



AGENDA

Greater Asheville Regional Airport Authority Regular Meeting
Friday, March 8, 2019, 8:30 a.m.
Conference Room at Administrative Offices

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

- I. CALL TO ORDER
- II. PRESENTATIONS: None
- III. FINANCIAL REPORT ([document](#))
- IV. CONSENT ITEMS:
 - A. Approval of the Greater Asheville Regional Airport Authority February 15, 2019 Regular Meeting Minutes ([document](#))
 - B. Approval of the Greater Asheville Regional Airport Authority February 15, 2019 Closed Session Minutes
 - C. Approval of the Greater Asheville Regional Airport Authority January 18, 2019 Closed Session Minutes
 - D. Approve Grant of Easement to Duke Energy Progress, Inc., A North Carolina LLC for Electrical Lines ([document](#))
- V. OLD BUSINESS: None



VI. NEW BUSINESS:

- A. Approval of Amended Pay Grade Structure ([document](#))
- B. Preliminary Approval of Authority's Amended Ordinance of Airline Rates, Fees and Charges for the Asheville Regional Airport ([document](#))
- C. Approval of the Authority's Preliminary Fiscal Year 2019/2020 Budget ([document](#))

VII. DIRECTOR'S REPORT:

- A. Contingency Transfer
- B. Organizational Chart
- C. ACI Capital Needs Report

VIII. INFORMATION SECTION:

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

- A. January 2019 Traffic Report ([document](#))
- B. January 2019 Monthly Financial Report ([document](#))
- C. March 2019 Development/Project Status Report ([document](#))
- D. Potential Board Items for the Next Regular Meeting:
 - Public Hearing and Final Approval of Amended Ordinance of Airline Rates, Fees and Charges
 - Public Hearing and Final Adoption of the Authority's Fiscal Year 2019/2020 Budget

IX. PUBLIC AND TENANTS' COMMENTS

X. CALL FOR NEXT MEETING



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.

XII. AUTHORITY MEMBER REPORTS:

A. Key Strategic Elements ([document](#))

XIII. 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
January-19**

AIRPORT ACTIVITY

	Month	Variance to Prior Year	Calendar Year to Date	Variance to Prior Year
Passenger Enplanements	45,770	37.0%	45,770	37.0%
Aircraft Operations				
Commercial	1,319	18.7%	1,319	18.7%
Scheduled Flights	638	30.5%		
Flight Cancellations	3			
Seats	60,265	41.6%	60,265	41.6%
Load Factor	75.9%	(3.2%)	75.9%	(3.2%)
General Aviation	2,940	14.0%	2,940	14.0%
Military	178	(8.2%)	178	(8.2%)

FINANCIAL RESULTS

	Month	Variance to Budget	Fiscal Year to Date	Variance to Budget
Operating Revenues	\$ 1,144,401		\$ 8,099,836	
Operating Expenses	666,543		4,550,278	
Net Operating Revenues before Depreciation	<u>\$ 477,858</u>		<u>\$ 3,549,558</u>	
Net Non-Operating Revenues	<u>\$ 325,973</u>		<u>\$ 1,877,795</u>	
Grants:				
FAA AIP Grants	\$ 1,350,164		\$ 2,196,836	
NC Dept of Transportation Grants	-		2,024,831	
Total	<u>\$ 1,350,164</u>		<u>\$ 4,221,667</u>	

CASH

Restricted	\$ 11,704,061
Designated for O&M Reserve	4,608,465
Designated for Emergency Repair	650,000
Unrestricted, Undesignated	18,312,923
Total	<u>\$ 35,275,449</u>

RECEIVABLES PAST DUE

	Total	1-30 Days	31-60 Days	Over 60 Days
Advertising Customers	25,613	5,921	2,700	16,992
Allegiant	33,744	18,054	2,095	13,595
American	8,349	3,791	-	4,558
Avis	6,291	732	-	5,559
Budget	15,998	15,091	-	907
Delta	5,659	3,111	854	1,694
Elite Airways	9,651	-	-	9,651
TSA	40,899	10,130	10,535	20,234
FAA	13,004	70	70	12,864
Hertz	33,761	16,467	-	17,294
Paradies	28,536	28,536	-	-
Signature	3,862	-	125	3,737
Skywest	40,574	6,734	-	33,840
Spirit	3,914	1,738	313	1,863
United	2,035	991	837	207
Vanguard	34,713	-	-	34,713
Worldwide	1,377	432	111	834
Miscellaneous	9,081	488	70	8,523
Total	<u>\$ 317,061</u>	<u>\$ 112,286</u>	<u>\$ 17,710</u>	<u>\$ 187,065</u>
% of Total Receivables	<u>46.72%</u>			

Note: Excludes balances paid subsequent to month-end.

REVENUE BONDS PAYABLE

	Original Amount	Current Balance
Parking Garage Revenue Bond, Series 2016A	\$ 15,750,000	\$ 15,750,000
Parking Garage Taxable Revenue Bond, Series 2016B	5,250,000	3,080,000
	<u>\$ 21,000,000</u>	<u>\$ 18,830,000</u>

CAPITAL EXPENDITURES

Annual Budget	\$ 31,516,785
Year-to-Date Spending	\$ 3,758,749

**REGULAR MEETING
GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
February 15, 2019**

The Greater Asheville Regional Airport Authority ("Authority") met on Friday, February 15, 2019 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; K. Ray Bailey, Vice-Chair; William L. Moyer; Stephanie Pace Brown; George H. Erwin, Jr.; Brad Galbraith; and Carl H. Ricker, Jr.

MEMBERS ABSENT: None

STAFF AND LEGAL COUNSEL PRESENT: Cindy Rice, Authority Legal Counsel; Lew Bleiweis, Executive Director; Michael Reisman, Deputy Executive Director of Development and Operations; Kevan Smith, Chief of Public Safety; Janet Burnette, Director of Finance and Accounting; Shane Stockman, IT Director; John Coon, Director of Operations; Frank Wheeler, Director of Administration and Human Resources; Christina Madsen, Airport Properties and Contracts Manager; Samuel Sales, Public Safety Captain; and Ellen Heywood, Clerk to the Board

ALSO PRESENT: Patrick Pettit, Haskell; Nick Loder, RS&H; James Moose, Avcon; Jon McCalmont, Parrish & Partners; Hunter Boniface, Parrish and Partners

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

PRESENTATIONS: None

FINANCIAL REPORT: The Director reported on the airport activity for the month of December which included enplanements, aircraft operations, and general aviation activity. Janet Burnette reported on the financial activity for the month of December.

CONSENT ITEMS: The Chair stated that Consent Item B, Approval of the Greater Asheville Regional Airport Authority January 18, 2019 Closed Session Minutes, would be pulled for review in Closed Session.

A. Approval of the Greater Asheville Regional Airport Authority January 18, 2019 Regular Meeting Minutes: Mr. Galbraith moved to approve the January 18, 2019 Regular Meeting Minutes. Ms. Brown seconded the motion and it carried unanimously.

OLD BUSINESS: None

NEW BUSINESS: The Director stated that New Business Item B, Approval of Resolution Declaring Intent of Authority to Reimburse Itself for Capital Expenditures Incurred in Connection with Design and Construction of a Terminal Building, would be pulled from the agenda.

A. Approval of Easements for North Carolina Department of Transportation: The Director reported that the State of North Carolina is looking to acquire construction and permanent easements from the Authority totaling approximately .157 acres of land for construction and .247 acres of land for right of way and drainage for the State's I-26 road widening project. An appraisal was completed, and the State is offering fair market value of \$51,050 for the permanent easements and \$16,475 for the construction easement for a total of \$67,525.00. The monies received from the sale of these easements will be applied towards an FAA approved capital project.

Mr. Moyer moved to approve the sale of easements as described by staff to North Carolina Department of Transportation for the total amount of \$67,525.00; and authorize the Chair or Executive Director to execute the necessary documents. Mr. Erwin seconded the motion and it carried unanimously.

C. Recommended Pay Adjustment: Frank Wheeler informed the Board that the Authority has struggled in recent months to fill positions in three classifications. A comprehensive wage and benefit survey was recently conducted to include regional airports and several local entities to benchmark similar positions. Mr. Wheeler reported that the three classifications that need immediate dollar adjustments are Public Safety Officers, Custodial Technicians, and Maintenance I Technicians. Further recommendations of much needed adjustments to the Authority's existing pay structure will be presented in conjunction with the fiscal year 2019/2020 budget. Mr. Wheeler reviewed the salary adjustments that would affect six existing Public Safety Officers and eight Custodial Technicians as well as new hires for both positions. Mr. Wheeler advised the Board that the following budget ordinance amendment would be necessary to increase the salaries and stated that the budget amendment contains the FICA and retirement benefits that would also increase:

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, 2019:

Section 1. To amend the appropriations as follows:

EXPENDITURES:

	<u>Decrease</u>	<u>Increase</u>
Operations Department		\$10,023
Public Safety Department		<u>\$9,848</u>
Totals		<u>\$19,871</u>

This will result in a net increase of \$19,871 in the appropriations. Revenues will be revised as follows:

REVENUES:

	<u>Decrease</u>	<u>Increase</u>
Transfer from GARAA Cash		<u>\$19,871</u>
Totals		<u>\$19,871</u>

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

Adopted this 15th day of February, 2019.

Matthew C. Burrell, Chair

Attested by:

Ellen Heywood, Clerk to the Board

Additional information on the benefits package was requested and Mr. Wheeler provided an overview of the benefits that are offered to full-time employees. The Director stated that the benefits package provided to front line employees averages 50%.

Mr. Erwin moved to increase the entry level Custodial Technicians to \$12.50/hr. entry; increase Maintenance Technician I position to \$13.00/hr. entry; increase Public Safety Officer entry rate to \$38,000/annual; authorize the Executive Director to implement such changes effective February 16, 2019; and amend the FY2018/2019 budget by adopting the Budget Ordinance Amendment as presented by staff. Ms. Brown seconded the motion and it carried unanimously.

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

A. United Way: The Director reported that the Authority had a successful campaign this year surpassing its goal of \$11,100 to raise \$11,479 for United Way with 59% of employees participating. The Authority was nominated by United Way of Buncombe County for the Spirit of North Carolina award, and while the Authority did not win the award, staff was appreciative of the nomination.

B. Customer Service Award: Staff was recently presented with the First Citizens Bank Forever First Award at the Henderson County Chamber of Commerce annual meeting. This is a customer service award recognizing all the airport does for the community.

C. TSA Pre-Check: TSA opened their Pre-Check lane on February 11th. The Pre-Check lane is expected to be open from approximately 4:30 to 8:30 am and 12:30 to 4:30 pm, however, TSA will adjust these hours according to peak times. The gate will be down when the lane is not open, however, the lane will be used as an expedited lane for the Pre-Check passengers during the times that Pre-Check is not open. Staff will issue a press release to announce the Pre-Check. The Director stated that the company that provided the security guards for the premium lane has been notified that their services are no longer needed.

D. Wings for Autism: A brief video was shown highlighting the Wings for Autism event that was held on January 26th.

E. Federal Employees: The Director informed the Board that the Authority purchased \$20 gift cards for the TSA and FAA employees during the government shutdown. TSA staff was not able to take the gift cards because the government re-

opened, however, the FAA staff did accept the gift cards and sent a letter of gratitude to the Authority.

F. Industry Conference Update: The Director reported on several of the topics and their effects on the aviation industry that have been discussed at the various conferences the Director and Deputy Director have recently attended.

The Chair thanked the Director for the update and stated that he planned to attend the Board and Commissioners conference in May. Mr. Galbraith stated that he planned to attend the ACI-NA Annual Conference in Tampa in September.

G. Surrounding Property Development: The Director stated that he and Mr. Reisman have been working with Henderson County regarding property to the south of the airport that may become a residential community of over 1200 homes. From a compatibility standpoint, the airport has concerns with a residential development due to safety and noise issues. For a number of years, Mr. Reisman has been working without success to establish an overlay district with Henderson County. The Director suggested the Board Members representing Henderson County may be able to broach the subject of the intended development with the County Commissioners.

INFORMATION SECTION: No comments

PUBLIC AND TENANTS COMMENTS: None

CALL FOR NEXT MEETING: The Chair stated that a Special Meeting would be held on February 20, 2019 and the next regular meeting of the Authority Board would be held on March 8, 2019. Since the purpose of the Special Meeting was to discuss the progression of the terminal building, the Chair requested the Board's opinion on whether or not legal counsel would be necessary at the Special Meeting. the consensus of the Board was that legal representation would not be required at the Special Meeting.

AUTHORITY MEMBER REPORTS: None

CLOSED SESSION: At 9:51 a.m. Mr. Bailey 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 Lawsuit Entitled Kaleb A. Rice vs. Greater Asheville Regional Airport Authority and M. Kevan Smith, Individually, 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 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 Consider Personnel Matters. Mr. Galbraith seconded the motion and it carried unanimously.

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

Open Session resumed at 11:00 a.m.

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY FEBRUARY 15, 2019

CLOSED SESSION MINUTES: Mr. Bailey 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. Moyer seconded the motion and it carried unanimously.

ADJOURNMENT: Mr. Bailey moved to adjourn the meeting at 11:01 a.m. Mr. Erwin seconded the motion and it carried unanimously.

Respectfully submitted,

Ellen Heywood
Clerk to the Board

Approved:

Matthew C. Burrell
Chair



MEMORANDUM

TO: Members of the Airport Authority

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

DATE: March 8, 2019

ITEM DESCRIPTION – Consent Item D

Approve Grant of Easement to Duke Energy Progress, Inc., A North Carolina LLC for Electrical Lines

BACKGROUND

Duke Energy Progress, LLC (DEP) is in the process of installing a redundancy power feed to the Ferncliff Industrial Park located on the westside of the airport property. In order to do so, they need to obtain an easement from the Greater Asheville Regional Airport Authority (GARAA). This new power feed will be beneficial to those business entities located within the industrial park, but more importantly, will eventually supply a redundant power feed to the airport for improved power reliability.

ISSUES

When DEP previously provided power on the west side of the airport for the airfield project, DEP ran powerlines above ground from NC280 onto Ferncliff Park Drive. In exchange for this easement DEP shall be required to relocate those above ground powerlines to underground.

ALTERNATIVES

The GARAA could decide not to provide the easement to DEP forcing them to find an alternate routing for the alternate power feed. Denying the easement will keep the existing powerlines on the westside of the airport above the ground.

FISCAL IMPACT

None.

Consent Item - D



RECOMMENDED ACTION

It is respectfully requested that the Greater Asheville Regional Airport Authority Board resolve to (1) approve the grant of an Easement to DEP for an electrical power run on the westside of the airport along Ferncliff Park Drive; and (2) Authorize the Executive Director to sign the necessary documents.

EASEMENT

NORTH CAROLINA
BUNCOMBE COUNTY

Prepared By: Duke Energy
Return To: Duke Energy Carolinas
Attn: Wendi McCrain
555-A Brevard Road
Asheville, NC 28806

THIS EASEMENT ("Easement") is made this _____ day of _____, 20_____
("Effective Date"), from Greater Asheville Regional Airport Authority A/K/A Asheville Regional Airport Authority, a North Carolina Municipal Authority, ("GRANTOR," whether one or more), to Duke Energy Progress, LLC, a North Carolina limited liability company ("DEP"); its successors, licensees, and assigns.

WITNESSETH:

THAT GRANTOR, for and in consideration of the sum of ONE DOLLAR (\$1.00), the receipt and sufficiency of which are hereby acknowledged, does hereby grant unto DEP, its successors, lessees, licensees, transferees, permittees, apportionees, and assigns, the perpetual right, privilege, and easement to go in and upon the land of GRANTOR situated in Limestone Township, described as follows: PIN# 9643-52-3284-00000 containing 570.59 acres, more or less, and being the land described in a deed from The City of Asheville, North Carolina, a North Carolina Municipal Corporation to Greater Asheville Regional Airport Authority, dated April 25, 2017, and recorded in Deed Book 5565, Page 1196, Buncombe County Registry (the "Property"), LESS AND EXCEPT any prior out-conveyances, and to construct, reconstruct, operate, patrol, maintain, inspect, repair, replace, relocate, add to, modify and remove electric and/or communication facilities thereon including but not limited to, supporting structures such as poles, cables, wires, underground conduits, enclosures/transformers, vaults and manholes and other appurtenant apparatus and equipment (the "Facilities") within an easement area being twenty (20) feet wide, together with an area ten (10) feet wide on all sides of the foundation of any DEP enclosure/transformer, vault or manhole (the "Easement Area"), for the purpose of transmitting and distributing electrical energy and for communication purposes of DEP and Incumbent Local Exchange Carriers. The centerline of the Facilities shall be the center line of the Easement Area.

The right, privilege and easement shall include the following rights granted to DEP: (a) ingress and egress over the Easement Area and over adjoining portions of the Property (using lanes, driveways and paved areas where practical as determined by DEP); (b) to relocate the Facilities and Easement Area on the Property to conform to any future highway or street relocation, widening or improvement; (c) to trim and keep clear from the Easement Area, now or at any time in the future, trees, limbs, undergrowth, structures or other obstructions, and to trim or clear dead, diseased, weak or leaning trees or limbs outside of the Easement Area which, in the opinion of DEP, might interfere with or fall upon the Facilities; and (d) all other rights and privileges reasonably necessary or convenient for DEP's safe, reliable and efficient installation, operation, and maintenance of the Facilities and for the enjoyment and use of the Easement Area for the purposes described herein.

Notwithstanding anything to the contrary above, it is understood and agreed that:

- (1) The Easement Area herein granted shall be approximately located as shown on the sketch attached hereto as "Exhibit A" and recorded herewith;
- (2) DEP's access to secured portions of the Easement Area shall require the prior permission of Grantor and escort by an authorized representative of Grantor, in accordance with airport security regulations.

TO HAVE AND TO HOLD said rights, privilege, and easement unto DEP, its successors, licensees, and assigns, forever, and GRANTOR, for itself, its heirs, executors, administrators, successors and assigns, covenants to and with DEP that GRANTOR is the lawful owner of the Property and the Easement Area in fee and has the right to convey said rights and Easement.

IN WITNESS WHEREOF, GRANTOR has caused this EASEMENT to be signed in its name by its duly authorized officer, as of the date first above written.

GREATER ASHEVILLE REGIONAL AIRPORT
AUTHORITY A/K/A ASHEVILLE REGIONAL AIRPORT
AUTHORITY
A North Carolina municipal authority

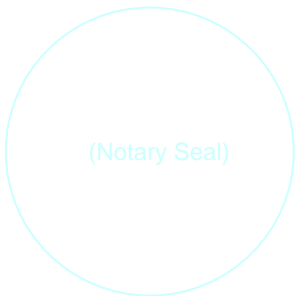
By: _____

Title: _____

NORTH CAROLINA, _____ COUNTY

I, _____, a Notary Public of _____ County, North Carolina, certify that _____ personally appeared before me this day and acknowledged that he/she is _____ of Greater Asheville Regional Airport Authority A/K/A Asheville Regional Airport Authority, a corporation, and being authorized to do so, executed the foregoing EASEMENT on behalf of the corporation.

Witness my hand and notarial seal, this _____ day of _____, 20_____.



(Notary Seal)

Notary Public

My commission expires: _____



USP: 1st: G&W Vipers FID 427898406 (DIS# 15TD95)
 USP: In front of Budget Motel @ I-26/Airport Rd
 USP: 2nd: OCB @ Airport Rd 24kV T0690B01
 USP:



?:
?:
?:
?:

Safety Reminders / Adverse Conditions



Work Zone General Comments:
 Work near intersection
 Work off road

REMEMBER: Work zone area conditions may have changed for this job! Everyone is responsible for verifying the above safety information is correct prior to any work being performed each day.

DEP Portion - WO# 27807658 - MX7807658
Duke Energy Proposed UG Circuit Tie from Sierra Nevada to Hwy 280 (Boylston Hwy)
Tie will connect DEC Mills River 2310 (65122310) with DEP Airport Rd 24kV (T0690B01)

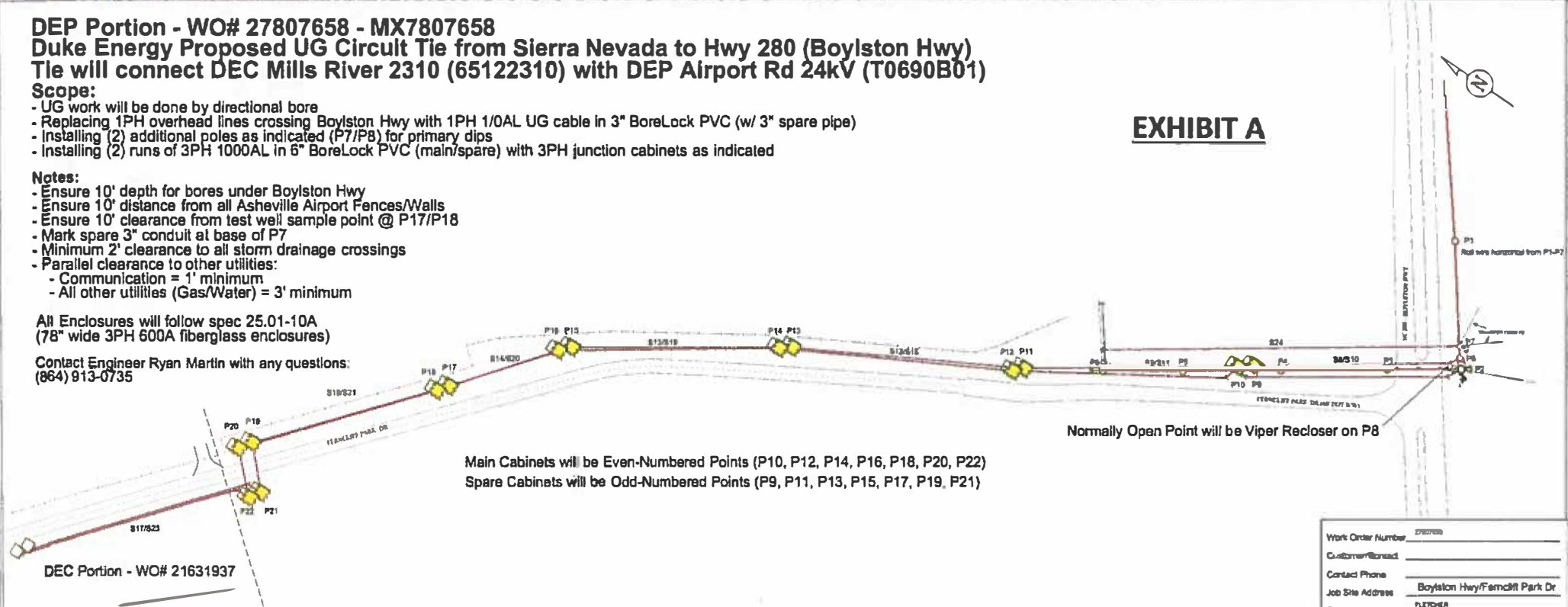
- Scope:**
- UG work will be done by directional bore
 - Replacing 1PH overhead lines crossing Boylston Hwy with 1PH 1/0AL UG cable in 3" BoreLock PVC (w/ 3" spare pipe)
 - Installing (2) additional poles as indicated (P7/P8) for primary dips
 - Installing (2) runs of 3PH 1000AL in 6" BoreLock PVC (main/spare) with 3PH junction cabinets as indicated

- Notes:**
- Ensure 10' depth for bores under Boylston Hwy
 - Ensure 10' distance from all Asheville Airport Fences/Walls
 - Ensure 10' clearance from test well sample point @ P17/P18
 - Mark spare 3" conduit at base of P7
 - Minimum 2' clearance to all storm drainage crossings
 - Parallel clearance to other utilities:
 - Communication = 1' minimum
 - All other utilities (Gas/Water) = 3' minimum

All Enclosures will follow spec 25.01-10A (78" wide 3PH 600A fiberglass enclosures)

Contact Engineer Ryan Martin with any questions: (864) 913-0735

EXHIBIT A



Main Cabinets will be Even-Numbered Points (P10, P12, P14, P16, P18, P20, P22)
 Spare Cabinets will be Odd-Numbered Points (P9, P11, P13, P15, P17, P19, P21)

DEC Portion - WO# 21631937

THIS MAP MAY NOT BE A CERTIFIED SURVEY AND HAS NOT BEEN REVIEWED BY A LOCAL GOVERNMENT AGENCY FOR COMPLIANCE WITH ANY APPLICABLE LAND DEVELOPMENT REGULATIONS AND HAS NOT BEEN REVIEWED FOR COMPLIANCE WITH RECORDING REQUIREMENTS FOR PLATS.

Work Order Number	27807658
Customer/Contract	
Contact Phone	
Job Site Address	Boylston Hwy/Farmcreek Park Dr
City	FLENDLER
County	HEMPHRESON
State, Zip	NC, 28752
Designer	Ryan Martin
Designer Phone	864-913-0735

Circuit ID	
Primary Voltage	
Permit Required	Yes ___ No ___
Permit Type/No.	
Permit Type/No. 2	
Permit Type/No. 3	
Permit Type/No. 4	



MEMORANDUM

TO: Members of the Airport Authority

FROM: Frank Wheeler, Director of Administration and Human Resources

DATE: March 8, 2019

ITEM DESCRIPTION – New Business Item A

Approval of Amended Pay Grade Structure

BACKGROUND

To ensure the Authority is attracting and retaining top performing employees, as discussed in last month's Board Meeting, a comprehensive salary survey was conducted involving 9 other airports most like AVL in enplanements and size located in our surrounding states. The last salary survey for the Authority was completed in 2015. The proposed FY 2019-2020 budget includes any necessary salary adjustments that resulted from the salary survey. A recommended revised Pay Grade Structure is presented below. Staff will monitor financial conditions and the aviation industry before making final recommendations for the July 1, 2019 implementation.

ISSUES

The amended Pay Grade Structure will ensure that the Authority's salary adjustments are maintained at a competitive level. This will allow the Authority to attract, motivate and retain key talent to serve the Authority's business needs. It will also allow the Authority to remain competitive with our competitors for "like" talent.

ALTERNATIVES

The Authority Board could decide not to approve the proposed Pay Grade Structure.



FISCAL IMPACT

The salary pay grade adjustment will only impact one employee in grade 4 and one employee in grade 5 who will fall below the minimum of the grade with the proposed adjustments. The expenses for these adjustments are minimal and included in the budget document. There are changes in all other pay grades, both to the minimum and maximum ranges, however, these changes have no effect on employees' current salaries. The Amended Pay Grade Structure is the tool to ensure that pay levels for Authority positions are competitive externally and equitable internally. This will be an ongoing budget commitment for the Authority.

RECOMMENDED ACTION

It is respectfully requested that the Airport Authority Board resolve to (1) approve the amended Pay Grade Structure; and (2) authorize the Executive Director to implement such changes effective July 1, 2019.

Level	Category	Job Title	Existing Range			Proposed		
			Min	Mid	Max	Min	Mid	Max
10	Dep. Ex. Dir.	Deputy Executive Airport Director	\$ 98,000	\$ 124,000	\$ 150,000	\$ 99,000	\$137,000	\$ 175,000
9	Finance	Director of Finance & Accounting	\$ 80,000	\$100,000	\$ 120,000	\$ 85,000	\$107,000	\$ 128,000
8	DPS	Chief of Public Safety	\$ 76,500	\$ 96,750	\$ 117,000	\$ 80,000	\$99,500	\$ 122,000
8	IT	Director of IT	\$ 76,500	\$ 96,750	\$ 117,000	\$ 80,000	\$99,500	\$ 122,000
8	Operations	Director of Operations & Maintenance	\$ 76,500	\$ 96,750	\$ 117,000	\$ 80,000	\$99,500	\$ 122,000
7	Administration	Director of Administration & HR	\$ 76,500	\$ 96,750	\$ 117,000	\$ 80,000	\$99,500	\$ 122,000
7	Marketing	Director of Mkg, PR & Air Service	\$ 76,500	\$ 96,750	\$ 117,000	\$ 80,000	\$99,500	\$ 122,000
7	Development	Development Manager	\$ 67,500	\$ 75,000	\$ 100,000	\$ 68,000	\$ 77,500	\$ 100,000
7	Safety	Safety Manager	\$ 67,500	\$ 75,000	\$ 100,000	\$ 68,000	\$ 77,500	\$ 100,000
7	Contracts	Properties and Contracts Mgr	\$ 67,500	\$ 75,000	\$ 100,000	\$ 68,000	\$ 77,500	\$ 100,000
6	DPS	DPS Captain	\$ 50,500	\$ 60,750	\$ 71,000	\$ 52,000	\$63,000	\$ 75,000
6	Maintenance	Maintenance Supervisor II	\$ 50,500	\$ 60,750	\$ 71,000	\$ 52,000	\$63,000	\$ 75,000
6	IT	Systems Administrator	\$ 50,500	\$ 60,750	\$ 71,000	\$ 52,000	\$63,000	\$ 75,000
6	Operations	Operations Supervisor	\$ 50,500	\$ 60,750	\$ 71,000	\$ 52,000	\$63,000	\$ 75,000
6	Finance	Accounting Administrator	\$ 50,500	\$ 60,750	\$ 71,000	\$ 52,000	\$63,000	\$ 75,000
5	IT	Airport Systems Technician II	\$ 41,500	\$ 50,000	\$ 58,000	\$ 42,000	\$51,500	\$ 58,500
5	Custodial	Custodial Supervisor I	\$ 41,500	\$ 50,000	\$ 58,000	\$ 42,000	\$50,250	\$ 58,500
5	Maintenance	Maintenance Tech IV	\$ 41,500	\$ 50,000	\$ 58,000	\$ 42,000	\$50,250	\$ 58,500
5	Maintenance	Maintenance Tech IV	\$ 41,500	\$ 50,000	\$ 58,000	\$ 42,000	\$50,250	\$ 58,500
5	Maintenance	Maintenance Tech IV	\$ 41,500	\$ 50,000	\$ 58,000	\$ 42,000	\$50,250	\$ 58,500
5	Marketing	Brand and Experience Mgr	\$ 41,500	\$ 50,000	\$ 58,000	\$ 42,000	\$50,250	\$ 58,500
5	Maintenance	Maintenance Tech IV	\$ 41,500	\$ 50,000	\$ 58,000	\$ 42,000	\$50,250	\$ 58,500
5	Operations	Operations Specialist II	\$ 41,500	\$ 50,000	\$ 58,000	\$ 42,000	\$50,250	\$ 58,500
5	DPS	PSO Lieutenant	\$ 41,500	\$ 50,000	\$ 58,000	\$ 42,000	\$50,250	\$ 58,500
5	DPS	PSO Lieutenant	\$ 41,500	\$ 50,000	\$ 58,000	\$ 42,000	\$50,250	\$ 58,500
5	DPS	PSO Lieutenant	\$ 41,500	\$ 50,000	\$ 58,000	\$ 42,000	\$50,250	\$ 58,500
5	DPS	PSO Lieutenant	\$ 41,500	\$ 50,000	\$ 58,000	\$ 42,000	\$50,250	\$ 58,500
5	DPS	PSO Lieutenant	\$ 41,500	\$ 50,000	\$ 58,000	\$ 42,000	\$50,250	\$ 58,500
5	Executive	Executive Assistant	\$ 41,500	\$ 50,000	\$ 58,000	\$ 42,000	\$50,000	\$ 58,500
5	Guest Services	Guest Services Supervisor	\$ 41,500	\$ 50,000	\$ 58,000	\$ 42,000	\$50,000	\$ 58,500
4	Finance	Accounting Coordinator II	\$ 36,000	\$43,250	\$ 50,500	\$ 38,000	\$45,500	\$ 52,000
4	Development	Development Coordinator II	\$ 36,000	\$43,250	\$ 50,500	\$ 38,000	\$45,500	\$ 52,000
4	IT	IT Coordinator II	\$ 36,000	\$43,250	\$ 50,500	\$ 38,000	\$45,500	\$ 52,000
4	Maintenance	Maintenance Tech III	\$ 36,000	\$43,250	\$ 50,500	\$ 38,000	\$45,500	\$ 52,000
4	Operations	Operations Specialist I	\$ 36,000	\$43,250	\$ 50,500	\$ 38,000	\$45,500	\$ 52,000
4	Operations	Operations Specialist I	\$ 36,000	\$43,250	\$ 50,500	\$ 38,000	\$45,500	\$ 52,000
4	Operations	Operations Specialist I	\$ 36,000	\$43,250	\$ 50,500	\$ 38,000	\$45,500	\$ 52,000
4	Operations	Operations Specialist I	\$ 36,000	\$43,250	\$ 50,500	\$ 38,000	\$45,500	\$ 52,000
4	DPS	Public Safety Officer	\$ 36,000	\$43,250	\$ 50,500	\$ 38,000	\$45,500	\$ 52,000
4	DPS	Public Safety Officer	\$ 36,000	\$43,250	\$ 50,500	\$ 38,000	\$45,500	\$ 52,000
4	DPS	Public Safety Officer	\$ 36,000	\$43,250	\$ 50,500	\$ 38,000	\$45,500	\$ 52,000
4	DPS	Public Safety Officer	\$ 36,000	\$43,250	\$ 50,500	\$ 38,000	\$45,500	\$ 52,000
4	DPS	Public Safety Officer	\$ 36,000	\$43,250	\$ 50,500	\$ 38,000	\$45,500	\$ 52,000
4	DPS	Public Safety Officer	\$ 36,000	\$43,250	\$ 50,500	\$ 38,000	\$45,500	\$ 52,000
4	DPS	Public Safety Officer	\$ 36,000	\$43,250	\$ 50,500	\$ 38,000	\$45,500	\$ 52,000
4	DPS	Public Safety Officer	\$ 36,000	\$43,250	\$ 50,500	\$ 38,000	\$45,500	\$ 52,000
4	DPS	Public Safety Officer	\$ 36,000	\$43,250	\$ 50,500	\$ 38,000	\$45,500	\$ 52,000
4	DPS	Public Safety Officer	\$ 36,000	\$43,250	\$ 50,500	\$ 38,000	\$45,500	\$ 52,000
4	DPS	Public Safety Officer	\$ 36,000	\$43,250	\$ 50,500	\$ 38,000	\$45,500	\$ 52,000
3	Administration	P/T Admin Coordinator I	\$ 32,000	\$ 39,250	\$ 46,500	\$ 33,000	\$40,500	\$ 47,250
3	DPS	Fire Fighter	\$ 32,000	\$ 39,250	\$ 46,500	\$ 33,000	\$40,500	\$ 47,250
3	DPS	Fire Fighter	\$ 32,000	\$ 39,250	\$ 46,500	\$ 33,000	\$40,500	\$ 47,250
3	Maintenance	Maintenance Technician II	\$ 32,000	\$ 39,250	\$ 46,500	\$ 33,000	\$40,500	\$ 47,250
3	Maintenance	Maintenance Technician II	\$ 32,000	\$ 39,250	\$ 46,500	\$ 33,000	\$40,500	\$ 47,250
3	Marketing	Marketing & PR Coordinator	\$ 24,750	\$ 30,125	\$ 35,500	\$ 27,500	\$33,000	\$ 38,750
2	Maintenance	Maintenance Technician I	\$ 24,750	\$ 30,125	\$ 35,500	\$ 27,500	\$33,000	\$ 38,750
2	Maintenance	Maintenance Technician I	\$ 24,750	\$ 30,125	\$ 35,500	\$ 27,500	\$33,000	\$ 38,750
2	Maintenance	Maintenance Technician I	\$ 24,750	\$ 30,125	\$ 35,500	\$ 27,500	\$33,000	\$ 38,750
1	Custodial	Custodial Technician	\$ 23,000	\$ 29,500	\$ 36,000	\$ 26,000	\$31,500	\$ 37,000
1	Custodial	Custodial Technician	\$ 23,000	\$ 29,500	\$ 36,000	\$ 26,000	\$31,500	\$ 37,000
1	Custodial	Custodial Technician	\$ 23,000	\$ 29,500	\$ 36,000	\$ 26,000	\$31,500	\$ 37,000
1	Custodial	Custodial Technician	\$ 23,000	\$ 29,500	\$ 36,000	\$ 26,000	\$31,500	\$ 37,000
1	Custodial	Custodial Technician	\$ 23,000	\$ 29,500	\$ 36,000	\$ 26,000	\$31,500	\$ 37,000
1	Custodial	Custodial Technician	\$ 23,000	\$ 29,500	\$ 36,000	\$ 26,000	\$31,500	\$ 37,000
1	Custodial	Custodial Technician	\$ 23,000	\$ 29,500	\$ 36,000	\$ 26,000	\$31,500	\$ 37,000
1	Custodial	Custodial Technician	\$ 23,000	\$ 29,500	\$ 36,000	\$ 26,000	\$31,500	\$ 37,000
1	Guest Services	P/T Guest Services Clerk	\$ 23,000	\$ 29,500	\$ 36,000	\$ 26,000	\$31,500	\$ 37,000
1	Guest Services	Guest Services Clerk	\$ 23,000	\$ 29,500	\$ 36,000	\$ 26,000	\$31,500	\$ 37,000
1	Guest Services	P/T Guest Services Clerk	\$ 23,000	\$ 29,500	\$ 36,000	\$ 26,000	\$31,500	\$ 37,000
1	Guest Services	P/T Guest Services Clerk	\$ 23,000	\$ 29,500	\$ 36,000	\$ 26,000	\$31,500	\$ 37,000
1	Guest Services	P/T Guest Services Clerk	\$ 23,000	\$ 29,500	\$ 36,000	\$ 26,000	\$31,500	\$ 37,000
1	Guest Services	P/T Guest Services Clerk	\$ 23,000	\$ 29,500	\$ 36,000	\$ 26,000	\$31,500	\$ 37,000



MEMORANDUM

TO: Members of the Airport Authority

FROM: Janet Burnette, Director of Finance and Accounting

DATE: March 8, 2019

ITEM DESCRIPTION – New Business Item B

Preliminary Approval of the Authority's Amended Ordinance of Airline Rates, Fees and Charges for the Asheville Regional Airport.

BACKGROUND

The Authority Board established airline rates, fees and charges by ordinance in 2016. In accordance with Ordinance No. 201601, and in preparation for the upcoming FY2019-2020 budget, we have developed a new Schedule of Airline Rates, Fees and Charges for FY2019-2020, using the same agreed-upon rate methodology. Overall, these new rates result in higher total costs to each of the airlines, primarily to cover some of the costs associated with the addition of four public safety officers.

The airlines were notified and presented the new proposed airline rates, fees and charges. A meeting with the airlines is scheduled for March 14, 2019, which is the earliest the airlines had availability.

ISSUES

The Authority's ordinance process requires a public hearing prior to adoption of these new rates.

ALTERNATIVES

None recommended.



FISCAL IMPACT

The proposed rates are higher overall, to provide adequate revenue to cover airline operating costs.

RECOMMENDED ACTION

It is respectfully requested that the Greater Asheville Regional Airport Authority Board (1) consider and approve the proposed Airline Rates, Fees and Charges; (2) schedule a public hearing and accept public comment on the proposed Airline Rates, Fees and Charges; and (3) following the minimum period for public comment and public hearing, adopt the Airline Rates, Fees and Charges for FY2019-2020, at the next regularly scheduled Authority Board meeting which is scheduled for April 12, 2019.

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

AMENDED ORDINANCE NO. 201601-5

**AN ORDINANCE TO IMPLEMENT A SCHEDULE OF AIRLINE RATES, FEES AND CHARGES
FOR THE ASHEVILLE REGIONAL AIRPORT.**

IT IS HEREBY ENACTED AND ORDAINED BY THE GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY AS FOLLOWS:

Section 1. CITATION.

1.1 This Ordinance may be cited as the "**Airline Rates, Fees & Charges Ordinance**".

Section 2: FINDINGS.

2.1 The Greater Asheville Regional Airport Authority was created by Session Law 2012-121, which was ratified by the General Assembly of North Carolina on June 28, 2012.

2.2 Section 1.6(a)(7) of Session Law 2012-121 gives the Greater Asheville Regional Airport Authority the ability to, among other things: *"[m]ake all reasonable rules, regulations, and policies as it may from time to time deem to be necessary, beneficial or helpful for the proper maintenance, use, occupancy, operation, and/or control of any airport or airport facility owned, leased, subleased, or controlled by the Authority . . . "*

2.3 Section 1.6(a)(6) of Session Law 2012-121 gives the Greater Asheville Regional Airport Authority the authority to: *"[c]harge and collect fees, royalties, rents, and/or other charges, including fuel flowage fees for the use and/or occupancy of property owned, leased, subleased, or otherwise controlled and operated by the Authority or for services rendered in operation thereof."*

2.4 Section 1.6(a)(21) of Session Law 2012-121 gives the Greater Asheville Regional Airport Authority the ability to: *"[e]xercise all powers conferred by Chapter 63 of the General Statutes [of the State of North Carolina] or any successor Chapter or law."*

2.5 North Carolina General Statute Section 63-53(5) further gives the Greater Asheville Regional Airport Authority the authority: *"[t]o determine the charge or rental for the use of any properties under its control and the charges for any services or accommodations and the terms and conditions under which such properties may be used, provided that in all cases the public is not deprived of its rightful, equal, and uniform use of such property."*

2.6 The Greater Asheville Regional Airport Authority is obligated under federal law to maintain an airport user fee and rental structure that, given the conditions of the Airport makes the Airport as financially self-sustaining as possible.

2.7 The Greater Asheville Regional Airport Authority is further obligated under federal law to establish an airport user fee structure that is fair and reasonable to all users, and not unjustly discriminatory.

2.8 In or around Fall 2014, the Greater Asheville Regional Airport Authority contracted with an airport consulting firm, who conducted a comprehensive airline rate and charge study at the Airport, in accordance with the methodology stated in the Rates and Charges Policy promulgated by the Office of the Secretary of the Department of Transportation and by the FAA.

2.9 Since approximately February 2015, the Greater Asheville Regional Airport Authority has consulted with and made repeated, good faith efforts to reach an agreement regarding rates, fees and charges with the Airlines, and to resolve all disputes asserted by the Airlines, and after adequate and timely consultation with the Airlines and with the airport consulting firm, Greater Asheville Regional Airport Authority now desires to implement, by ordinance, the fair, reasonable and not unjustly discriminatory rates and charges structure as proposed by the airport consulting firm.

Section 3. PURPOSE AND SCOPE

3.1 The Greater Asheville Regional Airport Authority finds and determines that it is in the public interest to establish a schedule of Airline rates, fees and charges by ordinance.

3.2 This Airline Rates, Fees & Charges Ordinance shall be applicable to all Airlines utilizing the Asheville Regional Airport.

Section 4. EFFECTIVE DATE

4.1 The Airline Rates, Fees & Charges Ordinance shall take effect as of the 9th day of December, 2016.

Section 5. DEFINITIONS

5.1 "Affiliate" shall mean any airline or other entity designated in writing by Airline as an Affiliate that is operating under the same flight code designator and is: (1) a parent or subsidiary of Airline or is under the common ownership and control with Airline or (2) operates under essentially the same trade name as Airline at the Airport and uses essentially the same livery as Airline or (3) is a contracting ground handling company on behalf of Airline at the Airport.

5.2 "Airline(s)" shall mean each airline providing commercial passenger service to and from the Airport and using the Airport Terminal Building to enplane and deplane passengers or cargo service to and from the Airport.

5.3 [RESERVED]

5.4 "Airlines' Revenue Landed Weight" is for the applicable Fiscal Year the sum of the products determined by multiplying each Revenue Aircraft Arrival by each of the Airlines by the applicable Certified Maximum Gross Landed Weight of the aircraft making the Revenue Aircraft Arrival.

5.6 "Airport" is the Asheville Regional Airport as it presently exists and as it is hereafter modified or expanded.

5.7 "Airport Operating Requirement" for any Fiscal Year, consists of all of the following: (1) Operation and Maintenance Expenses; (2) O&M Reserve Requirement; (3) Depreciation; (4) Amortization; (5) Debt Service; (6) coverage required on any Bonds; (7) fund deposits required under any Bond Ordinance; (8) the net amount of any judgment or settlement arising out of or as a result of the ownership, operation or maintenance of the Airport payable by Authority during any Fiscal Year. This amount would include, but not be limited to, the amount of any such judgment or settlement arising out of or as a result of any claim, action, proceeding or suit alleging a taking of property or an interest in property without just

or adequate compensation, trespass, nuisance, property damage, personal injury or any other claim, action, proceeding or suit based upon or relative to the environmental impact resulting from the use of the Airport for the landing and taking off of aircraft; and (9) any and all other sums, amounts, charges or requirements of the Airport to be recovered, charged, set aside, expensed or accounted for during any Fiscal Year, or the Authority's accounting system.

5.8 "Amortization" is the amount determined by dividing the net cost of each Airport non-depreciating asset by an imputed estimated life for the asset as determined by the Authority.

5.9 "Assigned Space" means for each Airline, those areas and facilities in the Terminal Building and those areas adjacent to and outside the Terminal Building which are assigned to such Airline for its Preferential use.

5.10 "Authority" means the Greater Asheville Regional Airport Authority.

5.11 "Bond Ordinance" is any ordinance, resolution or indenture authorizing the issuance of Bonds for or on behalf of the Airport or Authority, including all amendments and supplements to such ordinances, resolutions and indentures.

5.12 "Bonds" are all debt obligations issued for or on behalf of the Airport or the Authority subsequent to July 1, 2009, except obligations issued by or on behalf of the Authority for a Special Facility.

5.13 "Capital Charge or Capital Charges" charges that include Amortization, Depreciation and Debt Service.

5.14 "Capital Outlay" is the sum of one hundred thousand dollars (\$100,000) or as otherwise determined by the Authority.

5.15 "Certified Maximum Gross Landed Weight" or "CMGLW" is, for any aircraft operated by any of the Airlines, the certified maximum gross landing weight in one thousand pound units of such aircraft as certified by the FAA and as listed in the airline's FAA approved "Flight Operations Manual".

5.16 "Debt Service" for any Fiscal Year is the principal, interest and other payments required for or on account of Bonds issued under any Bond Ordinance.

5.17 "Depreciation" is the amount which is the net cost of any Airport asset, except a non-depreciating asset, divided by its estimated useful life as determined by the Authority.

5.18 "Enplaned Passengers" are the originating and on-line or off-line transfer passengers of each of the Airlines serving the Airport enplaning at the Airport.

5.19 "Fiscal Year" is July 1st of any calendar year through June 30th of the next succeeding calendar year, or such other fiscal year as Authority may subsequently adopt for the Airport.

5.20 "Holdrooms" means the gate seating areas currently situated in the Airport Terminal Building, as they now exist or as they may hereafter be modified or expanded or constructed by Authority within or as part of the Terminal Building for use by Airline and the other Airlines for their Joint Use.

5.21 "Joint Use Formula" is, for any Fiscal Year, the formula used for prorating Terminal Building Rentals for Joint Use Space.

5.22 "Joint Use Space" means that common use space not assigned, which Airline uses on a joint use basis with other airline tenants.

5.23 "Landing Fees" are the airfield related charges calculated by multiplying the landing fee rate established in the Schedule of Rates, Fees and Charges for the applicable Fiscal Year by the applicable Certified Maximum Gross Landed Weight ("CMGLW") of Revenue Aircraft Arrivals.

5.24 "Operation and Maintenance Expenses" or "O&M Expenses" are, for any Fiscal Year, the total costs and expenses, incurred or accrued by the Authority for that Fiscal Year, in providing for the administration, operation, maintenance and management of the Airport, including, without limitation, the performance by Authority of any of its obligations related to the Airport.

5.25 "O&M Reserve Requirement" is the requirement adopted by the Authority that defines the amount of operating cash reserves to be available within the O&M Reserve Fund. The O&M Reserve Requirement may be revised from time to time and is currently set to equal at least six (6) months of the annual O&M Expenses budgeted for the current Fiscal Year.

5.26 "Passenger Facility Charge (PFC)" is the charge imposed by the Authority pursuant to 49 U.S.C. App. 513, as amended or supplemented from time to time, and 14 CFR Part 158, as amended or supplemented from time to time, or any other substantially similar charge lawfully levied by or on behalf of the Authority pursuant to or permitted by federal law.

5.27 "Preferential Use Space" means that Assigned Space for which Airline holds a preference as to use, and which may be used on a non-preferential basis by another airline or tenant.

5.28 "Rentable Space" is that space within the Airport Terminal Building which has been constructed or designated as rentable space by Authority, including such deletions therefrom and additions thereto as may occur from time-to-time.

5.29 "Revenue Aircraft Arrival" is an airline aircraft landing at Airport, excluding those returning to the Airport due to an emergency, and for which Landing Fees are charged by Authority.

5.30 "Special Facility" is any Airport facility acquired or constructed for the benefit or use of any person or persons, the costs of construction and acquisition of which are paid for (a) by the obligor under a Special Facility agreement, (b) from the proceeds of Special Facility bonds, or (c) both; provided, however, that Airport facilities built by an Airport tenant under a ground lease or any other agreement which by its terms is not indicated to be a Special Facility agreement shall not be considered a Special Facility under this definition.

5.31 "Schedule of Rates, Fees and Charges" is the schedule the rates, fees and charges due by Airline to the Authority and is reestablished each Fiscal Year.

5.32 "Terminal Building Rentals" are the Terminal Building rents calculated by multiplying the Terminal Building Rental Rate times the then-applicable square footage of the Assigned Space in question.

Section 6. RATE MAKING METHODOLOGY

6.1 Rates and charges shall be established annually based on the methodology set by the Authority below and in the Schedule of Rates and Charges referenced in Section 8 below.

6.2 Rates and charges shall be developed under a commercial compensatory rate making methodology.

6.3 Rates and charges shall be calculated and set at the beginning of each Fiscal Year.

6.4 Terminal Building Operating Requirement.

6.4.1 For purposes of this Ordinance, the Terminal Building Cost Center shall consist of the current Terminal Building, including the ticketing wing, the Holdrooms, baggage claim facilities, baggage make-up facilities, and passenger loading bridges/regional boarding ramps, as well as the areas immediately adjacent to the west side of the terminal building utilized for baggage tug drives and baggage tug storage, and all public areas, concession areas, and other leasable areas.

6.4.2 The Terminal Building Operating Requirement shall be calculated as specified in Sections 6.4.2.1 through 6.4.2.4 below:

6.4.2.1 By summing the elements of the Airport Operating Requirement allocated to the Terminal Building Cost Center. Currently, this includes O&M Expenses, O&M Reserve Requirement, net Depreciation, Amortization, Capital Outlay, and Debt Service.

6.4.2.2 By then reducing the total from Section 6.4.2.1 by non-airline revenue credits applied by the Director. These revenue credits are reimbursements and offsets to base costs. This results in the Net Terminal Building Operating Requirement.

6.4.2.3 The Net Terminal Building Operating Requirement calculated in Section 6.4.2.2 is then divided by Rentable Space to obtain the Terminal Building Rental Rate.

6.4.2.4 Finally, each Airlines' share of cost is then derived by multiplying the Terminal Building Rental Rate by the Terminal Building Airlines' rented space (preferential use) and Airlines' share of Joint Use Space as determined by the Joint Use Formula.

6.5 Airfield Area Operating Requirement.

6.5.1 For purposes of this Ordinance, the Airfield Area Cost Center consists of those areas of land and Airport facilities which provide for the general support of air navigation, flight activity and other aviation requirements of the Airport. The airfield includes runways, taxiways, the terminal apron, aircraft service areas and those ramp areas not included in any other cost center, approach and clear zones, safety areas and infield areas, together with all associated landing navigational aids and Airport facilities, aviation controls, and other systems related to the airfield. It also includes areas of land acquired for buffer requirements for the landing areas of the Airport, all land acquired for Airport expansion until the land is used or dedicated to another cost center, and all Airport noise mitigation facilities or costs. The Airport's triturator facility, storage

areas for airline glycol equipment and tanks, and any fueling facilities and equipment provided to serve the airlines on the terminal apron are also included in the airfield cost center.

6.5.2 The Airfield Area Operating Requirement shall be calculated as specified in Sections 6.5.2.1 through 6.5.2.4 below:

6.5.2.1 By summing the elements of the Airport Operating Requirement allocated to the Airfield Area Cost Center. Currently, this includes the O&M Expenses, O&M Reserve Requirement, net Depreciation, Amortization, Capital Outlay, and Debt Service.

6.5.2.2 By then reducing the total calculated in Section 6.5.2.1 above by non-airline revenue credits applied by the Director. These revenue credits are reimbursements and offsets to base costs. This results in the Net Airfield Area Operating Requirement.

6.5.2.3 The Net Airfield Area Operating Requirement calculated in Section 6.5.2.2 is then divided by the estimated Certified Maximum Gross Landed Weight (CMGLW) of all Airlines' Revenue Aircraft Arrivals to determine the Airlines' Landing Fee rate.

6.5.2.4 The Airlines' Landing Fee rate is then multiplied by the estimated CMGLW of the Airlines.

6.5.3 All costs incurred by the Authority for mitigation or damages resulting from noise, environmental incidents or conditions, aircraft fueling, or other Airport aircraft-related conditions or activities will also be charged and allocated to the Airfield Area Operating Requirement.

6.5.4. [RESERVED]

6.5.5 Affiliate. Each Affiliate's operations shall be counted and recorded jointly with Airline's and shall be at the same rate.

6.5.6 Joint Use Space. Airline's share of the Total Terminal Building Rentals for Joint Use Space will be determined as follows: (1) sixty-five percent (65%) of the total rentals due shall be prorated among Airlines using Joint Use Space based upon Airline's share of Enplaned Passengers, (2) thirty-five percent (35%) of the total rentals due shall be prorated among the Airlines using Joint Use Space based upon Airline's share of aircraft departures.

6.5.7 Other Cost Centers. All other cost centers are not included as part of the Airlines' rates, charges and fees. Authority may apply revenues from the other cost centers to offset expenses at a time, and in an amount, based on the sole discretion of the Director.

6.5.8 Unless otherwise provided herein, all rates, fees and charges are calculated as described in Schedule of Rates, Fees and Charges referenced in Section 8 below.

Section 7. RENTALS, FEES AND CHARGES

7.1 The Authority shall establish the Schedule of Rates, Fees and Charges at the beginning of each Fiscal Year.

7.2 Prior to the establishment of the Schedule of Rates, Fees and Charges each Fiscal Year, the Authority shall formally notify Airline in writing of the anticipated Schedule of Rates, Fees and Charges to be in effect for the upcoming Fiscal Year. Authority's notification to Airline shall include notice of the time and place of a meeting to present the Schedule of Rates, Fees and Charges, expenses and capital charges used in the calculation, and to answer questions of Airline. The anticipated Schedule of Rates, Fees and Charges shall be set forth and supported by a document prepared by the Authority.

7.3 So long as Airline has been notified per above, the implementation of the upcoming Schedule of Rentals and Charges will be effective on the first day of the Fiscal Year.

7.4 Each Airline operating at the Airport shall be responsible for paying those rates and charges itemized below in the amounts specified in the Schedule of Rates, Fees and Charges in Section 8 below:

7.4.1 Preferential Use Space - Each Airline shall pay the Authority for its use of the assigned, Preferential Use Space in the Terminal.

7.4.2 Joint Use Space – Each Airline shall pay the Authority its share of rentals on Joint Use Space used by Airline in common with other airline tenants.

7.4.3 Landing Fees –For its use of the airfield, apron and appurtenant facilities, Airline shall pay a landing fee for each and every aircraft landed by the Airline at the Airport except as otherwise noted herein.

7.4.4 Passenger Facility Charge. Airline shall comply with all of the applicable requirements contained in 14 CFR Part 158 and any amendments thereto. Airline shall pay the Authority the Passenger Facility Charge applicable to all of Airline's revenue passengers enplaning at the Airport imposed by the Authority from time to time pursuant to applicable Federal law and regulations.

7.4.5 Other Fees and Charges. Airline shall also pay all miscellaneous charges assessed to and owed by Airline to the Authority including, but not limited to, the cost of utilities and services, employee parking fees, telecommunications charges, paging system fees, triturator fees, skycap services, preconditioned air and fixed ground power fees, security measures, such as key cards and identification badges and the like, common use fees and common equipment charges, and law enforcement fees (net of TSA reimbursement).

7.4.5.1 Such other fees and charges shall be detailed by the Authority in the Schedule of Rates, Fees and Charges.

Section 8. SCHEDULE OF RATES, FEES AND CHARGES

8.1 The Authority's 2019-2020 Schedule of Rates, Fees and Charges effective July 1, 2019 is attached hereto and incorporated herein by reference as Exhibit A.

Section 9. PAYMENT OF RENTALS, FEES AND CHARGES

9.1 Airlines shall pay for space rentals for Preferential Use Space and Joint Use Space, monthly, without invoice, demand, set-off, or deduction on or before the first (1st) day of each calendar month.

9.2 On or before the fifteenth (15th) day of each month, Airlines shall pay for their Landing Fees for the immediately preceding month.

9.3 Airlines shall report to the Authority on or before the fifteenth (15th) day of each month the Airlines actual operating activity for the prior month by submitting a written report. All such monthly reports shall be submitted on a standardized form provided by the Authority, such form shall act as the actual invoice.

9.4 Payment for all other fees and charges shall be invoiced by the Authority and shall be due upon receipt of the Authority's invoice. Such payments shall be deemed delinquent if not received within thirty (30) calendar days of the date of such invoice.

9.5 Except as provided above, or if such payments or reporting is under dispute by Airline, Airline shall be in violation of this Ordinance if its payments and reporting information required above are not received by the Authority on or before the fifteenth (15th) day of the month in which they are due.

9.6 Security Deposit. If in the reasonable business discretion of the Authority, it is determined that the financial condition of Airline, at the beginning of air service at the Airport, or an incumbent Airline that has displayed an irregular payment history, then Airline may be required to submit a cash security deposit in an amount not to exceed the equivalent of six (6) months estimated rentals, fees and charges.

9.6.1 In the event that the Authority determines a security deposit is required, the Airline shall deposit such sum with the Authority within thirty (30) days of being so notified by the Authority, and such sum shall be retained by Authority as security for the faithful performance of Airline's obligation hereunder.

9.6.2 The Authority shall have the right, but not the obligation, to apply said security deposit to the payment of any sum due to Authority which has not been paid in accordance with this Ordinance, including, but not limited to, reimbursement of any expenses incurred by Authority in curing any default of Airline, or to the cost of restoring the Assigned Space or its furnishings, fixtures or equipment to their original condition, reasonable wear and tear excepted.

9.6.3 In the event that all or any portion of the security deposit is so applied, the Airline shall promptly, upon demand by Authority, remit to Authority the amount of cash required to restore the security deposit to its original sum.

9.6.4 An Airline's failure to remit the amount of cash required to restore the security deposit in accordance with Section 9.6.3 above within ten (10) calendar days after its receipt of such demand shall constitute a breach of this Ordinance.

9.6.5 If said deposit shall not have been applied for any of the foregoing purposes, it shall be returned to Airline, without interest, within sixty (60) days of the Airline ceasing operation at the Airport. The Authority will not pay interest on any security deposit.

9.7 Airlines shall pay all rates, fees and charges established herein to the Authority monthly, without set-off, and except as specifically provided above, without invoice or demand therefore, in lawful money of the United States of America, by check payable to Authority delivered or mailed to the Authority or by wire transfer to the Authority.

Section 10. PENALTIES AND ENFORCEMENT

10.1 Unless otherwise specified herein, violation of any provision of this Airline Rates, Fees & Charges Ordinance shall be enforced in accordance with, and subject to the penalties specified in, this Section 10.

10.2 In addition to any civil or criminal penalties set out in this Section 10. or in any other Section or Subsection herein, this Airline Rates, Fees & Charges Ordinance may be enforced by an injunction, order of abatement, or other appropriate equitable remedy issuing from a court of competent jurisdiction.

10.3 This Airline Rates, Fees & Charges Ordinance may be enforced by one, all or a combination of the penalties and remedies authorized and prescribed in this Section 10, or elsewhere herein, except that any provision, the violation of which incurs a civil penalty, shall not be enforced by criminal penalties.

10.4 Except as otherwise specified herein, each day's continuing violation of any provision of the Airline Rates, Fees & Charges Ordinance is a separate and distinct offense.

10.5 A violation this Airline Rates, Fees & Charges Ordinance shall not be a misdemeanor or infraction under N.C. Gen. Stat. §14-4; however, civil penalties shall be assessed and civil citations issued for the administrative violation of any provision in accordance with Section 10.6 through 10.7 below.

10.6 The Executive Director shall authorize specific Authority personnel to enforce all administrative violations of this Airlines Rates, Fees & Charges Ordinance.

10.7 Upon any administrative violation of this Airline Rates, Fees & Charges Ordinance, personnel designated in accordance with Section 10.6 shall cause a civil citation to be issued to the violator.

10.7.1 All civil citations shall be hand-delivered to the violator or shall be mailed by first class mail addressed to the last known address of the violator. The violator shall be deemed to have been served upon hand-delivery or the mailing of the civil citation.

10.7.2 Unless otherwise expressly specified herein the civil penalty associated with each civil citation issued for an administrative violation of this Airline Rates, Fees & Charges Ordinance shall be as follows: By a fine of up to \$500.00.

10.8 Any person may submit, within ten (10) days of receipt of a civil violation, a written request that the Executive Director review the civil citation, in accordance with Sections 10.8.1.1 through 10.8.3 below.

10.8.1 A request to the Executive Director shall be in writing and shall be hand delivered to the Office of the Executive Director and must be signed for by and employee of the Authority, or shall be mailed to the Executive Director by certified mail, return receipt requested.

10.8.2 A request to the Executive Director must specify in detail all of the reasons why the civil citation should be modified or withdrawn and must provide a mailing address for the Executive Director to submit a response to the request.

10.8.3 Within ten (10) days of receipt of a request in accordance with Section 10.8.1, the Executive Director shall mail a written decision to the requesting party at the address provided.

10.8.4 Unless a written request for review in accordance with Section 10.8.1 above, civil penalties issued via civil citation for an administrative violation of any Section of this Airport Rates, Fees and Charges Ordinance shall be due and payable to the Authority within 30 days of receipt.

10.8.5 If a written request for review is appealed and the civil citation is not withdrawn, payment of the civil penalty shall be due and payable to the Authority within 30 days of issuance of the Executive Director's written decision to the violator.

10.8.6 Unless other provided, if the violator fails to respond to a citation within 30 days of issuance and pay the fine prescribed therein, the Authority may institute a civil action in the nature of a debt in the appropriate division of the state general court of justice to collect the fine owed.

Section 11. SEVERABILITY

11.1 If any provision, clause, section, or provision of this the Airline Rates, Fees & Charges Ordinance shall be held by a court of competent jurisdiction to be invalid, illegal or unenforceable, such invalid, illegal or unenforceable provision shall be severed from the remainder of the Airline Rates, Fees & Charges Ordinance, and the remainder of shall be enforced and not be affected thereby.

Section 12. AMENDMENT.

12.1 The Authority reserves the right to amend the Airline Rates, Fees & Charges Ordinance, as well as the attached Schedule of Rates, Fees and Charges, at any time, by ordinance, after due notice and public hearing, in accordance with the Authority's Resolution No. __ establishing The Greater Asheville Regional Airport Authority's Policy and Procedure for the Adoption of Ordinances.

ADOPTED THIS the __ day of _____, 2019, after due notice and a public hearing, by the Greater Asheville Regional Airport Authority.

**GREATER ASHEVILLE REGIONAL
AIRPORT AUTHORITY**

By: _____
Matthew C. Burrell, Chair

ATTEST:

Ellen M. Heywood, Clerk to the Board

Exhibit A

Asheville Regional Airport

2019-2020 Fiscal Year

Schedule of Rates, Fees and Charges

SUMMARY TABLE

RESULTS (Fiscal Years Ending June 30)	GARAA	
	Budget	Budget
	2019	2020
<u>Signatory Airline Rates & Charges:</u>		
Terminal Building Rental Rate (per s.f.)	\$46.35	\$55.72
Passenger-Related Security Fee (per EP)	\$0.67	\$0.72
Landing Fee (per 1,000-lbs)	\$1.60	\$1.62
Ticket Counter & Queue Fee (per EP-unassigned)	\$0.48	\$0.49
Baggage Make-Up & Claim Fee (per bag)	\$0.93	\$1.05
Baggage Make-Up & Claim Fee (per airline)	\$12,715	\$15,286
Gate Area Charge per (enplaned pax)	\$1.43	\$1.50
Gate Area Fee (per airline)	\$32,481	\$39,049
Loading Bridge Fee (per depart.)	\$10.02	\$9.72
Turn Fees ¹		
Per Turn Fee for Exempt Carriers (0-70 seats)	\$272.00	\$306.00
Per Turn Fee for Exempt Carriers (71-135 seats)	\$324.00	\$364.00
Per Turn Fee for Exempt Carriers (136+ seats)	\$363.00	\$408.00
Average AVL CPE	\$6.07	\$6.12

¹ Includes use of holdroom, bag claim, bag make-up, passenger loading bridge, apron, tug drives,

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019)

Table 1**AVIATION ACTIVITY**

(Fiscal Years Ending June 30)

GARAA

	Budget	Budget
	2019	2020
<u>Enplaned Passengers:</u>		
Allegiant	180,000	240,000
American ¹	103,000	150,000
Delta	138,000	137,000
United	95,000	65,000
Total	516,000	592,000
<u>Estimated Checked Bags:</u>		
Allegiant	93,600	98,600
American ¹	55,600	81,300
Delta	109,400	113,900
United	52,100	36,300
Total	310,700	330,100
<u>Departures:</u>		
Allegiant	1,200	1,605
American ¹	2,262	2,757
Delta	2,389	2,298
United	1,631	1,287
Total	7,482	7,947
<u>Landed Weight (1,000-lb units):</u>		
Allegiant	170,000	229,200
American ¹	125,600	175,627
Delta	161,050	152,236
United	108,373	77,924
Total	565,023	634,987

Note: Amounts may not add due to rounding.

¹ Includes US Airways activity prior to the merger of the carriers into American Airlines Group.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019)

Table 2

TERMINAL SPACE (s.f.) (Fiscal Years Ending June 30)		GARAA	
		Budget 2019	Budget 2020
<u>Preferential Space:</u> ¹			
Allegiant		1,704	1,659
American		2,102	2,146
Delta		2,609	2,609
United		1,593	1,593
Worldwide			161
Total Preferential Space	[A]	8,008	8,168
<u>Joint Use Space:</u>			
Baggage Make-Up		3,192	3,192
Baggage Claim		4,124	4,124
Gates 1-3 Holdroom		8,517	8,517
Gates 4-7 Holdroom		6,751	6,751
Gates 4-7 Secure Enplanement Corridor		3,421	3,421
Total Joint Use Space	[B]	26,005	26,005
Total Airline Rented	[C=A+B]	34,013	34,173
<u>Other Rentable:</u>			
Ticket Counter (unassigned)		103	103
Queue (unassigned)		193	193
Vacant Airline Preferential Space		2,792	2,632
Concession Space		13,553	13,553
FAA Tower & Related Office Space		4,374	4,374
TSA Offices & Breakroom		2,418	2,418
TSA Passenger Security Screening		2,210	2,210
TSA Offices Adjacent to Passenger Screening		396	396
Total	[D]	26,039	25,879
Total Rentable Space	[E=C+D]	60,052	60,052
Public and Other Areas	[F]	47,797	47,797
Total Terminal Space	[G=E+F]	107,849	107,849

Note: Amounts may not add due to rounding.

¹ Includes ticket counter, queue, and office space.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019)

Table 3

DEPRECIATION, AMORTIZATION, & CAPITAL OUTLAY		GARAA	
(Fiscal Years Ending June 30)			
		Budget	Budget
		2019	2020
<u>Depreciation:</u> ¹			
Gross Depreciation		\$4,700,000	\$4,700,000
Less: Grant & PFC Amortization		(3,200,000)	(3,200,000)
Net Depreciation	[A]	\$1,500,000	\$1,500,000
<u>By Cost Center (%):</u>			
Airfield Area	[B]	14.0%	14.0%
Terminal Building	[C]	30.0%	30.0%
Parking, Roadway, and Ground Trans.	[D]	33.0%	33.0%
General Aviation Area	[E]	16.0%	16.0%
Other Area	[F]	7.0%	7.0%
Total		100.0%	100.0%
<u>By Cost Center:</u>			
Airfield Area	[A*B]	\$210,000	\$210,000
Terminal Building	[A*C]	450,000	450,000
Parking, Roadway, and Ground Trans.	[A*D]	495,000	495,000
General Aviation Area	[A*E]	240,000	240,000
Other Area	[A*F]	105,000	105,000
Net Depreciation	[A]	\$1,500,000	\$1,500,000
<u>Amortization:</u>			
Gross Amortization		\$242,056	\$242,056
Less: Grant & PFC Amortization		(162,475)	(162,475)
Net Amortization	[G]	\$79,581	\$79,581

Table 3

DEPRECIATION, AMORTIZATION, & CAPITAL OUTLAY		GARAA	
(Fiscal Years Ending June 30)			
		Budget	Budget
		2019	2020
<u>By Cost Center (%):</u>			
Airfield Area	[H]	100.0%	100.0%
Terminal Building	[I]	0.0%	0.0%
Parking, Roadway, and Ground Trans.	[J]	0.0%	0.0%
General Aviation Area	[K]	0.0%	0.0%
Other Area	[L]	0.0%	0.0%
Total		100.0%	100.0%
<u>By Cost Center:</u>			
Airfield Area	[G*H]	\$79,581	\$79,581
Terminal Building	[G*I]	0	0
Parking, Roadway, and Ground Trans.	[G*J]	0	0
General Aviation Area	[G*K]	0	0
Other Area	[G*L]	0	0
Net Amortization	[G]	\$79,581	\$79,581
<u>Capital Outlay:</u>			
Capital Outlay	[M]	\$100,000	\$100,000
<u>By Cost Center (%):</u>			
Airfield Area	[N]	50.0%	50.0%
Terminal Building	[O]	50.0%	50.0%
<u>By Cost Center:</u>			
Airfield Area	[M*N]	\$50,000	\$50,000
Terminal Building	[M*O]	50,000	50,000
Capital Outlay	[M]	\$100,000	\$100,000

Note: Amounts may not add due to rounding.

¹ Depreciation is based on the prior year's actual depreciation

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019)

Table 4

OPERATION AND MAINTENANCE EXPENSES		GARAA	GARAA
(Fiscal Years Ending June 30)			
		Budget	Budget
		2019	2020
<u>By Category:</u>			
Personnel Services		\$5,572,510	\$6,527,568
Professional Services		387,450	384,950
Utilities		525,467	539,867
Promotional Activities		317,390	303,800
Maintenance and Repairs		262,200	255,200
Contracted Services		826,723	978,646
Insurance Expense		234,000	260,600
Materials and Supplies		467,425	464,610
Other Expenses		393,905	506,740
Total O&M Expenses	[A]	<u>\$8,987,070</u>	<u>\$10,221,981</u>
<u>By Cost Center (%):</u>			
Airfield Area	[B]	26.3%	26.3%
Terminal Building	[C]	48.0%	47.8%
Parking, Roadway, and Ground Trans.	[D]	12.0%	12.2%
General Aviation Area	[E]	9.7%	9.8%
Other Area	[F]	4.0%	4.0%
Total		<u>100.0%</u>	<u>100.0%</u>
<u>By Cost Center:</u>			
Airfield Area	[A*B]	\$2,366,072	\$2,684,342
Terminal Building	[A*C]	4,313,970	4,883,676
Parking, Roadway, and Ground Trans.	[A*D]	1,074,732	1,245,820
General Aviation Area	[A*E]	872,685	997,713
Other Area	[A*F]	359,611	410,430
Total O&M Expenses	[A]	<u>\$8,987,070</u>	<u>\$10,221,981</u>

Note: Amounts may not add due to rounding.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019)

Table 5**LANDING FEE AND REVENUE**

(Fiscal Years Ending June 30)

		GARAA	
		Budget	Budget
		2019	2020
<u>Airfield Requirement:</u>			
O&M Expenses		\$2,366,072	\$2,684,342
Less: Deicing Chemicals		(70,040)	(72,141)
O&M Reserve Requirement		18,336	159,135
Net Depreciation		210,000	210,000
Net Amortization		79,581	79,581
Capital Outlay		50,000	50,000
Debt Service		0	0
Debt Service Coverage (25%)		0	0
Total Requirement	[A]	\$2,653,949	\$3,110,917
<u>Landing Fee Credits:</u>			
Non-Airline Revenue	[B]	\$90,000	\$90,000
Other	[C]	0	0
Total Credits	[D=B+C]	\$90,000	\$90,000
Net Landing Fee Requirement	[E=A-D]	\$2,563,949	\$3,020,917
Airline Landed Weight	[F]	565,023	634,987
Airline Landing Fee (pre-Revenue Share)	[G=E/F]	\$4.54	\$4.76
Revenue Share Credit	[H]	\$1,660,376	\$1,992,503
Adjusted Airline Net Requirement	[I=E-H]	\$903,573	\$1,028,414
Airline Landing Fee	[J=I/F]	\$1.60	\$1.62
Airline Landing Fee Revenue	[K=F*J]	\$903,573	\$1,028,414

Note: Amounts may not add due to rounding.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019)

Table 6

TERMINAL RENTAL RATE AND REVENUE (Fiscal Years Ending June 30)		GARAA	
		Budget	Budget
		2019	2020
<u>Terminal Requirement:</u>			
O&M Expenses		\$4,313,970	\$4,883,676
O&M Reserve Requirement		40,136	284,853
Net Depreciation		450,000	450,000
Net Amortization		0	0
Capital Outlay		50,000	50,000
Debt Service		0	0
Debt Service Coverage (25%)		0	0
Total Requirement	[A]	\$4,854,106	\$5,668,529
<u>Terminal Credits:</u>			
Passenger-Related Security Charges		\$344,750	\$425,143
AirIT Landside Expenses		16,463	16,463
Loading Bridge Fees		75,000	77,250
Total Terminal Credits	[B]	\$436,213	\$518,856
Net Requirement	[C=A-B]	\$4,417,893	\$5,149,672
Rentable Space (s.f.)	[D]	60,052	60,052
Terminal Rental Rate	[E=C/D]	\$73.57	\$85.75
Airline Rented Space (s.f.)	[F]	34,013	34,173
Airline Requirement	[G=E*F]	\$2,502,261	\$2,930,456
Revenue Share Credit	[H]	\$925,880	\$1,026,441
Adjusted Airline Requirement	[I=G-H]	\$1,576,382	\$1,904,015
Airline Rented Space (s.f.)	[F]	34,013	34,173
Adjusted Airline Terminal Rate	[J=I/F]	\$46.35	\$55.72
Airline Terminal Rentals	[K=F*J]	\$1,576,382	\$1,904,015

Note: Amounts may not add due to rounding.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019)

Table 6A**LOADING BRIDGE FEE AND REVENUE**

(Fiscal Years Ending June 30)

		GARAA	
		Budget	Budget
		2019	2020
<u>Loading Bridge Requirement:</u>			
Operating Expenses		\$75,000	\$77,250
Capital Outlay		0	0
Debt Service		0	0
Debt Service Coverage (25%)		0	0
Total Requirement	[A]	\$75,000	\$77,250
Total Departures	[B]	7,482	7,947
Loading Bridge Fee (per Departure)	[C=A/B]	\$10.02	\$9.72
Total Loading Bridge Revenue	[D=B*C]	\$75,000	\$77,250

Note: Amounts may not add due to rounding.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019)

Table 6B**JOINT USE CHARGES**

(Fiscal Years Ending June 30)

GARAA

		Budget	Budget
		2019	2020
Adjusted Signatory Airline Terminal Rate	[A]	\$46.35	\$55.72
<u>Joint Use Space (s.f.):</u>			
Baggage Make-Up	[B1]	3,192	3,192
Baggage Claim	[B2]	4,124	4,124
Gates 1-3 Holdroom	[C1]	8,517	8,517
Gates 4-7 Holdroom	[C2]	6,751	6,751
Gates 4-7 Secure Enplanement Corridor	[C23]	3,421	3,421
Joint Use Space		26,005	26,005
Baggage Make-Up & Claim Requirement	[D=A*(B1+B2)]	\$339,071	\$407,625
Gate Areas Requirement	[E=A*(C1+C2+C3)]	866,169	1,041,294
Total Joint Use Requirement	[G=D+E+F]	\$1,205,239	\$1,448,919
<u>Baggage Make-Up & Claim:</u>			
Baggage Make-Up & Claim Requirement (85%)	[H=D*0.85]]	\$288,210	\$346,481
Checked Bags	[I]	310,700	330,100
Baggage Make-Up & Claim Fee (per bag)	[J=H/I]	\$0.93	\$1.05
Baggage Make-Up & Claim Requirement (15%)	[K=D*0.15]	\$50,861	\$61,144
Number of Airlines	[L]	4	4
Baggage Make-Up & Claim Fee (per airline)	[M=K/L]	\$12,715	\$15,286
<u>Gate Area:</u>			
Gate Area Requirement (85%)	[N=E*85%]	\$736,243	\$885,100
Enplaned Passengers	[O]	516,000	592,000
Gate Area Charge per (enplaned pax)	[P=N/O]	\$1.43	\$1.50
Gate Area Requirement (15%)	[Q=E*15%]	\$129,925	\$156,194
Number of Airlines	[L]	4	4
Gate Area Fee (per airline)	[R=Q/L]	\$32,481	\$39,049
Total Joint Use Revenue	[G]	\$1,205,239	\$1,448,919

Note: Amounts may not add due to rounding.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019)

Table 6C

TICKET COUNTER & QUEUE FEES (UNASSIGNED)		GARAA	
(Fiscal Years Ending June 30)			
		Budget	Budget
		2019	2020
Adjusted Signatory Airline Terminal Rate	[A]	\$46.35	\$55.72
<u>Ticket Counter and Queue Space (s.f.):</u>			
Ticket Counter		1,755	1,755
Queue Space		3,181	3,181
Ticket Counter and Queue Space	[B]	4,936	4,936
Ticket Counter and Queue Space Requirement	[C=A*B]	\$228,766	\$275,019
AirIT Landside Expenses	[D]	16,463	16,463
Ticket Counter and Queue Requirement	[E=C+D]	\$245,229	\$291,482
Enplaned Passengers	[F]	516,000	592,000
Ticket Counter & Queue Fee (unassigned)	[G=E/F]	\$0.48	\$0.49
Enplaned Passenger Use	[H]	180,000	240,000
Ticket Counter & Queue Fees (unassigned)	[I=G*H]	\$85,545	\$118,168

Note: Amounts may not add due to rounding.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019)

Table 7**PASSENGER-RELATED SECURITY CHARGE**

(Fiscal Years Ending June 30)

GARAA

		Budget	Budget
		2019	2020
Personnel-Related Security Cost	[A]	\$1,230,700	\$1,593,131
<u>Officer Deployment Hours:</u>			
Total Hours (16 Officers at 42 hrs/week; 2 officers at 40 hrs/week)		2,169	2,172
Holiday (11 Holidays)		(132)	(176)
Vacation (12 Days)		(144)	(192)
Training (8 hrs per month per officer)		(96)	(128)
Sick Leave (12 Days Allowed; 9 Days Average Used)		(108)	(144)
Available Hours/Officer	[B]	1,689	1,532
Number of Officers	[C]	14	18
Total Available Hours	[D=B*C]	23,648	27,584
Less: Admin Hours Total	[E]	(2,016)	(2,592)
Total Officer Deployment Hours	[F=D-E]	21,632	24,992
Personnel-Related Security Cost per Hour	[G=A/F]	\$56.89	\$63.75
<u>Passenger-Related Security Charge:</u>			
Terminal Airlines (18 hrs/day Security Checkpoint)		\$373,784	\$418,809
Less: TSA Reimbursement		(131,459)	(116,800)
Net Personnel-Related Costs	[H]	\$242,325	\$302,009
TSA Passenger Security Screening Space (s.f.)	[I]	2,210	2,210
Terminal Rental Rate	[J]	\$46.35	\$55.72
Security Checkpoint Space Costs	[K=I*J]	\$102,426	\$123,134
Passenger-Related Security Charges	[L=H+K]	\$344,750	\$425,143
Enplaned Passengers	[M]	516,000	592,000
Passenger-Related Security Charges per Enplaned Passenger	[N=L/M]	\$0.67	\$0.72
Passenger-Related Security Charges	[O=M*N]	\$344,750	\$425,143

Note: Amounts may not add due to rounding.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019)

Table 8**COST PER ENPLANED PASSENGER**

(Fiscal Years Ending June 30)

GARAA

		Budget	Budget
		2019	2020
<u>Airline Revenue:</u>			
Terminal Rentals		\$1,576,382	\$1,904,015
Loading Bridge Fees		75,000	77,250
Landing Fees		903,573	1,028,414
Unassigned Ticket Counter Charges		85,545	118,168
Passenger Related Security Charges		344,750	425,143
Checkpoint Lane Fee		77,400	0
Deicing Chemicals		70,040	72,141
Total	[A]	\$3,132,690	\$3,625,132
Enplaned Passengers	[B]	516,000	592,000
Cost Per Enplaned Passenger	[C=A/B]	\$6.07	\$6.12

Note: Amounts may not add due to rounding.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019)

Table 9

PER TURN FEE FOR MARKET SHARE EXEMPT CARRIERS		GARAA	
(Fiscal Years Ending June 30)			
		Budget	Budget
		2019	2020
<u>Per Turn Requirement:</u>			
Joint Use Cost ¹		\$1,205,239	\$1,448,919
Loading Bridge Cost		75,000	77,250
Unassigned Ticket Counter Cost		245,229	291,482
Passenger Related Security Charge Cost		344,750	425,143
Deicing Chemicals Cost		70,040	72,141
Total	[A]	\$1,940,259	\$2,314,935
Total Departures	[B]	7,482	7,947
Average Per Turn Cost	[C=A/B]	\$259.32	\$291.30
Per Turn Fee for Exempt Carriers (0-70 seats)	[D=C*105%]	\$272.00	\$306.00
Per Turn Fee for Exempt Carriers (71-135 seats)	[E=C*125%]	\$324.00	\$364.00
Per Turn Fee for Exempt Carriers (136+ seats)	[F=C*140%]	\$363.00	\$408.00

Note: Amounts may not add due to rounding.

¹ Includes the cost of baggage areas and gate areas.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019)



MEMORANDUM

TO: Members of the Airport Authority

FROM: Janet Burnette, Director of Finance and Accounting

DATE: March 8, 2019

ITEM DESCRIPTION – New Business Item C

Approval of the Authority's Preliminary Fiscal Year 2019/2020 Budget

BACKGROUND

The Authority Board needs to approve the Proposed Preliminary Fiscal Year 2019/2020 Budget and allow the budget to remain available for public inspection for a minimum of 10 days. The Fiscal Year 2019/2020 Budget will then be presented to the Authority Board for final adoption at its next meeting, either on March 28, 2019 or April 12, 2019.

ISSUES

None.

ALTERNATIVES

None recommended.

FISCAL IMPACT

No fiscal impact until adopted.

RECOMMENDED ACTION

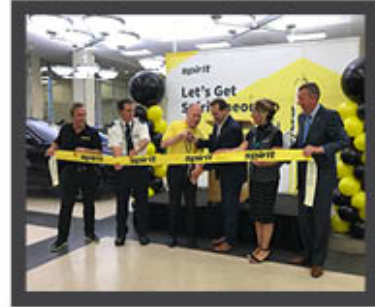
It is respectfully requested that the Airport Authority Board resolve to (1) approve the Proposed Preliminary Fiscal Year 2019/2020 Budget; and (2) accept public comment on the Proposed Fiscal Year 2019/2020 Budget during the next 10 days.




Asheville
REGIONAL AIRPORT


**Proposed 2019/2020
Budget**


Greater Asheville Regional Airport Authority
February 15, 2019





Agenda


-  **General Statistics**


-  **Proposed FY 2019/2020 Operating Budget**

-  **Proposed FY 2019/2020 Capital Budget**

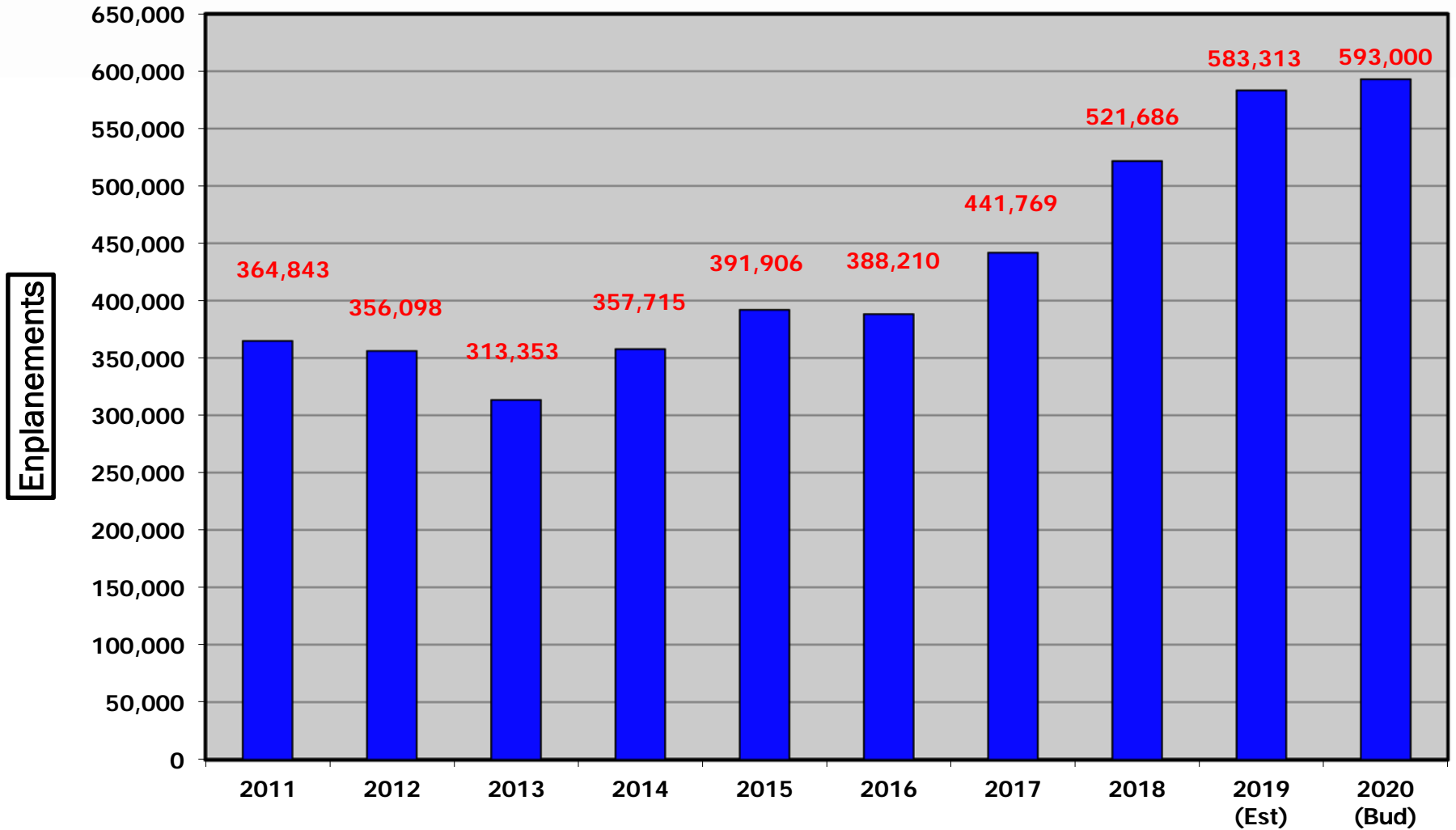
-  **Proposed FY 2019/2020 Reserve Funds**

-  **Proposed FY 2019/2020 Estimated Cash Balance**

-  **Proposed FY 2019/2020 Supplemental Fees**

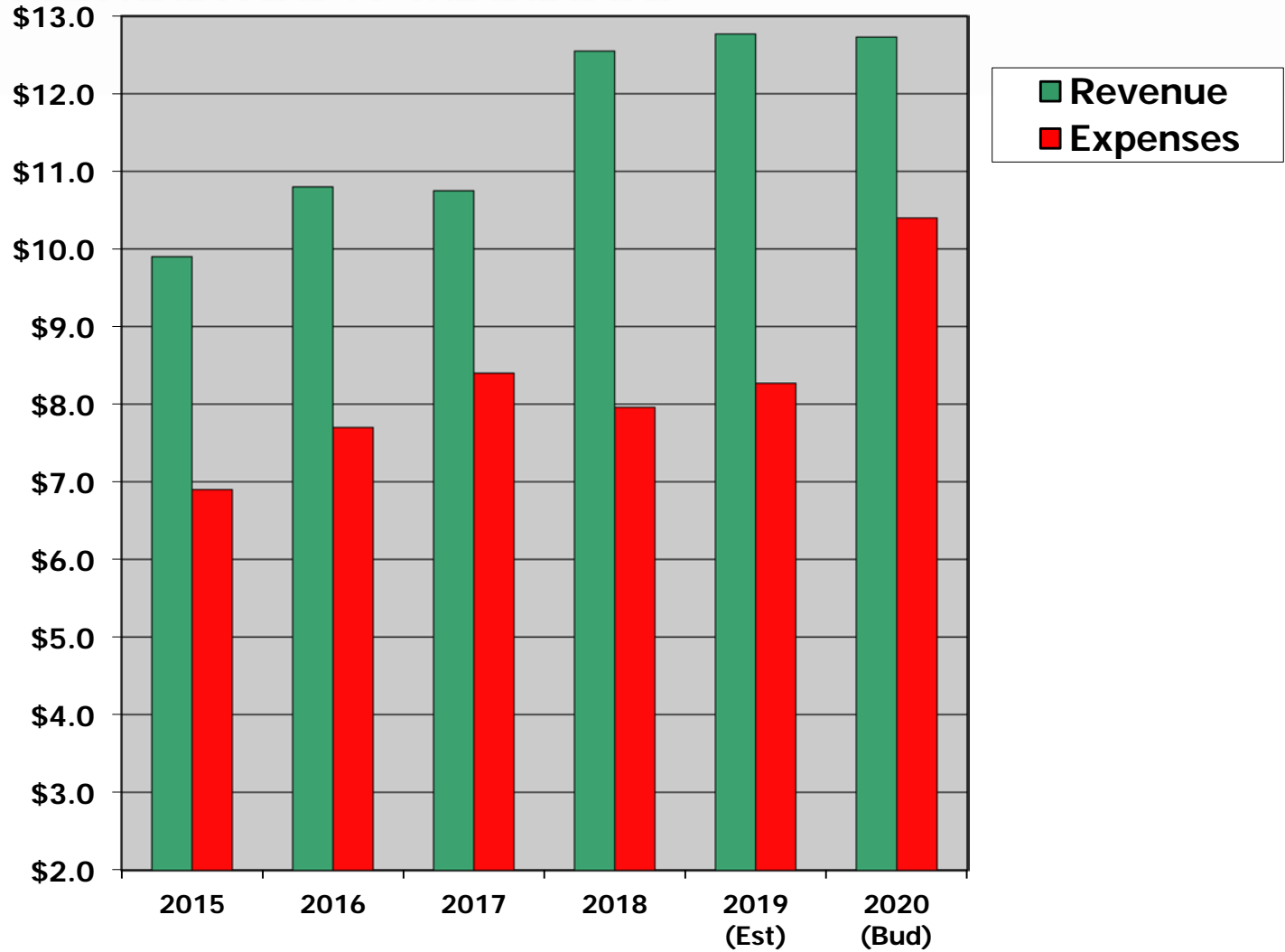
-  **Questions and Comments**

Passenger Traffic

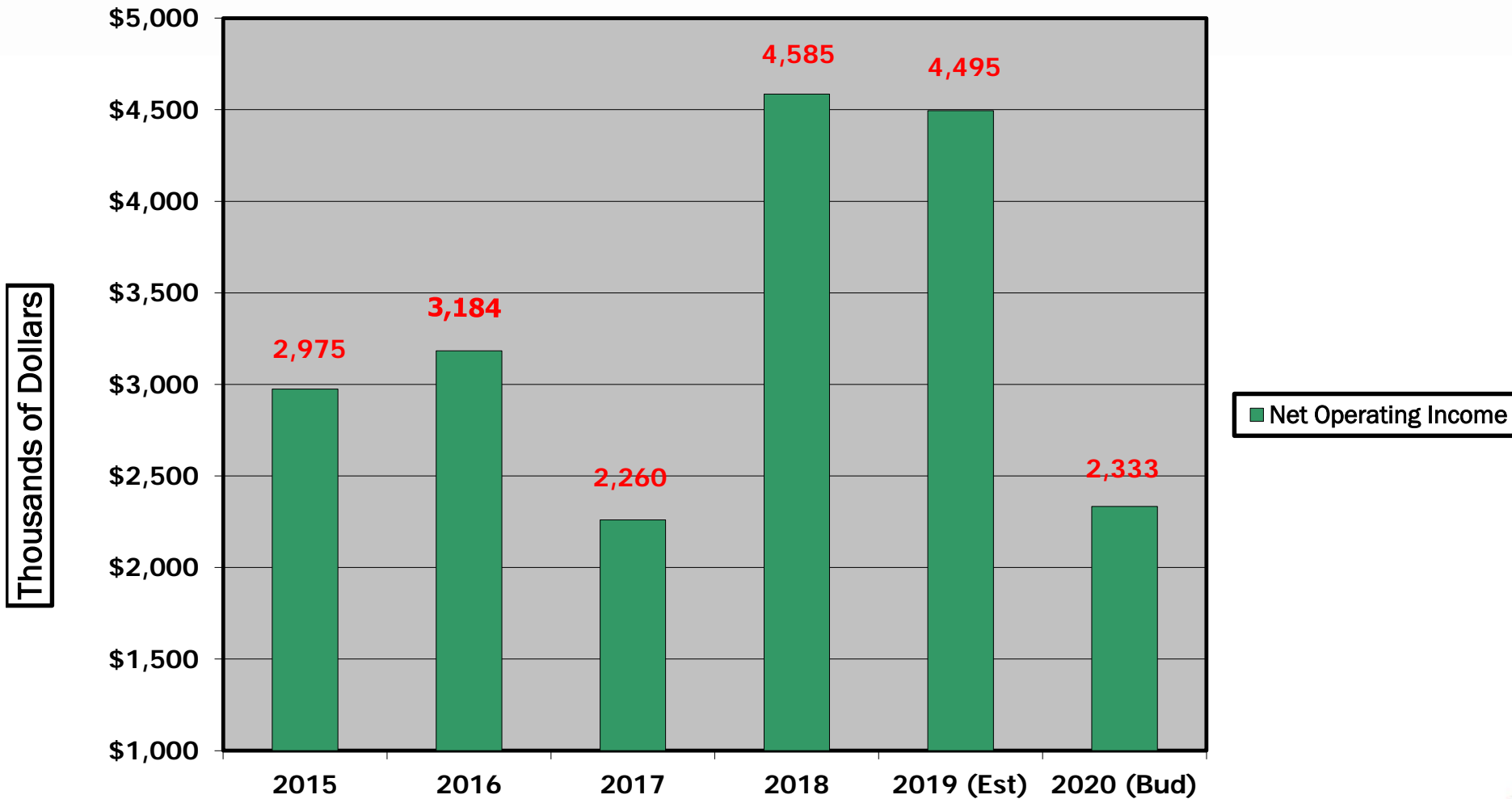


Operating Revenues/Expenses

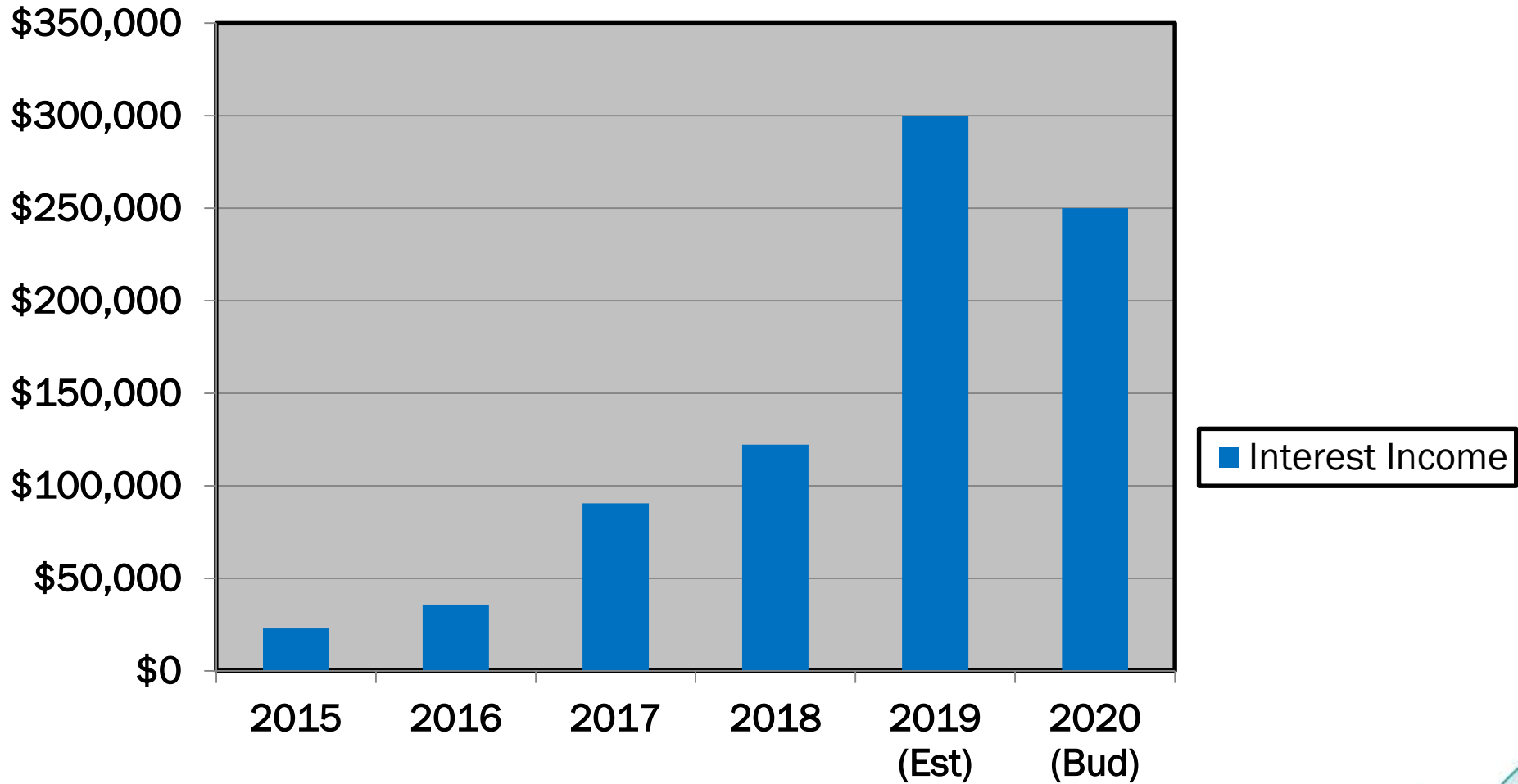
Millions of Dollars



Net Operating Income



Interest Income



Proposed Operating Budget

Basic Operating Budget Assumptions

OPERATING REVENUES:

- Passenger enplanements – 593,000
- Airline revenue is conservative using the rates by ordinance model.
- Ground transportation revenue increase due to per trip fees from transportation network companies.
- Parking revenue increase as result of high utilization of parking facilities.
- Food and Beverage revenue increase due to increase in enplanements and additional food and beverage options.

Basic Operating Budget Assumptions (cont'd)

OPERATING EXPENSES:

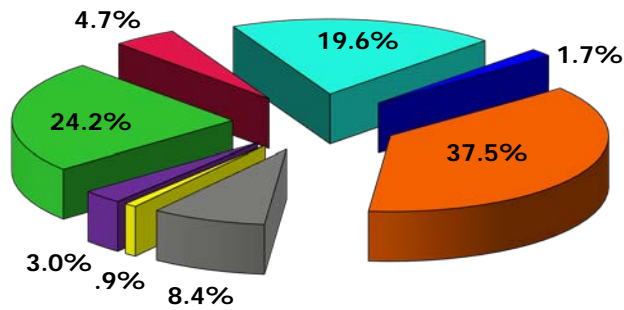
- Salary adjustment pool budgeted at 4.0%, with anticipation of 3.5% salary increases. Additional positions are also budgeted.
- Increase in contractual services due to parking garage cleaning (rental cars) and service agreements for new accounting, properties and operations software.

Proposed Operating Budget

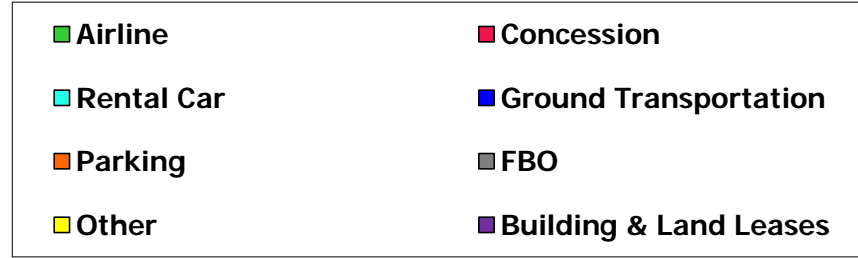
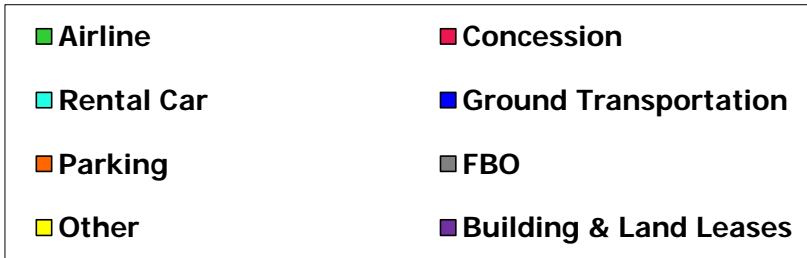
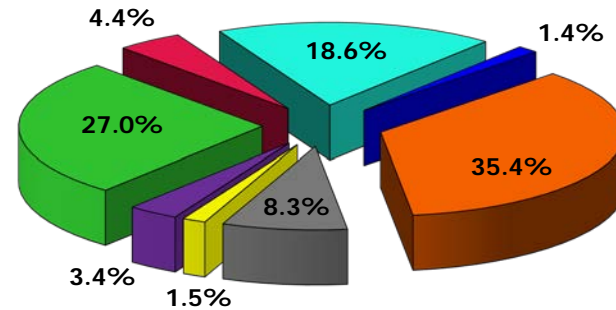
	Budget Amounts			Percent Change
	FY2018/2019	FY2019/2020	Difference	
<u>Revenues</u>				
Operating Revenues	\$10,974,714	\$12,734,740	\$ 1,760,027	16.0%
Investment Income	35,000	250,000	215,000	714.3%
Total Operating & Investment Revenues	11,009,714	12,984,740	1,975,027	17.9%
<u>Expenses</u>				
Operating Expenses	9,216,930	10,402,184	1,185,254	12.9%
Total Operating Expenses	9,216,930	10,402,184	1,185,254	12.9%
Net Operating & Investment Income	\$ 1,792,784	\$ 2,582,556	\$ 789,773	44.1%

Sources of Operating Revenue

FY 2019 (Est)

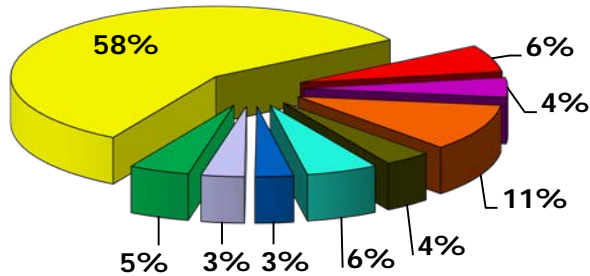


FY 2020 (Bud)

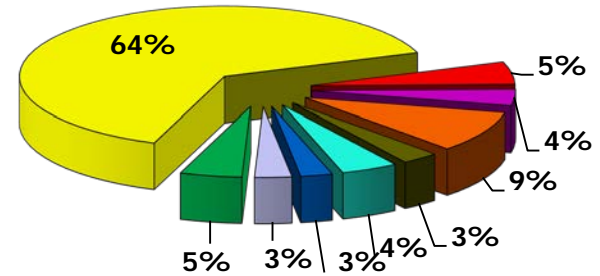


Operating Expenses by Category

FY 2019 (Est)



FY 2020 (Bud)

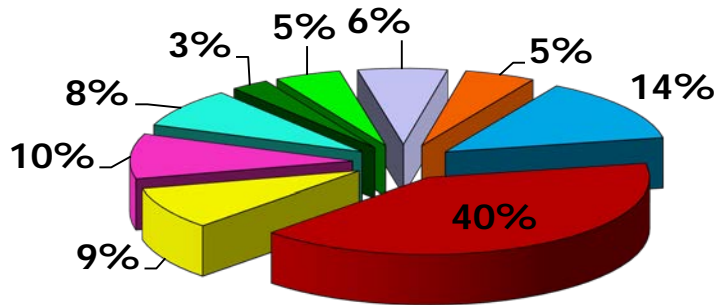


- Salaries & Benefits
- Professional Services
- Maintenance & Repair
- Insurance
- Other
- Utilities
- Contractual Services
- Supplies
- Promotional Activities

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

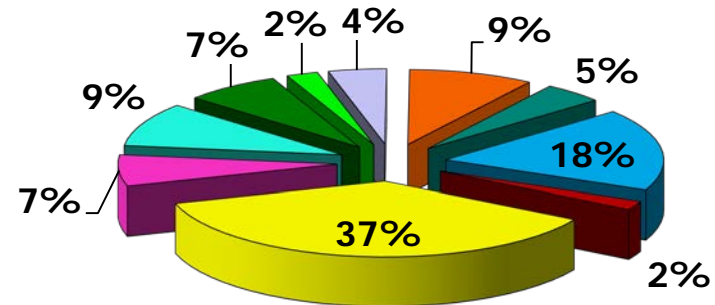
Operating Expenses By Department

FY 2019 (Est)



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

FY 2020 (Bud)



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

Proposed Capital Budget

Proposed Capital Budget

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
CAPITAL BUDGET
FISCAL YEAR 2019/2020**

Description	Total	Funding Source				
		FAA- AIP Entitlements	FAA- AIP Discretionary	NCDOT Grants	Currently Approved PFCs	Airport Funds
-	-	-	-	-	-	-
Capital Improvements (1)	-					-
Terminal Apron Expansion - South	\$ 10,664,537					\$ 10,664,537
Terminal Rehab/Expansion – Phase 1	25,000,000					25,000,000
Total Capital Improvements	\$ 35,664,537					\$ 35,664,537

(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.

Proposed Capital Budget (cont'd)

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
CAPITAL BUDGET
FISCAL YEAR 2019/2020**

Description	Total	Funding Source				
		FAA- AIP Entitlements	FAA- AIP Discretionary	NCDOT Grants	Currently Approved PFCs	Airport Funds
<u>Renewal and Replacement</u>						
Battery Backup – Public Safety Building	30,000					30,000
EASE PC Upgrade	24,000					24,000
Campus Structured Cabling	30,000					30,000
Tractor Replacement	30,000					30,000
Mower Replacement	55,000					55,000
Trailer Replacement	6,500					6,500
Floor Machines Replacement	27,000					27,000
Concrete Sidewalk Repair	25,000					25,000
Vehicle Replacements	80,048					80,048
Roof Repair	25,000					25,000
SCBA Cylinder Replacements	13,760					13,760
Total Renewal and Replacement	346,308	-	-	-	-	346,308
Total	\$ 36,010,845	\$ -	\$ -	\$ -	\$ -	\$ 36,010,845

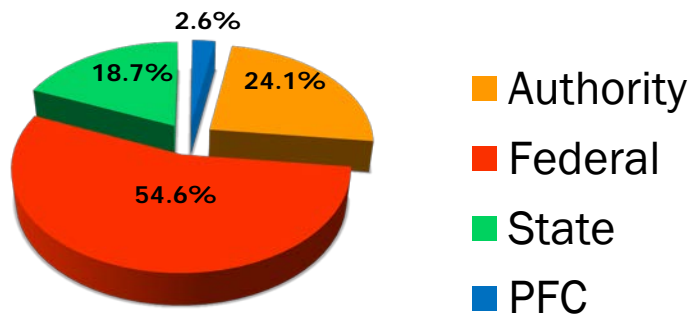
Carry-Over Capital Projects

Description	Amount	Estimated Spending Through	Estimated Balance to	FAA-AIP	FAA-AIP	NC DOT	PFCs Currently	Airport
	Authorized	6/30/2019	Carryover	Entitlement	Discretionary	Grants	Approved	Funds
Snow Removal Equipment	2,400,000	-	2,400,000	1,825,000	-			575,000
Airfield Redevelopment-Bid Package 4 (1)	34,703,096	20,000,000	14,703,096		200,000		2,920,813	11,582,283
TOTAL CARRYOVER	\$ 37,103,096	\$ 20,000,000	\$ 17,103,096	\$ 1,825,000	\$ 200,000		\$ 2,920,813	\$ 12,157,283

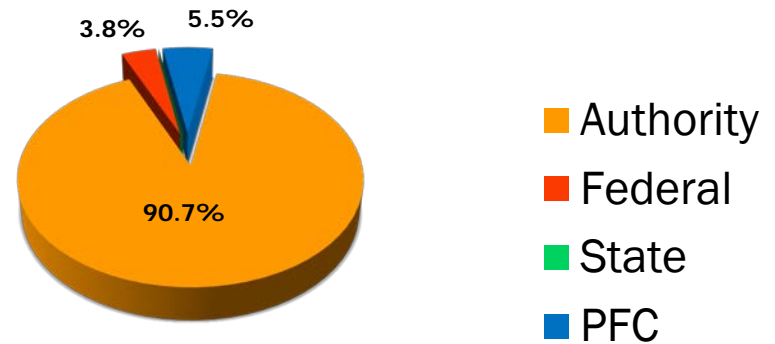
(1) Represents current estimated amounts. Related contracts requiring Board approval will be presented to the Board before implementation.

Capital Funding Sources

FY 2019 (Est)



FY 2020 (Bud)



Authority's Contribution - \$4,684,655

Authority's Contribution - \$48,168,128

Reserve Funds

Operations & Maintenance Reserve

- **Description and Justification**
 - Established to cover fluctuations in cash flow and provide quick access to additional operational cash.
- **Equivalent to 6 months of budgeted FY 2019/2020 operating expenses.**
 - \$5,201,092 for FY 2019/2020

Emergency Repair Reserve

- **Description and Justification**
 - Established to cover emergency repairs and provide ready access to the required cash.
- **\$650,000 for FY 2019/2020**

Estimated Cash Balance

Cash Balance

	<u>Amount</u>	
Estimated Cash & Investment Balance at June 30, 2019		\$ 38,000,000
Plus: Net Operating & Investment Revenues		2,582,556
Less Other Costs:		
Business Development Costs	(300,000)	
Contingency	(100,000)	
Debt Service	<u>(1,685,074)</u>	(2,085,074)
Plus Non-Operating Revenues:		
Passenger Facility Charges	2,250,000	
Customer Facility Charges	<u>1,600,000</u>	3,850,000
Plus Capital Contributions:		
Federal Grants - AIP Entitlements	1,825,000	
Federal Grants - AIP Discretionary Funds	200,000	
NC DOT Grants	<u>0</u>	2,025,000

Cash Balance (cont'd)

Less Capital Costs:

Capital Improvements	(35,664,537)	
Equipment and Small Capital Outlay Fund	0	
Renewal and Replacements	(346,308)	
Carryover Projects From FY2017	<u>(17,103,096)</u>	(53,113,941)
Estimated Cash & Investment Balance at June 30, 2020		<u>(8,741,459)</u>
Estimated Restricted Cash at June 30, 2020		500,000
<u>Reserves:</u>		
Operations & Maintenance Reserve (6 Months)		5,201,092
Emergency Repair Reserve		650,000
Estimated Unrestricted Undesignated Cash & Investments at June 30, 2020		<u>\$(15,092,551)*</u>

*Deficit cash balance is a result of projected expenditures for the terminal rehabilitation and expansion in the amount of \$25,000,000. At this time, staff has not confirmed funding sources for this project, but anticipate bond funding as well as federal and state grant funding. Once funding sources are determined, the estimated cash balance at June 30, 2020 will be revised to reflect a positive balance.

Supplemental Fees

Proposed FY 2019/2020 Fees

	FY 2018/2019 Current Fees		FY 2019/2020 Proposed Fees	
	Cost	Per	Cost	Per
<u>Maintenance</u>				
Scissor Lift	\$ 100.00	day	\$ 100.00	day
Large ADA Ramp Rental	\$ 100.00	use	\$ 100.00	use
Air Stair Rental	\$ 100.00	use	\$ 100.00	use
Volvo Wheel Loader	\$ 150.00	use	\$ 150.00	use
Fork-lift	\$ 100.00	use	\$ 100.00	use
Pallet Jack	\$ 50.00	use	\$ 50.00	use
Tenant Sweeper	\$ 125.00	hour	\$ 125.00	hour
Service Truck	\$ 50.00	hour	\$ 50.00	hour
Backhoe	\$ 100.00	hour	\$ 100.00	hour
Lighted X	\$ 200.00	day	\$ 200.00	day
Light Tower	\$ 150.00	day	\$ 150.00	day
Paint Stripper	\$ 100.00	hour	\$ 100.00	hour
Large Aircraft Removal Dolly	\$ 200.00	day	\$ 200.00	day
Small Aircraft Removal Dolly	\$ 100.00	day	\$ 100.00	day
Aircraft Jack	\$ 100.00	use	\$ 100.00	use
Cores	\$ 40.00	each	\$ 40.00	each
Keys	\$ 12.00	each	\$ 12.00	each
Large Dump Truck	\$ 200.00	hour	\$ 200.00	hour
Small Broom	\$ 200.00	hour	\$ 200.00	hour
Large Broom	\$ 300.00	hour	\$ 300.00	hour
Pressure Washer	\$ 125.00	hour	\$ 125.00	hour
Maintenance Labor Rate (1)	\$ 45.00	hour	\$ 45.00	hour
Security Escort Rate (1)	\$ 45.00	hour	\$ 45.00	hour

Proposed FY 2019/2020 Fees (cont'd)

	FY 2018/2019 Current Fees		FY 2019/2020 Proposed Fees	
	Cost	Per	Cost	Per
<u>Department of Public Safety</u>				
ARFF Apparatus for 1500 gal. or greater	\$ 250.00	hour	\$ 250.00	hour
ARFF Apparatus for less than 1500 gal.	\$ 150.00	hour	\$ 150.00	hour
Command, Police, and Ops support vehicles	\$ 100.00	hour	\$ 100.00	hour
Aircraft recover dolly	\$ 150.00	day	\$ 150.00	day
Maintenance Labor Rate (1)	\$ 45.00	hour	\$ 45.00	hour
Mutual Aid Agencies collected on their behalf		as incurred		as incurred
Replacement charges for AVL equipment/supplies		as incurred		as incurred
<u>Information Technology (IT) Department</u>				
IT Labor Rate - Non-Network (1)	\$ 40.00	hour	\$ 60.00	hour
IT Labor Rate - Network Related (1)	\$ 60.00	hour	\$ 80.00	hour
Cable Television (CATV) Signal Transport Fee	\$ 10.00	month	\$ 10.00	month
Cable Television 150+ Channels (2 & 3)	\$ 45.00	month	\$ 45.00	month
Dark Fiber per strand per 0-1000 ft	\$ 20.00	month	\$ 20.00	month
Dark Fiber per strand per 0-2000 ft	\$ 22.00	month	\$ 22.00	month
Dark Fiber per strand per 0-3000 ft	\$ 24.00	month	\$ 24.00	month
Wi-Fi & SSID (required for Wi-Fi Access) (2)	\$ 70.00	month	\$ 70.00	month
Internet Bandwidth Not Dedicated (2 MB) (2)	\$ 50.00	month	\$ 50.00	month
Internet Bandwidth Not Dedicated (5 MB) (2)	\$ 70.00	month	\$ 70.00	month
Internet Bandwidth Not Dedicated (10 MB) (2)	\$ 125.00	month	\$ 125.00	month

Proposed FY 2019/2020 Fees (cont'd)

<u>Information Technology (IT) Department</u>	<u>FY 2018/2019</u>		<u>FY 2019/2020</u>	
	Cost	Per	Cost	Per
Internet Bandwidth Not Dedicated (15 MB) (2)	\$ 170.00	month	\$ 170.00	month
Internet Bandwidth Not Dedicated (20 MB) (2)	\$ 200.00	month	\$ 200.00	month
Telephone Service – Per Telephone Number	\$ 50.00	month	\$ 50.00	month
Fax Service – Per Fax Machine/Phone Number	\$ 22.13	month	\$ 22.13	month
Cisco IP Phone – Model 7911G	\$ 5.67	month	\$ 5.67	month
Cisco IP Phone – Model 7945G	\$ 11.57	month	\$ 11.57	month
Cisco 1 Port Analog Line Converter-ATA186	\$ 4.86	month	\$ 4.86	month
Cisco 2 Port Analog Line Converter VG202	\$ 22.13	month	\$ 22.13	month
AirIT Shared Use Network Charge – Per Airline	\$ 50.00	month	\$ 50.00	month

Notes:

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

Proposed FY 2019/2020 Fees (cont'd)

Identification Badge Fees and Charges	FY 2018/2019 Current Fees		FY 2019/2020 Proposed Fees	
	Cost	Per	Cost	Per
Initial Badge Issuance				
SIDA Badge	\$ 70.00		\$ 70.00	
Non-SIDA Badge	\$ 37.00		\$ 37.00	
Renewal of Badge				
SIDA Badge	\$ 70.00		\$ 70.00	
Non-SIDA Badge	\$ 37.00		\$ 37.00	
Lost Badge Replacement				
SIDA Badge (4)	\$ 85.00 / \$ 100.00		\$ 85.00 / \$ 100.00	
Non-SIDA Badge (5)	\$ 60.00 / \$ 75.00		\$ 60.00 / \$ 75.00	
Damaged Badge				
SIDA Badge (6)	\$ 37.00 / \$ 45.00	-	\$ 37.00 / \$ 45.00	
Non-SIDA Badge (6)	\$ 37.00 / \$ 45.00	-	\$ 37.00 / \$ 45.00	
Security Escort Training	\$ 25.00		\$ 40.00	
Lock-out Service (7)	\$ 25.00		\$ 40.00	

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.
 (6) \$37.00 for a damaged badge, \$45.00 if badge damaged due to negligence.
 (7) \$25.00 Lock-out Service Charge applies after the first 2 free service calls.

Proposed FY 2019/2020 Fees (cont'd)

<u>Identification Badge Fees and Charges</u>	FY 2018/2019 Current Fees			FY 2019/2020 Proposed Fees		
	Cost	Per		Cost	Per	
Parking						
Long term Surface Lot Daily	\$	2.00	hour	\$	2.00	hour
	\$	9.00	day	\$	9.00	day
	\$	54.00	week	\$	54.00	week
Parking Garage	\$	2.00	hour	\$	2.00	hour
	\$	12.00	day	\$	12.00	day
	\$	72.00	week	\$	72.00	week
Short term Hourly	\$	1.00	1/2 hour	\$	1.00	1/2 hour
	\$	20.00	day	\$	25.00	day
Employee Parking Rate		\$ 60 / \$ 50	new/renewal		\$ 60 / \$ 50	new/renewal
Commuter Parking Rate		\$ 290 / \$ 275	new/renewal		\$ 290 / \$ 275	new/renewal
Non-Tenant Aviation Commuter	\$	900.00	annual	\$	900.00	annual
Fines		up to \$1,000	day		up to \$1,000	day
Ground Transportation						
Charter Bus Company (8)	\$	4000.00	annual	\$	4000.00	annual
Airport Ground Transportation Permit (9)	\$	50.00	annual	\$	50.00	annual
Airport Ground Transportation Pick-up Fee (9)	\$	2.50	per trip	\$	2.50	per trip
Transp. Network Company (TNC) Pick-up Fee	\$	2.50	per trip	\$	2.50	per trip
Transp. Network Company (TNC) Drop-off Fee	\$.50	per trip	\$.50	per trip
Off-Airport Rental Car Fee		7.50%	of gross revenue		7.50%	of gross revenue

- Notes:
- (8) Companies with a vehicle fleet inclusive of a minimum of 5 charter coach vehicles with seating capacity greater than 20 seats.
- (9) All Ground Transportation operators except TNCs and charter bus companies

QUESTIONS?

March 8, 2019

BUDGET MESSAGE

To: Members of the Greater Asheville Regional Airport Authority

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

The attached budget for the fiscal year ending June 30, 2020 has been prepared with special consideration given to the safeguarding of the Greater 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 17.9% from the prior year's budget. Passenger enplanements are projected to increase 14.9% from 516,000 budgeted for FY2018/2019 to 593,000 budgeted for FY2019/2020.

Airline revenue is projected to increase with the budgeted increase in enplanements.

Parking revenue is expected to increase significantly due to the high utilization of the parking facilities.

Budgeted operating expenses are expected to increase 12.7%. A salary adjustment pool of 4.0% is budgeted with the anticipation of 3.5% salary increases. Six additional staff positions are also included.

OPERATING REVENUE

Investment Income:

Interest rates are assumed to increase slightly in FY2019/2020, and funds are being invested to maximize interest earnings.

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 at the rates in effect for the new fiscal year.

Concessions:

Revenue from food and beverage sales budgeted to increase due to increase in enplanements and additional food and beverage options. The other line items are based on current agreements and/or historical averages.

Auto Parking:

Public Parking is budgeted to increase due to the high utilization of the parking facilities.

Rental Car-Car Rentals:

Rental car concessions budgets are based on amounts at 90% of the of the previous year's commissionable receipts.

Rental Car-Facility Rent:

Budget estimates are based on the current rental car agreements. The current contracts provide that these facility rents be increased annually by the greater of the CPI or 3.5%. The Common Area Maintenance (CAM) fees are based on those included in the Operations Department budget.

Commercial Ground Transportation:

The revenues from Ground Transportation Fees are budgeted to increase due to the agreements with the transportation network companies. Employee Parking and Commuter Parking are based on Staff estimates.

Landing Fees:

Landing Fees are estimated based on landed weights projected by the airlines. Landing Fees are charged based on 1,000 pounds of airlines gross landed weight.

FBOs:

The FBO fees are based on the current agreements with Signature Flight Support.

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 actual hours and the \$20 hourly rate currently contracted with TSA. Airline Security Fees are budgeted to increase with the budgeted increase in LEO personnel costs. Telecommunication Fees are based on estimated tenant usage of Authority provided phone, data and cable service. 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. A salary adjustment pool of 4.0% is budgeted for FY2019/2020, with the anticipation of 3.5% salary increases. Overtime is estimated by Department Directors based on historical amounts. Benefits are estimated for each benefit type to better manage benefit costs. Total benefits are averaged at approximately 50% of payroll. Budgeted FTEs for FY2019/2020 increase by 6 positions.

Professional Services:

Professional Services are estimated by staff based on known events and historical data.

Contractual Services:

Contractual Services includes the cost of the parking management, maintenance agreements, uniform cleaning services, and other contractual services. Budgeted amounts are estimated based on agreements and/or historical data. Increases are primarily due to new service agreements for accounting software and maintenance agreement for cleaning of parking garage.

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:

The estimate for rents and leases is based on current copier and postage machine lease agreements.

Insurance:

Overall costs of business insurance premiums are expected to increase over current year costs.

Utility Services:

Utility Services are estimated 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 FY2019/2020.

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 FY2019/2020.

Other Current Charges and Obligation:

This estimate includes bank fees, in-house advertising expenses, 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.

Books, Publications, 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 Executive 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 FY2019/2020. 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.

DEBT SERVICE

Debt Service represents payments required by our bond agreement for the Parking Garage.

BUSINESS DEVELOPMENT

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

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
2019-2020
BUDGET ORDINANCE**

BE IT ORDAINED by the Greater Asheville Regional Airport Authority that, pursuant to Section 159-13 of the General Statutes of North Carolina, the 2019-2020 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 Greater Asheville Regional Airport Authority for the fiscal year beginning July 1, 2019 and ending June 30, 2020 in accordance with the following schedules:

EXPENDITURES

Administration Department	\$ 961,521
Development Department	468,894
Executive Department	696,354
Finance Department	445,574
Guest Services Department	241,545
Information Technology Department	986,458
Marketing Department	736,913
Operations Department	3,778,746
Properties & Contracts	198,921
Public Safety Department	1,837,258
Emergency Repair Costs	50,000
Carry-over Capital Expenditures from Prior Year	17,103,096
Capital Improvement	35,664,537
Equipment and Small Capital Outlay	-
Renewal and Replacement	346,308
Business Development	300,000
Debt Service	1,685,074
Contingency	100,000
Total Expenditures	<u><u>\$65,601,199</u></u>

Section 2. It is estimated that the following revenues will be available for the fiscal year beginning July 1, 2019 and ending June 30, 2020.

REVENUES

Administration (Interest Income)	\$ 250,000
Terminal	5,632,571
Airfield	1,177,046
General Aviation	1,056,304
Parking Lot	4,688,500
Other	180,319
Passenger Facility Charges	2,250,000
Customer Facility Charges	1,600,000
Federal Grants – AIP Entitlements	1,825,000
Federal Grants – AIP Discretionary Funds	200,000
NC Department of Transportation Grants	-
Transfer from GARAA Cash/Investments	46,741,459
Total Revenues	<u><u>\$65,601,199</u></u>

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

- a. He may transfer amounts between line item expenditures within a budget ordinance line item 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 Greater 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 Clerk to the Board of the Greater Asheville Regional Airport Authority as described in G.S. 159-13.

Section 5. This ordinance shall become effective on July 1, 2019.

Adopted this 12th day of April, 2019

Matthew C. Burril, Chair

Attested by:

Ellen Heywood, Clerk to the Board

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
OPERATING SUMMARY
FY 2019/2020 BUDGET**

	Budget Amounts			Percent Change
	FY2018/2019	FY2019/2020	Difference	
Revenues				
Operating Revenues	\$ 10,974,713	\$ 12,734,740	\$ 1,760,027	16.0%
Investment Income	35,000	250,000	\$ 215,000	714.3%
Total Operating & Investment Revenues	11,009,713	12,984,740	1,975,027	17.9%
Expenses				
Operating Expenses	9,216,930	10,402,184	\$ 1,185,254	12.9%
Total Operating Expenses	9,216,930	10,402,184	1,185,254	12.9%
Net Operating & Investment Income	\$ 1,792,783	\$ 2,582,556	\$ 789,773	44.1%

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2019-2020

Revenue Sources	Historical, Actual Revenue			FY 2018-2019			Proposed Budget Fiscal Year 2019-2020	Difference Est FY18-19 To Budget FY19-20	Difference Bud FY18-19 To Budget FY19-20	% Change Bud FY18-19 To Budget FY19-20
	Fiscal Year 2015-2016	Fiscal Year 2016-2017	Fiscal Year 2017-2018	Fiscal Year 2018-2019 Budget	10/31/18 FYTD Actual Revenue	5 Projection for Full Fiscal Year				
Investment Income										
Interest Income	\$ 35,760	\$ 90,543	\$ 122,155	35,000	\$ 78,762	\$ 300,000	250,000	(50,000)	215,000	614.3%
Total Investment Income	35,760	90,543	122,155	35,000	78,762	300,000	250,000	(50,000)	215,000	614.3%
Terminal Space Rentals - Non-Airline										
FAA Tower Rent	130,686	145,154	160,151	159,817	52,748	159,817	163,013	3,196	3,196	2.0%
TSA Space	85,521	84,474	86,306	88,032	29,006	88,032	89,793	1,761	1,761	2.0%
Federal Express	60	60	60	60	20	60	60	-	-	0.0%
Total Terminal Space Rentals - Non-Airline	216,267	229,688	246,517	247,909	81,774	247,909	252,866	4,957	4,957	2.0%
Terminal Space Rentals - Airline										
Facility/Services/Hold Room Charges	-	-	-	-	-	-	-	-	-	0.0%
Terminal Rental - Departures	372,651	406,931	(15,913)	-	-	-	-	-	-	0.0%
Terminal Rental - Enplanements	711,828	725,294	(24,955)	-	-	-	-	-	-	0.0%
Loading Bridge Fees (includes FGP & PC Air)	443	-	73,795	74,970	27,375	73,986	72,715	(1,271)	(2,255)	-3.0%
Gate Area (per enplanement)	-	-	858,986	743,040	293,032	791,978	889,500	97,522	146,460	19.7%
Gate Area (per airline)	-	-	125,048	131,220	40,601	129,924	156,196	26,272	24,976	19.0%
Bag Makeup (per bag)	-	-	342,630	292,058	108,597	293,505	346,605	53,100	54,547	18.7%
Bag Makeup (per airline)	-	-	48,952	51,368	15,893	50,860	61,144	10,284	9,776	19.0%
Apron Fees	1,843	-	-	-	-	-	-	-	-	0.0%
American (Counter/Office/Queue)	99,803	92,074	90,035	100,454	33,156	99,468	119,575	20,107	19,121	19.0%
Delta Air Lines (Counter/Office/Queue)	111,341	112,764	109,439	122,127	40,309	120,927	145,373	24,446	23,246	19.0%
United/SkyWest/Continental (Counter/Office/Queue)	53,261	58,201	69,442	74,568	24,481	73,443	88,762	15,319	14,194	19.0%
Allegiant (Counter/Office/Queue)	97,480	35,711	37,160	38,993	19,571	58,713	92,439	33,726	53,446	137.1%
Worldwide (Office)	5,613	6,133	6,117	6,413	2,302	6,906	8,971	2,065	2,558	39.9%
Common Use (Counter/Queue)	32,553	63,409	72,634	86,400	-	-	-	-	(86,400)	-100.0%
Checkpoint Lane Fees	-	-	-	-	30,780	83,189	-	(83,189)	-	0.0%
Turn Fees-Non-Scheduled Airlines	-	-	21,725	-	5,168	5,168	-	(5,168)	-	0.0%
Airline Waived Fees	-	-	(22,794)	-	-	-	-	-	-	0.0%
Non-Signatory Premiums-Term Rentals Depart	81,639	41,459	-	-	-	-	-	-	-	0.0%
Non-Signatory Premiums-Term Rentals Enplane	126,203	63,674	-	-	-	-	-	-	-	0.0%
Non-Signatory Premiums-Fixed Rent	5,036	26,363	-	-	-	-	-	-	-	0.0%
Non-Signatory Premiums-Fixed Rent Refund to Sig	60,000	-	-	-	-	-	-	-	-	0.0%
Total Terminal Space Rentals - Airline	1,759,694	1,632,012	1,792,301	1,721,611	641,265	1,788,068	1,981,281	193,213	259,670	15.1%
Concessions										
Food & Beverage, Gift, Info	162,254	189,943	242,615	170,000	81,438	220,103	240,000	19,897	70,000	41.2%
Advertising	294,742	313,819	327,708	280,000	111,818	335,454	280,000	(55,454)	-	0.0%
Brochure Sales	30,538	36,425	41,590	38,000	12,590	37,770	30,000	(7,770)	(8,000)	-21.1%
Merchandise Sales	-	-	-	-	-	-	6,240	6,240	6,240	100.0%
Guest Services	2,892	2,657	2,406	2,000	978	2,643	2,000	(643)	-	0.0%
Art in the Airport	(2,748)	339	399	-	432	432	-	(432)	-	0.0%
Optiwash Station	-	-	466	-	383	1,035	-	(1,035)	-	0.0%
Sanitary Machines	51	66	44	80	33	89	80	(9)	-	0.0%
ATM	882	713	595	700	212	573	700	127	-	0.0%
Total Concessions	488,611	543,962	615,823	490,780	207,884	598,099	559,020	(39,079)	68,240	13.9%
Auto Parking										
Public Parking	3,192,023	3,452,911	4,352,156	3,600,000	1,866,954	4,787,062	4,500,000	(287,062)	900,000	25.0%
Commuter Parking	17,173	8,484	13,367	8,500	681	8,500	8,500	-	-	0.0%
Total Auto Parking	3,209,196	3,461,395	4,365,523	3,608,500	1,867,635	4,795,562	4,508,500	(287,062)	900,000	24.9%
Rental Car										
Rental Car - Car Rentals										
Avis MAG (Avis/Budget FY2020)	244,000	244,000	244,000	167,000	70,486	204,226	341,151	136,925	174,151	104.3%
Dollar/Thrifty	-	-	-	-	-	-	50,000	50,000	50,000	100.0%
Hertz MAG	422,500	422,500	422,500	348,000	117,735	337,807	330,108	(7,699)	(17,892)	-5.1%
Enterprise MAG	250,538	271,196	325,196	335,000	125,515	387,283	392,652	5,369	57,652	17.2%
Budget MAG	161,100	161,100	161,100	130,000	48,560	142,254	-	(142,254)	(130,000)	-100.0%
National/Alamo MAG	246,284	339,743	480,866	525,000	189,776	588,024	597,372	9,348	72,372	13.8%

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2019-2020**

	Historical, Actual Revenue			FY 2018-2019			Proposed Budget Fiscal Year 2019-2020	Difference Est FY18-19 To Budget FY19-20	Difference Bud FY18-19 To Budget FY19-20	% Change Bud FY18-19 To Budget FY19-20
	Fiscal Year 2015-2016	Fiscal Year 2016-2017	Fiscal Year 2017-2018	Fiscal Year 2018-2019 Budget	10/31/18 FYTD Actual Revenue	5 Projection for Full Fiscal Year				
Revenue Sources										
Avis %				-	-	-	-	-	-	0.0%
Hertz %				-	-	-	-	-	-	0.0%
Enterprise %	64,302	69,921	105,117	-	65,544	65,544	-	(65,544)	-	0.0%
Budget %	18,037	-	-	-	-	-	-	-	-	0.0%
National/Alamo %	220,430	101,815	216,107	-	111,865	111,865	-	(111,865)	-	0.0%
Off Airport % - Thrifty	14,909	27,388	26,328	17,000	10,526	26,990	-	(26,990)	(17,000)	-100.0%
Off Airport % - Dollar	7,779	12,091	8,144	8,000	98	251	-	(251)	(8,000)	-100.0%
Subtotal Car Rentals	1,649,879	1,649,754	1,989,358	1,530,000	740,105	1,864,244	1,711,283	(152,961)	181,283	11.8%
Rental Car - Facility Rent										
Avis (Counter & Office) (Avis/Budget FY2020)	35,167	35,924	39,449	39,037	10,225	29,088	29,202	114	(9,835)	-25.2%
Dollar/Thrifty (Counter & Office)				-	-	-	31,142	31,142	31,142	100.0%
Hertz (Counter & Office)	40,542	42,007	43,120	45,003	11,788	33,534	33,665	131	(11,338)	-25.2%
Enterprise (Counter & Office)	31,545	32,225	34,294	35,017	9,172	26,092	26,194	102	(8,823)	-25.2%
Vanguard/National/Alamo (Counter & Office)	40,659	41,534	44,201	45,133	11,822	33,630	33,761	131	(11,372)	-25.2%
Budget (Counter & Office)	37,355	38,311	38,856	41,631	10,905	31,021	-	(31,021)	(41,631)	-100.0%
Avis (Ready/Return) (Avis/Budget FY2020)	7,505	7,542	7,918	8,195	3,731	11,915	17,574	5,659	9,379	114.4%
Dollar/Thrifty (Ready/Return)				-	0	-	6,130	6,130	6,130	100.0%
Hertz (Ready/Return)	13,162	12,110	12,141	12,566	6,064	19,528	17,165	(2,363)	4,599	36.6%
Enterprise (Ready/Return)	10,823	10,815	11,893	12,020	5,624	18,031	20,026	1,995	8,006	66.6%
Vanguard/National/Alamo (Ready/Return)	13,794	15,596	17,364	17,483	8,639	27,911	30,653	2,742	13,170	75.3%
Budget (Ready/Return)	7,354	7,542	7,918	8,195	2,840	8,648	-	(8,648)	(8,195)	-100.0%
Avis (Service Facility) (Avis/Budget FY2020)	34,023	33,911	35,600	36,846	10,910	32,070	32,759	689	(4,087)	-11.1%
Dollar/Thrifty (Service Facility)				-	-	-	24,467	24,467	24,467	100.0%
Hertz (Service Facility)	61,200	58,759	59,924	62,022	18,365	53,982	55,141	1,159	(6,881)	-11.1%
Enterprise (Service Facility)	50,915	51,321	57,547	57,817	17,119	50,322	51,402	1,080	(6,415)	-11.1%
Budget (Service Facility)	30,280	28,277	26,590	27,520	8,149	23,953	-	(23,953)	(27,520)	-100.0%
Vanguard/National/Alamo (Service Facility)	66,438	75,795	84,916	85,337	25,268	74,276	75,870	1,594	(9,467)	-11.1%
Avis CAM fee (Avis/Dollar FY2020)	8,207	11,454	9,344	5,406	5,663	11,559	12,119	560	6,713	124.2%
Dollar/Thrifty				-	-	-	9,051	9,051	9,051	100.0%
Hertz CAM fee	14,690	16,852	17,762	9,100	8,134	19,457	20,399	942	11,299	124.2%
Enterprise CAM fee	12,244	12,197	14,006	8,483	7,141	18,138	19,016	878	10,533	124.2%
Vanguard/National/Alamo CAM fee	17,378	19,404	21,151	12,521	14,146	26,771	28,067	1,296	15,546	124.2%
Budget CAM fee	10,617	7,573	7,180	4,038	2,859	8,633	-	(8,633)	(4,038)	-100.0%
Common Area Maintenance (Service Facility)				-	-	-	-	-	-	0.0%
Subtotal Facility Rent	543,898	559,149	591,174	573,370	198,564	558,560	573,803	15,244	433	0.1%
Total Rental Car	2,193,777	2,208,903	2,580,532	2,103,370	938,669	2,422,804	2,285,086	(137,718)	181,716	8.6%
Commercial Ground Transportation										
Employee Parking	34,848	42,051	51,719	30,000	6,435	30,000	30,000	-	-	0.0%
Ground Transportation Fees	52,125	46,475	65,610	56,000	72,985	187,141	150,000	(37,141)	94,000	167.9%
Total Commercial Ground Transportation	86,973	88,526	117,329	86,000	79,420	217,141	180,000	(37,141)	94,000	109.3%
Landing Fees										
Delta Air Lines	247,991	236,179	248,192	257,681	92,398	236,918	246,623	9,705	(11,058)	-4.3%
Air Tran				-	-	-	-	-	-	0.0%
US Airways				-	-	-	-	-	-	0.0%
SkyWest / United	64,642	106,093	154,332	173,397	54,694	140,241	126,237	(14,004)	(47,160)	-27.2%
Allegiant	190,392	4,712	305,757	272,000	129,441	331,900	371,304	39,404	99,304	36.5%
American	173,064	179,217	220,531	200,960	92,370	236,846	284,516	47,670	83,556	41.6%
Elite				-	1,429	1,429	2,566	1,137	2,566	0.0%
Total Scheduled Carriers			5,957	-	-	-	-	-	-	0.0%
Charter Fees / General			166	-	-	-	-	-	-	0.0%
Airline Landing Fees Waived			(7,574)	-	-	-	-	-	-	0.0%
Landing Fee Overage Refunded (Rate reduced)	82,860	-	-	-	-	-	-	-	-	0.0%
Non-Signatory Premium (to Signatory Carrier)	119,440	66,363	-	-	-	-	-	-	-	0.0%
Total Landing Fees	878,389	592,564	927,361	904,038	370,332	947,334	1,031,246	83,912	127,208	14.1%

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2019-2020

Revenue Sources	Historical, Actual Revenue			FY 2018-2019			Proposed Budget Fiscal Year 2019-2020	Difference Est FY18-19 To Budget FY19-20	Difference Bud FY18-19 To Budget FY19-20	% Change Bud FY18-19 To Budget FY19-20
	Fiscal Year 2015-2016	Fiscal Year 2016-2017	Fiscal Year 2017-2018	Fiscal Year 2018-2019 Budget	10/31/18 FYTD Actual Revenue	5 Projection for Full Fiscal Year				
FBOs										
Percentage Fee	23,556	11,825	6,166	10,000	9,719	29,157	12,000	(17,157)	2,000	20.0%
T-Hangar	83,001	84,083	85,548	86,793	28,931	87,430	88,703	1,273	1,910	2.2%
Bulk Hangar #1	118,486	117,934	119,989	121,736	40,579	122,629	124,414	1,785	2,678	2.2%
Bulk Hangar #2	219,490	222,349	226,224	229,518	76,506	231,201	234,567	3,366	5,049	2.2%
Land Rent	469,635	470,956	477,094	486,138	161,000	486,540	493,620	7,080	7,482	1.5%
Apron Rent	-	-	-	-	-	-	-	-	-	0.0%
Option Parcel Fee	8,712	8,712	2,904	-	-	-	-	-	-	0.0%
Fuel Flowage Fee	67,999	74,117	82,239	90,000	35,714	107,142	90,000	(17,142)	-	0.0%
Subtotal FBOs	990,879	989,976	1,000,164	1,024,185	352,449	1,064,099	1,043,304	(20,795)	19,119	1.9%
Belle Aircraft Maintenance										
Percentage Fee	10,454	13,989	14,861	14,000	4,334	13,002	13,000	(2)	(1,000)	-7.1%
Total FBOs/SASOs	1,001,333	1,003,965	1,015,025	1,038,185	356,783	1,077,101	1,056,304	(20,797)	18,119	1.7%
Building Leases										
Rental Houses	20,750	22,332	22,250	22,433	5,072	15,193	20,800	5,607	(1,633)	-7.3%
Airport Support Bldg	-	-	27,621	-	-	-	22,500	22,500	22,500	100.0%
SmarTrac	46,929	82,059	19,978	-	-	-	-	-	-	0.0%
Lacy Griffin Building (WNC Aviation)	19,441	19,623	-	20,008	6,810	20,522	20,569	47	561	2.8%
Cargo Building (Allegiant)	-	-	-	30,756	7,833	31,546	31,617	71	861	2.8%
Cargo Building (US Airways)	24,904	30,037	30,662	-	-	-	-	-	-	0.0%
Total Building Leases	112,024	154,051	100,511	73,197	19,715	67,261	95,486	28,225	22,289	30.5%
Land Leases										
Pasture Rent & Misc Land Leases	700	700	700	600	200	600	600	-	-	0.0%
Lamar (Billboard)	3,525	3,500	3,500	3,500	1,167	3,501	3,500	(1)	-	0.0%
Optional Parcel Fee - Gravel Lot	-	-	-	-	-	-	-	-	-	0.0%
US Forest Service - Tanker	10,593	15,122	11,353	11,389	3,824	11,662	11,716	54	327	2.9%
Waddell/Triangle Stop	32,779	32,779	32,779	32,779	11,746	35,784	36,057	273	3,278	10.0%
Waddell - Fuel Fee	-	-	-	-	-	-	19,000	19,000	19,000	100.0%
Golf Center	11,277	11,411	11,651	11,693	1,949	11,915	11,960	45	267	2.3%
Total Land Leases	58,874	63,512	59,983	59,961	18,886	63,462	82,833	19,371	22,872	38.1%
Other Leases/Fees										
LEO Services (TSA)	117,120	115,840	116,800	116,800	39,360	116,800	116,800	-	-	0.0%
Shared Terminal Services - Airlines on Airt	3,332	-	-	-	-	-	-	-	-	0.0%
Security Fee (Airlines)	326,256	303,859	359,757	345,720	137,295	352,038	426,960	74,922	81,240	23.5%
Security Fee (Rental Car)	73,027	72,053	74,081	73,642	25,726	77,965	78,358	393	4,716	6.4%
Security Fee (ID Media)	29,681	29,458	37,901	29,000	18,085	29,000	29,000	-	-	0.0%
Telecommunication Fees (Voice/Data)	48,416	50,930	46,940	46,000	15,686	47,058	46,000	(1,058)	-	0.0%
Sale of Assets	201	58,732	-	-	-	-	-	-	-	0.0%
Misc	167,284	18,509	70,804	2,000	(77,274)	(77,274)	2,000	79,274	-	0.0%
Tenant Services/Assessment Fees	17,355	9,150	22,134	6,000	1,145	3,435	3,000	(435)	(3,000)	-50.0%
Annual Event Fees/Sponsorships	-	-	-	22,000	-	-	-	-	(22,000)	-100.0%
Non-Signatory Security Fee Premium	57,615	26,885	-	-	-	-	-	-	-	0.0%
Total Other Leases	840,287	685,416	728,417	641,162	160,023	549,022	702,118	153,096	60,956	9.5%
Total Revenue	\$ 10,881,185	\$ 10,754,537	\$ 12,671,477	\$ 11,009,713	\$ 4,821,148	\$ 13,073,763	\$ 12,984,740	\$ (89,023)	\$ 1,975,027	17.9%
								-0.7%	17.9%	

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2019-2020

Expenses	Historical, Actual Expenses			FY 2018-2019			Proposed Budget Fiscal Year 2019-2020	Difference Est FY18-19 To Budget FY19-20	Difference Bud FY18-19 To Budget FY19-20	% Change Bud FY18-19 To Budget FY19-20
	Fiscal Year 2015-2016	Fiscal Year 2016-2017	Fiscal Year 2017-2018	Fiscal Year 2018-2019 Budget	10/31/18 FYTD Actual Expenses	Projection for Full Fiscal Year				
PERSONNEL SERVICES										
Regular Salaries	\$ 3,055,513	\$ 3,176,717	\$ 3,096,606	\$ 3,534,400	\$ 1,001,654	\$ 3,145,491	\$ 4,012,022	\$ 866,531	\$ 477,622	13.5%
Overtime	124,713	117,826	103,471	115,900	35,199	105,560	115,900	10,340	-	
Salary Adjustment/Bonus Pool	-	-	-	141,750	-	-	220,127	220,127	78,377	55.3%
Internship				3,000		4,356	3,000	(1,356)	-	
LEO Special Separation Allowance	21,834	(335)	-	13,662	4,729	4,729	14,707	9,978	1,045	7.6%
Longevity	49,871	49,709	48,885	53,088	16,809	53,258	51,013	(2,245)	(2,075)	-3.9%
Unemployment Claims	(3,737)	1,888	-	14,000	-	14,000	14,000	-	-	
Holiday Pay				15,160	-	14,944	16,678	1,734	1,518	10.0%
Auto Allowance				28,200	9,500	31,500	33,600	2,100	5,400	19.1%
Rewards Program				1,000		1,000	1,000	-	-	
Gym Membership Reimbursements				14,400		14,400	14,400	-	-	
Service Awards				1,300	100	525	1,300	775	-	
Retiree Health	37,161	22,514	-	6,497	6,903	16,568	24,852	8,284	18,355	282.5%
Benefits	1,380,315	1,425,358	1,287,363	1,810,013	387,976	1,385,223	2,135,172	749,949	325,159	18.0%
Total Personnel Services	4,665,670	4,793,677	4,536,325	5,752,370	1,462,870	4,791,554	6,657,771	1,866,217	905,401	15.7%
OPERATING EXPENSES										
Professional Services										
Professional Services - General	114,361	254,562	95,364	147,250	9,521	148,450	185,500	37,050	38,250	26.0%
Professional Services - Legal	53,928	152,930	118,214	75,000	(12,370)	100,000	50,000	(50,000)	(25,000)	-33.3%
Artwork and Creative Production	27,110	10,117	41,502	35,000	279	35,000	28,000	(7,000)	(7,000)	-20.0%
Surveys, Reports & Data	39,913	240	-	15,500	-	36,692	34,500	(2,192)	19,000	122.6%
Physicals & Drug Screens	4,826	4,537	2,811	9,800	279	2,000	3,000	1,000	(6,800)	-69.4%
Fit for Duty Physicals				-		3,500	6,800	3,300	6,800	100.0%
Website Maintenance	4,996	3,786	-	1,700	-	1,700	3,500	1,800	1,800	105.9%
Auditors	12,800	9,900	20,200	20,200	12,150	20,200	23,650	3,450	3,450	17.1%
Temporary Help	65,575	73,006	48,472	83,000	-	25,000	50,000	25,000	(33,000)	-39.8%
Total Professional Services	323,509	509,078	326,563	387,450	9,859	372,542	384,950	12,408	(2,500)	-0.6%
Contractual Services										
Computer Technical Support	9,960	15,124	14,405	15,000	4,012	16,000	18,000	2,000	3,000	20.0%
Landscaping	9,420	7,850	9,759	9,420	2,355	9,420	9,420	-	-	
Parking Management Contract	446,369	417,605	510,370	550,205	40,086	550,205	567,237	17,032	17,032	3.1%
Parking Management Shuttle	90,673	531,868	318,020	-	-	-	-	-	-	
Other Contractual Services	173,251	218,156	196,058	232,998	66,417	297,673	362,889	65,216	129,891	55.7%
Elevator Maintenance Contract	1,840	2,837	2,609	5,000	591	5,000	7,000	2,000	2,000	40.0%
Fire Alarm Systems Contract	15,319	11,977	19,337	14,100	-	14,100	14,100	-	-	
Total Contractual Services	746,832	1,205,417	1,070,558	826,723	113,461	892,398	978,646	86,248	151,923	18.4%
Travel and Training										
Travel & Per Diem	165,371	144,073	160,775	171,125	30,380	160,925	217,550	56,625	46,425	27.1%
Training & Education	23,153	20,068	25,010	29,950	3,988	27,400	43,300	15,900	13,350	44.6%
Total Travel and Training	188,524	164,141	185,785	201,075	34,368	188,325	260,850	72,525	59,775	29.7%
Communications and Freight										
Postage	3,891	4,249	3,702	4,000	1,004	4,000	4,000	-	-	
Express Mail Delivery	551	1,182	951	1,000	163	1,000	2,000	1,000	1,000	100.0%
Telecommunications	74,057	65,875	83,637	55,350	13,953	56,530	57,090	560	1,740	3.1%
Online Services	662	-	-	2,500	-	680	2,500	1,820	-	
Total Communications and Freight	79,161	71,306	88,290	62,850	15,120	62,210	65,590	3,380	2,740	4.4%
Rentals and Leases										
Rentals & Leases	11,751	23,559	20,938	13,600	2,412	13,400	14,100	700	500	3.7%
Total Rentals and Leases	11,751	23,559	20,938	13,600	2,412	13,400	14,100	700	500	3.7%
Insurance										
Property & Casualty	48,044	48,944	39,909	47,000	15,800	63,200	51,700	(11,500)	4,700	10.0%
General Liability	34,607	28,352	28,352	35,000	7,088	35,000	36,750	1,750	1,750	5.0%
Auto Liability	20,201	15,457	16,323	18,000	4,223	18,000	21,780	3,780	3,780	21.0%
Other Insurance & Bonds	38,397	36,935	43,135	39,000	10,369	41,477	42,900	1,423	3,900	10.0%
Worker's Compensation Insurance	62,004	67,900	73,524	95,000	34,529	93,451	107,470	14,019	12,470	13.1%
Total Insurance	203,253	197,588	201,243	234,000	72,009	251,128	260,600	9,472	26,600	11.4%
Utility Services										
Electric Service	324,546	289,989	305,524	404,267	61,787	400,000	405,367	5,367	1,100	0.3%
Gas Service	30,002	21,777	35,001	48,500	(125)	45,000	54,200	9,200	5,700	11.8%

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2019-2020**

Expenses	Historical, Actual Expenses			FY 2018-2019			Proposed Budget Fiscal Year 2019-2020	Difference Est FY18-19 To Budget FY19-20	Difference Bud FY18-19 To Budget FY19-20	% Change Bud FY18-19 To Budget FY19-20
	Fiscal Year 2015-2016	Fiscal Year 2016-2017	Fiscal Year 2017-2018	Fiscal Year 2018-2019 Budget	10/31/18 FYTD Actual Expenses	Projection for Full Fiscal Year				
Water/Sewer Service	47,520	60,029	71,821	72,700	13,215	75,000	80,300	5,300	7,600	10.5%
Total Utility Services	402,068	371,795	412,346	525,467	74,877	520,000	539,867	19,867	14,400	2.7%
Repairs and Maintenance										
Other Repairs & Maintenance	16,306	25,900	21,735	30,200	3,672	25,000	22,200	(2,800)	(8,000)	-26.5%
Terminal, Buildings and Grounds	165,840	169,916	195,816	151,500	29,866	151,500	152,500	1,000	1,000	0.7%
Vehicles and Heavy Equipment	63,128	90,266	39,617	69,500	19,944	69,500	69,500	-	-	
Airport and Airfield Equipment	9,922	9,159	6,836	11,000	4,485	11,000	11,000	-	-	
Total Repairs and Maintenance	255,196	295,241	264,004	262,200	57,967	257,000	255,200	(1,800)	(7,000)	-2.7%
Printing & Binding										
Printing & Binding	8,679	9,338	7,651	8,050	2,734	8,331	19,200	10,869	11,150	138.5%
Banners	528	680	702	-	-	-	-	-	-	
Total Printing & Binding	9,207	10,018	8,353	8,050	2,734	8,331	19,200	10,869	11,150	138.5%
Promotional Activities										
Radio	10,746	27,996	36,145	22,000	6,000	25,000	22,000	(3,000)	-	
Billboards	25,200	34,050	41,025	32,500	-	30,000	32,500	2,500	-	
Print	13,658	15,334	11,926	12,100	-	12,100	12,100	-	-	
TV	66,350	50,075	106,929	75,000	-	65,000	75,000	10,000	-	
Web Advertising	41,432	33,237	39,762	59,440	882	59,440	63,750	4,310	4,310	7.3%
Air Service Development	1,152	19,797	824	2,300	593	2,300	2,300	-	-	
Other Promotional Events/Sponsorships	14,205	2,000	3,500	3,500	293	6,000	6,500	500	3,000	85.7%
Community Events/Exhibits/Sponsorships	41,120	39,051	42,781	80,000	23,238	50,300	56,800	6,500	(23,200)	-29.0%
Employee/Tenant Events	29,631	28,297	31,620	26,050	5,303	27,186	28,350	1,164	2,300	8.8%
Wellness	6,164	5,558	5,037	4,500	567	4,500	4,500	-	-	
Total Promotional Activities	249,658	255,395	319,549	317,390	36,876	281,826	303,800	21,974	(13,590)	-4.3%
Other Current Charges and Obligations										
Legal Notices & Advertising	4,337	2,110	7,287	3,000	2,009	2,927	8,000	5,073	5,000	166.7%
Credit Card & Bank Fees	85,208	104,943	91,141	35,000	12,524	60,000	60,600	600	25,600	73.1%
Other Current Charges & Obligations	5,106	6,812	8,570	8,500	253	-	9,000	9,000	500	5.9%
In Terminal Advertising	4,879	7,555	7,636	7,500	-	7,500	7,500	-	-	
Total Other Current Charges and Obligations	99,530	121,420	114,634	54,000	14,786	70,427	85,100	14,673	31,100	57.6%
Operating Supplies										
Office Supplies	7,989	6,662	6,687	8,000	892	5,500	8,000	2,500	-	
Vehicle Fuel	26,926	60,062	50,686	40,000	8,085	40,000	40,000	-	-	
Shop Supplies	3,975	4,535	3,034	3,000	126	3,000	3,000	-	-	
Other Operating Supplies	61,258	79,875	71,037	87,450	12,355	83,450	88,950	5,500	1,500	1.7%
Art Program Supplies	1,400	1,050	1,014	1,000	251	1,000	1,000	-	-	
Promotional Supplies	14,855	15,497	14,226	13,200	4,978	13,200	16,200	3,000	3,000	22.7%
Holiday Decorations	604	5,080	4,116	5,000	-	5,000	4,800	(200)	(200)	-4.0%
Chemicals and Safety	44,533	5,617	6,562	76,600	1,211	76,800	76,600	(200)	-	
Small Tools and Equipment	20,312	6,373	20,662	10,500	623	22,500	8,000	(14,500)	(2,500)	-23.8%
Custodial Supplies	23,751	5,136	8,544	20,000	3,668	20,000	26,500	6,500	6,500	32.5%
Custodial Consumables	35,954	47,317	40,608	40,000	8,512	40,000	51,000	11,000	11,000	27.5%
Operating Furniture, Fixtures, Equipment and Software	88,068	82,624	93,362	134,975	9,819	130,175	93,660	(36,515)	(41,315)	-30.6%
Uniforms	11,448	12,168	13,221	24,500	2,245	22,800	22,400	(400)	(2,100)	-8.6%
Firefighter Equipment	714	-	3,093	3,200	-	3,000	24,500	21,500	21,300	665.6%
Total Operating Supplies	341,787	331,996	336,852	467,425	52,765	466,425	464,610	(1,815)	(2,815)	-0.6%
Books,Publications,Subscriptions & Memberships										
Books, Publications, Compact Disks, Videos & Subscriptions	5,643	4,224	1,930	5,850	901	2,630	7,800	5,170	1,950	33.3%
Dues & Memberships	38,688	46,353	44,143	47,700	2,335	49,385	52,820	3,435	5,120	10.7%
Licenses and Certification Fees	120	307	120	780	-	780	1,280	500	500	64.1%
Total Books,Publications,Subscriptions & Mem.	44,451	50,884	46,193	54,330	3,236	52,795	61,900	9,105	7,570	13.9%
Emergency Repair	40,757	2,499	32,184	50,000	1,299	50,000	50,000	-	-	
TOTAL SERVICES & MATERIALS	2,995,684	3,610,337	3,427,492	3,464,560	491,769	3,486,807	3,744,413	257,606	279,853	8.1%
TOTAL OPERATING EXPENSES, INCLUDING EMERGENCY REPAIR EXPENSE	\$ 7,661,354	\$ 8,404,014	\$ 7,963,817	\$ 9,216,930	\$ 1,954,639	\$ 8,278,361	\$ 10,402,184	\$ 2,123,823	\$ 1,185,254	12.9%
								25.7%	12.9%	

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

ASHEVILLE REGIONAL AIRPORT

Administrative

BASIC OPERATING BUDGET

FY 2019-2020

Department #	15		

New World Account Numbers	Description	Item Amount	Summary Amount
----------------------------------	--------------------	--------------------	-----------------------

PERSONNEL SERVICES			
10.15.10.100.500000	Salaries - Admin	140,178	226,608
10.15.75.100.500000	Salaries - Safety	86,430	
10.15.10.100.501000	Internships	3,000	3,000
10.15.10.100.502000	Salary Adjustment Pool	220,127	220,127
10.15.75.100.503000	Longevity - Safety	2,903	2,903
10.15.10.100.504000	Unemployment Claims	14,000	14,000
10.15.10.100.506000	Holiday Pay	433	650
10.15.75.100.506000	Holiday Pay - Safety	217	
10.15.10.100.507000	Auto Allowance	2,400	2,400
10.15.10.100.507100	Rewards Program	1,000	1,000
10.15.10.100.507200	Gym Membership Reimbursements	14,400	14,400
10.15.10.100.507300	Service Awards	1,300	1,300
	LEO Special Separation Allowance		-
10.15.10.100.521000	Retiree Health	24,852	24,852
	Benefits:		111,116
10.15.10.100.510000	FICA Taxes	13,275	
10.15.75.100.510000	FICA Taxes - Safety	6,850	
10.15.10.100.511000	LGERS retirement	11,312	
10.15.75.100.511000	LGERS retirement - Safety	7,209	
10.15.10.100.511200	401k	7,009	
10.15.75.100.511200	401k - Safety	4,467	
10.15.10.100.520000	Medical & ACA Reinsurance Fees	31,683	
10.15.75.100.520000	Group Insurance - Safety	16,675	
10.15.10.100.522000	Dental	2,007	
10.15.75.100.522000	Dental - Safety	705	
10.15.10.100.523000	Vision	139	
10.15.75.100.523000	Vision - Safety	70	
10.15.10.100.524000	Life Insurance	620	
10.15.75.100.524000	Life Insurance - Safety	389	
10.15.10.100.525000	Disability	1,167	
10.15.75.100.525000	Disability - Safety	775	
10.15.10.100.530000	Tuition Reimbursement	3,500	
10.15.10.100.531000	Cell Phone Allowance	1,632	
10.15.75.100.531000	Cell Phone Allowance - Safety	1,632	
			622,356

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

ASHEVILLE REGIONAL AIRPORT

Administrative

BASIC OPERATING BUDGET

FY 2019-2020

Department #	15		

New World Account Numbers	Description	Item Amount	Summary Amount
OPERATING EXPENSES			
10.15.10.100.600000	Professional Services - General		1,500
	Infinisource - COBRA Administration	1,500	
10.15.10.100.604000	Physicals and Drug Screens		3,000
	Physicals & Drug Screens	2,000	
	Medical Tests for Safety Program	1,000	
10.15.10.100.605000	Fit for Duty Physicals		6,800
	Fit for Duty Physicals	6,800	
10.15.10.100.620000	Travel, Per Diem, Conference Registration		7,600
	HR Conference	3,000	
	Benefit Conference	2,500	
	Applicant Travel	2,100	
10.15.10.100.621000	Training & Education		1,500
	HR Training/HR Laws Update/HR Education	1,500	
10.15.10.100.700000	Postage		4,000
	Postage	4,000	
10.15.10.100.701000	Express Mail Delivery		2,000
	Express mail (includes IT shipments)	2,000	
10.15.10.100.740000	Rentals and Leases		400
	Neopost postage machine rental	400	
10.15.10.100.750000	Property Insurance		51,700
	Property insurance	51,700	
10.15.10.100.751000	General Liability		36,750
	General liability insurance	36,750	
10.15.10.100.751500	Auto Liability		21,780
	Auto liability insurance	21,780	
10.15.10.100.752000	Other Insurance and Bonds		42,900
	Public officials insurance	24,200	
	Police professional liability insurance	17,600	
	Crime insurance	1,100	
10.15.10.100.752500	Worker's Compensation Insurance		107,470
	Workers' compensation insurance	107,470	
10.15.10.100.630000	Printing & Binding		300
	Printing and Binding	300	
10.15.10.100.646000	Community Events/Exhibits/Sponsorships		500
	United Way campaign	500	
10.15.10.100.647000	Employee/Tenant Appreciation		16,300
	Employee birthday coupons	1,000	

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

ASHEVILLE REGIONAL AIRPORT

Administrative

BASIC OPERATING BUDGET

FY 2019-2020

Department #	15		

New World Account Numbers	Description	Item Amount	Summary Amount
	Employee picnic	4,500	
	Employee flowers (funeral/hospital)	1,000	
	Employee holiday gift cards	5,300	
	Employee holiday lunches	3,500	
	Employee Retirement	1,000	
10.15.10.100.648000	Wellness		4,500
	Wellness	2,500	
	Fit bit replacements	2,000	
10.15.10.100.650000	Legal Notices & Placements		3,000
	Employment advertising/Legal Notices	3,000	
10.15.10.100.667000	Office Supplies		8,000
	Office supplies	8,000	
10.15.10.100.661500	Operating Supplies		2,500
	Administrative supplies	2,500	
10.15.10.100.665500	Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000		4,000
	HR furniture & equipment	4,000	
10.15.10.100.670000	Dues & Memberships		2,090
	SHRM	375	
	WNCHR	195	
	NC PRIMA	50	
	IPMA-HR	150	
	WCI	1,100	
	PRIMA	220	
10.15.10.100.671000	Books, Publications, Compact Disks, Videos & Subscriptions		250
	HR Books/Publications	250	
SAFETY			
10.15.75.100.620000	Travel, Per Diem, Conference Registration		6,600
	Safety - Incident Investigation - 1	550	
	Safety - OSHA 10 Hour General industry - 10	1,100	
	Safety - NC Safety & Health Congress - 1	900	
	Safety - Summit on Safety Leadership - 1	1,100	
	Safety - Job Safety Analysis - 1	550	
	Safety - Safety Inspections - 1	550	
	Safety - Ergonomics - 1	550	
	Safety - Arc Flash - 1	450	
	Safety - Personal Protective Equipment - 1	500	
	Safety - Hazard Communication - 1	350	

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

ASHEVILLE REGIONAL AIRPORT

Administrative

BASIC OPERATING BUDGET

FY 2019-2020

Department #	15			

New World Account Numbers	Description	Item Amount	Summary Amount
10.15.75.100.621000	Training & Education		800
	Safety Program - Training Materials	300	
	Safety Program - Professional Development	500	
10.15.75.100.630000	Printing & Binding		250
	Safety - Training Posters, Handouts, etc.	250	
10.15.75.100.661500	Operating Supplies		1,300
	Safety - Incentives	1,300	
10.15.75.100.670000	Dues & Memberships		1,375
	SEC - AAAE - 1	35	
	NCAA - 1	40	
	National Safety Council - 1	450	
	Family Safety & Health Magazine-All GARAA Employees	850	
TOTAL OPERATING EXPENSES			339,165
SECTION TOTAL			961,521

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
 Administrative
 Fiscal Year 2019/2020
 Variance Analysis

Acct #	Description	FY2019 Budget				FY2019 Estimated Actual				FY2018 Actual			FY 2017
		FY 2020 Budget	FY 2019 Budget	Increase/Decrease		FY 2019 4 Months	FY 2019 Estimate	Increase/Decrease		FY 2018 Actual	Increase/Decrease		FY 2017 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	226,608	124,698	101,910	81.73%	29,830	117,533	109,075	92.80%	119,418	107,190	89.76%	117,192
501000	Internship	3,000	3,000	0	0.00%	4,356	4,356	(1,356)	-31.13%	0	3,000	100%	0
502000	Salary Adjustment Pool	220,127	141,750	78,377	55.29%	0	0	220,127	100%	0	220,127	100%	0
503000	Longevity	2,903	2,573	330	12.83%	2,663	2,663	240	9.01%	1,660	1,243	74.88%	1,660
504000	Unemployment Claims	14,000	14,000	0	0.00%	0	14,000	0	0.00%	0	14,000	100%	1,888
506000	Holiday Pay	650	433	217	50.12%	0	433	217	50.12%	0	650	100%	0
507000	Auto Allowance	2,400	2,400	0	0.00%	400	2,000	400	20.00%	0	2,400	100%	0
507100	Rewards Program	1,000	1,000	0	0.00%	0	1,000	0	0.00%	0	1,000	100%	0
507200	Gym Membership Reimbursements	14,400	14,400	0	0.00%	0	14,400	0	0.00%	0	14,400	100%	0
507300	Service Awards	1,300	1,300	0	0.00%	525	525	775	147.62%	0	1,300	100%	0
	LEO Special Separation Allowance	0	0	0	100%	0	0	0	100%	39,195	(39,195)	-100.00%	0
521000	Retiree Health	24,852	6,497	18,355	282.52%	9,287	16,568	8,284	50.00%	0	24,852	100%	22,514
510000	FICA Taxes	20,125	12,288	7,837	63.78%	2,462	9,528	10,597	111.21%	9,512	10,613	111.57%	9,231
511000	LGERS retirement	18,521	9,953	8,568	86.08%	2,441	10,051	8,470	84.26%	0	18,521	100%	8,230
511200	401k	11,476	6,364	5,112	80.33%	1,553	6,228	5,248	84.28%	6,096	5,380	88.25%	5,857
520000	Medical & ACA Reinsurance Fees	48,358	16,975	31,383	184.88%	5,781	23,626	24,732	104.68%	16,732	31,626	189.02%	16,709
522000	Dental	2,712	1,044	1,668	159.77%	379	1,286	1,426	110.89%	780	1,932	247.69%	1,488
523000	Vision Insurance	209	139	70	50.36%	35	109	100	91.74%	110	99	90.00%	141
524000	Life Insurance	1,009	430	579	134.65%	125	418	591	141.39%	578	431	74.57%	463
525000	Disability	1,942	983	959	97.56%	204	738	1,204	163.14%	740	1,202	162.43%	908
530000	Tuition Reimbursement	3,500	3,500	0	0.00%	2,500	2,500	1,000	40.00%	0	3,500	100%	0
531000	Cell Phone Allowance	3,264	1,632	1,632	100.00%	408	1,360	1,904	140.00%	0	3,264	100%	0
	Total Benefits	111,116	53,308	57,808	108.44%	12,980	55,844	55,272	98.98%	34,548	76,568	221.63%	43,027
	Total Personal Services	622,356	365,359	256,997	70.34%	62,949	229,322	393,034	171.39%	194,821	420,771	215.98%	186,281
600000	Professional Services - General	1,500	5,000	(3,500)	-70.00%	1,305	3,000	(1,500)	-50.00%	920	580	63.04%	5,176
604000	Physicals and Drug Screens	3,000	9,800	(6,800)	-69.39%	465	2,000	1,000	50.00%	2,811	189	6.72%	4,537
605000	Fit for Duty Physicals	6,800	0	6,800	100%	0	3,500	3,300	94.29%	0	6,800	100%	0
620000	Travel, Per Diem, Conference Registration	7,600	7,600	0	0.00%	714	2,500	5,100	204.00%	6,808	792	11.63%	7,378
621000	Training & Education	1,500	1,500	0	0.00%	0	500	1,000	200.00%	1,763	(263)	-14.92%	3,775
700000	Postage	4,000	4,000	0	0.00%	2,004	4,000	0	0.00%	3,702	298	8.05%	4,249
701000	Express Mail Delivery	2,000	1,000	1,000	100.00%	605	1,000	1,000	100.00%	951	1,049	110.30%	1,182
740000	Rentals and Leases	400	400	0	0.00%	158	400	0	0.00%	530	(130)	-24.53%	256
750000	Property and Casualty Insurance	51,700	47,000	4,700	10.00%	21,067	63,200	(11,500)	-18.20%	39,909	11,791	29.54%	48,944
751000	General Liability	36,750	35,000	1,750	5.00%	9,451	35,000	1,750	5.00%	28,352	8,398	29.62%	28,352
751500	Auto Liability	21,780	18,000	3,780	21.00%	5,630	18,000	3,780	21.00%	16,323	5,457	33.43%	15,457
752000	Other Insurance & Bonds	42,900	39,000	3,900	10.00%	13,826	41,477	1,423	3.43%	43,135	(235)	-0.54%	36,935
752500	Worker's Compensation Insurance	107,470	95,000	12,470	13.13%	40,919	93,451	14,019	15.00%	73,524	33,946	46.17%	67,900
630000	Printing & Binding	300	300	0	0.00%	527	527	(227)	-43.07%	152	148	97.37%	196
646000	Other Community Events/Exhibits/Sponsorships	500	500	0	0.00%	0	300	200	66.67%	432	68	15.74%	395
647000	Employee/Tenant Appreciation	16,300	15,800	500	3.16%	13,307	15,000	1,300	8.67%	25,195	(8,895)	-35.30%	22,879
648000	Wellness	4,500	4,500	0	0.00%	1,566	4,500	0	0.00%	5,037	(537)	-10.66%	5,558
650000	Legal Notices & Advertising	3,000	3,000	0	0.00%	2,927	2,927	73	2.49%	7,317	(4,317)	-59.00%	2,110
667000	Office Supplies	8,000	8,000	0	0.00%	3,208	5,500	2,500	45.45%	6,687	1,313	19.64%	6,662
661500	Operating Supplies	2,500	2,500	0	0.00%	1,278	2,100	400	19.05%	2,893	(393)	-13.58%	1,937
665500	Operating Furniture, Fixtures and Equipment	4,000	2,000	2,000	100.00%	0	2,000	2,000	100.00%	1,211	2,789	230.31%	2,597
670000	Dues & Memberships	2,090	990	1,100	111.11%	0	2,000	90	4.50%	644	1,446	224.53%	534
671000	Books & Publications	250	250	0	0.00%	0	0	250	100%	0	250	100%	115
620000	Travel, Per Diem, Conference Reg (Safety)	6,600	0	6,600	100%	0	2,000	4,600	230.00%	0	6,600	100%	0
621000	Training & Education (Safety)	800	0	800	100%	0	300	500	166.67%	0	800	100%	0
630000	Printing & Binding (Safety)	250	0	250	100%	0	200	50	25.00%	0	250	100%	0
661500	Operating Supplies (Safety)	1,300	0	1,300	100%	0	1,000	300	30.00%	0	1,300	100%	0
670000	Dues & Memberships (Safety)	1,375	0	1,375	100%	0	1,375	0	0.00%	0	1,375	100%	0
	Total Services & Mat'ls.	339,165	301,140	27,700	9.20%	118,957	307,757	25,958	8.43%	268,296	60,544	22.57%	267,124
	Department Total	961,521	666,499	284,697	42.72%	181,906	537,079	418,992	78.01%	463,117	481,315	103.93%	453,405

Comments:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY			
ASHEVILLE REGIONAL AIRPORT			
Development			
BASIC OPERATING BUDGET			
FY 2019-2020			
Department #	20		
New World Account Numbers	Description	Item Amount	Summary Amount
PERSONNEL SERVICES			
10.20.10.100.500000	Salaries	287,037	287,037
10.20.10.100.503000	Longevity	4,101	4,101
10.20.10.100.505000	Overtime	500	500
10.20.10.100.506000	Holiday Pay	650	650
10.20.10.100.507000	Auto Allowance	5,400	5,400
	<u>Benefits:</u>		123,596
10.20.10.100.510000	FICA Taxes	22,807	
10.20.10.100.511000	LGERS Retirement	23,535	
10.20.10.100.511200	401k	14,582	
10.20.10.100.520000	Medical	53,273	
10.20.10.100.522000	Dental	2,996	
10.20.10.100.523000	Vision	208	
10.20.10.100.524000	Life Insurance	1,026	
10.20.10.100.525000	Disability	1,905	
10.20.10.100.531000	Cell Phone Allowance	3,264	
			421,284
OPERATING EXPENSES			
10.20.10.100.600000	Professional Services - General		25,000
	Surveys, Appraisals, Reports, Consultant Svcs, Misc.	25,000	
10.20.10.100.620000	Travel, Per Diem, Conference Registration		18,400
	AAAE NAC	3,500	
	SEC- F&A Conference	1,200	
	SEC - AAAE Annual Conference	1,900	
	AAAE Annual Conference	3,000	
	ACI CEO Forum	2,200	
	NCAA Annual Conference - 1	800	
	FAA & Other Meetings	2,200	
	AAAE Chapter Officers Meeting	1,200	
	NBAA	1,900	
	Business Meeting Expenses	500	
10.20.10.100.621000	Training & Education		2,000
	Professional Development (ADA/DBE/Misc. Cert.)	2,000	
10.20.10.100.702000	Telecommunications/Online Services		560
	Internet Broadband Services	560	
10.20.10.100.630000	Printing & Binding		-
	Development Marketing Materials & Supplies	-	
10.20.10.100.661500	Operating Supplies		500
	General Supplies	500	

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT
Development
BASIC OPERATING BUDGET
FY 2019-2020

Department #	20			
New World Account Numbers	Description	Item Amount	Summary Amount	
10.20.10.100.665500	Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000		500	
	Operating Furniture, Fixtures, Equip up to \$5K	500		
10.20.10.100.670000	Dues & Memberships		650	
	AAAE - 1	275		
	SEC-AAAE - 1	35		
	NCAA - 1	40		
	DBE, ADA & Other	300		
			47,610	
			468,894	

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

Development

Fiscal Year 2019/2020

Variance Analysis

Acct #	Description	FY 2020 Budget	FY2019 Budget		FY2019 Estimated Actual				FY2018 Actual			FY 2017	
			FY 2019 Budget	Increase/Decrease		FY 2019 Actual 4 Months	FY 2019 Estimate	Increase/Decrease		FY 2018 Actual	Increase/Decrease		FY 2017 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	287,037	264,857	22,180	8.37%	81,112	253,172	33,865	13.38%	256,673	30,364	11.83%	253,655
500016	Longevity	4,101	6,707	(2,606)	-38.85%	0	6,707	(2,606)	-38.85%	6,259	(2,158)	-34.48%	6,048
500020	Overtime	500	500	0	0.00%	0	0	500	100%	0	500	100%	0
500023	Holiday Pay	650	650	0	0.00%	0	650	0	0.00%	0	650	100%	0
500025	Auto Allowance	5,400	5,400	0	0.00%	1,800	5,400	0	0.00%	0	5,400	100%	0
500050	FICA Taxes	22,807	21,309	1,498	7.03%	6,174	19,930	2,877	14.43%	19,654	3,153	16.04%	18,874
500070	LGERS retirement	23,535	21,275	2,260	10.62%	6,507	21,025	2,510	11.94%	0	23,535	100%	18,571
500080	401k	14,582	13,603	979	7.20%	4,056	13,026	1,556	11.94%	12,956	1,626	12.55%	12,552
500160	Medical	53,273	46,233	7,040	15.23%	12,781	38,342	14,931	38.94%	40,720	12,553	30.83%	38,366
500260	Dental	2,996	2,284	712	31.17%	939	2,816	180	6.38%	2,087	909	43.56%	2,087
500265	Vision Insurance	208	208	0	0.00%	73	218	(10)	-4.71%	213	(5)	-2.35%	213
500360	Life Insurance	1,026	839	187	22.29%	353	1,059	(33)	-3.12%	890	136	15.28%	1,020
500460	Disability	1,905	2,196	(291)	-13.25%	698	2,094	(189)	-9.04%	1,996	(91)	-4.56%	1,996
500500	Cell Phone Allowance	3,264	3,264	0	0.00%	1,046	3,264	0	0.00%	0	3,264	100%	0
	Total Benefits	123,596	111,211	12,385	11.14%	32,626	101,776	21,820	21.44%	78,516	45,080	57.42%	93,679
	Total Personal Services	421,284	389,325	31,959	8.21%	115,538	367,705	53,579	14.57%	341,448	79,836	23.38%	353,382
604000	Professional Services - General	25,000	25,000	0	0.00%	5,290	25,000	0	0.00%	9,981	15,019	150.48%	15,000
650000	Travel, Per Diem, Conference Registration	18,400	24,275	(5,875)	-24.20%	8,662	24,275	(5,875)	-24.20%	26,024	(7,624)	-29.30%	23,616
651000	Training & Education	2,000	2,000	0	0.00%	843	1,700	300	17.65%	1,078	922	85.53%	1,318
662000	Telecommunications	560	560	0	0.00%	200	560	0	0.00%	480	80	16.67%	400
730000	Printing & Binding	0	250	(250)	-100.00%	0	0	0	100%	501	(501)	-100.00%	921
770300	Operating Supplies	500	2,300	(1,800)	-78.26%	189	1,500	(1,000)	-66.67%	168	332	197.62%	395
771000	Operating Furniture, Fixtures and Equipment	500	4,000	(3,500)	-87.50%	0	4,150	(3,650)	-87.95%	0	500	100%	0
780100	Dues & Memberships	650	1,675	(1,025)	-61.19%	1,125	1,675	(1,025)	-61.19%	1,650	(1,000)	-60.61%	1,950
	Total Services & Mat'ls.	47,610	60,060	(12,450)	-20.73%	16,309	58,860	(11,250)	-19.11%	39,882	7,728	19.38%	43,600
	Department Total	468,894	449,385	19,509	4.34%	131,847	426,565	42,329	9.92%	381,330	87,564	22.96%	396,982

Comments:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT**

Development

CAPITAL BUDGET / PERSONNEL REQUEST
FY 2019-2020

JUSTIFICATION SCHEDULE

<input type="checkbox"/>	Capital Improvement		
<input type="checkbox"/>	Equipment and Small Capital Outlay	Fund	GARAA
<input type="checkbox"/>	Renewal and Replacement	Department Number	20
<input checked="" type="checkbox"/>	Personnel Request		

DESCRIPTION & JUSTIFICATION

Fund	Description	Amount
GARAA	Airport Development Manager	\$142,000

Addition of an Airport Development Manager to directly supervise, oversee, and coordinate airport capital design projects, and conduct project management and daily inspections of airport construction projects. This position will be necessary as the Authority designs and constructs the terminal building renovation and expansion project, south apron project, and other projects listed in the CIP. This position would also be responsible for in-house CAD support of various projects, plan diagrams, and other related support of all departments. The salary amount identified may require upward adjustment to meet market demands at the time the position is filled.

Salary: \$68,000 - \$100,000
Benefits: \$35,000 - \$42,000

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

TITLE:

HIRE DATE:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT**

Executive

BASIC OPERATING BUDGET

FY 2019-2020

Department #	30		

New World Account Numbers	Description	Item Amount	Summary Amount
--------------------------------------	--------------------	------------------------	---------------------------

PERSONNEL SERVICES

10.30.10.100.500000	Salaries	301,816	301,816
10.30.10.100.503000	Longevity	7,734	7,734
10.30.10.100.506000	Holiday Pay	433	433
10.30.10.100.507000	Auto Allowance	7,200	7,200
	<u>Benefits:</u>		110,771
10.30.10.100.507400	Allocated Benefits	1,000	
10.30.10.100.510000	FICA Taxes	24,943	
10.30.10.100.511000	LGERS retirement	24,981	
10.30.10.100.511100	457 Retirement	8,069	
10.30.10.100.511200	401k	15,478	
10.30.10.100.520000	Medical	29,615	
10.30.10.100.522000	Dental	1,770	
10.30.10.100.523000	Vision	138	
10.30.10.100.524000	Life Insurance	964	
10.30.10.100.525000	Disability	2,181	
10.30.10.100.531000	Cell Phone Allowance	1,632	
			427,954

OPERATING EXPENSES

10.30.10.100.600000	Professional Services - General		70,000
	Various	70,000	
10.30.10.100.601000	Professional Services - Legal		50,000
	Paltra, Straus, Robinson & Moore	50,000	
10.30.10.100.603000	Surveys, Reports & Data		-
	Diio	-	
10.30.10.100.620000	Travel, Per Diem, Conference Registration		88,500
	AAAE/ACI Summer Legislative Mtg	2,000	
	ACI Annual Conf	3,000	
	ACI Regional Assembly - World Board (2)	20,000	
	AAAE Aviation Issues Conf	8,000	
	ACI Winter Board Meeting / CEO Forum	4,000	
	US Chamber Aviation Summit	1,500	
	ACI-AAAE Spring Legislative Conf	2,000	
	ACI Commissioners Conf	3,000	
	AAAE Annual Conf	3,500	
	NCAA Annual Conf/Legislative Reception	1,500	
	ACI Business of Airports Conf	3,000	

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT**

Executive

BASIC OPERATING BUDGET

FY 2019-2020

Department #	30		

New World Account Numbers	Description	Item Amount	Summary Amount
	SEC-AAAE Annual Conf	1,500	
	Allegiant Conf	2,000	
	ACI Summer Board Meeting	5,000	
	ACI Small Airports Conf	2,000	
	Chamber Raleigh Legislative Visit/Intercity Visit	1,500	
	Airline & FAA Meetings	5,000	
	Misc ACI Chair Travel	5,000	
	Board Travel	15,000	
10.30.10.100.621000	Training & Education		500
	General Professional Development	500	
	NC Notary Reappointment	-	
10.30.10.100.702000	Online Services		500
	MiFi 3G	500	
10.30.10.100.630000	Printing & Binding		500
	General	500	
10.30.10.100.645000	Other Promotional Events/Sponsorships		5,000
	Airport Conference Sponsorships	5,000	
10.30.10.100.647000	Employee/Tenant Appreciation		2,500
	Tenant/Employee Lunch	2,500	
10.30.10.100.651000	Other Current Charges and Obligations		9,000
	Business Meeting Expenses	3,000	
	Misc Board Expenses	1,000	
	Annual Board Holiday Reception	5,000	
10.30.10.100.661500	Operating Supplies		350
	Misc Supplies	350	
10.30.10.100.662500	Promotional Items		1,500
	Special Promo Items	1,500	
10.30.10.100.665500	Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000		1,000
	Admin Equipment	1,000	
10.30.10.100.670000	Dues & Memberships		38,550
	AAAE Annual Membership	275	
	SEC-AAAE Annual Membership	35	
	NCAA Annual Membership	40	
	Vistage	18,000	

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

Executive

Fiscal Year 2019/2020

Variance Analysis

Acct #	Description	FY 2020 Budget	FY2019 Budget				FY2019 Estimated Actual				FY2018 Actual			FY 2017 Actual
			FY 2019 Budget	Increase/Decrease		FY 2019 Actual 4 Months	FY 2019 Estimate	Increase/Decrease		FY 2018 Actual	Increase/Decrease			
				Amount	Percent			Amount	Percent		Amount	Percent		
500000	Salaries	301,816	341,911	(40,095)	-11.73%	104,543	321,580	(19,764)	-6.15%	258,058	43,758	16.96%	283,314	
503000	Longevity	7,734	7,437	297	3.99%	1,683	7,437	297	3.99%	6,898	836	12.12%	4,737	
506000	Holiday Pay	433	650	(217)	-33.38%	0	434	(1)	-0.23%	0	433	100%	0	
507000	Auto Allowance	7,200	7,200	0	0.00%	2,400	8,400	(1,200)	-14.29%	0	7,200	100%	0	
507400	Allocated Benefits	1,000	1,000	0	0.00%	0	1,000	0	0.00%	0	1,000	100%	0	
510000	FICA Taxes	24,943	27,676	(2,733)	-9.87%	3,623	25,203	(260)	-1.03%	14,033	10,910	77.75%	16,380	
511000	LGERS retirement	24,981	27,319	(2,338)	-8.56%	8,331	26,587	(1,606)	-6.04%	6,812	18,169	266.72%	25,312	
511100	457 Retirement	8,069	3,692	4,377	118.55%	2,744	8,069	0	0.00%	0	8,069	100%	0	
511200	401k	15,478	17,467	(1,989)	-11.39%	5,311	16,473	(995)	-6.04%	12,687	2,791	22.00%	14,382	
520000	Medical	29,615	50,923	(21,308)	-41.84%	7,854	34,724	(5,109)	-14.71%	25,849	3,766	14.57%	30,519	
522000	Dental	1,770	2,927	(1,157)	-39.53%	691	2,665	(895)	-33.58%	1,647	123	7.47%	1,887	
523000	Vision Insurance	138	208	(70)	-33.65%	44	167	(29)	-17.19%	196	(58)	-29.59%	166	
524000	Life Insurance	964	903	61	6.76%	279	1,011	(47)	-4.65%	703	261	37.13%	779	
525000	Disability	2,181	2,506	(325)	-12.97%	606	2,195	(14)	-0.63%	1,733	448	25.85%	1,733	
531000	Cell Phone Allowance	1,632	2,607	(975)	-37.40%	544	2,448	(816)	-33.33%	0	1,632	100%	0	
	Total Benefits	110,771	134,621	(23,850)	-17.72%	30,027	120,540	(9,769)	-8.10%	63,660	47,111	74.00%	91,158	
	Total Personal Services	427,954	494,426	(66,472)	-13.25%	138,653	458,391	(29,738)	-6.46%	328,616	97,706	29.73%	379,209	
600000	Professional Services - General	70,000	60,000	10,000	16.67%	25,869	50,000	20,000	40.00%	36,424	33,576	92.18%	197,723	
601000	Professional Services - Legal	50,000	75,000	(25,000)	-33.33%	58,259	100,000	(50,000)	-50.00%	118,214	(68,214)	-57.70%	152,930	
603000	Surveys, Reports & Data	0	0	0	100%	0	0	0	100%	0	0	100%	0	
620000	Travel, Per Diem, Conference Registration	88,500	82,500	6,000	7.27%	17,902	75,000	13,500	18.00%	70,806	17,694	24.99%	66,395	
621000	Training & Education	500	550	(50)	-9.09%	0	500	0	0.00%	295	205	69.49%	0	
	Telecommunications	0	0	0	100%	120	120	(120)	-100.00%	615	(615)	-100.00%	605	
702000	Online Services	500	500	0	0.00%	0	0	500	100%	0	500	100%	0	
630000	Printing & Binding	500	500	0	0.00%	0	500	0	0.00%	0	500	100%	0	
645000	Promotional Events/Sponsorships	5,000	2,000	3,000	150.00%	0	5,000	0	0.00%	3,500	1,500	42.86%	1,000	
647000	Employee/Tenant Appreciation	2,500	2,500	0	0.00%	238	2,500	0	0.00%	2,269	231	10.18%	1,477	
651000	Other Current Charges & Obligations	9,000	8,500	500	5.88%	375	0	9,000	100%	8,541	459	5.37%	6,697	
661500	Operating Supplies	350	350	0	0.00%	0	350	0	0.00%	146	204	139.73%	152	
662500	Promotional Items	1,500	1,000	500	50.00%	0	1,000	500	50.00%	3,998	(2,498)	-62.48%	672	
665500	Operating Furniture, Fixtures and Equipment	1,000	1,250	(250)	-20.00%	4,537	5,000	(4,000)	-80.00%	0	1,000	100%	0	
670000	Dues & Memberships	38,550	34,050	4,500	13.22%	19,918	34,000	4,550	13.38%	31,739	6,811	21.46%	35,368	
671000	Books & Publications	500	500	0	0.00%	158	350	150	42.86%	432	68	15.74%	384	
	Total Services & Mat'ls.	268,400	269,200	(800)	-0.30%	127,377	274,320	(5,943)	-2.16%	276,979	(8,579)	-3.10%	463,403	
	Department Total	696,354	763,626	(66,272)	-8.68%	266,029	732,711	(35,541)	-4.85%	605,595	89,127	14.72%	842,612	

Comments:

For FY2019 Estimates for Salaries & Benefits,
I calculated costs for the new position for
5 months (February - June 2019)

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT**

Finance

BASIC OPERATING BUDGET

FY 2019-2020

Department #	40		

New World Account Numbers	Description	Item Amount	Summary Amount
--------------------------------------	--------------------	------------------------	---------------------------

PERSONNEL SERVICES

10.40.10.100.500000	Salaries	232,042	232,042
10.40.10.100.503000	Longevity	3,133	3,133
10.40.10.100.506000	Holiday Pay	650	650
10.40.10.100.507000	Auto Allowance	2,400	2,400
	<u>Benefits:</u>		103,449
10.40.10.100.510000	FICA Taxes	18,310	
10.40.10.100.511000	LGERS Retirement	18,979	
10.40.10.100.511200	401k	11,759	
10.40.10.100.520000	Medical	46,700	
10.40.10.100.522000	Dental	2,712	
10.40.10.100.523000	Vision	208	
10.40.10.100.524000	Life Insurance	1,082	
10.40.10.100.525000	Disability	2,067	
10.40.10.100.531000	Cell Phone Allowance	1,632	
			341,674

OPERATING EXPENSES

10.40.10.100.600000	Professional Services - General		10,400
	Software Consultants	-	
	Actuary Report-Retiree Health / LEO SSA	10,400	
10.40.10.100.607000	Auditing Services		23,650
	Annual Financial Audit	16,700	
	Audit - Major Programs	2,950	
	Rental Car Audit	4,000	
10.40.10.100.616000	Other Contractual Services		-
	Shredding	-	
10.40.10.100.620000	Travel, Per Diem, Conference Registration		5,500
	Financial System Workshop/Conference	3,000	
	AAAE Conference or Other Airport Conference	2,500	
10.40.10.100.621000	Training & Education		1,000
	CPE	1,000	
10.40.10.100.653000	Credit Card Fees & Bank Charges		60,600

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT**

Finance

BASIC OPERATING BUDGET

FY 2019-2020

Department #	40		

New World Account Numbers	Description	Item Amount	Summary Amount
	Credit Card Fees	1,500	
	Trustee Fees	4,100	
	Bank Charges & Trustee fees	55,000	
10.40.10.100.661500	Operating Supplies		1,000
	Checks, Envelopes, W-2's & PO's	1,000	
10.40.10.100.665500	Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000		500
	Finance Equipment	500	
10.40.10.100.670000	Dues & Memberships		830
	SEC-AAAE	35	
	NCAA	40	
	AICPA	295	
	NCACPA - 2	460	
10.40.10.100.671000	Books, Publications, Compact Disks, Videos & Subscriptions		300
	Professional Books & Subscriptions	300	
10.40.10.100.672000	Licenses & Certifications		120
	CPA Certificate Renewal	120	
			103,900
			445,574

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

FINANCE

Fiscal Year 2019/2020

Variance Analysis

Acct #	Description	FY 2020 Budget	FY2019 Budget		FY2019 Estimated Actual				FY2018 Actual			FY 2017	
			FY 2019 Budget	Increase/Decrease		FY 2019 Actual 4 Months	FY 2019 Estimate	Increase/Decrease		FY 2018 Actual	Increase/Decrease		FY 2017 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	232,042	220,057	11,985	5.45%	67,566	212,094	19,948	9.41%	214,968	17,074	7.94%	206,178
503000	Longevity	3,133	1,075	2,058	191.44%	1,112	1,112	2,021	181.74%	1,075	2,058	191.44%	0
506000	Holiday Pay	650	650	0	0.00%	0	650	0	0.00%	0	650	100%	0
507000	Auto Allowance	2,400	2,400	0	0.00%	800	2,400	0	0.00%	0	2,400	100%	0
510000	FICA Taxes	18,310	17,236	1,074	6.23%	5,109	16,360	1,950	11.92%	15,770	2,540	16.11%	14,988
511000	LGERS retirement	18,979	17,292	1,687	9.76%	5,391	17,258	1,721	9.97%	0	18,979	100%	14,804
511200	401k	11,759	11,057	702	6.35%	3,434	10,693	1,066	9.97%	10,561	1,198	11.34%	10,056
520000	Medical	46,700	45,742	958	2.09%	12,353	37,058	9,642	26.02%	40,049	6,651	16.61%	37,261
522000	Dental	2,712	2,582	130	5.03%	1,058	3,173	(461)	-14.52%	2,353	359	15.26%	2,342
523000	Vision Insurance	208	208	0	0.00%	70	211	(3)	-1.63%	218	(10)	-4.59%	262
524000	Life Insurance	1,082	689	393	57.04%	290	870	212	24.37%	731	351	48.02%	731
525000	Disability	2,067	1,638	429	26.19%	521	1,562	505	32.33%	1,488	579	38.91%	1,488
531000	Cell Phone Allowance	1,632	1,632	0	0.00%	544	1,632	0	0.00%	0	1,632	100%	0
	Total Benefits	103,449	98,076	5,373	5.48%	28,770	88,818	14,631	16.47%	71,170	32,279	45.35%	81,932
	Total Personal Services	341,674	322,258	19,416	6.02%	98,248	305,074	36,600	12.00%	287,213	54,461	18.90%	288,110
600000	Professional Services - General	10,400	6,250	4,150	66.40%	165	6,250	4,150	66.40%	1,674	8,726	521.27%	619
607000	Auditors	23,650	20,200	3,450	17.08%	19,100	20,200	3,450	17.08%	20,200	3,450	17.08%	9,900
616000	Contractual Services	0	0	0	100%	0	0	0	100%	0	0	100%	581
620000	Travel, Per Diem, Conference Registration	5,500	4,500	1,000	22.22%	8,000	3,000	2,500	83.33%	2,500	3,000	120.00%	6,200
621000	Training & Education	1,000	1,000	0	0.00%	843	1,000	0	0.00%	543	457	84.16%	448
653000	Bank Charges & Credit Card Fees	60,600	35,000	25,600	73.14%	22,081	60,000	600	1.00%	91,141	(30,541)	-33.51%	104,943
661500	Operating Supplies	1,000	2,000	(1,000)	-50.00%	233	2,000	(1,000)	-50.00%	617	383	62.07%	1,034
665500	Operating Furniture, Fixtures and Equipment	500	1,000	(500)	-50.00%	472	1,000	(500)	-50.00%	504	(4)	-0.79%	489
670000	Dues & Memberships	830	830	0	0.00%	0	830	0	0.00%	745	85	11.41%	460
671000	Books & Publications	300	300	0	0.00%	0	0	300	100%	0	300	100%	0
672000	Licenses & Certifications	120	120	0	0.00%	0	120	0	0.00%	120	0	0.00%	120
	Total Services & Mat'ls.	103,900	71,200	32,700	45.93%	50,894	94,400	9,500	10.06%	118,044	(14,144)	-11.33%	124,794
	Department Total	445,574	393,458	52,116	13.25%	149,143	399,474	46,100	11.54%	405,257	40,317	9.76%	412,904

Comments:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT**

Guest Services

BASIC OPERATING BUDGET

FY 2019-2020

Department #	50		

New World Account Numbers	Description	Item Amount	Summary Amount
--------------------------------------	--------------------	------------------------	---------------------------

PERSONNEL SERVICES

10.50.10.100.500000	Salaries	157,767	157,767
10.50.10.100.503000	Longevity	1,685	1,685
10.50.10.100.505000	Overtime	2,400	2,400
10.50.10.100.506000	Holiday Pay	1,516	1,516
10.50.10.100.507000	Auto Allowance	3,000	3,000
	<u>Benefits:</u>		
10.50.10.100.510000	FICA Taxes	12,762	53,417
10.50.10.100.511000	LGERS retirement	8,078	
10.50.10.100.511200	401k	5,005	
10.50.10.100.520000	Medical	24,376	
10.50.10.100.522000	Dental	783	
10.50.10.100.523000	Vision	139	
10.50.10.100.524000	Life Insurance	512	
10.50.10.100.525000	Disability	787	
10.50.10.100.531000	Cell Phone Allowance	975	
			219,785

OPERATING EXPENSES

10.50.10.100.608000	Temporary Help		-
	Express Staffing	-	
10.50.10.100.620000	Travel, Per Diem, Conference Registration		2,250
	AAAE Customer Service or Sales Conference (Supervisor)	2,250	
10.50.10.100.621000	Training & Education		1,000
	Pet therapy training / materials	300	
	Training - Staff/Volunteers	700	
10.50.10.100.630000	Printing & Binding		650
	Advertising sales materials - need updated	650	
10.50.10.100.647000	Employee/Tenant Appreciation		5,700
	Volunteer appreciation - annual banquet, snacks	3,000	
	Tenant customer service incentives	2,700	
10.50.10.100.652000	In Terminal Advertising		7,500
	In-terminal advertising - sales supplies	775	
	In-terminal advertising - cleaning/R&M	500	
	In-terminal advertising - business development/meetings	225	

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
GUEST SERVICES
 Fiscal Year 2019/2020
 Variance Analysis

Acct #	Description	FY2019 Budget				FY2019 Estimated Actual				FY2018 Actual			FY 2017
		FY 2020 Budget	FY 2019 Budget	Increase/Decrease		FY 2019 Actual 4 Months	FY 2018 Estimate	Increase/Decrease		FY 2018 Actual	Increase/Decrease		FY 2017 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	157,767	155,466	2,301	1.48%	50,953	152,858	4,909	3.21%	128,365	29,402	22.90%	129,168
500016	Longevity	1,685	1,620	65	4.01%	0	1,620	65	4.01%	1,222	463	37.89%	1,236
500020	Overtime	2,400	2,400	0	0.00%	615	1,845	555	30.09%	2,173	227	10.45%	3,206
500023	Holiday Pay	1,516	1,516	0	0.00%	0	1,516	0	0.00%	0	1,516	100%	0
507000	Auto Allowance	3,000	0	3,000	100%	500	2,500	500	20.00%	0	3,000	100%	0
500050	FICA Taxes	12,762	12,352	410	3.32%	3,908	12,075	687	5.69%	9,813	2,949	30.05%	10,273
500070	LGERS retirement	8,078	7,579	499	6.58%	2,716	8,147	(69)	-0.85%	0	8,078	100%	7,366
500080	401k	5,005	4,817	188	3.90%	1,729	5,187	(182)	-3.50%	4,411	594	13.47%	4,743
500160	Medical	24,376	23,853	523	2.19%	6,558	19,675	4,701	23.89%	20,828	3,548	17.03%	19,183
500260	Dental	783	746	37	4.96%	423	1,269	(486)	-38.29%	1,149	(366)	-31.85%	1,201
500265	Vision Insurance	139	139	0	0.00%	48	144	(5)	-3.31%	141	(2)	-1.42%	130
500360	Life Insurance	512	298	214	71.81%	144	432	80	18.52%	363	149	41.05%	387
500460	Disability	787	685	102	14.89%	208	623	164	26.32%	594	193	32.49%	603
500500	Cell Phone Allowance	975	1,632	(657)	-40.26%	325	1,632	(657)	-40.26%	0	975	100%	0
	Total Benefits	53,417	52,101	1,316	2.53%	16,058	49,183	4,234	8.61%	37,299	16,118	43.21%	43,886
	Total Personal Services	219,785	213,103	7,339	3.44%	68,126	209,522	10,920	5.21%	169,059	49,751	29.43%	177,496
641000	Temporary Help	0	8,000	(8,000)	-100.00%	0	0	0	100%	12,110	(12,110)	-100.00%	9,889
650000	Travel, Per Diem, Conference Registration	2,250	2,000	250	12.50%	209	2,250	0	0.00%	2,224	26	1.17%	2,007
651000	Training & Education	1,000	1,000	0	0.00%	0	500	500	100.00%	153	847	553.59%	0
730000	Printing & Binding	650	500	150	30.00%	604	604	46	7.62%	1,021	(371)	-36.34%	0
740115	Employee/Tenant Appreciation	5,700	4,900	800	16.33%	1,844	4,900	800	16.33%	805	4,895	608.07%	1,967
750200	In Terminal Advertising	7,500	7,500	0	0.00%	6	7,500	0	0.00%	7,636	(136)	-1.78%	7,555
771000	Operating Furniture, Fixtures and Equipment	350	350	0	0.00%	0	0	350	100%	96	254	264.58%	227
771500	Uniforms	4,000	4,000	0	0.00%	605	4,000	0	0.00%	1,690	2,310	136.69%	829
780100	Dues & Memberships	310	460	(150)	-32.61%	0	310	0	0.00%	35	275	785.71%	435
780500	Books & Publications	0	50	(50)	-100.00%	0	0	0	100%	0	0	100%	0
	Total Services & Mat'ls.	21,760	28,760	(7,000)	-24.34%	3,268	20,064	1,696	8.45%	25,770	(4,010)	-15.56%	22,909
	Department Total	241,545	241,863	339	0.14%	71,394	229,586	12,616	5.50%	194,829	45,741	23.48%	200,405

Comments

Removed temp help - need to make sure salaries are appropriately budgeted (no longer recruit through temp agency)

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT
Information Technology
BASIC OPERATING BUDGET
FY 2019-2020

Department #	60			
New World	Description	Item	Summary	
Account Numbers		Amount	Amount	
PERSONNEL SERVICES				
10.60.10.100.500000	Salaries	327,558	327,558	
10.60.10.100.503000	Longevity	2,599	2,599	
10.60.10.100.506000	Holiday Pay	1,083	1,083	
10.60.10.100.507000	Auto Allowance	2,400	2,400	
	<u>Benefits:</u>			
10.60.10.100.510000	FICA Taxes	25,583		
10.60.10.100.511000	LGERS retirement	26,644		
10.60.10.100.511200	401k	16,508		
10.60.10.100.520000	Medical	84,972		
10.60.10.100.522000	Dental	4,586		
10.60.10.100.523000	Vision	346		
10.60.10.100.524000	Life Insurance	1,564		
10.60.10.100.525000	Disability	2,769		
10.60.10.100.531000	Cell Phone Allowance	6,189		
				502,801
OPERATING EXPENSES				
10.60.10.100.600000	Professional Services - General			15,000
	Professional Services - Network Support	15,000		
10.60.10.100.606000	Website Maintenance			3,500
	Website Hosting and Support	3,500		
10.60.10.100.610000	Computer Technical Support			18,000
	Cisco - SmartNet Agreement (Network/Firewall/Telephone Equipment)	18,000		
10.60.10.100.616000	Other Contractual Services			112,047
	APC - Battery Backup Maintenance Agreement	2,500		
	Internet Fax Service (3 lines)	330		
	VMWare - Annual Support Agreement	7,000		
	Flightview - Real Time Flight Map (Website and Terminal)	3,100		
	GCR-Airport IQ	31,542		
	Flightview - Annual Support Agreement	1,700		
	Image Solutions - Printer Service and Repair Agreement	3,400		
	Spatco - GasBoy Service Agreement	700		
	SoftTime Service Agreement (Time & Attendance)	-		
	Remote Access Software - ScreenConnect - GARAA Network	300		
	Remote Access Software - LogMeIn - PCI Network	850		
	Kimball - Call Recording Software Support Agreement	1,100		
	Harris Integrated Solutions - HVAC Software Agreement	1,200		
	Nutanix- Virtual Server Appliance - Annual Support	15,650		
	Infotel / ISI - Call Accounting Service Agreement	2,000		

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT
Information Technology
BASIC OPERATING BUDGET
FY 2019-2020

Department #	60			
New World	Description	Item	Summary	
Account Numbers		Amount	Amount	
10.60.10.100.760000	General Repairs and Maintenance		19,000	
	Access Control/Security System Repairs and Maintenance	9,500		
	PARCS Repairs and Maintenance	3,000		
	FIDS/PA Repairs & Maintenance	1,500		
	Audio / Visual Equipment Repairs	2,500		
	EASE Repairs and Maintenance	2,500		
10.60.10.100.661500	Operating Supplies		23,800	
	Operating Supplies	12,000		
	UPS Battery Backup Units (Client Computers Qty: 20)	2,000		
	UPS Units for Remote Communication Closets (Qty: 5)	3,000		
	Plotter Ink Cartridges and Print Heads	1,200		
	Small Tools, Equipment, Inventory	5,000		
	Apparel - Staff	600		
10.60.15.100.661500	Operating Supplies-Terminal		28,000	
	EASE Stock - Boarding Passes, Bag Tags, Toner, Paper	28,000		
10.60.10.100.665500	Operating Furniture, Fixtures, Equipment and Software		76,250	
	Greater than \$100 & up to \$5,000			
	Desktops (Qty: 13)	18,200		
	Laptops (Qty: 4)	11,500		
	Monitors (Qty: 6)	1,200		
	EASE MAP Printers (Qty: 3)	8,600		
	iPads (6)	3,600		
	TV - gate areas	2,400		
	DPS Projector	3,000		
	DPS 65" LED monitor	3,500		
	Network Switches	9,000		
	Adobe Creative Cloud (4 Subscriptions)	3,600		
	Adobe Acrobat Standard (Qty: 15)	4,700		
	RS Technologies - ALIER CAD Custom Reports	1,800		
	Network Software and Utilities	2,800		
	Office Furniture	1,000		
	AutoCad - Development and IT	1,350		
10.60.10.100.670000	Dues & Memberships		425	
	NCAA	175		
	Experts-Exchange Subscription	250		
10.60.10.100.671000	Books, Publications, & Subscriptions		3,000	
	Network Solutions - Domain Name / SSL Renewals	2,500		
	Books & Subscriptions	500		
			483,657	
			986,458	

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
Information Technology
 Fiscal Year 2019/2020
 Variance Analysis

Acct #	Description	FY 2020 Budget	FY2019 Budget			FY2019 Estimated Actual				FY2018 Actual			FY 2017
			FY 2019 Budget	Increase/Decrease		FY 2019 Actual 4 Months	FY 2019 Estimate	Increase/Decrease		FY 2018 Actual	Increase/Decrease		FY 2017 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	327,558	283,030	44,528	15.73%	74,894	261,168	66,390	25.42%	236,247	91,311	38.65%	271,184
503000	Longevity	2,599	1,415	1,184	83.67%	1,458	1,458	1,141	78.26%	2,707	(108)	-3.99%	2,659
506000	Holiday Pay	1,083	866	217	25.06%	0	866	217	25.06%	0	1,083	100%	0
507000	Auto Allowance	2,400	2,400	0	0.00%	800	2,400	0	0.00%	0	2,400	100%	0
510000	FICA Taxes	25,583	22,070	3,513	15.92%	5,696	20,157	5,426	26.92%	18,509	7,074	38.22%	19,837
511000	LGERS retirement	26,644	22,244	4,400	19.78%	5,990	21,264	5,380	25.30%	0	26,644	100%	19,215
511200	401k	16,508	14,222	2,286	16.07%	3,818	13,175	3,333	25.30%	12,231	4,277	34.97%	13,120
520000	Medical	84,972	60,304	24,668	40.91%	11,570	34,710	50,262	144.80%	36,070	48,902	135.58%	38,949
522000	Dental	4,586	3,128	1,458	46.61%	1,072	3,216	1,370	42.62%	2,030	2,556	125.91%	2,202
523000	Vision Insurance	346	277	69	24.91%	75	225	121	53.98%	238	108	45.38%	305
524000	Life Insurance	1,564	915	649	70.93%	338	1,014	550	54.24%	1,029	535	51.99%	1,071
525000	Disability	2,769	2,178	591	27.13%	610	1,831	938	51.26%	1,739	1,030	59.23%	1,980
531000	Cell Phone Allowance	6,189	5,214	975	18.70%	1,432	5,214	975	18.70%	0	6,189	100%	0
	Total Benefits	169,161	130,552	38,609	29.57%	30,602	100,805	68,356	67.81%	71,846	97,315	135.45%	96,679
	Total Personal Services	502,801	418,263	83,563	19.98%	107,753	366,697	135,129	36.85%	310,800	185,812	59.79%	370,522
600000	Professional Services - General	15,000	15,000	0	0.00%	10,681	15,000	0	0.00%	9,118	5,882	64.51%	25
606000	Website Maintenance	3,500	1,700	1,800	105.88%	37	1,700	1,800	105.88%	0	3,500	100%	3,786
610000	Computer Tech. Support	18,000	15,000	3,000	20.00%	4,012	16,000	2,000	12.50%	14,405	3,595	24.96%	15,124
616000	Other Contractual Services	212,232	137,315	74,917	54.56%	54,886	130,000	82,232	63.26%	118,912	93,320	78.48%	132,842
620000	Travel, Per Diem, Conference Registration	9,800	9,000	800	8.89%	3,014	8,500	1,300	15.29%	7,502	2,298	30.63%	6,301
621000	Training & Education	4,500	4,500	0	0.00%	200	4,000	500	12.50%	2,754	1,746	63.40%	4,436
702000	Telecommunications	56,450	55,350	1,100	1.99%	18,927	56,000	450	0.80%	80,421	(23,971)	-29.81%	63,012
740000	Rentals and Leases	13,700	13,200	500	3.79%	4,673	13,000	700	5.38%	12,409	1,291	10.40%	12,303
760000	General Repairs and Maintenance	19,000	27,000	24,800	91.85%	9,329	22,000	29,800	135.45%	19,510	32,290	165.50%	15,511
661500	Operating Supplies	51,800	53,800	22,450	41.73%	10,494	50,000	26,250	52.50%	41,807	34,443	82.39%	40,021
665500	Operating Furniture, Fixtures and Equipment	76,250	113,350	(37,100)	-32.73%	10,746	105,000	(28,750)	-27.38%	85,931	(9,681)	-11.27%	72,938
670000	Dues & Memberships	425	1,500	(1,075)	-71.67%	200	1,200	(775)	-64.58%	300	125	41.67%	40
671000	Books & Publications	3,000	3,000	0	0.00%	300	300	2,700	900.00%	410	2,590	631.71%	2,347
	Total Services & Mat'ls.	483,657	449,715	91,192	20.28%	127,498	422,700	118,207	27.96%	393,479	147,428	37.47%	368,686
	Department Total	986,458	867,978	174,755	20.13%	235,251	789,397	253,336	32.09%	704,279	333,240	47.32%	739,208

Comments:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT**

Information Technology

CAPITAL BUDGET / PERSONNEL REQUEST

FY 2019-2020

JUSTIFICATION SCHEDULE

<input type="checkbox"/>	Capital Improvement		
<input type="checkbox"/>	Equipment and Small Capital Outlay	Fund	GARAA
<input type="checkbox"/>	Renewal and Replacement	Department Number	60
<input checked="" type="checkbox"/>	Personnel Request		

DESCRIPTION & JUSTIFICATION

Fund	Description	Amount
GARAA	Systems Technician	\$76,220

The Airport has experienced significant growth in recent years. As a result, there is a need for additional staffing within the Information Technology Department to keep up with current workloads and future initiatives. The primary responsibilities of this new position would include Tier 2 application support and administration of the Airport's 36 servers. The recommended salary range for this position is \$41,500-\$58,000 / Pay Grade 5.

Salary \$41,500
Benefits \$34,720

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

TITLE:

HIRE DATE:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

ASHEVILLE REGIONAL AIRPORT

Marketing & Public Relations

BASIC OPERATING BUDGET

FY 2019-2020

Department #	70			
New World	Description	Item	Summary	
Account Numbers		Amount	Amount	
				450,165
				736,913

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
Marketing & Public Relations
Fiscal Year 2019/2020
Variance Analysis

Acct #	Description	FY2019 Budget				FY2019 Estimated Actual				FY2018 Actual			FY 2017
		FY 2020 Budget	FY 2019 Budget	Increase/Decrease		FY 2019 Actual 4 Months	FY 2019 Estimate	Increase/Decrease		FY 2018 Actual	Increase/Decrease		FY 2017 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	197,675	193,527	4,148	2.14%	57,245	181,277	16,398	9.05%	149,672	48,003	32.07%	145,561
503000	Longevity	3,093	3,011	82	2.72%	2,164	3,011	82	2.72%	2,080	1,013	48.70%	3,055
505000	Overtime	0	0	0	100%	0	0	0	100%	0	0	100%	0
506000	Holiday Pay	650	650	0	0.00%	0	650	0	0.00%	0	650	100%	0
507000	Auto Allowance	3,600	3,600	0	0.00%	1,200	3,600	0	0.00%	0	3,600	100%	0
510000	FICA Taxes	15,715	15,392	323	2.10%	4,556	14,148	1,567	11.08%	11,466	4,249	37.06%	11,114
511000	LGERS retirement	16,202	15,369	833	5.42%	4,575	14,924	1,278	8.56%	0	16,202	100%	10,614
511200	401k	10,038	9,827	211	2.15%	2,969	9,247	791	8.56%	7,439	2,599	34.94%	7,210
520000	Medical	32,121	44,893	(12,772)	-28.45%	7,879	23,636	8,485	35.90%	20,079	12,042	59.97%	19,355
522000	Dental	2,085	2,854	(769)	-26.94%	775	2,326	(241)	-10.35%	1,467	618	42.13%	1,474
523000	Vision Insurance	208	208	0	0.00%	61	184	24	13.31%	138	70	50.72%	145
524000	Life Insurance	980	715	265	37.06%	253	758	223	29.37%	504	476	94.44%	793
525000	Disability	1,774	1,757	17	0.97%	442	1,326	448	33.76%	1,051	723	68.79%	1,051
531000	Cell Phone Allowance	2,607	2,607	0	0.00%	842	2,525	82	3.24%	0	2,607	100%	0
	Total Benefits	81,730	93,622	(11,892)	-12.70%	22,352	69,074	12,656	18.32%	42,144	39,586	93.93%	51,756
	Total Personal Services	286,748	294,410	(7,662)	-2.60%	82,960	257,612	29,055	11.28%	193,896	90,245	46.54%	200,372
600000	Professional Services - General	53,600	36,000	17,600	48.89%	33,000	49,200	4,400	8.94%	37,248	16,352	43.90%	36,020
602000	Artwork and Creative Production	28,000	35,000	(7,000)	-20.00%	6,458	35,000	(7,000)	-20.00%	41,502	(13,502)	-32.53%	10,117
603000	Surveys, Reports & Data	34,500	15,500	19,000	122.58%	36,692	36,692	(2,192)	-5.97%	0	34,500	100%	240
620000	Travel, Per Diem, Conference Registration	30,000	23,200	6,800	29.31%	10,753	25,000	5,000	20.00%	20,638	9,362	45.36%	17,813
621000	Training & Education	0	500	(500)	-100.00%	0	0	0	100%	297	(297)	-100.00%	0
702000	Telecommunications	640	0	640	100%	0	0	640	100%	0	640	100%	0
760000	General Repairs and Maintenance	1,200	1,200	0	0.00%	923	1,200	0	0.00%	1,141	59	5.17%	1,328
630000	Printing & Binding	5,000	5,000	0	0.00%	2,137	5,000	0	0.00%	4,082	918	22.49%	5,037
631000	Banners	0	0	0	100%	0	0	0	100%	702	(702)	-100.00%	680
640000	Radio	22,000	22,000	0	0.00%	16,400	25,000	(3,000)	-12.00%	34,925	(12,925)	-37.01%	27,996
641000	Billboards	32,500	32,500	0	0.00%	12,512	30,000	2,500	8.33%	41,025	(8,525)	-20.78%	34,050
642000	Print	12,100	12,100	0	0.00%	11,134	12,100	0	0.00%	11,926	174	1.46%	15,334
643000	TV	75,000	75,000	0	0.00%	19,600	65,000	10,000	15.38%	106,929	(31,929)	-29.86%	50,075
644000	Web Advertising	63,750	59,440	4,310	7.25%	18,579	59,440	4,310	7.25%	39,762	23,988	60.33%	33,237
649000	Air Service Development	2,300	2,300	0	0.00%	593	2,300	0	0.00%	824	1,476	179.13%	19,797
645000	Promotional Events/Sponsorships	1,500	1,500	0	0.00%	293	1,000	500	50.00%	0	1,500	100%	1,000
646000	Other Community Events/Exhibits/Sponsorships	56,300	79,500	(23,200)	-29.18%	27,394	50,000	6,300	12.60%	42,349	13,951	32.94%	38,656
647000	Employee/Tenant Appreciation	3,250	2,250	1,000	44.44%	4,186	4,186	(936)	-22.36%	2,770	480	17.33%	1,700
662000	Art Program	1,000	1,000	0	0.00%	251	1,000	0	0.00%	1,014	(14)	-1.38%	1,050
662500	Promotional Items	14,700	12,200	2,500	20.49%	7,580	12,200	2,500	20.49%	10,228	4,472	43.72%	14,825
663000	Holiday Decorations	4,800	5,000	(200)	-4.00%	0	5,000	(200)	-4.00%	4,116	684	16.62%	5,080
665500	Operating Furniture, Fixtures and Equipment	2,560	7,025	(4,465)	-63.56%	3,494	7,025	(4,465)	-63.56%	128	2,432	1900.00%	4,156
670000	Dues & Memberships	3,715	4,445	(730)	-16.42%	855	4,445	(730)	-16.42%	5,350	(1,635)	-30.56%	4,700
671000	Books & Publications	1,750	750	1,000	133.33%	1,098	1,500	250	16.67%	645	1,105	171.32%	1,362
	Total Services & Mat'ls.	450,165	433,410	16,755	3.87%	213,934	432,288	17,877	4.14%	407,601	42,564	10.44%	324,253
	Department Total	736,913	727,820	9,093	1.25%	296,894	689,900	46,932	6.80%	601,497	132,809	22.08%	524,625

Professional Services - increased to account for GRM survey services for ASQ \$17,600 increase
 Surveys, reports & data - increased for ASQ, leakage study (it is time to update) \$43,500 increase
 Other increases due to growth, focus on internal PR plan, passenger appreciation

We are contracted for ASQ - these expenses have not been budgeted before

Removed Runway 5K (not feasible any longer)

Included costs to start a "fan" store - would be managed in Guest Services, but items sold developed by marketing - should these costs be in the Guest Services budget instead? (merchandising)

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

ASHEVILLE REGIONAL AIRPORT

Operations

BASIC OPERATING BUDGET

FY 2019-2020

Department #	80		
New World	Description	Item	Summary
Account Numbers		Amount	Amount
PERSONNEL SERVICES			
10.80.15.100.500000	Salaries	1,181,739	1,181,739
10.80.15.100.503000	Longevity	14,357	14,357
10.80.15.100.505000	Overtime	45,000	45,000
10.80.15.100.506000	Holiday Pay	6,064	6,064
10.80.15.100.507000	Auto Allowance	2,400	2,400
	<u>Benefits:</u>		694,330
10.80.15.100.510000	FICA Taxes	95,976	
10.80.15.100.511000	LGERS retirement	100,156	
10.80.15.100.511200	401k	62,055	
10.80.15.100.520000	Medical	388,098	
10.80.15.100.522000	Dental	24,730	
10.80.15.100.523000	Vision	1,944	
10.80.15.100.524000	Life Insurance	6,779	
10.80.15.100.525000	Disability	10,515	
10.80.15.100.531000	Cell Phone Allowance	4,077	
			1,943,890
OPERATING EXPENSES			
10.80.15.100.608000	Temporary Help		50,000
	Temporary Help	50,000	
10.80.60.100.611000	Landscaping		9,420
	RAC Contract	9,420	
10.80.80.100.612000	Parking Management Contract		567,237
	Payroll, Benefits & Operating Expenses	499,379	
	Management Fee	67,858	
10.80.15.100.616000	Other Contractual Services		140,847
	Automatic Door Contract	7,000	
	Uniform Cleaning & Mats (Maintenance & Janitori	19,000	
	Loading Bridge Maintenance Contract	4,100	
	Load Bank Generator Test	4,000	
	Fire Sprinkler Inspections/Backflow/Halation/Cran	4,300	
	Halon Fire Suppression Inspection	1,300	
	Waste Removal & Recycling	15,525	
	RAC Waste Removal and Recycling	3,400	
	Pest Control	1,750	
	Rental Car Consolidated Maintenance	44,039	
	RAC Pest Control	533	
	Wildlife Program	12,000	

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

ASHEVILLE REGIONAL AIRPORT

Operations

BASIC OPERATING BUDGET

FY 2019-2020

Department #	80		
New World	Description	Item	Summary
Account Numbers		Amount	Amount
	MSE Wall Monitoring	10,000	
	Window Washing	9,400	
	Lobby Plants	4,500	
10.80.15.100.614000	Elevator Maintenance Contract		7,000
	Elevator Maintenance Contract	7,000	
10.80.15.100.615000	Fire Alarm Systems Contract		14,100
	Fire Alarm Systems-Infinity & Monitoring fees	1,000	
	Fire Alarm Systems-Siemens	13,100	
10.80.15.100.620000	Travel, Per Diem, Conference Registration		16,100
	SEC Annual Conference	1,900	
	NCAA Conference (2)	1,600	
	FAA Communications Conference (2)	1,600	
	AAAE Conference	3,000	
	ARFF Vehicle Maintenance (Rosenbauer)	2,500	
	Annual Snow Symposium (2)	4,000	
	ASOCS 139 APP Conference	1,500	
10.80.15.100.621000	Training & Education		13,400
	Professional Development	500	
	AAAE	500	
	ASOS (2)	3,000	
	ACE (3)	7,500	
	AGTA Annual Conference	1,900	
	Electricity - All Locations		405,367
10.80.80.100.712500	Electricity Parking Garage		
	61 Terminal Dr	45,000	
10.80.15.100.715000	Electricity TA8918 Terminal 208		
	61 Terminal Dr (727 171 5729)	144,700	
10.80.15.100.710500	Electricity TH4698 Landside Restaurant & GRAA Storage areas		
	61 Terminal Dr (183 474 0183)	4,943	
	Airside Restaurant and Freezer	16,724	
10.80.20.100.714500	Electricity TR2714 DPS Bldg New		
	136 Wright Brother Way (640-377-9462)	20,000	
10.80.20.100.713000	Electricity TK0203 Maint Bldgs		
	15 Aviation Way (590 232 5728)	12,900	
10.80.20.100.715500	Electricity W10456 Vgate-8AW		
	21 Aviation Way (798 342 2663)	450	
10.80.20.100.710000	Electricity S93746 GA Sewer Lift		
	1 Aviation Way (153 235 5813)	750	
10.80.20.100.712000	Electricity TF3027 480V TAFRDP		
	61 Terminal Dr (447 711 2884)	135,000	

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

ASHEVILLE REGIONAL AIRPORT

Operations

BASIC OPERATING BUDGET

FY 2019-2020

Department #	80		
New World Account Numbers	Description	Item Amount	Summary Amount
	Electricity YK5320 Cargo Bldg		54,200
	41 Terminal Dr (527 340 0993)	-	
10.80.60.100.711500	Electricity RAC CAM S83383		12,400
	87 Rental Car Dr (319 694 7927)	12,400	
10.80.80.100.711000	Electricity TH6583 WBW St Light		7,000
	Wright Brothers Way (317 794 7458)	7,000	
10.80.80.100.713500	Electricity YT5631 LowerOverflow		2,500
	(606 016 2549)	2,500	
10.80.20.100.714000	Electricity TJ0142		3,000
	134 Wright Brothers Way (635 739 7972)	3,000	
	Natural Gas - All Locations		24,000
10.80.15.100.721500	Nat Gas 635822 Terminal		
	61 Terminal Dr (3-1981-0349-9500)	24,000	
10.80.20.100.721000	Nat Gas 568135 Operations Office Bldg A (East)		12,000
	15 Aviation Way (2-2100-7146-7120)	12,000	
10.80.20.100.722000	Nat Gas 446155 Main Bldg B (West)		6,200
	15 Aviation Way (8-1981-0349-9521)	6,200	
10.80.20.100.720000	Nat Gas 508999/509070 DPS Bldg New		7,000
	136 Wright Brothers Way (2-2101-0054-6410)	7,000	
10.80.20.100.720500	Nat Gas		5,000
	134 Wright Brothers Way (2-21010-1438-6501)	5,000	
	Water - All Locations		35,000
10.80.15.100.733000	Water 11946022/12642942 Term		
	61 Terminal Dr (2111887-1140018)	35,000	
10.80.20.100.731000	Water - Deicing Truck Water Station		2,000
	61 Terminal Dr (2111887-103231)	2,000	
	Water 47313873 Maint Bldg A E		-
	15 Aviation Way (2111879-1339978)	-	
10.80.20.100.730000	Water 102059 Public Saf Bldg-New (211887/102059)		4,800
	136 Wright Brothers Way (1264268/13942887)	4,800	
	Water 12439009 Air Cargo Bldg		-
	41 Terminal Dr (2111885-1140008)	-	
10.80.20.100.733500	Water 11459507/70162311 New Maint Bldg (East)		5,000
	15 Aviation Way (2111887-1580708)	5,000	
10.80.60.100.734000	Water 11946005/70182576 RAC		28,500
	65 Rental Car Dr (2293169-1587918)	28,500	
10.80.80.100.731500	Water 1013844 Toll Plaza Office		2,000
	70 Terminal Dr	2,000	
10.80.80.100.732000	Water Garage (2111887/104501)		1,000
	61 Terminal Dr	1,000	
			80,300

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

ASHEVILLE REGIONAL AIRPORT

Operations

BASIC OPERATING BUDGET

FY 2019-2020

Department #	80		
New World	Description	Item	Summary
Account Numbers		Amount	Amount
10.80.20.100.732500	Water (2111887/1139948)		
	134 Wright Brothers Way	2,000	
10.80.15.100.761000	Terminal, Buildings and Grounds		151,500
	Terminal, Building & Grounds General Repairs	22,000	
	Hardware/Equipment	12,000	
	Forbo Replacement	5,000	
	Terminal & Grounds Lighting Fixtures and bulbs	12,000	
	Baggage Belts	5,000	
	Equipment Rental	1,500	
	Roofing Maintenance	5,000	
	HVAC Repairs	11,000	
	Lime, Fertilizer, Mulch & Plants	13,000	
	Loading Bridges, PC Air/GPU's	13,000	
	RAC Light Poles, Fencing, Backflow/Fire Line & Bt	11,000	
	Light Poles, Fencing.	5,000	
	Crosswalk Sealing (1)	10,000	
	Sewer Cleanout & Repair	4,000	
	Pavement Maintenance Program	13,000	
	Rental Homes, Advantage West, DPS, CAP, & WN	9,000	
10.80.15.100.770500	Permits, Licenses & Fees		1,000
	Permits, Licenses & Fees	1,000	
10.80.20.100.770000	Vehicles and Heavy Equipment		69,500
	Airfield Vehicles & Heavy Equipment	50,000	
	Landside Vehicles & Heavy Equipment	15,000	
	Authority Vehicle Tax & Tags	4,500	
10.80.20.100.771000	Airport and Airfield Equipment		11,000
	Airfield Lighting, Runway Painting, & Electrical Va	11,000	
10.80.15.100.630000	Printing & Binding		2,500
	Printing & Binding, Forms/Permits/	2,500	
10.80.15.100.647000	Employee/Tenant Appreciation		600
	Employee/Conference Hosting/Snow Team Food	600	
10.80.15.100.660000	Vehicle Fuel		40,000
	Vehicle Fuel	40,000	
10.80.15.100.661000	Shop Supplies		3,000
	Shop Supplies	3,000	
10.80.15.100.661500	Operations Supplies		24,000

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

ASHEVILLE REGIONAL AIRPORT

Operations

BASIC OPERATING BUDGET

FY 2019-2020

Department #	80			
New World	Description	Item	Summary	
Account Numbers		Amount	Amount	
	Operating Supplies	8,000		
	Rap Back Program	2,000		
	Finger Print/Badging	14,000		
10.80.15.100.663500	Chemicals & Safety		74,600	
	Chemicals & Safety	4,100		
	De-icing Chemicals	68,000		
	Safety Program Supplies	2,500		
10.80.15.100.664000	Small Tools and Equipment			5,000
	Small Tools & Equipment	5,000		
10.80.15.100.664500	Custodial Supplies			26,500
	Cleaning Supplies/Mop Heads/Trash Can Liners et	26,500		
10.80.15.100.665000	Custodial Consumables			51,000
	Soap/Paper Towels/Toilet Paper/Seat Covers	51,000		
10.80.15.100.665500	Operating Furniture, Fixtures, Equipment and Softwa Greater than \$100 & up to \$5,000			4,500
		4,500		
10.80.15.100.666500	Uniforms			8,400
	Employee Shoe Allowance	1,000		
	Clothing	2,000		
	PPE for Maintenance Personnel	5,000		
	Prescription Safety Glasses	400		
10.80.15.100.670000	Dues & Memberships			2,125
	AAAE-4	1,100		
	SEC-7	245		
	AGTA	500		
	NCAA Annual Dues 7	280		
10.80.15.100.671000	Books, Publications, Compact Disks, Videos & Subscriptions		500	
		500		
10.80.15.100.672000	Licenses & Certifications			1,160
	CDL Licenses	1,000		
	NC Fire Sprinkler Licenses	160		
			1,834,856	
			3,778,746	

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
Operations
 Fiscal Year 2019/2020
 Variance Analysis

Acct #	Description	FY2019 Budget				FY2019 Estimated Actual				FY2018 Actual			FY 2017 Actual
		FY 2020 Budget	FY 2019 Budget	Increase/Decrease		FY 2019 Actual 4 Months	FY 2019 Estimate	Increase/Decrease		FY 2018 Actual	Increase/Decrease		
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	1,181,739	1,123,888	57,851	5.15%	322,206	1,004,928	176,811	17.59%	998,794	182,945	18.32%	1,022,085
503000	Longevity	14,357	15,509	(1,152)	-7.43%	5,485	15,509	(1,152)	-7.43%	12,806	1,551	12.11%	17,428
505000	Overtime	45,000	45,000	0	0.00%	14,845	44,536	464	1.04%	38,188	6,812	17.84%	41,713
506000	Holiday Pay	6,064	5,847	217	3.71%	0	5,847	217	3.71%	0	6,064	100%	0
507000	Auto Allowance	2,400	2,400	0	0.00%	800	2,400	0	0.00%	0	2,400	100%	0
510000	FICA Taxes	95,976	91,616	4,360	4.76%	27,792	81,918	14,058	17.16%	78,398	17,578	22.42%	79,624
511000	LGERS retirement	100,156	92,620	7,536	8.14%	45,086	86,415	13,741	15.90%	604	99,552	16482.12%	81,740
511200	401k	62,055	59,220	2,835	4.79%	18,530	53,541	8,514	15.90%	53,274	8,781	16.48%	54,020
520000	Medical	388,098	371,826	16,272	4.38%	69,403	208,208	179,890	86.40%	264,507	123,591	46.73%	250,405
522000	Dental	24,730	20,578	4,152	20.18%	6,952	20,855	3,875	18.58%	15,258	9,472	62.08%	15,759
523000	Vision Insurance	1,944	1,868	76	4.07%	563	1,690	254	15.06%	1,535	409	26.64%	1,528
524000	Life Insurance	6,779	4,688	2,091	44.60%	2,005	6,016	763	12.68%	4,359	2,420	55.52%	4,136
525000	Disability	10,515	9,089	1,426	15.69%	2,795	8,386	2,129	25.38%	7,464	3,051	40.88%	7,744
531000	Cell Phone Allowance	4,077	4,317	(240)	-5.56%	1,816	4,317	(240)	-5.56%	0	4,077	100%	0
	Total Benefits	694,330	655,822	38,508	5.87%	174,942	471,346	222,984	47.31%	425,399	268,931	63.22%	494,956
	Total Personal Services	1,943,890	1,848,466	95,664	5.18%	518,278	1,544,566	399,564	25.87%	1,475,187	464,626	31.50%	1,576,182
608000	Temporary Help	50,000	75,000	(25,000)	-33.33%	0	25,000	25,000	100.00%	36,362	13,638	37.51%	63,117
611000	Landscaping	9,420	9,420	0	0.00%	9,420	9,420	0	0.00%	9,759	(339)	-3.47%	7,850
612000	Parking Management Contract	567,237	550,205	17,032	3.10%	148,904	550,205	17,032	3.10%	510,370	56,867	11.14%	417,605
	Parking Management - Shuttle	0	0	0	100%	0	0	0	100%	318,020	(318,020)	-100.00%	531,868
616000	Other Contractual Services	140,847	85,873	54,974	64.02%	74,856	157,873	(17,026)	-10.78%	68,208	72,639	106.50%	76,325
614000	Elevator Maintenance Contract	7,000	5,000	2,000	40.00%	1,183	5,000	2,000	40.00%	2,609	4,391	168.30%	2,837
615000	Fire Alarm Systems Contract	14,100	14,100	0	0.00%	13,568	14,100	0	0.00%	19,337	(5,237)	-27.08%	11,977
620000	Travel, Per Diem, Conference Registration	16,100	6,400	9,700	151.56%	2,123	6,400	9,700	151.56%	11,009	5,091	46.24%	5,914
621000	Training & Education	13,400	6,300	7,100	112.70%	468	6,300	7,100	112.70%	4,457	8,943	200.65%	2,871
702000	Telecommunications	0	0	0	100%	170	170	(170)	-100.00%	560	(560)	-100.00%	369
0	Rentals and Leases	0	0	0	100%	0	0	0	100%	8,000	(8,000)	-100.00%	11,000
710000	Electricity - All	405,367	404,267	1,100	0.27%	119,027	400,000	5,367	1.34%	305,524	99,843	32.68%	289,989
720000	Natural Gas - All	54,200	48,500	5,700	11.75%	2,281	45,000	9,200	20.44%	35,001	19,199	54.85%	21,777
730000	Water - All	80,300	72,700	7,600	10.45%	28,992	75,000	5,300	7.07%	71,821	8,479	11.81%	60,029
761000	Terminal, Buildings and Grounds	151,500	151,500	0	0.00%	71,429	151,500	0	0.00%	195,816	(44,316)	-22.63%	169,916
770500	Permits, Licenses & Fees	1,000	0	1,000	100%	0	0	1,000	100%	0	1,000	100%	0
770000	Vehicles and Heavy Equipment	69,500	69,500	0	0.00%	31,565	69,500	0	0.00%	39,617	29,883	75.43%	90,266
771000	Airport and Airfield Equipment	11,000	11,000	0	0.00%	6,010	11,000	0	0.00%	6,836	4,164	60.91%	9,159
630000	Printing & Binding	2,500	1,500	1,000	66.67%	128	1,500	1,000	66.67%	1,896	604	31.86%	2,956
647000	Employee/Tenant Appreciation	600	600	0	0.00%	62	600	0	0.00%	581	19	3.27%	274
660000	Vehicle Fuel	40,000	40,000	0	0.00%	8,085	40,000	0	0.00%	50,686	(10,686)	-21.08%	60,010
661000	Shop Supplies	3,000	3,000	0	0.00%	130	3,000	0	0.00%	3,034	(34)	-1.12%	4,535
661500	Operating Supplies	24,000	19,000	5,000	26.32%	13,198	19,000	5,000	26.32%	16,851	7,149	42.42%	21,171
663500	Chemicals & Safety	74,600	74,600	0	0.00%	1,748	74,600	0	0.00%	3,580	71,020	1983.80%	4,231
664000	Small Tools and Equipment	5,000	7,500	(2,500)	-33.33%	1,201	7,500	(2,500)	-33.33%	4,974	26	0.52%	2,681
664500	Custodial Supplies	26,500	20,000	6,500	32.50%	7,177	20,000	6,500	32.50%	8,544	17,956	210.16%	5,136
665000	Custodial Consumables	51,000	40,000	11,000	27.50%	13,287	40,000	11,000	27.50%	40,608	10,392	25.99%	47,317
665500	Operating Furniture, Fixtures and Equipment	4,500	2,000	2,500	125.00%	0	2,000	2,500	125.00%	1,639	2,861	174.56%	168
666500	Uniforms	8,400	10,500	(2,100)	-20.00%	3,004	10,500	(2,100)	-20.00%	3,063	5,337	174.24%	3,031
670000	Dues & Memberships	2,125	1,350	775	57.41%	355	1,350	775	57.41%	430	1,695	394.19%	1,195
671000	Books & Publications	500	500	0	0.00%	0	0	500	100%	0	500	100%	0
672000	Licenses & Certifications	1,160	660	500	75.76%	0	660	500	75.76%	0	1,160	100%	187
	Total Services & Mat'ls.	1,834,856	1,730,975	103,881	6.00%	558,373	1,747,178	87,678	5.02%	1,779,192	55,664	3.13%	1,925,761
	Department Total	3,778,746	3,579,441	199,545	5.57%	1,076,651	3,291,744	487,242	14.80%	3,254,379	520,290	15.99%	3,501,943

Comments:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

ASHEVILLE REGIONAL AIRPORT

Properties & Contracts

BASIC OPERATING BUDGET

FY 2019-2020

Department #	85		

New World Account Numbers	Description	Item Amount	Summary Amount
PERSONNEL SERVICES			
10.85.10.100.500000	Salaries	99,990	99,990
10.85.10.100.503000	Longevity	-	-
10.85.10.100.506000	Holiday Pay	217	217
10.85.10.100.507000	Auto Allowance	2,400	2,400
	<u>Benefits:</u>		47,464
10.85.10.100.510000	FICA Taxes	7,856	
10.85.10.100.511000	LGERS Retirement	8,069	
10.85.10.100.511200	401k	5,000	
10.85.10.100.520000	Medical	22,325	
10.85.10.100.522000	Dental	1,302	
10.85.10.100.523000	Vision	69	
10.85.10.100.524000	Life Insurance	383	
10.85.10.100.525000	Disability	828	
10.85.10.100.531000	Cell Phone Allowance	1,632	
			150,071
OPERATING EXPENSES			
10.85.10.100.600000	Professional Services - General		10,000
	Consultant - Market Study (Land)	10,000	
10.85.10.100.616000	Other Contractual Services		-
		-	
10.85.10.100.620000	Travel, Per Diem, Conference Registration		17,500
	NAC Essentials Airport Business Management (NAC) Oct 6-8, SAT	2,500	
	ACI - Business of Airports (PHX) June	2,500	
	NBAA-BACE Aviation Convention Oct 2019 - LAS	2,500	
	ACI - Risk Management	2,500	
	ACI Air Cargo Conference	2,500	
	AAAE/ACI Airport Customer Experience Symposium	2,500	
	Business Development Conference/Site Visits	2,500	
10.85.10.100.621000	Training & Education		5,000
	AAAE Certification Loretta Scott AAAE	5,000	
10.85.10.100.630000	Printing & Binding		10,000
	Marketing Materials - Land Development (Brochure)	10,000	
10.85.10.100.650000	Legal Notices & Placements		5,000
	Advertising: RFPs (Local/Nat'l); Outreach efforts	5,000	
10.85.10.100.661500	Operating Supplies		-
		-	

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

ASHEVILLE REGIONAL AIRPORT

Properties & Contracts

BASIC OPERATING BUDGET

FY 2019-2020

Department #	85			

New World Account Numbers	Description	Item Amount	Summary Amount
10.85.10.100.665500	Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000		-
		-	
10.85.10.100.670000	Dues & Memberships		350
	AAAE Membership	275	
	AAAE SW Membership	35	
	NCAA Chapter	40	
10.85.10.100.671000	Books, Publications, Compact Disks, Videos & Subscriptions		1,000
	ARN Fact Book	500	
	Real Estate Publications	500	
10.85.10.100.672000	Licenses & Certifications		-
		-	
			48,850
			198,921

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
PROPERTIES & CONTRACTS
 Fiscal Year 2019/2020
 Variance Analysis

Acct #	Description	FY 2020 Budget	FY2019 Budget		FY2019 Estimated Actual				FY2018 Actual			FY 2017	
			FY 2019 Budget	Increase/Decrease		FY 2019 Actual 4 Months	FY 2019 Estimate	Increase/Decrease		FY 2018 Actual	Increase/Decrease		FY 2017 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	99,990	0	99,990	100%	0	0	99,990	100%	0	99,990	100%	0
503000	Longevity	0	0	0	100%	0	0	0	100%	0	0	100%	0
506000	Holiday Pay	217	0	217	100%	0	0	217	100%	0	217	100%	0
507000	Auto Allowance	2,400	0	2,400	100%	0	0	2,400	100%	0	2,400	100%	0
510000	FICA Taxes	7,856	0	7,856	100%	0	0	7,856	100%	0	7,856	100%	0
511000	LGERS retirement	8,069	0	8,069	100%	0	0	8,069	100%	0	8,069	100%	0
511200	401k	5,000	0	5,000	100%	0	0	5,000	100%	0	5,000	100%	0
520000	Medical	22,325	0	22,325	100%	0	0	22,325	100%	0	22,325	100%	0
522000	Dental	1,302	0	1,302	100%	0	0	1,302	100%	0	1,302	100%	0
523000	Vision Insurance	69	0	69	100%	0	0	69	100%	0	69	100%	0
524000	Life Insurance	383	0	383	100%	0	0	383	100%	0	383	100%	0
525000	Disability	828	0	828	100%	0	0	828	100%	0	828	100%	0
531000	Cell Phone Allowance	1,632	0	1,632	100%	0	0	1,632	100%	0	1,632	100%	0
	Total Benefits	47,464	0	47,464	100%	0	0	47,464	100%	0	47,464	100%	0
	Total Personal Services	150,071	0	150,071	N/A	0	0	150,071	N/A	0	150,071	N/A	0
600000	Professional Services - General	10,000	0	10,000	100%	0	0	10,000	100%	0	10,000	100%	0
616000	Contractual Services	0	0	0	100%	0	0	0	100%	0	0	100%	0
620000	Travel, Per Diem, Conference Registration	17,500	0	17,500	100%	0	0	17,500	100%	0	17,500	100%	0
621000	Training & Education	5,000	0	5,000	100%	0	0	5,000	100%	0	5,000	100%	0
630000	Printing & Binding	10,000	0	10,000	100%	0	0	10,000	100%	0	10,000	100%	0
650000	Legal Notices & Placements	5,000	0	5,000	100%	0	0	5,000	100%	0	5,000	100%	0
661500	Operating Supplies	0	0	0	100%	0	0	0	100%	0	0	100%	0
665500	Operating Furniture, Fixtures and Equipment	0	0	0	100%	0	0	0	100%	0	0	100%	0
670000	Dues & Memberships	350	0	350	100%	0	0	350	100%	0	350	100%	0
671000	Books & Publications	1,000	0	1,000	100%	0	0	1,000	100%	0	1,000	100%	0
672000	Licenses & Certifications	0	0	0	100%	0	0	0	100%	0	0	100%	0
	Total Services & Mat'ls.	48,850	0	48,850	N/A	0	0	48,850	N/A	0	48,850	N/A	0
	Department Total	198,921	0	198,921	N/A	0	0	198,921	N/A	0	198,921	N/A	0

Comments:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY			
ASHEVILLE REGIONAL AIRPORT			
Public Safety			
BASIC OPERATING BUDGET			
FY 2019-2020			
Department #	90		
New World Account Numbers		Item Amount	Summary Amount
PERSONNEL SERVICES			
10.90.20.100.500000	Salaries	999,790	999,790
10.90.20.100.503000	Longevity	11,408	11,408
10.90.20.100.505000	Overtime	68,000	68,000
10.90.20.100.506000	Holiday Pay	4,765	4,765
10.90.20.100.507000	Auto Allowance	2,400	2,400
10.90.20.100.511300	LEO Special Separation Allowance	14,707	14,707
	<u>Benefits:</u>		640,138
10.90.20.100.510000	FICA Taxes	84,445	
10.90.20.100.511000	LGERS retirement	94,430	
10.90.20.100.511200	401k	53,960	
10.90.20.100.520000	Medical	367,396	
10.90.20.100.522000	Dental	22,172	
10.90.20.100.523000	Vision	1,522	
10.90.20.100.524000	Life Insurance	5,436	
10.90.20.100.525000	Disability	8,410	
10.90.20.100.531000	Cell Phone Allowance	2,367	
			1,741,208
OPERATING EXPENSES			
10.90.20.100.616000	Other Contractual Services		9,810
	Police Info Computer (NCIC) & Mobile Data	1,200	
	Fire Extinguisher Service	5,000	
	SCBA Inspection	1,100	
	AED Inspection	660	
	Firearms Qualification (Fall)		
	SCBA Compressor Testing	1,500	
	Range Membership	350	
10.90.20.100.620000	Travel, Per Diem, Conference Registration		15,300
	AAAE Chief's Conference (2 people)	4,000	
	ARFF Working Group	2,000	
	NC Assoc. Chief's of Police	800	
	Business Meeting Expenses	500	
	AAAE Emergency Preparedness Conference (2 people)	4,000	
	ALEAN Conference (Spring and Fall)	4,000	
10.90.20.100.621000	Training & Education		13,600
	FAR 139 Compliance (Live burn, drills, etc)	11,000	
	Professional Development (1000 Airport Master Firefighte	1,600	
	Fire & LEO Local Training (Community Colleges)	1,000	
10.90.20.100.702000	Online Services		1,440
	Broadband Service for 3 Toughbook Laptops	1,440	
10.90.20.100.760000	General Repairs and Maintenance		2,000
	Maintenance	2,000	
10.90.20.100.661500	Operating Supplies		7,500

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY			
ASHEVILLE REGIONAL AIRPORT			
Public Safety			
BASIC OPERATING BUDGET			
FY 2019-2020			
Department #	90		
New World Account Numbers		Item Amount	Summary Amount
		First Aid Supplies	3,500
		Training Supplies (ammunition, foam, etc)	4,000
10.90.20.100.663500	Chemicals & Safety		2,000
		Chemicals & Safety	2,000
10.90.20.100.664000	Small Tools and Equipment		3,000
		Small Tools & Equipment	3,000
10.90.20.100.665500	Operating Furniture, Fixtures, Equipment and Software		4,000
		Greater than \$100 & up to \$5,000	
		Station Furniture	1,000
		Radio Equipment	3,000
10.90.20.100.666500	Uniforms		10,000
		Uniforms (Police and Fire Class A's and Utility)	8,560
		Duty Boots	1,440
10.90.20.100.666000	Firefighter Equipment		24,500
		Turnout Gear & SCBA Masks (New Hire or Damage)	6,500
		Gear - Additional positions	18,000
10.90.20.100.670000	Dues & Memberships		2,400
		ALEAN	450
		ARFFWG	300
		AAAE	275
		NCAA	45
		SEC AAAE	35
		Buncombe Co FF Assoc	150
		Buncombe Co Fire Chief's Assoc	150
		NFPA Membership and code access	
		Henderson Co FF Assoc	150
		NC Fire Chiefs Association	125
		International Assoc of Chief's of Police	170
		NC Association of Chief's of Police	150
		NC Assoc of Rescue Squads and EMS	400
10.90.20.100.671000	Books, Publications, Compact Disks, Videos & Subscriptions		500
		Books, Publications, Compact Disks, Videos & Subscrip.	500
			96,050
			1,837,258

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
Public Safety
Fiscal Year 2019/2020
Variance Analysis

Acct #	Description	FY 2020 Budget	FY2019 Budget				FY2019 Estimated Actual				FY2018 Actual			FY2017
			FY 2019 Budget	Increase/Decrease		FY 2019 Actual 4 Months	FY 2019 Estimate	Increase/Decrease		FY 2018 Actual	Increase/Decrease		FY 2017 Actual	
				Amount	Percent			Amount	Percent		Amount	Percent		
500000	Salaries	999,790	826,966	172,824	20.90%	212,119	640,881	358,909	56.00%	734,411	265,379	36.13%	760,161	
503000	Longevity	11,408	13,741	(2,333)	-16.98%	2,245	13,741	(2,333)	-16.98%	14,178	(2,770)	-19.54%	12,886	
505000	Overtime	68,000	68,000	0	0.00%	19,726	59,179	8,821	14.91%	63,110	4,890	7.75%	72,726	
506000	Holiday Pay	4,765	3,898	867	22.24%	0	3,898	867	22.24%	0	4,765	100%	0	
507000	Auto Allowance	2,400	2,400	0	0.00%	800	2,400	0	0.00%	0	2,400	100%	0	
511300	LEO Special Separation Allowance	14,707	13,662	1,045	7.65%	4,729	4,729	9,978	211.00%	0	14,707	100%	37,780	
510000	FICA Taxes	84,445	70,187	14,258	20.31%	16,757	54,904	29,541	53.80%	63,477	20,968	33.03%	64,510	
511000	LGERS retirement	94,430	77,240	17,190	22.26%	19,647	62,799	31,631	50.37%	0	94,430	100%	63,567	
511200	401k	53,960	45,435	8,525	18.76%	11,644	35,885	18,075	50.37%	41,051	12,909	31.45%	41,667	
520000	Medical	367,396	257,296	110,100	42.79%	49,767	149,300	218,096	146.08%	192,322	175,074	91.03%	198,492	
522000	Dental	22,172	14,718	7,454	50.65%	4,586	13,757	8,415	61.17%	11,658	10,514	90.19%	12,277	
523000	Vision Insurance	1,522	1,246	276	22.15%	277	832	690	82.85%	1,124	398	35.41%	1,320	
524000	Life Insurance	5,436	3,217	2,219	68.98%	1,061	3,184	2,252	70.74%	3,024	2,412	79.76%	3,163	
525000	Disability	8,410	6,387	2,023	31.67%	1,603	4,809	3,601	74.87%	5,158	3,252	63.05%	5,504	
531000	Cell Phone Allowance	2,367	2,367	0	0.00%	800	2,367	0	0.00%	0	2,367	100%	0	
	Total Benefits	640,138	478,093	162,045	33.89%	106,142	327,837	312,301	95.26%	317,814	322,324	101.42%	390,500	
	Total Personal Services	1,741,208	1,406,760	334,448	23.77%	345,762	1,052,665	688,543	65.41%	1,129,513	611,695	54.16%	1,274,053	
616000	Other Contractual Services	9,810	9,810	0	0.00%	1,288	9,800	10	0.10%	6,564	3,246	49.45%	8,408	
620000	Travel, Per Diem, Conference Registration	15,300	11,650	3,650	31.33%	4,390	12,000	3,300	27.50%	12,398	2,902	23.41%	8,448	
621000	Training & Education	13,600	12,600	1,000	7.94%	6,098	12,600	1,000	7.94%	13,670	(70)	-0.51%	7,221	
702000	Telecommunications/Online Services	1,440	1,440	0	0.00%	360	360	1,080	300.00%	1,560	(120)	-7.69%	1,441	
760000	General Repairs and Maintenance	2,000	2,000	0	0.00%	393	1,800	200	11.11%	1,083	917	84.67%	9,111	
	Printing & Binding	0	0	0	100%	0	0	0	100%	0	0	100%	228	
661500	Operating Supplies	7,500	7,500	0	0.00%	2,618	7,500	0	0.00%	8,555	(1,055)	-12.33%	15,215	
663500	Chemicals & Safety	2,000	2,000	0	0.00%	851	2,200	(200)	-9.09%	2,982	(982)	-32.93%	1,386	
664000	Small Tools and Equipment	3,000	3,000	0	0.00%	13,393	15,000	(12,000)	-80.00%	15,689	(12,689)	-80.88%	3,691	
665500	Operating Furniture, Fixtures and Equipment	4,000	4,000	0	0.00%	0	4,000	0	0.00%	3,851	149	3.87%	2,049	
666500	Uniforms	10,000	10,000	0	0.00%	3,353	8,300	1,700	20.48%	8,468	1,532	18.09%	8,308	
666000	Firefighter Equipment	24,500	3,200	21,300	665.63%	0	3,000	21,500	716.67%	3,093	21,407	692.11%	0	
670000	Dues & Memberships	2,400	2,400	0	0.00%	600	2,200	200	9.09%	3,250	(850)	-26.15%	1,671	
671000	Books & Publications	500	500	0	0.00%	234	480	20	4.17%	444	56	12.61%	131	
	Total Services & Mat'ls.	96,050	70,100	25,950	37.02%	33,578	79,240	16,810	21.21%	81,607	14,443	17.70%	67,308	
	Department Total	1,837,258	1,476,860	360,398	24.40%	379,339	1,131,905	705,353	62.32%	1,211,120	626,138	51.70%	1,341,361	

Comments:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT**

Public Safety

**CAPITAL BUDGET / PERSONNEL REQUEST
FY 2019-2020**

JUSTIFICATION SCHEDULE

_____	Capital Improvement		
_____	Equipment and Small Capital Outlay	Fund	GARAA
_____	Renewal and Replacement	Department Number	90
X	Personnel Request		

DESCRIPTION & JUSTIFICATION

Fund	Description	Amount
GARAA	4 Public Safety Officers	\$ 299,000

4 Public Safety Officer (67,300) slots to be filled as able and associated gear (4500).

As the fastest growing Small Hub airport in the nation AVL has had 80% growth in non stop destinations, 5 consecutive years of record breaking growth, and 62% passenger growth since 2013. This has caused an increase in calls for service, yet DPS staffing has remained the same since 2013. Since July 2018, AVL's enplanements have increased an average of 15.64% over the previous year and seats have increased 19.78%. This increase in passenger traffic also provides for an increase in calls for service to the Public Safety Department in the form of assisting passengers, medical responses, and traffic control.

4 PSO slots allows for one additional officer per shift.

Salaries	\$152,000
Benefits	\$129,000
Gear	\$18,000

NOTE:

TITLE:

HIRE DATE:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
FY2019/2020 PROJECTED CAPITAL CARRYOVER**

Description	Amount Authorized	Estimated Spending Through 6/30/2019	Estimated Balance to Carryover	FAA-AIP Entitlement	FAA-AIP Discretionary	NC DOT Grants	PFCs Currently Approved	Airport Funds
Airfield Redevelopment-Bid Package 4 (1) Snow Removal Equipment	34,703,096 2,400,000	20,000,000 -	14,703,096 2,400,000	1,825,000	200,000		2,920,813	11,582,283 575,000
TOTAL CARRYOVER	\$ 37,103,096	\$ 20,000,000	\$ 17,103,096	\$ 1,825,000	\$ 200,000	\$ -	\$ 2,920,813	\$ 12,157,283

(1) Represents current estimated amounts. Related contracts requiring Board approval will be presented to the Board before implementation.

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
CAPITAL BUDGET
FISCAL YEAR 2019/2020**

Description	Total	Funding Source				
		FAA- AIP Entitlements	FAA- AIP Discretionary	NCDOT Grants	Currently Approved PFCs	Airport Funds
<u>Capital Improvements (1)</u>						
Terminal Apron Expansion - South	\$ 10,664,537					\$ 10,664,537
Terminal Rehab/Expansion - Phase 1	25,000,000					25,000,000
Total Capital Improvements	35,664,537	-	-	-	-	35,664,537
<u>Equipment and Small Capital Outlay</u>						
	-					-
Total Equipment and Small Capital Outlay	-	\$ -	\$ -	\$ -	\$ -	-
<u>Renewal and Replacement</u>						
Battery Backup - Public Safety Bldg	30,000					30,000
EASE PC Upgrade	24,000					24,000
Campus Structured Cabling	30,000					30,000
Tractor Replacement	30,000					30,000
Mower Replacement	55,000					55,000
Trailer Replacement	6,500					6,500
Floor Machines Replacement	27,000					27,000
Concrete/Sidewalk Repair	25,000					25,000
Vehicle Replacements	80,048					80,048
Roof Repair	25,000					25,000
SCBA Cylinder Replacements	13,760					13,760
Total Renewal and Replacement	346,308	-	-	-	-	346,308
Total	\$ 36,010,845	\$ -	\$ -	\$ -	\$ -	\$ 36,010,845

(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.

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT

Development

CAPITAL BUDGET / PERSONNEL REQUEST
FY 2019-2020

JUSTIFICATION SCHEDULE

<input checked="" type="checkbox"/>	Capital Improvement	Fund	GARAA
<input type="checkbox"/>	Equipment and Small Capital Outlay	Department Number	20
<input type="checkbox"/>	Renewal and Replacement		
<input type="checkbox"/>	Personnel Request		

DESCRIPTION & JUSTIFICATION

Fund	Description	Amount
GARAA	Terminal Apron Expansion South	\$10,664,537

Design and construction of the south expansion of the air carrier terminal apron to support additional RON parking of commercial aircraft, and in preparation for terminal building and gate expansion.

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

TITLE:

HIRE DATE:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT

Development

CAPITAL BUDGET / PERSONNEL REQUEST
FY 2019-2020

JUSTIFICATION SCHEDULE

<input checked="" type="checkbox"/>	Capital Improvement		
<input type="checkbox"/>	Equipment and Small Capital Outlay	Fund	GARAA
<input type="checkbox"/>	Renewal and Replacement	Department Number	20
<input type="checkbox"/>	Personnel Request		

DESCRIPTION & JUSTIFICATION

Fund	Description	Amount
GARAA	Terminal Rehab/Expansion Ph1	\$25,000,000

Phase 1 design and construction of the re-habilitation and expansion of the terminal building to support current needs and continuing growth.

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

TITLE:

HIRE DATE:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT**

Information Technology

CAPITAL BUDGET / PERSONNEL REQUEST

FY 2019-2020

JUSTIFICATION SCHEDULE

<u> </u>	Capital Improvement		
<u> </u>	Equipment and Small Capital Outlay	Fund	GARAA
<u> X </u>	Renewal and Replacement	Department Number	60
<u> </u>	Personnel Request		

DESCRIPTION & JUSTIFICATION

Fund	Description	Amount
GARAA	Battery Backup	\$30,000

The Public Safety Building houses Police, Fire, and Airport Communications. This building also serves as the Airports EOC during an emergency. While the building is equipped with a backup generator, the generator is only started in the event of a complete loss of power. Staff consistently experiences power interruptions during inclement weather causing many of their critical systems to reboot and / or become unavailable. It is the recommendation of the IT Department to install a single 15kVA battery backup unit to provide uninterrupted power to the Airports Communication Center, EOC and IT Communication Closet

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

TITLE:

HIRE DATE:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT

Information Technology

CAPITAL BUDGET / PERSONNEL REQUEST

FY 2019-2020

JUSTIFICATION SCHEDULE

<input type="checkbox"/>	Capital Improvement		
<input type="checkbox"/>	Equipment and Small Capital Outlay	Fund	GARAA
<input checked="" type="checkbox"/>	Renewal and Replacement	Department Number	60
<input type="checkbox"/>	Personnel Request		

DESCRIPTION & JUSTIFICATION

Fund	Description	Amount
GARAA	EASE PC Upgrade	\$24,000

The Airports Common Use Network (EASE) consist of 18 client workstations utilized by the Airlines for passenger processing. These workstations are outdated and reaching the end of their useful life. In addition, the computers are currently operating on Microsoft Windows 7 which will no longer be supported on January 14, 2020. It is the recommendation of the IT Department to replace these computers to improve performance and support future releases of the Common Use software.

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

TITLE:

HIRE DATE:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT

Information Technology

CAPITAL BUDGET / PERSONNEL REQUEST

FY 2019-2020

JUSTIFICATION SCHEDULE

_____	Capital Improvement		
_____	Equipment and Small Capital Outlay	Fund	GARAA
<u> X </u>	Renewal and Replacement	Department Number	60
_____	Personnel Request		

DESCRIPTION & JUSTIFICATION

Fund	Description	Amount
GARAA	Campus Structured Cabling	\$30,000

The fiberoptic and copper network cabling across the campus is unstructured, outdated and extremely difficult to manage. This cabling serves a critical role as it provides voice and data connectivity for all staff, tenants and customers. It is the recommendation of the Information Technology Department to continue remediation and expansion of our fiberoptic and copper infrastructure to improve performance, redundancy, response times and scale for future growth.

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

TITLE:

HIRE DATE:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT

Operations

CAPITAL BUDGET / PERSONNEL REQUEST
FY 2019-2020

JUSTIFICATION SCHEDULE

<input type="checkbox"/>	Capital Improvement		
<input type="checkbox"/>	Equipment and Small Capital Outlay	Fund	GARAA
<input checked="" type="checkbox"/>	Renewal and Replacement	Department Number	80
<input type="checkbox"/>	Personnel Request		

DESCRIPTION & JUSTIFICATION

Fund	Description	Amount
GARAA	Tractor Replacement	\$30,000

Airport Maintenance is requesting replacement of the 2005 Ventrac tractor. This piece of equipment has reached its useful life and requires extensive maintenance to keep operational for its year-round use. This tractor is used for summer and winter operations both airside and landside.

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

TITLE:

HIRE DATE:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT

Operations

CAPITAL BUDGET / PERSONNEL REQUEST
FY 2019-2020

JUSTIFICATION SCHEDULE

_____	Capital Improvement		
_____	Equipment and Small Capital Outlay	Fund	GARAA
<u> X </u>	Renewal and Replacement	Department Number	<u> 80 </u>
_____	Personnel Request		

DESCRIPTION & JUSTIFICATION

Fund	Description	Amount
GARAA	Mower Replacement	\$ 55,000

Airport Maintenance is requesting to replace the 1999 Kubota mid-size tractor and rotary cutting deck. This piece of equipment has reached its useful life due to age and the extensive maintenance that is required to keep it operational for its year-round use. The equipment is not only used for landscaping , but also during snow removal operations, both airside and landside.

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

TITLE:

HIRE DATE:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT

Operations

CAPITAL BUDGET / PERSONNEL REQUEST
FY 2019-2020

JUSTIFICATION SCHEDULE

<input type="checkbox"/>	Capital Improvement		
<input type="checkbox"/>	Equipment and Small Capital Outlay	Fund	GARAA
<input checked="" type="checkbox"/>	Renewal and Replacement	Department Number	80
<input type="checkbox"/>	Personnel Request		

DESCRIPTION & JUSTIFICATION

Fund	Description	Amount
GARAA	Trailer Replacement	\$ 6,500

Airport Maintenance is requesting to replace the existing Anderson Trailer with a new Hawke Hydraulic lift trailer. The Anderson Trailer can only haul a few select pieces of equipment. A new trailer will allow for hauling of any airport equipment that does not exceed 14,000 pounds. This piece of equipment is necessary to haul the scissor lift to other areas on the airport as well as other equipment for landscaping needs, airfield painting equipment and supplies, and miscellaneous material that may need to be hauled.

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

TITLE:

HIRE DATE:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT**

Operations

**CAPITAL BUDGET / PERSONNEL REQUEST
FY 2019-2020**

JUSTIFICATION SCHEDULE

<input type="checkbox"/>	Capital Improvement		
<input type="checkbox"/>	Equipment and Small Capital Outlay	Fund	GARAA
<input checked="" type="checkbox"/>	Renewal and Replacement	Department Number	80
<input type="checkbox"/>	Personnel Request		

DESCRIPTION & JUSTIFICATION

Fund	Description	Amount
GARAA	Floor Machine Replacement	\$ 27,000

Custodial Department is requesting to replace the 2008 Tennant Floor Scrubbing Machine. The existing machine has reached its useful life and requires extensive maintenance to keep it running. This machine is used to maintain all flooring, except carpet areas. A new Tennant T600/T600e is requested to replace the existing machine at a cost of \$13,500.

Custodial Department is requesting to replace the 2008 Tennant Carpet Cleaning Machine. The existing machine has reached its useful life and requires extensive maintenance to keep it running. This machine is used to maintain the floor areas that have carpet. A new Tennant 1610 Dual Mode Extractor is requested at a cost of \$13,500.

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

TITLE:

HIRE DATE:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT

Operations

CAPITAL BUDGET / PERSONNEL REQUEST
FY 2019-2020

JUSTIFICATION SCHEDULE

<input type="checkbox"/>	Capital Improvement		
<input type="checkbox"/>	Equipment and Small Capital Outlay	Fund	GARAA
<input checked="" type="checkbox"/>	Renewal and Replacement	Department Number	80
<input type="checkbox"/>	Personnel Request		

DESCRIPTION & JUSTIFICATION

Fund	Description	Amount
GARAA	Concrete/Sidewalk Repair	\$ 25,000

There are several roadway and sidewalk areas around the airport campus in need of repair. Airport Maintenance can replace many of the smaller areas but the larger concrete sections, especially around the terminal, would be requested to be replaced by an outside contractor. Maintenance is requesting \$25,000.00 to complete these necessary repairs.

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

TITLE:

HIRE DATE:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT**

Operations

**CAPITAL BUDGET / PERSONNEL REQUEST
FY 2019-2020**

JUSTIFICATION SCHEDULE

<input type="checkbox"/>	Capital Improvement		
<input type="checkbox"/>	Equipment and Small Capital Outlay	Fund	GARAA
<input checked="" type="checkbox"/>	Renewal and Replacement	Department Number	80
<input type="checkbox"/>	Personnel Request		

DESCRIPTION & JUSTIFICATION

Fund	Description	Amount
GARAA	Vehicle Replacement	\$ 80,048

Department of Public Safety is requesting to replace Unit #6, 2015 Ford Expedition, which is used as the Command Vehicle for Police and Fire Emergency Services. Airport cost is \$44,820.00 less \$21,000.00 trade value for the 2015 Ford Expedition. Total cost would be \$23,820.00.

Airport Administration is requesting to replace Unit #4, 2013 Ford Explorer, to conform with the vehicle replacement policy. This vehicle is used as the Airport Pool Vehicle for all departments. Airport cost is \$31,975.00, less \$10,000.00 trade for the 2013 Ford Explorer. Total cost for this vehicle would be \$21,975.00.

Airport Development is requesting to replace Unit #2, 2007 Ford Expedition, to conform with the vehicle replacement policy. This vehicle is used by the Development Department. Airport cost is \$44,820.00, less \$10,567.00 trade value. Total cost for this vehicle would be \$34,253.00.

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

TITLE:

HIRE DATE:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT

Operations

CAPITAL BUDGET / PERSONNEL REQUEST
FY 2019-2020

JUSTIFICATION SCHEDULE

<input type="checkbox"/>	Capital Improvement		
<input type="checkbox"/>	Equipment and Small Capital Outlay	Fund	GARAA
<input checked="" type="checkbox"/>	Renewal and Replacement	Department Number	80
<input type="checkbox"/>	Personnel Request		

DESCRIPTION & JUSTIFICATION

Fund	Description	Amount
GARAA	Roof Repair	\$ 25,000

Many sections of the terminal roof area needs maintenance, especially around the tower section. Airport Maintenance is requesting \$25,000 for an outside contractor to patch roof areas.

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

TITLE:

HIRE DATE:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT

Public Safety

CAPITAL BUDGET / PERSONNEL REQUEST
FY 2019-2020

JUSTIFICATION SCHEDULE

_____	Capital Improvement		
_____	Equipment and Small Capital Outlay	Fund	GARAA
<u> X </u>	Renewal and Replacement	Department Number	90
_____	Personnel Request		

DESCRIPTION & JUSTIFICATION

Fund	Description	Amount
GARAA	SCBA Cylinder Replacements	\$ 13,760

Phase 2 of 2 to replace end of life SCBA cylinders. Purchase of 16, 4500 psi Scott SCBA bottles at 860.00 each.

NOTE:

TITLE:

HIRE DATE:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ESTIMATED CASH & INVESTMENT BALANCE
As of June 30, 2020

		Amount
Estimated Cash & Investment Balance at June 30, 2019		\$ 38,000,000
Plus: Net Operating & Investment Revenues		2,582,556
Less Other Costs:		
Business Development Costs	(300,000)	
Contingency	(100,000)	
Debt Service	(1,685,074)	(2,085,074)
Plus Non-Operating Revenues:		
Passenger Facility Charges	2,250,000	
Customer Facility Charges	1,600,000	3,850,000
Plus Capital Contributions:		
Federal Grants - AIP Entitlements	1,825,000	
Federal Grants - AIP Discretionary Funds	200,000	
NC DOT Grants	-	2,025,000
Less Capital Costs:		
Capital Improvements	(35,664,537)	
Equipment and Small Capital Outlay Fund	-	
Renewal and Replacements	(346,308)	
Carryover Projects From FY2018	(17,103,096)	(53,113,941)
Estimated Cash & Investment Balance at June 30, 2020		(8,741,459)
Estimated Restricted Cash at June 30, 2020		500,000
<u>Reserves:</u>		
Operations & Maintenance Reserve (6 Months)		5,201,092
Emergency Repair Reserve		650,000
Estimated Unrestricted Undesignated Cash & Investments at June 30, 2020		\$ (15,092,551) *

* Deficit cash balance is a result of projected expenditures for the terminal rehabilitation and expansion in the amount of \$25,000,000. At this time, staff has not confirmed funding sources for this project, but anticipate bond funding as well as federal and state grant funding. Once funding sources are determined, the estimated cash balance at June 30, 2020 will be revised to reflect a positive balance.

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
SUPPLEMENTAL FEES AND CHARGES
FY 2019/2020 ANNUAL BUDGET**

	FY 2018/2019			FY 2019/2020		
	Current Fees			Proposed Fees		
	Cost		Per	Cost		Per
<u>Maintenance</u>						
Scissor Lift	\$	100.00	day	\$	100.00	day
Large ADA Ramp Rental	\$	100.00	use	\$	100.00	use
Air Stair Rental	\$	100.00	use	\$	100.00	use
Volvo Wheel Loader	\$	150.00	use	\$	150.00	use
Fork-lift	\$	100.00	use	\$	100.00	use
Pallet Jack	\$	50.00	use	\$	50.00	use
Tenant Sweeper	\$	125.00	hour	\$	125.00	hour
Service Truck	\$	50.00	hour	\$	50.00	hour
Backhoe	\$	100.00	hour	\$	100.00	hour
Lighted X	\$	200.00	day	\$	200.00	day
Light Tower	\$	150.00	day	\$	150.00	day
Paint Stripper	\$	100.00	hour	\$	100.00	hour
Large Aircraft Removal Dolly	\$	200.00	day	\$	200.00	day
Small Aircraft Removal Dolly	\$	100.00	day	\$	100.00	day
Aircraft Jack	\$	100.00	use	\$	100.00	use
Cores	\$	40.00	each	\$	40.00	each
Keys	\$	12.00	each	\$	12.00	each
Large Dump Truck	\$	200.00	hour	\$	200.00	hour
Small Broom	\$	200.00	hour	\$	200.00	hour
Large Broom	\$	300.00	hour	\$	300.00	hour
Pressure Washer	\$	125.00	hour	\$	125.00	hour
Maintenance Labor Rate (1)	\$	45.00	hour	\$	45.00	hour
Security Escort Rate (1)	\$	45.00	hour	\$	45.00	hour
<u>Department of Public Safety</u>						
ARFF Apparatus for 1500 gal. or greater	\$	250.00	hour	\$	250.00	hour
ARFF Apparatus for less than 1500 gal.	\$	150.00	hour	\$	150.00	hour
Command, Police, and Ops support vehicles	\$	100.00	hour	\$	100.00	hour
Aircraft recover dolly	\$	150.00	day	\$	150.00	day
Maintenance Labor Rate (1)	\$	45.00	hour	\$	45.00	hour
Mutual Aid Agencies collected on their behalf			as incurred			as incurred
Replacement charges for AVL equipment/supplies			as incurred			as incurred
<u>Information Technology (IT) Department</u>						
IT Labor Rate - Non-Network (1)	\$	40.00	hour	\$	60.00	hour
IT Labor Rate - Network Related (1)	\$	60.00	hour	\$	80.00	hour
Cable Television (CATV) Signal Transport Fee	\$	10.00	month	\$ 10.00	month	
Cable Television 150+ Channels (2 & 3)	\$	45.00	month	\$ 45.00	month	
Dark Fiber per strand per 0-1000 ft	\$	20.00	month	\$	20.00	month
Dark Fiber per strand per 0-2000 ft	\$	22.00	month	\$	22.00	month
Dark Fiber per strand per 0-3000 ft	\$	24.00	month	\$	24.00	month
WiFi & SSID (required for WiFi Access) (2)	\$	70.00	month	\$ 70.00	month	
Internet Bandwidth Not Dedicated (2 MB) (2)	\$	50.00	month	\$ 50.00	month	
Internet Bandwidth Not Dedicated (5 MB) (2)	\$	70.00	month	\$ 70.00	month	
Internet Bandwidth Not Dedicated (10 MB) (2)	\$	125.00	month	\$ 125.00	month	
Internet Bandwidth Not Dedicated (15 MB) (2)	\$	170.00	month	\$ 170.00	month	
Internet Bandwidth Not Dedicated (20 MB) (2)	\$	200.00	month	\$ 200.00	month	
Telephone Service - Per Telephone Number	\$	50.00	month	\$	50.00	month
Fax Service - Per Fax Machine/Phone Number	\$	22.13	month	\$	22.13	month
Cisco IP Phone - Model 7911G	\$	5.67	month	\$	5.67	month
Cisco IP Phone - Model 7945G	\$	11.57	month	\$	11.57	month
Cisco 1 Port Analog Line Converter-ATA186	\$	4.86	month	\$	4.86	month
Cisco 2 Port Analog Line Converter-VG202	\$	22.13	month	\$	22.13	month
AirIT Shared Use Network Charge - Per Airline	\$	50.00	month	\$	50.00	month

Notes:

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

Identification Badge Fees and Charges	FY 2018/2019 Current Fees		FY 2019/2020 Proposed Fees	
	Cost	Per	Cost	Per
Initial Badge Issuance				
SIDA Badge	\$ 70.00		\$ 70.00	
Non-SIDA Badge	\$ 37.00		\$ 37.00	
Renewal of Badge				
SIDA Badge	\$ 70.00		\$ 70.00	
Non-SIDA Badge	\$ 37.00		\$ 37.00	
Lost Badge Replacement				
SIDA Badge (4)	\$ 85.00 / \$ 100.00		\$ 85.00 / \$ 100.00	
Non-SIDA Badge (5)	\$ 60.00 / \$ 75.00		\$ 60.00 / \$ 75.00	
Damaged Badge				
SIDA Badge (6)	\$ 37.00 / \$ 45.00		\$ 37.00 / \$ 45.00	
Non-SIDA Badge (6)	\$ 37.00 / \$ 45.00		\$ 37.00 / \$ 45.00	
Security Escort Training	\$ 25.00		\$ 40.00	
Lock-out Service (7)	\$ 25.00		\$ 40.00	

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.
- (6) \$37.00 for a damaged badge, \$45.00 if badge damaged due to negligence.
- (7) \$25.00 Lock-out Service Charge applies after the first 2 free service calls.

Parking

Long term – Surface Lot Daily	\$ 2.00	hour	\$ 2.00	hour
	\$ 9.00	day	\$ 9.00	day
	\$ 54.00	week	\$ 54.00	week
Parking Garage	\$ 2.00	hour	\$ 2.00	hour
	\$ 12.00	day	\$ 12.00	day
	\$ 72.00	week	\$ 72.00	week
Short term Hourly	\$ 1.00	1/2 hour	\$ 1.00	1/2 hour
	\$ 20.00	day	\$ 25.00	day
Employee Parking Rate	\$ 60 / \$50	new/renewal	\$ 60 / \$50	new/renewal
Commuter Parking Rate	\$ 290 / \$275	new/renewal	\$ 290 / \$275	new/renewal
Non-Tenant Aviation Commuter	\$ 900.00	annual	\$ 900.00	annual
Fines	up to \$1,000	day	up to \$1,000	day

Ground Transportation

Charter Bus Company (8)	\$ 4,000.00	annual	\$ 4,000.00	annual
Airport Ground Transportation Permit (9)	\$ 50.00	annual	\$ 50.00	annual
Airport Ground Transportation Pick-up Fee (9)	\$ 2.50	per trip	\$ 2.50	per trip
Transp. Network Company (TNC) Pick-up Fee	\$ 2.50	per trip	\$ 2.50	per trip
Transp. Network Company (TNC) Drop-off Fee	\$ 0.50	per trip	\$ 0.50	per trip
Off-Airport Rental Car Fee	7.50%	of gross revenue	7.50%	of gross revenue

Notes:

- (8) Companies with a vehicle fleet inclusive of a minimum of 5 charter coach vehicles with seating capacity greater than 20 seats.
- (9) All Ground Transportation operators except TNCs and charter bus companies



MEMORANDUM

TO: Members of the Airport Authority
FROM: Lew Bleiweis, A.A.E., Executive Director
DATE: March 8, 2019

ITEM DESCRIPTION – Information Section Item A

January, 2019 Traffic Report – Asheville Regional Airport

SUMMARY

January, 2019 overall passenger traffic numbers were up 36.0% compared to the same period last year. Passenger traffic numbers reflect a 37.0% increase in passenger enplanements from January, 2018. Enplanements for Fiscal Year to Date total 372,781 which is an 19.2% increase over the same period last year.

AIRLINE PERFORMANCE

Allegiant Airlines: Year over Year passenger enplanements for Allegiant in January 2019 were up by 60.6%. There were no flight cancellations for the month.

American Airlines: American's January 2019 passenger enplanements represent a 30.7% increase over the same period last year. There were three (3) flight cancellations for the month.

Delta Airlines: Delta's January 2019 enplanements increased by 7.2% compared to January 2017. There were no flight cancellations for the month.

United Airlines: In January 2019, United Airlines saw a decrease in enplanements by 31.6% over the same period last year. There were no flight cancellations for the month.

Monthly Traffic Report

Asheville Regional Airport

January 2019



Category	Jan 2019	Jan 2018	Percentage Change	*CYTD-2019	*CYTD-2018	Percentage Change	*MOV12-2019	*MOV12-2018	Percentage Change
Passenger Traffic									
Enplaned	45,770	33,414	37.0%	45,770	33,414	37.0%	580,532	485,205	19.6%
Deplaned	<u>42,531</u>	<u>31,517</u>	34.9%	<u>42,531</u>	<u>31,517</u>	34.9%	<u>577,406</u>	<u>486,422</u>	18.7%
Total	88,301	64,931	36.0%	88,301	64,931	36.0%	1,157,938	971,627	19.2%
Aircraft Operations									
Airlines	737	594	24.1%	737	594	24.1%	9,373	7,903	18.6%
Commuter/ Air Taxi	<u>582</u>	<u>517</u>	12.6%	582	517	12.6%	10,205	10,992	-7.2%
Subtotal	<u>1,319</u>	<u>1,111</u>	18.7%	<u>1,319</u>	<u>1,111</u>	18.7%	<u>19,578</u>	<u>18,895</u>	3.6%
General Aviation	2,940	2,578	14.0%	2,940	2,578	14.0%	39,093	42,974	-9.0%
Military	<u>178</u>	<u>194</u>	-8.2%	<u>178</u>	<u>194</u>	-8.2%	<u>3,181</u>	<u>4,580</u>	-30.5%
Subtotal	<u>3,118</u>	<u>2,772</u>	12.5%	<u>3,118</u>	<u>2,772</u>	12.5%	<u>42,274</u>	<u>47,554</u>	-11.1%
Total	4,437	3,883	14.3%	4,437	3,883	14.3%	61,852	66,449	-6.9%
Fuel Gallons									
100LL	8,548	8,702	-1.8%	8,548	8,702	-1.8%	163,293	163,522	-0.1%
Jet A (GA)	37,277	67,162	-44.5%	37,277	67,162	-44.5%	1,428,062	1,435,200	-0.5%
Subtotal	<u>45,825</u>	<u>75,864</u>	-39.6%	<u>45,825</u>	<u>75,864</u>	-39.6%	<u>1,591,355</u>	<u>1,598,722</u>	-0.5%
Jet A (A/L)	<u>385,202</u>	<u>288,721</u>	33.4%	<u>385,202</u>	<u>288,721</u>	33.4%	<u>4,454,430</u>	<u>3,674,179</u>	21.2%
Total	431,027	364,585	18.2%	431,027	364,585	18.2%	6,045,785	5,272,901	14.7%

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

Friday, March 1, 2019

Airline Enplanements, Seats, and Load Factors

Asheville Regional Airport

January 2019



	Jan 2019	Jan 2018	Percentage Change	*CYTD-2019	*CYTD-2018	Percentage Change
Allegiant Air						
Enplanements	17,894	11,141	60.6%	17,894	11,141	60.6%
Seats	24,570	14,514	69.3%	24,570	14,514	69.3%
Load Factor	72.8%	76.8%	-5.1%	72.8%	76.8%	-5.1%
American Airlines						
Enplanements	10,194	7,800	30.7%	10,194	7,800	30.7%
Seats	12,422	10,074	23.3%	12,422	10,074	23.3%
Load Factor	82.1%	77.4%	6.0%	82.1%	77.4%	6.0%
Delta Air Lines						
Enplanements	10,404	9,707	7.2%	10,404	9,707	7.2%
Seats	12,057	11,326	6.5%	12,057	11,326	6.5%
Load Factor	86.3%	85.7%	0.7%	86.3%	85.7%	0.7%
Spirit Airlines						
Enplanements	4,020	0	#Div/0!	4,020	0	#Div/0!
Seats	6,916	0	#Div/0!	6,916	0	#Div/0!
Load Factor	58.1%	#Num!	#Type!	58.1%	#Num!	#Type!
United Airlines						
Enplanements	3,258	4,766	-31.6%	3,258	4,766	-31.6%
Seats	4,300	6,658	-35.4%	4,300	6,658	-35.4%
Load Factor	75.8%	71.6%	5.8%	75.8%	71.6%	5.8%
Totals						
Enplanements	45,770	33,414	37.0%	45,770	33,414	37.0%
Seats	60,265	42,572	41.6%	60,265	42,572	41.6%
Load Factor	75.9%	78.5%	-3.2%	75.9%	78.5%	-3.2%

Friday, March 1, 2019

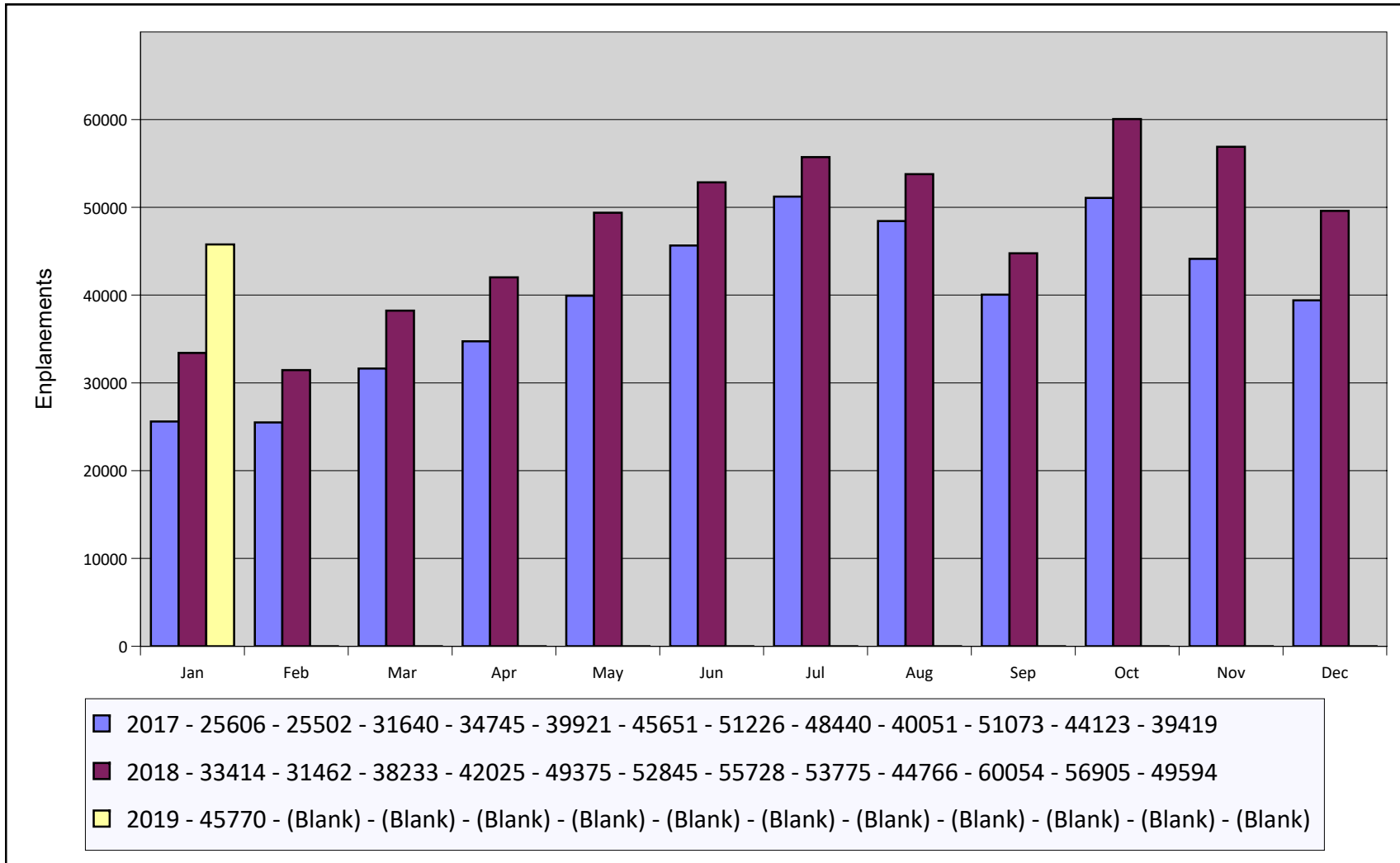
*CTYD = Calendar Year to Date and *Mov12 = Moving Twelve Months.

Airline Flight Completions Asheville Regional Airport January 2019

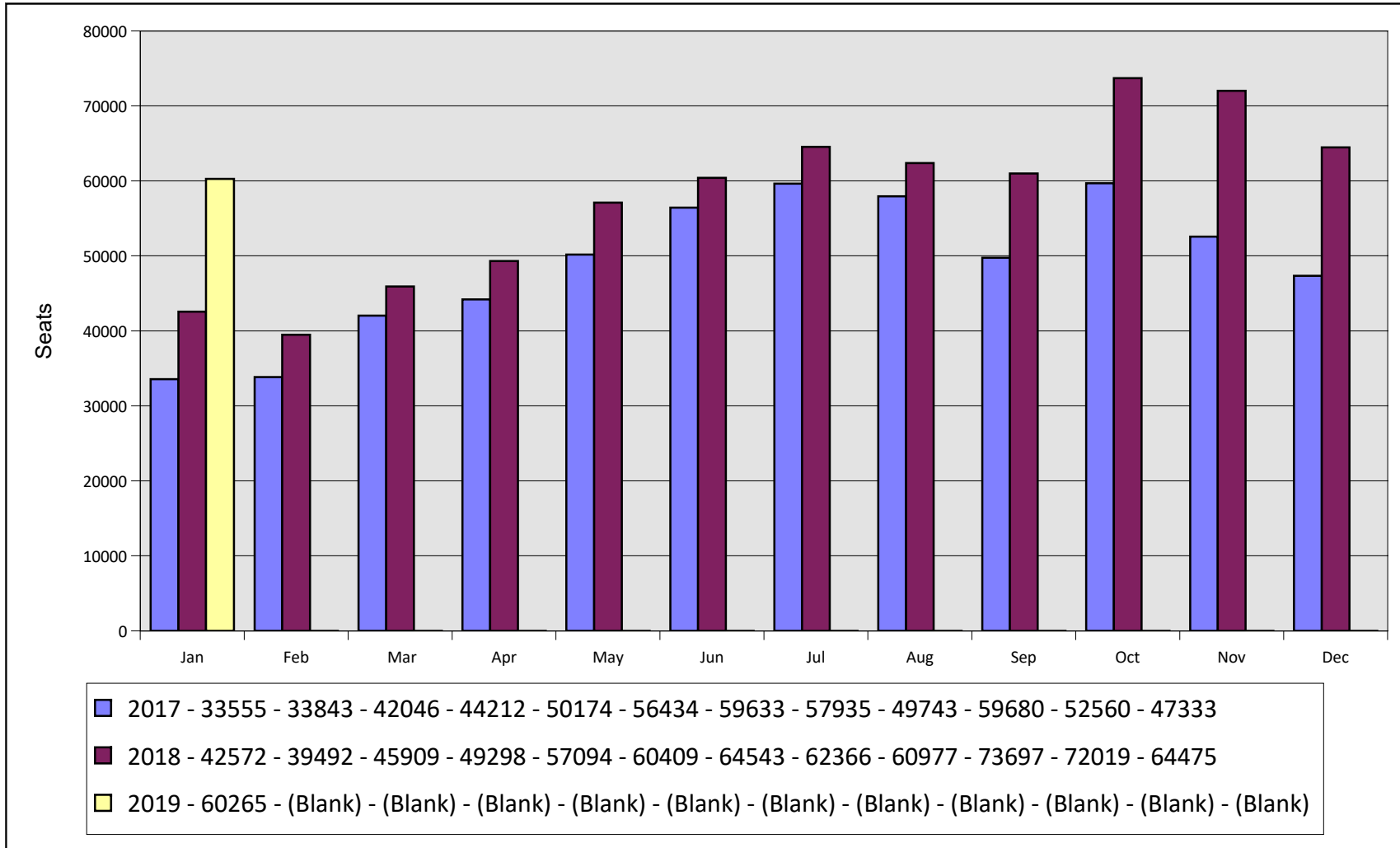


Airline	Scheduled Flights	Field	Cancellations Due To			Total Cancellations	Percentage of Completed Flights
			Mechanical	Weather	Other		
Allegiant Air	139	0	0	0	0	0	100.0%
American Airlines	184	0	0	3	0	3	98.4%
Delta Air Lines	194	0	0	0	0	0	100.0%
Spirit Airlines	38	0	0	0	0	0	100.0%
United Airlines	83	0	0	0	0	0	100.0%
Total	638	0	0	3	0	3	99.5%

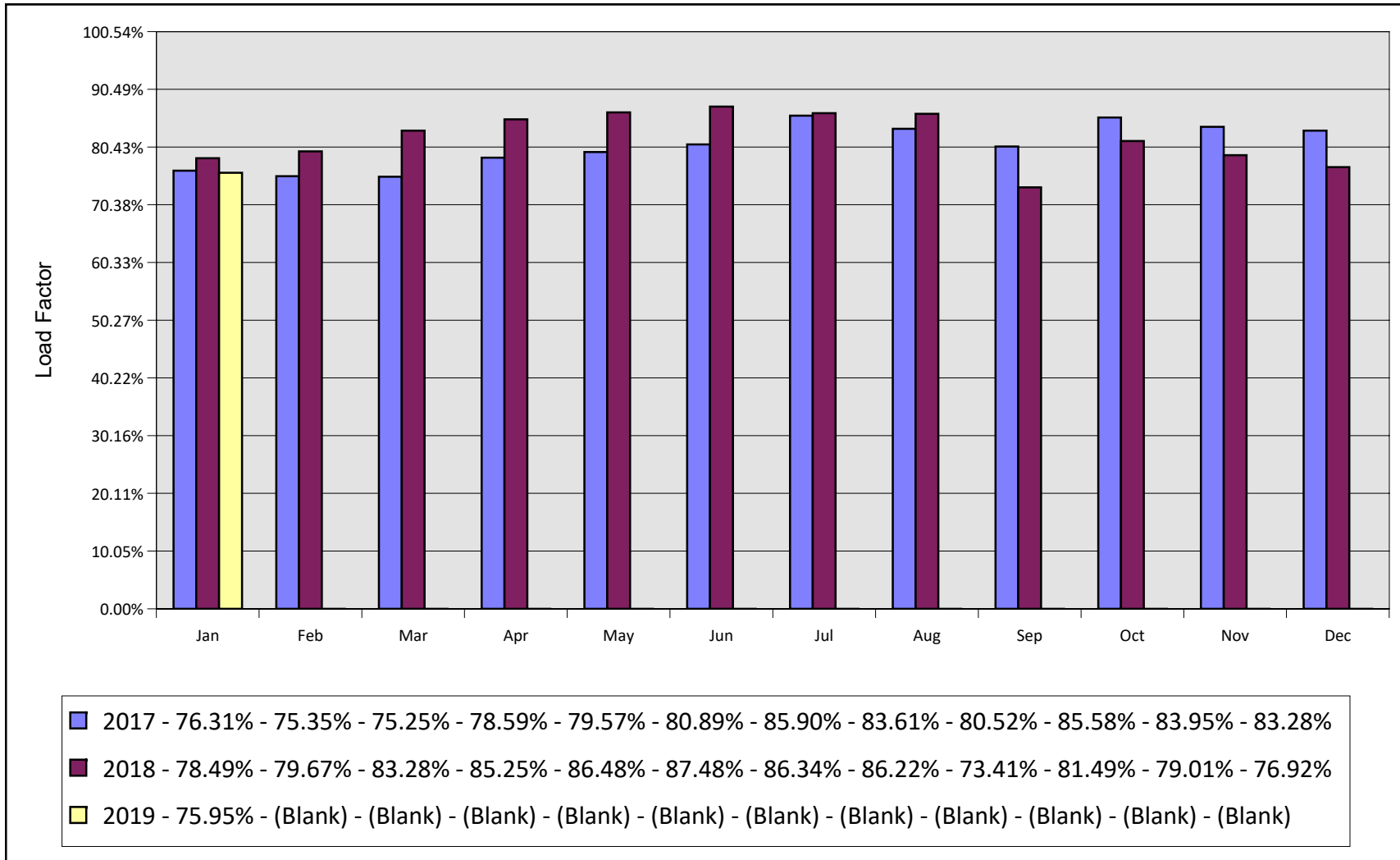
Monthly Enplanements By Year Asheville Regional Airport



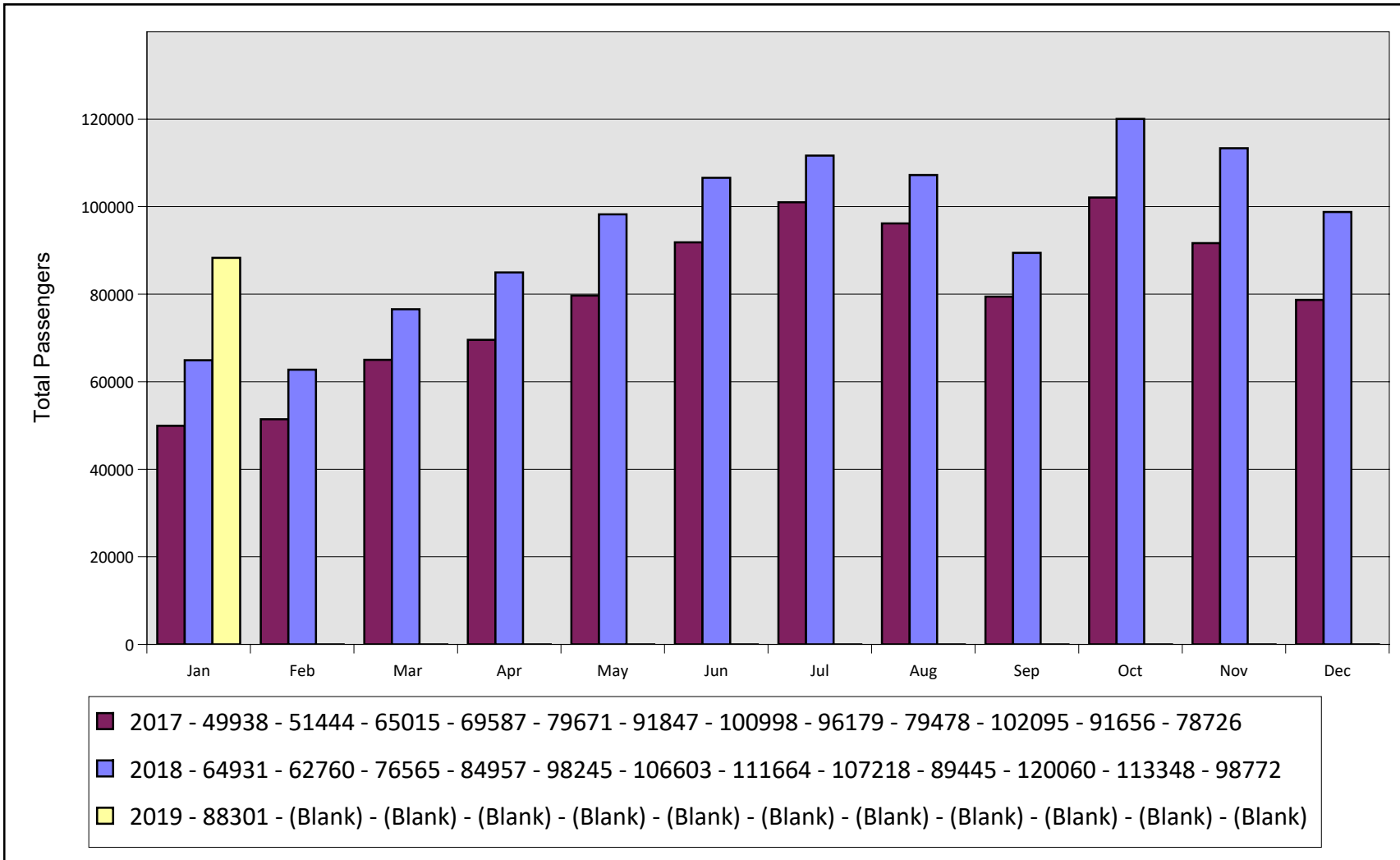
Monthly Seats By Year Asheville Regional Airport



Monthly Load Factors By Year Asheville Regional Airport

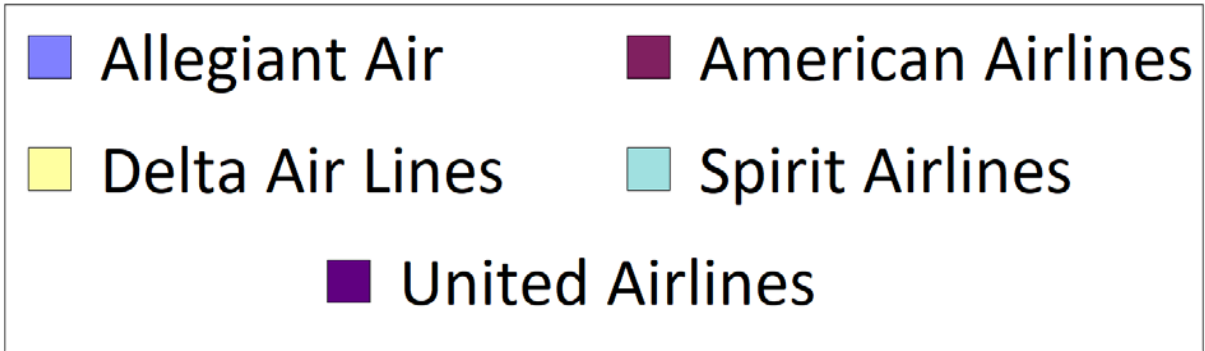
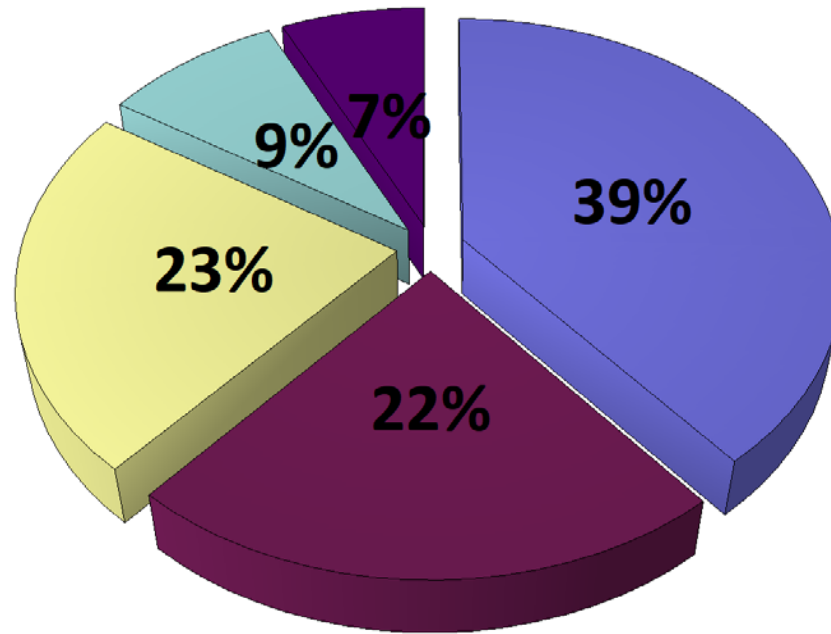


Total Monthly Passengers By Year Asheville Regional Airport



Airline Market Share Analysis (Enplanements) Asheville Regional Airport

Report Period From January 2019 Through January 2019



April 2019 vs. April 2018

Travel Period			Apr-19		Apr-18		Diff		Percent Diff	
Mkt AI	Orig	Dest	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats
7Q	AVL	VRB	0	0	2	94	(2)	(94)	(100.0%)	(100.0%)
7Q	VRB	AVL	0	0	2	94	(2)	(94)	(100.0%)	(100.0%)
AA	AVL	CLT	49	3,339	42	2,553	7	786	16.7%	30.8%
AA	AVL	CLT	49	3,339	42	2,553	7	786	16.7%	30.8%
DL	ATL	AVL	47	3,368	47	3,351	0	17	0.0%	0.50%
DL	AVL	ATL	47	3,394	47	3,351	0	43	0.0%	1.3%
G4	AVL	BWI	2	354	2	354	0	0	0.0%	0.0%
G4	BWI	AVL	2	354	2	354	0	0	0.0%	0.0%
G4	AVL	DEN	2	354	0	0	2	354	-	-
G4	DEN	AVL	2	354	0	0	2	354	-	-
G4	AVL	EWR	5	885	2	354	3	531	150.0%	150.0%
G4	EWR	AVL	5	885	2	354	3	531	150.0%	150.0%
G4	AVL	FLL	16	2,832	6	1,062	10	1,770	166.7%	166.7%
G4	FLL	AVL	16	2,832	6	1,062	10	1,770	166.7%	166.7%
G4	AVL	PGD	4	708	3	531	1	177	33.3%	33.3%
G4	PGD	AVL	4	708	3	531	1	177	33.3%	33.3%
G4	AVL	PIE	7	1,239	4	708	3	531	75.0%	75.0%
G4	PIE	AVL	7	1,239	4	708	3	531	75.0%	75.0%
G4	AVL	SFB	9	1,509	4	708	5	801	125.0%	113.1%
G4	SFB	AVL	9	1,509	4	708	5	801	125.0%	113.1%
G4	AVL	SRQ	2	354	0	0	2	354	-	-
G4	SRQ	AVL	2	354	0	0	2	354	-	-
NK	AVL	FLL	4	728	0	0	4	728	-	-
NK	FLL	AVL	4	728	0	0	4	728	-	-
NK	AVL	MCO	4	728	0	0	4	728	-	-
NK	MCO	AVL	4	728	0	0	4	728	-	-
NK	AVL	TPA	3	546	0	0	3	546	-	-
NK	TPA	AVL	3	546	0	0	3	546	-	-
UA	AVL	EWR	0	0	8	780	(8)	(780)	(100.0%)	(100.0%)
UA	EWR	AVL	0	0	8	780	(8)	(780)	(100.0%)	(100.0%)
UA	AVL	IAD	14	700	0	0	14	700	-	-
UA	IAD	AVL	14	700	0	0	14	700	-	-
UA	AVL	ORD	21	1,050	21	1,050	0	0	0.0%	0.0%
UA	ORD	AVL	21	1,050	21	1,050	0	0	0.0%	0.0%
Total			378	37,414	282	23,090	96	14,324	34.0%	62.0%

May 2019 vs. May 2018

Travel Period			May-19		May-18		Diff		Percent Diff	
Mkt AI	Orig	Dest	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats
7Q	AVL	VRB	0	0	2	94	(2)	(94)	(100.0%)	(100.0%)
7Q	VRB	AVL	0	0	2	94	(2)	(94)	(100.0%)	(100.0%)
AA	AVL	CLT	49	3,155	42	2,932	7	223	16.7%	7.6%
AA	CLT	AVL	49	3,155	42	2,932	7	223	16.7%	7.6%
AA	AVL	DFW	7	532	0	0	7	532	-	-
AA	DFW	AVL	7	532	0	0	7	532	-	-
AA	AVL	LGA	2	152	0	0	2	152	-	-
AA	LGA	AVL	2	152	0	0	2	152	-	-
AA	AVL	PHL	7	350	0	0	7	350	-	-
AA	PHL	AVL	7	350	0	0	7	350	-	-
DL	ATL	AVL	47	3,858	47	3,676	0	182	0.0%	5.0%
DL	AVL	ATL	47	3,866	47	3,676	0	190	0.0%	5.2%
G4	AVL	BWI	2	354	1	177	1	177	100.0%	100.0%
G4	BWI	AVL	2	354	1	177	1	177	100.0%	100.0%
G4	AVL	DEN	2	354	2	354	0	0	0.0%	0.0%
G4	DEN	AVL	2	354	2	354	0	0	0.0%	0.0%
G4	AVL	EWR	5	885	3	531	2	354	66.7%	66.7%
G4	EWR	AVL	5	885	3	531	2	354	66.7%	66.7%
G4	AVL	FLL	17	3,009	6	1,062	11	1,947	183.3%	183.3%
G4	FLL	AVL	17	3,009	6	1,062	11	1,947	183.3%	183.3%
G4	AVL	PGD	3	531	3	531	0	0	0.0%	0.0%
G4	PGD	AVL	3	531	3	531	0	0	0.0%	0.0%
G4	AVL	PIE	8	1,395	5	885	3	510	60.0%	57.6%
G4	PIE	AVL	8	1,395	5	885	3	510	60.0%	57.6%
G4	AVL	SFB	7	1,218	4	697	3	521	75.0%	74.7%
G4	SFB	AVL	7	1,218	4	697	3	521	75.0%	74.7%
G4	AVL	SRQ	2	354	0	0	2	354	-	-
G4	SRQ	AVL	2	354	0	0	2	354	-	-
NK	AVL	FLL	4	580	0	0	4	580	-	-
NK	FLL	AVL	4	580	0	0	4	580	-	-
NK	AVL	MCO	4	580	0	0	4	580	-	-
NK	MCO	AVL	4	580	0	0	4	580	-	-
NK	AVL	TPA	3	435	0	0	3	435	-	-
NK	TPA	AVL	3	435	0	0	3	435	-	-
UA	AVL	EWR	8	400	7	806	1	(406)	14.3%	(50.4%)
UA	EWR	AVL	8	400	7	806	1	(406)	14.3%	(50.4%)
UA	AVL	IAD	14	700	0	0	14	700	-	-
UA	IAD	AVL	14	700	0	0	14	700	-	-
UA	AVL	ORD	21	1,050	21	1,050	0	0	0.0%	0.0%
UA	ORD	AVL	21	1,050	21	1,050	0	0	0.0%	0.0%
Total			424	39,792	286	25,590	138	14,202	48.3%	55.5%

June 2019 vs. June 2018

Mkt AI	Travel Period		Jun 2019		Jun 2018		Diff		Percent Diff	
	Orig	Dest	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats
7Q	AVL	VRB	0	0	2	94	(2)	(94)	(100.0%)	(100.0%)
7Q	VRB	AVL	0	0	2	94	(2)	(94)	(100.0%)	(100.0%)
AA	AVL	CLT	49	3,155	48	2,933	1	222	2.1%	7.6%
AA	CLT	AVL	49	3,155	48	2,933	1	222	2.1%	7.6%
AA	AVL	DFW	7	532	1	65	6	467	600.0%	718.5%
AA	DFW	AVL	7	532	1	65	6	467	600.0%	718.5%
AA	AVL	LGA	2	152	0	0	2	152		
AA	LGA	AVL	2	152	0	0	2	152		
AA	AVL	PHL	7	350	0	0	7	350		
AA	PHL	AVL	7	350	0	0	7	350		
DL	ATL	AVL	54	3,584	54	3,503	0	81	0.0%	2.3%
DL	AVL	ATL	54	3,584	54	3,503	0	81	0.0%	2.3%
DL	AVL	LGA	1	50	1	50	0	0	0.0%	0.0%
DL	LGA	AVL	1	50	1	50	0	0	0.0%	0.0%
G4	AVL	BWI	2	354	2	354	0	0	0.0%	0.0%
G4	BWI	AVL	2	354	2	354	0	0	0.0%	0.0%
G4	AVL	DEN	3	531	2	354	1	177	50.0%	50.0%
G4	DEN	AVL	3	531	2	354	1	177	50.0%	50.0%
G4	AVL	EWR	5	885	4	708	1	177	25.0%	25.0%
G4	EWR	AVL	5	885	4	708	1	177	25.0%	25.0%
G4	AVL	FLL	16	2,832	9	1,593	7	1,239	77.8%	77.8%
G4	FLL	AVL	16	2,832	9	1,593	7	1,239	77.8%	77.8%
G4	AVL	PGD	4	708	3	531	1	177	33.3%	33.3%
G4	PGD	AVL	4	708	3	531	1	177	33.3%	33.3%
G4	AVL	PIE	11	1,905	7	1,218	4	687	57.1%	56.4%
G4	PIE	AVL	11	1,905	7	1,218	4	687	57.1%	56.4%
G4	AVL	SFB	9	1,488	5	885	4	603	80.0%	68.1%
G4	SFB	AVL	9	1,488	5	885	4	603	80.0%	68.1%
G4	AVL	SRQ	2	354	0	0	2	354		
G4	SRQ	AVL	2	354	0	0	2	354		
NK	AVL	FLL	4	580	0	0	4	580		
NK	FLL	AVL	4	580	0	0	4	580		
NK	AVL	MCO	4	580	0	0	4	580		
NK	MCO	AVL	4	580	0	0	4	580		
NK	AVL	TPA	3	435	0	0	3	435		
NK	TPA	AVL	3	435	0	0	3	435		
UA	AVL	EWR	7	350	8	1,000	(1)	(650)	(12.5%)	(65.0%)
UA	EWR	AVL	7	350	8	1,000	(1)	(650)	(12.5%)	(65.0%)
UA	AVL	IAD	16	800	0	0	16	800		
UA	IAD	AVL	16	800	0	0	16	800		
UA	AVL	ORD	28	1,400	28	1,400	0	0	0.0%	0.0%
UA	ORD	AVL	28	1,400	28	1,400	0	0	0.0%	0.0%
Total			468	42,050	348	29,376	120	12,674	34.5%	43.1%



MEMORANDUM

TO: Members of the Airport Authority

FROM: Janet Burnette, Director of Finance & Accounting

DATE: March 8, 2019

ITEM DESCRIPTION – Information Section Item B

Greater Asheville Regional Airport – Explanation of Extraordinary Variances
Month of January 2019

SUMMARY

Operating Revenues for the month of January were \$1,144,401. Operating Expenses for the month were \$666,544. As a result, Net Operating Revenues before Depreciation were \$477,857. Net Non-Operating Revenues were \$325,973.

Year-to-date Operating Revenues were \$8,099,836, 73.8% of annual budget. Year-to-date Operating Expenses were \$4,550,278, 45.3% of annual budget. Both percentages represent positive results as we have now completed 58% of the fiscal year. Year-to-date Net Operating Revenues before Depreciation were \$3,549,557. Net Non-Operating Revenues for the year were \$1,877,795, 66.4% of annual budget.

STATEMENT OF NET ASSETS

Significant variations to prior month were:

Cash and Cash Equivalents – Cash and Cash Equivalents decreased by \$787k mainly due to Airfield Redevelopment project.

Accounts Receivable - Accounts Receivable decreased by \$513k mainly due to payment of Travelers invoices.



Grants Receivable – Grants Receivable increased by \$1,350 due to the Airfield Redevelopment project.

Construction in Progress – Construction in Progress increased by \$1,764k due to Airfield Redevelopment project.

Property and Equipment, Net – Property and Equipment, Net decreased by \$387k due to depreciation.

**ASHEVILLE REGIONAL AIRPORT
INVESTMENT AND INTEREST INCOME SUMMARY
As of January 31, 2019**

<u>Institution:</u>	<u>Interest Rate</u>	<u>Investment Amount</u>	<u>Monthly Interest</u>
Bank of America - Operating Account	0.60%	\$ 13,923,455	10,084
First Citizens - Money Market Account	0.35%	403,819	80
NC Capital Management Trust - Cash Portfolio		17,698	34
NC Capital Management Trust - Term Portfolio		9,226,216	19,503
Petty Cash		200	
 <u>Restricted Cash:</u>			
BNY Mellon		764,275	
Bank of America - PFC Revenue Account	0.60%	869,880	569
NC Capital Management Trust - Term Port - PFC		10,069,906	21,287
Total		<u>\$ 35,275,449</u>	<u>\$ 51,557</u>

Investment Diversification:

Banks	45%
NC Capital Management Trust	55%
Commercial Paper	0%
Federal Agencies	0%
US Treasuries	0%
	<u>100%</u>

**ASHEVILLE REGIONAL AIRPORT
STATEMENT OF CHANGES IN FINANCIAL POSITION
For the Month Ended January 31, 2019**

	Current Month	Prior Period
Cash and Investments Beginning of Period	\$ 36,062,924	\$ 35,261,533
Net Income/(Loss) Before Capital Contributions	416,535	284,651
Depreciation	387,295	387,295
Decrease/(Increase) in Receivables	(844,962)	86,096
Increase/(Decrease) in Payables	(350,988)	166,586
Decrease/(Increase) in Prepaid Expenses	18,883	18,883
Decrease/(Increase) in Fixed Assets	(1,764,402)	(149,978)
Principal Payments of Bond Maturities	-	-
Capital Contributions	1,350,164	7,858
System Conversion (Prior Period) Adjustment	-	-
Increase(Decrease) in Cash	(787,475)	801,391
Cash and Investments End of Period	\$ 35,275,449	\$ 36,062,924

**ASHEVILLE REGIONAL AIRPORT
STATEMENT OF FINANCIAL POSITION
As of January 31, 2019**

	<u>Current Month</u>	<u>Last Month</u>
<u>ASSETS</u>		
Current Assets:		
Unrestricted Net Assets:		
Cash and Cash Equivalents	\$23,571,388	\$24,501,568
Investments	0	0
Accounts Receivable	678,625	1,192,058
Passenger Facility Charges Receivable	375,000	375,000
Refundable Sales Tax Receivable	83,196	74,966
Grants Receivable	2,610,555	1,260,391
Prepaid Expenses	94,564	113,446
Total Unrestricted Assets	<u>27,413,328</u>	<u>27,517,429</u>
Restricted Assets:		
Cash and Cash Equivalents	11,704,061	11,561,356
Total Restricted Assets	<u>11,704,061</u>	<u>11,561,356</u>
Total Current Assets	<u>39,117,389</u>	<u>39,078,785</u>
Noncurrent Assets:		
Construction in Progress	79,757,935	77,993,533
Net Pension Asset - LGERS	(760,162)	(760,162)
Benefit Payment - OPEB	25,682	25,682
Contributions in Current Year	617,323	617,323
Property and Equipment - Net	50,997,764	51,385,059
Total Noncurrent Assets	<u>130,638,542</u>	<u>129,261,435</u>
	<u>\$169,755,931</u>	<u>\$168,340,220</u>
<u>LIABILITIES AND NET ASSETS</u>		
Current Liabilities:		
Payable from Unrestricted Assets:		
Accounts Payable & Accrued Liabilities	\$171,425	\$360,681
Customer Deposits	10,660	10,510
Unearned Revenue	642,930	614,730
Construction Contracts Payable	0	0
Construction Contract Retainages	1,933,007	1,933,007
Revenue Bond Payable - Current	1,245,000	1,245,000
Interest Payable	38,017	228,098
Total Payable from Unrestricted Assets	<u>4,041,039</u>	<u>4,392,026</u>
Total Current Liabilities	<u>4,041,039</u>	<u>4,392,026</u>
Noncurrent Liabilities:		
Pension Deferrals - OPED	56,737	56,737
Other Postemployment Benefits	1,248,463	1,248,463
Compensated Absences	359,211	359,211
Net Pension Obligation-LEO Special Separation Allowance	474,558	474,558
Revenue Bond Payable - Noncurrent	17,585,000	17,585,000
Total Noncurrent Liabilities	<u>19,723,969</u>	<u>19,723,969</u>
Total Liabilities	<u>23,765,008</u>	<u>24,115,995</u>
Net Assets:		
Invested in Capital Assets	111,925,699	110,548,592
Restricted	11,704,061	11,561,356
Unrestricted	22,361,163	22,114,277
Total Net Assets	<u>145,990,923</u>	<u>144,224,225</u>
	<u>\$169,755,931</u>	<u>\$168,340,220</u>



Income Statement

Through 01/31/19
Summary Listing

Classification	Annual Budget Amount	MTD Actual Amount	YTD Actual Amount	Budget Less YTD Actual	% of Budget	Prior Year Total Actual
Fund Category Governmental Funds						
Fund Type General Fund						
Fund 10 - General Fund						
<i>Operating revenues</i>						
Terminal space rentals - non airline	247,909.00	20,785.13	143,838.53	104,070.47	58	.00
Terminal space rentals - airline	2,067,331.00	167,936.56	1,329,866.90	737,464.10	64	.00
Landing fees	904,038.00	91,133.29	638,421.99	265,616.01	71	.00
Concessions	490,780.00	25,637.34	349,352.50	141,427.50	71	.00
Auto parking	3,600,000.00	462,207.13	3,161,228.18	438,771.82	88	.00
Rental car - car rentals	1,530,000.00	133,392.33	1,162,024.25	367,975.75	76	.00
Rental car - facility rent	647,012.00	53,302.86	385,976.59	261,035.41	60	.00
Commerce ground transportation	94,500.00	55,959.66	174,149.19	(79,649.19)	184	.00
FBO's	1,038,185.00	105,570.11	633,633.22	404,551.78	61	.00
Building leases	73,197.00	6,403.96	39,567.26	33,629.74	54	.00
Land leases	59,961.00	4,272.77	31,803.25	28,157.75	53	.00
Other leases and fees	221,800.00	17,799.40	49,973.79	171,826.21	23	.00
<i>Operating revenues Totals</i>	\$10,974,713.00	\$1,144,400.54	\$8,099,835.65	\$2,874,877.35	74%	\$0.00
<i>Non-operating revenue and expense</i>						
Customer facility charges	1,400,000.00	105,251.25	1,033,052.25	366,947.75	74	.00
Passenger facility charges	1,850,000.00	207,181.42	1,501,329.70	348,670.30	81	.00
Interest revenue	35,000.00	51,556.91	256,930.98	(221,930.98)	734	.00
Interest expense	(456,197.00)	(38,016.42)	(266,114.94)	(190,082.06)	58	.00
Reimbursable cost expenses	.00	.00	(649,919.93)	649,919.93	+++	.00
Gain or loss on disposal of assets	.00	.00	45.00	(45.00)	+++	.00
P-card rebate	.00	.00	2,472.15	(2,472.15)	+++	.00
<i>Non-operating revenue and expense Totals</i>	\$2,828,803.00	\$325,973.16	\$1,877,795.21	\$951,007.79	66%	\$0.00
Capital contributions	.00	1,350,164.26	4,221,667.86	(4,221,667.86)	+++	.00
<i>Operating expenses</i>						
Personnel services	5,882,132.00	386,076.31	2,710,343.63	3,171,788.37	46	.00
Professional services	387,450.00	9,408.84	115,648.11	271,801.89	30	.00
Other contractual services	826,723.00	60,579.66	438,025.23	388,697.77	53	.00
Travel and training	201,075.00	9,332.61	95,938.57	105,136.43	48	.00
Communications	62,850.00	3,531.19	34,811.72	28,038.28	55	.00
Utility services	525,467.00	37,955.31	269,554.92	255,912.08	51	.00
Rentals and leases	13,600.00	1,037.36	7,915.54	5,684.46	58	.00
Insurance	234,000.00	19,608.56	165,398.12	68,601.88	71	.00
Advertising, printing and binding	8,050.00	1,074.56	5,047.19	3,002.81	63	.00
Promotional activities	317,390.00	25,972.10	143,881.61	173,508.39	45	.00
Other current charges and obligations	54,000.00	4,608.56	39,118.68	14,881.32	72	.00
Operating supplies	487,425.00	80,122.12	241,046.20	246,378.80	49	.00

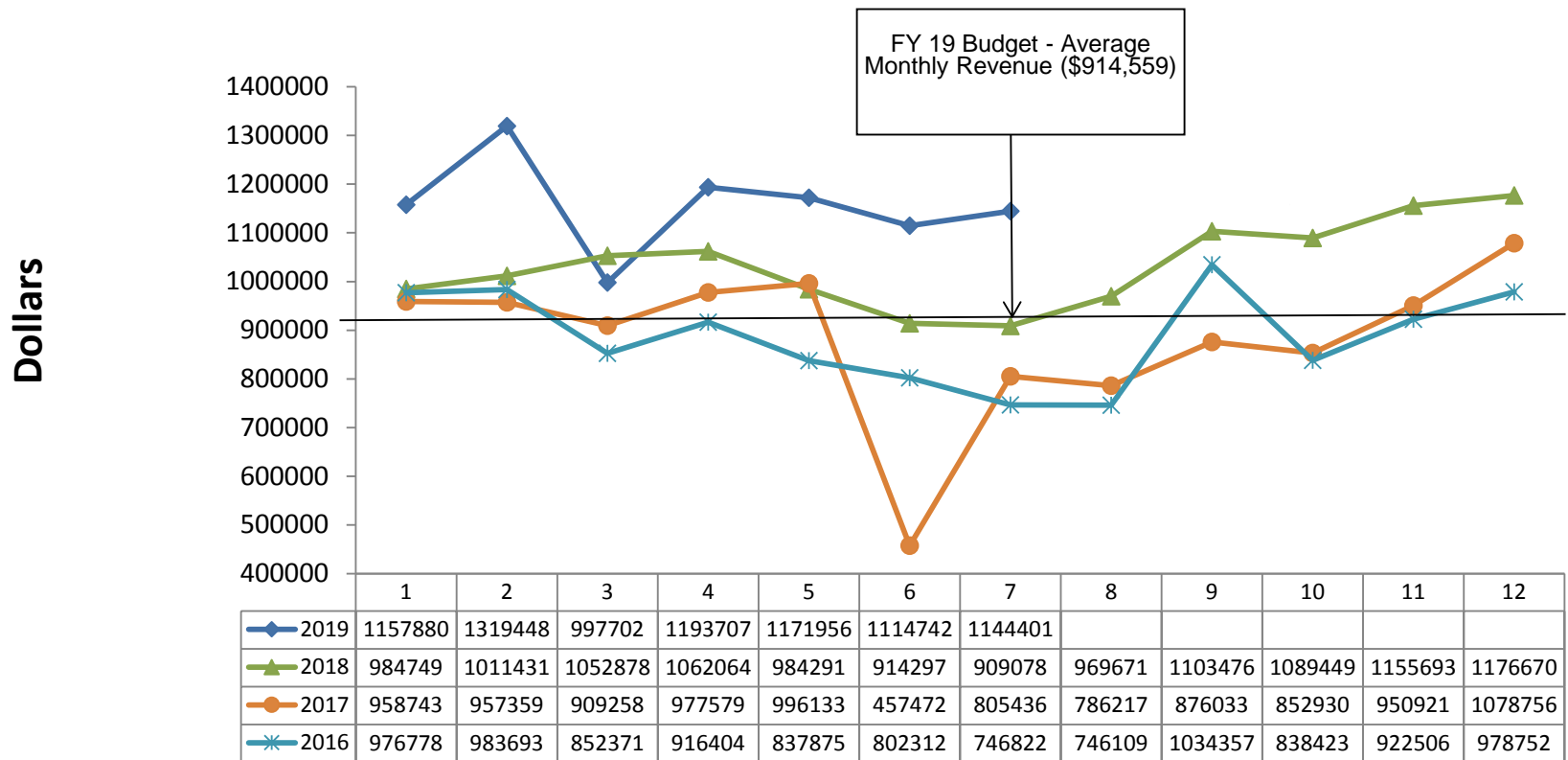


Income Statement

Through 01/31/19
Summary Listing

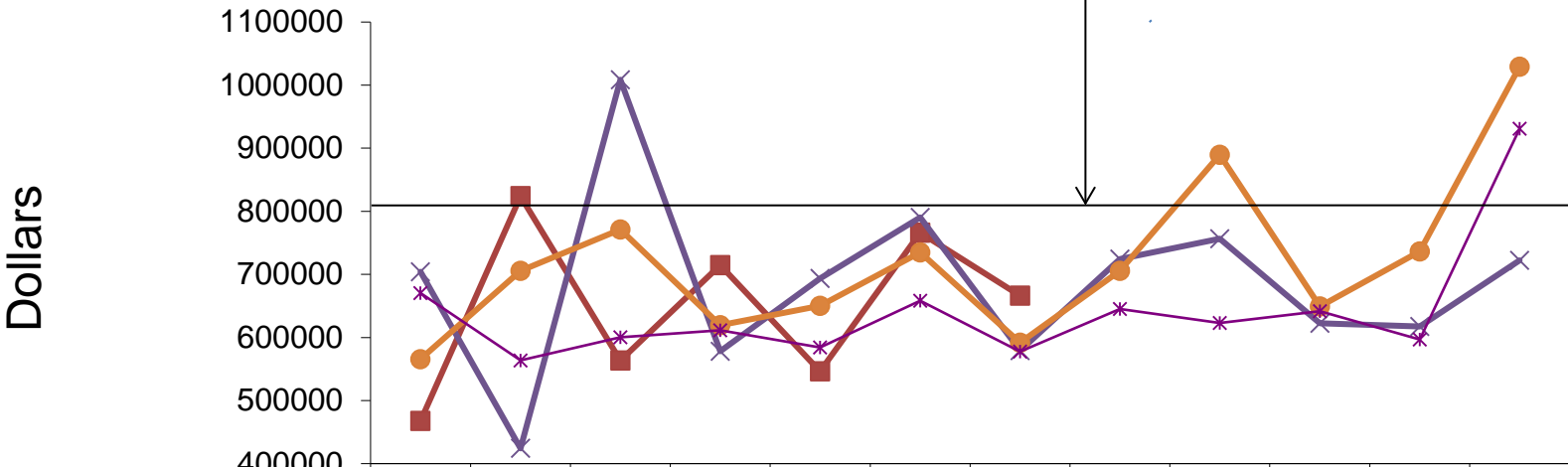
Classification	Annual Budget Amount	MTD Actual Amount	YTD Actual Amount	Budget Less YTD Actual	% of Budget	Prior Year Total Actual
Fund Category Governmental Funds						
Fund Type General Fund						
Fund 10 - General Fund						
<i>Operating expenses</i>						
Publications, subscriptions, memberships, etc.	54,330.00	3,066.10	39,514.88	14,815.12	73	.00
Repairs and maintenance	181,700.00	12,702.91	113,005.93	68,694.07	62	.00
Small equipment	80,500.00	7,648.43	48,227.37	32,272.63	60	.00
Contingency	80,000.00	.00	.00	80,000.00	0	.00
Emergency repairs	50,000.00	.00	68,633.92	(18,633.92)	137	.00
Business development	600,000.00	3,819.00	14,166.50	585,833.50	2	.00
<i>Operating expenses Totals</i>	\$10,046,692.00	\$666,543.62	\$4,550,278.12	\$5,496,413.88	45%	\$0.00
<i>Depreciation</i>						
Depreciation	.00	387,295.00	2,711,065.00	(2,711,065.00)	+++	.00
<i>Depreciation Totals</i>	\$0.00	\$387,295.00	\$2,711,065.00	(\$2,711,065.00)	+++	\$0.00
Fund 10 - General Fund Totals						
REVENUE TOTALS	13,803,516.00	2,820,537.96	14,199,298.72	(395,782.72)	103%	.00
EXPENSE TOTALS	10,046,692.00	1,053,838.62	7,261,343.12	2,785,348.88	72%	.00
Fund 10 - General Fund Net Gain (Loss)	\$3,756,824.00	\$1,766,699.34	\$6,937,955.60	\$3,181,131.60	185%	\$0.00
Fund Type General Fund Totals						
REVENUE TOTALS	13,803,516.00	2,820,537.96	14,199,298.72	(395,782.72)	103%	.00
EXPENSE TOTALS	10,046,692.00	1,053,838.62	7,261,343.12	2,785,348.88	72%	.00
Fund Type General Fund Net Gain (Loss)	\$3,756,824.00	\$1,766,699.34	\$6,937,955.60	\$3,181,131.60	185%	\$0.00
Fund Category Governmental Funds Totals						
REVENUE TOTALS	13,803,516.00	2,820,537.96	14,199,298.72	(395,782.72)	103%	.00
EXPENSE TOTALS	10,046,692.00	1,053,838.62	7,261,343.12	2,785,348.88	72%	.00
Fund Category Governmental Funds Net Gain (Loss)	\$3,756,824.00	\$1,766,699.34	\$6,937,955.60	\$3,181,131.60	185%	\$0.00
Grand Totals						
REVENUE TOTALS	13,803,516.00	2,820,537.96	14,199,298.72	(395,782.72)	103%	.00
EXPENSE TOTALS	10,046,692.00	1,053,838.62	7,261,343.12	2,785,348.88	72%	.00
Grand Total Net Gain (Loss)	\$3,756,824.00	\$1,766,699.34	\$6,937,955.60	\$3,181,131.60	185%	\$0.00

ASHEVILLE REGIONAL AIRPORT Annual Operating Revenue by Month January 2019



ASHEVILLE REGIONAL AIRPORT Annual Operating Expenses by Month January 2019

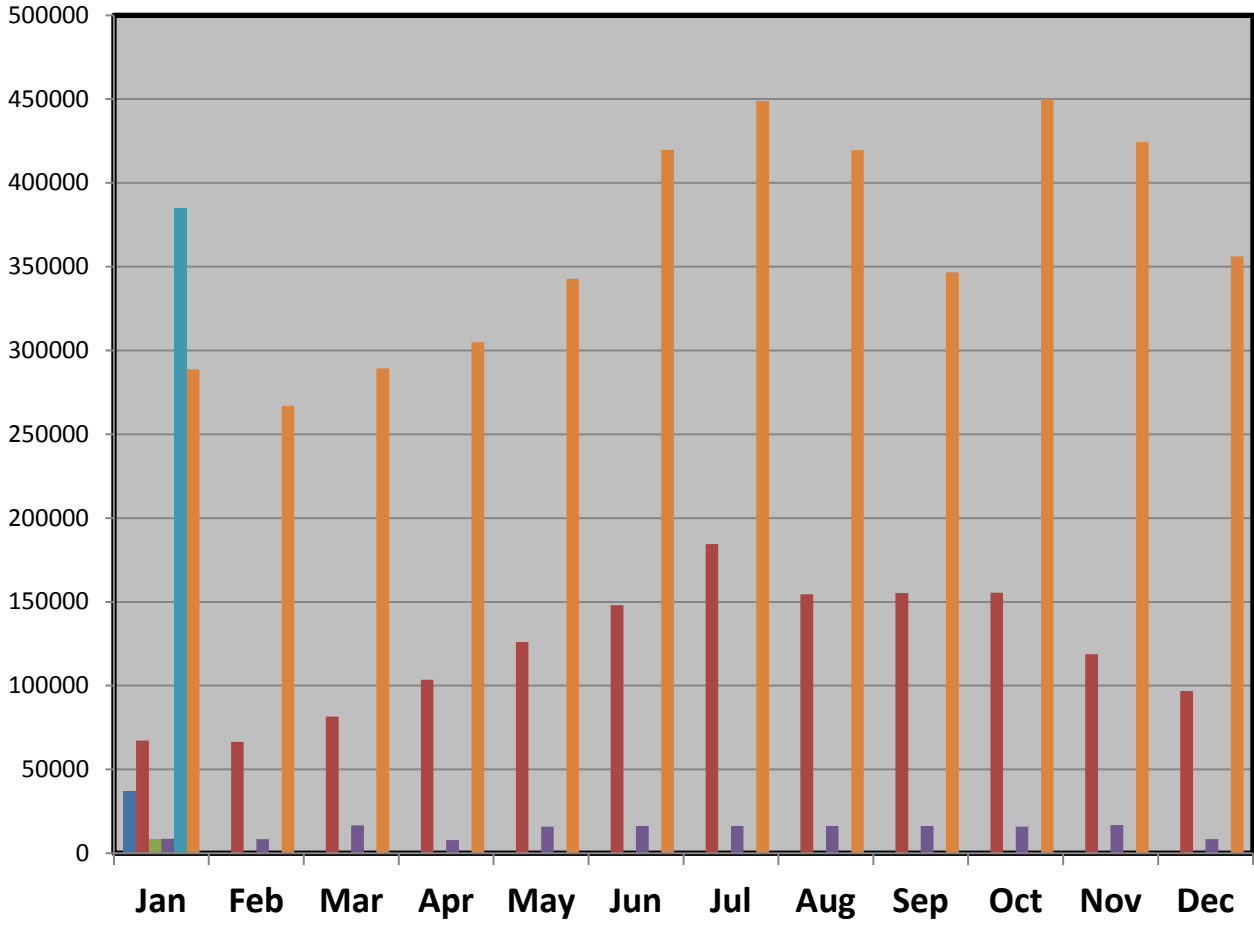
FY 19 Budget - Average
Monthly Expenses (\$801,411)



	1	2	3	4	5	6	7	8	9	10	11	12
2019	467701	823824	563350	714938	546502	766012	666544					
2018	704085	424161	1008520	578153	693612	790093	579052	724027	756743	622562	617623	722128
2017	565737	705715	771249	619423	649959	734910	591499	705568	889485	649186	736270	1029219
2016	670287	563714	600262	611567	584219	658023	577720	645039	622755	641782	596505	930918

**ASHEVILLE REGIONAL AIRPORT
FUEL SALES - GALLONS
January 2019**

**G
A
L
L
O
N
S**



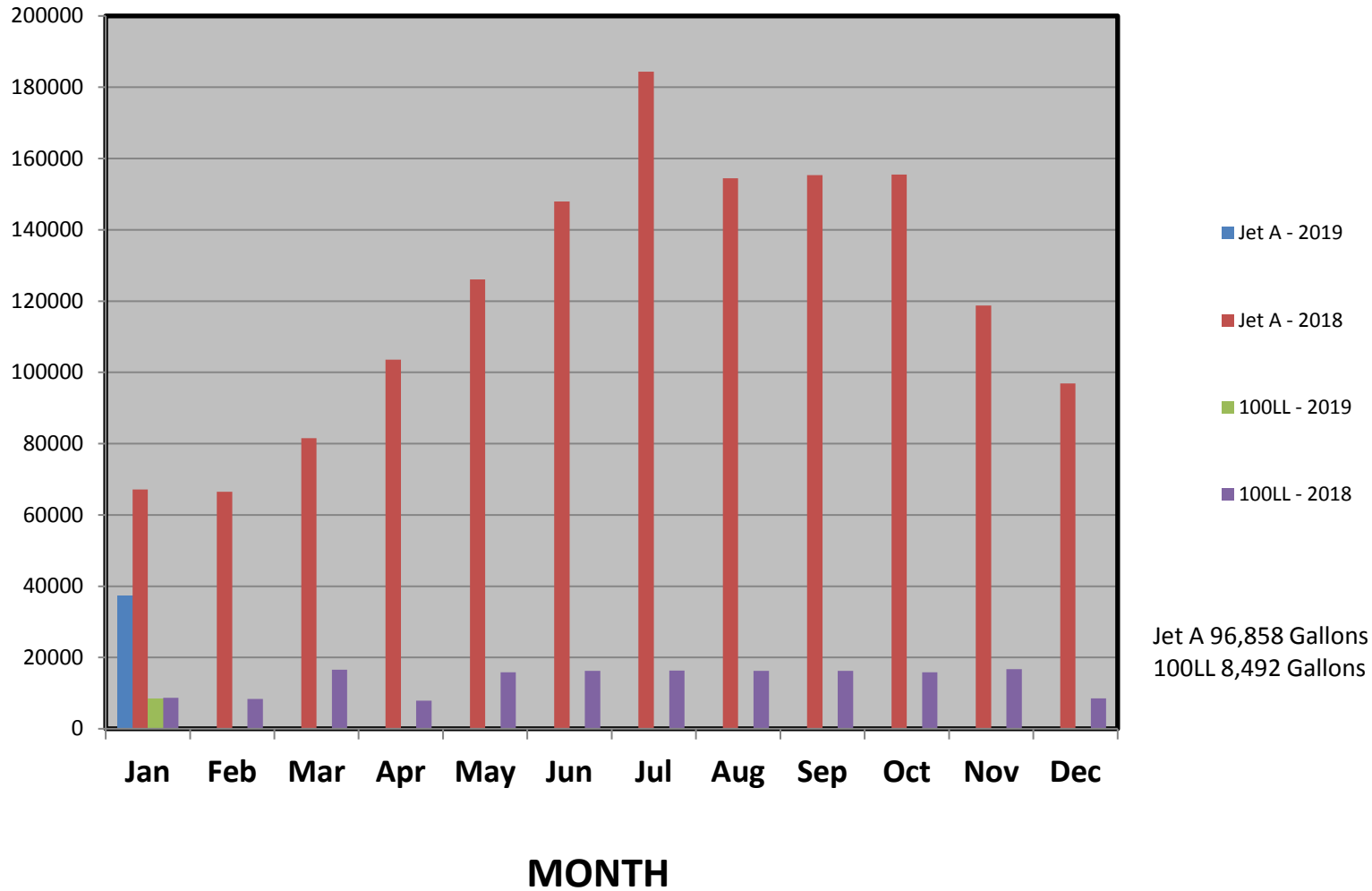
■ Jet A - 2019
■ Jet A - 2018
■ 100LL - 2019
■ 100LL - 2018
■ Airline - 2019
■ Airline - 2018

Jet A 96,858 Gallons
 100LL 8,492 Gallons
 Airline 356,085 Gallons

MONTH

**ASHEVILLE REGIONAL AIRPORT
GENERAL AVIATION FUEL SALES - GALLONS
January 2019**

**G
A
L
L
O
N
S**



Design Phase

Project Number	Project Name	Project Description	Professional Services Consultant	Professional Services Contract	General Contractor	Original Construction Contract	Change Orders (thru 03/01/2019)	Percent of Original Contract	Board Approved Project Cost	Percent Complete	Expensed to Date (thru 03/01/2019)	Start Date	End Date	Current Project Status (as of 03/01/2019)
1	Airfield Re-Development Project	Budget for the complete project				\$64,100,000.00	\$15,900,000.00		\$80,000,000.00	72.0%	\$58,362,583			All Engineer contracts, completed construction contracts and expenses will be inclusive of budget.
1A	Airfield Re-Development Project	Phase I - Design Services	RS&H	\$447,983.00	N/A	N/A	\$0.00	0.00%	(Overall total included in above number)	83%	\$372,161	Dec-12	Jun-16	Project Management work primarily complete.
1B	Airfield Re-Development Project	Phase II - Design Services and Project Management.	RS&H	\$1,842,318.00	N/A	N/A	\$0.00	0.00%	(Overall total included in above number)	95%	\$1,748,887	Jun-13	Dec-16	Project Management work continues, pending Contractor resolution.
1C	Airfield Re-Development Project	Phase III and IV - Design Services and Project Management.	RS&H	\$2,399,826.00	N/A	N/A	\$1,469,611.00	65.90%	(Overall total included in above number)	81%	\$3,134,056	Dec-14	Jun-19	Phase IV Project Management continues.
1D	Airfield Re-Development Project	New Runway Design	AVCON	\$1,967,476.00	N/A	N/A	\$86,653.00	4.40%	(Overall total included in above number)	95.3%	\$1,959,197	Mar-13	Jun-19	Phase IV Project Management continues.
1E	Airfield Re-Development Project	Miscellaneous and Administrative Expenses			N/A	N/A	\$0.00	0.00%	(Overall total included in above number)		\$5,264,058	Jan-13	Dec-17	Miscellaneous Administrative Expenses, Reimbursable Agreement and Land Acquisition
2	Expand Air Carrier Apron	Design additional apron space to hold RON Aircraft. Professional CA and Inspections.	Delta Airport Consultants	\$99,000.00	N/A	N/A	\$150,750.00	66%	\$249,750.00	91%	\$230,803	Feb-17	Jun-18	Close out documentation being assembled.
3	Airport Security and Identity Management	Security system, ID badging and CCTV camera equipment	Faith Group LLC	\$327,486.27	N/A	N/A	\$0.00	0.00%	\$327,486.27	27.3%	\$89,257.00	Aug-18	Mar-19	Contractors pre-qualified. Bidding in early March.
4	Apron Expansion South	Terminal apron to be expanded and added for aircraft use.	Parrish and Partners	\$821,196.00	N/A	N/A	\$0.00	0%	\$0.00	10.8%	\$89,158.00	Nov-18	Mar-19	Design continues with 30% complete.

Construction Phase

Project Number	Project Name	Project Description	Professional Services Consultant	Professional Services Contract	General Contractor	Original Construction Contract	Change Orders (thru 03/01/2019)	Percent of Original Contract	Board Approved Project Cost	Percent Complete	Expensed to Date (thru 03/01/2019)	Start Date	End Date	Current Project Status (as of 03/01/2019)
1	Permanent Runway 17-35 Construction, NAVAIDS and Taxiway Conversion	Construct new runway and convert temporary runway to a taxiway	RS&H and AVCON Inc.	Amount Included in Phase 3 Design Fees	Travelers / Cedar Peaks	\$33,703,095.70	\$0.00	0.00%	\$34,703,095.70	41.4%	\$13,963,534	Mar-17	Jun-19	Winter work includes erosion control maintenance, electrical and shoulder work.
2	Expand Air Carrier Apron	Construct additional apron pavement for RON Aircraft	Delta Airport Consultants	\$0.00	NHM Constructors	\$1,043,023.50	\$1,448.87	0.14%	\$1,147,380.85	54.7%	\$571,210	Mar-18	Nov-18	Close out documentation being assembled.

(Construction and Administrative Costs included)

Key strategic priorities

Governance vs. Management : 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. **Financial Stewardship**: 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. **Community Image**: 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. **Vendor-Partner Relations**: General Aviation/Rental Car Agencies/Vendors
10. **Public Safety**: Airport Emergency Safety/TSA Relations/Municipal Partners
11. **Organizational Accountability**: Executive Director Supervision