



**Asheville**  
REGIONAL AIRPORT


Proposed 2018/2019  
Budget

Greater Asheville Regional Airport Authority  
February 16, 2018




# Agenda


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-  **General Statistics**


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-  **Proposed FY 2018/2019 Operating Budget**


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-  **Proposed FY 2018/2019 Capital Budget**


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-  **Proposed FY 2018/2019 Reserve Funds**


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-  **Proposed FY 2018/2019 Estimated Cash Balance**

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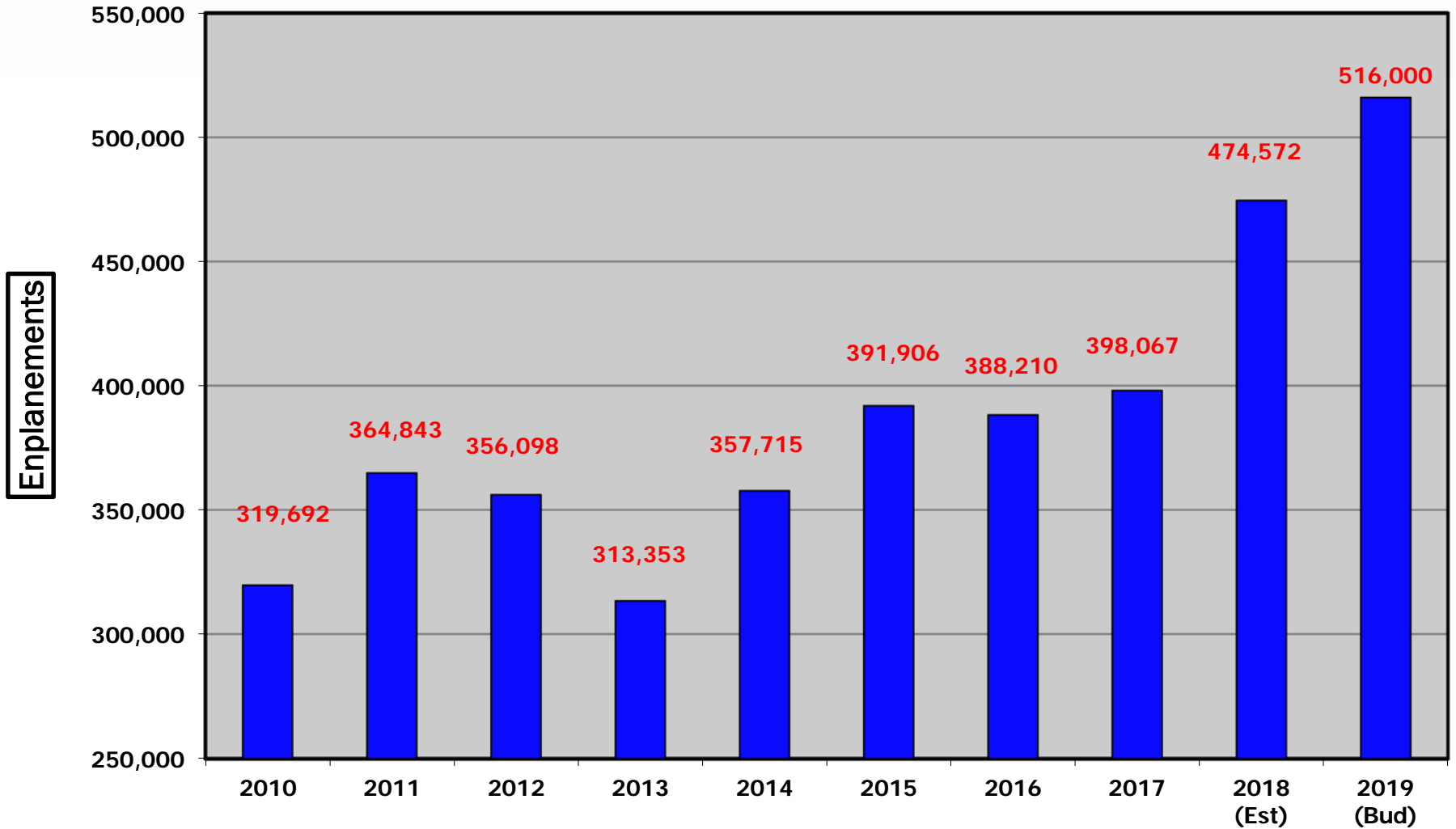
-  **Proposed FY 2018/2019 Supplemental Fees**

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-  **Questions and Comments**

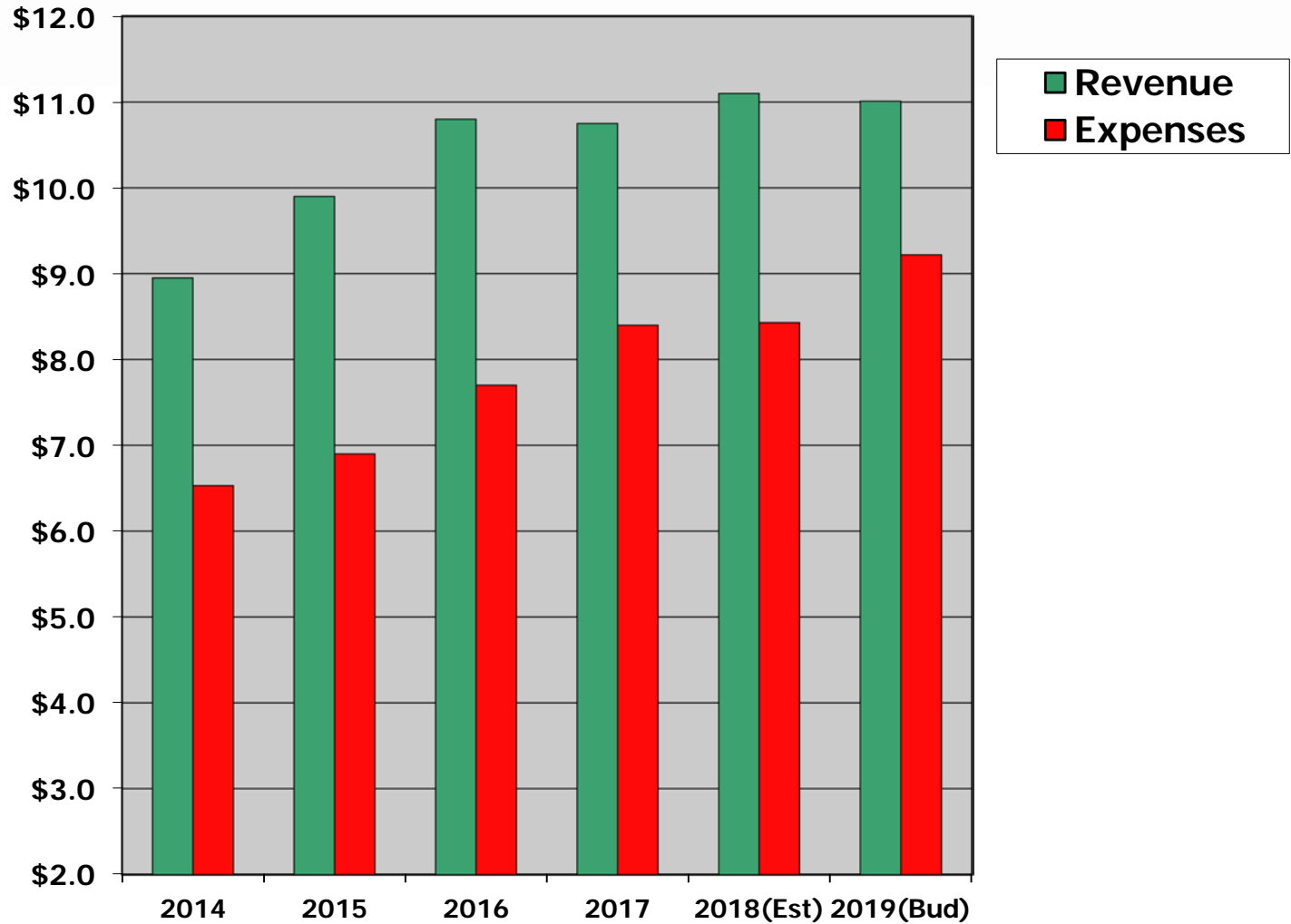
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# Passenger Traffic

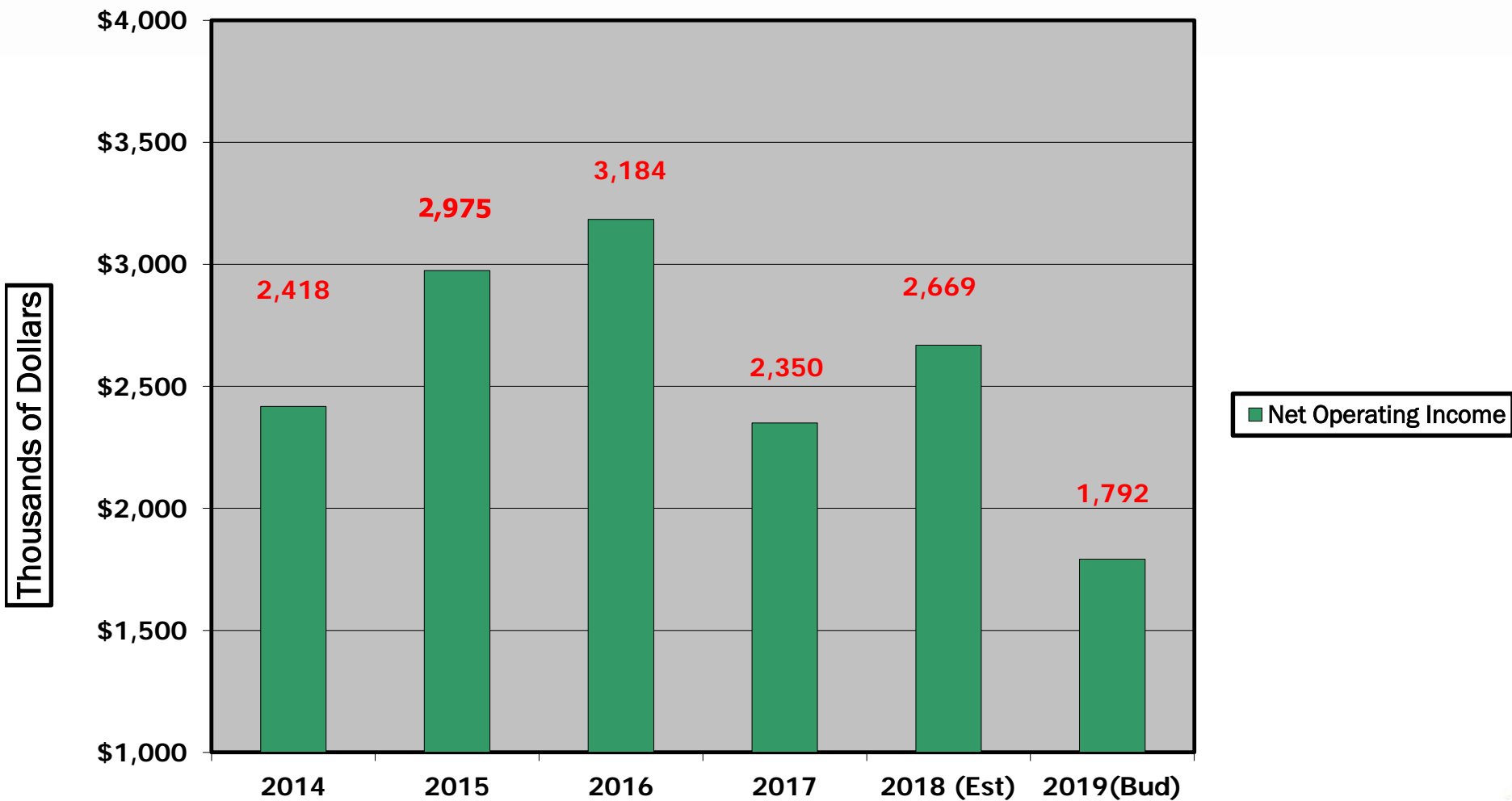


# Operating Revenues/Expenses

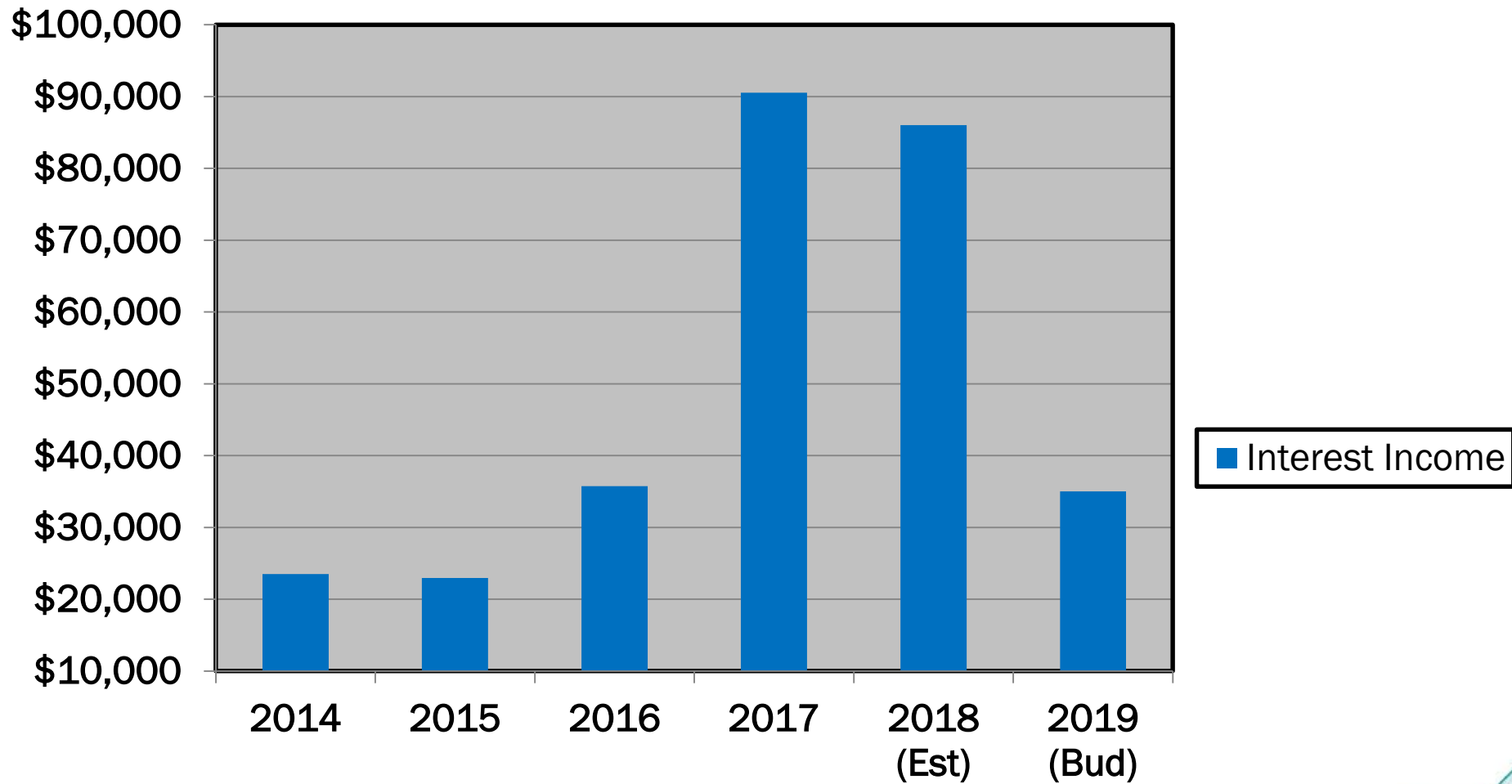
Millions of Dollars



# Net Operating Income



# Interest Income



# Proposed Operating Budget

# Basic Operating Budget Assumptions

## OPERATING REVENUES:

- Passenger enplanements – 516,000
- Airline revenue is conservative using the rates by ordinance model.
- Building leases decrease as result of loss of Smartrac lease.
- Parking revenue increase as result of utilization of parking garage.



# Basic Operating Budget Assumptions (cont'd)

## OPERATING EXPENSES:

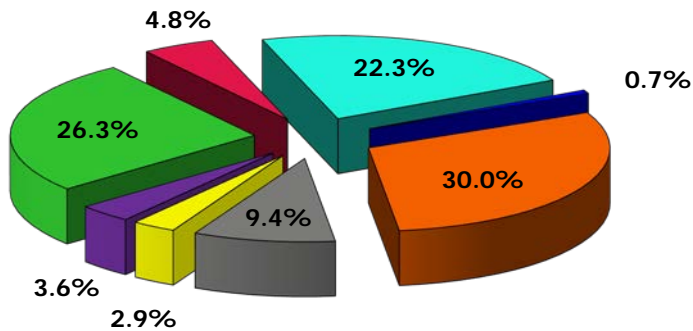
- Salary adjustment pool budgeted at 4.0%.
- Decrease in professional services due to completion of property transfer.
- Decrease in contractual services due to completion of garage and removing shuttle service.
- Telecommunications and freight decreased because employee cell allowance moved to employee benefit section and CNN fee paid in previous year was one-time charge.
- Other current charges decreased because credit card fees are handled by parking management
- Decrease in advertising as part of marketing plan.

# Proposed Operating Budget

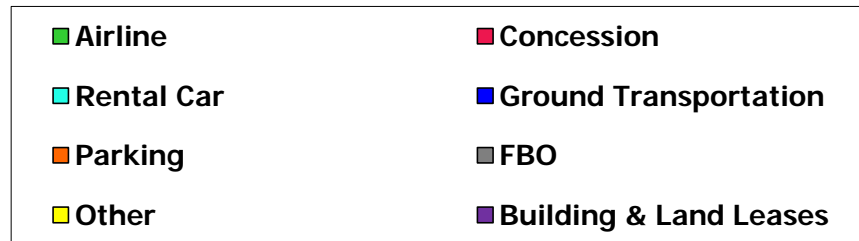
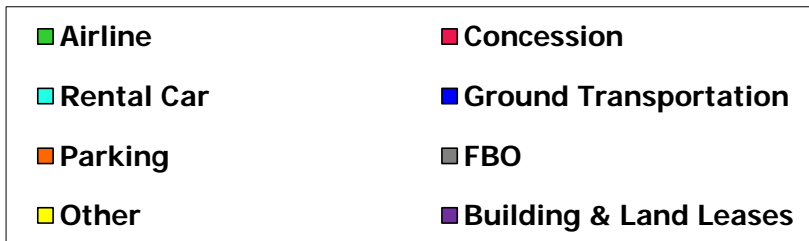
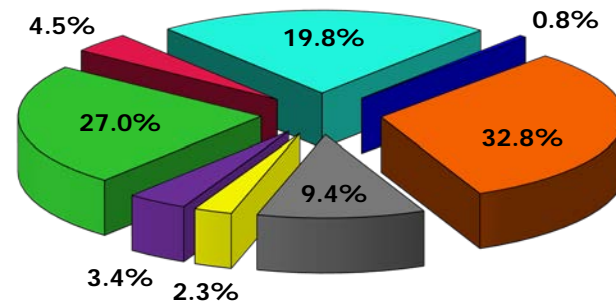
|  | Budget Amounts      |                     |                   | Percent Change |
|--|---------------------|---------------------|-------------------|----------------|
|  | FY2017/2018         | FY2018/2019         | Difference        |                |
| <b><u>Revenues</u></b>                           |                     |                     |                   |                |
| Operating Revenues                               | \$10,308,768        | \$10,974,714        | \$ 665,946        | 6.5%           |
| Investment Income                                | 35,000              | 35,000              |                   |                |
| <b>Total Operating &amp; Investment Revenues</b> | <b>10,343,768</b>   | <b>11,009,714</b>   | <b>665,946</b>    | <b>6.4%</b>    |
| <b><u>Expenses</u></b>                           |                     |                     |                   |                |
| Operating Expenses                               | 9,120,973           | 9,216,930           | 95,957            | 1.1%           |
| <b>Total Operating Expenses</b>                  | <b>9,120,973</b>    | <b>9,216,930</b>    | <b>95,957</b>     | <b>1.1%</b>    |
| <b>Net Operating &amp; Investment Income</b>     | <b>\$ 1,222,795</b> | <b>\$ 1,792,784</b> | <b>\$ 569,989</b> | <b>46.6%</b>   |

# Sources of Operating Revenue

FY 2018 (Est)

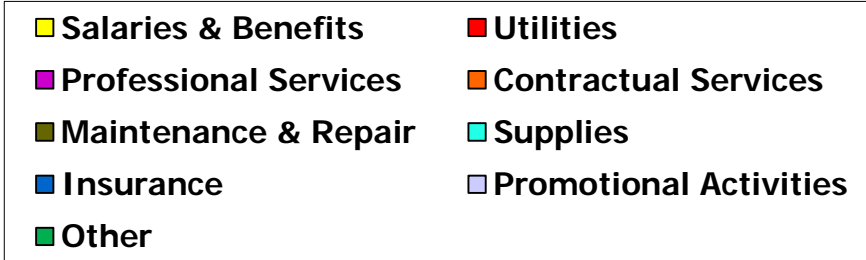
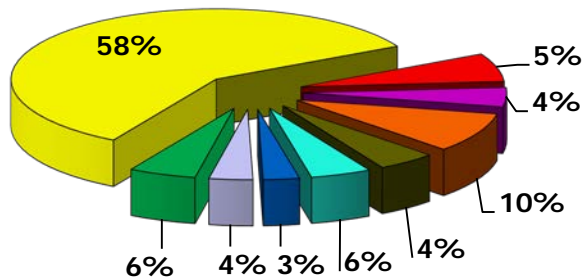


FY 2019 (Bud)

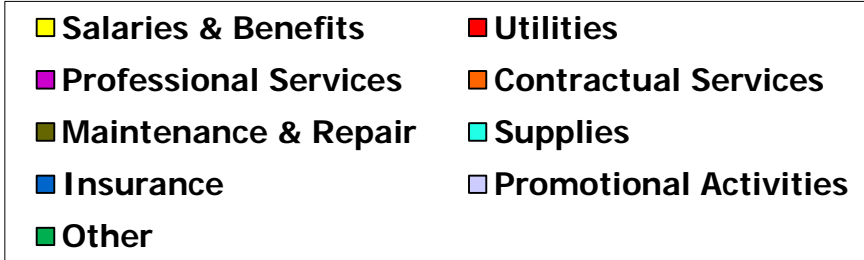
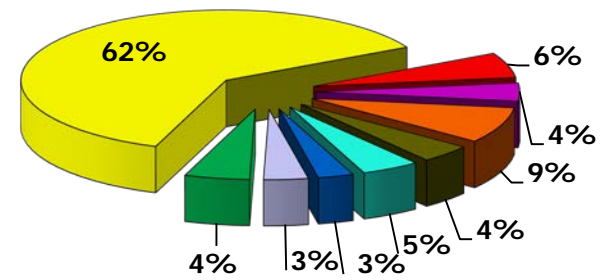


# Operating Expenses by Category

FY 2018 (Est)

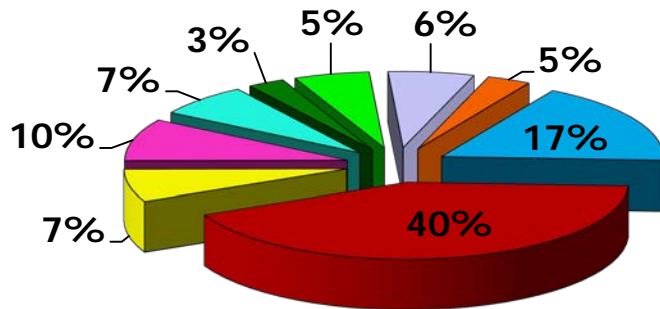


FY 2019 (Bud)



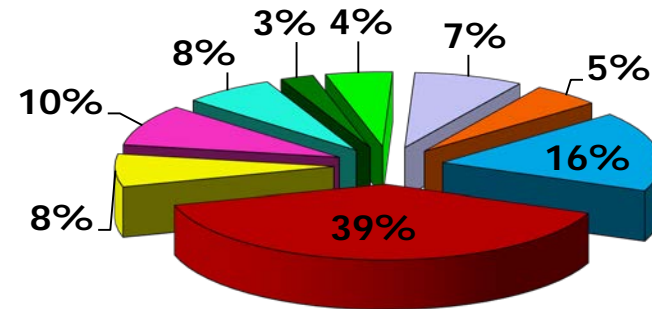
# Operating Expenses By Department

**FY 2018 (Est)**



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

**FY 2019 (Bud)**



- Public Safety
- 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 2018/2019

| Description                               | Total            | Funding Source              |                              |                  |                               |                  |
|---|------------------|-----------------------------|------------------------------|------------------|-------------------------------|------------------|
|   |                  | FAA-<br>AIP<br>Entitlements | FAA-<br>AIP<br>Discretionary | NCDOT<br>Grants  | Currently<br>Approved<br>PFCs | Airport<br>Funds |
| -   | -                | -                           | -                            | -                | -                             | -                |
| <b>Capital Improvements (1)</b>           | -                | -                           | -                            | -                | -                             | -                |
| Terminal Bldg Rehab & Expansion - Design  | \$ 2,000,000     |                             |                              | \$ -             |                               | \$ 2,000,000     |
| Terminal Bldg Infrastructure Improvements | 2,000,000        |                             |                              | 2,000,000        |                               | -                |
| Snow Removal Equipment                    | 2,400,000        | 1,825,000                   |                              | -                |                               | 575,000          |
| <b>Total Capital Improvements</b>         | <b>6,400,000</b> | <b>1,825,000</b>            | <b>-</b>                     | <b>2,000,000</b> | <b>-</b>                      | <b>2,575,000</b> |

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

# Proposed Capital Budget

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
CAPITAL BUDGET  
FISCAL YEAR 2018/2019

| Description                                     | Total          | Funding Source              |                              |                 |                               |                  |
|---|----------------|-----------------------------|------------------------------|-----------------|-------------------------------|------------------|
|   |                | FAA-<br>AIP<br>Entitlements | FAA-<br>AIP<br>Discretionary | NCDOT<br>Grants | Currently<br>Approved<br>PFCs | Airport<br>Funds |
| <b>Equipment and Small Capital Outlay</b>       |                |                             |                              |                 |                               |                  |
| Mowing Equipment                                | 201,727        |                             |                              |                 |                               | 201,727          |
| <b>Total Equipment and Small Capital Outlay</b> | <b>201,727</b> | \$ -                        | \$ -                         | \$ -            | \$ -                          | <b>201,727</b>   |



# Proposed Capital Budget (cont'd)

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
CAPITAL BUDGET  
FISCAL YEAR 2018/2019**

| Description                           | Total               | Funding Source              |                              |                     |                               |                     |
|---------------------------------------|---------------------|-----------------------------|------------------------------|---------------------|-------------------------------|---------------------|
|                                       |                     | FAA-<br>AIP<br>Entitlements | FAA-<br>AIP<br>Discretionary | NCDOT<br>Grants     | Currently<br>Approved<br>PFCs | Airport<br>Funds    |
| <b><u>Renewal and Replacement</u></b> |                     |                             |                              |                     |                               |                     |
| Articulating Lift                     | 53,375              |                             |                              |                     |                               | 53,375              |
| Road Repair                           | 54,057              |                             |                              |                     |                               | 54,057              |
| Mower Replacement                     | 24,220              |                             |                              |                     |                               | 24,220              |
| Paint Machine                         | 27,995              |                             |                              |                     |                               | 27,995              |
| Perimeter Fencing                     | 54,000              |                             |                              |                     |                               | 54,000              |
| Campus Structured Cabling             | 35,000              |                             |                              |                     |                               | 35,000              |
| Cisco PRI Gateway                     | 6,000               |                             |                              |                     |                               | 6,000               |
| Carpet Replacements                   | 30,654              |                             |                              |                     |                               | 30,654              |
| LED Lighting                          | 20,225              |                             |                              |                     |                               | 20,225              |
| Replace small back-lits               | 12,700              |                             |                              |                     |                               | 12,700              |
| Vehicle Replacements                  | 27,859              |                             |                              |                     |                               | 27,859              |
| Chairs for Administrative Offices     | 9,000               |                             |                              |                     |                               | 9,000               |
| SCBA Bottles                          | 11,050              |                             |                              |                     |                               | 11,050              |
| SCBA Pack                             | 15,500              |                             |                              |                     |                               | 15,500              |
| Emergency Trailer                     | 12,000              |                             |                              |                     |                               | 12,000              |
| <b>Total Renewal and Replacement</b>  | <b>393,635</b>      | -                           | -                            | -                   | -                             | <b>393,635</b>      |
| <b>Total</b>                          | <b>\$ 6,995,362</b> | <b>\$ 1,825,000</b>         | <b>\$ -</b>                  | <b>\$ 2,000,000</b> | <b>\$ -</b>                   | <b>\$ 3,170,362</b> |

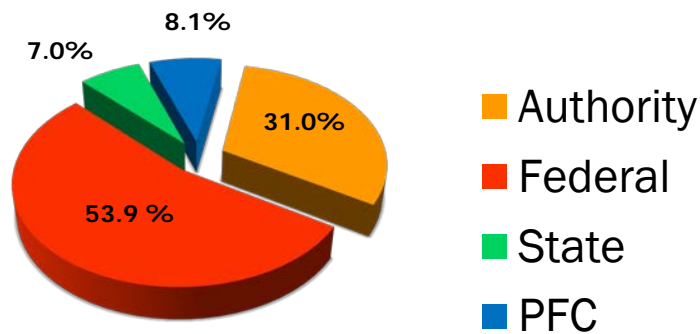
# Carry-Over Capital Projects

| Description                              | Amount               | Estimated Spending Through | Estimated Balance to | FAA-AIP Entitlement | FAA-AIP Discretionary | NC DOT Grants | PFCs Currently Approved | Airport Funds        |
|--|----------------------|----------------------------|----------------------|---------------------|-----------------------|---------------|-------------------------|----------------------|
|  | Authorized           | 6/30/2018                  | Carryover            |                     |                       |               |                         |                      |
| Airfield Redevelopment-Bid Package 4 (1) | 34,703,096           | 15,000,000                 | 19,703,096           |                     | 4,700,000             |               | 3,420,813               | 11,582,283           |
| <b>TOTAL CARRYOVER</b>                   | <b>\$ 34,703,096</b> | <b>\$ 15,000,000</b>       | <b>\$ 19,703,096</b> |                     | <b>\$ 4,700,000</b>   |               | <b>\$ 3,420,813</b>     | <b>\$ 11,582,283</b> |

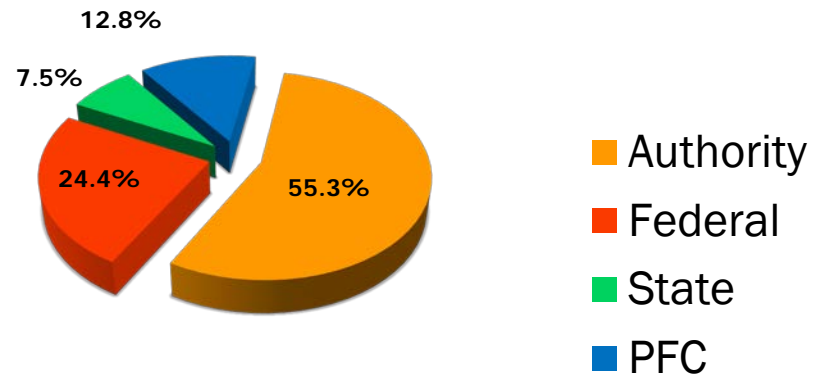
(1) Represents current estimated amounts. Related contracts requiring Board approval will be presented to the Board before implementation.

# Capital Funding Sources

### FY 2018 (Est)



### FY 2019 (Bud)



**Authority's Contribution - \$7,999,932**

**Authority's Contribution - \$14,752,645**

# 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 2018/2019 operating expenses.**
  - \$4,608,465 for FY 2018/2019

# Emergency Repair Reserve

- **Description and Justification**
  - Established to cover emergency repairs and provide ready access to the required cash.
- **\$650,000 for FY 2018/2019**

# Estimated Cash Balance

# Cash Balance

|   | <u>Amount</u>      |                      |
|---|--------------------|----------------------|
| <b>Estimated Cash &amp; Investment Balance at June 30, 2018</b> |                    | <b>\$ 27,000,000</b> |
| Plus: Net Operating & Investment Revenues                       |                    | 1,792,784            |
| Less Other Costs:   |                    |                      |
| Business Development Costs                                      | (300,000)          |                      |
| Contingency   | (100,000)          |                      |
| Debt Service  | <u>(1,686,931)</u> | (2,086,931)          |
| Plus Non-Operating Revenues:                                    |                    |                      |
| Passenger Facility Charges                                      | 1,850,000          |                      |
| Customer Facility Charges                                       | <u>1,400,000</u>   | 3,250,000            |
| Plus Capital Contributions:                                     |                    |                      |
| Federal Grants - AIP Entitlements                               | 1,825,000          |                      |
| Federal Grants - AIP Discretionary Funds                        | 4,700,000          |                      |
| NC DOT Grants   | <u>2,000,000</u>   | 8,525,000            |



# Cash Balance (cont'd)

## Less Capital Costs:

|  |                     |                           |
|--|---------------------|---------------------------|
| Capital Improvements   | (6,400,000)         |                           |
| Equipment and Small Capital Outlay Fund  | (201,727)           |                           |
| Renewal and Replacements   | (393,635)           |                           |
| Carryover Projects From FY2017   | <u>(19,703,096)</u> | (26,698,458)              |
| <b>Estimated Cash &amp; Investment Balance at June 30, 2019</b>                    |                     | <b><u>11,782,395</u></b>  |
| <b>Estimated Restricted Cash at June 30, 2019</b>                                  |                     | <b>500,000</b>            |
| <b><u>Reserves:</u></b>  |                     |                           |
| Operations & Maintenance Reserve (6 Months)  |                     | 4,608,465                 |
| Emergency Repair Reserve   |                     | 650,000                   |
| <b>Estimated Unrestricted Undesignated Cash &amp; Investments at June 30, 2019</b> |                     | <b><u>\$6,023,930</u></b> |

# Supplemental Fees

# Proposed FY 2018/2019 Fees

|                              | FY 2017/2018<br>Current Fees |      | FY 2018/2019<br>Proposed Fees |      |
|------------------------------|------------------------------|------|-------------------------------|------|
|                              | Cost                         | Per  | Cost                          | Per  |
| <b><u>Maintenance</u></b>    |                              |      |                               |      |
| Scissor Lift                 | \$ 100.00                    | day  | \$ 100.00                     | day  |
| Large ADA Ramp Rental        | \$ 100.00                    | use  | \$ 100.00                     | use  |
| Air Stair Rental             | \$ 100.00                    | use  | \$ 100.00                     | use  |
| Volvo Wheel Loader           | \$ 150.00                    | use  | \$ 150.00                     | 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 2018/2019 Fees (cont'd)

|  | FY 2017/2018<br>Current Fees |             | FY 2018/2019<br>Proposed Fees |             |
|--|------------------------------|-------------|-------------------------------|-------------|
|  | Cost                         | Per         | Cost                          | Per         |
| <b><u>Department of Public Safety</u></b>            |                              |             |                               |             |
| ARFF Apparatus for 1500 gal. or greater              | \$ 250.00                    | hour        | \$ 250.00                     | hour        |
| ARFF Apparatus for less than 1500 gal.               | \$ 150.00                    | hour        | \$ 150.00                     | hour        |
| Command, Police, and Ops support vehicles            | \$ 100.00                    | hour        | \$ 100.00                     | hour        |
| Aircraft recover dolly                               | \$ 150.00                    | day         | \$ 150.00                     | day         |
| Maintenance Labor Rate (1)                           | \$ 45.00                     | hour        | \$ 45.00                      | hour        |
| Mutual Aid Agencies collected on their behalf        |                              | as incurred |                               | as incurred |
| Replacement charges for AVL equipment/supplies       |                              | as incurred |                               | as incurred |
| <b><u>Information Technology (IT) Department</u></b> |                              |             |                               |             |
| IT Labor Rate - Non-Network (1)                      | \$ 40.00                     | hour        | \$ 40.00                      | hour        |
| IT Labor Rate - Network Related (1)                  | \$ 60.00                     | hour        | \$ 60.00                      | hour        |
| 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 2018/2019 Fees (cont'd)

| <u>Information Technology (IT) Department</u> | <u>FY 2017/2018</u> |       | <u>FY 2018/2019</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 2018/2019 Fees (cont'd)

| <b>Identification Badge Fees and Charges</b> | <b>FY 2017/2018<br/>Current Fees</b> |            | <b>FY 2018/2019<br/>Proposed Fees</b> |            |
|--|--------------------------------------|------------|---------------------------------------|------------|
|  | <b>Cost</b>                          | <b>Per</b> | <b>Cost</b>                           | <b>Per</b> |
| 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                             |            | \$ 25.00                              |            |
| Lock-out Service (7)                         | \$ 25.00                             |            | \$ 25.00                              |            |

## **Notes:**

- (4) \$85.00 for the first replacement badge, \$100.00 for the second replacement badge
- (5) \$60.00 for the first replacement badge, \$75.00 for the second replacement badge.
- (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 2018/2019 Fees (cont'd)

| <b>Identification Badge Fees and Charges</b>  | <b>FY 2017/2018<br/>Current Fees</b> |                 |                  | <b>FY 2018/2019<br/>Proposed Fees</b> |                 |                  |
|---|--------------------------------------|-----------------|------------------|---------------------------------------|-----------------|------------------|
|   | <b>Cost</b>                          | <b>Per</b>      |                  | <b>Cost</b>                           | <b>Per</b>      |                  |
| <b>Parking</b>                                |                                      |                 |                  |                                       |                 |                  |
| Long term - Surface Lot                       | \$                                   | 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             |
|   | \$                                   | 13.00           | day              | \$                                    | 13.00           | day              |
|   | \$                                   | 78.00           | week             | \$                                    | 78.00           | week             |
| Short term                                    | \$                                   | 1.00            | 1/2 hour         | \$                                    | 1.00            | 1/2 hour         |
|   | \$                                   | 20.00           | day              | \$                                    | 20.00           | 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              |
| <b>Ground Transportation</b>                  |                                      |                 |                  |                                       |                 |                  |
| 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         |
| Transportation Network Company (TNC)          | \$                                   | 3.50            | per trip         | \$                                    | 3.50            | per trip         |
| Off-Airport Rental Car Fee                    |                                      | 0.075           | of gross revenue |                                       | 0.075           | 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?



February 16, 2018

**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, 2019 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 6.4% from the prior year's budget. Passenger enplanements are projected to increase 21.4% from 425,000 budgeted for FY2017/2018 to 516,000 budgeted for FY2018/2019.

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

Building lease revenue is expected to decrease due to the lease termination with Smartrac.

Budgeted operating expenses are expected to increase 1.1%. A salary adjustment pool of 4.0% is budgeted.

## **OPERATING REVENUE**

### **Investment Income:**

Interest rates are assumed to increase slightly in FY2017/2018, but funds available to invest will decrease as bond funds have been expended to complete parking garage.

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

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

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

Airline space rentals are estimated to remain at levels similar to the previous fiscal year.

### **Concessions:**

Advertising revenues are budgeted to increase as a result of on-going efforts to contract additional advertising in the terminal. Also, the budget assumes that the Authority will receive income in accordance with the MAG provided in the food and gift agreement with Paradies, plus an estimated percentage of food and gift sales based on actual experience. The other line items are based on current agreements and/or historical averages.

### **Auto Parking:**

Public Parking is budgeted to increase due to the opening of the parking garage and increased passenger utilization.

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

Rental car concessions budgets are based on amounts at 90% of the estimated Percentage Fee.

### **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, 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 FY2018/2019, 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 approximately 50% of payroll. Budgeted FTEs for FY2018/2019 increase by 2 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.

**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 decrease slightly over current year costs.

**Utility Services:**

Utility Services are estimated based on the latest historical data plus the addition of electrical costs in the parking garage.

**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 FY2018/2019.

**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 FY2018/2019.

**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 FY2018/2019. 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  
2018-2019  
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 2018-2019 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, 2018 and ending June 30, 2019 in accordance with the following schedules:

**EXPENDITURES**

|   |                                   |
|---|-----------------------------------|
| Administration Department                       | \$ 666,499                        |
| Development Department                          | 449,385                           |
| Executive Department                            | 763,626                           |
| Finance Department                              | 393,458                           |
| Guest Services Department                       | 241,863                           |
| Information Technology Department               | 867,978                           |
| Marketing Department                            | 727,820                           |
| Operations Department                           | 3,579,441                         |
| Public Safety Department                        | 1,476,860                         |
| Emergency Repair Costs                          | 50,000                            |
| Carry-over Capital Expenditures from Prior Year | 19,703,096                        |
| Capital Improvement                             | 6,400,000                         |
| Equipment and Small Capital Outlay              | 201,727                           |
| Renewal and Replacement                         | 393,635                           |
| Business Development                            | 300,000                           |
| Debt Service                                    | 1,686,931                         |
| Contingency                                     | 100,000                           |
| <b>Total Expenditures</b>                       | <b><u><u>\$38,002,319</u></u></b> |

**Section 2.** It is estimated that the following revenues will be available for the fiscal year beginning July 1, 2018 and ending June 30, 2019.

**REVENUES**

|  |                            |
|--|----------------------------|
| Administration (Interest Income)         | \$ 35,000                  |
| Terminal                                 | 5,035,033                  |
| Airfield                                 | 1,049,838                  |
| General Aviation                         | 1,038,185                  |
| Parking Lot                              | 3,694,500                  |
| Other                                    | 157,157                    |
| Passenger Facility Charges               | 1,850,000                  |
| Customer Facility Charges                | 1,400,000                  |
| Federal Grants – AIP Entitlements        | 1,825,000                  |
| Federal Grants – AIP Discretionary Funds | 4,700,000                  |
| NC Department of Transportation Grants   | 2,000,000                  |
| Transfer from GARAA Cash/Investments     | <u>15,217,606</u>          |
| <b>Total Revenues</b>                    | <u><u>\$38,002,319</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, 2018.

Adopted this 13th day of April, 2018

\_\_\_\_\_  
Robert C. Roberts, Chair

Attested by:

\_\_\_\_\_  
Ellen Heywood, Clerk to the Board

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
OPERATING SUMMARY  
FY 2018/2019 BUDGET**

|  | Budget Amounts      |                     |                   | Percent<br>Change |
|--|---------------------|---------------------|-------------------|-------------------|
|  | FY2017/2018         | FY2018/2019         | Difference        |                   |
| <b>Revenues</b>                                      |                     |                     |                   |                   |
| Operating Revenues                                   | \$ 10,308,768       | \$ 10,974,714       | \$ 665,946        | 6.5%              |
| Investment Income                                    | 35,000              | 35,000              | \$ -              | 0.0%              |
| <b>Total Operating &amp;<br/>Investment Revenues</b> | <b>10,343,768</b>   | <b>11,009,714</b>   | <b>665,946</b>    | 6.4%              |
| <b>Expenses</b>                                      |                     |                     |                   |                   |
| Operating Expenses                                   | 9,120,973           | 9,216,930           | \$ 95,957         | 1.1%              |
| <b>Total Operating Expenses</b>                      | <b>9,120,973</b>    | <b>9,216,930</b>    | <b>95,957</b>     | 1.1%              |
| <b>Net Operating &amp;<br/>Investment Income</b>     | <b>\$ 1,222,795</b> | <b>\$ 1,792,784</b> | <b>\$ 569,989</b> | 46.6%             |



**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2018-2019**

| Revenue Sources                                   | Historical, Actual Revenue |                       |                       | FY 2017-2018                 |                              |                                   | Proposed Budget Fiscal Year 2018-2019 | Difference Est FY17-18 To Budget FY18-19 | Difference Bud FY17-18 To Budget FY18-19 | % Change Bud FY17-18 To Budget FY18-19 |
|---|----------------------------|-----------------------|-----------------------|------------------------------|------------------------------|-----------------------------------|---------------------------------------|--|--|--|
|   | Fiscal Year 2014-2015      | Fiscal Year 2015-2016 | Fiscal Year 2016-2017 | Fiscal Year 2017-2018 Budget | FYTD Actual Revenue 11/30/17 | 5 Projection for Full Fiscal Year |                                       |  |  |  |
| <b>Investment Income</b>                          |                            |                       |                       |                              |                              |                                   |                                       |  |  |  |
| Interest Income                                   | \$ 22,959                  | \$ 35,760             | \$ 90,543             | 35,000                       | \$ 28,676                    | \$ 86,027                         | 35,000                                | (51,027)                                 | -  | 0.0%                                   |
| <b>Total Investment Income</b>                    | <b>22,959</b>              | <b>35,760</b>         | <b>90,543</b>         | <b>35,000</b>                | <b>28,676</b>                | <b>86,027</b>                     | <b>35,000</b>                         | <b>(51,027)</b>                          | <b>-</b>                                 |  |
| <b>Terminal Space Rentals - Non-Airline</b>       |                            |                       |                       |                              |                              |                                   |                                       |  |  |  |
| FAA Tower Rent                                    | 140,622                    | 130,686               | 145,154               | 156,683                      | 68,303                       | 156,683                           | 159,817                               | 3,134                                    | 3,134                                    | 2.0%                                   |
| TSA Space   | 87,404                     | 85,521                | 84,474                | 86,306                       | 35,546                       | 86,306                            | 88,032                                | 1,726                                    | 1,726                                    | 2.0%                                   |
| Federal Express                                   | 60                         | 60                    | 60                    | 60                           | 25                           | 60                                | 60                                    | -  | -  | 0.0%                                   |
| <b>Total Terminal Space Rentals - Non-Airline</b> | <b>228,086</b>             | <b>216,267</b>        | <b>229,688</b>        | <b>243,049</b>               | <b>103,874</b>               | <b>243,049</b>                    | <b>247,909</b>                        | <b>4,860</b>                             | <b>4,860</b>                             | <b>2.0%</b>                            |
| <b>Terminal Space Rentals - Airline</b>           |                            |                       |                       |                              |                              |                                   |                                       |  |  |  |
| Facility/Services/Hold Room Charges               | 947,438                    | -                     | -                     | -                            | -                            | -                                 | -                                     | -  | -  | -                                      |
| Terminal Rental - Departures                      | -                          | 372,651               | 406,931               | 406,867                      | -                            | -                                 | -                                     | -  | (406,867)                                | -100.0%                                |
| Terminal Rental - Enplanements                    | -                          | 711,828               | 725,294               | 756,710                      | -                            | -                                 | -                                     | -  | (756,710)                                | -100.0%                                |
| Loading Bridge Fees (includes FGP & PC Air)       | 32,234                     | 443                   | -                     | -                            | 34,754                       | 70,210                            | 74,970                                | 4,760                                    | 74,970                                   |  |
| Gate Area (per enplanement)                       | -                          | -                     | -                     | -                            | 375,404                      | 758,392                           | 743,040                               | (15,352)                                 | 743,040                                  |  |
| Gate Area (per airline)                           | -                          | -                     | -                     | -                            | 52,103                       | 125,048                           | 131,220                               | 6,172                                    | 131,220                                  |  |
| Bag Makeup (per bag)                              | -                          | -                     | -                     | -                            | 151,281                      | 305,618                           | 292,058                               | (13,560)                                 | 292,058                                  |  |
| Bag Makeup (per airline)                          | -                          | -                     | -                     | -                            | 20,397                       | 48,952                            | 51,368                                | 2,416                                    | 51,368                                   |  |
| Apron Fees  | 135,159                    | 1,843                 | -                     | -                            | -                            | -                                 | -                                     | -  | -  |  |
| American (Counter/Office/Queue)                   | 91,496                     | 99,803                | 92,074                | 108,889                      | 39,889                       | 95,733                            | 100,454                               | 4,721                                    | (8,435)                                  | -7.7%                                  |
| Delta Air Lines (Counter/Office/Queue)            | 97,994                     | 111,341               | 112,764               | 116,622                      | 48,495                       | 116,388                           | 122,127                               | 5,740                                    | 5,505                                    | 4.7%                                   |
| United/SkyWest/Continental (Counter/Office/Queue) | 48,828                     | 53,261                | 58,201                | 58,110                       | 24,164                       | 57,993                            | 74,568                                | 16,575                                   | 16,458                                   | 28.3%                                  |
| Allegiant (Counter/Office/Queue)                  | 18,162                     | 97,480                | 35,711                | 37,235                       | 15,483                       | 37,160                            | 38,993                                | 1,833                                    | 1,758                                    | 4.7%                                   |
| Worldwide (Office)                                | 3,430                      | 5,613                 | 6,133                 | 6,124                        | 2,547                        | 6,112                             | 6,413                                 | 301                                      | 289                                      | 4.7%                                   |
| Common Use (Counter/Queue)                        | -                          | 32,553                | 63,409                | 81,165                       | 35,743                       | 72,208                            | 86,400                                | 14,192                                   | 5,235                                    | 6.4%                                   |
| Turn Fees-Non-Scheduled Airlines                  | -                          | -                     | -                     | -                            | -                            | -                                 | -                                     | -  | -  |  |
| Non-Signatory Premiums-Term Rentals Depart        | -                          | 81,639                | 41,459                | -                            | -                            | -                                 | -                                     | -  | -  |  |
| Non-Signatory Premiums-Term Rentals Enplane       | -                          | 126,203               | 63,674                | -                            | -                            | -                                 | -                                     | -  | -  |  |
| Non-Signatory Premiums-Fixed Rent                 | -                          | 5,036                 | 26,363                | -                            | -                            | -                                 | -                                     | -  | -  |  |
| Non-Signatory Premiums-Fixed Rent Refund to Sig   | -                          | 60,000                | -                     | -                            | -                            | -                                 | -                                     | -  | -  |  |
| <b>Total Terminal Space Rentals - Airline</b>     | <b>1,374,741</b>           | <b>1,759,694</b>      | <b>1,632,012</b>      | <b>1,571,723</b>             | <b>800,259</b>               | <b>1,693,814</b>                  | <b>1,721,611</b>                      | <b>27,797</b>                            | <b>149,889</b>                           | <b>9.5%</b>                            |
| <b>Concessions</b>                                |                            |                       |                       |                              |                              |                                   |                                       |  |  |  |
| Food & Beverage, Gift, Info                       | 161,094                    | 162,254               | 189,943               | 155,000                      | 85,138                       | 171,717                           | 170,000                               | (1,717)                                  | 15,000                                   | 9.7%                                   |
| Advertising                                       | 236,685                    | 294,742               | 313,819               | 260,000                      | 135,877                      | 326,105                           | 280,000                               | (46,105)                                 | 20,000                                   | 7.7%                                   |
| Brochure Sales                                    | 24,558                     | 30,538                | 36,425                | 27,000                       | 12,345                       | 29,628                            | 38,000                                | 8,372                                    | 11,000                                   | 40.7%                                  |
| Guest Services                                    | 2,801                      | 2,892                 | 2,657                 | 1,500                        | 1,282                        | 3,077                             | 2,000                                 | (1,077)                                  | 500                                      | 33.3%                                  |
| Art in the Airport                                | 4,735                      | (2,748)               | 339                   | -                            | (124)                        | -                                 | -                                     | -  | -  |  |
| Optiwash Station                                  | -                          | -                     | -                     | -                            | 160                          | 323                               | -                                     | (323)                                    | -  |  |
| Sanitary Machines                                 | 77                         | 51                    | 66                    | 80                           | 44                           | 89                                | 80                                    | (9)                                      | -  | 0.0%                                   |
| ATM   | 940                        | 882                   | 713                   | 900                          | 282                          | 677                               | 700                                   | 23                                       | (200)                                    | -22.2%                                 |
| <b>Total Concessions</b>                          | <b>430,890</b>             | <b>488,611</b>        | <b>543,962</b>        | <b>444,480</b>               | <b>235,004</b>               | <b>531,616</b>                    | <b>490,780</b>                        | <b>(40,836)</b>                          | <b>46,300</b>                            | <b>10.4%</b>                           |
| <b>Auto Parking</b>                               |                            |                       |                       |                              |                              |                                   |                                       |  |  |  |
| Public Parking                                    | 3,092,071                  | 3,192,023             | 3,452,911             | 3,250,000                    | 1,645,839                    | 3,324,927                         | 3,600,000                             | 275,073                                  | 350,000                                  | 10.8%                                  |
| Commuter Parking                                  | 19,537                     | 17,173                | 8,484                 | 20,000                       | 798                          | 8,500                             | 8,500                                 | -  | (11,500)                                 | -57.5%                                 |
| <b>Total Auto Parking</b>                         | <b>3,111,608</b>           | <b>3,209,196</b>      | <b>3,461,395</b>      | <b>3,270,000</b>             | <b>1,646,637</b>             | <b>3,333,427</b>                  | <b>3,608,500</b>                      | <b>275,073</b>                           | <b>338,500</b>                           | <b>10.4%</b>                           |
| <b>Rental Car</b>                                 |                            |                       |                       |                              |                              |                                   |                                       |  |  |  |
| <b>Rental Car - Car Rentals</b>                   |                            |                       |                       |                              |                              |                                   |                                       |  |  |  |
| Avis MAG  | 244,000                    | 244,000               | 244,000               | 244,000                      | 101,667                      | 244,000                           | 167,000                               | (77,000)                                 | (77,000)                                 | -31.6%                                 |
| Hertz MAG   | 422,500                    | 422,500               | 422,500               | 422,500                      | 176,042                      | 422,500                           | 348,000                               | (74,500)                                 | (74,500)                                 | -17.6%                                 |
| Enterprise MAG                                    | 250,538                    | 250,538               | 271,196               | 291,855                      | 133,730                      | 325,196                           | 335,000                               | 9,804                                    | 43,145                                   | 14.8%                                  |

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2018-2019**

| Revenue Sources                               | Historical, Actual Revenue |                       |                       | FY 2017-2018                 |                              |                                   | Proposed Budget Fiscal Year 2018-2019 | Difference Est FY17-18 To Budget FY18-19 | Difference Bud FY17-18 To Budget FY18-19 | % Change Bud FY17-18 To Budget FY18-19 |
|---|----------------------------|-----------------------|-----------------------|------------------------------|------------------------------|-----------------------------------|---------------------------------------|--|--|--|
|   | Fiscal Year 2014-2015      | Fiscal Year 2015-2016 | Fiscal Year 2016-2017 | Fiscal Year 2017-2018 Budget | FYTD Actual Revenue 11/30/17 | 5 Projection for Full Fiscal Year |                                       |  |  |  |
| Budget MAG                                    | 161,100                    | 161,100               | 161,100               | 161,100                      | 67,125                       | 161,100                           | 130,000                               | (31,100)                                 | (31,100)                                 | -19.3%                                 |
| National/Alamo MAG                            | 246,284                    | 246,284               | 339,743               | 433,201                      | 197,833                      | 480,866                           | 525,000                               | 44,134                                   | 91,799                                   | 21.2%                                  |
| Avis %  |                            |                       |                       |                              | -                            | -                                 | -                                     | -  | -  | -                                      |
| Hertz %                                       |                            |                       |                       |                              | -                            | -                                 | -                                     | -  | -  | -                                      |
| Enterprise %                                  | 8,530                      | 64,302                | 69,921                |                              | 56,132                       | 56,132                            | -                                     | (56,132)                                 | -  | -                                      |
| Budget %                                      | 11,246                     | 18,037                | -                     |                              | -                            | -                                 | -                                     | -  | -  | -                                      |
| National/Alamo %                              | 141,898                    | 220,430               | 101,815               |                              | 129,513                      | 129,513                           | -                                     | (129,513)                                | -  | -                                      |
| Off Airport % - Thrifty                       | 17,073                     | 14,909                | 27,388                | 17,000                       | 9,079                        | 18,341                            | 17,000                                | (1,341)                                  | -  | 0.0%                                   |
| Off Airport % - Dollar                        | 11,009                     | 7,779                 | 12,091                | 10,000                       | 3,770                        | 7,616                             | 8,000                                 | 384                                      | (2,000)                                  | -20.0%                                 |
| <b>Subtotal Car Rentals</b>                   | <b>1,514,178</b>           | <b>1,649,879</b>      | <b>1,649,754</b>      | <b>1,579,656</b>             | <b>874,891</b>               | <b>1,845,264</b>                  | <b>1,530,000</b>                      | <b>(315,264)</b>                         | <b>(49,656)</b>                          | <b>-3.1%</b>                           |
| <b>Rental Car - Facility Rent</b>             |                            |                       |                       |                              |                              |                                   |                                       |  |  |  |
| Avis (Counter & Office)                       | 33,628                     | 35,167                | 35,924                | 37,714                       | 17,386                       | 37,717                            | 39,037                                | 1,320                                    | 1,323                                    | 3.5%                                   |
| Hertz (Counter & Office)                      | 38,767                     | 40,542                | 42,007                | 43,477                       | 17,685                       | 43,481                            | 45,003                                | 1,522                                    | 1,526                                    | 3.5%                                   |
| Enterprise (Counter & Office)                 | 30,164                     | 31,545                | 32,225                | 33,830                       | 14,502                       | 33,832                            | 35,017                                | 1,184                                    | 1,187                                    | 3.5%                                   |
| Vanguard/National/Alamo (Counter & Office)    | 38,879                     | 40,659                | 41,534                | 43,603                       | 18,692                       | 43,606                            | 45,133                                | 1,527                                    | 1,530                                    | 3.5%                                   |
| Budget (Counter & Office)                     | 35,862                     | 37,355                | 38,311                | 40,220                       | 15,326                       | 40,223                            | 41,631                                | 1,408                                    | 1,411                                    | 3.5%                                   |
| Avis (Ready/Return)                           | 7,530                      | 7,505                 | 7,542                 | 7,918                        | 3,286                        | 7,918                             | 8,195                                 | 277                                      | 277                                      | 3.5%                                   |
| Hertz (Ready/Return)                          | 13,649                     | 13,162                | 12,110                | 12,141                       | 5,039                        | 12,141                            | 12,566                                | 425                                      | 425                                      | 3.5%                                   |
| Enterprise (Ready/Return)                     | 11,766                     | 10,823                | 10,815                | 11,613                       | 5,099                        | 11,613                            | 12,020                                | 406                                      | 406                                      | 3.5%                                   |
| Vanguard/National/Alamo (Ready/Return)        | 10,354                     | 13,794                | 15,596                | 16,892                       | 7,482                        | 16,892                            | 17,483                                | 591                                      | 591                                      | 3.5%                                   |
| Budget (Ready/Return)                         | 7,060                      | 7,354                 | 7,542                 | 7,918                        | 3,286                        | 7,918                             | 8,195                                 | 277                                      | 277                                      | 3.5%                                   |
| Avis (Service Facility)                       | 34,944                     | 34,023                | 33,911                | 35,600                       | 14,775                       | 35,600                            | 36,846                                | 1,246                                    | 1,246                                    | 3.5%                                   |
| Hertz (Service Facility)                      | 64,270                     | 61,200                | 58,759                | 59,924                       | 24,870                       | 59,924                            | 62,022                                | 2,097                                    | 2,097                                    | 3.5%                                   |
| Enterprise (Service Facility)                 | 56,236                     | 50,915                | 51,321                | 55,862                       | 24,869                       | 55,862                            | 57,817                                | 1,955                                    | 1,955                                    | 3.5%                                   |
| Budget (Service Facility)                     | 27,723                     | 30,280                | 28,277                | 26,590                       | 11,035                       | 26,590                            | 27,520                                | 931                                      | 931                                      | 3.5%                                   |
| Vanguard/National/Alamo (Service Facility)    | 49,015                     | 66,438                | 75,795                | 82,451                       | 36,684                       | 82,451                            | 85,337                                | 2,886                                    | 2,886                                    | 3.5%                                   |
| Avis CAM fee                                  | 9,343                      | 8,207                 | 11,454                | 5,463                        | 2,668                        | 5,463                             | 5,406                                 | (56)                                     | (57)                                     | -1.0%                                  |
| Hertz CAM fee                                 | 17,122                     | 14,690                | 16,852                | 9,195                        | 9,667                        | 9,195                             | 9,100                                 | (95)                                     | (95)                                     | -1.0%                                  |
| Enterprise CAM fee                            | 14,798                     | 12,244                | 12,197                | 8,571                        | 5,424                        | 8,572                             | 8,483                                 | (88)                                     | (88)                                     | -1.0%                                  |
| Vanguard/National/Alamo CAM fee               | 13,865                     | 17,378                | 19,404                | 12,652                       | 8,485                        | 12,652                            | 12,521                                | (131)                                    | (131)                                    | -1.0%                                  |
| Budget CAM fee                                | 10,034                     | 10,617                | 7,573                 | 4,080                        | 4,206                        | 4,080                             | 4,038                                 | (42)                                     | (42)                                     | -1.0%                                  |
| Common Area Maintenance (Service Facility)    |                            |                       |                       |                              | -                            | -                                 | -                                     | -  | -  | -                                      |
| <b>Subtotal Facility Rent</b>                 | <b>525,009</b>             | <b>543,898</b>        | <b>559,149</b>        | <b>555,715</b>               | <b>250,466</b>               | <b>555,730</b>                    | <b>573,371</b>                        | <b>17,641</b>                            | <b>17,656</b>                            | <b>3.2%</b>                            |
| <b>Total Rental Car</b>                       | <b>2,039,187</b>           | <b>2,193,777</b>      | <b>2,208,903</b>      | <b>2,135,371</b>             | <b>1,125,357</b>             | <b>2,400,994</b>                  | <b>2,103,371</b>                      | <b>(297,623)</b>                         | <b>(32,000)</b>                          | <b>-1.5%</b>                           |
| <b>Commercial Ground Transportation</b>       |                            |                       |                       |                              |                              |                                   |                                       |  |  |  |
| Employee Parking                              | 17,854                     | 34,848                | 42,051                | 30,000                       | 5,807                        | 30,000                            | 30,000                                | -  | -  | 0.0%                                   |
| Ground Transportation Fees                    | 32,075                     | 52,125                | 46,475                | 45,000                       | 26,805                       | 45,000                            | 56,000                                | 11,000                                   | 11,000                                   | 24.4%                                  |
| <b>Total Commercial Ground Transportation</b> | <b>49,929</b>              | <b>86,973</b>         | <b>88,526</b>         | <b>75,000</b>                | <b>32,612</b>                | <b>75,000</b>                     | <b>86,000</b>                         | <b>11,000</b>                            | <b>11,000</b>                            | <b>14.7%</b>                           |
| <b>Landing Fees</b>                           |                            |                       |                       |                              |                              |                                   |                                       |  |  |  |
| Delta Air Lines                               | 235,804                    | 247,991               | 236,179               | 290,659                      | 122,302                      | 247,074                           | 257,681                               | 10,607                                   | (32,978)                                 | -11.3%                                 |
| Air Tran                                      |                            |                       |                       |                              | -                            | -                                 | -                                     | -  | -  | -                                      |
| US Airways                                    | 181,589                    | -                     | -                     | -                            | -                            | -                                 | -                                     | -  | -  | -                                      |
| SkyWest / United                              | 61,793                     | 64,642                | 106,093               | 76,178                       | 79,806                       | 161,224                           | 173,397                               | 12,173                                   | 97,219                                   | 127.6%                                 |
| Allegiant                                     | 106,983                    | 190,392               | 4,712                 | 237,897                      | 121,400                      | 245,252                           | 272,000                               | 26,748                                   | 34,103                                   | 14.3%                                  |
| American                                      |                            | 173,064               | 179,217               | 170,168                      | 108,080                      | 259,393                           | 200,960                               | (58,433)                                 | 30,792                                   | 18.1%                                  |
| Total Scheduled Carriers                      |                            |                       |                       |                              | -                            | -                                 | -                                     | -  | -  | -                                      |
| Charter Fees                                  | -                          | -                     | -                     | -                            | -                            | -                                 | -                                     | -  | -  | -                                      |
| Landing Fee Overage Refunded (Rate reduced)   |                            | 82,860                | -                     | -                            | -                            | -                                 | -                                     | -  | -  | -                                      |
| Non-Signatory Premium (to Signatory Carrier)  |                            | 119,440               | 66,363                | -                            | -                            | -                                 | -                                     | -  | -  | -                                      |
| <b>Total Landing Fees</b>                     | <b>586,169</b>             | <b>878,389</b>        | <b>592,564</b>        | <b>774,903</b>               | <b>431,588</b>               | <b>912,943</b>                    | <b>904,038</b>                        | <b>(8,905)</b>                           | <b>129,135</b>                           | <b>16.7%</b>                           |

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2018-2019**

| Revenue Sources                              | Historical, Actual Revenue |                       |                       | FY 2017-2018                 |                              |                                   | Proposed Budget Fiscal Year 2018-2019 | Difference Est FY17-18 To Budget FY18-19 | Difference Bud FY17-18 To Budget FY18-19 | % Change Bud FY17-18 To Budget FY18-19 |
|--|----------------------------|-----------------------|-----------------------|------------------------------|------------------------------|-----------------------------------|---------------------------------------|--|--|--|
|  | Fiscal Year 2014-2015      | Fiscal Year 2015-2016 | Fiscal Year 2016-2017 | Fiscal Year 2017-2018 Budget | FYTD Actual Revenue 11/30/17 | 5 Projection for Full Fiscal Year |                                       |  |  |  |
| <b>FBOs</b>                                  |                            |                       |                       |                              |                              |                                   |                                       |  |  |  |
| Percentage Fee                               | 30,569                     | 23,556                | 11,825                | 20,000                       | 3,849                        | 9,238                             | 10,000                                | 762                                      | (10,000)                                 | -50.0%                                 |
| T-Hangar                                     | 82,024                     | 83,001                | 84,083                | 84,925                       | 35,385                       | 85,548                            | 86,793                                | 1,246                                    | 1,868                                    | 2.2%                                   |
| Bulk Hangar #1                               | 115,046                    | 118,486               | 117,934               | 119,116                      | 49,632                       | 119,989                           | 121,736                               | 1,747                                    | 2,620                                    | 2.2%                                   |
| Bulk Hangar #2                               | 216,905                    | 219,490               | 222,349               | 224,577                      | 93,574                       | 226,224                           | 229,518                               | 3,294                                    | 4,941                                    | 2.2%                                   |
| Land Rent                                    | 459,418                    | 469,635               | 470,956               | 475,675                      | 198,198                      | 479,162                           | 486,138                               | 6,975                                    | 10,463                                   | 2.2%                                   |
| Apron Rent                                   | -                          | -                     | -                     | -                            | -                            | -                                 | -                                     | -  | -  | -                                      |
| Option Parcel Fee                            | 8,712                      | 8,712                 | 8,712                 | 8,712                        | 3,630                        | 2,904                             | -                                     | (2,904)                                  | (8,712)                                  | -100.0%                                |
| Fuel Flowage Fee                             | 56,286                     | 67,999                | 74,117                | 77,000                       | 43,676                       | 104,822                           | 90,000                                | (14,822)                                 | 13,000                                   | 16.9%                                  |
| <b>Subtotal FBOs</b>                         | <b>968,960</b>             | <b>990,879</b>        | <b>989,976</b>        | <b>1,010,005</b>             | <b>427,944</b>               | <b>1,027,888</b>                  | <b>1,024,185</b>                      | <b>(3,702)</b>                           | <b>14,180</b>                            | <b>1.4%</b>                            |
| <b>Belle Aircraft Maintenance</b>            |                            |                       |                       |                              |                              |                                   |                                       |  |  |  |
| Percentage Fee                               | 11,141                     | 10,454                | 13,989                | 11,000                       | 6,456                        | 15,494                            | 14,000                                | (1,494)                                  | 3,000                                    | 27.3%                                  |
| <b>Total FBOs/SASOs</b>                      | <b>980,101</b>             | <b>1,001,333</b>      | <b>1,003,965</b>      | <b>1,021,005</b>             | <b>434,400</b>               | <b>1,043,382</b>                  | <b>1,038,185</b>                      | <b>(5,196)</b>                           | <b>17,180</b>                            | <b>1.7%</b>                            |
| <b>Building Leases</b>                       |                            |                       |                       |                              |                              |                                   |                                       |  |  |  |
| Rental Houses                                | 20,745                     | 20,750                | 22,332                | 22,144                       | 9,387                        | 22,433                            | 22,433                                | -  | 289                                      | 1.3%                                   |
| Advantage West                               | 42,513                     | -                     | -                     | -                            | -                            | -                                 | -                                     | -  | -  | -                                      |
| SmarTrac                                     | -                          | 46,929                | 82,059                | 41,846                       | 27,621                       | 27,621                            | -                                     | (27,621)                                 | (41,846)                                 | -100.0%                                |
| Lacy Griffin Building (WNC Aviation)         | 20,844                     | 19,441                | 19,623                | 19,640                       | 8,306                        | 19,978                            | 20,008                                | 30                                       | 368                                      | 1.9%                                   |
| Cargo Building (Allegiant)                   | -                          | -                     | -                     | 30,190                       | 12,721                       | 30,709                            | 30,756                                | 47                                       | 566                                      | 1.9%                                   |
| Cargo Building (US Airways)                  | 13,341                     | 24,904                | 30,037                | -                            | -                            | -                                 | -                                     | -  | -  | -                                      |
| <b>Total Building Leases</b>                 | <b>97,443</b>              | <b>112,024</b>        | <b>154,051</b>        | <b>113,820</b>               | <b>58,035</b>                | <b>100,740</b>                    | <b>73,197</b>                         | <b>(27,544)</b>                          | <b>(40,623)</b>                          | <b>-35.7%</b>                          |
| <b>Land Leases</b>                           |                            |                       |                       |                              |                              |                                   |                                       |  |  |  |
| Pasture Rent & Misc Land Leases              | 1,000                      | 700                   | 700                   | 600                          | 250                          | 600                               | 600                                   | -  | -  | 0.0%                                   |
| Lamar (Billboard)                            | 3,400                      | 3,525                 | 3,500                 | 3,500                        | 1,458                        | 3,500                             | 3,500                                 | (0)                                      | -  | 0.0%                                   |
| Optional Parcel Fee - Gravel Lot             | -                          | -                     | -                     | -                            | -                            | -                                 | -                                     | -  | -  | -                                      |
| US Forest Service - Tanker                   | 10,545                     | 10,593                | 15,122                | 10,651                       | 4,673                        | 11,353                            | 11,389                                | 36                                       | 738                                      | 6.9%                                   |
| Waddell/Triangle Stop                        | 32,779                     | 32,779                | 32,779                | 32,779                       | 13,658                       | 32,779                            | 32,779                                | (0)                                      | -  | 0.0%                                   |
| Golf Center                                  | 11,246                     | 11,277                | 11,411                | 11,438                       | 1,906                        | 11,650                            | 11,693                                | 43                                       | 255                                      | 2.2%                                   |
| <b>Total Land Leases</b>                     | <b>58,970</b>              | <b>58,874</b>         | <b>63,512</b>         | <b>58,967</b>                | <b>21,945</b>                | <b>59,882</b>                     | <b>59,961</b>                         | <b>79</b>                                | <b>993</b>                               | <b>1.7%</b>                            |
| <b>Other Leases/Fees</b>                     |                            |                       |                       |                              |                              |                                   |                                       |  |  |  |
| LEO Services (TSA)                           | 116,800                    | 117,120               | 115,840               | 116,800                      | 48,960                       | 116,800                           | 116,800                               | -  | -  | 0.0%                                   |
| Shared Terminal Services - Airlines on AirIT | 30,089                     | 3,332                 | -                     | -                            | -                            | -                                 | -                                     | -  | -  | -                                      |
| Security Fee (Airlines)                      | 313,326                    | 326,256               | 303,859               | 318,839                      | 156,844                      | 316,857                           | 345,720                               | 28,863                                   | 26,882                                   | 8.4%                                   |
| Security Fee (Rental Car)                    | 67,989                     | 73,027                | 72,053                | 71,812                       | 31,123                       | 73,490                            | 73,642                                | 152                                      | 1,830                                    | 2.5%                                   |
| Security Fee (ID Media)                      | 20,700                     | 29,681                | 29,458                | 29,000                       | 13,233                       | 31,759                            | 29,000                                | (2,759)                                  | -  | 0.0%                                   |
| Telecommunication Fees (Voice/Data)          | 51,692                     | 48,416                | 50,930                | 34,000                       | 20,559                       | 49,342                            | 46,000                                | (3,342)                                  | 12,000                                   | 35.3%                                  |
| Sale of Assets                               | -                          | 201                   | 58,732                | -                            | 13,875                       | -                                 | -                                     | (13,875)                                 | -  | -                                      |
| Misc   | 269,741                    | 167,284               | 18,509                | 2,000                        | 7,866                        | 7,866                             | 2,000                                 | (5,866)                                  | -  | 0.0%                                   |
| Tenant Services/Assessment Fees              | 33,615                     | 17,355                | 9,150                 | 6,000                        | 13,126                       | 13,126                            | 6,000                                 | (7,126)                                  | -  | 0.0%                                   |
| Annual Event Fees/Sponsorships               | -                          | -                     | -                     | 22,000                       | -                            | -                                 | 22,000                                | 22,000                                   | -  | 0.0%                                   |
| Non-Signatory Security Fee Premium           | -                          | 57,615                | 26,885                | -                            | -                            | -                                 | -                                     | -  | -  | -                                      |
| <b>Total Other Leases</b>                    | <b>903,952</b>             | <b>840,287</b>        | <b>685,416</b>        | <b>600,451</b>               | <b>305,586</b>               | <b>623,114</b>                    | <b>641,162</b>                        | <b>18,048</b>                            | <b>40,712</b>                            | <b>6.8%</b>                            |
| <b>Total Revenue</b>                         | <b>\$ 9,884,035</b>        | <b>\$ 10,881,185</b>  | <b>\$ 10,754,537</b>  | <b>\$ 10,343,768</b>         | <b>\$ 5,223,972</b>          | <b>\$ 11,103,989</b>              | <b>\$ 11,009,714</b>                  | <b>\$ (94,275)</b>                       | <b>\$ 665,946</b>                        | <b>6.4%</b>                            |
|  |                            |                       |                       |                              |                              |                                   |                                       | -0.8%                                    | 6.4%                                     |  |

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2018-2019

| Expenses                                | Historical, Actual Expenses |                       |                       | FY 2017-2018                 |                               |                                 | Proposed Budget Fiscal Year 2018-2019 | Difference Est FY17-18 To Budget FY18-19 | Difference Bud FY17-18 To Budget FY18-19 | % Change Bud FY17-18 To Budget FY18-19 |
|---|-----------------------------|-----------------------|-----------------------|------------------------------|-------------------------------|---------------------------------|---------------------------------------|--|--|--|
|   | Fiscal Year 2014-2015       | Fiscal Year 2015-2016 | Fiscal Year 2016-2017 | Fiscal Year 2017-2018 Budget | 10/31/17 FYTD Actual Expenses | Projection for Full Fiscal Year |                                       |  |  |  |
| <b>PERSONNEL SERVICES</b>               |                             |                       |                       |                              |                               |                                 |                                       |  |  |  |
| Regular Salaries                        | \$ 2,840,711                | \$ 3,055,513          | \$ 3,176,717          | \$ 3,456,404                 | \$ 1,087,757                  | \$ 3,263,271                    | \$ 3,534,400                          | \$ 271,129                               | \$ 77,996                                | 2.3%                                   |
| Overtime                                | 68,865                      | 124,713               | 117,826               | 105,900                      | 31,186                        | 94,058                          | 115,900                               | 21,842                                   | 10,000                                   | 9.4%                                   |
| Salary Adjustment/Bonus Pool            | -                           | -                     | -                     | 6,718                        | 12,769                        | -                               | 141,750                               | 141,750                                  | 135,032                                  | 2010.0%                                |
| Internship                              |                             |                       |                       |                              |                               |                                 | 3,000                                 | 3,000                                    | 3,000                                    |  |
| LEO Special Separation Allowance        | 24,118                      | 21,834                | (335)                 | -                            | -                             | 38,307                          | 13,662                                | (24,645)                                 | 13,662                                   |  |
| Longevity                               | 45,635                      | 49,871                | 49,709                | 52,196                       | 16,056                        | 52,281                          | 53,088                                | 807                                      | 892                                      | 1.7%                                   |
| Unemployment Claims                     | 5,340                       | (3,737)               | 1,888                 | 14,000                       | -                             | 14,000                          | 14,000                                | -  | -  |  |
| Holiday Pay                             |                             |                       |                       |                              |                               |                                 | 15,160                                | 15,160                                   | 15,160                                   |  |
| Auto Allowance                          |                             |                       |                       |                              |                               |                                 | 28,200                                | 28,200                                   | 28,200                                   |  |
| Rewards Program                         |                             |                       |                       |                              |                               |                                 | 1,000                                 | 1,000                                    | 1,000                                    |  |
| Gym Membership Reimbursements           |                             |                       |                       |                              |                               |                                 | 14,400                                | 14,400                                   | 14,400                                   |  |
| Service Awards                          |                             |                       |                       |                              |                               |                                 | 1,300                                 | 1,300                                    | 1,300                                    |  |
| Retiree Health                          | 33,595                      | 37,161                | 22,514                | 9,340                        | 3,418                         | 10,254                          | 6,497                                 | (3,757)                                  | (2,843)                                  | -30.4%                                 |
| Benefits                                | 1,191,925                   | 1,380,315             | 1,425,358             | 1,755,771                    | 464,353                       | 1,393,050                       | 1,810,013                             | 416,963                                  | 54,242                                   | 3.1%                                   |
| <b>Total Personnel Services</b>         | <b>4,210,189</b>            | <b>4,665,670</b>      | <b>4,793,677</b>      | <b>5,400,329</b>             | <b>1,615,539</b>              | <b>4,865,221</b>                | <b>5,752,370</b>                      | <b>887,149</b>                           | <b>352,041</b>                           | <b>6.5%</b>                            |
| <b>OPERATING EXPENSES</b>               |                             |                       |                       |                              |                               |                                 |                                       |  |  |  |
| <b>Professional Services</b>            |                             |                       |                       |                              |                               |                                 |                                       |  |  |  |
| Professional Services - General         | 95,561                      | 114,361               | 254,562               | 147,250                      | 31,465                        | 117,250                         | 147,250                               | 30,000                                   | -  |  |
| Professional Services - Legal           | 65,598                      | 53,928                | 152,930               | 105,000                      | 23,282                        | 100,000                         | 75,000                                | (25,000)                                 | (30,000)                                 | -28.6%                                 |
| Artwork and Creative Production         | 17,076                      | 27,110                | 10,117                | 51,000                       | 26,598                        | 51,000                          | 35,000                                | (16,000)                                 | (16,000)                                 | -31.4%                                 |
| Surveys, Reports & Data                 | 21,200                      | 39,913                | 240                   | 500                          | -                             | 500                             | 15,500                                | 15,000                                   | 15,000                                   | 3000.0%                                |
| Physicals & Drug Screens                | 2,835                       | 4,826                 | 4,537                 | 7,000                        | 685                           | 7,000                           | 9,800                                 | 2,800                                    | 2,800                                    | 40.0%                                  |
| Website Maintenance                     | -                           | 4,996                 | 3,786                 | 1,500                        | -                             | 1,500                           | 1,700                                 | 200                                      | 200                                      | 13.3%                                  |
| Auditors                                | 14,600                      | 12,800                | 9,900                 | 16,200                       | 16,200                        | 16,200                          | 20,200                                | 4,000                                    | 4,000                                    | 24.7%                                  |
| Temporary Help                          | 142,937                     | 65,575                | 73,006                | 90,500                       | 22,196                        | 65,614                          | 83,000                                | 17,386                                   | (7,500)                                  | -8.3%                                  |
| <b>Total Professional Services</b>      | <b>359,807</b>              | <b>323,509</b>        | <b>509,078</b>        | <b>418,950</b>               | <b>120,426</b>                | <b>359,064</b>                  | <b>387,450</b>                        | <b>28,386</b>                            | <b>(31,500)</b>                          | <b>-7.5%</b>                           |
| <b>Contractual Services</b>             |                             |                       |                       |                              |                               |                                 |                                       |  |  |  |
| Computer Technical Support              | 24,043                      | 9,960                 | 15,124                | 18,000                       | 961                           | 18,000                          | 15,000                                | (3,000)                                  | (3,000)                                  | -16.7%                                 |
| Landscaping                             | 9,420                       | 9,420                 | 7,850                 | 9,420                        | 3,140                         | 9,420                           | 9,420                                 | -  | -  |  |
| Parking Management Contract             | 357,459                     | 446,369               | 417,605               | 425,936                      | 103,506                       | 425,936                         | 550,205                               | 124,269                                  | 124,269                                  | 29.2%                                  |
| Parking Management Shuttle              |                             | 90,673                | 531,868               | 200,000                      | 162,999                       | 200,000                         | -                                     | (200,000)                                | (200,000)                                | -100.0%                                |
| Other Contractual Services              | 180,020                     | 173,251               | 218,156               | 216,338                      | 73,666                        | 216,338                         | 232,998                               | 16,660                                   | 16,660                                   | 7.7%                                   |
| Elevator Maintenance Contract           | 3,316                       | 1,840                 | 2,837                 | 2,280                        | 1,148                         | 2,280                           | 5,000                                 | 2,720                                    | 2,720                                    | 119.3%                                 |
| Fire Alarm Systems Contract             | 14,314                      | 15,319                | 11,977                | 12,450                       | 16,519                        | 16,519                          | 14,100                                | (2,419)                                  | 1,650                                    | 13.3%                                  |
| <b>Total Contractual Services</b>       | <b>588,572</b>              | <b>746,832</b>        | <b>1,205,417</b>      | <b>884,424</b>               | <b>361,939</b>                | <b>888,493</b>                  | <b>826,723</b>                        | <b>(61,770)</b>                          | <b>(57,701)</b>                          | <b>-6.5%</b>                           |
| <b>Travel and Training</b>              |                             |                       |                       |                              |                               |                                 |                                       |  |  |  |
| Travel & Per Diem                       | 120,209                     | 165,371               | 144,073               | 176,700                      | 51,460                        | 173,200                         | 171,125                               | (2,075)                                  | (5,575)                                  | -3.2%                                  |
| Training & Education                    | 22,095                      | 23,153                | 20,068                | 32,950                       | 10,052                        | 32,950                          | 29,950                                | (3,000)                                  | (3,000)                                  | -9.1%                                  |
| <b>Total Travel and Training</b>        | <b>142,304</b>              | <b>188,524</b>        | <b>164,141</b>        | <b>209,650</b>               | <b>61,512</b>                 | <b>206,150</b>                  | <b>201,075</b>                        | <b>(5,075)</b>                           | <b>(8,575)</b>                           | <b>-4.1%</b>                           |
| <b>Communications and Freight</b>       |                             |                       |                       |                              |                               |                                 |                                       |  |  |  |
| Postage                                 | 3,612                       | 3,891                 | 4,249                 | 4,000                        | 1,014                         | 4,000                           | 4,000                                 | -  | -  |  |
| Express Mail Delivery                   | 625                         | 551                   | 1,182                 | 1,000                        | 382                           | 1,000                           | 1,000                                 | -  | -  |  |
| Telecommunications                      | 74,903                      | 74,057                | 65,875                | 96,400                       | 23,977                        | 97,840                          | 55,350                                | (42,490)                                 | (41,050)                                 | -42.6%                                 |
| Online Services                         | 2,451                       | 662                   | -                     | 2,500                        | -                             | 1,060                           | 2,500                                 | 1,440                                    | -  |  |
| <b>Total Communications and Freight</b> | <b>81,591</b>               | <b>79,161</b>         | <b>71,306</b>         | <b>103,900</b>               | <b>25,373</b>                 | <b>103,900</b>                  | <b>62,850</b>                         | <b>(41,050)</b>                          | <b>(41,050)</b>                          | <b>-39.5%</b>                          |
| <b>Rentals and Leases</b>               |                             |                       |                       |                              |                               |                                 |                                       |  |  |  |
| Rentals & Leases                        | 11,567                      | 11,751                | 23,559                | 12,000                       | 9,580                         | 12,000                          | 13,600                                | 1,600                                    | 1,600                                    | 13.3%                                  |
| <b>Total Rentals and Leases</b>         | <b>11,567</b>               | <b>11,751</b>         | <b>23,559</b>         | <b>12,000</b>                | <b>9,580</b>                  | <b>12,000</b>                   | <b>13,600</b>                         | <b>1,600</b>                             | <b>1,600</b>                             | <b>13.3%</b>                           |
| <b>Insurance</b>                        |                             |                       |                       |                              |                               |                                 |                                       |  |  |  |
| Property & Casualty                     | 44,127                      | 48,044                | 48,944                | 50,400                       | 13,303                        | 50,400                          | 47,000                                | (3,400)                                  | (3,400)                                  | -6.7%                                  |

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2018-2019**

| Expenses   | Historical, Actual Expenses |                       |                       | FY 2017-2018                 |                               |                                 | Proposed Budget Fiscal Year 2018-2019 | Difference Est FY17-18 To Budget FY18-19 | Difference Bud FY17-18 To Budget FY18-19 | % Change Bud FY17-18 To Budget FY18-19 |
|--|-----------------------------|-----------------------|-----------------------|------------------------------|-------------------------------|---------------------------------|---------------------------------------|--|--|--|
|  | Fiscal Year 2014-2015       | Fiscal Year 2015-2016 | Fiscal Year 2016-2017 | Fiscal Year 2017-2018 Budget | 10/31/17 FYTD Actual Expenses | Projection for Full Fiscal Year |                                       |  |  |  |
| <b>Expenses</b>                                    |                             |                       |                       |                              |                               |                                 |                                       |  |  |  |
| General Liability                                  | 34,178                      | 34,607                | 28,352                | 40,000                       | 9,451                         | 40,000                          | 35,000                                | (5,000)                                  | (5,000)                                  | -12.5%                                 |
| Auto Liability                                     | 20,967                      | 20,201                | 15,457                | 23,100                       | 5,203                         | 23,100                          | 18,000                                | (5,100)                                  | (5,100)                                  | -22.1%                                 |
| Other Insurance & Bonds                            | 36,444                      | 38,397                | 36,935                | 51,200                       | 14,378                        | 51,200                          | 39,000                                | (12,200)                                 | (12,200)                                 | -23.8%                                 |
| Worker's Compensation Insurance                    | 64,539                      | 62,004                | 67,900                | 88,000                       | 24,658                        | 88,000                          | 95,000                                | 7,000                                    | 7,000                                    | 8.0%                                   |
| <b>Total Insurance</b>                             | <b>200,255</b>              | <b>203,253</b>        | <b>197,588</b>        | <b>252,700</b>               | <b>66,993</b>                 | <b>252,700</b>                  | <b>234,000</b>                        | <b>(18,700)</b>                          | <b>(18,700)</b>                          | <b>-7.4%</b>                           |
| <b>Utility Services</b>                            |                             |                       |                       |                              |                               |                                 |                                       |  |  |  |
| Electric Service                                   | 324,517                     | 324,546               | 289,989               | 405,317                      | 98,281                        | 355,300                         | 404,267                               | 48,967                                   | (1,050)                                  | -0.3%                                  |
| Gas Service  | 42,628                      | 30,002                | 21,777                | 48,500                       | 2,693                         | 35,500                          | 48,500                                | 13,000                                   | -  | -                                      |
| Water/Sewer Service                                | 48,653                      | 47,520                | 60,029                | 67,000                       | 28,828                        | 71,500                          | 72,700                                | 1,200                                    | 5,700                                    | 8.5%                                   |
| <b>Total Utility Services</b>                      | <b>415,798</b>              | <b>402,068</b>        | <b>371,795</b>        | <b>520,817</b>               | <b>129,802</b>                | <b>462,300</b>                  | <b>525,467</b>                        | <b>63,167</b>                            | <b>4,650</b>                             | <b>0.9%</b>                            |
| <b>Repairs and Maintenance</b>                     |                             |                       |                       |                              |                               |                                 |                                       |  |  |  |
| Other Repairs & Maintenance                        | 27,713                      | 16,306                | 25,900                | 18,300                       | 5,144                         | 18,300                          | 30,200                                | 11,900                                   | 11,900                                   | 65.0%                                  |
| Terminal, Buildings and Grounds                    | 144,204                     | 165,840               | 169,916               | 152,000                      | 54,481                        | 167,000                         | 151,500                               | (15,500)                                 | (500)                                    | -0.3%                                  |
| Vehicles and Heavy Equipment                       | 66,730                      | 63,128                | 90,266                | 69,500                       | 14,435                        | 64,500                          | 69,500                                | 5,000                                    | -  | -                                      |
| Airport and Airfield Equipment                     | 17,991                      | 9,922                 | 9,159                 | 12,000                       | 2,926                         | 12,000                          | 11,000                                | (1,000)                                  | (1,000)                                  | -8.3%                                  |
| <b>Total Repairs and Maintenance</b>               | <b>256,638</b>              | <b>255,196</b>        | <b>295,241</b>        | <b>251,800</b>               | <b>76,986</b>                 | <b>261,800</b>                  | <b>262,200</b>                        | <b>400</b>                               | <b>10,400</b>                            | <b>4.1%</b>                            |
| <b>Printing &amp; Binding</b>                      |                             |                       |                       |                              |                               |                                 |                                       |  |  |  |
| Printing & Binding                                 | 9,199                       | 8,679                 | 9,338                 | 8,700                        | 777                           | 8,000                           | 8,050                                 | 50                                       | (650)                                    | -7.5%                                  |
| Banners  | 577                         | 528                   | 680                   | 750                          | 43                            | 750                             | -                                     | (750)                                    | (750)                                    | -100.0%                                |
| <b>Total Printing &amp; Binding</b>                | <b>9,776</b>                | <b>9,207</b>          | <b>10,018</b>         | <b>9,450</b>                 | <b>820</b>                    | <b>8,750</b>                    | <b>8,050</b>                          | <b>(700)</b>                             | <b>(1,400)</b>                           | <b>-14.8%</b>                          |
| <b>Promotional Activities</b>                      |                             |                       |                       |                              |                               |                                 |                                       |  |  |  |
| Radio  | 14,019                      | 10,746                | 27,996                | 30,000                       | 9,970                         | 30,000                          | 22,000                                | (8,000)                                  | (8,000)                                  | -26.7%                                 |
| Billboards   | 32,150                      | 25,200                | 34,050                | 32,500                       | 3,775                         | 32,500                          | 32,500                                | -  | -  | -                                      |
| Print  | 15,683                      | 13,658                | 15,334                | 15,100                       | -                             | 15,100                          | 12,100                                | (3,000)                                  | (3,000)                                  | -19.9%                                 |
| TV   | 44,830                      | 66,350                | 50,075                | 110,000                      | 6,679                         | 110,000                         | 75,000                                | (35,000)                                 | (35,000)                                 | -31.8%                                 |
| Telephone Book                                     | 298                         | -                     | -                     | -                            | -                             | -                               | -                                     | -  | -  | -                                      |
| Web Advertising                                    | 40,568                      | 41,432                | 33,237                | 49,440                       | 1,570                         | 49,440                          | 59,440                                | 10,000                                   | 10,000                                   | 20.2%                                  |
| Air Service Development                            | 369                         | 1,152                 | 19,797                | 3,300                        | -                             | 1,500                           | 2,300                                 | 800                                      | (1,000)                                  | -30.3%                                 |
| Other Promotional Events/Sponsorships              | 13,638                      | 14,205                | 2,000                 | 5,000                        | -                             | 5,000                           | 3,500                                 | (1,500)                                  | (1,500)                                  | -30.0%                                 |
| Community Events/Exhibits/Sponsorships             | 23,089                      | 41,120                | 39,051                | 67,000                       | 15,740                        | 37,500                          | 80,000                                | 42,500                                   | 13,000                                   | 19.4%                                  |
| Employee/Tenant Events                             | 25,975                      | 29,631                | 28,297                | 32,450                       | 3,781                         | 32,450                          | 26,050                                | (6,400)                                  | (6,400)                                  | -19.7%                                 |
| Wellness   | 8,297                       | 6,164                 | 5,558                 | 4,500                        | 51                            | 4,500                           | 4,500                                 | -  | -  | -                                      |
| <b>Total Promotional Activities</b>                | <b>218,916</b>              | <b>249,658</b>        | <b>255,395</b>        | <b>349,290</b>               | <b>41,566</b>                 | <b>317,990</b>                  | <b>317,390</b>                        | <b>(600)</b>                             | <b>(31,900)</b>                          | <b>-9.1%</b>                           |
| <b>Other Current Charges and Obligations</b>       |                             |                       |                       |                              |                               |                                 |                                       |  |  |  |
| Legal Notices & Advertising                        | 4,247                       | 4,337                 | 2,110                 | 4,500                        | 948                           | 4,500                           | 3,000                                 | (1,500)                                  | (1,500)                                  | -33.3%                                 |
| Credit Card & Bank Fees                            | 70,691                      | 85,208                | 104,943               | 90,000                       | 36,608                        | 90,000                          | 35,000                                | (55,000)                                 | (55,000)                                 | -61.1%                                 |
| Other Current Charges & Obligations                | 6,137                       | 5,106                 | 6,812                 | 9,500                        | 1,528                         | 9,000                           | 8,500                                 | (500)                                    | (1,000)                                  | -10.5%                                 |
| In Terminal Advertising                            | 9,300                       | 4,879                 | 7,555                 | 8,000                        | 2,938                         | 8,000                           | 7,500                                 | (500)                                    | (500)                                    | -6.3%                                  |
| Miscellaneous Expense                              | -                           | -                     | -                     | -                            | -                             | -                               | -                                     | -  | -  | -                                      |
| <b>Total Other Current Charges and Obligations</b> | <b>90,375</b>               | <b>99,530</b>         | <b>121,420</b>        | <b>112,000</b>               | <b>42,022</b>                 | <b>111,500</b>                  | <b>54,000</b>                         | <b>(57,500)</b>                          | <b>(58,000)</b>                          | <b>-51.8%</b>                          |
| <b>Operating Supplies</b>                          |                             |                       |                       |                              |                               |                                 |                                       |  |  |  |
| Office Supplies                                    | 8,400                       | 7,989                 | 6,662                 | 9,000                        | 1,535                         | 9,000                           | 8,000                                 | (1,000)                                  | (1,000)                                  | -11.1%                                 |
| Vehicle Fuel                                       | 35,146                      | 26,926                | 60,062                | 45,000                       | 20,864                        | 45,000                          | 40,000                                | (5,000)                                  | (5,000)                                  | -11.1%                                 |
| Shop Supplies                                      | 1,175                       | 3,975                 | 4,535                 | 3,000                        | 1,196                         | 3,000                           | 3,000                                 | -  | -  | -                                      |
| Other Operating Supplies                           | 51,933                      | 61,258                | 79,875                | 106,350                      | 10,397                        | 106,150                         | 87,450                                | (18,700)                                 | (18,900)                                 | -17.8%                                 |
| Art Program Supplies                               | 782                         | 1,400                 | 1,050                 | 1,000                        | 99                            | 1,000                           | 1,000                                 | -  | -  | -                                      |
| Promotional Supplies                               | 11,444                      | 14,855                | 15,497                | 12,700                       | 3,925                         | 14,142                          | 13,200                                | (942)                                    | 500                                      | 3.9%                                   |
| Holiday Decorations                                | 4,616                       | 604                   | 5,080                 | 5,000                        | -                             | 5,000                           | 5,000                                 | -  | -  | -                                      |
| Chemicals and Safety                               | 39,957                      | 44,533                | 5,617                 | 77,600                       | 417                           | 53,000                          | 76,600                                | 23,600                                   | (1,000)                                  | -1.3%                                  |
| Small Tools and Equipment                          | 10,476                      | 20,312                | 6,373                 | 8,000                        | 2,776                         | 8,000                           | 10,500                                | 2,500                                    | 2,500                                    | 31.3%                                  |

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2018-2019**

|   | Historical, Actual Expenses |                       |                       | FY 2017-2018                 |                               |                                 | Proposed Budget Fiscal Year 2018-2019 | Difference Est FY17-18 To Budget FY18-19 | Difference Bud FY17-18 To Budget FY18-19 | % Change Bud FY17-18 To Budget FY18-19 |
|---|-----------------------------|-----------------------|-----------------------|------------------------------|-------------------------------|---------------------------------|---------------------------------------|--|--|--|
|   | Fiscal Year 2014-2015       | Fiscal Year 2015-2016 | Fiscal Year 2016-2017 | Fiscal Year 2017-2018 Budget | 10/31/17 FYTD Actual Expenses | Projection for Full Fiscal Year |                                       |  |  |  |
| <b>Expenses</b>   |                             |                       |                       |                              |                               |                                 |                                       |  |  |  |
| Custodial Supplies  | 18,629                      | 23,751                | 5,136                 | 19,000                       | 271                           | 19,000                          | 20,000                                | 1,000                                    | 1,000                                    | 5.3%                                   |
| Custodial Consumables   | 29,362                      | 35,954                | 47,317                | 35,600                       | 17,920                        | 50,000                          | 40,000                                | (10,000)                                 | 4,400                                    | 12.4%                                  |
| Operating Furniture, Fixtures, Equipment and Software               | 32,439                      | 88,068                | 82,624                | 148,903                      | 21,040                        | 147,903                         | 134,975                               | (12,928)                                 | (13,928)                                 | -9.4%                                  |
| Uniforms  | 7,744                       | 11,448                | 12,168                | 14,640                       | 6,514                         | 14,640                          | 24,500                                | 9,860                                    | 9,860                                    | 67.3%                                  |
| Firefighter Equipment   | 2,204                       | 714                   | -                     | 3,000                        | 2,392                         | 3,000                           | 3,200                                 | 200                                      | 200                                      | 6.7%                                   |
| <b>Total Operating Supplies</b>                                     | <b>254,307</b>              | <b>341,787</b>        | <b>331,996</b>        | <b>488,793</b>               | <b>89,346</b>                 | <b>478,835</b>                  | <b>467,425</b>                        | <b>(11,410)</b>                          | <b>(21,368)</b>                          | <b>-4.4%</b>                           |
| <b>Books, Publications, Subscriptions &amp; Memberships</b>         |                             |                       |                       |                              |                               |                                 |                                       |  |  |  |
| Books, Publications, Compact Disks, Videos & Subscriptions          | 2,715                       | 5,643                 | 4,224                 | 6,050                        | 476                           | 5,550                           | 5,850                                 | 300                                      | (200)                                    | -3.3%                                  |
| Dues & Memberships  | 28,317                      | 38,688                | 46,353                | 50,040                       | 21,986                        | 50,040                          | 47,700                                | (2,340)                                  | (2,340)                                  | -4.7%                                  |
| Licenses and Certification Fees                                     | 600                         | 120                   | 307                   | 780                          | -                             | 470                             | 780                                   | 310                                      | -  |  |
| <b>Total Books, Publications, Subscriptions &amp; Mem.</b>          | <b>31,632</b>               | <b>44,451</b>         | <b>50,884</b>         | <b>56,870</b>                | <b>22,462</b>                 | <b>56,060</b>                   | <b>54,330</b>                         | <b>(1,730)</b>                           | <b>(2,540)</b>                           | <b>-4.5%</b>                           |
| <b>Emergency Repair</b>   | <b>14,348</b>               | <b>40,757</b>         | <b>2,499</b>          | <b>50,000</b>                | <b>-</b>                      | <b>50,000</b>                   | <b>50,000</b>                         | <b>-</b>                                 | <b>-</b>                                 |  |
| <b>TOTAL SERVICES &amp; MATERIALS</b>                               | <b>2,675,886</b>            | <b>2,995,684</b>      | <b>3,610,337</b>      | <b>3,720,644</b>             | <b>1,048,827</b>              | <b>3,569,542</b>                | <b>3,464,560</b>                      | <b>(104,982)</b>                         | <b>(256,084)</b>                         | <b>-6.9%</b>                           |
| <b>TOTAL OPERATING EXPENSES, INCLUDING EMERGENCY REPAIR EXPENSE</b> | <b>\$ 6,886,075</b>         | <b>\$ 7,661,354</b>   | <b>\$ 8,404,014</b>   | <b>\$ 9,120,973</b>          | <b>\$ 2,664,366</b>           | <b>\$ 8,434,763</b>             | <b>\$ 9,216,930</b>                   | <b>\$ 782,167</b>                        | <b>\$ 95,957</b>                         | <b>1.1%</b>                            |
|   |                             |                       |                       |                              |                               |                                 |                                       | 9.3%                                     | 1.1%                                     |  |

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Administrative**

**BASIC OPERATING BUDGET**

**FY 2018-2019**

|              |                |  |  |  |  |  |  |
|--------------|----------------|--|--|--|--|--|--|
| Fund         | GARAA          |  |  |  |  |  |  |
| Department   | Administration |  |  |  |  |  |  |
| Department # | 11             |  |  |  |  |  |  |
| Cost Center  | 00             |  |  |  |  |  |  |
| Source       | 00             |  |  |  |  |  |  |

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

**PERSONNEL SERVICES**

|                                 |        |    |    |    |                                  |         |         |                |
|---------------------------------|--------|----|----|----|----------------------------------|---------|---------|----------------|
| GARAA                           | 500000 | 11 | 00 | 00 | Salaries                         | 124,698 | 124,698 |                |
| GARAA                           | 500010 | 11 | 00 | 00 | Internships                      | 3,000   | 3,000   |                |
| GARAA                           | 500015 | 11 | 00 | 00 | Salary Adjustment Pool           | 141,750 | 141,750 |                |
| GARAA                           | 500016 | 11 | 00 | 00 | Longevity                        | 2,573   | 2,573   |                |
| GARAA                           | 500018 | 11 | 00 | 00 | Unemployment Claims              | 14,000  | 14,000  |                |
| GARAA                           | 500020 | 11 | 00 | 00 | Overtime                         | -       | -       |                |
| GARAA                           | 500023 | 11 | 00 | 00 | Holiday Pay                      | 433     | 433     |                |
| GARAA                           | 500025 | 11 | 00 | 00 | Auto Allowance                   | 2,400   | 2,400   |                |
| GARAA                           | 500030 | 11 | 00 | 00 | Rewards Program                  | 1,000   | 1,000   |                |
| GARAA                           | 500035 | 11 | 00 | 00 | Gym Membership Reimbursements    | 14,400  | 14,400  |                |
| GARAA                           | 500040 | 11 | 00 | 00 | Service Awards                   | 1,300   | 1,300   |                |
| GARAA                           | 500090 | 11 | 00 | 00 | LEO Special Separation Allowance |         | -       |                |
| GARAA                           | 500165 | 11 | 00 | 00 | Retiree Health                   | 6,497   | 6,497   |                |
|                                 |        |    |    |    | <u>Benefits:</u>                 |         | 53,308  |                |
| GARAA                           | 500050 | 11 | 00 | 00 | FICA Taxes                       | 12,288  |         |                |
| GARAA                           | 500070 | 11 | 00 | 00 | LGERS retirement                 | 9,953   |         |                |
| GARAA                           | 500080 | 11 | 00 | 00 | 401k                             | 6,364   |         |                |
| GARAA                           | 500160 | 11 | 00 | 00 | Medical & ACA Reinsurance Fees   | 16,975  |         |                |
| GARAA                           | 500260 | 11 | 00 | 00 | Dental                           | 1,044   |         |                |
| GARAA                           | 500265 | 11 | 00 | 00 | Vision                           | 139     |         |                |
| GARAA                           | 500360 | 11 | 00 | 00 | Life Insurance                   | 430     |         |                |
| GARAA                           | 500460 | 11 | 00 | 00 | Disability                       | 983     |         |                |
| GARAA                           | 500480 | 11 | 00 | 00 | Tuition Reimbursement            | 3,500   |         |                |
| GARAA                           | 500500 | 11 | 00 | 00 | Cell Phone Allowance             | 1,632   |         |                |
| <b>TOTAL PERSONNEL SERVICES</b> |        |    |    |    |                                  |         |         | <b>365,359</b> |

**OPERATING EXPENSES**

|       |        | Professional Services |    |    |                                     |       |       |  |
|-------|--------|-----------------------|----|----|-------------------------------------|-------|-------|--|
| GARAA | 604000 | 11                    | 00 | 00 | Professional Services - General     |       | 5,000 |  |
|       |        |                       |    |    | HRA's for Employees                 | 2,300 |       |  |
|       |        |                       |    |    | HRA's for Spouses                   | 650   |       |  |
|       |        |                       |    |    | HRA's for New Hires                 | 300   |       |  |
|       |        |                       |    |    | HRA Report                          | 250   |       |  |
|       |        |                       |    |    | Infinisource - COBRA Administration | 1,500 |       |  |
| GARAA | 604020 | 11                    | 00 | 00 | Physicals and Drug Screens          |       | 9,800 |  |
|       |        |                       |    |    | Physicals & Drug Screens            | 2,000 |       |  |
|       |        |                       |    |    | Medical Tests for Safety Program    | 1,000 |       |  |
|       | 604021 | 11                    | 00 | 00 | Fit for Duty Physicals              | 6,800 |       |  |

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Administrative**

**BASIC OPERATING BUDGET**

**FY 2018-2019**

| Fund                | GARAA          |      |      |        |   |  |                    |                    |                       |
|---------------------|----------------|------|------|--------|---|--|--------------------|--------------------|-----------------------|
| Department          | Administration |      |      |        |   |  |                    |                    |                       |
| Department #        | 11             |      |      |        |   |  |                    |                    |                       |
| Cost Center         | 00             |      |      |        |   |  |                    |                    |                       |
| Source              | 00             |      |      |        |   |  |                    |                    |                       |
| <b>Account Code</b> |                |      |      |        |   |  | <b>Description</b> | <b>Item Amount</b> | <b>Summary Amount</b> |
| Fund                | Acct.          | Sec. | C.C. | Source |   |  |                    |                    |                       |
| GARAA               | 641000         | 11   | 00   | 00     | Temporary Help                            |  |                    | -                  |                       |
|                     |                |      |      |        |   |  | -                  |                    |                       |
|                     |                |      |      |        | <b>Travel and Training</b>                |  |                    |                    |                       |
| GARAA               | 650000         | 11   | 00   | 00     | Travel, Per Diem, Conference Registration |  |                    | 7,600              |                       |
|                     |                |      |      |        | HR Conference                             |  | 3,000              |                    |                       |
|                     |                |      |      |        | Benefit Conference                        |  | 2,500              |                    |                       |
|                     |                |      |      |        | Applicant Travel                          |  | 2,100              |                    |                       |
|                     |                |      |      |        | Local Travel                              |  | -                  |                    |                       |
| GARAA               | 651000         | 11   | 00   | 00     | Training & Education                      |  |                    | 1,500              |                       |
|                     |                |      |      |        | HR Training/HR Laws Update/HR Education   |  | 1,500              |                    |                       |
|                     |                |      |      |        | <b>Communications and Freight</b>         |  |                    |                    |                       |
| GARAA               | 660000         | 11   | 00   | 00     | Postage                                   |  |                    | 4,000              |                       |
|                     |                |      |      |        | Postage                                   |  | 4,000              |                    |                       |
| GARAA               | 661000         | 11   | 00   | 00     | Express Mail Delivery                     |  |                    | 1,000              |                       |
|                     |                |      |      |        | Express mail                              |  | 1,000              |                    |                       |
|                     |                |      |      |        | <b>Rentals and Leases</b>                 |  |                    |                    |                       |
| GARAA               | 664000         | 11   | 00   | 00     | Rentals and Leases                        |  |                    | 400                |                       |
|                     |                |      |      |        | Neopost postage machine rental            |  | 400                |                    |                       |
|                     |                |      |      |        | <b>Insurance</b>                          |  |                    |                    |                       |
| GARAA               | 670000         | 11   | 00   | 00     | Property Insurance                        |  |                    | 47,000             |                       |
|                     |                |      |      |        | Property insurance                        |  | 47,000             |                    |                       |
| GARAA               | 671000         | 11   | 00   | 00     | General Liability                         |  |                    | 35,000             |                       |
|                     |                |      |      |        | General liability insurance               |  | 35,000             |                    |                       |
| GARAA               | 672000         | 11   | 00   | 00     | Auto Liability                            |  |                    | 18,000             |                       |
|                     |                |      |      |        | Auto liability insurance                  |  | 18,000             |                    |                       |
| GARAA               | 673000         | 11   | 00   | 00     | Other Insurance and Bonds                 |  |                    | 39,000             |                       |
|                     |                |      |      |        | Public officials insurance                |  | 22,000             |                    |                       |
|                     |                |      |      |        | Police professional liability insurance   |  | 16,000             |                    |                       |
|                     |                |      |      |        | Crime insurance                           |  | 1,000              |                    |                       |
| GARAA               | 674000         | 11   | 00   | 00     | Worker's Compensation Insurance           |  |                    | 95,000             |                       |
|                     |                |      |      |        | Workers' compensation insurance           |  | 95,000             |                    |                       |
|                     |                |      |      |        | <b>Printing &amp; Binding</b>             |  |                    |                    |                       |
| GARAA               | 730000         | 11   | 00   | 00     | Printing & Binding                        |  |                    | 300                |                       |
|                     |                |      |      |        | Printing and Binding                      |  | 300                |                    |                       |
|                     |                |      |      |        | <b>Promotional Activities</b>             |  |                    |                    |                       |
| GARAA               | 740101         | 11   | 00   | 00     | Community Events/Exhibits/Sponsorships    |  |                    | 500                |                       |
|                     |                |      |      |        | United Way campaign                       |  | 500                |                    |                       |
| GARAA               | 740115         | 11   | 00   | 00     | Employee/Tenant Appreciation              |  |                    | 15,800             |                       |
|                     |                |      |      |        | Employee birthday coupons                 |  | 1,000              |                    |                       |
|                     |                |      |      |        | Employee picnic                           |  | 4,500              |                    |                       |



**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Administrative**

**BASIC OPERATING BUDGET**

**FY 2018-2019**

|   |                |      |      |        |  |             |                |       |                |  |
|---|----------------|------|------|--------|--|-------------|----------------|-------|----------------|--|
| Fund  | GARAA          |      |      |        |  |             |                |       |                |  |
| Department  | Administration |      |      |        |  |             |                |       |                |  |
| Department #  | 11             |      |      |        |  |             |                |       |                |  |
| Cost Center   | 00             |      |      |        |  |             |                |       |                |  |
| Source  | 00             |      |      |        |  |             |                |       |                |  |
| <b>Account Code</b>                                       |                |      |      |        |  |             |                |       |                |  |
| Fund  | Acct.          | Sec. | C.C. | Source | Description  | Item Amount | Summary Amount |       |                |  |
|   |                |      |      |        | Employee flowers (funeral/hospital)                        | 500         |                |       |                |  |
|   |                |      |      |        | Employee holiday gift cards                                | 5,300       |                |       |                |  |
|   |                |      |      |        | Employee holiday lunches                                   | 3,500       |                |       |                |  |
|   |                |      |      |        | Employee Retirement  | 1,000       |                |       |                |  |
| GARAA   | 740119         | 11   | 00   | 00     | Wellness   |             |                | 4,500 |                |  |
|   |                |      |      |        | Wellness   | 2,500       |                |       |                |  |
|   | 740121         | 11   | 00   | 00     | Fit bit replacements                                       | 2,000       |                |       |                |  |
| <b>Other Current Charges and Obligations</b>              |                |      |      |        |  |             |                |       |                |  |
| GARAA   | 750000         | 11   | 00   | 00     | Legal Notices & Placements                                 |             |                | 3,000 |                |  |
|   |                |      |      |        | Employment advertising/Legal Notices                       | 3,000       |                |       |                |  |
| <b>Operating Supplies</b>                                 |                |      |      |        |  |             |                |       |                |  |
| GARAA   | 760000         | 11   | 00   | 00     | Office Supplies  |             |                | 8,000 |                |  |
|   |                |      |      |        | Office supplies  | 8,000       |                |       |                |  |
| GARAA   | 770300         | 11   | 00   | 00     | Operating Supplies   |             |                | 2,500 |                |  |
|   |                |      |      |        | Administrative supplies                                    | 2,500       |                |       |                |  |
| GARAA   | 771000         | 11   | 00   | 00     | Operating Furniture, Fixtures, Equipment and Software      |             |                | 2,000 |                |  |
|   |                |      |      |        | Greater than \$100 & up to \$5,000                         |             |                |       |                |  |
|   |                |      |      |        | HR furniture & equipment                                   | 2,000       |                |       |                |  |
| <b>Books, Publications, Subscriptions and Memberships</b> |                |      |      |        |  |             |                |       |                |  |
| GARAA   | 780100         | 11   | 00   | 00     | Dues & Memberships   |             |                | 990   |                |  |
|   |                |      |      |        | SHRM   | 375         |                |       |                |  |
|   |                |      |      |        | WNCHR  | 195         |                |       |                |  |
|   |                |      |      |        | NC PRIMA   | 50          |                |       |                |  |
|   |                |      |      |        | IPMA-HR  | 150         |                |       |                |  |
|   |                |      |      |        | PRIMA  | 220         |                |       |                |  |
| GARAA   | 780500         | 11   | 00   | 00     | Books, Publications, Compact Disks, Videos & Subscriptions |             |                | 250   |                |  |
|   |                |      |      |        | HR Books/Publications                                      | 250         |                |       |                |  |
| <b>TOTAL OPERATING EXPENSES</b>                           |                |      |      |        |  |             |                |       | <b>301,140</b> |  |
| <b>SECTION TOTAL</b>                                      |                |      |      |        |  |             |                |       | <b>666,499</b> |  |

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Administrative**  
**Fiscal Year 2018/2019**  
**Variance Analysis**

| Acct # | Description                                  | FY2018 Budget  |                |                   |                | FY2018 Estimated Actual |                  |                   |                | FY2017 Actual  |                   |               | FY 2016 Actual |
|--------|--|----------------|----------------|-------------------|----------------|-------------------------|------------------|-------------------|----------------|----------------|-------------------|---------------|----------------|
|        |  | FY 2019 Budget | FY 2018 Budget | Increase/Decrease |                | FY 2018 4 Months        | FY 2018 Estimate | Increase/Decrease |                | FY 2017 Actual | Increase/Decrease |               |                |
|        |  |                |                | Amount            | Percent        |                         |                  | Amount            | Percent        |                | Amount            | Percent       |                |
| 500000 | Salaries                                     | 124,698        | 124,696        | 2                 | 0.00%          | 40,825                  | 122,475          | 2,223             | 1.82%          | 117,192        | 7,506             | 6.40%         | 95,634         |
| 500010 | Internship                                   | 3,000          |                |                   |                |                         |                  |                   |                |                |                   |               |                |
| 500015 | Salary Adjustment Pool                       | 141,750        | 6,718          | 135,032           | 2010.00%       | 0                       | 0                | 141,750           | 100%           | 0              | 141,750           | 100%          | 0              |
| 500016 | Longevity                                    | 2,573          | 1,660          | 913               | 55.00%         | 1,660                   | 1,660            | 913               | 55.00%         | 1,660          | 913               | 55.00%        | 1,607          |
| 500018 | Unemployment Claims                          | 14,000         | 14,000         | 0                 | 0.00%          | 0                       | 14,000           | 0                 | 0.00%          | 1,888          | 12,112            | 641.53%       | (3,737)        |
| 500020 | Overtime                                     | 0              | 0              | 0                 | 100%           | 0                       | 0                | 0                 | 100%           | 0              | 0                 | 100%          | 0              |
| 500023 | Holiday Pay                                  | 433            |                |                   |                |                         |                  |                   |                |                |                   |               |                |
| 500025 | Auto Allowance                               | 2,400          |                |                   |                |                         |                  |                   |                |                |                   |               |                |
| 500030 | Rewards Program                              | 1,000          |                |                   |                |                         |                  |                   |                |                |                   |               |                |
| 500035 | Gym Membership Reimbursements                | 14,400         |                |                   |                |                         |                  |                   |                |                |                   |               |                |
| 500040 | Service Awards                               | 1,300          |                |                   |                |                         |                  |                   |                |                |                   |               |                |
| 500090 | LEO Special Separation Allowance             | 0              | 0              | 0                 | 100%           |                         | 0                | 0                 | 100%           | 0              | 0                 | 100%          | 0              |
| 500165 | Retiree Health                               | 6,497          | 9,340          | (2,843)           | -30.44%        | 3,418                   | 10,254           | (3,757)           | -36.64%        | 22,514         | (16,017)          | -71.14%       | 37,161         |
| 500050 | FICA Taxes                                   | 12,288         | 10,699         | 1,589             | 14.85%         | 3,290                   | 9,870            | 2,418             | 24.50%         | 9,231          | 3,057             | 33.12%        | 7,731          |
| 500070 | LGERS retirement                             | 9,953          | 9,778          | 175               | 1.79%          | 3,226                   | 9,678            | 275               | 2.84%          | 8,230          | 1,723             | 20.94%        | 5,611          |
| 500080 | 401k   | 6,364          | 6,318          | 46                | 0.73%          | 2,124                   | 6,372            | (8)               | -0.13%         | 5,857          | 507               | 8.66%         | 4,150          |
| 500160 | Medical & ACA Reinsurance Fees               | 16,975         | 23,058         | (6,083)           | -26.38%        | 6,296                   | 18,888           | (1,913)           | -10.13%        | 16,709         | 266               | 1.59%         | 10,461         |
| 500260 | Dental                                       | 1,044          | 1,320          | (276)             | -20.91%        | 202                     | 606              | 438               | 72.28%         | 1,488          | (444)             | -29.84%       | 1,442          |
| 500265 | Vision Insurance                             | 139            | 146            |                   |                | 34                      | 102              |                   |                | 141            | (2)               | -1.42%        |                |
| 500360 | Life Insurance                               | 430            | 418            | 12                | 2.87%          | 313                     | 939              | (509)             | -54.21%        | 463            | (33)              | -7.13%        | 199            |
| 500460 | Disability                                   | 983            | 940            | 43                | 4.57%          | 224                     | 672              | 311               | 46.28%         | 908            | 75                | 8.26%         | 594            |
| 500480 | Tuition Reimbursement                        | 3,500          |                |                   |                |                         |                  |                   |                |                |                   |               |                |
| 500500 | Cell Phone Allowance                         | 1,632          |                |                   |                |                         |                  |                   |                |                |                   |               |                |
|        | Total Benefits                               | 53,308         | 52,677         | 631               | 1.20%          | 15,709                  | 47,127           | 6,181             | 13.12%         | 43,027         | 10,281            | 23.89%        | 30,188         |
|        | <b>Total Personal Services</b>               | <b>365,359</b> | <b>209,091</b> | <b>128,610</b>    | <b>61.51%</b>  | <b>61,612</b>           | <b>195,516</b>   | <b>142,141</b>    | <b>72.70%</b>  | <b>186,281</b> | <b>151,413</b>    | <b>81.28%</b> | <b>160,853</b> |
| 604000 | Professional Services - General              | 5,000          | 5,000          | 0                 | 0.00%          | 307                     | 5,000            | 0                 | 0.00%          | 5,176          | (176)             | -3.40%        | 2,031          |
| 604020 | Physicals and Drug Screens                   | 9,800          | 7,000          | 2,800             | 40.00%         | 685                     | 7,000            | 2,800             | 40.00%         | 4,537          | 5,263             | 116.00%       | 4,826          |
| 641000 | Temporary Help                               | 0              | 3,000          | (3,000)           | -100.00%       | 0                       | 3,000            | (3,000)           | -100.00%       | 0              | 0                 | 100%          | 0              |
| 650000 | Travel, Per Diem, Conference Registration    | 7,600          | 10,000         | (2,400)           | -24.00%        | 3,074                   | 10,000           | (2,400)           | -24.00%        | 7,378          | 222               | 3.01%         | 12,184         |
| 651000 | Training & Education                         | 1,500          | 5,000          | (3,500)           | -70.00%        | 556                     | 5,000            | (3,500)           | -70.00%        | 3,775          | (2,275)           | -60.26%       | 616            |
| 660000 | Postage                                      | 4,000          | 4,000          | 0                 | 0.00%          | 1,014                   | 4,000            | 0                 | 0.00%          | 4,249          | (249)             | -5.86%        | 3,891          |
| 661000 | Express Mail Delivery                        | 1,000          | 1,000          | 0                 | 0.00%          | 382                     | 1,000            | 0                 | 0.00%          | 1,182          | (182)             | -15.40%       | 551            |
| 664000 | Rentals and Leases                           | 400            | 400            | 0                 | 0.00%          | 112                     | 400              | 0                 | 0.00%          | 256            | 144               | 56.25%        | 156            |
| 670000 | Property and Casualty Insurance              | 47,000         | 50,400         | (3,400)           | -6.75%         | 13,303                  | 50,400           | (3,400)           | -6.75%         | 48,944         | (1,944)           | -3.97%        | 48,044         |
| 671000 | General Liability                            | 35,000         | 40,000         | (5,000)           | -12.50%        | 9,451                   | 40,000           | (5,000)           | -12.50%        | 28,352         | 6,648             | 23.45%        | 34,607         |
| 672000 | Auto Liability                               | 18,000         | 23,100         | (5,100)           | -22.08%        | 5,203                   | 23,100           | (5,100)           | -22.08%        | 15,457         | 2,543             | 16.45%        | 20,201         |
| 673000 | Other Insurance & Bonds                      | 39,000         | 51,200         | (12,200)          | -23.83%        | 14,378                  | 51,200           | (12,200)          | -23.83%        | 36,935         | 2,065             | 5.59%         | 38,397         |
| 674000 | Worker's Compensation Insurance              | 95,000         | 88,000         | 7,000             | 7.95%          | 24,658                  | 88,000           | 7,000             | 7.95%          | 67,900         | 27,100            | 39.91%        | 62,004         |
| 730000 | Printing & Binding                           | 300            | 300            | 0                 | 0.00%          | 80                      | 300              | 0                 | 0.00%          | 196            | 104               | 53.06%        | 569            |
| 740100 | Promotional Events/Sponsorships              |                | 0              |                   |                |                         |                  |                   |                | 0              |                   |               | 241            |
| 740101 | Other Community Events/Exhibits/Sponsorships | 500            | 500            | 0                 | 0.00%          | 0                       | 500              | 0                 | 0.00%          | 395            | 105               | 26.58%        | 7              |
| 740115 | Employee/Tenant Appreciation                 | 15,800         | 25,000         | (9,200)           | -36.80%        | 2,892                   | 25,000           | (9,200)           | -36.80%        | 22,879         | (7,079)           | -30.94%       | 26,047         |
| 740119 | Wellness                                     | 4,500          | 4,500          | 0                 | 0.00%          | 51                      | 4,500            | 0                 | 0.00%          | 5,558          | (1,058)           | -19.04%       | 6,164          |
| 750000 | Legal Notices & Advertising                  | 3,000          | 4,500          | (1,500)           | -33.33%        | 948                     | 4,500            | (1,500)           | -33.33%        | 2,110          | 890               | 42.18%        | 4,337          |
| 760000 | Office Supplies                              | 8,000          | 9,000          | (1,000)           | -11.11%        | 1,535                   | 9,000            | (1,000)           | -11.11%        | 6,662          | 1,338             | 20.08%        | 7,989          |
| 770300 | Operating Supplies                           | 2,500          | 2,500          | 0                 | 0.00%          | 994                     | 2,500            | 0                 | 0.00%          | 1,937          | 563               | 29.07%        | 2,274          |
| 771000 | Operating Furniture, Fixtures and Equipment  | 2,000          | 2,000          | 0                 | 0.00%          | 0                       | 2,000            | 0                 | 0.00%          | 2,597          | (597)             | -22.99%       | 0              |
| 780100 | Dues & Memberships                           | 990            | 990            | 0                 | 0.00%          | 199                     | 990              | 0                 | 0.00%          | 534            | 456               | 85.39%        | 534            |
| 780500 | Books & Publications                         | 250            | 250            | 0                 | 0.00%          | 30                      | 250              | 0                 | 0.00%          | 115            | 135               | 117.39%       | 1,360          |
|        | <b>Total Services &amp; Mat'ls.</b>          | <b>301,140</b> | <b>337,640</b> | <b>(36,500)</b>   | <b>-10.81%</b> | <b>79,852</b>           | <b>337,640</b>   | <b>(36,500)</b>   | <b>-10.81%</b> | <b>267,124</b> | <b>34,016</b>     | <b>12.73%</b> | <b>277,030</b> |
|        | <b>Department Total</b>                      | <b>666,499</b> | <b>546,731</b> | <b>92,110</b>     | <b>16.85%</b>  | <b>141,464</b>          | <b>533,156</b>   | <b>105,641</b>    | <b>19.81%</b>  | <b>453,405</b> | <b>185,429</b>    | <b>40.90%</b> | <b>437,883</b> |

Comments:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

Development

**BASIC OPERATING BUDGET**

**FY 2018-2019**

|              |             |  |  |  |  |  |  |  |
|--------------|-------------|--|--|--|--|--|--|--|
| Fund         | GARAA       |  |  |  |  |  |  |  |
| Department   | Development |  |  |  |  |  |  |  |
| Department # | 70          |  |  |  |  |  |  |  |
| Cost Center  | 00          |  |  |  |  |  |  |  |
| Source       | 00          |  |  |  |  |  |  |  |

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

| <b>PERSONNEL SERVICES</b> |        |    |    |    |                                 |         |                |
|---------------------------|--------|----|----|----|---------------------------------|---------|----------------|
| GARA/                     | 500000 | 70 | 00 | 00 | Salaries                        | 264,857 | 264,857        |
| GARA/                     | 500016 | 70 | 00 | 00 | Longevity                       | 6,707   | 6,707          |
| GARA/                     | 500020 | 70 | 00 | 00 | Overtime                        | 500     | 500            |
| ARA                       | 500023 | 70 | 00 | 00 | Holiday Pay                     | 650     | 650            |
| ARA                       | 500025 | 70 | 00 | 00 | Auto Allowance                  | 5,400   | 5,400          |
|                           |        |    |    |    | Benefits:                       |         | 111,211        |
| GARA/                     | 500050 | 70 | 00 | 00 | FICA Taxes                      | 21,309  |                |
| GARA/                     | 500070 | 70 | 00 | 00 | LGERS Retirement                | 21,275  |                |
| GARA/                     | 500080 | 70 | 00 | 00 | 401k                            | 13,603  |                |
| GARA/                     | 500160 | 70 | 00 | 00 | Medical                         | 46,233  |                |
| GARA/                     | 500260 | 70 | 00 | 00 | Dental                          | 2,284   |                |
| GARA/                     | 500265 | 70 | 00 | 00 | Vision                          | 208     |                |
| GARA/                     | 500360 | 70 | 00 | 00 | Life Insurance                  | 839     |                |
| GARA/                     | 500460 | 70 | 00 | 00 | Disability                      | 2,196   |                |
| ARA                       | 500500 | 70 | 00 | 00 | Cell Phone Allowance            | 3,264   |                |
|                           |        |    |    |    | <b>TOTAL PERSONNEL SERVICES</b> |         | <b>389,325</b> |

| <b>OPERATING EXPENSES</b> |        |    |    |    |  |        |        |
|---------------------------|--------|----|----|----|--|--------|--------|
|                           |        |    |    |    | <b>Professional Services</b>                         |        |        |
| GARA/                     | 604000 | 70 | 00 | 00 | Professional Services - General                      |        | 25,000 |
|                           |        |    |    |    | Surveys, Appraisals, Reports, Consultant Svcs, Misc. | 25,000 |        |
|                           |        |    |    |    | <b>Travel and Training</b>                           |        |        |
| GARA/                     | 650000 | 70 | 00 | 00 | Travel, Per Diem, Conference Registration            |        | 24,275 |
|                           |        |    |    |    | AAAE NAC   | 3,500  |        |
|                           |        |    |    |    | SEC- F&A Conference                                  | 1,200  |        |
|                           |        |    |    |    | SEC - AAAE Annual Conference                         | 1,100  |        |
|                           |        |    |    |    | AAAE Annual Conference                               | 2,500  |        |
|                           |        |    |    |    | ACI CEO Forum  | 2,200  |        |
|                           |        |    |    |    | NCAA Annual Conference - 1                           | 800    |        |
|                           |        |    |    |    | FAA & Other Meetings                                 | 2,200  |        |
|                           |        | 70 | 00 | 75 | Safety Program - Incident Investigation - 1          | 550    |        |
|                           |        |    |    | 75 | SEC Chapter Officers Meeting                         | 1,200  |        |
|                           |        |    |    | 75 | Safety Program - PPE - 1                             | 350    |        |
|                           |        |    |    | 75 | Safety Program - NC Safety & Health Congress - 1     | 800    |        |
|                           |        |    |    | 75 | Safety Program - Summit on Safety Leadership - 1     | 800    |        |
|                           |        |    |    | 75 | Safety Program - ARC Flash - 1                       | 450    |        |
|                           |        |    |    | 75 | Safety Program - Job Safety Analysis - 1             | 550    |        |
|                           |        |    |    | 75 | Safety Program - Safety Inspections - 1              | 550    |        |
|                           |        |    |    | 75 | Safety Program - Ergonomics - 1                      | 550    |        |
|                           |        |    |    | 75 | Safety Program - Practical Applications - 1          | 185    |        |

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Development**  
**BASIC OPERATING BUDGET**  
**FY 2018-2019**

| Account Code  |             |      |      |        |  |   |  | Description | Item    | Summary |
|---|-------------|------|------|--------|--|---|--|-------------|---------|---------|
| Fund  | Acct.       | Sec. | C.C. | Source |  |   |  | Amount      | Amount  |         |
| Fund  | GARAA       |      |      |        |  |   |  |             |         |         |
| Department  | Development |      |      |        |  |   |  |             |         |         |
| Department #  | 70          |      |      |        |  |   |  |             |         |         |
| Cost Center   | 00          |      |      |        |  |   |  |             |         |         |
| Source  | 00          |      |      |        |  |   |  |             |         |         |
|   |             |      |      | 75     |  | Safety Program - Safety and Health Issues- 1          |  | 1,690       | 2,000   |         |
|   |             |      |      | 75     |  | Safety Program - Hazard Communication - 1             |  | 350         |         |         |
|   |             |      |      | 75     |  | Safety Program - LOTO & Electrical Safety - 1         |  | 350         |         |         |
|   |             |      |      |        |  | AGTA Conference - 1                                   |  | 1,900       |         |         |
|   |             |      |      |        |  | Local Travel & Expenses                               |  | -           |         |         |
|   |             |      |      |        |  | Business Meeting Expenses                             |  | 500         |         |         |
| GARAA   | 651000      | 70   | 00   | 00     |  | Training & Education                                  |  |             |         |         |
|   |             |      |      |        |  | Professional Development (ADA/DBE/Misc. Cert.)        |  | 1,500       |         |         |
|   |             | 70   | 00   | 75     |  | Safety Program - Training Materials                   |  | -           |         |         |
|   |             |      |      | 75     |  | Safety Program - Professional Development             |  | 500         |         |         |
| <b>Communications and Freight</b>                         |             |      |      |        |  |   |  |             |         |         |
| GARAA   | 662000      | 70   | 00   | 00     |  | Telecommunications                                    |  |             |         | 560     |
|   |             |      |      |        |  | Verizon   |  |             |         |         |
| GARAA   | 663000      | 70   | 00   | 00     |  | Online Services                                       |  |             |         |         |
|   |             |      |      |        |  | Internet Broadband Services                           |  | 560         |         |         |
| <b>Printing &amp; Binding</b>                             |             |      |      |        |  |   |  |             |         |         |
| GARAA   | 730000      | 70   | 00   | 00     |  | Printing & Binding                                    |  |             | 250     |         |
|   |             |      |      |        |  | Development Marketing Materials & Supplies            |  | -           |         |         |
|   |             | 70   | 00   | 75     |  | Safety Program - Training, Posters, Handouts etc.     |  | 250         |         |         |
| <b>Advertising</b>  |             |      |      |        |  |   |  |             |         |         |
| GARAA   | 740115      | 70   | 00   | 00     |  | Employee/Tenant Appreciation                          |  |             | -       |         |
|   |             |      |      |        |  |   |  | -           |         |         |
| <b>Operating Supplies</b>                                 |             |      |      |        |  |   |  |             |         |         |
| GARAA   | 770300      | 70   | 00   | 00     |  | Operating Supplies                                    |  |             | 2,300   |         |
|   |             |      |      |        |  | General Supplies                                      |  | 300         |         |         |
|   |             |      |      |        |  | First Aid Boxes                                       |  | 500         |         |         |
|   |             |      |      |        |  | Safety Program - Promotional                          |  | 500         |         |         |
|   |             | 70   | 00   | 75     |  | Ground Transportation Permits & Forms                 |  | 1,000       |         |         |
| GARAA   | 771000      | 70   | 00   | 00     |  | Operating Furniture, Fixtures, Equipment and Software |  |             | 4,000   |         |
|   |             |      |      |        |  | Greater than \$100 & up to \$5,000                    |  |             |         |         |
|   |             |      |      |        |  | Operating Furniture, Fixtures, Equip up to \$5K       |  | 4,000       |         |         |
| <b>Books, Publications, Subscriptions and Memberships</b> |             |      |      |        |  |   |  |             |         |         |
| GARAA   | 780100      | 70   | 00   | 00     |  | Dues & Memberships                                    |  |             | 1,675   |         |
|   |             |      |      |        |  | AAAE - 1  |  | 275         |         |         |
|   |             |      |      |        |  | SEC - AAAE - 2  |  | 70          |         |         |
|   |             |      |      |        |  | NCAA - 2  |  | 80          |         |         |
|   |             |      |      |        |  | National Safety Council - 1                           |  | 450         |         |         |
|   |             |      |      |        |  | AGTA - 1  |  | 500         |         |         |
|   |             |      |      |        |  | DBE, ADA & Other                                      |  | 300         |         |         |
| <b>TOTAL OPERATING EXPENSES</b>                           |             |      |      |        |  |   |  |             | 60,060  |         |
| <b>SECTION TOTAL</b>                                      |             |      |      |        |  |   |  |             | 449,385 |         |

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

Development

Fiscal Year 2018/2019

Variance Analysis

| Acct # | Description                                 | FY2018 Budget  |                |                   |                | FY2018 Estimated Actual |                  |                   |               | FY2017 Actual  |                   |               | FY 2016        |
|--------|---|----------------|----------------|-------------------|----------------|-------------------------|------------------|-------------------|---------------|----------------|-------------------|---------------|----------------|
|        |   | FY 2019 Budget | FY 2018 Budget | Increase/Decrease |                | FY 2018 Actual 4 Months | FY 2018 Estimate | Increase/Decrease |               | FY 2017 Actual | Increase/Decrease |               | FY 2016 Actual |
|        |   |                |                | Amount            | Percent        |                         |                  | Amount            | Percent       |                | Amount            | Percent       |                |
| 500000 | Salaries                                    | 264,857        | 264,858        | (1)               | 0.00%          | 85,446                  | 256,338          | 8,519             | 3.32%         | 253,655        | 11,202            | 4.42%         | 264,519        |
| 500016 | Longevity                                   | 6,707          | 6,048          | 659               | 10.90%         | 896                     | 6,048            | 659               | 10.90%        | 6,048          | 659               | 10.90%        | 5,858          |
| 500020 | Overtime                                    | 500            | 500            | 0                 | 0.00%          | 0                       | 500              | 0                 | 0.00%         | 0              | 500               | 100%          | 60             |
| 500023 | Holiday Pay                                 | 650            |                |                   |                |                         |                  |                   |               |                |                   |               |                |
| 500025 | Auto Allowance                              | 5,400          |                |                   |                |                         |                  |                   |               |                |                   |               |                |
| 500050 | FICA Taxes                                  | 21,309         | 21,209         | 100               | 0.47%          | 6,539                   | 19,617           | 1,692             | 8.63%         | 18,874         | 2,435             | 12.90%        | 18,573         |
| 500070 | LGERS retirement                            | 21,275         | 20,996         | 279               | 1.33%          | 6,374                   | 19,122           | 2,153             | 11.26%        | 18,571         | 2,704             | 14.56%        | 16,825         |
| 500080 | 401k  | 13,603         | 13,570         | 33                | 0.24%          | 4,196                   | 12,588           | 1,015             | 8.06%         | 12,552         | 1,051             | 8.37%         | 12,642         |
| 500160 | Medical                                     | 46,233         | 48,334         | (2,101)           | -4.35%         | 12,159                  | 36,477           | 9,756             | 26.75%        | 38,366         | 7,867             | 20.51%        | 35,092         |
| 500260 | Dental                                      | 2,284          | 2,077          | 207               | 9.97%          | 689                     | 2,067            | 217               | 10.50%        | 2,087          | 197               | 9.44%         | 2,837          |
| 500265 | Vision Insurance                            | 208            | 218            |                   |                | 67                      | 201              |                   |               | 213            | (5)               | -2.35%        |                |
| 500360 | Life Insurance                              | 839            | 839            | 0                 | 0.00%          | 297                     | 891              | (52)              | -5.84%        | 1,020          | (181)             | -17.75%       | 995            |
| 500460 | Disability                                  | 2,196          | 2,196          | 0                 | 0.00%          | 665                     | 1,995            | 201               | 10.08%        | 1,996          | 200               | 10.02%        | 2,624          |
| 500500 | Cell Phone Allowance                        | 3,264          |                |                   |                |                         |                  |                   |               |                |                   |               |                |
|        | Total Benefits                              | 111,211        | 109,439        | 1,772             | 1.62%          | 30,986                  | 92,958           | 18,253            | 19.64%        | 93,679         | 17,532            | 18.71%        | 89,588         |
|        | <b>Total Personal Services</b>              | <b>389,325</b> | <b>380,845</b> | <b>(824)</b>      | <b>-0.22%</b>  | <b>117,328</b>          | <b>355,844</b>   | <b>24,160</b>     | <b>6.79%</b>  | <b>353,382</b> | <b>26,629</b>     | <b>7.54%</b>  | <b>360,025</b> |
| 604000 | Professional Services - General             | 25,000         | 35,000         | (10,000)          | -28.57%        | 0                       | 5,000            | 20,000            | 400.00%       | 15,000         | 10,000            | 66.67%        | 72,550         |
| 650000 | Travel, Per Diem, Conference Registration   | 24,275         | 27,000         | (2,725)           | -10.09%        | 3,885                   | 27,000           | (2,725)           | -10.09%       | 23,616         | 659               | 2.79%         | 25,319         |
| 651000 | Training & Education                        | 2,000          | 2,000          | 0                 | 0.00%          | 1,078                   | 2,000            | 0                 | 0.00%         | 1,318          | 682               | 51.75%        | 1,217          |
| 662000 | Telecommunications                          | 0              | 0              | 0                 | 100%           | 160                     | 0                |                   |               | 400            |                   |               | 320            |
| 663000 | Online Services                             | 560            | 560            | 0                 | 0.00%          | 0                       | 560              | 0                 | 0.00%         | 0              | 560               | 100%          | 120            |
| 730000 | Printing & Binding                          | 250            | 500            | (250)             | -50.00%        | 47                      | 300              | (50)              | -16.67%       | 921            | (671)             | -72.86%       | 167            |
| 740115 | Employee/Tenant Appreciation                | 0              | 0              | 0                 | 100%           | 0                       | 0                |                   |               | 0              |                   |               | 162            |
| 770300 | Operating Supplies                          | 2,300          | 800            | 1,500             | 187.50%        | 121                     | 600              | 1,700             | 283.33%       | 395            | 1,905             | 482.28%       | 271            |
| 771000 | Operating Furniture, Fixtures and Equipment | 4,000          | 300            | 3,700             | 1233.33%       | 0                       | 300              | 3,700             | 1233.33%      | 0              | 4,000             | 100%          | 382            |
| 780100 | Dues & Memberships                          | 1,675          | 1,625          | 50                | 3.08%          | 1,080                   | 1,625            | 50                | 3.08%         | 1,950          | (275)             | -14.10%       | 418            |
|        | <b>Total Services &amp; Mat'ls.</b>         | <b>60,060</b>  | <b>67,785</b>  | <b>(7,725)</b>    | <b>-11.40%</b> | <b>6,371</b>            | <b>37,385</b>    | <b>22,675</b>     | <b>60.65%</b> | <b>43,600</b>  | <b>16,860</b>     | <b>38.67%</b> | <b>100,926</b> |
|        | <b>Department Total</b>                     | <b>449,385</b> | <b>448,630</b> | <b>(8,549)</b>    | <b>-1.91%</b>  | <b>123,699</b>          | <b>393,229</b>   | <b>46,835</b>     | <b>11.91%</b> | <b>396,982</b> | <b>43,489</b>     | <b>10.95%</b> | <b>460,951</b> |

Comments:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Executive**

**BASIC OPERATING BUDGET**

**FY 2018-2019**

|              |           |  |  |  |  |  |  |  |
|--------------|-----------|--|--|--|--|--|--|--|
| Fund         | GARAA     |  |  |  |  |  |  |  |
| Department   | Executive |  |  |  |  |  |  |  |
| Department # | 05        |  |  |  |  |  |  |  |
| Cost Center  | 00        |  |  |  |  |  |  |  |
| Source       | 00        |  |  |  |  |  |  |  |

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

| PERSONNEL SERVICES |        |    |    |    |                      |         |         |
|--------------------|--------|----|----|----|----------------------|---------|---------|
| GARA/              | 500000 | 05 | 00 | 00 | Salaries             | 341,911 | 341,911 |
| GARA/              | 500016 | 05 | 00 | 00 | Longevity            | 7,437   | 7,437   |
| GARA/              | 500023 | 05 | 00 | 00 | Holiday Pay          | 650     | 650     |
| GARA/              | 500025 | 05 | 00 | 00 | Auto Allowance       | 7,200   | 7,200   |
| <u>Benefits:</u>   |        |    |    |    |                      |         | 137,228 |
| ARA                | 500030 | 05 | 00 | 00 | Allocated Benefits   | 1,000   |         |
| GARA/              | 500050 | 05 | 00 | 00 | FICA Taxes           | 27,676  |         |
| GARA/              | 500070 | 05 | 00 | 00 | LGERS retirement     | 27,319  |         |
| ARA                | 500072 | 05 | 00 | 00 | 457 Retirement       | 3,692   |         |
| GARA/              | 500080 | 05 | 00 | 00 | 401k                 | 17,467  |         |
| GARA/              | 500160 | 05 | 00 | 00 | Medical              | 50,923  |         |
| GARA/              | 500260 | 05 | 00 | 00 | Dental               | 2,927   |         |
| GARA/              | 500265 | 05 | 00 | 00 | Vision               | 208     |         |
| GARA/              | 500360 | 05 | 00 | 00 | Life Insurance       | 903     |         |
| GARA/              | 500460 | 05 | 00 | 00 | Disability           | 2,506   |         |
| ARA                | 500500 | 05 | 00 | 00 | Cell Phone Allowance | 2,607   |         |

**TOTAL PERSONNEL SERVICES** 494,426

| OPERATING EXPENSES           |        |    |    |    |   |   |        |
|------------------------------|--------|----|----|----|---|---|--------|
| <b>Professional Services</b> |        |    |    |    |   |   |        |
| GARA/                        | 604000 | 05 | 00 | 00 | Professional Services - General           |   | 60,000 |
|                              |        |    |    |    |   | Various                                 | 60,000 |
| GARA/                        | 604010 | 05 | 00 | 00 | Professional Services - Legal             |   | 75,000 |
|                              |        |    |    |    |   | Paltra, Straus, Robinson & Moore        | 75,000 |
| GARA/                        | 604017 | 05 | 00 | 00 | Surveys, Reports & Data                   |   | -      |
|                              |        |    |    |    |   | Diio                                    | -      |
| <b>Travel and Training</b>   |        |    |    |    |   |   |        |
| GARA/                        | 650000 | 05 | 00 | 00 | Travel, Per Diem, Conference Registration |   | 82,500 |
|                              |        |    |    |    |   | AAAE/ACI Summer Legislative Mtg         | 2,000  |
|                              |        |    |    |    |   | ACI Annual Conf                         | 3,000  |
|                              |        |    |    |    |   | ACI Regional Assembly - World Board (2) | 15,000 |
|                              |        |    |    |    |   | AAAE Aviation Issues Conf               | 7,600  |
|                              |        |    |    |    |   | ACI Winter Board Meeting / CEO Forum    | 3,000  |
|                              |        |    |    |    |   | US Chamber Aviation Summit              | 2,000  |
|                              |        |    |    |    |   | ACI-AAAE Spring Legislative Conf        | 2,000  |
|                              |        |    |    |    |   | ACI Commissioners Conf                  | 3,000  |
|                              |        |    |    |    |   | AAAE Annual Conf                        | 3,500  |
|                              |        |    |    |    |   | NCAA Annual Conf/Legislative Reception  | 1,200  |

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Executive**

**BASIC OPERATING BUDGET**

**FY 2018-2019**

|              |           |  |  |  |  |  |  |  |
|--------------|-----------|--|--|--|--|--|--|--|
| Fund         | GARAA     |  |  |  |  |  |  |  |
| Department   | Executive |  |  |  |  |  |  |  |
| Department # | 05        |  |  |  |  |  |  |  |
| Cost Center  | 00        |  |  |  |  |  |  |  |
| Source       | 00        |  |  |  |  |  |  |  |

| Account Code |        |      |      |        | Description   | Item   | Summary |     |
|--------------|--------|------|------|--------|---|--------|---------|-----|
| Fund         | Acct.  | Sec. | C.C. | Source |   | Amount | Amount  |     |
|              |        |      |      |        | ACI Business of Airports Conf                             | 2,700  |         |     |
|              |        |      |      |        | SEC-AAAE Annual Conf                                      | 1,500  |         |     |
|              |        |      |      |        | Allegiant Conf  | 1,500  |         |     |
|              |        |      |      |        | ACI Summer Board Meeting                                  | 6,000  |         |     |
|              |        |      |      |        | ACI Small Airports Conf                                   | 2,000  |         |     |
|              |        |      |      |        | Chamber Raleigh Legislative Visit/Intercity Visit         | 1,500  |         |     |
|              |        |      |      |        | Airline & FAA Meetings                                    | 5,000  |         |     |
|              |        |      |      |        | AAAE National Airports Conference                         | 5,000  |         |     |
|              |        |      |      |        | Board Travel  | 15,000 |         |     |
| GARAA        | 651000 | 05   | 00   | 00     | Training & Education                                      |        |         | 550 |
|              |        |      |      |        | General Professional Development                          | 500    |         |     |
|              |        |      |      |        | NC Notary Reappointment                                   | 50     |         |     |
|              |        |      |      |        | <b>Communications and Freight</b>                         |        |         |     |
| GARAA        | 663000 | 05   | 00   | 00     | Online Services   |        | 500     |     |
|              |        |      |      |        | MiFi 3G   | 500    |         |     |
|              |        |      |      |        | <b>Printing &amp; Binding</b>                             |        |         |     |
| GARAA        | 730000 | 05   | 00   | 00     | Printing & Binding  |        | 500     |     |
|              |        |      |      |        | General   | 500    |         |     |
|              |        |      |      |        | <b>Promotional Activities</b>                             |        |         |     |
| GARAA        | 740100 | 05   | 00   | 00     | Other Promotional Events/Sponsorships                     |        | 2,000   |     |
|              |        |      |      |        | SEC-AAAE & AAEE Finance & Admin Sponsorships              | 2,000  |         |     |
| GARAA        | 740115 | 05   | 00   | 00     | Employee/Tenant Appreciation                              |        | 2,500   |     |
|              |        |      |      |        | Tenant/Employee Lunch                                     | 2,500  |         |     |
|              |        |      |      |        | <b>Other Current Charges and Obligations</b>              |        |         |     |
| ARA          | 750100 | 05   | 00   | 00     | Other Current Charges and Obligations                     |        | 8,500   |     |
|              |        |      |      |        | Business Meeting Expenses                                 | 2,500  |         |     |
|              |        |      |      |        | Misc Board Expenses                                       | 1,000  |         |     |
|              |        |      |      |        | Annual Board Holiday Reception                            | 5,000  |         |     |
|              |        |      |      |        | <b>Operating Supplies</b>                                 |        |         |     |
| GARAA        | 770300 | 05   | 00   | 00     | Operating Supplies  |        | 350     |     |
|              |        |      |      |        | Misc Supplies   | 350    |         |     |
| GARAA        | 770305 | 05   | 00   | 00     | Promotional Items   |        | 1,000   |     |
|              |        |      |      |        | Special Promo Items                                       | 1,000  |         |     |
| GARAA        | 771000 | 05   | 00   | 00     | Operating Furniture, Fixtures, Equipment and Software     |        | 1,250   |     |
|              |        |      |      |        | Greater than \$100 & up to \$5,000                        |        |         |     |
|              |        |      |      |        | Admin Equipment   | 1,250  |         |     |
|              |        |      |      |        | <b>Books, Publications, Subscriptions and Memberships</b> |        |         |     |
| GARAA        | 780100 | 05   | 00   | 00     | Dues & Memberships  |        | 34,050  |     |
|              |        |      |      |        | AAAE Annual Membership                                    | 275    |         |     |
|              |        |      |      |        | SEC-AAAE Annual Membership                                | 35     |         |     |

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Executive**

**BASIC OPERATING BUDGET**

**FY 2018-2019**

|                                 |           |      |      |        |  |        |         |         |
|---------------------------------|-----------|------|------|--------|--|--------|---------|---------|
| Fund                            | GARAA     |      |      |        |  |        |         |         |
| Department                      | Executive |      |      |        |  |        |         |         |
| Department #                    | 05        |      |      |        |  |        |         |         |
| Cost Center                     | 00        |      |      |        |  |        |         |         |
| Source                          | 00        |      |      |        |  |        |         |         |
| <b>Account Code</b>             |           |      |      |        |  |        |         |         |
| Fund                            | Acct.     | Sec. | C.C. | Source | Description  | Item   | Summary |         |
|                                 |           |      |      |        |  | Amount | Amount  |         |
|                                 |           |      |      |        | NCAA Annual Membership                                     | 40     |         |         |
|                                 |           |      |      |        | Vistage  | 17,000 |         |         |
|                                 |           |      |      |        | Small Airport Coalition                                    | 2,500  |         |         |
|                                 |           |      |      |        | ACI / AAAP Airport Membership                              | 14,000 |         |         |
|                                 |           |      |      |        | WNC Pilots Association                                     | 200    |         |         |
|                                 |           |      |      |        | WNC Human Resource Association                             | -      |         |         |
| GARAA                           | 780500    | 05   | 00   | 00     | Books, Publications, Compact Disks, Videos & Subscriptions |        |         | 500     |
|                                 |           |      |      |        | General Subscriptions                                      | 500    |         |         |
| <b>TOTAL OPERATING EXPENSES</b> |           |      |      |        |  |        |         | 269,200 |
| <b>SECTION TOTAL</b>            |           |      |      |        |  |        |         | 763,626 |



GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

Executive  
Fiscal Year 2018/2019  
Variance Analysis

| Acct # | Description                                 | FY 2019 Budget | FY2018 Budget  |                   |               |                         | FY2018 Estimated Actual |                   |               |                | FY2017 Actual     |                |                | FY2016 |
|--------|---|----------------|----------------|-------------------|---------------|-------------------------|-------------------------|-------------------|---------------|----------------|-------------------|----------------|----------------|--------|
|        |   |                | FY 2018 Budget | Increase/Decrease |               | FY 2018 Actual 4 Months | FY 2018 Estimate        | Increase/Decrease |               | FY 2017 Actual | Increase/Decrease |                | FY 2016 Actual |        |
|        |   |                |                | Amount            | Percent       |                         |                         | Amount            | Percent       |                | Amount            | Percent        |                |        |
| 500000 | Salaries                                    | 341,911        | 266,910        | 75,001            | 28.10%        | 83,774                  | 251,322                 | 90,589            | 36.04%        | 283,314        | 58,597            | 20.68%         | 243,650        |        |
| 500016 | Longevity                                   | 7,437          | 6,584          | 853               | 12.96%        | 1,079                   | 6,584                   | 853               | 12.96%        | 4,737          | 2,700             | 57.00%         | 4,555          |        |
| 500023 | Holiday Pay                                 | 650            |                |                   |               |                         |                         |                   |               |                |                   |                |                |        |
| 500025 | Auto Allowance                              | 7,200          |                |                   |               |                         |                         |                   |               |                |                   |                |                |        |
| 500030 | Allocated Benefits                          | 1,000          |                |                   |               |                         |                         |                   |               |                |                   |                |                |        |
| 500050 | FICA Taxes                                  | 27,676         | 21,547         | 6,129             | 28.44%        | 2,375                   | 7,125                   | 20,551            | 288.44%       | 16,380         | 11,296            | 68.96%         | 14,504         |        |
| 500070 | LGERS retirement                            | 27,319         | 24,839         | 2,480             | 9.98%         | 8,817                   | 26,451                  | 868               | 3.28%         | 25,312         | 2,007             | 7.93%          | 15,863         |        |
| 500072 | 457 Retirement                              | 3,692          |                |                   |               |                         |                         |                   |               |                |                   |                |                |        |
| 500080 | 401k  | 17,467         | 13,675         | 3,792             | 27.73%        | 4,189                   | 12,567                  | 4,900             | 38.99%        | 14,382         | 3,085             | 21.45%         | 11,729         |        |
| 500160 | Medical                                     | 50,923         | 38,061         | 12,862            | 33.79%        | 9,537                   | 28,611                  | 22,312            | 77.98%        | 30,519         | 20,404            | 66.86%         | 29,247         |        |
| 500260 | Dental                                      | 2,927          | 1,894          | 1,033             | 54.54%        | 627                     | 1,881                   | 1,046             | 55.61%        | 1,887          | 1,040             | 55.11%         | 1,759          |        |
| 500265 | Vision Insurance                            | 208            | 145            |                   |               | 55                      | 165                     |                   |               | 166            | 42                | 25.30%         |                |        |
| 500360 | Life Insurance                              | 903            | 663            | 240               | 36.20%        | 234                     | 702                     | 201               | 28.63%        | 779            | 124               | 15.92%         | 603            |        |
| 500460 | Disability                                  | 2,506          | 1,906          | 600               | 31.48%        | 578                     | 1,734                   | 772               | 44.52%        | 1,733          | 773               | 44.60%         | 1,733          |        |
| 500500 | Cell Phone Allowance                        | 2,607          |                |                   |               |                         |                         |                   |               |                |                   |                |                |        |
|        | Total Benefits                              | 137,228        | 102,730        | 34,498            | 33.58%        | 26,412                  | 79,236                  | 57,992            | 73.19%        | 91,158         | 46,070            | 50.54%         | 75,438         |        |
|        | <b>Total Personal Services</b>              | <b>494,426</b> | <b>376,224</b> | <b>102,990</b>    | <b>27.37%</b> | <b>111,265</b>          | <b>337,142</b>          | <b>142,092</b>    | <b>42.15%</b> | <b>379,209</b> | <b>100,068</b>    | <b>26.39%</b>  | <b>323,643</b> |        |
| 604000 | Professional Services - General             | 60,000         | 50,000         | 10,000            | 20.00%        | 17,465                  | 50,000                  | 10,000            | 20.00%        | 197,723        | (137,723)         | -69.65%        | 17,524         |        |
| 604010 | Professional Services - Legal               | 75,000         | 105,000        | (30,000)          | -28.57%       | 23,282                  | 100,000                 | (25,000)          | -25.00%       | 152,930        | (77,930)          | -50.96%        | 53,928         |        |
| 604017 | Surveys, Reports & Data                     | 0              | 0              | 0                 | 100%          | 0                       | 0                       | 0                 | 100%          | 0              | 0                 | 100%           | 26,220         |        |
| 650000 | Travel, Per Diem, Conference Registration   | 82,500         | 73,500         | 9,000             | 12.24%        | 20,532                  | 70,000                  | 12,500            | 17.86%        | 66,395         | 16,105            | 24.26%         | 68,175         |        |
| 651000 | Training & Education                        | 550            | 500            | 50                | 10.00%        | 295                     | 500                     | 50                | 10.00%        | 0              | 550               | 100%           | 0              |        |
|        | Telecommunications                          |                | 0              |                   |               | 149                     |                         |                   |               | 605            |                   |                | 930            |        |
| 663000 | Online Services                             | 500            | 500            | 0                 | 0.00%         | 0                       | 500                     | 0                 | 0.00%         | 0              | 500               | 100%           | 129            |        |
| 730000 | Printing & Binding                          | 500            | 500            | 0                 | 0.00%         | 0                       | 500                     | 0                 | 0.00%         | 0              | 500               | 100%           | 0              |        |
| 740100 | Promotional Events/Sponsorships             | 2,000          | 2,000          | 0                 | 0.00%         | 0                       | 2,000                   | 0                 | 0.00%         | 1,000          | 1,000             | 100.00%        | 1,050          |        |
| 740115 | Employee/Tenant Appreciation                | 2,500          | 2,500          | 0                 | 0.00%         | 0                       | 2,500                   | 0                 | 0.00%         | 1,477          | 1,023             | 69.26%         | 0              |        |
| 750100 | Other Current Charges & Obligations         | 8,500          | 9,500          | (1,000)           | -10.53%       | 1,499                   | 9,000                   | (500)             | -5.56%        | 6,697          | 1,803             | 26.92%         | 5,106          |        |
| 770300 | Operating Supplies                          | 350            | 750            | (400)             | -53.33%       | 146                     | 750                     | (400)             | -53.33%       | 152            | 198               | 130.26%        | 182            |        |
| 770305 | Promotional Items                           | 1,000          | 1,500          | (500)             | -33.33%       | 2,942                   | 2,942                   | (1,942)           | -66.01%       | 672            | 328               | 48.81%         | 0              |        |
| 771000 | Operating Furniture, Fixtures and Equipment | 1,250          | 1,250          | 0                 | 0.00%         | 0                       | 1,250                   | 0                 | 0.00%         | 0              | 1,250             | 100%           | 1,710          |        |
| 780100 | Dues & Memberships                          | 34,050         | 34,790         | (740)             | -2.13%        | 19,072                  | 34,790                  | (740)             | -2.13%        | 35,368         | (1,318)           | -3.73%         | 28,234         |        |
| 780500 | Books & Publications                        | 500            | 400            | 100               | 25.00%        | 106                     | 400                     | 100               | 25.00%        | 384            | 116               | 30.21%         | 199            |        |
|        | <b>Total Services &amp; Mat'ls.</b>         | <b>269,200</b> | <b>282,690</b> | <b>(13,490)</b>   | <b>-4.77%</b> | <b>85,488</b>           | <b>275,132</b>          | <b>(5,932)</b>    | <b>-2.16%</b> | <b>463,403</b> | <b>(193,598)</b>  | <b>-41.78%</b> | <b>203,387</b> |        |
|        | <b>Department Total</b>                     | <b>763,626</b> | <b>658,914</b> | <b>89,500</b>     | <b>13.58%</b> | <b>196,753</b>          | <b>612,274</b>          | <b>136,160</b>    | <b>22.24%</b> | <b>842,612</b> | <b>(93,530)</b>   | <b>-11.10%</b> | <b>527,030</b> |        |

Comments:

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

Executive

**CAPITAL BUDGET / PERSONNEL REQUEST**  
**FY 2018-2019**

**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 | 5     |
| <input checked="" type="checkbox"/> | Personnel Request                  |  | Cost Center       |       |

**DESCRIPTION & JUSTIFICATION**

| <b>Fund</b> | <b>Acct.</b> | <b>Sec.</b> | <b>C.C.</b> | <b>Description</b> | <b>Amount</b> |
|-------------|--------------|-------------|-------------|--------------------|---------------|
| GARAA       | 0            | 5           | 0           | Personnel          | \$ 114,344    |

Requesting the additon of a Pay Grade 7 Properties/Purchasing Manager.

The airport has grown over the past number of years. Contract administration has become more extensive as the contracts have become more detailed. Currently multiple departments handle the duties of what should be a properties/purchasing/contract manager position. As an example, operations perform tenant space inspections, administration performs concession inpsctions, and the safety department performs ground transportation inspections. This new position will handle leasing RFPs & RFBS, concession development and oversight, rental car oversight, property tenant oversight and development and administration of purchasing contracts, develop inventory control programs, and acts as liaison between the Authority and tenants, along with other duties which may be assigned.

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

**TITLE:** Properties/Purchasing Manager

**HIRE DATE:** 1st Quarter FY 2019

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Finance**

**BASIC OPERATING BUDGET**

**FY 2018-2019**

|              |         |  |  |  |  |  |  |  |
|--------------|---------|--|--|--|--|--|--|--|
| Fund         | GARAA   |  |  |  |  |  |  |  |
| Department   | Finance |  |  |  |  |  |  |  |
| Department # | 12      |  |  |  |  |  |  |  |
| Cost Center  | 00      |  |  |  |  |  |  |  |
| Source       | 00      |  |  |  |  |  |  |  |

| <b>Account Code</b> |       |      |      |        | <b>Description</b> | <b>Item</b> | <b>Summary</b> |
|---------------------|-------|------|------|--------|--------------------|-------------|----------------|
| Fund                | Acct. | Sec. | C.C. | Source |                    | Amount      | Amount         |

| <b>PERSONNEL SERVICES</b> |        |    |    |    |                                 |         |         |
|---------------------------|--------|----|----|----|---------------------------------|---------|---------|
| GARAA                     | 500000 | 12 | 00 | 00 | Salaries                        | 220,057 | 220,057 |
| GARAA                     | 500016 | 12 | 00 | 00 | Longevity                       | 1,075   | 1,075   |
| GARAA                     | 500023 | 12 | 00 | 00 | Holiday Pay                     | 650     | 650     |
| GARAA                     | 500025 | 12 | 00 | 00 | Auto Allowance                  | 2,400   | 2,400   |
|                           |        |    |    |    | <u>Benefits:</u>                |         | 98,076  |
| GARAA                     | 500050 | 12 | 00 | 00 | FICA Taxes                      | 17,236  |         |
| GARAA                     | 500070 | 12 | 00 | 00 | LGERS Retirement                | 17,292  |         |
| GARAA                     | 500080 | 12 | 00 | 00 | 401k                            | 11,057  |         |
| GARAA                     | 500160 | 12 | 00 | 00 | Medical                         | 45,742  |         |
| GARAA                     | 500260 | 12 | 00 | 00 | Dental                          | 2,582   |         |
| GARAA                     | 500265 | 12 | 00 | 00 | Vision                          | 208     |         |
| GARAA                     | 500360 | 12 | 00 | 00 | Life Insurance                  | 689     |         |
| GARAA                     | 500460 | 12 | 00 | 00 | Disability                      | 1,638   |         |
| ARA                       | 500500 | 12 | 00 | 00 | Cell Phone Allowance            | 1,632   |         |
|                           |        |    |    |    | <b>TOTAL PERSONNEL SERVICES</b> |         | 322,258 |

| <b>OPERATING EXPENSES</b> |        |    |    |    |   |        |        |
|---------------------------|--------|----|----|----|---|--------|--------|
|                           |        |    |    |    | <b>Professional Services</b>                  |        |        |
| GARAA                     | 604000 | 12 | 00 | 00 | Professional Services - General               |        | 6,250  |
|                           |        |    |    |    | Software Consultants                          | -      |        |
|                           |        |    |    |    | Actuary Report-Retiree Health (Every 3 years) | 6,000  |        |
|                           |        |    |    |    | Actuary Report-LEO SAA-for Audit              | 250    |        |
| GARAA                     | 640000 | 12 | 00 | 00 | Auditing Services                             |        | 20,200 |
|                           |        |    |    |    | Annual Financial Audit                        | 16,200 |        |
|                           |        |    |    |    | Rental Car Audit                              | 4,000  |        |
|                           |        |    |    |    | <b>Other Contractors and Services</b>         |        |        |
| GARAA                     | 647000 | 12 | 00 | 00 | Other Contractual Services                    |        | -      |
|                           |        |    |    |    | Shredding                                     | -      |        |
|                           |        |    |    |    | <b>Travel and Training</b>                    |        |        |
| GARAA                     | 650000 | 12 | 00 | 00 | Travel, Per Diem, Conference Registration     |        | 4,500  |
|                           |        |    |    |    | Travel for Financial System Training          | 1,500  |        |
|                           |        |    |    |    | AAAE Conference or Other Airport Conference   | 3,000  |        |
|                           |        |    |    |    | Local Travel                                  | -      |        |
| GARAA                     | 651000 | 12 | 00 | 00 | Training & Education                          |        | 1,000  |
|                           |        |    |    |    | CPE   | 1,000  |        |
|                           |        |    |    |    | <b>Other Current Charges and Obligations</b>  |        |        |
| GARAA                     | 654000 | 12 | 00 | 00 | Credit Card Fees & Bank Charges               |        | 35,000 |
|                           |        |    |    |    | Credit Card Fees                              | -      |        |

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Finance**

**BASIC OPERATING BUDGET**

**FY 2018-2019**

|                     |         |      |      |        |   |             |                |         |
|---------------------|---------|------|------|--------|---|-------------|----------------|---------|
| Fund                | GARAA   |      |      |        |   |             |                |         |
| Department          | Finance |      |      |        |   |             |                |         |
| Department #        | 12      |      |      |        |   |             |                |         |
| Cost Center         | 00      |      |      |        |   |             |                |         |
| Source              | 00      |      |      |        |   |             |                |         |
| <b>Account Code</b> |         |      |      |        | <b>Description</b>  | <b>Item</b> | <b>Summary</b> |         |
| Fund                | Acct.   | Sec. | C.C. | Source |   | Amount      | Amount         |         |
|                     |         |      |      |        | Bank Charges & Trustee fees   | 35,000      |                |         |
|                     |         |      |      |        | <b>Operating Supplies</b>   |             |                |         |
| GARAA               | 770300  | 12   | 00   | 00     | Operating Supplies  |             | 2,000          |         |
|                     |         |      |      |        | Checks, Envelopes, W-2's & PO's   | 2,000       |                |         |
| GARAA               | 771000  | 12   | 00   | 00     | Operating Furniture, Fixtures, Equipment and Software<br>Greater than \$100 & up to \$5,000 |             | 1,000          |         |
|                     |         |      |      |        | Finance Equipment   | 1,000       |                |         |
|                     |         |      |      |        | <b>Books, Publications, Subscriptions and Memberships</b>                                   |             |                |         |
| GARAA               | 780100  | 12   | 00   | 00     | Dues & Memberships  |             | 830            |         |
|                     |         |      |      |        | SEC-AAAE  | 35          |                |         |
|                     |         |      |      |        | NCAA  | 40          |                |         |
|                     |         |      |      |        | AICPA   | 295         |                |         |
|                     |         |      |      |        | NCACPA - 2  | 460         |                |         |
| GARAA               | 780500  | 12   | 00   | 00     | Books, Publications, Compact Disks, Videos & Subscriptions                                  |             | 300            |         |
|                     |         |      |      |        | Professional Books & Subscriptions  | 300         |                |         |
| GARAA               | 780503  | 12   | 00   | 00     | Licenses & Certifications   |             | 120            |         |
|                     |         |      |      |        | CPA Certificate Renewal   | 120         |                |         |
|                     |         |      |      |        | <b>TOTAL OPERATING EXPENSES</b>   |             |                | 71,200  |
|                     |         |      |      |        | <b>SECTION TOTAL</b>  |             |                | 393,458 |

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

Finance

Fiscal Year 2018/2019

Variance Analysis

| Acct # | Description                                 | FY2018 Budget  |                |                   |                | FY2018 Estimated Actual |                  |                   |                | FY2017 Actual  |                   |                | FY 2016        |
|--------|---|----------------|----------------|-------------------|----------------|-------------------------|------------------|-------------------|----------------|----------------|-------------------|----------------|----------------|
|        |   | FY 2019 Budget | FY 2018 Budget | Increase/Decrease |                | FY 2018 Actual 4 Months | FY 2018 Estimate | Increase/Decrease |                | FY 2017 Actual | Increase/Decrease |                | FY 2016 Actual |
|        |   |                |                | Amount            | Percent        |                         |                  | Amount            | Percent        |                | Amount            | Percent        |                |
| 500000 | Salaries                                    | 220,057        | 220,055        | 2                 | 0.00%          | 70,644                  | 211,932          | 8,125             | 3.83%          | 206,178        | 22,093            | 11.16%         | 197,964        |
| 500016 | Longevity                                   | 1,075          | 1,038          | 37                | 3.56%          | 1,075                   | 1,075            | 0                 | 0.00%          | 0              | 1,075             | 100%           | 0              |
| 500023 | Holiday Pay                                 | 650            |                |                   |                |                         |                  |                   |                |                |                   |                |                |
| 500025 | Auto Allowance                              | 2,400          |                |                   |                |                         |                  |                   |                |                |                   |                |                |
| 500050 | FICA Taxes                                  | 17,236         | 17,281         | (45)              | -0.26%         | 5,327                   | 15,981           | 1,255             | 7.85%          | 14,988         | 2,422             | 16.35%         | 14,814         |
| 500070 | LGERS retirement                            | 17,292         | 17,111         | 181               | 1.06%          | 6,615                   | 19,845           | (2,553)           | -12.86%        | 14,804         | 4,044             | 30.53%         | 13,248         |
| 500080 | 401k  | 11,057         | 11,054         | 3                 | 0.03%          | 3,586                   | 10,758           | 299               | 2.78%          | 10,056         | 1,263             | 12.90%         | 9,794          |
| 500160 | Medical                                     | 45,742         | 46,420         | (678)             | -1.46%         | 12,004                  | 36,012           | 9,730             | 27.02%         | 37,261         | 10,170            | 28.59%         | 35,572         |
| 500260 | Dental                                      | 2,582          | 2,504          | 78                | 3.12%          | 778                     | 2,334            | 248               | 10.63%         | 2,342          | 273               | 11.82%         | 2,309          |
| 500265 | Vision Insurance                            | 208            | 218            | (10)              | -4.59%         | 65                      | 195              |                   |                | 262            | 208               | 100%           | 0              |
| 500360 | Life Insurance                              | 689            | 689            | 0                 | 0.00%          | 244                     | 732              | (43)              | -5.87%         | 731            | 78                | 12.77%         | 611            |
| 500460 | Disability                                  | 1,638          | 1,638          | 0                 | 0.00%          | 496                     | 1,488            | 150               | 10.08%         | 1,488          | 162               | 10.98%         | 1,476          |
| 500500 | Cell Phone Allowance                        | 1,632          |                |                   |                |                         |                  |                   |                |                |                   |                |                |
|        | Total Benefits                              | 98,076         | 96,915         | 1,161             | 1.20%          | 29,115                  | 87,345           | 10,731            | 12.29%         | 81,932         | 20,252            | 26.02%         | 77,824         |
|        | <b>Total Personal Services</b>              | <b>322,258</b> | <b>318,008</b> | <b>(432)</b>      | <b>-0.14%</b>  | <b>100,834</b>          | <b>300,352</b>   | <b>17,211</b>     | <b>5.73%</b>   | <b>288,110</b> | <b>41,788</b>     | <b>15.15%</b>  | <b>275,788</b> |
| 604000 | Professional Services - General             | 6,250          | 6,250          | 0                 | 0.00%          | 446                     | 6,250            | 0                 | 0.00%          | 619            | (1,006)           | -13.86%        | 7,256          |
| 640000 | Auditors                                    | 20,200         | 16,200         | 4,000             | 24.69%         | 16,200                  | 16,200           | 4,000             | 24.69%         | 9,900          | 7,400             | 57.81%         | 12,800         |
| 641000 | Temporary Help                              | 0              | 0              | 0                 | 100%           | 0                       | 0                | 0                 | 100%           | 0              | 0                 | 100%           | 0              |
| 647000 | Contractual Services                        | 0              | 0              |                   |                | 0                       | 0                |                   |                | 581            |                   |                |                |
| 650000 | Travel, Per Diem, Conference Registration   | 4,500          | 7,400          | (2,900)           | -39.19%        | 10,800                  | 7,400            | (2,900)           | -39.19%        | 6,200          | (392)             | -8.01%         | 4,892          |
| 651000 | Training & Education                        | 1,000          | 1,000          | 0                 | 0.00%          | 334                     | 1,000            | 0                 | 0.00%          | 448            | 1,000             | 100%           | 0              |
| 654000 | Bank Charges & Credit Card Fees             | 35,000         | 90,000         | (55,000)          | -61.11%        | 36,608                  | 90,000           | (55,000)          | -61.11%        | 104,943        | (50,208)          | -58.92%        | 85,208         |
| 770300 | Operating Supplies                          | 2,000          | 2,000          | 0                 | 0.00%          | 0                       | 2,000            | 0                 | 0.00%          | 1,034          | 1,447             | 261.66%        | 553            |
| 771000 | Operating Furniture, Fixtures and Equipment | 1,000          | 500            | 500               | 100.00%        | 218                     | 500              | 500               | 100.00%        | 489            | 1,000             | 100%           | 0              |
| 780100 | Dues & Memberships                          | 830            | 810            | 20                | 2.47%          | 265                     | 810              | 20                | 2.47%          | 460            | 390               | 88.64%         | 440            |
| 780500 | Books & Publications                        | 300            | 300            | 0                 | 0.00%          | 0                       | 300              | 0                 | 0.00%          | 0              | 300               | 100%           | 0              |
| 780503 | Licenses & Certifications                   | 120            | 120            | 0                 | 0.00%          | 0                       | 120              | 0                 | 0.00%          | 120            | 0                 | 0.00%          | 120            |
|        | <b>Total Services &amp; Mat'ls.</b>         | <b>71,200</b>  | <b>124,580</b> | <b>(53,380)</b>   | <b>-42.85%</b> | <b>64,871</b>           | <b>124,580</b>   | <b>(53,380)</b>   | <b>-42.85%</b> | <b>124,794</b> | <b>(40,069)</b>   | <b>-36.01%</b> | <b>111,269</b> |
|        | <b>Department Total</b>                     | <b>393,458</b> | <b>442,588</b> | <b>(53,812)</b>   | <b>-12.16%</b> | <b>165,705</b>          | <b>424,932</b>   | <b>(36,169)</b>   | <b>-8.51%</b>  | <b>412,904</b> | <b>1,719</b>      | <b>0.44%</b>   | <b>387,057</b> |

Comments:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Guest Services**

**BASIC OPERATING BUDGET**

**FY 2018-2019**

| Account Code                                 |                |      |      |        |  |  |   | Description | Item Amount | Summary Amount |
|--|----------------|------|------|--------|--|--|---|-------------|-------------|----------------|
| Fund   | Acct.          | Sec. | C.C. | Source |  |  |   |             |             |                |
| Fund   | GARAA          |      |      |        |  |  |   |             |             |                |
| Department                                   | Guest Services |      |      |        |  |  |   |             |             |                |
| Department #                                 | 60             |      |      |        |  |  |   |             |             |                |
| Cost Center                                  | 00             |      |      |        |  |  |   |             |             |                |
| Source                                       | 00             |      |      |        |  |  |   |             |             |                |
| <b>PERSONNEL SERVICES</b>                    |                |      |      |        |  |  |   |             |             |                |
| GARA/  | 500000         | 60   | 00   | 00     |  |  | Salaries  | 155,466     | 155,466     |                |
| GARA/  | 500016         | 60   | 00   | 00     |  |  | Longevity   | 1,620       | 1,620       |                |
| GARA/  | 500020         | 60   | 00   | 00     |  |  | Overtime  | 2,400       | 2,400       |                |
| ARA  | 500023         | 60   | 00   | 00     |  |  | Holiday Pay   | 1,516       | 1,516       |                |
|  |                |      |      |        |  |  | <u>Benefits:</u>  |             |             |                |
| GARA/  | 500050         | 60   | 00   | 00     |  |  | FICA Taxes  | 12,352      | 52,101      |                |
| GARA/  | 500070         | 60   | 00   | 00     |  |  | LGERS retirement  | 7,579       |             |                |
| GARA/  | 500080         | 60   | 00   | 00     |  |  | 401k  | 4,817       |             |                |
| GARA/  | 500160         | 60   | 00   | 00     |  |  | Medical   | 23,853      |             |                |
| GARA/  | 500260         | 60   | 00   | 00     |  |  | Dental  | 746         |             |                |
| GARA/  | 500265         | 60   | 00   | 00     |  |  | Vision  | 139         |             |                |
| GARA/  | 500360         | 60   | 00   | 00     |  |  | Life Insurance  | 298         |             |                |
| GARA/  | 500460         | 60   | 00   | 00     |  |  | Disability  | 685         |             |                |
| ARA  | 500500         | 60   | 00   | 00     |  |  | Cell Phone Allowance                                    | 1,632       |             |                |
| <b>TOTAL PERSONNEL SERVICES</b>              |                |      |      |        |  |  |   |             |             | 213,103        |
| <b>OPERATING EXPENSES</b>                    |                |      |      |        |  |  |   |             |             |                |
| <b>Professional Services</b>                 |                |      |      |        |  |  |   |             |             |                |
| ARA  | 641000         | 60   | 00   | 00     |  |  | Temporary Help  |             | 8,000       |                |
|  |                |      |      |        |  |  | Express Staffing  | 8,000       |             |                |
| <b>Travel and Training</b>                   |                |      |      |        |  |  |   |             |             |                |
| GARA/  | 650000         | 60   | 00   | 00     |  |  | Travel, Per Diem, Conference Registration               |             | 2,000       |                |
|  |                |      |      |        |  |  | AAAE Customer Service or Sales Conference (Supervisor)  | 2,000       |             |                |
| GARA/  | 651000         | 60   | 00   | 00     |  |  | Training & Education                                    |             | 1,000       |                |
|  |                |      |      |        |  |  | Pet therapy training / materials                        | 300         |             |                |
|  |                |      |      |        |  |  | Training - Staff/Volunteers                             | 700         |             |                |
| <b>Printing &amp; Binding</b>                |                |      |      |        |  |  |   |             |             |                |
| GARA/  | 730000         | 60   | 00   | 00     |  |  | Printing & Binding                                      |             | 500         |                |
|  |                |      |      |        |  |  | Advertising sales materials - need updated              | 500         |             |                |
| <b>Promotional Activities</b>                |                |      |      |        |  |  |   |             |             |                |
| GARA/  | 740115         | 60   | 00   | 00     |  |  | Employee/Tenant Appreciation                            |             | 4,900       |                |
|  |                |      |      |        |  |  | Volunteer appreciation - annual banquet, snacks         | 2,200       |             |                |
|  |                |      |      |        |  |  | Tenant customer service incentives                      | 2,700       |             |                |
| <b>Other Current Charges and Obligations</b> |                |      |      |        |  |  |   |             |             |                |
| ARA  | 750200         | 60   | 00   | 00     |  |  | 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**

**ASHEVILLE REGIONAL AIRPORT**

**Guest Services**

**BASIC OPERATING BUDGET**

**FY 2018-2019**

|                     |                                 |      |      |        |   |        |             |                |
|---------------------|---------------------------------|------|------|--------|---|--------|-------------|----------------|
| Fund                | GARAA                           |      |      |        |   |        |             |                |
| Department          | Guest Services                  |      |      |        |   |        |             |                |
| Department #        | 60                              |      |      |        |   |        |             |                |
| Cost Center         | 00                              |      |      |        |   |        |             |                |
| Source              | 00                              |      |      |        |   |        |             |                |
| <b>Account Code</b> |                                 |      |      |        | <b>Description</b>  |        | <b>Item</b> | <b>Summary</b> |
| Fund                | Acct.                           | Sec. | C.C. | Source |   | Amount | Amount      |                |
|                     |                                 |      |      |        | In-terminal advertising - additional displays under \$5,000                                 | 6,000  |             |                |
|                     |                                 |      |      |        | <b>Operating Supplies</b>   |        |             |                |
| GARAA               | 771000                          | 60   | 00   | 00     | Operating Furniture, Fixtures, Equipment and Software<br>Greater than \$100 & up to \$5,000 |        | 350         |                |
|                     |                                 |      |      |        | Misc equipment  | 350    |             |                |
| GARAA               | 771500                          | 60   | 00   | 00     | Uniforms  |        | 4,000       |                |
|                     |                                 |      |      |        | New pet therapy program supplies/uniforms   | 3,000  |             |                |
|                     |                                 |      |      |        | Apparel for G.S. Staff/volunteers   | 1,000  |             |                |
|                     |                                 |      |      |        | <b>Books, Publications, Subscriptions and Memberships</b>                                   |        |             |                |
| GARAA               | 780100                          | 60   | 00   | 00     | Dues & Memberships  |        | 460         |                |
|                     |                                 |      |      |        | AAAE  | 275    |             |                |
|                     |                                 |      |      |        | AAAE - SE Chapter   | 35     |             |                |
|                     |                                 |      |      |        | FABA  | 150    |             |                |
| GARAA               | 780500                          | 60   | 00   | 00     | Books, Publications, Compact Disks, Videos & Subscriptions                                  |        | 50          |                |
|                     |                                 |      |      |        | Misc. publications  | 50     |             |                |
|                     | <b>TOTAL OPERATING EXPENSES</b> |      |      |        |   |        | 28,760      |                |
|                     | <b>SECTION TOTAL</b>            |      |      |        |   |        | 241,863     |                |

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Guest Services**  
**Fiscal Year 2018/2019**  
**Variance Analysis**

| Acct # | Description                                 | FY2018 Budget  |                |                   |               | FY2018 Estimated Actual |                  |                   |               | FY2017 Actual  |                   |               | FY 2016        |
|--------|---|----------------|----------------|-------------------|---------------|-------------------------|------------------|-------------------|---------------|----------------|-------------------|---------------|----------------|
|        |   | FY 2019 Budget | FY 2018 Budget | Increase/Decrease |               | FY 2018 Actual 4 Months | FY 2018 Estimate | Increase/Decrease |               | FY 2017 Actual | Increase/Decrease |               | FY 2016 Actual |
|        |   |                |                | Amount            | Percent       |                         |                  | Amount            | Percent       |                | Amount            | Percent       |                |
| 500000 | Salaries                                    | 155,466        | 155,466        | 0                 | 0.00%         | 46,667                  | 140,001          | 15,465            | 11.05%        | 129,168        | 26,298            | 20.36%        | 128,071        |
| 500016 | Longevity                                   | 1,620          | 1,044          | 576               | 55.17%        | 0                       | 1,044            | 576               | 55.17%        | 1,236          | 384               | 31.07%        | 1,931          |
| 500020 | Overtime                                    | 2,400          | 2,400          | 0                 | 0.00%         | 451                     | 1,353            | 1,047             | 77.38%        | 3,206          | (806)             | -25.14%       | 2,107          |
| 500023 | Holiday Pay                                 | 1,516          | 0              | 1,516             | 100%          | 0                       | 0                | 1,516             | 100%          | 0              | 1,516             | 100%          | 0              |
| 500050 | FICA Taxes                                  | 12,352         | 12,192         | 160               | 1.31%         | 3,513                   | 10,539           | 1,813             | 17.20%        | 10,273         | 2,079             | 20.24%        | 9,972          |
| 500070 | LGERS retirement                            | 7,579          | 7,579          | 0                 | 0.00%         | 2,582                   | 7,746            | (167)             | -2.16%        | 7,366          | 213               | 2.89%         | 6,070          |
| 500080 | 401k  | 4,817          | 4,800          | 17                | 0.35%         | 1,695                   | 5,085            | (268)             | -5.27%        | 4,743          | 74                | 1.56%         | 4,540          |
| 500160 | Medical                                     | 23,853         | 17,279         | 6,574             | 38.05%        | 6,307                   | 18,921           | 4,932             | 26.07%        | 19,183         | 4,670             | 24.34%        | 13,330         |
| 500260 | Dental                                      | 746            | 678            | 68                | 10.03%        | 428                     | 1,284            | (538)             | -41.90%       | 1,201          | (455)             | -37.89%       | 715            |
| 500265 | Vision Insurance                            | 139            | 146            | (7)               | -4.79%        | 45                      | 135              |                   |               | 130            | 9                 | 6.92%         |                |
| 500360 | Life Insurance                              | 298            | 298            | 0                 | 0.00%         | 121                     | 363              | (65)              | -17.91%       | 387            | (89)              | -23.00%       | 271            |
| 500460 | Disability                                  | 685            | 685            | 0                 | 0.00%         | 198                     | 594              | 91                | 15.32%        | 603            | 82                | 13.60%        | 623            |
| 500500 | Cell Phone Allowance                        | 1,632          |                |                   |               |                         |                  |                   |               |                |                   |               |                |
|        | Total Benefits                              | 52,101         | 43,657         | 8,444             | 19.34%        | 14,889                  | 44,667           | 7,434             | 16.64%        | 43,886         | 8,215             | 18.72%        | 35,521         |
|        | <b>Total Personal Services</b>              | <b>213,103</b> | <b>202,567</b> | <b>8,904</b>      | <b>4.40%</b>  | <b>62,007</b>           | <b>187,065</b>   | <b>24,402</b>     | <b>13.04%</b> | <b>177,496</b> | <b>33,975</b>     | <b>19.14%</b> | <b>167,630</b> |
| 641000 | Temporary Help                              | 8,000          | 500            | 7,500             | 1500.00%      | 7,614                   | 7,614            | 386               | 5.07%         | 9,889          | (1,889)           | -19.10%       | 12,069         |
| 650000 | Travel, Per Diem, Conference Registration   | 2,000          | 2,000          | 0                 | 0.00%         | 0                       | 2,000            | 0                 | 0.00%         | 2,007          | (7)               | -0.35%        | 1,881          |
| 651000 | Training & Education                        | 1,000          | 1,000          | 0                 | 0.00%         | 0                       | 1,000            | 0                 | 0.00%         | 0              | 1,000             | 100%          | 0              |
| 730000 | Printing & Binding                          | 500            | 400            | 100               | 25.00%        | 101                     | 400              | 100               | 25.00%        | 0              | 500               | 100%          | 0              |
| 740115 | Employee/Tenant Appreciation                | 4,900          | 2,400          | 2,500             | 104.17%       | 167                     | 2,400            | 2,500             | 104.17%       | 1,967          | 2,933             | 149.11%       | 2,246          |
| 750200 | In Terminal Advertising                     | 7,500          | 8,000          | (500)             | -6.25%        | 2,938                   | 8,000            | (500)             | -6.25%        | 7,555          | (55)              | -0.73%        | 4,879          |
| 771000 | Operating Furniture, Fixtures and Equipment | 350            | 750            | (400)             | -53.33%       | 0                       | 750              | (400)             | -53.33%       | 227            | 123               | 54.19%        | 0              |
| 771500 | Uniforms                                    | 4,000          | 2,200          | 1,800             | 81.82%        | 1,068                   | 2,200            | 1,800             | 81.82%        | 829            | 3,171             | 382.51%       | 470            |
| 780100 | Dues & Memberships                          | 460            | 460            | 0                 | 0.00%         | 0                       | 460              | 0                 | 0.00%         | 435            | 25                | 5.75%         | 310            |
| 780500 | Books & Publications                        | 50             | 50             | 0                 | 0.00%         | 0                       | 50               | 0                 | 0.00%         | 0              | 50                | 100%          | 0              |
|        | <b>Total Services &amp; Mat'ls.</b>         | <b>28,760</b>  | <b>17,760</b>  | <b>11,000</b>     | <b>61.94%</b> | <b>11,888</b>           | <b>24,874</b>    | <b>3,886</b>      | <b>15.62%</b> | <b>22,909</b>  | <b>5,851</b>      | <b>25.54%</b> | <b>21,855</b>  |
|        | <b>Department Total</b>                     | <b>241,863</b> | <b>220,327</b> | <b>19,904</b>     | <b>9.03%</b>  | <b>73,895</b>           | <b>211,939</b>   | <b>28,288</b>     | <b>13.35%</b> | <b>200,405</b> | <b>39,826</b>     | <b>19.87%</b> | <b>189,485</b> |

**Comments**

\$3500 increase is due to the growth of the Paws for Passengers program, number of volunteers, goals to provide an annual volunteer appreciation event, and goals to improve the tenant customer service program. We have cut in other areas where historically we have not spent the full budget.



**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Information Technology**

**BASIC OPERATING BUDGET**

**FY 2018-2019**

|                           |                                 |      |      |        |   |  |  |               |                |                |
|---------------------------|---------------------------------|------|------|--------|---|--|--|---------------|----------------|----------------|
| Fund                      | GARAA                           |      |      |        |   |  |  |               |                |                |
| Department                | Information Technology          |      |      |        |   |  |  |               |                |                |
| Department #              | 20                              |      |      |        |   |  |  |               |                |                |
| Cost Center               | 00                              |      |      |        |   |  |  |               |                |                |
| Source                    | 00                              |      |      |        |   |  |  |               |                |                |
| <b>Account Code</b>       |                                 |      |      |        | <b>Description</b>  |  |  |               | <b>Item</b>    | <b>Summary</b> |
| Fund                      | Acct.                           | Sec. | C.C. | Source |   |  |  | <b>Amount</b> | <b>Amount</b>  |                |
| <b>PERSONNEL SERVICES</b> |                                 |      |      |        |   |  |  |               |                |                |
| GARAA                     | 500000                          | 20   | 00   | 00     | Salaries  |  |  | 283,030       | 283,030        |                |
| GARAA                     | 500016                          | 20   | 00   | 00     | Longevity   |  |  | 1,415         | 1,415          |                |
| GARAA                     | 500023                          | 20   | 00   | 00     | Holiday Pay   |  |  | 866           | 866            |                |
| GARAA                     | 500025                          | 20   | 00   | 00     | Auto Allowance  |  |  | 2,400         | 2,400          |                |
|                           |                                 |      |      |        | <u>Benefits:</u>  |  |  |               | 130,552        |                |
| GARAA                     | 500050                          | 20   | 00   | 00     | FICA Taxes  |  |  | 22,070        |                |                |
| GARAA                     | 500070                          | 20   | 00   | 00     | LGERS retirement  |  |  | 22,244        |                |                |
| GARAA                     | 500080                          | 20   | 00   | 00     | 401k  |  |  | 14,222        |                |                |
| GARAA                     | 500160                          | 20   | 00   | 00     | Medical   |  |  | 60,304        |                |                |
| GARAA                     | 500260                          | 20   | 00   | 00     | Dental  |  |  | 3,128         |                |                |
| GARAA                     | 500265                          | 20   | 00   | 00     | Vision  |  |  | 277           |                |                |
| GARAA                     | 500360                          | 20   | 00   | 00     | Life Insurance  |  |  | 915           |                |                |
| GARAA                     | 500460                          | 20   | 00   | 00     | Disability  |  |  | 2,178         |                |                |
| GARAA                     | 500500                          | 20   | 00   | 00     | Cell Phone Allowance  |  |  | 5,214         |                |                |
|                           | <b>TOTAL PERSONNEL SERVICES</b> |      |      |        |   |  |  |               | <b>418,263</b> |                |
| <b>OPERATING EXPENSES</b> |                                 |      |      |        |   |  |  |               |                |                |
|                           |                                 |      |      |        | <b>Professional Services</b>                                      |  |  |               |                |                |
| GARAA                     | 604000                          | 20   | 00   | 00     | Professional Services - General                                   |  |  |               | 15,000         |                |
|                           |                                 |      |      |        | Professional Services - Network Support                           |  |  | 15,000        |                |                |
| GARAA                     | 604043                          | 20   | 00   | 00     | Website Maintenance   |  |  |               | 1,700          |                |
|                           |                                 |      |      |        | Website Hosting and Support                                       |  |  | 1,700         |                |                |
|                           |                                 |      |      |        | <b>Contractual Services</b>                                       |  |  |               |                |                |
| GARAA                     | 644000                          | 20   | 00   | 00     | Computer Technical Support  |  |  |               | 15,000         |                |
|                           |                                 |      |      |        | Cisco - SmartNet Agreement (Network/Firewall/Telephone Equipment) |  |  | 15,000        |                |                |
| GARAA                     | 647000                          | 20   | 00   | 00     | Other Contractual Services  |  |  |               | 59,130         |                |
|                           |                                 |      |      |        | Internet Fax Service (3 lines)                                    |  |  | 330           |                |                |
|                           |                                 |      |      |        | EIS - Microsoft Dynamics Service and Support Agreement            |  |  | 5,100         |                |                |
|                           |                                 |      |      |        | VMWare - Annual Support Agreement                                 |  |  | 6,000         |                |                |
|                           |                                 |      |      |        | Flightview - Real Time Flight Map (Website and Terminal)          |  |  | 3,100         |                |                |
|                           |                                 |      |      |        | Flightview - Annual Support Agreement                             |  |  | 500           |                |                |
|                           |                                 |      |      |        | Image Solutions - Printer Service and Repair Agreement            |  |  | 2,600         |                |                |
|                           |                                 |      |      |        | Spatco - GasBoy Service Agreement                                 |  |  | 600           |                |                |
|                           |                                 |      |      |        | SoftTime Service Agreement (Time & Attendance)                    |  |  | 1,350         |                |                |
|                           |                                 |      |      |        | Remote Access Software - ScreenConnect - GARAA Network            |  |  | 300           |                |                |
|                           |                                 |      |      |        | Remote Access Software - LogMeIn - PCI Network                    |  |  | 600           |                |                |
|                           |                                 |      |      |        | Kimball - Call Recording Software Support Agreement               |  |  | 975           |                |                |
|                           |                                 |      |      |        | Harris Integrated Solutions - HVAC Software Agreement             |  |  | 1,200         |                |                |
|                           |                                 |      |      |        | Nutanix- Virtual Server Appliance - Annual Support                |  |  | 14,500        |                |                |
|                           |                                 |      |      |        | Infortel / ISI - Call Accounting Service Agreement                |  |  | 1,675         |                |                |
|                           |                                 |      |      |        | WebRoot - Antivirus and Malware Protection (Qty:145)              |  |  | 2,400         |                |                |
|                           |                                 |      |      |        | Microsoft Office 365 w/ Email (70 Users)                          |  |  | 15,500        |                |                |
|                           |                                 |      |      |        | Dell - Server Extended Hardware Service Agreements                |  |  | 1,500         |                |                |
|                           |                                 |      |      |        | RS Technologies - DPS CAD A.L.E.I.R. Software & Support           |  |  | 300           |                |                |
|                           |                                 |      |      |        | ESI - Plumblin Fixed Asset Support Agreement                      |  |  | 600           |                |                |

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Information Technology**

**BASIC OPERATING BUDGET**

**FY 2018-2019**

| Account Code                               |                        |      |      |        | Description   | Item   | Summary |
|--|------------------------|------|------|--------|---|--------|---------|
| Fund                                       | Acct.                  | Sec. | C.C. | Source |   | Amount | Amount  |
| Fund                                       | GARAA                  |      |      |        |   |        |         |
| Department                                 | Information Technology |      |      |        |   |        |         |
| Department #                               | 20                     |      |      |        |   |        |         |
| Cost Center                                | 00                     |      |      |        |   |        |         |
| Source                                     | 00                     |      |      |        |   |        |         |
| <b>Other Contractual Services-Terminal</b> |                        |      |      |        |   |        | 78,185  |
|  |                        |      |      |        | AirIT EASE Master Service Agreement                                 | 40,000 |         |
|  |                        |      |      |        | ComNet - FIDS Service Agreement                                     | 10,000 |         |
|  |                        |      |      |        | ComNet - PA Service Agreement                                       | 11,000 |         |
|  |                        |      |      |        | Schneider - CCTV / Access Control Support                           | 10,000 |         |
|  |                        |      |      |        | Pandora - Terminal Music  | 360    |         |
|  |                        |      |      |        | CrossMatch - Fingerprint Scanner Warranty (Software Only)           | 850    |         |
|  |                        |      |      |        | Bridgeway Solutions - ID Badge Printer Service Agreement            | 475    |         |
|  |                        |      |      |        | AAAE - IET Training Terminals - Maintenance Agreement (4 Terminals) | 5,500  |         |
| <b>Travel and Training</b>                 |                        |      |      |        |   |        | 9,000   |
|  |                        |      |      |        | Travel, Per Diem, Conference Registration                           |        |         |
|  |                        |      |      |        | ACI - Business Information Technology Conference                    | 3,000  |         |
|  |                        |      |      |        | ASIS Security Conference (Shane and James)                          | 3,500  |         |
|  |                        |      |      |        | NCGISA  | 1,000  |         |
|  |                        |      |      |        | Other Meetings  | 1,500  |         |
|  |                        |      |      |        | Local Travel  | -      |         |
| <b>Training &amp; Education</b>            |                        |      |      |        |   |        | 4,500   |
|  |                        |      |      |        | Online IT Courses   | 500    |         |
|  |                        |      |      |        | Management Courses  | 2,500  |         |
|  |                        |      |      |        | DELL Tech Direct  | 1,500  |         |
| <b>Communications and Freight</b>          |                        |      |      |        |   |        | 55,350  |
|  |                        |      |      |        | Telecommunications  |        |         |
|  |                        |      |      |        | ERC Broadband - Primary Internet Circuit (100MB)                    | 13,200 |         |
|  |                        |      |      |        | AT&T - Primary Voice Circuit (PRI)                                  | 8,700  |         |
|  |                        |      |      |        | Redundant Voice and Internet Circuit (PRI + 10MB)                   | 12,500 |         |
|  |                        |      |      |        | AT&T Long Distance  | 2,100  |         |
|  |                        |      |      |        | Charter - Cable TV  | 2,000  |         |
|  |                        |      |      |        | Monthly Cell Phone Reimbursements for Staff                         | -      |         |
|  |                        |      |      |        | AT&T - Analog Lines (Qty: 9)  | 9,000  |         |
|  |                        |      |      |        | Verizon - AVL Mobile Phones (Ops, DPS)                              | 1,000  |         |
|  |                        |      |      |        | Sprint - Emergency Notification System                              | 1,150  |         |
|  |                        |      |      |        | RingFree - Conference Bridge  | 400    |         |
|  |                        |      |      |        | Cisco Conference Room Phone   | 800    |         |
|  |                        |      |      |        | Cisco - IP Phones (Qty:15)  | 4,500  |         |
| <b>Rentals and Leases</b>                  |                        |      |      |        |   |        | 13,200  |
|  |                        |      |      |        | Rentals and Leases  |        |         |
|  |                        |      |      |        | Sharp - Office Copiers Lease Agreement                              | 13,200 |         |
| <b>General Repairs and Maintenance</b>     |                        |      |      |        |   |        | 27,000  |
|  |                        |      |      |        | General Repairs and Maintenance                                     |        |         |
|  |                        |      |      |        | Access Control/Security System Repairs and Maintenance              | 9,500  |         |
|  |                        |      |      |        | Door / Door Hardware Replacement (Qty: 3)                           | 10,000 |         |
|  |                        |      |      |        | PARCS Repairs and Maintenance                                       | 1,500  |         |
|  |                        |      |      |        | FIDS/PA Repairs & Maintenance                                       | 1,000  |         |
|  |                        |      |      |        | Audio / Visual Equipment Repairs                                    | 2,500  |         |
|  |                        |      |      |        | EASE Repairs and Maintenance  | 2,500  |         |
| <b>Operating Supplies</b>                  |                        |      |      |        |   |        | 25,800  |
|  |                        |      |      |        | Operating Supplies  |        |         |

| GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY |                        |      |             |        |   |        |         |         |  |  |
|--|------------------------|------|-------------|--------|---|--------|---------|---------|--|--|
| ASHEVILLE REGIONAL AIRPORT                   |                        |      |             |        |   |        |         |         |  |  |
| Information Technology                       |                        |      |             |        |   |        |         |         |  |  |
| BASIC OPERATING BUDGET                       |                        |      |             |        |   |        |         |         |  |  |
| FY 2018-2019                                 |                        |      |             |        |   |        |         |         |  |  |
| Fund   | GARAA                  |      |             |        |   |        |         |         |  |  |
| Department                                   | Information Technology |      |             |        |   |        |         |         |  |  |
| Department #                                 | 20                     |      |             |        |   |        |         |         |  |  |
| Cost Center                                  | 00                     |      |             |        |   |        |         |         |  |  |
| Source                                       | 00                     |      |             |        |   |        |         |         |  |  |
| Account Code                                 |                        |      | Description |        |   |        | Item    | Summary |  |  |
| Fund   | Acct.                  | Sec. | C.C.        | Source |   | Amount | Amount  |         |  |  |
|  |                        |      |             |        | Operating Supplies  | 12,000 |         |         |  |  |
|  |                        |      |             |        | UPS Battery Backup Units (Client Computers Qty: 10)       | 1,000  |         |         |  |  |
|  |                        |      |             |        | UPS Units for Remote Communication Closets (Qty: 5)       | 5,000  |         |         |  |  |
|  |                        |      |             |        | Shipping  | 1,000  |         |         |  |  |
|  |                        |      |             |        | Plotter Ink Cartridges and Print Heads                    | 1,200  |         |         |  |  |
|  |                        |      |             |        | Small Tools, Equipment, Inventory                         | 5,000  |         |         |  |  |
|  |                        |      |             |        | Apparel - Staff   | 600    |         |         |  |  |
| GARAA  | 770300                 | 20   | 10          | 00     | Operating Supplies-Terminal                               |        | 28,000  |         |  |  |
|  |                        |      |             |        | EASE Stock - Boarding Passes, Bag Tags, Toner, Paper      | 28,000 |         |         |  |  |
| GARAA  | 771000                 | 20   | 00          | 00     | Operating Furniture, Fixtures, Equipment and Software     |        | 113,350 |         |  |  |
|  |                        |      |             |        | Greater than \$100 & up to \$5,000                        |        |         |         |  |  |
|  |                        |      |             |        | Desktops (Qty: 13)  | 18,200 |         |         |  |  |
|  |                        |      |             |        | Laptops (Qty: 4)  | 11,500 |         |         |  |  |
|  |                        |      |             |        | Monitors (Qty: 12)  | 2,400  |         |         |  |  |
|  |                        |      |             |        | EASE MAP Printers (Qty: 3)                                | 8,600  |         |         |  |  |
|  |                        |      |             |        | ID Fingerprint Scanner                                    | 3,800  |         |         |  |  |
|  |                        |      |             |        | Storage Craft - Computer Deployment / Imaging Solution    | 3,500  |         |         |  |  |
|  |                        |      |             |        | Communications Center A/V Upfit                           | 15,000 |         |         |  |  |
|  |                        |      |             |        | Network Switches  | 9,000  |         |         |  |  |
|  |                        |      |             |        | Board Room Monitor (75" LED)                              | 5,000  |         |         |  |  |
|  |                        |      |             |        | Adobe Creative Cloud (3 Subscriptions)                    | 2,700  |         |         |  |  |
|  |                        |      |             |        | Adobe Acrobat Standard (Qty: 15)                          | 4,700  |         |         |  |  |
|  |                        |      |             |        | Microsoft SQL Server Standard (Qty: 3)                    | 2,800  |         |         |  |  |
|  |                        |      |             |        | Microsoft Server 2016 DataCenter (Qty: 3)                 | 15,000 |         |         |  |  |
|  |                        |      |             |        | RS Technologies - ALIER CAD Custom Reports                | 1,800  |         |         |  |  |
|  |                        |      |             |        | Solarwinds - Network Software and Utilities               | 1,200  |         |         |  |  |
|  |                        |      |             |        | Office Furniture  | 2,500  |         |         |  |  |
|  |                        |      |             |        | AutoCad - Development and IT                              | 950    |         |         |  |  |
|  |                        |      |             |        | Solarwinds / AT - Network Software and Utilities          | 4,700  |         |         |  |  |
|  |                        |      |             |        | <b>Books, Publications, Subscriptions and Memberships</b> |        |         |         |  |  |
| GARAA  | 780100                 | 20   | 00          | 00     | Dues & Memberships  |        | 1,500   |         |  |  |
|  |                        |      |             |        | CBT Nuggets Subscription                                  | 1,250  |         |         |  |  |
|  |                        |      |             |        | Experts-Exchange Subscription                             | 250    |         |         |  |  |
| GARAA  | 780500                 | 20   | 00          | 00     | Books, Publications, & Subscriptions                      |        | 3,000   |         |  |  |
|  |                        |      |             |        | Network Solutions - Domain Name / SSL Renewals            | 2,500  |         |         |  |  |
|  |                        |      |             |        | Books & Subscriptions                                     | 500    |         |         |  |  |
| <b>TOTAL OPERATING EXPENSES</b>              |                        |      |             |        |   |        | 449,715 |         |  |  |
| <b>SECTION TOTAL</b>                         |                        |      |             |        |   |        | 867,978 |         |  |  |

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
**Information Technology**  
 Fiscal Year 2018/2019  
 Variance Analysis

| Acct # | Description                                 | FY 2019 Budget | FY2018 Budget  |                   | FY2018 Estimated Actual |                         |                  |                   | FY2017 Actual |                |                   | FY 2016       |                |
|--------|---|----------------|----------------|-------------------|-------------------------|-------------------------|------------------|-------------------|---------------|----------------|-------------------|---------------|----------------|
|        |   |                | FY 2018 Budget | Increase/Decrease |                         | FY 2018 Actual 4 Months | FY 2018 Estimate | Increase/Decrease |               | FY 2017 Actual | Increase/Decrease |               | FY 2016 Actual |
|        |   |                |                | Amount            | Percent                 |                         |                  | Amount            | Percent       |                | Amount            | Percent       |                |
| 500000 | Salaries                                    | 283,030        | 279,883        | 3,147             | 1.12%                   | 90,573                  | 271,719          | 11,311            | 4.16%         | 271,184        | 11,846            | 4.37%         | 253,669        |
| 500016 | Longevity                                   | 1,415          | 2,659          | (1,244)           | -46.78%                 | 2,707                   | 2,707            | (1,292)           | -47.73%       | 2,659          | (1,244)           | -46.78%       | 2,368          |
| 500023 | Holiday Pay                                 | 866            |                |                   |                         |                         |                  |                   |               |                |                   |               |                |
| 500025 | Auto Allowance                              | 2,400          |                |                   |                         |                         |                  |                   |               |                |                   |               |                |
| 500050 | FICA Taxes                                  | 22,070         | 21,922         | 148               | 0.68%                   | 7,019                   | 21,057           | 1,013             | 4.81%         | 19,837         | 2,233             | 11.26%        | 18,591         |
| 500070 | LGERS retirement                            | 22,244         | 21,868         | 376               | 1.72%                   | 5,741                   | 17,223           | 5,021             | 29.15%        | 19,215         | 3,029             | 15.76%        | 16,693         |
| 500080 | 401k  | 14,222         | 14,128         | 94                | 0.67%                   | 4,723                   | 14,169           | 53                | 0.37%         | 13,120         | 1,102             | 8.40%         | 11,858         |
| 500160 | Medical                                     | 60,304         | 47,981         | 12,323            | 25.68%                  | 12,267                  | 36,801           | 23,503            | 63.87%        | 38,949         | 21,355            | 54.83%        | 30,072         |
| 500260 | Dental                                      | 3,128          | 2,416          | 712               | 29.47%                  | 802                     | 2,406            | 722               | 30.01%        | 2,202          | 926               | 42.05%        | 1,836          |
| 500265 | Vision Insurance                            | 277            | 291            |                   |                         | 91                      | 273              |                   |               | 305            | (28)              | -9.18%        |                |
| 500360 | Life Insurance                              | 915            | 915            | 0                 | 0.00%                   | 502                     | 1,506            | (591)             | -39.24%       | 1,071          | (156)             | -14.57%       | 762            |
| 500460 | Disability                                  | 2,178          | 2,178          | 0                 | 0.00%                   | 660                     | 1,980            | 198               | 10.00%        | 1,980          | 198               | 10.00%        | 1,791          |
| 500500 | Cell Phone Allowance                        | 5,214          |                |                   |                         |                         |                  |                   |               |                |                   |               |                |
|        | Total Benefits                              | 130,552        | 111,699        | 18,853            | 16.88%                  | 31,805                  | 95,415           | 35,137            | 36.83%        | 96,679         | 33,873            | 35.04%        | 81,603         |
|        | <b>Total Personal Services</b>              | <b>418,263</b> | <b>394,241</b> | <b>15,556</b>     | <b>3.95%</b>            | <b>125,085</b>          | <b>369,841</b>   | <b>39,938</b>     | <b>10.80%</b> | <b>370,522</b> | <b>39,261</b>     | <b>10.60%</b> | <b>337,640</b> |
| 604000 | Professional Services - General             | 15,000         | 15,000         | 0                 | 0.00%                   | 0                       | 15,000           | 0                 | 0.00%         | 25             | 14,975            | 59900.00%     | 0              |
| 604043 | Website Maintenance                         | 1,700          | 1,500          | 200               | 13.33%                  | 0                       | 1,500            | 200               | 13.33%        | 3,786          | (2,086)           | -55.10%       | 4,996          |
| 644000 | Computer Tech. Support                      | 15,000         | 18,000         | (3,000)           | -16.67%                 | 961                     | 18,000           | (3,000)           | -16.67%       | 15,124         | (124)             | -0.82%        | 9,960          |
| 647000 | Other Contractual Services                  | 137,315        | 126,400        | 10,915            | 8.64%                   | 48,351                  | 126,400          | 10,915            | 8.64%         | 132,842        | 4,473             | 3.37%         | 107,258        |
| 650000 | Travel, Per Diem, Conference Registration   | 9,000          | 11,400         | (2,400)           | -21.05%                 | 3,330                   | 11,400           | (2,400)           | -21.05%       | 6,301          | 2,699             | 42.83%        | 9,374          |
| 651000 | Training & Education                        | 4,500          | 6,100          | (1,600)           | -26.23%                 | 254                     | 6,100            | (1,600)           | -26.23%       | 4,436          | 64                | 1.44%         | 2,373          |
| 662000 | Telecommunications                          | 55,350         | 96,400         | (41,050)          | -42.58%                 | 22,978                  | 96,400           | (41,050)          | -42.58%       | 63,012         | (7,662)           | -12.16%       | 71,860         |
| 664000 | Rentals and Leases                          | 13,200         | 11,600         | 1,600             | 13.79%                  | 5,468                   | 11,600           | 1,600             | 13.79%        | 12,303         | 897               | 7.29%         | 11,595         |
| 710000 | General Repairs and Maintenance             | 27,000         | 15,500         | 11,500            | 74.19%                  | 4,694                   | 15,500           | 11,500            | 74.19%        | 15,511         | 11,489            | 74.07%        | 15,152         |
| 770300 | Operating Supplies                          | 53,800         | 70,800         | (17,000)          | -24.01%                 | 1,556                   | 70,800           | (17,000)          | -24.01%       | 40,021         | 13,779            | 34.43%        | 31,868         |
| 771000 | Operating Furniture, Fixtures and Equipment | 113,350        | 101,070        | 12,280            | 12.15%                  | 18,841                  | 101,070          | 12,280            | 12.15%        | 72,938         | 40,412            | 55.41%        | 51,186         |
| 780100 | Dues & Memberships                          | 1,500          | 1,500          | 0                 | 0.00%                   | 300                     | 1,500            | 0                 | 0.00%         | 40             | 1,460             | 3650.00%      | 300            |
| 780500 | Books & Publications                        | 3,000          | 3,500          | (500)             | -14.29%                 | 88                      | 3,500            | (500)             | -14.29%       | 2,347          | 653               | 27.82%        | 2,039          |
|        | <b>Total Services &amp; Mat'ls.</b>         | <b>449,715</b> | <b>478,770</b> | <b>(29,055)</b>   | <b>-6.07%</b>           | <b>106,821</b>          | <b>478,770</b>   | <b>(29,055)</b>   | <b>-6.07%</b> | <b>368,686</b> | <b>81,029</b>     | <b>21.98%</b> | <b>317,961</b> |
|        | <b>Department Total</b>                     | <b>867,978</b> | <b>873,011</b> | <b>(13,499)</b>   | <b>-1.55%</b>           | <b>231,906</b>          | <b>848,611</b>   | <b>10,883</b>     | <b>1.28%</b>  | <b>739,208</b> | <b>120,290</b>    | <b>16.27%</b> | <b>655,601</b> |

Comments:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Marketing & Public Relations**  
**BASIC OPERATING BUDGET**  
**FY 2018-2019**

|              |                              |       |  |  |  |  |  |  |
|--------------|------------------------------|-------|--|--|--|--|--|--|
| Fund         |                              | GARAA |  |  |  |  |  |  |
| Department   | Marketing & Public Relations |       |  |  |  |  |  |  |
| Department # | 30                           |       |  |  |  |  |  |  |
| Cost Center  | 00                           |       |  |  |  |  |  |  |
| Source       | 00                           |       |  |  |  |  |  |  |

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

| PERSONNEL SERVICES              |        |    |    |    |                      |         |         |                |
|---------------------------------|--------|----|----|----|----------------------|---------|---------|----------------|
| GARA/                           | 500000 | 30 | 00 | 00 | Salaries             | 193,527 | 193,527 |                |
| GARA/                           | 500016 | 30 | 00 | 00 | Longevity            | 3,011   | 3,011   |                |
| GARA/                           | 500020 | 30 | 00 | 00 | Overtime             | -       | -       |                |
| ARA                             | 500023 | 30 | 00 | 00 | Holiday Pay          | 650     | 650     |                |
| ARA                             | 500025 | 30 | 00 | 00 | Auto Allowance       | 3,600   | 3,600   |                |
|                                 |        |    |    |    | <u>Benefits:</u>     |         | 93,622  |                |
| GARA/                           | 500050 | 30 | 00 | 00 | FICA Taxes           | 15,392  |         |                |
| GARA/                           | 500070 | 30 | 00 | 00 | LGERS retirement     | 15,369  |         |                |
| GARA/                           | 500080 | 30 | 00 | 00 | 401k                 | 9,827   |         |                |
| GARA/                           | 500160 | 30 | 00 | 00 | Medical              | 44,893  |         |                |
| GARA/                           | 500260 | 30 | 00 | 00 | Dental               | 2,854   |         |                |
| GARA/                           | 500265 | 30 | 00 | 00 | Vision               | 208     |         |                |
| GARA/                           | 500360 | 30 | 00 | 00 | Life Insurance       | 715     |         |                |
| GARA/                           | 500460 | 30 | 00 | 00 | Disability           | 1,757   |         |                |
| ARA                             | 500500 | 30 | 00 | 00 | Cell Phone Allowance | 2,607   |         |                |
| <b>TOTAL PERSONNEL SERVICES</b> |        |    |    |    |                      |         |         | <b>294,410</b> |

| OPERATING EXPENSES           |        |    |    |    |  |        |        |
|------------------------------|--------|----|----|----|--|--------|--------|
| <b>Professional Services</b> |        |    |    |    |  |        |        |
| GARA/                        | 604000 | 30 | 00 | 00 | Professional Services - General                                |        | 36,000 |
|                              |        |    |    |    | Air service development consulting - Ailevon                   | 36,000 |        |
| GARA/                        | 604016 | 30 | 00 | 00 | Artwork and Creative Production                                |        | 35,000 |
|                              |        |    |    |    | Creative production (tv, radio, pr videos, digital collateral) | 18,000 |        |
|                              |        |    |    |    | LAZ Parking website updates/microsite/prepay app               | 10,000 |        |
|                              |        |    |    |    | Website updates (maintenance)                                  | 7,000  |        |
| GARA/                        | 604017 | 30 | 00 | 00 | Surveys, Reports & Data  |        | 15,500 |
|                              |        |    |    |    | Focus groups/internal research                                 | 500    |        |
|                              |        |    |    |    | Market perception study update                                 | 15,000 |        |
| <b>Travel and Training</b>   |        |    |    |    |  |        |        |
| GARA/                        | 650000 | 30 | 00 | 00 | Travel, Per Diem, Conference Registration                      |        | 23,200 |
|                              |        |    |    |    | ACI Marketing conference - Nov 2018                            | 2,500  |        |
|                              |        |    |    |    | Routes Americas - Feb 2019 (Quebec) & ACI Jumpstart            | 5,000  |        |
|                              |        |    |    |    | NCAA meetings and annual conference                            | 1,600  |        |
|                              |        |    |    |    | Marketing conference - Alex - MarCom - Nov 2018                | 2,500  |        |
|                              |        |    |    |    | Allegiant Air annual meeting - Oct 2018 - Savannah             | 1,200  |        |
|                              |        |    |    |    | Airline meeting travel expenses                                | 1,800  |        |
|                              |        |    |    |    | Roundtable   | 2,000  |        |
|                              |        |    |    |    | AAAE Conference or SE Chapter Conference                       | 2,200  |        |

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Marketing & Public Relations**  
**BASIC OPERATING BUDGET**  
**FY 2018-2019**

|              |                              |       |  |  |  |  |  |  |
|--------------|------------------------------|-------|--|--|--|--|--|--|
| Fund         |                              | GARAA |  |  |  |  |  |  |
| Department   | Marketing & Public Relations |       |  |  |  |  |  |  |
| Department # | 30                           |       |  |  |  |  |  |  |
| Cost Center  | 00                           |       |  |  |  |  |  |  |
| Source       | 00                           |       |  |  |  |  |  |  |

| Account Code |        |      |      |        | Description   | Item   | Summary |
|--------------|--------|------|------|--------|---|--------|---------|
| Fund         | Acct.  | Sec. | C.C. | Source |   | Amount | Amount  |
|              |        |      |      |        | Cust Svc ACI and ACI Annual - Steering Comm                   | 4,400  |         |
|              |        |      |      |        | Local travel - Tina   | -      |         |
| GARA         | 651000 | 30   | 00   | 00     | Training & Education  |        | 500     |
|              |        |      |      |        | Media training - PR   | 500    |         |
|              |        |      |      |        | <b>General Repairs and Maintenance</b>                        |        |         |
| GARA         | 710000 | 30   | 00   | 00     | General Repairs and Maintenance                               |        | 1,200   |
|              |        |      |      |        | Piano tuning - monthly  | 1,200  |         |
|              |        |      |      |        | <b>Printing &amp; Binding</b>                                 |        |         |
| GARA         | 730000 | 30   | 00   | 00     | Printing & Binding  |        | 5,000   |
|              |        |      |      |        | Miscellaneous projects - annual report, brochures, etc.       | 3,000  |         |
|              |        |      |      |        | In-terminal displays & PR materials                           | 2,000  |         |
| GARA         | 730001 | 30   | 00   | 00     | Banners   |        | -       |
|              |        |      |      |        | Updated banners/posters                                       | -      |         |
|              |        |      |      |        | <b>Promotional Activities</b>                                 |        |         |
| GARA         | 740005 | 30   | 00   | 00     | Radio   |        | 22,000  |
|              |        |      |      |        | Misc. radio   | 22,000 |         |
| GARA         | 740010 | 30   | 00   | 00     | Billboards  |        | 32,500  |
|              |        |      |      |        | Billboard leases (outdoor, cinema screens, etc.)              | 30,000 |         |
|              |        |      |      |        | Production costs  | 2,500  |         |
| GARA         | 740015 | 30   | 00   | 00     | Print   |        | 12,100  |
|              |        |      |      |        | AVL-CVB Asheville Magazine-Journal Communications             | 2,100  |         |
|              |        |      |      |        | Magazines & newspapers  | 10,000 |         |
| GARA         | 740020 | 30   | 00   | 00     | TV  |        | 75,000  |
|              |        |      |      |        | WLOS  | 50,000 |         |
|              |        |      |      |        | Other   | 25,000 |         |
| ARA          | 740040 | 30   | 00   | 00     | Web Advertising   |        | 59,440  |
|              |        |      |      |        | Per click & display advertising                               | 40,000 |         |
|              |        |      |      |        | Business to business marketing via email/web/Constant Contact | 1,440  |         |
|              |        |      |      |        | Social media advertising                                      | 18,000 |         |
| ARA          | 740050 | 30   | 00   | 00     | Air Service Development                                       |        | 2,300   |
|              |        |      |      |        | Fam tour costs - for network planner visits to AVL            | 2,000  |         |
|              |        |      |      |        | Misc - thank you gifts, presentations, etc                    | 300    |         |
| GARA         | 740100 | 30   | 00   | 00     | Other Promotional Events/Sponsorships                         |        | 1,500   |
|              |        |      |      |        | Flyaways or contest prizes                                    | 1,500  |         |
| GARA         | 740101 | 30   | 00   | 00     | Community Events/Exhibits/Sponsorships                        |        | 79,500  |
|              |        |      |      |        | Sponsorships/events (FRP, Tourists ,Wings for Aut, other)     | 20,000 |         |
|              |        |      |      |        | Henderson Chamber sponsorships                                | 5,000  |         |
|              |        |      |      |        | Asheville Chamber sponsorships - including \$4,000 for 5x5    | 8,500  |         |
|              |        |      |      |        | Inaugural event(s)  | 1,000  |         |

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Marketing & Public Relations**

**BASIC OPERATING BUDGET**

**FY 2018-2019**

|                     |                              |       |      |        |                    |   |        |             |                |
|---------------------|------------------------------|-------|------|--------|--------------------|---|--------|-------------|----------------|
| Fund                |                              | GARAA |      |        |                    |   |        |             |                |
| Department          | Marketing & Public Relations |       |      |        |                    |   |        |             |                |
| Department #        | 30                           |       |      |        |                    |   |        |             |                |
| Cost Center         | 00                           |       |      |        |                    |   |        |             |                |
| Source              | 00                           |       |      |        |                    |   |        |             |                |
| <b>Account Code</b> |                              |       |      |        | <b>Description</b> |   |        | <b>Item</b> | <b>Summary</b> |
| Fund                | Acct.                        | Sec.  | C.C. | Source |                    |   | Amount | Amount      |                |
|                     |                              |       |      |        |                    | New runway opening events - Project SOAR celebration              | 18,000 | 2,250       |                |
|                     |                              |       |      |        |                    | Runway 5K (revenue offsets 100%)                                  | 22,000 |             |                |
|                     |                              |       |      |        |                    | Customer appreciation events in terminal                          | 4,000  |             |                |
|                     |                              |       |      |        |                    | Henderson County Partnership for Econ Devel                       | 1,000  |             |                |
| GARAA               | 740115                       | 30    | 00   | 00     |                    | Employee/Tenant Appreciation                                      |        |             |                |
|                     |                              |       |      |        |                    | Tenant prizes for holiday décor contest                           | 250    |             |                |
|                     |                              |       |      |        |                    | Tenant lunch  | 2,000  |             |                |
|                     |                              |       |      |        |                    | <b>Operating Supplies</b>   |        |             |                |
| GARAA               | 770301                       | 30    | 00   | 00     |                    | Art Program Supplies  |        |             | 1,000          |
|                     |                              |       |      |        |                    | Supplies, promotional materials                                   | 1,000  |             |                |
| GARAA               | 770305                       | 30    | 00   | 00     |                    | Promotional Items   |        |             | 12,200         |
|                     |                              |       |      |        |                    | Small items/large quantities - general, 1st Class Program, events | 3,500  |             |                |
|                     |                              |       |      |        |                    | Project SOAR - milestone gift                                     | 1,500  |             |                |
|                     |                              |       |      |        |                    | Carolina West   | 1,000  |             |                |
|                     |                              |       |      |        |                    | Apparel - promotional   | 2,500  |             |                |
|                     |                              |       |      |        |                    | Apparel - staff - restock   | 1,200  |             |                |
|                     |                              |       |      |        |                    | Large items / small quantities                                    | 2,500  |             |                |
| GARAA               | 770310                       | 30    | 00   | 00     |                    | Holiday Decorations   |        | 5,000       |                |
|                     |                              |       |      |        |                    | Decorations - parking garage décor & new tree stands              | 5,000  |             |                |
| GARAA               | 771000                       | 30    | 00   | 00     |                    | Operating Furniture, Fixtures, Equipment and Software             |        | 7,025       |                |
|                     |                              |       |      |        |                    | Greater than \$100 & up to \$5,000                                |        |             |                |
|                     |                              |       |      |        |                    | Desk Chair - PR   | 375    |             |                |
|                     |                              |       |      |        |                    | Rolling event kiosk   | 2,450  |             |                |
|                     |                              |       |      |        |                    | Additional plant boxes (built in-house) - 20                      | 1,200  |             |                |
|                     |                              |       |      |        |                    | Passenger feedback stations - ipad/kiosks - 6                     | 3,000  |             |                |
|                     |                              |       |      |        |                    | <b>Books, Publications, Subscriptions and Memberships</b>         |        |             |                |
| GARAA               | 780100                       | 30    | 00   | 00     |                    | Dues & Memberships  |        | 4,445       |                |
|                     |                              |       |      |        |                    | Asheville Chamber   | 730    |             |                |
|                     |                              |       |      |        |                    | Haywood Chamber   | 580    |             |                |
|                     |                              |       |      |        |                    | Hendersonville Chamber  | 495    |             |                |
|                     |                              |       |      |        |                    | Jackson Chamber   | 210    |             |                |
|                     |                              |       |      |        |                    | Madison Chamber   | 300    |             |                |
|                     |                              |       |      |        |                    | McDowell Chamber  | 205    |             |                |
|                     |                              |       |      |        |                    | Mitchell County Chamber   | 350    |             |                |
|                     |                              |       |      |        |                    | Polk Chamber  | 325    |             |                |
|                     |                              |       |      |        |                    | Rutherford Chamber  | 250    |             |                |
|                     |                              |       |      |        |                    | Transylvania/Brevard Chamber                                      | 365    |             |                |
|                     |                              |       |      |        |                    | Yancey Chamber  | 280    |             |                |
|                     |                              |       |      |        |                    | AAAE  | 275    |             |                |

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Marketing & Public Relations**

**BASIC OPERATING BUDGET**

**FY 2018-2019**

|                                 |                              |       |      |        |  |          |        |             |                |
|---------------------------------|------------------------------|-------|------|--------|--|----------|--------|-------------|----------------|
| Fund                            |                              | GARAA |      |        |  |          |        |             |                |
| Department                      | Marketing & Public Relations |       |      |        |  |          |        |             |                |
| Department #                    | 30                           |       |      |        |  |          |        |             |                |
| Cost Center                     | 00                           |       |      |        |  |          |        |             |                |
| Source                          | 00                           |       |      |        |  |          |        |             |                |
| <b>Account Code</b>             |                              |       |      |        | <b>Description</b>   |          |        | <b>Item</b> | <b>Summary</b> |
| Fund                            | Acct.                        | Sec.  | C.C. | Source |  |          | Amount | Amount      |                |
|                                 |                              |       |      |        |  | SEC AAAE | 35     | 750         |                |
|                                 |                              |       |      |        |  | NCAA     | 45     |             |                |
| GARAA                           | 780500                       | 30    | 00   | 00     | Books, Publications, Compact Disks, Videos & Subscriptions |          |        |             |                |
|                                 |                              |       |      |        | Photos, music, animations - royalty free                   |          | 500    |             |                |
|                                 |                              |       |      |        | Citizen-Times online subscription                          |          | 250    |             |                |
| <b>TOTAL OPERATING EXPENSES</b> |                              |       |      |        |  |          |        | 433,410     |                |
| <b>SECTION TOTAL</b>            |                              |       |      |        |  |          |        | 727,820     |                |



**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Marketing & Public Relations**  
**Fiscal Year 2018/2019**  
**Variance Analysis**

| Acct # | Description                                  | FY2018 Budget  |                |                          |                           | FY2018 Estimated Actual |                  |                          |                           | FY2017 Actual  |                          |                           | FY 2016        |
|--------|--|----------------|----------------|--------------------------|---------------------------|-------------------------|------------------|--------------------------|---------------------------|----------------|--------------------------|---------------------------|----------------|
|        |  | FY 2019 Budget | FY 2018 Budget | Increase/Decrease Amount | Increase/Decrease Percent | FY 2018 Actual 4 Months | FY 2018 Estimate | Increase/Decrease Amount | Increase/Decrease Percent | FY 2017 Actual | Increase/Decrease Amount | Increase/Decrease Percent | Actual         |
| 500000 | Salaries                                     | 193,527        | 154,718        | 38,809                   | 25.08%                    | 49,573                  | 148,719          | 44,808                   | 30.13%                    | 145,561        | 47,966                   | 32.95%                    | 140,156        |
| 500016 | Longevity                                    | 3,011          | 2,011          | 1,000                    | 49.73%                    | 2,080                   | 2,011            | 1,000                    | 49.73%                    | 3,055          | (44)                     | -1.44%                    | 1,935          |
| 500020 | Overtime                                     | 0              | 0              | 0                        | 100%                      | 0                       | 0                | 0                        | 100%                      | 0              | 0                        | 100%                      | 0              |
| 500023 | Holiday Pay                                  | 650            |                |                          |                           |                         |                  |                          |                           |                |                          |                           |                |
| 500025 | Auto Allowance                               | 3,600          |                |                          |                           |                         |                  |                          |                           |                |                          |                           |                |
| 500050 | FICA Taxes                                   | 15,392         | 12,319         | 3,073                    | 24.95%                    | 3,965                   | 11,895           | 3,497                    | 29.40%                    | 11,114         | 4,278                    | 38.49%                    | 10,810         |
| 500070 | LGERS retirement                             | 15,369         | 12,129         | 3,240                    | 26.71%                    | 3,880                   | 11,640           | 3,729                    | 32.04%                    | 10,614         | 4,755                    | 44.80%                    | 8,760          |
| 500080 | 401k   | 9,827          | 7,837          | 1,990                    | 25.39%                    | 2,583                   | 7,749            | 2,078                    | 26.82%                    | 7,210          | 2,617                    | 36.30%                    | 7,002          |
| 500160 | Medical                                      | 44,893         | 24,051         | 20,842                   | 86.66%                    | 6,103                   | 18,309           | 26,584                   | 145.20%                   | 19,355         | 25,538                   | 131.95%                   | 18,528         |
| 500260 | Dental                                       | 2,854          | 1,467          | 1,387                    | 94.55%                    | 486                     | 1,458            | 1,396                    | 95.75%                    | 1,474          | 1,380                    | 93.62%                    | 1,414          |
| 500265 | Vision Insurance                             | 208            | 145            |                          |                           | 44                      | 132              |                          |                           | 145            | 63                       | 43.45%                    |                |
| 500360 | Life Insurance                               | 715            | 475            | 240                      | 50.53%                    | 168                     | 504              | 211                      | 41.87%                    | 793            | (78)                     | -9.84%                    | 432            |
| 500460 | Disability                                   | 1,757          | 1,157          | 600                      | 51.86%                    | 350                     | 1,050            | 707                      | 67.33%                    | 1,051          | 706                      | 67.17%                    | 1,051          |
| 500500 | Cell Phone Allowance                         | 2,607          |                |                          |                           |                         |                  |                          |                           |                |                          |                           |                |
|        | Total Benefits                               | 93,622         | 59,580         | 34,042                   | 57.14%                    | 17,579                  | 52,737           | 40,885                   | 77.53%                    | 51,756         | 41,866                   | 80.89%                    | 47,997         |
|        | <b>Total Personal Services</b>               | <b>294,410</b> | <b>216,309</b> | <b>71,181</b>            | <b>32.91%</b>             | <b>69,232</b>           | <b>203,467</b>   | <b>84,010</b>            | <b>41.29%</b>             | <b>200,372</b> | <b>87,181</b>            | <b>43.51%</b>             | <b>190,088</b> |
| 604000 | Professional Services - General              | 36,000         | 36,000         | 0                        | 0.00%                     | 13,248                  | 36,000           | 0                        | 0.00%                     | 36,020         | (20)                     | -0.06%                    | 15,000         |
| 604016 | Artwork and Creative Production              | 35,000         | 51,000         | (16,000)                 | -31.37%                   | 26,598                  | 51,000           | (16,000)                 | -31.37%                   | 10,117         | 24,883                   | 245.95%                   | 27,110         |
| 604017 | Surveys, Reports & Data                      | 15,500         | 500            | 15,000                   | 3000.00%                  | 0                       | 500              | 15,000                   | 3000.00%                  | 240            | 15,260                   | 6358.33%                  | 13,693         |
| 650000 | Travel, Per Diem, Conference Registration    | 23,200         | 25,500         | (2,300)                  | -9.02%                    | 4,087                   | 25,500           | (2,300)                  | -9.02%                    | 17,813         | 5,387                    | 30.24%                    | 17,026         |
| 651000 | Training & Education                         | 500            | 1,250          | (750)                    | -60.00%                   | 297                     | 1,250            | (750)                    | -60.00%                   | 0              | 500                      | 100%                      | 0              |
| 710000 | General Repairs and Maintenance              | 1,200          | 800            | 400                      | 50.00%                    | 393                     | 800              | 400                      | 50.00%                    | 1,328          | (128)                    | -9.64%                    | 0              |
| 730000 | Printing & Binding                           | 5,000          | 5,500          | (500)                    | -9.09%                    | 408                     | 5,500            | (500)                    | -9.09%                    | 5,037          | (37)                     | -0.73%                    | 5,234          |
| 730001 | Banners                                      | 0              | 750            | (750)                    | -100.00%                  | 43                      | 750              | (750)                    | -100.00%                  | 680            | (680)                    | -100.00%                  | 528            |
| 740005 | Radio  | 22,000         | 30,000         | (8,000)                  | -26.67%                   | 8,750                   | 30,000           | (8,000)                  | -26.67%                   | 27,996         | (5,996)                  | -21.42%                   | 10,746         |
| 740010 | Billboards                                   | 32,500         | 32,500         | 0                        | 0.00%                     | 3,775                   | 32,500           | 0                        | 0.00%                     | 34,050         | (1,550)                  | -4.55%                    | 25,200         |
| 740015 | Print  | 12,100         | 15,100         | (3,000)                  | -19.87%                   | 0                       | 15,100           | (3,000)                  | -19.87%                   | 15,334         | (3,234)                  | -21.09%                   | 13,658         |
| 740020 | TV   | 75,000         | 110,000        | (35,000)                 | -31.82%                   | 6,679                   | 110,000          | (35,000)                 | -31.82%                   | 50,075         | 24,925                   | 49.78%                    | 66,350         |
| 740030 | Telephone Book                               | 0              | 0              | 0                        | 100%                      | 0                       | 0                | 0                        | 100%                      | 0              | 0                        | 100%                      | 0              |
| 740040 | Web Advertising                              | 59,440         | 49,440         | 10,000                   | 20.23%                    | 1,570                   | 49,440           | 10,000                   | 20.23%                    | 33,237         | 26,203                   | 78.84%                    | 41,432         |
| 740050 | Air Service Development                      | 2,300          | 3,300          | (1,000)                  | -30.30%                   | 0                       | 1,500            | 800                      | 53.33%                    | 19,797         | (17,497)                 | -88.38%                   | 1,152          |
| 740100 | Promotional Events/Sponsorships              | 1,500          | 3,000          | (1,500)                  | -50.00%                   | 0                       | 3,000            | (1,500)                  | -50.00%                   | 1,000          | 500                      | 50.00%                    | 12,914         |
| 740101 | Other Community Events/Exhibits/Sponsorships | 79,500         | 66,500         | 13,000                   | 19.55%                    | 15,740                  | 37,000           | 42,500                   | 114.86%                   | 38,656         | 40,844                   | 105.66%                   | 41,113         |
| 740115 | Employee/Tenant Appreciation                 | 2,250          | 1,950          | 300                      | 15.38%                    | 721                     | 1,950            | 300                      | 15.38%                    | 1,700          | 550                      | 32.35%                    | 573            |
| 770301 | Art Program                                  | 1,000          | 1,000          | 0                        | 0.00%                     | 99                      | 1,000            | 0                        | 0.00%                     | 1,050          | (50)                     | -4.76%                    | 1,400          |
| 770305 | Promotional Items                            | 12,200         | 11,200         | 1,000                    | 8.93%                     | 983                     | 11,200           | 1,000                    | 8.93%                     | 14,825         | (2,625)                  | -17.71%                   | 14,855         |
| 770310 | Holiday Decorations                          | 5,000          | 5,000          | 0                        | 0.00%                     | 0                       | 5,000            | 0                        | 0.00%                     | 5,080          | (80)                     | -1.57%                    | 604            |
| 771000 | Operating Furniture, Fixtures and Equipment  | 7,025          | 0              | 7,025                    | 100%                      | 0                       | 0                | 7,025                    | 100%                      | 4,156          | 2,869                    | 69.03%                    | 3,713          |
| 780100 | Dues & Memberships                           | 4,445          | 4,445          | 0                        | 0.00%                     | 450                     | 4,445            | 0                        | 0.00%                     | 4,700          | (255)                    | -5.43%                    | 5,245          |
| 780500 | Books & Publications                         | 750            | 750            | 0                        | 0.00%                     | 198                     | 750              | 0                        | 0.00%                     | 1,362          | (612)                    | -44.93%                   | 872            |
|        | <b>Total Services &amp; Mat'ls.</b>          | <b>433,410</b> | <b>455,485</b> | <b>(22,075)</b>          | <b>-4.85%</b>             | <b>84,039</b>           | <b>424,185</b>   | <b>9,225</b>             | <b>2.17%</b>              | <b>324,253</b> | <b>109,157</b>           | <b>33.66%</b>             | <b>318,418</b> |
|        | <b>Department Total</b>                      | <b>727,820</b> | <b>671,794</b> | <b>49,106</b>            | <b>7.31%</b>              | <b>153,271</b>          | <b>627,652</b>   | <b>93,235</b>            | <b>14.85%</b>             | <b>524,625</b> | <b>196,338</b>           | <b>37.42%</b>             | <b>508,506</b> |

Notes

- 604017 Time for market perception survey update
- 650000 Travel requirements remain at similar high level with MarCom officer position
- 740005 Reducing radio - increasing web advertising instead
- 740015 Reducing focus on print advertising
- 740020 TV is a focus in message delivery
- 740040 Web advertising is most effective target marketing strategy in market; strategic goal to increase social media engagement
- 740050 Reduced - may or may not use; need dollars available
- 740100 Haven't used flyaways much in several years - not the most effective
- 740101 Included actual estimated costs for Project SOAR event (not in FY18 budget); carried over Runway 5K; added passenger appreciation events dollars to support strategic plan
- 740115 We are growing - need more funds to feed larger group of tenants
- 770305 Growth to support First Class Customer Service program enhancement
- 771000 Kiosk is for passenger experience monthly events - strategic plan; Kiosks for improved customer feedback stations; would like additional plant boxes to improve décor in terminal

Questions If new staff member is approved, will I need to budget for office furniture and computer?

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

**Marketing**

**CAPITAL BUDGET / PERSONNEL REQUEST**  
**FY 2018-2019**

**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 30 |
| <input checked="" type="checkbox"/> | Personnel Request                  |  |  | Cost Center 0        |

**DESCRIPTION & JUSTIFICATION**

| Fund  | Acct. | Sec. | C.C. | Source | Description | Amount    |
|-------|-------|------|------|--------|-------------|-----------|
| GARAA |       | 30   | 0    | 0      | Personnel   | \$ 66,184 |

Requesting the addition of a Category 3 Marketing & Public Relations Coordinator.

The airport has grown in passenger use by 50% in just five years; 15% in the last year alone. With this growth comes more daily customer interaction, media requests, and needs for the Marketing & PR Department and Guest Services team to focus on the passenger experience.

The daily technical tasks are time consuming, and prevent the department from focusing fully on growth and enhancement opportunities. We need a coordinator who can focus on technical duties, such as scheduling, database management, website content updates, social media monitoring and content updates, customer feedback response, general assistance with events, projects and more, as well as cross-trained fill-in support for the Guest Services department.

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**

**BASIC OPERATING BUDGET**

**FY 2018-2019**

|              |            |  |  |  |  |  |  |  |
|--------------|------------|--|--|--|--|--|--|--|
| Fund         | GARAA      |  |  |  |  |  |  |  |
| Department   | Operations |  |  |  |  |  |  |  |
| Department # | 40         |  |  |  |  |  |  |  |
| Cost Center  | 00         |  |  |  |  |  |  |  |
| Source       | 00         |  |  |  |  |  |  |  |

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

| <b>PERSONNEL SERVICES</b> |        |    |    |    |                                 |           |           |
|---------------------------|--------|----|----|----|---------------------------------|-----------|-----------|
| GARAA                     | 500000 | 40 | 10 | 00 | Salaries                        | 1,123,888 | 1,123,888 |
| GARAA                     | 500016 | 40 | 10 | 00 | Longevity                       | 15,509    | 15,509    |
| GARAA                     | 500020 | 40 | 10 | 00 | Overtime                        | 45,000    | 45,000    |
| ARA                       | 500023 | 40 | 10 | 00 | Holiday Pay                     | 5,847     | 5,847     |
| ARA                       | 500025 | 40 | 10 | 00 | Auto Allowance                  | 2,400     | 2,400     |
|                           |        |    |    |    | <u>Benefits:</u>                |           | 655,822   |
| GARAA                     | 500050 | 40 | 10 | 00 | FICA Taxes                      | 91,616    |           |
| GARAA                     | 500070 | 40 | 10 | 00 | LGERS retirement                | 92,620    |           |
| GARAA                     | 500080 | 40 | 10 | 00 | 401k                            | 59,220    |           |
| GARAA                     | 500160 | 40 | 10 | 00 | Medical                         | 371,826   |           |
| GARAA                     | 500260 | 40 | 10 | 00 | Dental                          | 20,578    |           |
| GARAA                     | 500265 | 40 | 10 | 00 | Vision                          | 1,868     |           |
| GARAA                     | 500360 | 40 | 10 | 00 | Life Insurance                  | 4,688     |           |
| GARAA                     | 500460 | 40 | 10 | 00 | Disability                      | 9,089     |           |
| ARA                       | 50050  | 40 | 10 | 00 | Cell Phone Allowance            | 4,317     |           |
|                           |        |    |    |    | <b>TOTAL PERSONNEL SERVICES</b> |           | 1,848,466 |

| <b>OPERATING EXPENSES</b> |        |    |    |    |  |         |         |
|---------------------------|--------|----|----|----|--|---------|---------|
|                           |        |    |    |    | <b>Professional Services</b>                 |         |         |
| GARAA                     | 641000 | 40 | 10 | 00 | Temporary Help                               |         | 75,000  |
|                           |        |    |    |    | Temporary Help                               | 75,000  |         |
|                           |        |    |    |    | <b>Contractual Services</b>                  |         |         |
| GARAA                     | 645000 | 40 | 60 | 00 | Landscaping                                  |         | 9,420   |
|                           |        |    |    |    | RAC Contract                                 | 9,420   |         |
| GARAA                     | 646500 | 40 | 80 | 00 | Parking Management Contract                  |         | 550,205 |
|                           |        |    |    |    | Payroll, Benefits & Operating Expenses       | 487,164 |         |
|                           |        |    |    |    | Management Fee                               | 63,041  |         |
| ARA                       | 646600 | 40 | 80 | 00 | Parking Management Shuttle                   |         | -       |
|                           |        |    |    |    | Payroll & Benefits                           | -       |         |
| ARA                       | 646600 | 40 | 80 | 40 | Prepaid Remote Shuttle                       |         | -       |
| GARAA                     | 647000 | 40 | 10 | 00 | Other Contractual Services                   |         | 85,873  |
|                           |        |    |    |    | Automatic Door Contract                      | 7,000   |         |
|                           |        |    |    |    | Uniform Cleaning & Mats (Maintenance & Ja    | 19,000  |         |
|                           |        |    |    |    | Loading Bridge Maintenance Contract          | 4,100   |         |
|                           |        |    |    |    | Load Bank Generator Test                     | 3,200   |         |
|                           |        |    |    |    | State & NCDOL Inspections                    | 1,000   |         |
|                           |        |    |    |    | Fire Sprinkler Inspections/Backflow/Halation | 4,300   |         |
|                           |        |    |    |    | Halon Fire Suppression Inspection            | 1,300   |         |

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Operations**

**BASIC OPERATING BUDGET**

**FY 2018-2019**

|              |            |  |  |  |  |  |  |
|--------------|------------|--|--|--|--|--|--|
| Fund         | GARAA      |  |  |  |  |  |  |
| Department   | Operations |  |  |  |  |  |  |
| Department # | 40         |  |  |  |  |  |  |
| Cost Center  | 00         |  |  |  |  |  |  |
| Source       | 00         |  |  |  |  |  |  |

| <b>Account Code</b> |        |      |      |        | <b>Description</b>  | <b>Item Amount</b> | <b>Summary Amount</b> |
|---------------------|--------|------|------|--------|---|--------------------|-----------------------|
| Fund                | Acct.  | Sec. | C.C. | Source |   |                    |                       |
|                     |        |      |      |        | Waste Removal & Recycling                                   | 14,990             |                       |
|                     |        |      |      |        | RAC Waste Removal and Recycling                             | 3,200              |                       |
|                     |        |      |      |        | Pest Control  | 1,750              |                       |
|                     |        |      |      |        | RAC Pest Control  | 533                |                       |
|                     |        |      |      |        | Wildlife Program  | 12,000             |                       |
|                     |        |      |      |        | Window Washing  | 9,000              |                       |
|                     |        |      |      |        | Lobby Plants  | 4,500              |                       |
| GARAA               | 700100 | 40   | 10   | 00     | Elevator Maintenance Contract                               |                    |                       |
|                     |        |      |      |        | Elevator Maintenance Contract                               | 5,000              |                       |
| GARAA               | 700200 | 40   | 10   | 00     | Fire Alarm Systems Contract                                 |                    |                       |
|                     |        |      |      |        | Fire Alarm Systems-Infinity & Monitoring fee                | 1,000              |                       |
|                     |        |      |      |        | Fire Alarm Systems-Siemens                                  | 13,100             |                       |
|                     |        |      |      |        | <b>Travel and Training</b>                                  |                    |                       |
| GARAA               | 650000 | 40   | 10   | 00     | Travel, Per Diem, Conference Registration                   |                    |                       |
|                     |        |      |      |        | SEC Annual Conference                                       | 1,100              |                       |
|                     |        |      |      |        | NCAA Conference   | 800                |                       |
|                     |        |      |      |        | AAAE Conference   | 2,500              |                       |
|                     |        |      |      |        | Annual Snow Symposium (1)                                   | 2,000              |                       |
|                     |        |      |      |        | Local Travel  | -                  |                       |
| GARAA               | 651000 | 40   | 10   | 00     | Training & Education  |                    |                       |
|                     |        |      |      |        | Professional Development                                    | 500                |                       |
|                     |        |      |      |        | AAAE  | 500                |                       |
|                     |        |      |      |        | ACE (1)   | 3,800              |                       |
|                     |        |      |      |        | ASOS (1)  | 1,500              |                       |
|                     |        |      |      |        | <b>Utility Services</b>                                     |                    |                       |
|                     |        |      |      |        | Electricity - All Locations                                 |                    |                       |
| ARA                 | 685500 | 40   | 80   | 00     | Electricity Parking Garage                                  |                    |                       |
|                     |        |      |      |        | 61 Terminal Dr  | 50,000             |                       |
| GARAA               | 681000 | 40   | 10   | 00     | Electricity TA8918 Terminal 208                             |                    |                       |
|                     |        |      |      |        | 61 Terminal Dr (727 171 5729)                               | 144,700            |                       |
| ARA                 | 681500 | 40   | 10   | 00     | Electricity TH4698 Landside Restaurant & GRAA Storage areas |                    |                       |
|                     |        |      |      |        | 61 Terminal Dr (183 474 0183)                               | 4,943              |                       |
|                     |        |      |      |        | Airside Restaurant and Freezer                              | 16,724             |                       |
| ARA                 | 689400 | 40   | 20   | 10     | Electricity TR2714 DPS Bldg New                             |                    |                       |
|                     |        |      |      |        | 136 Wright Brother Way (640-377-9462)                       | 18,800             |                       |
| ARA                 | 683000 | 40   | 20   | 00     | Electricity TK0203 Maint Bldgs                              |                    |                       |
|                     |        |      |      |        | 15 Aviation Way (590 232 5728)                              | 12,900             |                       |
| ARA                 | 683500 | 40   | 20   | 00     | Electricity W10456 Vgate-8AW                                |                    |                       |
|                     |        |      |      |        | 21 Aviation Way (798 342 2663)                              | 450                |                       |

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Operations**

**BASIC OPERATING BUDGET**

**FY 2018-2019**

|              |            |  |  |  |  |  |  |
|--------------|------------|--|--|--|--|--|--|
| Fund         | GARAA      |  |  |  |  |  |  |
| Department   | Operations |  |  |  |  |  |  |
| Department # | 40         |  |  |  |  |  |  |
| Cost Center  | 00         |  |  |  |  |  |  |
| Source       | 00         |  |  |  |  |  |  |

| Account Code |        |      |      |        | Description   | Item Amount | Summary Amount |
|--------------|--------|------|------|--------|---|-------------|----------------|
| Fund         | Acct.  | Sec. | C.C. | Source |   |             |                |
| ARA          | 684000 | 40   | 20   | 00     | Electricity S93746 GA Sewer Lift<br>1 Aviation Way (153 235 5813)                             | 750         | 48,500         |
| ARA          | 685600 | 40   | 20   | 00     | Electricity TF3027 480V TAFRDP<br>61 Terminal Dr (447 711 2884)                               | 133,600     |                |
| ARA          | 686000 | 40   | 20   | 00     | Electricity YK5320 Cargo Bldg<br>41 Terminal Dr (527 340 0993)                                | -           |                |
| ARA          | 688500 | 40   | 60   | 00     | Electricity RAC CAM S83383<br>87 Rental Car Dr (319 694 7927)                                 | 12,400      |                |
| ARA          | 689000 | 40   | 80   | 00     | Electricity TH6583 WBW St Light<br>Wright Brothers Way (317 794 7458)                         | 6,500       |                |
| ARA          | 689200 | 40   | 80   | 00     | Electricity YT5631 LowerOverflow<br>(606 016 2549)  | 2,500       |                |
| ARA          | 689300 | 40   | 20   | 00     | Electricity Lav Cart Dump Station   | -           |                |
| ARA          | 689450 | 40   | 80   | 0      | Electricity Temp Emp Lot (155 676 6044)   | -           |                |
|              |        |      |      |        | Natural Gas - All Locations   |             |                |
| GARAA        | 690000 | 40   | 10   | 00     | Nat Gas 635822 Terminal<br>61 Terminal Dr (3-1981-0349-9500)                                  | 24,000      |                |
| ARA          | 691500 | 40   | 20   | 00     | Nat Gas 568135 Operations Office Bldg A (East)<br>15 Aviation Way (2-2100-7146-7120)          | 11,500      |                |
| ARA          | 692000 | 40   | 20   | 00     | Nat Gas 446155 Main Bldg B (West)<br>15 Aviation Way (8-1981-0349-9521)                       | 6,000       |                |
| ARA          | 690300 | 40   | 20   | 00     | Nat Gas 508999/509070 DPS Bldg New<br>136 Wright Brothers Way (2-2101-0054-641)               | 7,000       |                |
|              |        |      |      |        | Water - All Locations   |             |                |
| GARAA        | 695000 | 40   | 10   | 00     | Water 11946022/12642942 Term<br>61 Terminal Dr (2111887-1140018)                              | 35,000      |                |
| ARA          | 695100 | 40   | 20   | 00     | Water - Deicing Truck Water Station<br>61 Terminal Dr (2111887-103231)                        | 2,000       |                |
| GARAA        | 695500 | 40   | 00   | 00     | Water 47313873 Maint Bldg A E<br>15 Aviation Way (2111879-1339978)                            | -           |                |
| ARA          | 697600 | 40   | 20   | 00     | Water 102059 Public Saf Bldg-New (211887/102059)<br>136 Wright Brothers Way (1264268/1394288) | 4,800       |                |
| ARA          | 696500 | 40   | 20   | 00     | Water 12439009 Air Cargo Bldg<br>41 Terminal Dr (2111885-1140008)                             | -           |                |
| ARA          | 697500 | 40   | 20   | 00     | Water 11459507/70162311 New Maint Bldg (East)<br>15 Aviation Way (2111887-1580708)            | 2,900       |                |
| ARA          | 698000 | 40   | 60   | 00     | Water 11946005/70182576 RAC   |             |                |

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Operations**

**BASIC OPERATING BUDGET**

**FY 2018-2019**

|              |            |  |  |  |  |  |  |  |
|--------------|------------|--|--|--|--|--|--|--|
| Fund         | GARAA      |  |  |  |  |  |  |  |
| Department   | Operations |  |  |  |  |  |  |  |
| Department # | 40         |  |  |  |  |  |  |  |
| Cost Center  | 00         |  |  |  |  |  |  |  |
| Source       | 00         |  |  |  |  |  |  |  |

| Account Code                           |        |      |      |        | Description                                    | Item Amount | Summary Amount |
|--|--------|------|------|--------|--|-------------|----------------|
| Fund                                   | Acct.  | Sec. | C.C. | Source |  |             |                |
|  |        |      |      |        | 65 Rental Car Dr (2293169-1587918)             | 25,000      | 151,500        |
| ARA                                    | 698500 | 40   | 80   | 00     | Water 1013844 Toll Plaza Office                |             |                |
|  |        |      |      |        | 70 Terminal Dr                                 | 2,000       |                |
| ARA                                    | 697700 | 40   | 80   | 00     | Water Garage (2111887/104501)                  |             |                |
|  |        |      |      |        | 61 Terminal Drive                              | 1,000       |                |
| <b>General Repairs and Maintenance</b> |        |      |      |        |  |             |                |
| GARAA                                  | 710100 | 40   | 10   | 00     | Terminal, Buildings and Grounds                |             |                |
|  |        |      |      |        | Terminal, Building & Grounds General Repai     | 22,000      |                |
|  |        |      |      |        | Hardware/Equipment                             | 12,000      |                |
|  |        |      |      |        | Forbo Replacement                              | 5,000       |                |
|  |        |      |      |        | Terminal & Grounds Lighting Fixtures and bu    | 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   | 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, ,      | 9,000       |                |
| GARAA                                  | 710200 | 40   | 20   | 00     | Vehicles and Heavy Equipment                   |             | 69,500         |
|  |        |      |      |        | Airfield Vehicles & Heavy Equipment            | 50,000      |                |
|  |        |      |      |        | Landside Vehicles & Heavy Equipment            | 15,000      |                |
|  |        |      |      |        | Authority Vehicle Tax & Tags                   | 4,500       |                |
| GARAA                                  | 710300 | 40   | 20   | 00     | Airport and Airfield Equipment                 |             | 11,000         |
|  |        |      |      |        | Airfield Lighting, Runway Painting, & Electric | 11,000      |                |
| <b>Printing &amp; Binding</b>          |        |      |      |        |  |             |                |
| GARAA                                  | 730000 | 40   | 10   | 00     | Printing & Binding                             |             | 1,500          |
|  |        |      |      |        | Printing & Binding, Forms/Permits/             | 1,500       |                |
| <b>Promotional Activities</b>          |        |      |      |        |  |             |                |
| GARAA                                  | 740115 | 40   | 10   | 00     | Employee/Tenant Appreciation                   |             | 600            |
|  |        |      |      |        | Employee/Conference Hosting/Snow Team F        | 600         |                |
| <b>Operating Supplies</b>              |        |      |      |        |  |             |                |
| GARAA                                  | 770100 | 40   | 10   | 00     | Vehicle Fuel                                   |             | 40,000         |
|  |        |      |      |        | Vehicle Fuel                                   | 40,000      |                |
| GARAA                                  | 770200 | 40   | 10   | 00     | Shop Supplies                                  |             | 3,000          |
|  |        |      |      |        | Shop Supplies                                  | 3,000       |                |

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Operations**

**BASIC OPERATING BUDGET**

**FY 2018-2019**

|              |            |  |  |  |  |  |  |  |
|--------------|------------|--|--|--|--|--|--|--|
| Fund         | GARAA      |  |  |  |  |  |  |  |
| Department   | Operations |  |  |  |  |  |  |  |
| Department # | 40         |  |  |  |  |  |  |  |
| Cost Center  | 00         |  |  |  |  |  |  |  |
| Source       | 00         |  |  |  |  |  |  |  |

| <b>Account Code</b> |        |      |      |        | <b>Description</b>   | <b>Item Amount</b> | <b>Summary Amount</b> |
|---------------------|--------|------|------|--------|--|--------------------|-----------------------|
| Fund                | Acct.  | Sec. | C.C. | Source |  |                    |                       |
| GARAA               | 770300 | 40   | 10   | 00     | Operations Supplies  |                    | 19,000                |
|                     |        |      |      |        | Operating Supplies   | 5,000              |                       |
|                     |        |      |      |        | Finger Print/Badging   | 14,000             |                       |
| GARAA               | 770400 | 40   | 10   | 00     | Chemicals & Safety   |                    | 74,600                |
|                     |        |      |      |        | Chemicals & Safety   | 4,100              |                       |
|                     |        |      |      |        | De-icing Chemicals   | 68,000             |                       |
|                     |        |      |      |        | Safety Program Supplies  | 2,500              |                       |
| GARAA               | 770500 | 40   | 10   | 00     | Small Tools and Equipment  |                    | 7,500                 |
|                     |        |      |      |        | Small Tools & Equipment  | 7,500              |                       |
| GARAA               | 770600 | 40   | 10   | 00     | Custodial Supplies   |                    | 20,000                |
|                     |        |      |      |        | Cleaning Supplies/Mop Heads/Trash Can Lin  | 20,000             |                       |
| GARAA               | 770650 | 40   | 10   | 00     | Custodial Consumables  |                    | 40,000                |
|                     |        |      |      |        | Soap/Paper Towels/Toilet Paper/Seat Covers   | 40,000             |                       |
| GARAA               | 771000 | 40   | 10   | 00     | Operating Furniture, Fixtures, Equipment and S<br>Greater than \$100 & up to \$5,000 |                    | 2,000                 |
|                     |        |      |      |        |  | 2,000              |                       |
| GARAA               | 771500 | 40   | 10   | 00     | Uniforms   |                    | 10,500                |
|                     |        |      |      |        | Employee Shoe Allowance  | 1,000              |                       |
|                     |        |      |      |        | Clothing   | 1,600              |                       |
|                     |        |      |      |        | PPE for Maintenance Personnel  | 7,500              |                       |
|                     |        |      |      |        | Prescription Safety Glasses  | 400                |                       |
|                     |        |      |      |        | <b>Books, Publications, Subscriptions and Memberships</b>                            |                    |                       |
| GARAA               | 780100 | 40   | 10   | 00     | Dues & Memberships   |                    | 1,350                 |
|                     |        |      |      |        | AAAE-3   | 825                |                       |
|                     |        |      |      |        | SEC-7  | 245                |                       |
|                     |        |      |      |        | NCAA Annual Dues 7   | 280                |                       |
| GARAA               | 780500 | 40   | 10   | 00     | Books, Publications, Compact Disks, Videos & Subscriptions                           |                    | 500                   |
|                     |        |      |      |        |  | 500                |                       |
| GARAA               | 780503 | 40   | 10   | 00     | Licenses & Certifications  |                    | 660                   |
|                     |        |      |      |        | CDL Licenses   | 500                |                       |
|                     |        |      |      |        | NC Fire Sprinkler Licenses   | 160                |                       |
|                     |        |      |      |        | <b>TOTAL OPERATING EXPENSES</b>  |                    | 1,730,975             |
|                     |        |      |      |        | <b>SECTION TOTAL</b>   |                    | 3,579,441             |



GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

Operations

Fiscal Year 2018/2019

Variance Analysis

| Acct # | Description                                 | FY2018 Budget    |                  |                          |                           | FY2018 Estimated Actual |                  |                          |                           | FY2017 Actual    |                          |                           | FY 2016 Actual   |
|--------|---|------------------|------------------|--------------------------|---------------------------|-------------------------|------------------|--------------------------|---------------------------|------------------|--------------------------|---------------------------|------------------|
|        |   | FY 2019 Budget   | FY 2018 Budget   | Increase/Decrease Amount | Increase/Decrease Percent | FY 2018 Actual 4 Months | FY 2018 Estimate | Increase/Decrease Amount | Increase/Decrease Percent | FY 2017 Actual   | Increase/Decrease Amount | Increase/Decrease Percent |                  |
| 500000 | Salaries                                    | 1,123,888        | 1,147,241        | (23,353)                 | -2.04%                    | 358,894                 | 1,076,682        | 47,206                   | 4.38%                     | 1,022,085        | 101,803                  | 9.96%                     | 952,978          |
| 500016 | Longevity                                   | 15,509           | 16,630           | (1,121)                  | -6.74%                    | 3,568                   | 16,630           | (1,121)                  | -6.74%                    | 17,428           | (1,919)                  | -11.01%                   | 19,845           |
| 500020 | Overtime                                    | 45,000           | 35,000           | 10,000                   | 28.57%                    | 8,467                   | 25,401           | 19,599                   | 77.16%                    | 41,713           | 3,287                    | 7.88%                     | 54,948           |
| 500023 | Holiday Pay                                 | 5,847            |                  |                          |                           |                         |                  |                          |                           |                  |                          |                           |                  |
| 500025 | Auto Allowance                              | 2,400            |                  |                          |                           |                         |                  |                          |                           |                  |                          |                           |                  |
| 500050 | FICA Taxes                                  | 91,616           | 92,846           | (1,230)                  | -1.32%                    | 25,100                  | 75,300           | 16,316                   | 21.67%                    | 79,624           | 11,992                   | 15.06%                    | 76,808           |
| 500070 | LGERS retirement                            | 92,620           | 92,697           | (77)                     | -0.08%                    | 28,203                  | 84,609           | 8,011                    | 9.47%                     | 81,740           | 10,880                   | 13.31%                    | 69,999           |
| 500080 | 401k  | 59,220           | 59,944           | (724)                    | -1.21%                    | 18,493                  | 55,479           | 3,741                    | 6.74%                     | 54,020           | 5,200                    | 9.63%                     | 51,590           |
| 500160 | Medical                                     | 371,826          | 386,935          | (15,109)                 | -3.90%                    | 84,194                  | 252,582          | 119,244                  | 47.21%                    | 250,405          | 121,421                  | 48.49%                    | 245,065          |
| 500260 | Dental                                      | 20,578           | 18,890           | 1,688                    | 8.94%                     | 5,172                   | 15,516           | 5,062                    | 32.62%                    | 15,759           | 4,819                    | 30.58%                    | 14,363           |
| 500265 | Vision Insurance                            | 1,868            | 1,962            | (94)                     | -4.79%                    | 442                     | 1,326            | 542                      | 40.87%                    | 1,528            | 340                      | 22.25%                    |                  |
| 500360 | Life Insurance                              | 4,688            | 4,679            | 9                        | 0.19%                     | 1,567                   | 4,701            | (13)                     | -0.28%                    | 4,136            | 552                      | 13.35%                    | 3,543            |
| 500460 | Disability                                  | 9,089            | 9,021            | 68                       | 0.75%                     | 2,610                   | 7,830            | 1,259                    | 16.08%                    | 7,744            | 1,345                    | 17.37%                    | 6,844            |
| 500500 | Cell Phone Allowance                        | 4,317            |                  |                          |                           |                         |                  |                          |                           |                  |                          |                           |                  |
|        | Total Benefits                              | 655,822          | 666,974          | (11,152)                 | -1.67%                    | 165,781                 | 497,343          | 158,479                  | 31.87%                    | 494,956          | 160,866                  | 32.50%                    | 468,212          |
|        | <b>Total Personal Services</b>              | <b>1,848,466</b> | <b>1,865,845</b> | <b>(29,943)</b>          | <b>-1.60%</b>             | <b>536,710</b>          | <b>1,616,056</b> | <b>219,846</b>           | <b>13.60%</b>             | <b>1,576,182</b> | <b>259,720</b>           | <b>16.48%</b>             | <b>1,495,983</b> |
| 641000 | Temporary Help                              | 75,000           | 87,000           | (12,000)                 | -13.79%                   | 14,582                  | 55,000           | 20,000                   | 36.36%                    | 63,117           | 11,883                   | 18.83%                    | 53,506           |
| 644000 | Computer Tech. Support                      | 0                | 0                | 0                        | 100%                      |                         | 0                | 0                        | 100%                      |                  | 0                        | 100%                      |                  |
| 645000 | Landscaping                                 | 9,420            | 9,420            | 0                        | 0.00%                     | 3,140                   | 9,420            | 0                        | 0.00%                     | 7,850            | 1,570                    | 20.00%                    | 9,420            |
| 646500 | Parking Management Contract                 | 550,205          | 425,936          | 124,269                  | 29.18%                    | 103,506                 | 425,936          | 124,269                  | 29.18%                    | 417,605          | 132,600                  | 31.75%                    | 446,369          |
| 646600 | Parking Management - Shuttle                | 0                | 200,000          | (200,000)                | -100.00%                  | 162,999                 | 200,000          | (200,000)                | -100.00%                  | 531,868          | (531,868)                | -100.00%                  | 90,673           |
| 647000 | Other Contractual Services                  | 85,873           | 80,273           | 5,600                    | 6.98%                     | 24,116                  | 80,273           | 5,600                    | 6.98%                     | 76,325           | 9,548                    | 12.51%                    | 56,431           |
| 700100 | Elevator Maintenance Contract               | 5,000            | 2,280            | 2,720                    | 119.30%                   | 1,148                   | 2,280            | 2,720                    | 119.30%                   | 2,837            | 2,163                    | 76.24%                    | 1,840            |
| 700200 | Fire Alarm Systems Contract                 | 14,100           | 12,450           | 1,650                    | 13.25%                    | 16,519                  | 16,519           | (2,419)                  | -14.64%                   | 11,977           | 2,123                    | 17.73%                    | 15,319           |
| 650000 | Travel, Per Diem, Conference Registration   | 6,400            | 8,700            | (2,300)                  | -26.44%                   | 967                     | 8,700            | (2,300)                  | -26.44%                   | 5,914            | 486                      | 8.22%                     | 11,333           |
| 651000 | Training & Education                        | 6,300            | 4,500            | 1,800                    | 40.00%                    | 2,730                   | 4,500            | 1,800                    | 40.00%                    | 2,871            | 3,429                    | 119.44%                   | 5,256            |
| 662000 | Telecommunications                          |                  | 0                | 0                        | 100%                      | 160                     | 0                | 0                        | 100%                      | 369              | (369)                    | -100.00%                  | 18               |
| 664000 | Rentals and Leases                          |                  | 0                | 0                        | 100%                      | 4,000                   | 0                | 0                        | 100%                      | 11,000           | (11,000)                 | -100.00%                  |                  |
| 680000 | Electricity - All                           | 404,267          | 405,317          | (1,050)                  | -0.26%                    | 98,281                  | 355,300          | 48,967                   | 13.78%                    | 289,989          | 114,278                  | 39.41%                    | 324,524          |
| 690000 | Natural Gas - All                           | 48,500           | 48,500           | 0                        | 0.00%                     | 2,693                   | 35,500           | 13,000                   | 36.62%                    | 21,777           | 26,723                   | 122.71%                   | 30,002           |
| 695000 | Water - All                                 | 72,700           | 67,000           | 5,700                    | 8.51%                     | 28,828                  | 71,500           | 1,200                    | 1.68%                     | 60,029           | 12,671                   | 21.11%                    | 47,520           |
| 710100 | Terminal, Buildings and Grounds             | 151,500          | 152,000          | (500)                    | -0.33%                    | 54,481                  | 167,000          | (15,500)                 | -9.28%                    | 169,916          | (18,416)                 | -10.84%                   | 165,840          |
| 710200 | Vehicles and Heavy Equipment                | 69,500           | 69,500           | 0                        | 0.00%                     | 14,435                  | 64,500           | 5,000                    | 7.75%                     | 90,266           | (20,766)                 | -23.01%                   | 63,128           |
| 710300 | Airport and Airfield Equipment              | 11,000           | 12,000           | (1,000)                  | -8.33%                    | 2,926                   | 12,000           | (1,000)                  | -8.33%                    | 9,159            | 1,841                    | 20.10%                    | 9,922            |
| 730000 | Printing & Binding                          | 1,500            | 1,500            | 0                        | 0.00%                     | 141                     | 1,000            | 500                      | 50.00%                    | 2,956            | (1,456)                  | -49.26%                   | 2,605            |
| 740115 | Employee/Tenant Appreciation                | 600              | 600              | 0                        | 0.00%                     | 0                       | 600              | 0                        | 0.00%                     | 274              | 326                      | 118.98%                   | 603              |
| 770100 | Vehicle Fuel                                | 40,000           | 45,000           | (5,000)                  | -11.11%                   | 20,864                  | 45,000           | (5,000)                  | -11.11%                   | 60,010           | (20,010)                 | -33.34%                   | 26,926           |
| 770200 | Shop Supplies                               | 3,000            | 3,000            | 0                        | 0.00%                     | 1,196                   | 3,000            | 0                        | 0.00%                     | 4,535            | (1,535)                  | -33.85%                   | 3,975            |
| 770300 | Operating Supplies                          | 19,000           | 18,000           | 1,000                    | 5.56%                     | 4,195                   | 18,000           | 1,000                    | 5.56%                     | 21,171           | (2,171)                  | -10.25%                   | 13,246           |
| 770400 | Chemicals & Safety                          | 74,600           | 74,600           | 0                        | 0.00%                     | 208                     | 50,000           | 24,600                   | 49.20%                    | 4,231            | 70,369                   | 1663.18%                  | 42,538           |
| 770500 | Small Tools and Equipment                   | 7,500            | 5,000            | 2,500                    | 50.00%                    | 2,253                   | 5,000            | 2,500                    | 50.00%                    | 2,681            | 4,819                    | 179.75%                   | 5,446            |
| 770600 | Custodial Supplies                          | 20,000           | 19,000           | 1,000                    | 5.26%                     | 271                     | 19,000           | 1,000                    | 5.26%                     | 5,136            | 14,864                   | 289.41%                   | 23,751           |
| 770650 | Custodial Consumables                       | 40,000           | 35,600           | 4,400                    | 12.36%                    | 17,920                  | 50,000           | (10,000)                 | -20.00%                   | 47,317           | (7,317)                  | -15.46%                   | 35,954           |
| 771000 | Operating Furniture, Fixtures and Equipment | 2,000            | 2,000            | 0                        | 0.00%                     | 524                     | 1,000            | 1,000                    | 100.00%                   | 168              | 1,832                    | 1090.48%                  | 1,920            |
| 771500 | Uniforms                                    | 10,500           | 3,000            | 7,500                    | 250.00%                   | 529                     | 3,000            | 7,500                    | 250.00%                   | 3,031            | 7,469                    | 246.42%                   | 2,530            |
| 780100 | Dues & Memberships                          | 1,350            | 1,350            | 0                        | 0.00%                     | 120                     | 1,350            | 0                        | 0.00%                     | 1,195            | 155                      | 12.97%                    | 1,180            |
| 780500 | Books & Publications                        | 500              | 500              | 0                        | 0.00%                     | 0                       | 0                | 500                      | 100%                      | 0                | 500                      | 100%                      | 860              |
| 780503 | Licenses & Certifications                   | 660              | 660              | 0                        | 0.00%                     | 0                       | 350              | 310                      | 88.57%                    | 187              | 473                      | 252.94%                   | 0                |
|        | <b>Total Services &amp; Mat'ls.</b>         | <b>1,730,975</b> | <b>1,794,686</b> | <b>(63,711)</b>          | <b>-3.55%</b>             | <b>583,732</b>          | <b>1,705,728</b> | <b>25,247</b>            | <b>1.48%</b>              | <b>1,925,761</b> | <b>(194,786)</b>         | <b>-10.11%</b>            | <b>1,492,635</b> |
|        | <b>Department Total</b>                     | <b>3,579,441</b> | <b>3,660,531</b> | <b>(93,654)</b>          | <b>-2.56%</b>             | <b>1,120,442</b>        | <b>3,321,784</b> | <b>245,093</b>           | <b>7.38%</b>              | <b>3,501,943</b> | <b>64,934</b>            | <b>1.85%</b>              | <b>2,988,618</b> |

Comments:



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

**Public Safety**

**BASIC OPERATING BUDGET**

**FY 2018-2019**

|              |               |  |  |  |  |  |  |
|--------------|---------------|--|--|--|--|--|--|
| Fund         | GARAA         |  |  |  |  |  |  |
| Department   | Public Safety |  |  |  |  |  |  |
| Department # | 50            |  |  |  |  |  |  |
| Cost Center  | 00            |  |  |  |  |  |  |
| Source       | 00            |  |  |  |  |  |  |

| Account Code                      |        |      |      |        | Description  | Item    | Summary |           |
|-----------------------------------|--------|------|------|--------|--|---------|---------|-----------|
| Fund                              | Acct.  | Sec. | C.C. | Source |  | Amount  | Amount  |           |
| <b>PERSONNEL SERVICES</b>         |        |      |      |        |  |         |         |           |
| GARAA                             | 500000 | 50   | 20   | 00     | Salaries   | 826,966 | 826,966 |           |
| GARAA                             | 500016 | 50   | 20   | 00     | Longevity  | 13,741  | 13,741  |           |
| GARAA                             | 500020 | 50   | 20   | 00     | Overtime   | 68,000  | 68,000  |           |
| ARA                               | 500023 | 50   | 20   | 00     | Holiday Pay  | 3,898   | 3,898   |           |
| ARA                               | 500025 | 50   | 20   | 00     | Auto Allowance   | 2,400   | 2,400   |           |
| GARAA                             | 500090 | 50   | 20   | 00     | LEO Special Separation Allowance                         | 13,662  | 13,662  |           |
| GARAA                             | 500165 | 50   | 00   | 00     | Retiree Health   | -       | -       |           |
|                                   |        |      |      |        | <u>Benefits:</u>   |         | 478,093 |           |
| GARAA                             | 500050 | 50   | 20   | 00     | FICA Taxes   | 70,187  |         |           |
| GARAA                             | 500070 | 50   | 20   | 00     | LGERS retirement   | 77,240  |         |           |
| GARAA                             | 500080 | 50   | 20   | 00     | 401k   | 45,435  |         |           |
| GARAA                             | 500160 | 50   | 20   | 00     | Medical  | 257,296 |         |           |
| GARAA                             | 500260 | 50   | 20   | 00     | Dental   | 14,718  |         |           |
| GARAA                             | 500265 | 50   | 20   | 00     | Vision   | 1,246   |         |           |
| GARAA                             | 500360 | 50   | 20   | 00     | Life Insurance   | 3,217   |         |           |
| GARAA                             | 500460 | 50   | 20   | 00     | Disability   | 6,387   |         |           |
| ARA                               | 500500 | 50   | 20   | 00     | Cell Phone Allowance                                     | 2,367   |         |           |
| <b>TOTAL PERSONNEL SERVICES</b>   |        |      |      |        |  |         |         | 1,406,760 |
| <b>OPERATING EXPENSES</b>         |        |      |      |        |  |         |         |           |
| <b>Contractual Services</b>       |        |      |      |        |  |         |         |           |
| GARAA                             | 647000 | 50   | 20   | 00     | 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     |         |           |
| <b>Travel and Training</b>        |        |      |      |        |  |         |         |           |
| GARAA                             | 650000 | 50   | 20   | 00     | Travel, Per Diem, Conference Registration                |         | 11,650  |           |
|                                   |        |      |      |        | AAAE Chief's Conference                                  | 2,000   |         |           |
|                                   |        |      |      |        | ARFF Working Group (2 attendees)                         | 2,000   |         |           |
|                                   |        |      |      |        | NC Assoc. Chief's of Police                              | 800     |         |           |
|                                   |        |      |      |        | Business Meeting Expenses                                | 500     |         |           |
|                                   |        |      |      |        | AAAE Emergency Preparedness Conference                   | 2,350   |         |           |
|                                   |        |      |      |        | ALEAN Conference (Spring and Fall)                       | 4,000   |         |           |
|                                   |        |      |      |        | Local Travel   | -       |         |           |
| GARAA                             | 651000 | 50   | 20   | 00     | Training & Education                                     |         | 12,600  |           |
|                                   |        |      |      |        | FAR 139 Compliance (Live burn, drills, etc)              | 10,000  |         |           |
|                                   |        |      |      |        | Professional Development (1000 Airport Master Firefighte | 1,600   |         |           |
|                                   |        |      |      |        | Fire & LEO Local Training (Community Colleges)           | 1,000   |         |           |
| <b>Communications and Freight</b> |        |      |      |        |  |         |         |           |

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Public Safety**

**BASIC OPERATING BUDGET**

**FY 2018-2019**

|              |               |  |  |  |  |  |  |
|--------------|---------------|--|--|--|--|--|--|
| Fund         | GARAA         |  |  |  |  |  |  |
| Department   | Public Safety |  |  |  |  |  |  |
| Department # | 50            |  |  |  |  |  |  |
| Cost Center  | 00            |  |  |  |  |  |  |
| Source       | 00            |  |  |  |  |  |  |

| Account Code |        |      |      |        | Description   | Item   | Summary   |
|--------------|--------|------|------|--------|---|--------|-----------|
| Fund         | Acct.  | Sec. | C.C. | Source |   | Amount | Amount    |
| GARAA        | 663000 | 50   | 20   | 00     | Online Services   |        | 1,440     |
|              |        |      |      |        | Broadband Service for 3 Toughbook Laptops   | 1,440  |           |
|              |        |      |      |        | <b>General Repairs and Maintenance</b>  |        |           |
| GARAA        | 710000 | 50   | 20   | 00     | General Repairs and Maintenance   |        | 2,000     |
|              |        |      |      |        | Maintenance   | 2,000  |           |
|              |        |      |      |        | <b>Operating Supplies</b>   |        |           |
| GARAA        | 770300 | 50   | 20   | 00     | Operating Supplies  |        | 7,500     |
|              |        |      |      |        | First Aid Supplies  | 3,500  |           |
|              |        |      |      |        | Training Supplies (ammunition, foam, etc)   | 4,000  |           |
| GARAA        | 770400 | 50   | 20   | 00     | Chemicals & Safety  |        | 2,000     |
|              |        |      |      |        | Chemicals & Safety  | 2,000  |           |
| GARAA        | 770500 | 50   | 20   | 00     | Small Tools and Equipment   |        | 3,000     |
|              |        |      |      |        | Small Tools & Equipment   | 3,000  |           |
| GARAA        | 771000 | 50   | 20   | 00     | Operating Furniture, Fixtures, Equipment and Software<br>Greater than \$100 & up to \$5,000 |        | 4,000     |
|              |        |      |      |        | Station Furniture   | 1,000  |           |
|              |        |      |      |        | Radio Equipment   | 3,000  |           |
| GARAA        | 771500 | 50   | 20   | 00     | Uniforms  |        | 10,000    |
|              |        |      |      |        | Uniforms (Police and Fire Class A's and Utility)  | 8,560  |           |
|              |        |      |      |        | Duty Boots  | 1,440  |           |
| GARAA        | 780501 | 50   | 20   | 00     | Firefighter Equipment   |        | 3,200     |
|              |        |      |      |        | Turnout Gear & SCBA Masks (New Hire or Damage)  | 3,200  |           |
|              |        |      |      |        | <b>Books, Publications, Subscriptions and Memberships</b>                                   |        |           |
| GARAA        | 780100 | 50   | 20   | 00     | Dues & Memberships  |        | 2,400     |
|              |        |      |      |        | ALEAN   | 450    |           |
|              |        |      |      |        | ARFFWG  | 300    |           |
|              |        |      |      |        | AAAE  | 275    |           |
|              |        |      |      |        | NCAA  | 45     |           |
|              |        |      |      |        | SECAAAE   | 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    |           |
| GARAA        | 780500 | 50   | 20   | 00     | Books, Publications, Compact Disks, Videos & Subscriptions                                  |        | 500       |
|              |        |      |      |        | Books, Publications. Compact Disks, Videos & Subscrip.                                      | 500    |           |
|              |        |      |      |        | <b>TOTAL OPERATING EXPENSES</b>   |        | 70,100    |
|              |        |      |      |        | <b>SECTION TOTAL</b>  |        | 1,476,860 |

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

Public Safety

Fiscal Year 2018/2019

Variance Analysis

| Acct # | Description                                 | FY 2019 Budget   | FY2018 Budget    |                   | FY2018 Estimated Actual |                         |                  |                   | FY2017 Actual  |                  |                   | FY2016       |                  |
|--------|---|------------------|------------------|-------------------|-------------------------|-------------------------|------------------|-------------------|----------------|------------------|-------------------|--------------|------------------|
|        |   |                  | FY 2018 Budget   | Increase/Decrease |                         | FY 2018 Actual 4 Months | FY 2018 Estimate | Increase/Decrease |                | FY 2017 Actual   | Increase/Decrease |              | FY 2016 Actual   |
|        |   |                  |                  | Amount            | Percent                 |                         |                  | Amount            | Percent        |                  | Amount            | Percent      |                  |
| 500000 | Salaries                                    | 826,966          | 842,577          | (15,611)          | -1.85%                  | 261,361                 | 784,083          | 42,883            | 5.47%          | 760,161          | 66,805            | 8.79%        | 778,872          |
| 500016 | Longevity                                   | 13,741           | 14,522           | (781)             | -5.38%                  | 2,991                   | 14,522           | (781)             | -5.38%         | 12,886           | 855               | 6.64%        | 11,772           |
| 500020 | Overtime                                    | 68,000           | 68,000           | 0                 | 0.00%                   | 22,268                  | 66,804           | 1,196             | 1.79%          | 72,726           | (4,726)           | -6.50%       | 67,597           |
| 500023 | Holiday Pay                                 | 3,898            |                  |                   |                         |                         |                  |                   |                |                  |                   |              |                  |
| 500025 | Auto Allowance                              | 2,400            |                  |                   |                         |                         |                  |                   |                |                  |                   |              |                  |
| 500090 | LEO Special Separation Allowance            | 13,662           | 28,005           | (14,343)          | -51.22%                 | 12,769                  | 38,307           | (24,645)          | -64.34%        | 37,780           | (24,118)          | -63.84%      | 24,118           |
| 500165 | Retiree Health                              | 0                | 0                | 0                 | 100%                    |                         | 0                | 0                 | 100%           |                  | 0                 | 100%         |                  |
| 500050 | FICA Taxes                                  | 70,187           | 73,249           | (3,062)           | -4.18%                  | 21,773                  | 65,319           | 4,868             | 7.45%          | 64,510           | 5,677             | 8.80%        | 66,215           |
| 500070 | LGERS retirement                            | 77,240           | 78,353           | (1,113)           | -1.42%                  | 23,271                  | 69,813           | 7,427             | 10.64%         | 63,567           | 13,673            | 21.51%       | 60,951           |
| 500080 | 401k  | 45,435           | 46,255           | (820)             | -1.77%                  | 14,248                  | 42,744           | 2,691             | 6.30%          | 41,667           | 3,768             | 9.04%        | 43,368           |
| 500160 | Medical                                     | 257,296          | 263,060          | (5,764)           | -2.19%                  | 65,234                  | 195,702          | 61,594            | 31.47%         | 198,492          | 58,804            | 29.63%       | 191,983          |
| 500260 | Dental                                      | 14,718           | 12,081           | 2,637             | 21.83%                  | 4,304                   | 12,912           | 1,806             | 13.99%         | 12,277           | 2,441             | 19.88%       | 10,951           |
| 500265 | Vision Insurance                            | 1,246            | 1,308            |                   |                         | 377                     | 1,131            | 115               | 10.17%         | 1,320            | (74)              | -5.61%       |                  |
| 500360 | Life Insurance                              | 3,217            | 3,270            | (53)              | -1.62%                  | 1,060                   | 3,180            | 37                | 1.16%          | 3,163            | 54                | 1.71%        | 2,929            |
| 500460 | Disability                                  | 6,387            | 6,519            | (132)             | -2.02%                  | 1,807                   | 5,421            | 966               | 17.82%         | 5,504            | 883               | 16.04%       | 5,887            |
| 500500 | Cell Phone Allowance                        | 2,367            |                  |                   |                         |                         |                  |                   |                |                  |                   |              |                  |
|        | Total Benefits                              | 478,093          | 484,095          | (6,002)           | -1.24%                  | 132,074                 | 396,222          | 81,871            | 20.66%         | 390,500          | 87,593            | 22.43%       | 382,284          |
|        | <b>Total Personal Services</b>              | <b>1,406,760</b> | <b>1,437,199</b> | <b>(39,042)</b>   | <b>-2.72%</b>           | <b>431,463</b>          | <b>1,299,938</b> | <b>98,157</b>     | <b>7.55%</b>   | <b>1,274,053</b> | <b>124,042</b>    | <b>9.74%</b> | <b>1,264,643</b> |
| 604000 | Professional Services General               | 0                | 0                |                   |                         | 0                       | 0                |                   |                | 0                |                   |              | 0                |
| 647000 | Other Contractual Services                  | 9,810            | 9,665            | 145               | 1.50%                   | 1,200                   | 9,665            | 145               | 1.50%          | 8,408            | 1,402             | 16.67%       | 9,562            |
| 650000 | Travel, Per Diem, Conference Registration   | 11,650           | 11,200           | 450               | 4.02%                   | 4,785                   | 11,200           | 450               | 4.02%          | 8,448            | 3,202             | 37.90%       | 15,187           |
| 651000 | Training & Education                        | 12,600           | 11,600           | 1,000             | 8.62%                   | 4,509                   | 11,600           | 1,000             | 8.62%          | 7,221            | 5,379             | 74.49%       | 13,691           |
| 662000 | Telecommunications                          | 0                | 0                | 0                 | 100%                    | 480                     | 1,440            | (1,440)           | -100.00%       | 1,441            | (1,441)           | -100.00%     | 1,066            |
| 663000 | Online Services                             | 1,440            | 1,440            | 0                 | 0.00%                   | 0                       | 0                | 1,440             | 100%           | 0                | 1,440             | 100%         | 413              |
| 710000 | General Repairs and Maintenance             | 2,000            | 2,000            | 0                 | 0.00%                   | 57                      | 2,000            | 0                 | 0.00%          | 9,111            | (7,111)           | -78.05%      | 1,154            |
| 730000 | Printing & Binding                          | 0                | 0                |                   |                         | 0                       | 0                |                   |                | 228              |                   |              | 104              |
| 770300 | Operating Supplies                          | 7,500            | 11,500           | (4,000)           | -34.78%                 | 3,385                   | 11,500           | (4,000)           | -34.78%        | 15,215           | (7,715)           | -50.71%      | 12,865           |
| 770400 | Chemicals & Safety                          | 2,000            | 3,000            | (1,000)           | -33.33%                 | 209                     | 3,000            | (1,000)           | -33.33%        | 1,386            | 614               | 44.30%       | 1,995            |
| 770500 | Small Tools and Equipment                   | 3,000            | 3,000            | 0                 | 0.00%                   | 524                     | 3,000            | 0                 | 0.00%          | 3,691            | (691)             | -18.72%      | 14,866           |
| 771000 | Operating Furniture, Fixtures and Equipment | 4,000            | 41,033           | (37,033)          | -90.25%                 | 1,458                   | 41,033           | (37,033)          | -90.25%        | 2,049            | 1,951             | 95.22%       | 29,156           |
| 771500 | Uniforms                                    | 10,000           | 9,440            | 560               | 5.93%                   | 4,917                   | 9,440            | 560               | 5.93%          | 8,308            | 1,692             | 20.37%       | 8,449            |
| 780501 | Firefighter Equipment                       | 3,200            | 3,000            | 200               | 6.67%                   | 2,392                   | 3,000            | 200               | 6.67%          | 0                | 3,200             | 100%         | 714              |
| 780100 | Dues & Memberships                          | 2,400            | 4,070            | (1,670)           | -41.03%                 | 500                     | 4,070            | (1,670)           | -41.03%        | 1,671            | 729               | 43.63%       | 2,027            |
| 780500 | Books & Publications                        | 500              | 300              | 200               | 66.67%                  | 84                      | 300              | 200               | 66.67%         | 131              | 369               | 281.68%      | 314              |
|        | <b>Total Services &amp; Mat'ls.</b>         | <b>70,100</b>    | <b>111,248</b>   | <b>(41,148)</b>   | <b>-36.99%</b>          | <b>24,500</b>           | <b>111,248</b>   | <b>(41,148)</b>   | <b>-36.99%</b> | <b>67,308</b>    | <b>3,020</b>      | <b>4.49%</b> | <b>111,563</b>   |
|        | <b>Department Total</b>                     | <b>1,476,860</b> | <b>1,548,447</b> | <b>(80,190)</b>   | <b>-5.18%</b>           | <b>455,963</b>          | <b>1,411,186</b> | <b>57,009</b>     | <b>4.04%</b>   | <b>1,341,361</b> | <b>127,062</b>    | <b>9.47%</b> | <b>1,376,206</b> |

Comments:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
FY2018/2019 PROJECTED CAPITAL CARRYOVER**

| Description                              | Amount Authorized    | Estimated Spending Through 6/30/2018 | Estimated Balance to Carryover | FAA-AIP Entitlement | FAA-AIP Discretionary | NC DOT Grants | PFCs Currently Approved | Airport Funds        |
|--|----------------------|--------------------------------------|--------------------------------|---------------------|-----------------------|---------------|-------------------------|----------------------|
| Airfield Redevelopment-Bid Package 4 (1) | 34,703,096           | 15,000,000                           | 19,703,096                     |                     | 4,700,000             |               | 3,420,813               | 11,582,283           |
| <b>TOTAL CARRYOVER</b>                   | <b>\$ 34,703,096</b> | <b>\$ 15,000,000</b>                 | <b>\$ 19,703,096</b>           | <b>\$ -</b>         | <b>\$ 4,700,000</b>   | <b>\$ -</b>   | <b>\$ 3,420,813</b>     | <b>\$ 11,582,283</b> |

(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 2018/2019**

| Description                                      | Total               | Funding Source              |                              |                     |                               |                     |
|--|---------------------|-----------------------------|------------------------------|---------------------|-------------------------------|---------------------|
|  |                     | FAA-<br>AIP<br>Entitlements | FAA-<br>AIP<br>Discretionary | NCDOT<br>Grants     | Currently<br>Approved<br>PFCs | Airport<br>Funds    |
| <b><u>Capital Improvements (1)</u></b>           |                     |                             |                              |                     |                               |                     |
| Terminal Bldg Rehab & Expansion - Design         | \$ 2,000,000        |                             |                              | \$ -                |                               | \$ 2,000,000        |
| Terminal Bldg Infrastructure Improvements        | 2,000,000           |                             |                              | 2,000,000           |                               | -                   |
| Snow Removal Equipment                           | 2,400,000           | 1,825,000                   |                              | -                   |                               | 575,000             |
| <b>Total Capital Improvements</b>                | <b>6,400,000</b>    | <b>1,825,000</b>            | <b>-</b>                     | <b>2,000,000</b>    | <b>-</b>                      | <b>2,575,000</b>    |
| <b><u>Equipment and Small Capital Outlay</u></b> |                     |                             |                              |                     |                               |                     |
| Mowing Equipment                                 | 201,727             |                             |                              |                     |                               | 201,727             |
| <b>Total Equipment and Small Capital Outlay</b>  | <b>201,727</b>      | <b>\$ -</b>                 | <b>\$ -</b>                  | <b>\$ -</b>         | <b>\$ -</b>                   | <b>201,727</b>      |
| <b><u>Renewal and Replacement</u></b>            |                     |                             |                              |                     |                               |                     |
| Articulating Lift                                | 53,375              |                             |                              |                     |                               | 53,375              |
| Road Repair                                      | 54,057              |                             |                              |                     |                               | 54,057              |
| Mower Replacement                                | 24,220              |                             |                              |                     |                               | 24,220              |
| Paint Machine                                    | 27,995              |                             |                              |                     |                               | 27,995              |
| Perimeter Fencing                                | 54,000              |                             |                              |                     |                               | 54,000              |
| Campus Structured Cabling                        | 35,000              |                             |                              |                     |                               | 35,000              |
| Cisco PRI Gateway                                | 6,000               |                             |                              |                     |                               | 6,000               |
| Carpet Replacements                              | 30,654              |                             |                              |                     |                               | 30,654              |
| LED Lighting                                     | 20,225              |                             |                              |                     |                               | 20,225              |
| Replace small back-lits                          | 12,700              |                             |                              |                     |                               | 12,700              |
| Vehicle Replacements                             | 27,859              |                             |                              |                     |                               | 27,859              |
| Chairs for Administrative Offices                | 9,000               |                             |                              |                     |                               | 9,000               |
| SCBA Bottles                                     | 11,050              |                             |                              |                     |                               | 11,050              |
| SCBA Pack  | 15,500              |                             |                              |                     |                               | 15,500              |
| Emergency Trailer                                | 12,000              |                             |                              |                     |                               | 12,000              |
| <b>Total Renewal and Replacement</b>             | <b>393,635</b>      | <b>-</b>                    | <b>-</b>                     | <b>-</b>            | <b>-</b>                      | <b>393,635</b>      |
| <b>Total</b>                                     | <b>\$ 6,995,362</b> | <b>\$ 1,825,000</b>         | <b>\$ -</b>                  | <b>\$ 2,000,000</b> | <b>\$ -</b>                   | <b>\$ 3,170,362</b> |

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

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

**Development**

**CAPITAL BUDGET / PERSONNEL REQUEST  
FY 2018-2019**

**JUSTIFICATION SCHEDULE**

|               |                                    |                   |       |
|---------------|------------------------------------|-------------------|-------|
| <u>  X  </u>  | Capital Improvement                | Fund              | GARAA |
| <u>      </u> | Equipment and Small Capital Outlay | Department Number | 70    |
| <u>      </u> | Renewal and Replacement            | Cost Center       | 0     |
| <u>      </u> | Personnel Request                  |                   |       |

**DESCRIPTION & JUSTIFICATION**

| <b>Fund</b> | <b>Acct.</b> | <b>Sec.</b> | <b>C.C.</b> | <b>Source</b> | <b>Description</b>                           | <b>Amount</b> |
|-------------|--------------|-------------|-------------|---------------|--|---------------|
| GARAA       | 0            | 70          | 0           | 0             | Terminal Building Rehab & Expansion - Design | \$2,000,000   |

In addition to repairs and improvements to the Terminal Building infrastructure resulting from the Terminal Building Assessment Study, re-habilitation of certain portions of the terminal, and expansion of other areas are anticipated. This project will provide for the design of the terminal improvements and expansion identified in the assessment report.

This project will be funded with \$2,000,000 in Airport Funds.

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 2018-2019**

**JUSTIFICATION SCHEDULE**

|               |                                    |                   |           |
|---------------|------------------------------------|-------------------|-----------|
| <u>  X  </u>  | Capital Improvement                | Fund              | GARAA     |
| <u>      </u> | Equipment and Small Capital Outlay | Department Number | <b>70</b> |
| <u>      </u> | Renewal and Replacement            | Cost Center       | 0         |
| <u>      </u> | Personnel Request                  |                   |           |

**DESCRIPTION & JUSTIFICATION**

| <b>Fund</b> | <b>Acct.</b> | <b>Sec.</b> | <b>C.C.</b> | <b>Source</b> | <b>Description</b>  | <b>Amount</b> |
|-------------|--------------|-------------|-------------|---------------|---|---------------|
| GARAA       | 0            | 70          | 0           | 0             | Terminal Building Infrastructure Improvements Ph II - Utilities | \$2,000,000   |

As a result of the Terminal Building Assessment Study underway, expectations are that substantial repairs and/or improvements are needed to the terminal utility infrastructure in advance of any future planned expansion of the building. Design and construction will be included in this project.

The project will be funded with \$2,000,000 in NCDOT Commercial Service Funds.

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 2018-2019**

**JUSTIFICATION SCHEDULE**

|                                     |                                    |                   |    |     |
|-------------------------------------|------------------------------------|-------------------|----|-----|
| <input checked="" type="checkbox"/> | Capital Improvement                |                   |    |     |
| <input type="checkbox"/>            | Equipment and Small Capital Outlay | Fund              |    | ARA |
| <input type="checkbox"/>            | Renewal and Replacement            | Department Number | 40 |     |
| <input type="checkbox"/>            | Personnel Request                  | Cost Center       |    | 0   |

**DESCRIPTION & JUSTIFICATION**

| Fund | Acct. | Sec. | C.C. | Source | Description                  | Amount      |
|------|-------|------|------|--------|------------------------------|-------------|
| ARA  | 0     | 40   | 0    | 0      | Snow Removal Equipment Plows | \$2,400,000 |

GARAA Operates among other equipment, large Dump Trucks with 12 foot snow plows, which are critical pieces of equipment during snow removal operations. The existing equipment is reaching its useful life and is scheduled for replacement.

This project will be funded with \$1,825,000.00 in Entitlement Funds and \$575,000.00 of Airport Capital.

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 2018-2019**

**JUSTIFICATION SCHEDULE**

|                                     |                                    |                   |     |
|-------------------------------------|------------------------------------|-------------------|-----|
| <input type="checkbox"/>            | Capital Improvement                | Fund              | ARA |
| <input checked="" type="checkbox"/> | Equipment and Small Capital Outlay | Department Number | 40  |
| <input type="checkbox"/>            | Renewal and Replacement            | Cost Center       | 0   |
| <input type="checkbox"/>            | Personnel Request                  |                   |     |

**DESCRIPTION & JUSTIFICATION**

| Fund | Acct. | Sec. | C.C. | Source | Description      | Amount     |
|------|-------|------|------|--------|------------------|------------|
| ARA  | 0     | 40   | 0    | 0      | Mowing Equipment | \$ 201,727 |

Maintenance is requesting to add a piece of mowing equipment that is specifically manufactured to maintain slopes and uneven terrain. The airport has several areas with steep slopes that must be maintained to comply with mowing and wildlife standards. This equipment could also be utilized year round by purchasing additional attachments such as a broom and blower.

|                                    |                  |
|------------------------------------|------------------|
| AEBI Terratrak TT241 75 horsepower | \$161,727        |
| Front Mount Flail mower            | \$ 10,000        |
| Front Mount Blower                 | \$ 20,000        |
| Front Mount Broom                  | <u>\$ 10,000</u> |
| TOTAL                              | \$201,727        |

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 2018-2019**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

| <b>Fund</b> | <b>Acct.</b> | <b>Sec.</b> | <b>C.C.</b> | <b>Source</b> | <b>Description</b> | <b>Amount</b> |
|-------------|--------------|-------------|-------------|---------------|--------------------|---------------|
| ARA         | 0            | 40          | 0           | 0             | Articulating Lift  | \$ 53,375     |

Airport Maintenance currently operates a scissor lift that has difficulty accessing areas of the terminal and other airport owned facilities. The existing lift was acquired used and is requiring maintenance on a regular basis. Maintenance requests to purchase a new articulating boom lift that would provide access to these areas. This articulating lift would be utilized both indoors as described above and also outdoors in servicing the roadway lighting. Cost of a new articulating boom lift is \$53,375.00.

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 2018-2019**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

| <b>Fund</b> | <b>Acct.</b> | <b>Sec.</b> | <b>C.C.</b> | <b>Source</b> | <b>Description</b> | <b>Amount</b> |
|-------------|--------------|-------------|-------------|---------------|--------------------|---------------|
| ARA         | 0            | 40          | 0           | 0             | Road Repair        | \$ 54,057     |

Aviation Way is the primary entrance for delivery of bulk fuel for the FBO. Due to the slope of the road and weight of the trucks, the asphalt near the stop sign is shoving or delaminating. Cost to replace approximately 1,136 square feet with concrete is \$19,596.00

The perimeter road leading to the fuel farm is in need of repair. Due to the frequency of deliveries of bulk fuel, sections of the concrete road leading to the fuel farm needs to be replaced. Cost to replace approximately 450 square feet of concrete is \$12,332.00

The lower lot of the parking area is in need of maintenance. The area needs to be seal coated to prevent the asphalt from further deterioration. The cost to prep the area and seal coat is \$20,058.75. If restriping of the lot is necessary, the cost would be an additional \$2,070.00.

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 2018-2019**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

| <b>Fund</b> | <b>Acct.</b> | <b>Sec.</b> | <b>C.C.</b> | <b>Source</b> | <b>Description</b> | <b>Amount</b> |
|-------------|--------------|-------------|-------------|---------------|--------------------|---------------|
| ARA         | 0            | 40          | 0           | 0             | Mower Replacement  | \$ 24,220     |

Airport Maintenance is requesting to replace 2 mowers with Zero Turn 52 inch mower decks. Governmental discounts would allow purchase price to be reduced by approximately 25% versus MSRP.

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 2018-2019**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

| <b>Fund</b> | <b>Acct.</b> | <b>Sec.</b> | <b>C.C.</b> | <b>Source</b> | <b>Description</b> | <b>Amount</b> |
|-------------|--------------|-------------|-------------|---------------|--------------------|---------------|
| ARA         | 0            | 40          | 0           | 0             | Paint Machine      | \$ 27,995     |

The airport's current paint machine has reached its useful life. Due to the age of the paint machine, the machine applies beads by gravity, which does not meet current Federal Aviation Regulations of applying beads by a pressurized system. In order to comply with FAA Regulations, this request is to purchase a machine capable of applying beads by a pressurized system.

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 2018-2019**

**JUSTIFICATION SCHEDULE**

|                 |                                    |                   |       |
|-----------------|------------------------------------|-------------------|-------|
| <u>        </u> | Capital Improvement                |                   |       |
| <u>        </u> | Equipment and Small Capital Outlay | Fund              | GARAA |
| <u>  X  </u>    | Renewal and Replacement            | Department Number | 40    |
| <u>        </u> | Personnel Request                  | Cost Center       | 0     |

**DESCRIPTION & JUSTIFICATION**

| <b>Fund</b> | <b>Acct.</b> | <b>Sec.</b> | <b>C.C.</b> | <b>Source</b> | <b>Description</b> | <b>Amount</b> |
|-------------|--------------|-------------|-------------|---------------|--------------------|---------------|
| GARAA       | 0            | 40          | 0           | 0             | Perimeter Fencing  | \$ 54,000     |

Request replacement of old and deteriorating fence to be replaced with new fence. Fence height also needs to be increased to meet security recommendations. Existing fence is distracting from the visual appeal of the airport and perimeter.

Pinner Rd. (Game Fence)  
Remove and replace approximately 1900 lf

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 2018-2019**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

| <b>Fund</b> | <b>Acct.</b> | <b>Sec.</b> | <b>C.C.</b> | <b>Source</b> | <b>Description</b>        | <b>Amount</b> |
|-------------|--------------|-------------|-------------|---------------|---------------------------|---------------|
| ARA         | 0            | 20          | 0           | 0             | Campus Structured Cabling | \$ 35,000     |

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 and 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**

**Information Technology**

**CAPITAL BUDGET / PERSONNEL REQUEST**

**FY 2018-2019**

**JUSTIFICATION SCHEDULE**

|                 |                                    |                   |       |
|-----------------|------------------------------------|-------------------|-------|
| <u>        </u> | Capital Improvement                |                   |       |
| <u>        </u> | Equipment and Small Capital Outlay | Fund              | GARAA |
| <u>  X  </u>    | Renewal and Replacement            | Department Number | 20    |
| <u>        </u> | Personnel Request                  | Cost Center       | 0     |

**DESCRIPTION & JUSTIFICATION**

| <b>Fund</b> | <b>Acct.</b> | <b>Sec.</b> | <b>C.C.</b> | <b>Source</b> | <b>Description</b> | <b>Amount</b> |
|-------------|--------------|-------------|-------------|---------------|--------------------|---------------|
| GARAA       | 0            | 20          | 0           | 0             | Cisco PRI Gateway  | \$6,000       |

The Information Technology Department is working with AT&T to install diverse fiber-optic paths onto the property to support the Airports voice services. This design will provide a substantial level of redundancy and added capacity for the Airport and its tenants. To complete the project will require a new telephone gateway device. It is the recommendation of the Information Technology Department to obtain this equipment to ensure uptime of our most critical communication links.

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 2018-2019**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

| Fund | Acct. | Sec. | C.C. | Source | Description        | Amount    |
|------|-------|------|------|--------|--------------------|-----------|
| ARA  | 0     | 40   | 0    | 0      | Carpet Replacement | \$ 30,654 |

Carpeting in the administrative offices and the Airport Authority Board Room is in need of replacement. Due to frequent chair movements, the existing carpet is showing bubbles in several areas which cannot be properly repaired due to the padding under the carpet. The existing roll carpet would be replaced with carpet squares for an estimated \$30,654.00. This price includes removal and disposal of existing carpet.

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 2018-2019**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

| <b>Fund</b> | <b>Acct.</b> | <b>Sec.</b> | <b>C.C.</b> | <b>Source</b> | <b>Description</b> | <b>Amount</b> |
|-------------|--------------|-------------|-------------|---------------|--------------------|---------------|
| ARA         | 0            | 40          | 0           | 0             | LED Lighting       | \$ 20,225     |

Maintenance is requesting to replace lighting in the main lobby with 100 LED fixtures. This installation will continue the phased replacement of fluorescent lighting fixtures throughout the terminal. Installation of LED fixtures helps to reduce energy and utility costs. Staff anticipates one additional request to complete the change over to LED lighting.

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

**TITLE:**

**HIRE DATE:**

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

**Guest Services**

**CAPITAL BUDGET / PERSONNEL REQUEST  
FY 2018-2019**

**JUSTIFICATION SCHEDULE**

|              |                                    |  |                   |           |
|--------------|------------------------------------|--|-------------------|-----------|
| _____        | Capital Improvement                |  |                   |           |
| _____        | Equipment and Small Capital Outlay |  | Fund              | GARAA     |
| <u>  X  </u> | Renewal and Replacement            |  | Department Number | <b>60</b> |
| _____        | Personnel Request                  |  | Cost Center       | 0         |

**DESCRIPTION & JUSTIFICATION**

| <b>Fund</b> | <b>Acct.</b> | <b>Sec.</b> | <b>C.C.</b> | <b>Source</b> | <b>Description</b>      | <b>Amount</b> |
|-------------|--------------|-------------|-------------|---------------|-------------------------|---------------|
| GARAA       |              | 60          | 0           | 0             | Replace small back-lits | \$ 12,700     |

As part of 5-year in-terminal advertising capital plan, the backlit display units are in need of replacement. There have been incidents of electrical issues. The units are at least 15 years old.

LED units are available. We propose replacing the 10 smallest backlit units this fiscal year, with replacement of the larger units in the following fiscal year.

The cost for each unit is \$1,270.

The replacement with LED units fulfills the strategic goal of energy efficiency over time.

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 2018-2019**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

| <b>Fund</b> | <b>Acct.</b> | <b>Sec.</b> | <b>C.C.</b> | <b>Source</b> | <b>Description</b>  | <b>Amount</b> |
|-------------|--------------|-------------|-------------|---------------|---------------------|---------------|
| ARA         | 0            | 40          | 0           | 0             | Vehicle Replacement | \$ 27,859     |

Airport Maintenance is requesting to replace Unit #32 to conform with the vehicle replacement schedule. Unit #32 is used as the Airport Landscape truck. Airport cost is \$41,670.00 less \$28,000.00 for 2012 F350 Trade in. Total cost \$13,670.00 NOTE: CURRENT VEHICLE IS A DIESEL WILL BE REPLACED WITH GAS ENGINE

Airport Operations is requesting to replace Unit #29 to conform with the vehicle replacement schedule. Airport cost is \$45,189.00 less \$31,000.00 for 2012 F-250 trade in. Total cost \$14,189.00 NOTE: CURRENT VEHICLE IS A DIESEL ENGINE WILL BE REPLACED WITH GAS ENGINE

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

**TITLE:**

**HIRE DATE:**

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

**Administrative**

**CAPITAL BUDGET / PERSONNEL REQUEST  
FY 2018-2019**

**JUSTIFICATION SCHEDULE**

|                   |                                    |                   |       |
|-------------------|------------------------------------|-------------------|-------|
| <u>          </u> | Capital Improvement                |                   |       |
| <u>          </u> | Equipment and Small Capital Outlay | Fund              | GARAA |
| <u>  X  </u>      | Renewal and Replacement            | Department Number | 11    |
| <u>          </u> | Personnel Request                  | Cost Center       |       |

**DESCRIPTION & JUSTIFICATION**

| <b>Fund</b> | <b>Acct.</b> | <b>Sec.</b> | <b>C.C.</b> | <b>Description</b>                | <b>Amount</b> |
|-------------|--------------|-------------|-------------|-----------------------------------|---------------|
| GARAA       | 0            | 11          | 0           | Chairs for Administrative Offices | \$ 9,000      |

The GARAA Administrative offices are currently furnished with an assortment of worn out and broken chairs which has outlived its useful life. It is recommended to replace these with new, matching chairs.

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 2018-2019**

**JUSTIFICATION SCHEDULE**

|              |                                    |                   |       |
|--------------|------------------------------------|-------------------|-------|
| _____        | Capital Improvement                |                   |       |
| _____        | Equipment and Small Capital Outlay | Fund              | GARAA |
| <u>  X  </u> | Renewal and Replacement            | Department Number | 50    |
| _____        | Personnel Request                  | Cost Center       | 20    |

**DESCRIPTION & JUSTIFICATION**

| Fund  | Acct. | Sec. | C.C. | Source | Description  | Amount    |
|-------|-------|------|------|--------|--------------|-----------|
| GARAA | 0     | 50   | 0    | 0      | SCBA Bottles | \$ 11,050 |

Phase 1 of 2 to replace end of life SCBA cylinders. Purchase of 13, 4500 psi Scott SCBA bottles at 850.00 each.

NOTE:

**TITLE:**

**HIRE DATE:**

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

Public Safety

**CAPITAL BUDGET / PERSONNEL REQUEST**  
**FY 2018-2019**

**JUSTIFICATION SCHEDULE**

|              |                                    |                   |           |
|--------------|------------------------------------|-------------------|-----------|
| _____        | Capital Improvement                |                   |           |
| _____        | Equipment and Small Capital Outlay | Fund              | GARAA     |
| <u>  X  </u> | Renewal and Replacement            | Department Number | <b>50</b> |
| _____        | Personnel Request                  | Cost Center       | 20        |

**DESCRIPTION & JUSTIFICATION**

| Fund  | Acct. | Sec. | C.C. | Source | Description | Amount    |
|-------|-------|------|------|--------|-------------|-----------|
| GARAA | 0     | 50   | 0    | 0      | SCBA Pack   | \$ 15,500 |

Purchase of 2 Scott 4.5 SCBA Units for Unit 12. The cost is 7750.00 per unit with mask and bottle.

NOTE:

**TITLE:**

**HIRE DATE:**

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

Public Safety

**CAPITAL BUDGET / PERSONNEL REQUEST**  
**FY 2018-2019**

**JUSTIFICATION SCHEDULE**

|              |                                    |                   |           |
|--------------|------------------------------------|-------------------|-----------|
| _____        | Capital Improvement                |                   |           |
| _____        | Equipment and Small Capital Outlay | Fund              | GARAA     |
| <u>  X  </u> | Renewal and Replacement            | Department Number | <b>50</b> |
| _____        | Personnel Request                  | Cost Center       | 20        |

**DESCRIPTION & JUSTIFICATION**

| Fund  | Acct. | Sec. | C.C. | Source | Description       | Amount    |
|-------|-------|------|------|--------|-------------------|-----------|
| GARAA | 0     | 50   | 0    | 0      | Emergency Trailer | \$ 12,000 |

Funding to upgrade DPS Red trailer into an Emergency Response / Seadog Trailer. Preliminary funding thoughts are 6000.00 for painting/wrapping, 3000 for in house modifications and 3000 for supplies and equipment.

NOTE:

**TITLE:**

**HIRE DATE:**



**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ESTIMATED CASH & INVESTMENT BALANCE**  
**As of June 30, 2019**

|  |              | <b>Amount</b>        |
|--|--------------|----------------------|
| <b>Estimated Cash &amp; Investment Balance at June 30, 2018</b>                    |              | <b>\$ 27,000,000</b> |
| Plus: Net Operating & Investment Revenues  |              | 1,792,784            |
| Less Other Costs:  |              |                      |
| Business Development Costs   | (300,000)    |                      |
| Contingency  | (100,000)    |                      |
| Debt Service   | (1,686,931)  | (2,086,931)          |
| Plus Non-Operating Revenues:   |              |                      |
| Passenger Facility Charges   | 1,850,000    |                      |
| Customer Facility Charges  | 1,400,000    | 3,250,000            |
| Plus Capital Contributions:  |              |                      |
| Federal Grants - AIP Entitlements  | 1,825,000    |                      |
| Federal Grants - AIP Discretionary Funds   | 4,700,000    |                      |
| NC DOT Grants  | 2,000,000    | 8,525,000            |
| Less Capital Costs:  |              |                      |
| Capital Improvements   | (6,400,000)  |                      |
| Equipment and Small Capital Outlay Fund  | (201,727)    |                      |
| Renewal and Replacements   | (393,635)    |                      |
| Carryover Projects From FY2018   | (19,703,096) | (26,698,458)         |
| <b>Estimated Cash &amp; Investment Balance at June 30, 2019</b>                    |              | <b>11,782,395</b>    |
| <b>Estimated Restricted Cash at June 30, 2019</b>                                  |              | <b>500,000</b>       |
| <b><u>Reserves:</u></b>  |              |                      |
| <b>Operations &amp; Maintenance Reserve (6 Months)</b>                             |              | <b>4,608,465</b>     |
| <b>Emergency Repair Reserve</b>  |              | <b>650,000</b>       |
| <b>Estimated Unrestricted Undesignated Cash &amp; Investments at June 30, 2019</b> |              | <b>\$ 6,023,930</b>  |

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
SUPPLEMENTAL FEES AND CHARGES  
FY 2018/2019 ANNUAL BUDGET**

|  | FY 2017/2018 |        |             | FY 2018/2019  |        |             |
|--|--------------|--------|-------------|---------------|--------|-------------|
|  | Current Fees |        |             | Proposed Fees |        |             |
|  | Cost         |        | Per         | Cost          |        | Per         |
| <b><u>Maintenance</u></b>                            |              |        |             |               |        |             |
| Scissor Lift   | \$           | 100.00 | day         | \$            | 100.00 | day         |
| Large ADA Ramp Rental                                | \$           | 100.00 | use         | \$            | 100.00 | use         |
| Air Stair Rental                                     | \$           | 100.00 | use         | \$            | 100.00 | use         |
| Volvo Wheel Loader                                   | \$           | 150.00 | use         | \$            | 150.00 | 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        |
| <b><u>Department of Public Safety</u></b>            |              |        |             |               |        |             |
| ARFF Apparatus for 1500 gal. or greater              | \$           | 250.00 | hour        | \$            | 250.00 | hour        |
| ARFF Apparatus for less than 1500 gal.               | \$           | 150.00 | hour        | \$            | 150.00 | hour        |
| Command, Police, and Ops support vehicles            | \$           | 100.00 | hour        | \$            | 100.00 | hour        |
| Aircraft recover dolly                               | \$           | 150.00 | day         | \$            | 150.00 | day         |
| Maintenance Labor Rate (1)                           | \$           | 45.00  | hour        | \$            | 45.00  | hour        |
| Mutual Aid Agencies collected on their behalf        |              |        | as incurred |               |        | as incurred |
| Replacement charges for AVL equipment/supplies       |              |        | as incurred |               |        | as incurred |
| <b><u>Information Technology (IT) Department</u></b> |              |        |             |               |        |             |
| IT Labor Rate - Non-Network (1)                      | \$           | 40.00  | hour        | \$            | 40.00  | hour        |
| IT Labor Rate - Network Related (1)                  | \$           | 60.00  | hour        | \$            | 60.00  | hour        |
| 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.

| <b>Identification Badge Fees and Charges</b> | <b>FY 2017/2018<br/>Current Fees</b> |            | <b>FY 2018/2019<br/>Proposed Fees</b> |            |
|--|--------------------------------------|------------|---------------------------------------|------------|
|  | <b>Cost</b>                          | <b>Per</b> | <b>Cost</b>                           | <b>Per</b> |
| 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                             |            | \$ 25.00                              |            |
| Lock-out Service (7)                         | \$ 25.00                             |            | \$ 25.00                              |            |

**Notes:**

- (4) \$85.00 for the first replacement badge, \$100.00 for the second replacement badge.  
(5) \$60.00 for the first replacement badge, \$75.00 for the second replacement badge.  
(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      | \$ 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        |
|                              | \$ 13.00       | day         | \$ 13.00       | day         |
|                              | \$ 78.00       | week        | \$ 78.00       | week        |
| Short term                   | \$ 1.00        | 1/2 hour    | \$ 1.00        | 1/2 hour    |
|                              | \$ 20.00       | day         | \$ 20.00       | 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         |
| Transportation Network Company (TNC)          | \$ 3.50     | per trip         | \$ 3.50     | 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