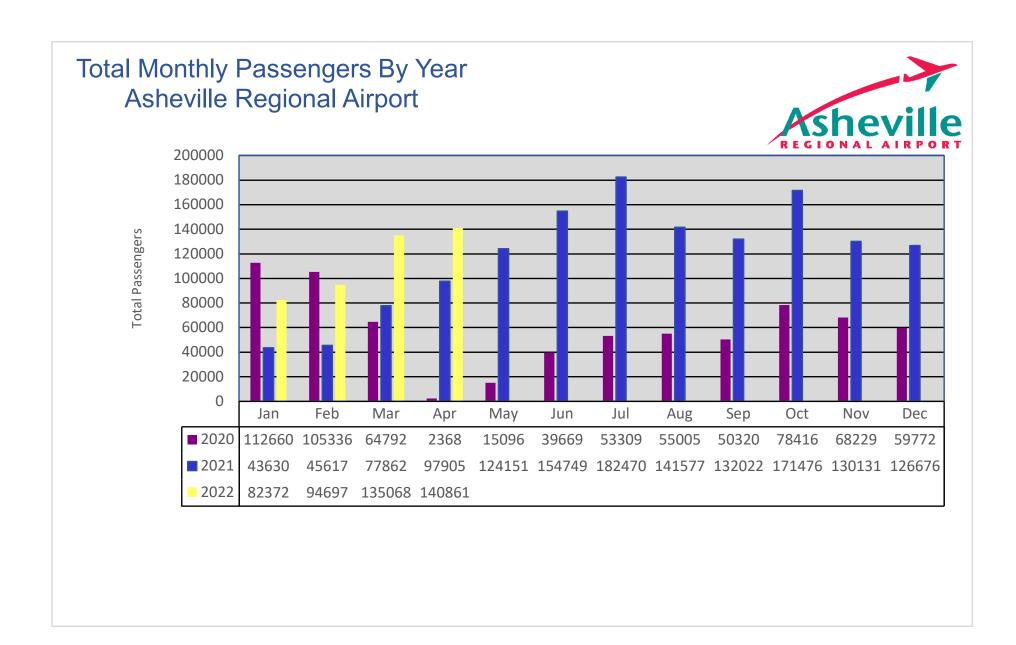




Monthly Load Factors By Year Asheville Regional Airport



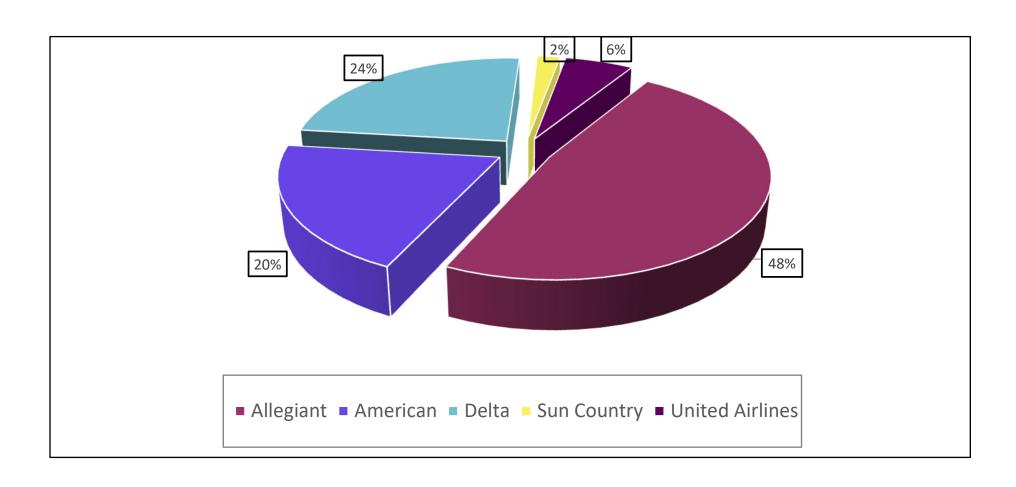




Airline Market Share Analysis (Enplanements) Asheville Regional Airport



Report Period From April 2022 Through April 2022



AVL - Three month schedule Summary Report July 2022 to September 2022 vs. July 2021 to September 2021 vs. July 2020 to September 2020 30-May-22

	Travel Per	riod		Jul 2022	Jul 2022	Jul 2021		Jul 2020		Diff Y		Percent I		Diff 2Y		Percent D	
Mkt Al AA	AUS-AVL	Orig AUS	Dest AVL	Ops/Week	Seats 76	Ops/Week 0	Seats 0	Ops/Week 0	Seats 0	Ops/Week	Seats 76	Ops/Week	Seats	Ops/Week	Seats 76	Ops/Week	Seats
AA	AUS-AVE AVI -AUS	AVL	AUS	1	76	0	0	0	0	1	76	-		1	76	-	-
AA	AVL-BOS	AVL	BOS	1	76	1	76	ō	ō	Ö	0	0.0%	0.0%	1	76	-	-
AA	BOS-AVL	BOS	AVL	1	76	1	76	0	0	0	0	0.0%	0.0%	1	76	-	-
AA AA	AVL-CLT	AVL	CLT AVL	52 52	3,883	48 48	2,959 2.959	31 31	2,356	4	924 924	8.3% 8.3%	31.2%	21	1,527	67.7%	64.8%
AA	CLT-AVL AVL-DCA	CLT AVL	DCA	9	3,883 684	48 7	532	0	2,356 0	2	152	28.6%	31.2% 28.6%	21 9	1,527 684	67.7%	64.8%
AA	DCA-AVL	DCA	AVL	9	684	7	532	ō	ō	2	152	28.6%	28.6%	9	684		-
AA	AVL-DFW	AVL	DFW	15	1,140	21	1,596	7	532	(6)	(456)	(28.6%)	(28.6%)	8	608	114.3%	114.3%
AA	DFW-AVL	DFW	AVL	15	1,140	21	1,596	7	532	(6)	(456)	(28.6%)	(28.6%)	8	608	114.3%	114.3%
AA AA	AVL-LGA LGA-AVL	AVL LGA	LGA AVL	1	76 76	7	521 521	0	0	(6) (6)	(445) (445)	(85.7%) (85.7%)	(85.4%) (85.4%)	1	76 76	-	-
AA	AVL-MIA	AVL	MIA	7	532	ó	0	Ö	0	7	532	(03.770)	(00.470)	7	532		-
AA	MIA-AVL	MIA	AVL	7	532	0	0	0	0	7	532	-	-	7	532	-	-
AA	AVL-ORD	AVL	ORD	7	532	7	455	1	65	0	77	0.0%	16.9%	6	467	600.0%	718.5%
AA AA	ORD-AVL AVL-PHL	ORD AVL	AVL PHL	7	532 455	7 13	455 676	1 7	65 455	0 (6)	77 (221)	0.0% (46.2%)	16.9% (32.7%)	6	467 0	600.0% 0.0%	718.5% 0.0%
AA	PHL-AVL	PHL	AVL	7	455 455	13	676	7	455 455	(6)	(221)	(46.2%)	(32.7%)	0	0	0.0%	0.0%
B6	AVL-BOS	AVL	BOS	5	500	0	0	ó	0	5	500	(40.270)	(32.7 70)	5	500	0.070	0.070
B6	BOS-AVL	BOS	AVL	5	500	0	0	ō	0	5	500	_	_	5	500	_	_
DL	ATL-AVL	ATL	AVL	35	3,850	37	3,356	28	2,128	(2)	494	(5.4%)	14.7%	7	1,722	25.0%	80.9%
DL	AVL-ATL	AVL	ATL	35	3,850	37	3,356	28	2,128	(2)	494	(5.4%)	14.7%	7	1,722	25.0%	80.9%
DL	AVL-DTW	AVL	DTW	0	0	0	0	0	0	0	0	-		0	0	-	-
DL DL	DTW-AVL AVL-LGA	AVL	AVL LGA	0 13	0 939	0 5	0 380	0	0	0 8	0 559	160.0%	147.1%	0 13	0 939	-	
DL	LGA-AVL	LGA	AVL	13	939	5	380	0	0	8	559	160.0%	147.1%	13	939	-	-
DL	AVL-MSP	AVL	MSP	1	132	0	0	ō	ō	1	132	-		1	132	-	-
DL	MSP-AVL	MSP	AVL	1	132	0	0	0	0	1	132		-	1	132		
G4 G4	AUS-AVL AVL-AUS	AUS AVL	AVL AUS	2 2	333 333	2	354 354	2 2	354 354	0	(21) (21)	0.0%	(5.9%) (5.9%)	0	(21) (21)	0.0%	(5.9%) (5.9%)
G4	AVL-ROS	AVL	BOS	4	666	2	354	ō	0	2	312	100.0%	88.1%	4	666	0.070	(3.870)
G4	BOS-AVL	BOS	AVL	4	666	2	354	0	0	2	312	100.0%	88.1%	4	666	-	-
G4	AVL-BWI	AVL	BWI	3	531	2	354	2	372	1	177	50.0%	50.0%	1	159	50.0%	42.7%
G4 G4	BWI-AVL AVL-DEN	BWI AVL	AVL DEN	3	531 687	2	354 354	2	372 354	1 2	177 333	50.0% 100.0%	50.0% 94.1%	1 2	159 333	50.0% 100.0%	42.7% 94.1%
G4	DEN-AVL	DEN	AVL	4	687	2	354	2	354	2	333	100.0%	94.1%	2	333	100.0%	94.1%
G4	AVL-EWR	AVL	EWR	5	801	4	708	2	354	1	93	25.0%	13.1%	3	447	150.0%	126.3%
G4	EWR-AVL	EWR	AVL	5	801	4	708	2	354	1	93	25.0%	13.1%	3	447	150.0%	126.3%
G4 G4	AVL-EYW EYW-AVL	AVL EYW	EYW AVL	2	312 312	0	0	0	0	2 2	312 312	-	-	2 2	312 312	-	-
G4	AVL-FLL	AVL	FLL	12	1,977	13	2,355	6	1,062	(1)	(378)	(7.7%)	(16.1%)	6	915	100.0%	86.2%
G4	FLL-AVL	FLL	AVL	12	1,977	13	2,355	6	1,062	(1)	(378)	(7.7%)	(16.1%)	6	915	100.0%	86.2%
G4	AVL-HOU	AVL	HOU	2	354	2	354	2	354	0	0	0.0%	0.0%	0	0	0.0%	0.0%
G4	HOU-AVL	HOU	AVL	2	354	2	354	2	354	0	0	0.0%	0.0%	0	0	0.0%	0.0%
G4 G4	AVL-LAS LAS-AVL	AVL LAS	LAS AVL	2 2	312 312	2	354 354	0	0	0	(42) (42)	0.0%	(11.9%) (11.9%)	2 2	312 312	-	-
G4	AVL-MDW	AVL	MDW	2	333	2	354	2	354	ő	(21)	0.0%	(5.9%)	0	(21)	0.0%	(5.9%)
G4	MDW-AVL	MDW	AVL	2	333	2	354	2	354	0	(21)	0.0%	(5.9%)	0	(21)	0.0%	(5.9%)
G4	AVL-MSP	AVL	MSP	2	354	0	0	0	0	2	354	-	-	2	354	-	-
G4 G4	MSP-AVL AVI -PBI	MSP AVL	AVL PBI	2	354 510	0 2	0 354	0 2	0 354	2	354 156	50.0%	44 1%	2	354 156	50.0%	44.1%
G4	PBI-AVL	PBI	AVL	3	510	2	354	2	354	i	156	50.0%	44.1%	1	156	50.0%	44.1%
G4	AVL-PGD	AVL	PGD	7	1,197	4	726	4	717	3	471	75.0%	64.9%	3	480	75.0%	66.9%
G4	PGD-AVL	PGD	AVL	7	1,197	4	726	4	717	3	471	75.0%	64.9%	3	480	75.0%	66.9%
G4 G4	AVL-PIE PIE-AVL	AVL PIF	PIE AVL	12 12	1,914 1,914	11 11	1,947 1,947	6	1,080 1,080	1	(33)	9.1% 9.1%	(1.7%) (1.7%)	6	834 834	100.0% 100.0%	77.2% 77.2%
G4	AVL-SFB	AVL	SFB	12	2,103	14	2,523	5	903	(2)	(420)	(14.3%)	(16.6%)	7	1,200	140.0%	132.9%
G4	SFB-AVL	SFB	AVL	12	2,103	14	2,523	5	903	(2)	(420)	(14.3%)	(16.6%)	7	1,200	140.0%	132.9%
G4	AVL-SRQ	AVL	SRQ	2	354	2	354	2	354	0	0	0.0%	0.0%	0	0	0.0%	0.0%
G4 G4	SRQ-AVL AVL-VPS	SRQ AVL	AVL VPS	2	354 156	2 2	354 354	2 0	354 0	0 (1)	0 (198)	0.0% (50.0%)	0.0% (55.9%)	0	0 156	0.0%	0.0%
G4 G4	VPS-AVL	VPS	AVL	1	156	2	354 354	0	0	(1)	(198)	(50.0%)	(55.9%)	1	156	-	
NK	AVL-FLL	AVL	FLL	Ö	0	0	0	ō	0	0	0	()	()	o o	0	-	-
NK	FLL-AVL	FLL	AVL	0	0	0	0	0	0	0	0	-	-	0	0	-	-
NK	AVL-GSO	AVL	GSO	0	0	0	0	0	0	0	0	-		0	0	-	-
NK NK	AVL-MCO MCO-AVL	AVL MCO	MCO AVL	0	0	0	0	0	0	0	0	-		0	0	-	
NK	AVL-TPA	AVL	TPA	ő	ō	Ö	ō	0	0	ő	0	-		ő	0	-	-
NK	TPA-AVL	TPA	AVL	0	0	0	0	0	0	0	0	-		0	0	-	-
SY	AVL-MSP MSP-AVI	AVL MSP	MSP AVI	2	372 372	0	0	0	0	2	372 372	-	-	2	372 372	-	-
UA	AVL-EWR	AVL	EWR	14	1,028	7	350	0	0	7	372 678	100.0%	193.7%	14	1,028	-	
UA	EWR-AVL	EWR	AVL	14	1,028	7	350	0	0	7	678	100.0%	193.7%	14	1,028	-	
UA	AVL-IAD	AVL	IAD	0	0	21	1,050	14	700	(21)	(1,050)	(100.0%)	(100.0%)	(14)	(700)	(100.0%)	(100.0%)
UA	IAD-AVL	IAD	AVL	0	0	21	1,050	14	700	(21)	(1,050)	(100.0%)	(100.0%)	(14)	(700)	(100.0%)	(100.0%)
UA UA	AVL-ORD ORD-AVL	AVL ORD	ORD AVL	14 14	700 700	28 28	1,400 1,400	7 7	350 350	(14) (14)	(700) (700)	(50.0%) (50.0%)	(50.0%) (50.0%)	7	350 350	100.0% 100.0%	100.0% 100.0%
571	31107111	0,10	,,,,,			20	1,400		000	(17)	(100)	(00.070)	(00.070)		000	100.070	100.070
			Total	522	55,738	536	50,300	264	26,396	(14)	5,438	(2.6%)	10.8%	258	29,342	97.7%	111.2%

AA	Travel Per	riod Orig	Dest	Aug 2022 Ops/Week	Aug 2022 Seats	Aug 2021 Ops/Week	Seats	Aug 2020 Ops/Week	Seats	Diff Y Ops/Week	oY Seats	Percent Ops/Week	Diff YoY Seats	Diff: Ops/Week	2YoY Seats	Percent D	Diff 2YoY Seats
AA AA AA	AUS-AVL AVL-AUS AVL-BOS BOS-AVL	AUS AVL AVL BOS	AVL AUS BOS AVL	1	76 76 76 76	0 0 1	0 0 76 76	0 0 0	0 0 0	1 0 0	76 76 0	0.0% 0.0%	0.0% 0.0%	1 1 1	76 76 76 76	-	-
AA AA	AVL-CLT CLT-AVL	AVL CLT	CLT AVL	49 49	3,658 3,658	48 48	2,959 2,959	31 31	2,356 2,356	1	699 699	2.1% 2.1%	23.6% 23.6%	18 18	1,302 1,302	58% 58%	55% 55%
AA AA AA	AVL-DCA DCA-AVL AVL-DFW	DCA AVL	DCA AVL DFW	9 9 15	684 684 1,140	7 7 21	521 521 1,596	0 0 7	0 0 532	2 2 (6)	163 163 (456)	28.6% 28.6% (28.6%)	31.3% 31.3% (28.6%)	9 9 8	684 684 608	114%	114%
AA AA AA	DFW-AVL AVL-LGA LGA-AVL	DFW AVL LGA	AVL LGA AVL	15 1 1	1,140 76 76	21 7 7	1,596 521 521	7 0 0	532 0 0	(6) (6) (6)	(456) (445) (445)	(28.6%) (85.7%) (85.7%)	(28.6%) (85.4%) (85.4%)	8 1 1	608 76 76	114% - -	114%
AA AA AA	AVL-MIA MIA-AVL AVL-ORD	MIA AVL	MIA AVL ORD	7 7 7	532 532 532	0 0 7	0 0 455	0	0	7 7 0	532 532 77	0.0%	16.9%	7 7 7	532 532 532	-	-
AA AA AA	ORD-AVL AVL-PHL PHL-AVL	ORD AVL PHL	AVL PHL AVL	7 7 7	532 455 455	7 13 13	455 665 665	0	0	0 (6) (6)	77 (210) (210)	0.0% (46.2%) (46.2%)	16.9% (31.6%) (31.6%)	7 7 7	532 455 455	-	-
B6 B6 DL	AVL-BOS BOS-AVL ATL-AVL	AVL BOS ATL	AVL AVL	7 7 35	700 700 3,850	0 0 34	0 0 3,672	0 0 33	0 0 2,984	7	700 700 178	2.9%	4.8%	7 2	700 700 866	6%	29%
DL DL DL	AVL-ATL AVL-LGA LGA-AVL	AVL AVL LGA	ATL LGA AVL	35 13 13	3,850 939 939	34 0 0	3,672 0 0	33 0 0	2,984 0 0	1 13 13	178 939 939	2.9%	4.8%	2 13 13	866 939 939	6% - -	29%
DL DL G4	AVL-MSP MSP-AVL AUS-AVL	MSP AUS	MSP AVL AVL	1 1 2	132 132 354 354	0 0 2	0 0 354	0 0 2	0 0 354	1 1 0	132 132 0	0.0%	0.0%	1 1 0	132 132 0	0.0%	0.0%
G4 G4 G4	AVL-AUS AVL-BOS BOS-AVL	AVL AVL BOS	AUS BOS AVL	2 4 4 3	708 708	2 2 2	354 354 354	2 0 0	354 0 0	0 2 2	354 354	0.0% 100.0% 100.0%	0.0% 100.0% 100.0%	0 4 4	0 708 708	0.0%	0.0%
G4 G4 G4 G4	AVL-BWI BWI-AVL AVL-DEN DEN-AVL	AVL BWI AVL DEN	BWI AVL DEN AVL	3 4 4	510 510 666 666	2 2 2 2	354 354 354 354	2 2 2 2	372 372 354 354	1 2 2	156 156 312 312	50.0% 50.0% 100.0% 100.0%	44.1% 44.1% 88.1% 88.1%	1 2 2	138 138 312 312	50.0% 50.0% 100.0% 100.0%	37.1% 37.1% 88.1% 88.1%
G4 G4 G4	AVL-EWR EWR-AVL AVL-EYW	AVL EWR AVL	EWR AVL EYW	5 5 2	843 843 312	4 4 0	708 708 0	2 2 0	354 354 354 0	1 1 2	135 135 312	25.0% 25.0%	19.1% 19.1%	3 3 2	489 489 312	150.0% 150.0%	138.1% 138.1%
G4 G4 G4	EYW-AVL AVL-FLL FLL-AVL	EYW AVL FLL	AVL FLL AVL	2 12 12	312 1,977 1,977	0 11 11	0 1,947 1,947	0 7 7	0 1,239 1,239	2	312 30 30	9.1% 9.1%	1.5% 1.5%	2 5	312 738 738	71.4% 71.4%	59.6% 59.6%
G4 G4 G4	AVL-HOU HOU-AVL AVL-LAS	AVL HOU AVL	HOU AVL LAS	2 2 2	312 312 312	2 2 2	354 354 354	2 2 0	354 354 0	0	(42) (42) (42)	0.0% 0.0% 0.0%	(11.9%) (11.9%) (11.9%)	0 0 2	(42) (42) 312	0.0%	(11.9%) (11.9%)
G4 G4 G4	LAS-AVL AVL-MDW MDW-AVL	LAS AVL MDW	AVL MDW AVL	2 2 2	312 354 354	2 2 2	354 354 354	0 2 2	0 354 354	0	(42) 0	0.0% 0.0% 0.0%	(11.9%) 0.0% 0.0%	2 0 0	312 0 0	- 0.0% 0.0%	- 0.0% 0.0%
G4 G4 G4	AVL-MSP MSP-AVL AVL-PBI	AVL MSP AVL	MSP AVL PBI	2 2 2	354 354 354	0 0 2	0 0 354	0 0 2	0 0 354	2 2 0	354 354 0	- 0.0%	0.0% - - 0.0%	2 2 0	354 354 0	- 0.0%	- - 0.0%
G4 G4 G4	PBI-AVL AVL-PGD PGD-AVL	PBI AVL PGD	AVL PGD AVL	2 7 7	354 1,197 1,197	2 4 4	354 726 726	2 4 4	354 717 717	0 3 3	0 471 471	0.0% 0.0% 75.0% 75.0%	0.0% 64.9% 64.9%	0 3 3	0 480 480	0.0% 75.0% 75.0%	0.0% 66.9% 66.9%
G4 G4 G4	AVL-PIE PIE-AVL AVL-SFB	AVL PIE AVL	PIE AVL SFB	12 12 11	1,893 1,893 1,863	9 9 10	1,593 1,593 1,824	8 8 6	1,434 1,434 1,062	3 3 1	300 300 39	33.3% 33.3% 10.0%	18.8% 18.8% 2.1%	4 4 5	459 459 801	50.0% 50.0% 83.3%	32.0% 32.0% 75.4%
G4 G4 G4	SFB-AVL AVL-SRQ SRQ-AVL	SFB AVL SRQ	AVL SRQ AVL	11 2 2	1,863 354 354	10 2 2	1,824 354 354	6 2 2	1,062 354 354	1 0 0	39 0 0	10.0% 0.0% 0.0%	2.1% 0.0% 0.0%	5 0 0	801 0 0	83.3% 0.0% 0.0%	75.4% 0.0% 0.0%
G4 G4 SY	AVL-VPS VPS-AVL AVL-MSP	AVL VPS AVL	VPS AVL MSP	1 1 2	156 156 372	2 2 0	354 354 0	0 0 0	0	(1) (1) 2	(198) (198) 372	(50.0%) (50.0%)	(55.9%) (55.9%)	1 1 2	156 156 372	-	-
SY UA UA	MSP-AVL AVL-EWR EWR-AVL	MSP AVL EWR	AVL EWR AVL	2 14 14	372 1,028 1,028	0 7 7	0 350 350	0 0 0	0 0 0	2 7 7	372 678 678	100.0% 100.0%	193.7% 193.7%	2 14 14	372 1,028 1,028	= = =	- -
UA UA UA	AVL-IAD IAD-AVL AVL-ORD	AVL IAD AVL	IAD AVL ORD	0 0 14	0 0 700	21 21 28	1,232 1,232 1,582	14 14 14	700 700 700	(21) (21) (14)	(1,232) (1,232) (882) (882)	(100.0%) (100.0%) (50.0%) (50.0%)	(100.0%) (100.0%) (55.8%) (55.8%)	(14) (14) 0	(700) (700) 0	(100.0%) (100.0%) 0.0%	(100.0%) (100.0%) 0.0%
	ORD-AVL	ORD	AVL	14	700	28	1,582	14	700	(14)	(===)	(55.5.1)	(55.8%)	0	0	0.0%	0.0%
UA			Total	516	54,938	504	47,934	280	29,148	12	7,004	2.4%	14.6%	236	25,790	84.3%	88.5%
Mkt AI	Travel Per	Orig AUS	Dest AVL	516 Sep 2022 Ops/Week	Sep 2022 Seats	504 Sep 2021 Ops/Week 0	Seats 0	Sep 2020 Ops/Week 0	Seats 0	Diff Y Ops/Week	oY Seats	2.4% Percent Ops/Week		236 Diff: Ops/Week 0	2YoY Seats 0		88.5% Diff 2YoY Seats
Mkt Al AA AA AA	AUS-AVL AVL-AUS AVL-BOS BOS-AVL	Orig AUS AVL AVL BOS	Dest AVL AUS BOS AVL	Sep 2022 Ops/Week 0 0 1	Sep 2022 Seats 0 0 76 76	Sep 2021 Ops/Week 0 0 1	Seats 0 0 76 76	Sep 2020 Ops/Week 0 0 0	Seats 0 0 0 0 0	Diff Y Ops/Week 0 0 0	Seats 0 0 0 0	Percent Ops/Week	Diff YoY Seats - - 0.0% 0.0%	Diff: Ops/Week 0 0 1	2YoY Seats 0 0 76 76	Percent I Ops/Week - - -	Diff 2YoY Seats
Mkt Al AA AA AA AA AA AA	AUS-AVL AVL-AUS AVL-BOS BOS-AVL AVL-CLT CLT-AVL AVL-DCA	AUS AVL AVL BOS AVL CLT AVL	AVL AUS BOS AVL CLT AVL DCA	Sep 2022 Ops/Week 0 0 1 1 43 43 8	Sep 2022 Seats 0 0 76 76 76 3,727 3,727 608	Sep 2021 Ops/Week 0 1 1 43 43 7	Seats 0 0 76 76 2,879 2,879 521	Sep 2020 Ops/Week 0 0 0 0 0 35 35 0	Seats 0 0 0 0 2,660 2,660 0	Diff Y Ops/Week 0 0	OY Seats 0 0 0 0 0 848 848 87	Percent Ops/Week - 0.0% 0.0% 0.0% 0.0% 14.3%	Diff YoY Seats - 0.0% 0.0% 29.5% 29.5% 16.7%	Diff: Ops/Week 0 0 1 1 8 8	2YoY Seats 0 0 76 76 1,067 1,067 608	Percent D	Diff 2YoY
Mkt Al AA AA AA AA AA AA AA AA AA	AUS-AVL AVL-AUS AVL-BOS BOS-AVL AVL-CLT CLT-AVL AVL-DCA DCA-AVL AVL-DFW DFW-AVL	Orig AUS AVL AVL BOS AVL CLT AVL DCA AVL DFW	Dest AVL AUS BOS AVL CLT AVL DCA AVL DFW AVL	Sep 2022 Ops/Week 0 0 1 1 43 43	Sep 2022 Seats 0 0 0 76 76 3,727 3,727 608 608 1,064 1,064	Sep 2021 Ops/Week 0 0 1 1 43 43 7 7 14 14	Seats 0 0 76 76 2,879 2,879 521 1,064 1,064	Sep 2020 Ops/Week 0 0 0 0 35 35 0 0 7 7	Seats 0 0 0 0 2,660 2,660 0 0 532 532	Diff Y Ops/Week 0 0 0 0	Seats 0 0 0 0 848 848 87 87 0 0	Percent Ops/Week - - 0.0% 0.0% 0.0% 0.0%	Diff YoY Seats - - 0.0% 0.0% 29.5% 29.5%	Diff: Ops/Week 0 0 1 1 8 8	2YoY Seats 0 0 76 76 1,067 1,067 608 608 532 532	Percent I Ops/Week	Diff 2YoY Seats 40.1% 40.1%
MKt AI AA AA AA AA AA AA AA AA AA	AUS-AVL AVL-AUS AVL-BOS BOS-AVL AVL-CLT CLT-AVL AVL-DCA DCA-AVL AVL-DFW AVL-GA LGA-AVL AVL-MIA	AUS AVL BOS AVL CLT AVL DCA AVL DFW AVL LGA AVL	Dest AVL AUS BOS AVL CLT AVL DCA AVL DFW AVL LGA AVL MIA	Sep 2022 Ops/Week 0 0 1 1 1 43 43 8 8 8 14 14 1 1	Sep 2022 Seats 0 0 76 76 76 3,727 3,727 608 608 1,064 1,064 76 76 532	Sep 2021 Ops/Week 0 0 1 1 43 43 7 7 14 14 0 0 0	Seats 0 0 76 76 2,879 2,879 521 521 1,064 1,064 0 0	Sep 2020 Ops/Week 0 0 0 0 35 35 0 0 7 7 7 0 0	Seats 0 0 0 0 2,660 2,660 0 0 532 532 0 0	Diff Y Ops/Week 0 0 0 0 0 0 1 1	OY Seats 0 0 0 0 848 848 87 87 0 0 76 5532	Percent Ops/Week - - 0.0% 0.0% 0.0% 0.0% 14.3% 14.3%	Diff YoY Seats - 0.0% 0.0% 29.5% 29.5% 16.7% 0.0%	Ops/Week 0 0 1 1 8 8 8 7 7 1 1 7	2YoY Seats 0 0 76 76 76 1,067 1,067 608 608 532 532 76 76 532	Percent I Ops/Week	Oiff 2YoY Seats - - - - - - - - - - - - - - - - - - -
Mkt AI AA AA AA AA AA AA AA AA AA	AUS-AVI. AVL-AUS AVL-BOS BOS-AVL AVL-CLT CLT-AVL AVL-DCA DCA-AVI AVL-DFW DFW-AVI. AVL-LGA LGA-AVI. AVL-MIA MIA-AVI. AVL-ORD ORD-AVI.	Orig AUS AVL AVL BOS AVL CLT AVL DCA AVL DFW AVL LGA AVL MIA AVL ORD	Dest AVL AUS BOS AVL CLT AVL DCA AVL DFW AVL LGA AVL LGA AVL ORD AVL	Sep 2022 Ops/Week 0 0 1 1 43 43 8 8 8 14 14 11	Sep 2022 Seats 0 0 76 76 3,727 3,727 608 608 1,064 76 76 532 532 455	Sep 2021 Ops/Week 0 0 1 1 43 43 7 7 14 14 0 0 0 6 6	Seats 0 0 76 76 2,879 2,879 521 521 1,064 0 0 0 456 456	Sep 2020 Ops/Week 0 0 0 0 35 35 0 7 7 0 0 0	Seats 0 0 0 0 0 2,660 2,660 0 0 5332 5332 0 0 0 0 0	Diff Y Ops/Week 0 0 0 0 0 1 1 1 7 7 1 1	OY Seats 0 0 0 0 848 848 87 0 76 76 76 532 532 (11) (11)	Percent Ops/Week - - 0.0% 0.0% 0.0% 0.0% 14.3% 0.0% 0.0% - - - 16.7%	Diff YoY Seats 0.0% 0.0% 29.5% 29.5% 16.7% 0.0% (0.2%) (0.2%)	Diff: Ops:Week 0 0 1 1 8 8 8 8 7 7 1 1	2YOY Seats 0 0 76 76 1,067 608 608 532 532 76 76 532 532 455 455	Percent I Ops/Week	Oiff 2YoY Seats - - - - - - - - - - - - - - - - - - -
Mkt Al AA AA AA AA AA AA AA AA AA	AUS-AVL AVL-AUS AVL-BOS BOS-AVL AVL-CLT CLT-AVL DCA DCA-AVL AVL-DFW DFW-AVL AVL-LGA LGA-AVL AVL-MIA MIA-AVL AVL-ORD	Orig AUS AVL BOS AVL CLT AVL DCA AVL DFW AVL LGA AVL MIA AVL	Dest AVL AUS BOS AVL CLT AVL DCA AVL DFW AVL LGA AVL MIA AVL ORD	Sep 2022 Ops/Week 0 0 1 1 1 43 43 8 8 14 11 1 7 7	Sep 2022 Seats 0 0 0 76 76 3,727 3,727 608 608 1,064 1,064 76 532 532 455	Sep 2021 Ops/Week 0 0 1 1 1 43 43 7 7 14 14 0 0 0 6	Seats 0 0 76 76 76 2,879 521 1,064 1,064 0 0 456	Sep 2020 Ops/Week 0 0 0 0 0 35 35 0 0 7 7 7 0 0 0	Seats 0 0 0 0 2,660 2,660 0 0 532 532 0 0 0 0	Diff Y Ops/Week 0 0 0 0 0 0 1 1	OY Seats 0 0 0 0 848 848 87 0 0 76 76 532 532 (11)	Percent Ops/Week - - 0.0% 0.0% 0.0% 0.0% 14.3% 0.0% 0.0% - - - - 16.7%	Diff YoY Seats 0.0% 0.0% 29.5% 29.5% 16.7% 0.0% 0.0% (0.2%)	Ops/Week Ops/We	2YoY Seats 0 0 76 76 1,067 1,067 608 608 532 532 76 76 532 532 455	Percent I Ops/Week	Oiff 2YoY Seats - - - - - - - - - - - - - - - - - - -
Mkt All AA	AUS-AVL AVIAUS AVIBOS BOS-AVI. AVICLT CLT-AVI. AVIDCA DCA-AVI. AVIDFW DFW-AVI. AVILGA LGA-AVI. AVIMIA MIA-AVI. AVIORD ORD-AVI. AVIPHL PHIAVI. AVIBOS BOS-AVI. AVIATI. AVIATI. AVIATI. AVIATI. AVITGA	Orig AUS AVI BOS AVI CLT AVI DEW AVI LGA AVI LGA AVI LGA AVI AVI BOS AVI	Dost AVL AUS BOS AVL CLT AVL DCA AVL LGA AVL MIA AVL MIA AVL BOS AVL AVL AUL AUL AUL AUL AUL AUL AUL AUL AUL AU	Sop 2022 Ops/Week 0 0 1 1 1 43 43 8 8 8 14 14 1 1 7 7 7 7 7 7 7 7 7 7 0 0 0	Seats 0 0 76 76 76 76 76 76 76 76 76 76 76 76 76	Sep 2021 Ops/Week 0 0 1 1 43 3 7 7 14 14 0 0 0 6 6 13 13 0	Seats 0 76 76 76 76 78 78 92 1064 1,	Sep 2020 Ops/Week 0 0 0 0 0 0 35 35 35 0 0 0 0 0 0 0 0 0	Scats 0 0 0 0 0 2,660 0 0 532 532 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Diff Y Ops/Week 0 0 0 0 0 1 1 1 7 7 1 1 (6) (6)	OY Soats 0 0 0 8488 87 87 0 76 532 (1) (11) (195) (195) (195) 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Percent Ops/Week - - 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% - - - 16.7% (46.2%)	Diff YoY Seats 0.0% 0.0% 29.5% 29.5% 16.7% 16.7% (0.2%) (0.2%) (30.0%)	Diff Ops:Week 0 0 1 1 8 8 8 7 7 1 1 7 7 7 7 7 0 0 9 9 9 14	2YoY Seats 0 0 76 1,067 608 608 532 75 76 76 532 532 532 532 532 532 532 532 532 532	Percent I Ops/Week	Oiff 2YoY Seats - - - - - - - - - - - - - - - - - - -
Mkt Al AA A	AUS-AVI. AVIAUS AVIBOS BOS-AVI. AVICAIV. AVICAI	Orig AUS AUL AVL BOS AVL DCA AVL DCA AVL DFW AVL LGA AVL HHL AVL BOS ATL AVL BOS ATL AVL BMSP	Dest AVI AUS BOS AVI CLIT AVL DCA AVL DCA AVL LGA AVL MIA AVL ORD AVL BOS AVI AVI BOS AVI AVI BOS AVI AVI AVI AVI BOS AVI AVI AVI BOS AVI AVI AVI AVI BOS AVI AVI AVI BOS AVI AVI AVI BOS AVI AVI BOS AVI AVI AVI BOS AVI AVI BOS AVI AVI AVI BOS BOS AVI BOS BOS AVI BOS	Sop 2022 Ops/Week 0 0 1 1 1 43 43 8 8 8 14 14 11 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7	Sep 2022 Seats 0 0 76 76 76 3.727 608 1.064 76 75 532 455 455 455 0 0 4.620 986 986 110	Sep 2021 Ops/Week 0 0 1 1 1 3 3 7 7 1 4 1 4 0 0 0 6 6 1 1 3 1 3 0 0 0 3 4 0 0 0 0	Seats 0 0 76 76 2,879 521 1,064 0 0 456 650 0 0 3,536 0 0 0 0	Sep 2020 Ops/Week 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Seats 0 0 0 0 0 2,660 0 532 532 0 0 0 0 0 0 2,746 2,746 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Ops/Week O O O O O O O O O O O O O	OY Soats 0 0 0 0 848 848 87 0 76 532 (1) (195) 0 1,084 986 110 110	Percent Ops/Week 0.0% 0.0% 0.0% 0.0% 14.3% 14.3% 0.0% 	DH YeY Seats	Diff Ops Week 0 0 1 1 1 8 8 8 8 7 7 1 1 1 7 7 7 7 7 7 7 7	2YoY Seats 0 0 76 76 78 1,067 608 532 76 75 532 455 455 455 0 0 1,874 986 110 110	Percent I Ops/Wesk 22.9% 22.9% 100.0% 100.0%	DHE 2YOY Seets
Mixt Al AA AA AA AA AA AA AA AA AA	AUS-AVI. AVIAUS AVIBOS BOS-AVI. AVICOS BOS-AVI. AVICOS BOS-AVI. AVICOS DOS-AVI. AVICOS LOGA-VI. AVICOS BOS-AVI. AVICOS BOS-AVI. AVICOS BOS-AVI. AVICOS BOS-AVI. AVIAVI. AVIAVIAVI. AVIAVIAVIAVIAVIAVIAVIAVI	Orig AUS AVL BOS AVL BOS AVL BOS AVL DCA AVL DCA AVL LGA AVL BOS AVL LGA AVL BOS AVL	Dost AVL AUS BOS AVL CLT AVL DCA AVL DFW AVL LGA AVL ORD AVL	Sep 2022 Ops/Week 0 0 1 1 43 43 8 8 8 14 14 17 7 7 7 7 7 7 10 0 42 42 44 14 11 1 1 1 1 1 1 2 2 3	Sep 2022 Seats 0 0 0 0 76 76 608 608 608 608 608 608 608 60	Sep 2021 Ops/Week 0 0 1 1 43 43 7 7 7 14 14 0 0 0 6 6 13 3 0 0 34 34 0 0 0 2 2 2	Seats 0 0 76 76 76 95 2,879 521 521 1,064 0 0 456 456 650 0 0 3,536 3,536 0 0 0 354 354	Sep 2020 Ops/Week 0 0 0 0 0 0 0 0 7 7 7 0 0 0 0 0 0 0 0	Seats 0 0 0 0 0 0 2,660 2,660 0 532 532 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Ops/Week O O O O O O O O O O O O O	OY Seats 0 0 0 0 0 84848 848 87 87 0 0 76 532 (1) (195) 0 1.084 11084 11084 1108 18 18	Percent Ops/Week 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 14.3% 40.0% 0.0% 16.7% (46.2%) (46.2%) 0.0% 0.0%	DIII YoY Seats	Diff. Ops.Week 0 0 1 1 8 8 8 8 7 7 7 7 7 7 7 7 7 7 9 9 9 144 14 1 1 1 2 2 1	2YoY Seats 0 0 0 76 76 1,067 1,067 1,067 608 688 683 532 532 532 455 455 455 455 455 455 455 986 11,874 986 986 110 110 110 172 372 186	Percent Cops Week 22.9% 22.9% 100.0% 100.0% 27.3% 27.3% 50.0%	2011 2 YOY Seats
Mist Al AA AA AA AA AA AA AA AA AA	AUS-AVI. AVIAUS AVIBUS BOS-AVI. AVICLT AVICLT AVICLT AVICLT AVICLT AVICLT AVICLA AVICRA LGA-AVI. AVICRA LGA-AVI. AVICRA LGA-AVI. AVIAVI. AVI	Orig AUS AVL BOS AVL BOS AVL CLT AVL DCA AVL DCA AVL DFW AVI LGA AVI BOS AVI AVI AVI AVI BOS ATI LGA AVI BOS BOS AVI BOS	Dest AVL AUS BOS AVL CLT AVL DCA AVL LGA AVL LGA AVL LGA AVL LGA AVL AVL AVL AVL AVL AVL AVL AVL AVL AV	Sep 2022 Ops/Week 0 0 1 1 43 43 43 43 41 1 1 7 7 7 7 7 0 0 0 42 42 42 41 11 1 1 1 1 2 2 3 3 2 2	Sept. 2022 Souts 0 0 0 76 3.727 3.727 3.727 3.727 608 608 1.064 76 76 532 455 455 455 455 455 455 455 455 455 45	Sep 2021 Ops:Week 0 0 1 1 43 43 47 7 7 14 0 0 0 0 6 6 13 13 0 0 0 0 2 2 2 2 2 2 2	Seats 0 0 0 76 78 2,879 2,879 2,879 2,879 2,879 2,879 2,879 3,536 0 0 0 466 466 466 466 466 466 466 466	Sep 2020 Ops/Week 0 0 0 7 7 0 0 0 0 7 7 0 0 0 0 0 0 0 0	Seats 0 0 0 0 0 0 2,660 2,660 0 0 0 5372 312	Ops/Week O O O O O O O O O O O O O	OY Seats 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Percent Ops/Week 0.0% 0.0% 0.0% 0.0% 0.0% 14.3% 14.3% 14.3% 14.3% 14.3% 14.3% 14.3% 16.7% 16.7% 23.5% 23.5% 23.5% 23.5% 20.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.	DIFF YOY Seats 0.0% 0.0% 0.0% 29.5% 29.5% 16.7% 16.7% 10.0% 0.0% 0.0% 0.0% 30.7% 30.7% 30.7% 5.1% 50.0% 50.0% 60.0%	Diff. Ops:Week 0 0 1 1 8 8 8 7 7 1 1 7 7 7 7 7 7 0 0 9 9 9 14 14 11 11 12 2 2 1 1 0 0	2Yo's Seats 0 0 0 0 76 50 50 50 50 50 50 50 50 50 50 50 50 50	Percent Cops.Week 22.9% 22.9% 22.9% 100.0% 100.0%	2011 2 YOY Seats
Mkt Al AA AA AA AA AA AA AA AA AA	AUS-AVI. AVIAUS BOS-AVI. AVIBUS BOS-AVI. AVIDCA DCA-AVI. AVIDCA DCA-AVI. AVIDCA DCA-AVI. AVIDCA DCA-AVI. AVIDCA DCA-AVI. AVICGA LGA-AVI. AVIGGA LGA-AVI. AVIAVI. AVIAVI. AVIAVI. AVIAVI. AVIAVI. AVIAVI. AVIAVI. AVIAVI. AVIAVI. AVIBOS AVI. AVIBOS AVI. AVIBOS AVI. AVIBOS AVIB	Orig AUS AVL AVL BOS AVL CLT AVL DCA AVL DCA AVL LGA AVL CORD CORD CORD CORD CORD CORD CORD CORD	Dost AVL AUS DOSA AVL DFW AVL LGA AVL BOS AVL BOS AVL	Sep 2022 Ops/Week 0 0 1 1 43 43 8 8 14 11 7 7 7 7 7 7 7 0 0 0 42 42 42 41 11 1 2 3 3 3 2 2 2 2 6	Sep 2022 Solida O 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Sep 2021 OpstWeek 0 0 1 1 1 43 43 7 7 14 0 0 0 6 6 13 13 0 0 0 2 2 2 2 2 2 2 2 2 2 2	Seats 0 0 76 78 2,879 521 521 521 1,064 0 0 456 456 650 0 0 3,536 0 0 0 3,536 0 0 0 354 372 372 372 372 372	Sep 2020 Ops/Week 0 0 0 35 35 0 7 7 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Seats 0 0 0 2,6600 2,6600 2,6600 0 0 532 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Diff Y Ops/Week 0 0 0 0 1 1 1 0 1 1 (6) (6) 0 8 8 1 1 1 1 0 0 1 1 1 0 0 4 4	OY Souts 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Percent Ops/Week 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0	DIFF YOY Soats 0.0% 0.0% 29.5% 16.7% 16.7% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	Diff. Ops:Week 0 0 1 1 1 8 8 8 8 7 7 1 1 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7	2Yo's Seats 0 0 0 0 76 76 77 1,067 1,067 1,067 1,067 1,067 2,067 2,07 2,07 2,07 2,07 2,07 2,07 2,07 2,0	Percent Cops Week 22.9% 22.9% 22.9% 100.0% 100.0% 27.3% 27.3% 50.0% 50.0% 50.0% 0.0%	2011 2 YOY Seats
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MEMORANDUM

TO: Members of the Airport Authority

FROM: Janet Burnette, Director of Finance & Accounting

DATE: June 10, 2022

ITEM DESCRIPTION – Information Section Item B

Greater Asheville Regional Airport – Explanation of Extraordinary Variances Month of April 2022

SUMMARY

Operating Revenues for the month of April were \$1,636,179, 26.2% over budget. Operating Expenses for the month were \$730,108, 29.8% under budget. As a result, Net Operating Revenues before Depreciation were \$906,071. Net Non-Operating Revenues were \$3,432,278, 1,025.3% over budget. This included \$2,948,030 in CRRSA funding.

Year-to-date Operating Revenues were \$15,952,507, 23.0% over budget. Year-to-date Operating Expenses were \$7,783,388, 25.1% under budget. Year-to-date Net Operating Revenues before Depreciation were \$8,169,119. Net Non-Operating Revenues for the year were \$17,629,304, 478.0% over budget.

REVENUES

Significant variations to budget for April were:

Term rentals – airlines	\$38,562	21.08%	Enplanements over budget
Rental car-car rentals	\$74,129	31.77%	Enplanements over budget
Concessions	\$49,090	104.79%	Enplanements over budget
Auto parking	\$21 4 ,250	46.75%	Enplanements over budget
FBOs	\$19,327	21.11%	Rent increase
Land Leases	(\$43,735)	(190.53%)	DreamCatcher tenant allowance adjmt
Ground Transportation	(\$9,333)	(33.94%)	Tenant invoicing in previous month



GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY Information Section Item B Asheville Regional Airport – Explanation of Extraordinary Variances Month Ended April 2022 Page 2

EXPENSES

Significant variations to budget for April were:

Repairs & maintenance	\$11,847	66.97%	Catch basin and drain installation
Other contractual services	(\$114,991)	(88.76%)	No parking invoices for month
Operating supplies	(\$14,663)	(37.13%)	Minimal purchases
Utilities	(\$15,922)	(39.84%)	Electricity invoices less than anticipated

STATEMENT OF NET ASSETS

Significant variations to prior month were:

Cash and Cash Equivalents – Cash and Cash Equivalents increased by \$2.9M mostly due to receipt of CRRSA funds.

Construction in Progress – Construction in Progress increased by \$1.2M mostly due to the terminal design and air traffic control tower design projects.

Property and Equipment, Net – Property and Equipment, Net decreased by \$452K due to depreciation.

ASHEVILLE REGIONAL AIRPORT INVESTMENT AND INTEREST INCOME SUMMARY As of April 30, 2022

Institution:	Interest Rate	Investment Amount		onthly terest
Bank of America - Operating Account	0.20%	\$ 28,591,811	'	4,572
NC Capital Management Trust - Cash Portfolio		484,230		84
Petty Cash		200		
Restricted Cash:				
BNY Mellon		1,240,254		
Bank of America - PFC Revenue Account	0.20%	11,966,101		1,966
Total		\$ 42,282,596	\$	6,622
Investment Diversification:				
Banks	99%			
NC Capital Management Trust	1%			
Commercial Paper	0%			
Federal Agencies	0%			
US Treasuries	0%			

0% 100%

ASHEVILLE REGIONAL AIRPORT STATEMENT OF CHANGES IN FINANCIAL POSITION For the Month Ended April 30, 2022

		Prior Period	
Cash and Investments Beginning of Period	\$	39,383,866	\$ 39,206,590
Net Income/(Loss) Before Capital Contributions		3,886,067	697,581
Depreciation		452,282	452,280
Decrease/(Increase) in Receivables		(279,749)	1,457,770
Increase/(Decrease) in Payables		(21,890)	12,160
Decrease/(Increase) in Prepaid Expenses		51,470	-
Decrease/(Increase) in Fixed Assets		(1,237,393)	(3,227,886)
Principal Payments of Bond Maturities		-	-
Capital Contributions		63,690	785,371
Adjustment from Prior Month		(15,747)	-
Increase(Decrease) in Cash		2,898,730	177,276
Cash and Investments End of Period	<u>\$</u>	42,282,596	\$ 39,383,866

ASHEVILLE REGIONAL AIRPORT STATEMENT OF FINANCIAL POSITION As of April 30, 2022

	Current Month	Last Month
<u>ASSETS</u>		
Current Assets:		
Unrestricted Net Assets:		
Cash and Cash Equivalents	\$29,076,241	\$26,330,101
Investments Associate Resourch Is	1 001 670	1 130 504
Accounts Receivable Passenger Facility Charges Receivable	1,001,670 700,000	1,138,594 350,000
Refundable Sales Tax Receivable	122,716	119,733
Grants Receivable	1,438,914	1,375,224
Prepaid Expenses	1,321,587	1,373,057
Inventory - Broadmoor	0	0
Total Unrestricted Assets	33,661,128	30,686,709
Restricted Assets:		
Cash and Cash Equivalents	13,206,355	13,053,765
Total Restricted Assets	13,206,355	13,053,765
Tabel Council Assats	46 067 402	42.740.474
Total Current Assets	46,867,483	43,740,474
Noncurrent Assets:		
Construction in Progress	141,446,027	140,208,634
Net Pension Asset - LGERS	(1,694,894)	(1,694,894)
Benefit Payment - OPEB	347,993	347,993
Contributions in Current Year	1,110,918	1,110,918
Property and Equipment - Net Total Noncurrent Assets	69,101,207 210,311,251	69,553,489 209,526,140
Total Noncurrent Assets	210,311,231	209,320,140
	\$257,178,734	\$253,266,614
LIABILITIES AND NET ASSETS		
Current Liabilities:		
Payable from Unrestricted Assets:		
Accounts Payable & Accrued Liabilities	(\$35,340)	(\$36,905)
Customer Deposits	85,518	85,518
Unearned Revenue Unearned Revenue - Constr	111,753 0	165,063 0
Construction Contracts Payable	0	0
Construction Contract Retainages	2,512,881	2,512,881
Revenue Bond Payable - Current	1,345,000	1,345,000
Interest Payable	119,420	89,565
Total Payable from Unrestricted Assets	4,139,232	4,161,122
Total Current Liabilities	4,139,232	4,161,122
Noncurrent Liabilities:		
Pension Deferrals - OPED	229,725	229,725
Other Postemployment Benefits	1,316,093	1,316,093
Compensated Absences	524,744	524,744
Net Pension Obligation-LEO Special Separation Allowance	614,383	614,383
Revenue Bond Payable - Noncurrent	13,645,000	13,645,000
Total Noncurrent Liabilities	16,329,945	16,329,945
Total Liabilities	20,469,177	20,491,067
Net Assets:		
Invested in Capital Assets	195,557,234	194,772,123
Restricted	13,206,355	13,053,765
Unrestricted	27,945,968	24,949,659
Total Net Assets	236,709,557	232,775,547
	\$257,178,734	\$253,266,614



Income Statement

Through 04/30/22 Summary Listing

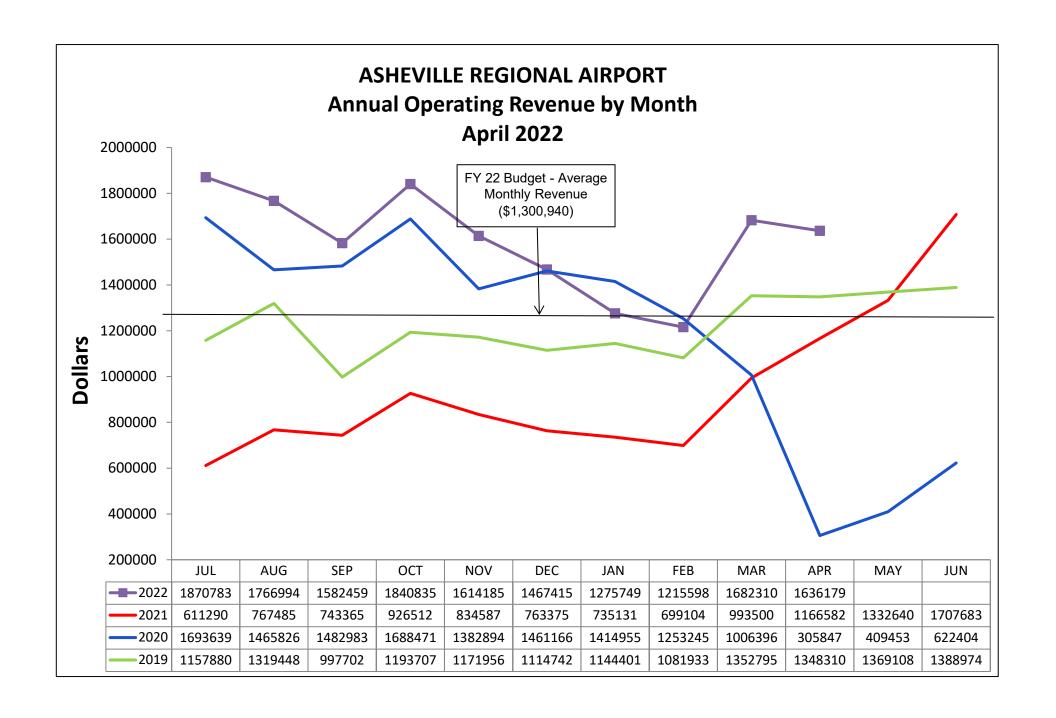
		MTD	YTD	YTD	YTD	Annual	Budget Less
Classification		Actual Amount	Actual Amount	Budget Amount	Variance	Budget Amount	YTD Actual
Fund Category Governmental Funds							
Fund Type General Fund							
Fund 10 - General Fund							
Operating revenues							
Terminal space rentals - non airline		24,853.57	239,410.89	240,856.67	(1,445.78)	289,028.00	49,617.11
Terminal space rentals - airline		221,500.23	2,112,019.02	1,829,381.67	282,637.35	2,195,258.00	83,238.98
Landing fees		127,064.55	1,287,389.71	1,250,000.00	37,389.71	1,500,000.00	212,610.29
Concessions		95,936.26	711,582.93	468,458.33	243,124.60	562,150.00	(149,432.93)
Auto parking		672,583.46	6,101,852.07	4,583,333.33	1,518,518.74	5,500,000.00	(601,852.07)
Rental car - car rentals		307,462.07	3,143,830.23	2,333,333.33	810,496.90	2,800,000.00	(343,830.23)
Rental car - facility rent		59,394.95	593,949.50	593,962.50	(13.00)	712,755.00	118,805.50
Commerce ground transportation		18,166.95	236,251.22	275,000.00	(38,748.78)	330,000.00	93,748.78
FBOs		110,886.63	981,349.50	915,596.67	65,752.83	1,098,716.00	117,366.50
Building leases		3,938.79	54,257.59	43,428.33	10,829.26	52,114.00	(2,143.59)
Land leases		(20,780.11)	215,803.84	229,549.17	(13,745.33)	275,459.00	59,655.16
Other leases and fees		15,171.28	274,810.65	204,833.33	69,977.32	245,800.00	(29,010.65)
	Operating revenues Totals	\$1,636,178.63	\$15,952,507.15	\$12,967,733.33	\$2,984,773.82	\$15,561,280.00	(\$391,227.15)
Non-operating revenue and expense							
Customer facility charges		148,796.75	1,575,657.76	1,166,666.67	408,991.09	1,400,000.00	(175,657.76)
Passenger facility charges		358,684.05	2,971,474.94	1,875,000.00	1,096,474.94	2,250,000.00	(721,474.94)
Broadmoor operating revenues		.00	293,179.23	.00	293,179.23	.00	(293,179.23)
Broadmoor operating expenses		.00	(172,652.00)	.00	(172,652.00)	.00	172,652.00
Cares Act grant		.00	3,257,883.04	.00	3,257,883.04	.00	(3,257,883.04)
CRRSA grant		2,948,029.97	2,948,029.97	.00	2,948,029.97	.00	(2,948,029.97)
Interest revenue		6,622.43	50,281.93	8,333.33	41,948.60	10,000.00	(40,281.93)
Interest expense		(29,855.08)	(298,552.36)	.00	(298,552.36)	.00	298,552.36
P-card rebate		.00	4,001.57	.00	4,001.57	.00	(4,001.57)
Miscellaneous		.00	7,000,000.00	.00	7,000,000.00	.00	(7,000,000.00)
	Non-operating revenue and expense Totals	\$3,432,278.12	\$17,629,304.08	\$3,050,000.00	\$14,579,304.08	\$3,660,000.00	(\$13,969,304.08)

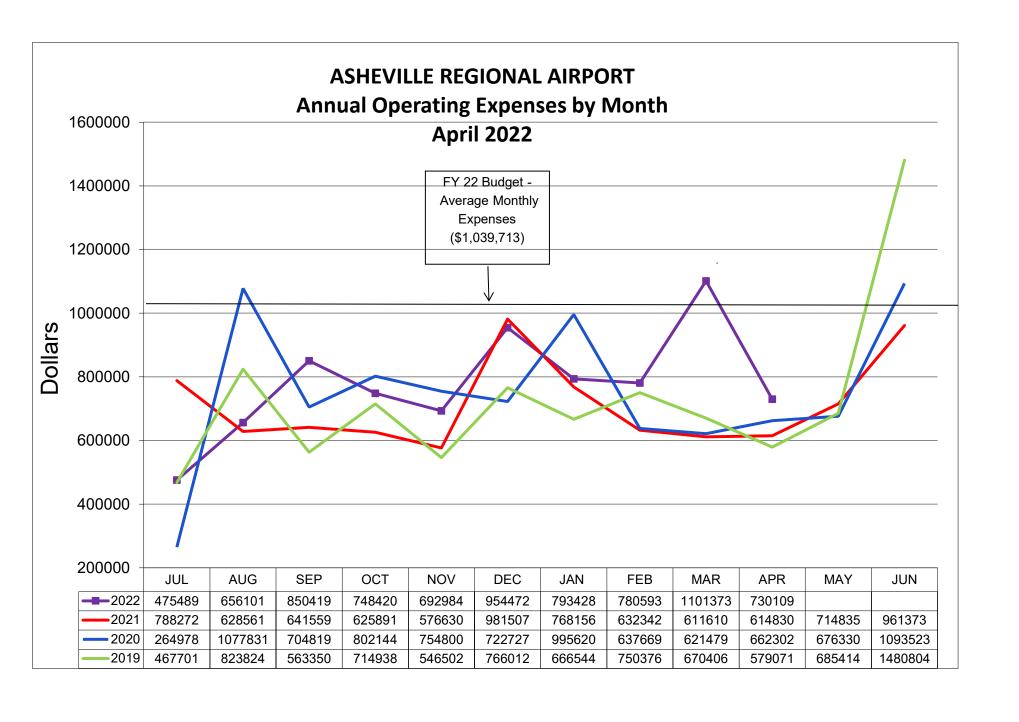


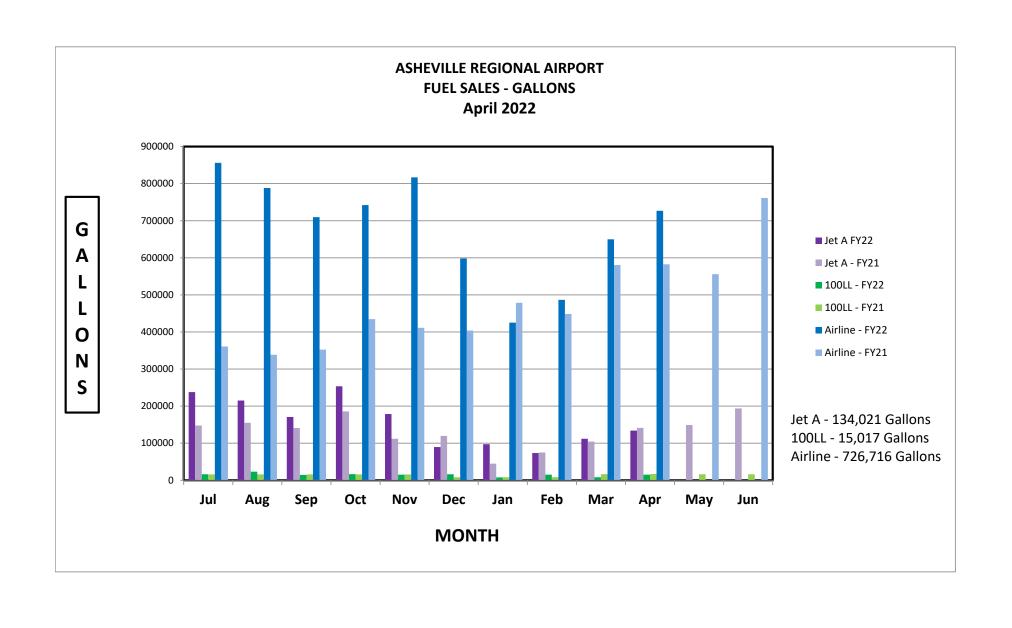
Income Statement

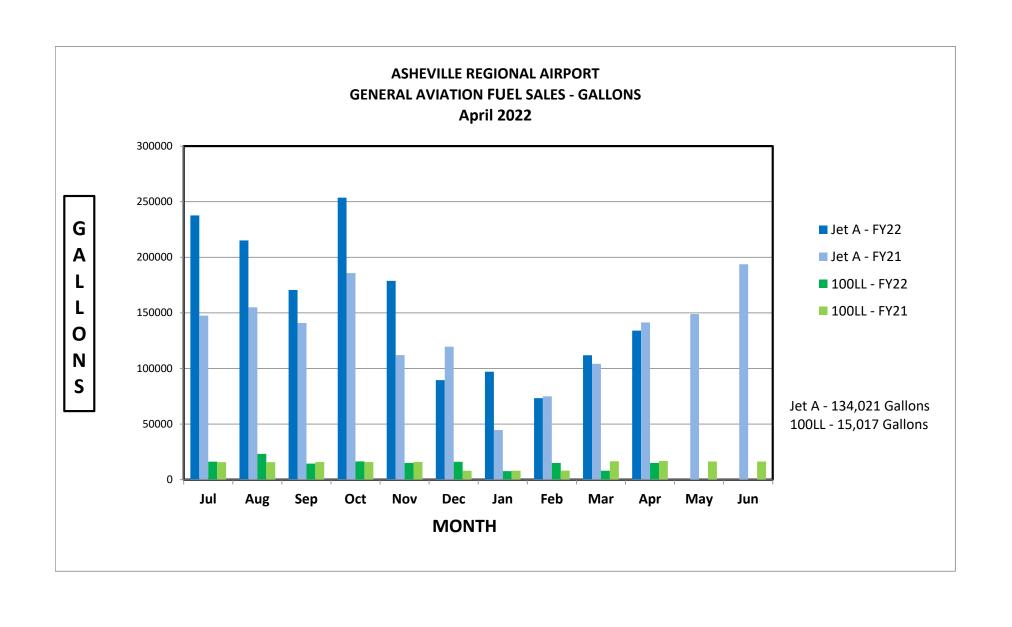
Through 04/30/22 Summary Listing

		MTD	YTD	YTD	YTD	Annual	Budget Less
Classification		Actual Amount	Actual Amount	Budget Amount	Variance	Budget Amount	YTD Actual
Capital contributions		63,689.75	9,452,381.38	.00	9,452,381.38	.00	(9,452,381.38)
Operating expenses							
Personnel services		504,889.36	5,120,064.35	6,250,010.83	(1,129,946.48)	7,500,013.00	2,379,948.65
Professional services		59,110.63	394,046.51	562,250.00	(168,203.49)	674,700.00	280,653.49
Other contractual services		14,555.19	869,325.03	1,295,465.00	(426,139.97)	1,554,558.00	685,232.97
Travel and training		15,064.58	95,733.02	147,208.33	(51,475.31)	176,650.00	80,916.98
Communiations		2,790.96	35,152.59	51,033.33	(15,880.74)	61,240.00	26,087.41
Utility services		24,041.68	292,949.98	399,639.17	(106,689.19)	479,567.00	186,617.02
Rentals and leases		576.24	16,954.47	12,758.33	4,196.14	15,310.00	(1,644.47)
Insurance		25,734.87	62,255.74	278,666.67	(216,410.93)	334,400.00	272,144.26
Advertising, printing and binding		29.38	2,750.25	13,316.67	(10,566.42)	15,980.00	13,229.75
Promotional activities		15,590.16	142,259.24	245,562.50	(103,303.26)	294,675.00	152,415.76
Other current charges and obligations		7,448.05	60,413.98	65,958.33	(5,544.35)	79,150.00	18,736.02
Operating supplies		24,831.27	240,302.83	394,945.83	(154,643.00)	473,935.00	233,632.17
Publications, subscriptions, memberships, etc.		253.53	44,243.03	49,650.00	(5,406.97)	59,580.00	15,336.97
Repairs and maintenance		29,539.04	155,123.46	176,916.67	(21,793.21)	212,300.00	57,176.54
Small equipment		4,939.11	73,966.05	78,750.00	(4,783.95)	94,500.00	20,533.95
Contingency		.00	.00	83,333.33	(83,333.33)	100,000.00	100,000.00
Emergency repairs		.00	.00	41,666.67	(41,666.67)	50,000.00	50,000.00
Business development		714.46	177,848.02	250,000.00	(72,151.98)	300,000.00	122,151.98
	Operating expenses Totals	\$730,108.51	\$7,783,388.55	\$10,397,131.67	(\$2,613,743.12)	\$12,476,558.00	\$4,693,169.45
Depreciation							
Depreciation		452,281.00	4,522,810.00	.00	4,522,810.00	.00	(4,522,810.00)
	Depreciation Totals	\$452,281.00	\$4,522,810.00	\$0.00	\$4,522,810.00	\$0.00	(\$4,522,810.00)
	Grand Totals						
	REVENUE TOTALS	5,132,146.50	43,034,192.61	16,017,733.33	27,016,459.28	19,221,280.00	(23,812,912.61)
	EXPENSE TOTALS	1,182,389.51	12,306,198.55	10,397,131.67	1,909,066.88	12,476,558.00	170,359.45
	Grand Total Net Gain (Loss)	\$3,949,756.99	\$30,727,994.06	\$5,620,601.67	\$25,107,392.39	\$6,744,722.00	\$23,983,272.06









	Design Phase													
Project Number	Project Name	Project Description	Professional Services Consultant	Professional Services Contract	General Contractor	Original Construction Contract	Change Orders (thru 06/01/2022)	Percent of Original Contract	Board Approved Project Cost	Percent Complete	Expensed to Date (thru 06/01/2022)	Start Date	End Date	Current Project Status (as of 06/01/2022)
1	Terminal Building Renovations	Phase 2 - Terminal Building Modernization Design	Gresham Smith	\$12,608,794.00	N/A	N/A	\$7,232,602.00	8.3%	\$19,841,396	49.2%	\$10,942,522	Nov-19	Dec-24	Design nears 100% complete. CA services continues.
2	Terminal Building Renovations	CMR for Pre-Construction and CGMP1	Hensel Phelps	\$1,088,270.00	N/A	N/A	\$0.00	0.0%	\$1,088,270.00	95.6%	\$1,040,170	Dec-20	Dec-24	CMR Pre-Construction phase services.
3	Terminal Building Renovations	Program Management Services	Parsons Transportation Group, Inc.	\$1,329,368.36	N/A	N/A	\$0.00	0.0%	\$1,329,368	0.0%	\$0	May-22	Dec-24	Program Manager has relocated to area for project.
4	Air Traffic Control Tower	Design new facility	Pond Company	\$4,157,923.00	N/A	N/A	\$0.00	0.0%	\$4,157,923	31.8%	\$1,321,743	Mar-21	Sep-22	Design review with FAA on 70% plans is scheduled.
5	Parking Lot D Restart	Continue design of parking lot across highway 280.	AVCON	\$25,000.00	N/A	N/A	\$0.00	0.0%	\$25,000	42.4%	\$10,607	Jun-21	Aug-22	Clearing and stormwater pipe placement has begun.
6	Rehabilitate South GA Apron	Design apron rehabilitation	n Parrish and Partners	\$565,432.00	N/A	N/A	\$0.00	0.0%	\$565,432	27.5%	\$155,801	Jun-21	Jul-22	Contractor is onsite and phase 1 work area established.
7	Airport Master Plan	Update current Master Plan	СНА	\$989,004.00	N/A	N/A	\$0.00	0.0%	\$989,004	36.9%	\$364,933	Jul-21	Sep-22	Document preparation continues.
8	Stormwater Drainage Improvements	Identify deficiencies and design stormwater improvements	AVCON	\$205,000.00	N/A	N/A	\$0.00	0.0%	\$205,000	27.0%	\$55,318	Jan-22	Sep-22	Stormwater review in progress.
						Cons	struction Phas	е						
Project Number	Project Name	Project Description	Professional Services Consultant	Professional Services Contract	General Contractor	Original Construction Contract	Change Orders (thru 06/01/2022)	Percent of Original Contract	Board Approved Project Cost	Percent Complete	Expensed to Date (thru 06/01/2022)	Start Date	End Date	Current Project Status (as of 06/01/2022)
1	Parking Lot D Restart	Construct parking lot across highway 280	AVCON Inc	Amount in Design Fees	Chatham Civil Construction	\$297,567	\$0	0.00%	\$489,328	0.0%	\$0	Aug-21	Aug-22	Clearing and stormwater pipe placement has begun.
2	Terminal Building Modernization - CMR Construction	CGMP-1 Utilities relocation	n Gresham Smith	Amount in Design Fees	Hensel Phelps	\$6,215,900.00	\$0	0.00%	\$6,215,900.00	11.8%	\$735,198	Jan-22	Dec-22	WP1 work has begun with utility locates and parking lot clearing.
3	Rehabilitate South GA Apron	Removal and replacement of pavement on South GA Apron		Amount in Design Fees	Independence Excavating	\$6,746,800	\$0	0.00%	\$7,421,480	0.0%	\$0	May-22	Dec-22	Contractor has established phase 1 work area, placed low barricades and has job trailer onsite.
									*(bal of approved contract)					
									•					

Key strategic priorities

<u>Governance vs. Management</u>: Focus on setting governing direction ("guard rails") for the organizational and holding management accountable for the execution of operational tactics. Pursue continuous educational opportunities for Authority Member development.

- 1. Organizational Relevance: Remaining relevant in an era of airport consolidation
- 2. <u>Financial Stewardship</u>: Sustainability/Operating Performance/Audit & Compliance
- 3. Municipal Relations: Positive relationships with all municipalities surrounding the airport
- 4. **Stakeholder Relations**: Positive relationships with neighbors and other community organizations
- 5. <u>Community Image</u>: Public Perception/Public Relations/Customer Service/Legal Entity
- 6. Facilities Stewardship: Future Master Facilities Plan
- 7. **Environmental Stewardship**: Accountability/Awareness of Environmental Issues
- 8. **Economic Development**: Engage Community Partners/Airline Service Development
- 9. <u>Vendor-Partner Relations</u>: General Aviation/Rental Car Agencies/Vendors
- 10. Public Safety: Airport Emergency Safety/TSA Relations/Municipal Partners
- 11. Organizational Accountability: Executive Director Supervision