

ALBANY COUNTY AIRPORT AUTHORITY

2017 Operating Budget

Adopted December 12, 2016



New York's Tech Valley Airport

A component unit of the County of Albany,
located in the Town of Colonie, New York

flyalbany.com

ALBANY COUNTY AIRPORT AUTHORITY
Albany, New York 12211-1057

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ALBANY COUNTY AIRPORT AUTHORITY

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December 12, 2016

TO THE MEMBERS OF THE AUTHORITY:

The Finance Department herein presents Albany International Airport's (ALB) operating budget for calendar year 2017. This represents the 23rd annual prepared by the Authority since it assumed management and financial responsibility for the Airport in 1994. The budget has been prepared on an accrual basis with certain exceptions and includes all current operations under the responsibility of the Authority. This budget incorporates the operation of two companies that operate under cost reimbursement agreements with the Authority. AFCO AvPorts Management, LLC (d/b/a AvPorts) is responsible for the daily operations of the Airport and REW Investments, Inc., (d/b/a Million Air-ALB) is responsible for the daily operations of the Fixed Base Operation (FBO).

STATUS OF AIRLINE INDUSTRY

Airline profitability eroded in 2008 due to record high fuel prices followed by the "Great Recession" - the worst global recession since the 1930s. Airlines responded by reducing the number of flights and seats available, increasing fees, reducing or eliminating passenger amenities, reducing orders for new equipment, grounding inefficient fleets, and eliminating marginal routes. Declines in available seat miles (ASMs) in 2008-2009 were the sharpest in 67 years and wiped out 10 years of industry growth leaving domestic ASMs 1.3 percent below 1999 levels.

Having learned from prior downturns, major airlines maintained strong cash positions, though major consolidations/acquisitions were announced by eight carriers. Airlines for America (A4A), the industry trade organization for the leading U.S. airlines, reported that in 2015 daily domestic seat capacity reached 2.37 million, which is the highest level since 2008. The A4A reported that during the first half of 2016 the U.S. airline industry achieved \$12 billion in pre-tax net profit and achieved a pre-tax profit margin of 15.5% of Operating Revenues and are in-line with the average U.S. Company in the S&P 500 index. According to the A4A, the increase in airline profits from 2015 through the first half of 2016 has been the result of a combination of lower fuel expense, higher traffic, lower fares, although somewhat offset with higher labor costs.

Future airline traffic will be affected by the state, national and global economic conditions, regional airport competition, war and acts of terrorism, world health emergencies, federal regulatory actions, the financial condition of the airlines, air fare levels, the operation of the air traffic control system, fuel prices, and natural disasters. Concerns about the safety of airline travel and the effectiveness of security precautions may influence passenger travel behavior and air travel demand. The Authority is unable to predict with certainty the long-term operational and financial effect of these factors on air travel. Furthermore, additional bankruptcies, liquidations or major restructuring of other airlines could occur. Therefore, any long-term forecast the Authority makes may vary materially from the actual results.

The Authority derives a portion of its operating revenue from landing fees and terminal facility

fees paid by the airlines using the Airport. The majority of non-airline revenues, such as parking revenue, are dependent upon the continuation of airline activity at the airport. The financial strength of these airlines, together with numerous other factors influences the level of aviation activity at the Airport and the revenues realized by the Authority. Individual airline decisions regarding level of service also affect total enplanements. Events such as the September 11 Events, general economic conditions, high fuel prices, terrorist threats and the United States military offensive in Iraq have had a significant negative effect on airline industry profitability.

No assurances can be given that any of these airlines currently anticipated to be operating at the Albany International Airport in 2017 will continue operations or maintain their current level of operations at the Airport.

AIR TRADE AREA SERVED BY ALBANY INTERNATIONAL AIRPORT

The Authority defines the primary air trade area for the Airport within a 60 to 70 mile radius of the Airport. This area encompasses a total of 13 counties, including the Albany-Schenectady-Troy Metropolitan Statistical Area (MSA), with the New York counties of Albany (the county in which the Airport is located), Saratoga, Schenectady, Schoharie, and Rensselaer; the Glens Falls MSA, with the New York counties of Warren and Washington; the additional New York counties of Columbia, Fulton, Greene, Montgomery, and; Berkshire County, Massachusetts; and Bennington County, Vermont. The Airport is the sole provider of commercial service in the air trade area. The Airport serves the City of Albany which is the capital of the State of New York plus the major neighboring cities of Rensselaer, Saratoga Springs, Schenectady and Troy.

The Airport's primary air trade area population was estimated in 2014 to be approximately 1.4 million. The per capita personal income in 2014 of the Albany-Schenectady-Troy MSA was \$49,879 compared to a national average of \$46,049. The unemployment rate in the Albany-Schenectady-Troy MSA has been consistently more favorable than the state and national average. The area includes over 31 employers with more than 1,000 employees, the largest employer being the State of New York with approximately 54,000 employees. The area includes 28 colleges and universities, 16 general-care hospitals and offers a rich variety of cultural, recreational, educational resources, and activities.

STATUS OF ALBANY INTERNATIONAL AIRPORT (ALB)

The Federal Aviation Administration ("FAA") defines ALB as a small air traffic hub, which is an airport with enplaned passengers of 0.05 percent to 0.249% of the total enplaned passengers by all U.S. air carriers nationwide. In 2015, ALB's share 0.16% based upon FAA data.

As of September 2016, ALB has scheduled passenger airline services provided by five major airlines and their commuter airlines, and Cape Air, a regional airline. The five major airlines serving ALB are Delta, JetBlue, Southwest, United, and American Airlines. ALB has been served by all of its existing major airlines during each of the years 1990 to 2016, with the exception of Southwest which began service in May 2000 and JetBlue which begins in December 2015. American Airlines ended service from Albany International Airport on November 2, 2008 but reestablished service in 2015 with its merger with U.S. Airways. In September 2016 two all-cargo carriers provide regular scheduled cargo service: FedEx and United Parcel Service. DHL ended major cargo flight operations at the end of June 2008.

Albany has experienced a reduction in aircraft operations and enplanements from 2005 through 2014. Beginning in 2005, airlines serving ALB were affected by bankruptcy and high fuel prices. By December of 2007 the economic recession had begun with soon to follow record fuel prices resulting in the switch to smaller size aircraft which reduced the number of flights. By 2009 the merger of ALB's airlines had begun, yet again reducing flights and seats available as the average airfares began to rise. In 2015 airline seat capacity at ALB was up about 1.0% compared to 2014

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capacity and increased 12.4% in 2016. (See page 1-11 for the historic, current and future projections of enplanements and landed weights for ALB)

A summary showing the mix of aircraft types servicing ALB and the average maximum monthly seats available follows:

	Full Size Jets	Regional Jets	Commuter Aircraft	Total	Average Monthly Maximum Seats Available
As of December 31:					
Sep-16	24	17	17	58	140,768
2015	17	20	13	50	127,275
2014	13	28	13	54	118,959
2013	13	28	13	54	133,621
2012	15	28	16	59	123,079
2011	16	24	26	66	135,765
2010	15	29	21	65	137,758
2009	18	30	24	72	153,357

Capacity and aircraft operations have become more seasonally adjusted since 2009 with scheduled capacity for the months of December through February being the lowest during the year. However beginning in 2016 Capacity and Operations began to expand due to one new Entrant Airline and expanded service from several airlines. These two key operational items impact the level of Airport revenues generated for the operation and maintenance of all its facilities. The table below provides a summary showing the changes since 2008:

	Commercial Landed Weights <i>(excludes cargo)</i>	Enplanements
Projected as of September 2016	1,600,000,000	1,400,000
As of December 31:		
2015	1,412,705,423	1,297,749
2014	1,368,073,710	1,230,376
2013	1,408,546,123	1,215,076
2012	1,448,273,846	1,244,976
2011	1,484,333,528	1,242,399
2010	1,516,417,076	1,264,381
2009	1,613,441,399	1,318,819

ACTIVITY PROJECTIONS FOR 2017

Given all the factors that exist as of today, it is difficult to project future year activity levels for ALB. While some combination of factors as described above has resulted in a cycle of depression in enplanements, landed weight, and aircraft operations in the past several years, there are indications of growth in the past 18 months and indications of likelihood that higher seat capacity of 2016 will reoccur in 2017. After the scheduled departing seats declined 3% in 2014,

the seat capacity is increased 1% in 2015, and 12.4% in 2016, partly due to new services initiated by JetBlue. Indications at for 2017 are that seat capacity for 2016 would be retained in 2017.

The projected number of commercial aircraft, plus the number of general aviation aircraft operations also affects the Airport's Fixed Based Operations (FBO) financial projections. FBO revenues are primarily dependent on fuel flowage fees from commercial airlines, sale of aviation fuels to general aviation users, and deicing services provided to both commercial and general aviation aircraft.

The Authority is aggressively seeking expanded service from current and other carriers by offering attractive facilities in excellent condition combined with strong average airfares and passenger demand. In 2011 the Authority developed an airport incentive program that includes airport fee waivers for qualifying air service expansion, promotional marketing funds and assistance for qualifying new service, and an airline revenue guarantee funded by the Federal Aviation Small Communities Air Service Development grant and community matching funds. In 2011 the Authority also received an economic development grant to fund 75 percent of the cost of marketing the airport to the airlines. In December of 2015 JetBlue will begin service with two flights per day and will receive credit for exclusive use rental space and landing fees for their first 12 months of operations at an estimated cost to the Authority of \$698,032. Also in March 2016 American Airlines expanded service to Chicago by 3 flights per day and is expected to earn an incentive estimated at \$213,843. Incentive costs are reflected in the budget as a reduction in the Airport Allocation of Revenue sharing.

AIRLINE USE AND LEASE AGREEMENT

The Authority and the airlines negotiated a five-year Use and Lease Agreement that became effective January 1, 2016 with an option for a five-year renewal, extending the agreement until December 31, 2020. This agreement establishes how the airlines that elect to sign the agreement will be assessed annual rates and charges for their use of the Airport. Under the current agreement, airlines that sign the agreement share the net revenues of the Airport based upon a 50/50 split of Net Funds Remaining as calculated under the agreement. Delta, JetBlue, Southwest, United, American as US Airways, Cape Air, and two all-cargo carriers serving the Airport executed the current Signatory Agreement with the Airport. Because all airlines renting space in the terminal have signed the signatory agreement and named most of their contract carriers as affiliates, the 2017 budget assumes that substantially all airline rates and charges will be billed at the signatory airline.

AIRPORT AND FIXED BASED OPERATIONS OPERATING AGREEMENTS

The Authority engages the services of AFCO AvPorts Management, LLC (AvPorts), to manage the daily operations of the Airport and REW Investments, Inc., d/b/a Million Air – Albany (Million Air-ALB), to manage the daily operations of the Fixed Based Operations.

AvPorts has the daily responsibility, under policies and direction from the Authority, for airport operations, airside security, ARFF, terminal and vehicle maintenance and the parking facilities. AvPorts is reimbursed for its actual payroll expenditures based on an employment level approved annually by the Authority plus a fixed fee.

Million Air has the daily responsibility, under policies and direction from the Authority, for the fixed based operations including commercial into-plane fueling, fuel farm management and general aviation handling and fueling. The Authority's goal in directing the daily management of the fixed based operations is to enhance the service the Authority can provide to the general and corporate aviation community by offering competitive rates and charges for users of the Airport and to provide the airlines at the Airport with efficient and quality into-plane fueling services and fuel

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inventory management. Million Air is reimbursed for its actual expenditures based on an employment level approved by the Authority plus a fixed fee with added incentives based on the growth of fixed based operation revenues.

All expenditures incurred by AvPorts and Million Air are subject to the approval and execution by the Authority.

2017 OPERATING BUDGET FINANCIAL HIGHLIGHTS

The 2017 budget is balanced by implementing the strategies set forth in the Summary of Financial policies as described beginning on page 2-7.

The Authority prepares annual operating budgets following the formulas contained in the Airline Use and Lease Agreements. At the end of each year, the Authority prepares an Airline Rates and Charges Settlement and Revenue Sharing Transfer Calculation report showing a comparison of the final audited financial results for the year compared to the adopted budget.

Total anticipated revenues for 2017 are \$50.7 million and total operating expenses are \$34.3 million. The remaining \$16.4 million is budgeted for the following: \$8.7 million to pay the debt obligations of the Authority net of Passenger Facility Charge funds, \$3.1 million for capital expenditures, and a change in reserve fund requirements of plus \$0.2 million leaving the end of the year with \$4.4 million to share with the airlines. Additional airline revenue may be required to cover unanticipated expenses or unrealized revenues in 2017. The Authority's bond resolution requires the Authority to maintain an operating reserve equal to two months of operating and maintenance expenses. Upon adoption of the 2017 Operating Budget the Operating and Maintenance Reserve requirement will be \$5.5 million based upon total budgeted operating expenses of \$33.2 million in 2017. At September 30, 2016 the Authority had \$12.3 million in its Operating and Maintenance Reserve Account and an additional \$9.0 million in its Airport Development Account which can be used to restore a deficiency in the Operating and Maintenance Reserve Account. At this time it is projected the Authority will end 2016 with \$5.3 million in net revenue to share with the Airlines and its Development Account would increase by \$1.8 million to a total of \$10.9 million net of the cost of funding air service incentive credits.

The Authority also maintains cash balances in restricted accounts established by the Authority's Master bond resolution that are not available to pay operating expenses and these accounts include various debt service reserve accounts, the Passenger Facility Charge Funds account, Capital Projects Funds, and a Renewal and Replacements Fund. The Table below presents a summary of the Actual and Projected restricted and unrestricted Cash balances:

	December 31 2013	December 31 2014	December 31 2015	Projected December 31 2016	Projected December 31 2017
Funds available for unrestricted operations	\$14,704,149	\$16,759,824	\$17,654,367	\$19,480,487	\$22,202,311
Restricted for:					
Capital projects	4,879,518	3,209,004	2,774,677	4,730,130	4,730,130
PFCs available for debt service payments	4,730,147	5,271,588	6,929,341	8,628,771	8,628,771
Debt Reserves and Debt Service Funds	12,011,504	11,960,037	11,971,970	11,971,970	11,971,970
Other restrictions	1,343,110	984,125	1,085,578	1,098,737	1,098,737
Total	\$37,668,428	\$38,184,578	\$40,415,933	\$45,910,095	\$48,631,919

The table below is a summary comparison based on the formula included in the Airlines Use and Lease Agreement showing the 2017 budget compared to the 2015 audited results, the 2016 adopted budget, and the 2016 projected results, along with the amount and percentage of changes for the 2017 budget versus the 2016 projected:

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ALBANY COUNTY AIRPORT AUTHORITY
OPERATING BUDGET SUMMARY
(Before revenue sharing)

	2015 Audited	2016 Budget	2016 Projected	2017 Budget	Budget 2017 vs. Projected 2016	
					\$ of Change	% of Change
REVENUES						
Airfield charges	\$7,000,494	\$7,247,252	\$6,384,047	\$7,219,654	\$835,607	11.6%
FBO	8,570,119	8,807,351	7,967,496	8,531,940	564,444	6.6%
Terminal rentals	6,266,606	6,300,724	6,575,609	6,738,718	163,109	2.4%
Concessions	7,268,718	8,208,052	7,754,789	7,836,858	82,069	1.0%
Ground Transportation	13,089,872	14,032,703	15,465,150	15,740,735	275,585	1.8%
Other Airport	3,850,200	3,909,946	4,043,984	4,110,948	66,964	1.6%
Other Revenues	681,139	671,184	599,084	503,284	-95,800	-19.0%
Total Revenues	\$46,727,148	\$49,177,211	\$48,790,158	\$50,682,135	\$2,450,063	4.8%
EXPENSES						
Personal Services	\$9,250,878	\$9,912,044	\$9,940,253	\$10,352,077	\$411,824	4.0%
Employee Benefits	4,401,625	4,716,494	4,435,959	5,031,423	595,463	11.8%
Utilities & Communications	2,403,840	2,496,467	2,174,864	2,435,196	260,333	10.7%
Purchased Services	5,268,211	5,811,745	5,126,600	6,348,034	1,221,435	19.2%
Materials & Supplies	8,684,853	9,005,530	7,634,153	8,620,010	985,857	11.4%
Offices	321,904	384,327	400,827	410,486	9,659	2.4%
Administration	731,555	811,400	891,637	901,396	9,759	1.1%
Noncapital Equipment	389,788	95,700	342,040	149,490	-192,550	-128.8%
Total Expenses	\$31,452,654	\$33,233,707	\$30,946,333	\$34,248,113	\$1,781,053	5.2%
DEBT SERVICE						
P&I Payments	9,769,698	8,728,570	9,450,211	8,735,658	-\$714,553	-8.2%
CAPITAL CHARGE COVERAGE						
	0	0	0	0	\$0	0.0%
RESERVE REQUIREMENTS						
	42,221	(141,582)	(141,582)	169,068	\$310,649	183.7%
CAPITAL EXPENDITURES						
	1,845,755	3,000,000	3,000,000	3,099,444	\$99,444	3.2%
LANDING FEE SURCHARGE						
	0	0	0	0	\$0	0.0%
FUNDS REMAINING						
	\$3,616,821	\$4,356,516	\$5,535,196	\$4,429,854	-\$1,105,343	-25.0%

AIRLINE RATES AND CHARGES SUMMARY

The Airline Use and Lease Agreement with the signatory airlines is hybrid in nature with a residual ratemaking methodology for calculating the airfield, apron and loading bridges rates and a commercial rental rate methodology for calculating the terminal rental rate. The agreement also provides for the inclusion of an amount for capital expenditures not subject to majority-in-interest (MII) approval by the signatory airlines in the rates and charges calculation.

The Authority has the ability under the Agreement to adjust rates and charges at any time throughout the year to ensure adherence to all financial covenants in its bond resolutions. No such adjustments have ever been required under either the current or the prior Agreements.

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Based on the Airline Use and Lease Agreements, a comparison of the major signatory airline rates and charges and projected cost per enplaned passenger, plus the Authority's projected debt service coverage are as follows:

	Audited 2015	Budget 2016	Projected 2016	Budget 2017	2017 Budget vs. 2016 Projected
Landing Fees <1>					
Signatory	\$3.27	\$3.31	\$2.80	\$3.13	11.8%
Non-Signatory	\$4.04	\$4.14	\$3.50	\$3.91	11.8%
Apron Fees <2>	\$1.52	\$1.23	\$1.18	\$1.36	15.3%
Terminal Rental Rate <2>					
Signatory	\$74.63	\$76.05	\$79.89	\$80.78	1.1%
Non-Signatory	\$93.29	\$95.06	\$99.86	\$100.98	1.1%
Loading Bridge Rate <3>	\$44,761	\$36,981	\$32,895	\$38,898	18.2%
Cost per Enplanement					
Airport CPE <4>	\$7.12	\$6.50	\$5.80	\$6.74	16.1%
FBO CPE	1.55	1.58	1.30	1.62	24.9%
Total Cost per Enplanement	\$8.68	\$8.08	\$7.10	\$8.35	17.7%
Debt Service Coverage	1.39	1.50	1.52	1.64	7.6%

<1> Per 1,000 lbs. Max. Gross Landed Weight (MGLW)
 <2> Per Square Foot
 <3> Per Loading Bridge
 <4> After Revenue Sharing

GAAP FINANCIAL STATEMENTS

The Authority has adopted December 31 as its fiscal year end and issued its first financial statements in 1994. An audited comprehensive annual financial report has been issued each year thereafter. The Authority's financial statements are prepared on an accrual basis of accounting in accordance with generally accepted accounting principles (GAAP) promulgated by the Governmental Accounting Standards Board (GASB). The 2015 financial statements are available at www.flyalbany.com.

The Authority operates as a single enterprise fund with revenues recognized when earned, not when received. Expenses are recognized when incurred, not when they are paid. Capital assets are capitalized and (except land) depreciated over their useful lives. Funds are restricted for debt service and, where applicable, for construction projects.

The following table "Summary Financial Information" presents audited results for 2015, projected results for 2016, and the operating budget for 2017 presented in accordance with GAAP:

Summary Financial Information

	2015 Audited	2016 Projected	2017 Budget
Operating Revenues			
Airfield	\$ 6,457,974	\$ 5,830,527	\$ 6,776,668
Fixed Based Operations	8,570,119	7,967,496	8,531,940
Terminal	5,000,721	4,361,531	4,966,777
Concessions	7,265,718	7,754,789	7,836,858
Ground Transportation	13,089,872	15,465,150	15,740,735
Other Airport	3,850,200	4,043,984	4,110,948
Total Operating Revenues	<u>44,234,604</u>	<u>45,423,477</u>	<u>47,963,926</u>
Operating Expenses			
Airfield	2,568,706	2,649,284	3,123,885
Fixed Based Operations	7,147,199	5,981,497	6,648,265
Terminal	4,826,781	5,226,264	5,365,498
Loading Bridges	327,049	214,543	279,240
Parking	3,362,963	3,772,254	4,498,770
Landside	1,145,793	1,012,436	1,131,067
Public Safety	3,284,919	3,070,872	3,818,609
Aircraft Rescue & Fire Fighting	1,759,317	2,017,402	2,051,497
Vehicle Maintenance	1,411,109	1,211,950	1,373,551
Administration	5,618,818	5,789,831	5,957,732
Total Operating Expenses	<u>31,452,654</u>	<u>30,946,333</u>	<u>34,248,114</u>
Operating Income before Depreciation	12,784,950	14,477,143	13,715,812
Depreciation	<u>13,893,673</u>	<u>14,057,516</u>	<u>14,107,500</u>
Operating Income (Loss) Before Non-Operating Income and Expenses	(1,108,723)	419,627	(391,688)
Non-Operating Income and (Expenses)			
Passenger Facility Charges	5,080,183	5,423,902	5,426,172
Improvement Charges	368,400	368,400	368,400
Interest Income	20,739	10,784	10,784
Interest Expense	(5,463,254)	(4,156,753)	(3,820,381)
Grant Income	-	-	-
Grant Expense	-	-	-
TSA (LEO) Reimbursement	292,000	219,900	124,100
Amortization of Bond Issue Costs	(109,988)	(100,347)	(91,269)
Decrease in fair value of investments	-	-	-
Total Non-Operating Income and (Expenses)	<u>188,080</u>	<u>1,765,886</u>	<u>2,017,806</u>
Income/(Loss) before Capital Contributions	(920,643)	2,185,513	1,626,118
Capital Contributions	<u>8,942,652</u>	<u>6,475,324</u>	<u>5,132,152</u>
Net Assets			
Increase in Net Assets	8,022,009	8,660,837	6,758,270
Total Net Assets, beginning of year	<u>199,845,370</u>	<u>207,867,379</u>	<u>216,528,216</u>
Total Net Assets, end of year	\$ 207,867,379	\$ 216,528,216	\$ 223,286,486

BUDGET SUMMARY

The local and United States economy will determine the future financial performance for the Albany International Airport together with the airline industry and how both the airlines and the traveling passengers are impacted by heighten security. The greater Albany region, known as *Tech Valley*, has become a high tech center for research and development in nanotechnology/microelectronics, biotechnology/pharmaceuticals, energy and information technology.

The Albany International Airport experienced major growth after 1998 not only in infrastructure improvements but also in passenger traffic that led to an increase in revenues, expenses and debt service. In the past ten years the Airport's two runways (1-19) and (10-28) were lengthened to 8,500 and 7,200 feet, respectively, additional commercial and general aviation hangar space has been constructed, a parking garage and additional surface parking was constructed. During this time vendor and concession revenue expanded with substantially increased minimum annual guarantees. Airport privilege and operating permit fees have also grown. As noted by the Airlines For America, the recent global recession resulted in the airline industry losing all growth from 1999 by the end of 2009. However, the airport remains poised to respond to the return to growth in airport activity with both affordable and well maintained airport assets.

High tech development continues in the region. Albany's College of Nanoscale Science and Engineering continues to expand its nanotechnology research and development programs. This nanotechnology center is located within a few miles of the Airport and is the first college in the world dedicated to research, development, education, and deployment in the emerging disciplines of nanoscience, nanoengineering, nanobioscience, and nanoeconomics. With over \$7 billion in public and private investments, CNSE's Albany NanoTech Complex has attracted over 250 global corporate partners - and is the most advanced research complex at any university in the world. On September 27, 2011 a public announcement revealed that the Albany nanocollege will be the new home of research for the 450 millimeter wafer and the focus of a new \$4.8 billion investment. Just across the nearby river Rensselaer Polytechnic Institute recently completed construction of a new Center for Biotechnology and Interdisciplinary Studies. This technology research center ranks among the world's most advanced research. In late July 2009 Global Foundries broke ground on construction of a \$4.6 billion computer chip plant approximately 20 miles north of the Airport which will complement the existing technology facilities already in the region. On June 1, 2010 an expansion of this plant to 1.3 million square feet was announced. In July of 2012 an additional expansion and investment of \$2.3 billion was announced. The combination of significant growth in the technology businesses and comparatively low unemployment rates, position Albany for a return to growth in airline activities and passenger usage of the airport.

This 2017 operating budget reflects the anticipated Airport revenues generated by the regional economy together with the expenses for all facilities or services offered. But with the ever changing traveling environment, the changing organizational structure of airlines, airline mergers and acquisitions, the impact of new routes with different aircraft, and the ongoing enhancement to security requirements, it can be assured that additional currently unforeseen changes will need to be addressed during 2017.

This budget represents management's best estimates given the current economic conditions and recognizes that this budget will need extensive monitoring during 2017.

The recommended billing rates and charges are at this time are a prudent assessment of the financial results that are reasonably achievable in 2017, given the current economic environment and future actions that might be taken by the airlines and potential travelers. There will be a continued need to control the number of workforce employees, for tight purchasing controls, strict controls on discretionary spending and support from the Airport patrons and our airlines to

achieve a financially successful year for the Airport in 2017. While being fiscally prudent with this budget, management is optimistic conditions can occur during 2017 resulting in new growth. The combination of robust economic activity and a multiple sponsor incentive program to the airlines for service expansion do provide a basis for hope of air service expansion. In developing the 2016 operating budget, the Authority continues to advance strategies that result in reasonable rates and charges so that business, government, and leisure travelers in the greater Albany region will continue their support and use of the Albany International Airport.

AWARD

The Government Finance Officers Association of the United States and Canada (GFOA) has presented ten Distinguished Budget Presentation Awards to the Albany County Airport Authority for its annual operating budget in prior years (see page 1-12).

In order to receive this award, a governmental unit must publish a budget document that meets program criteria as a policy document, as an operations guide, as a financial plan, and as a communications device.

The award is valid for a period of only one year. We believe this current budget continues to conform to program requirements, and its submission to GFOA will determine eligibility for a subsequent award.

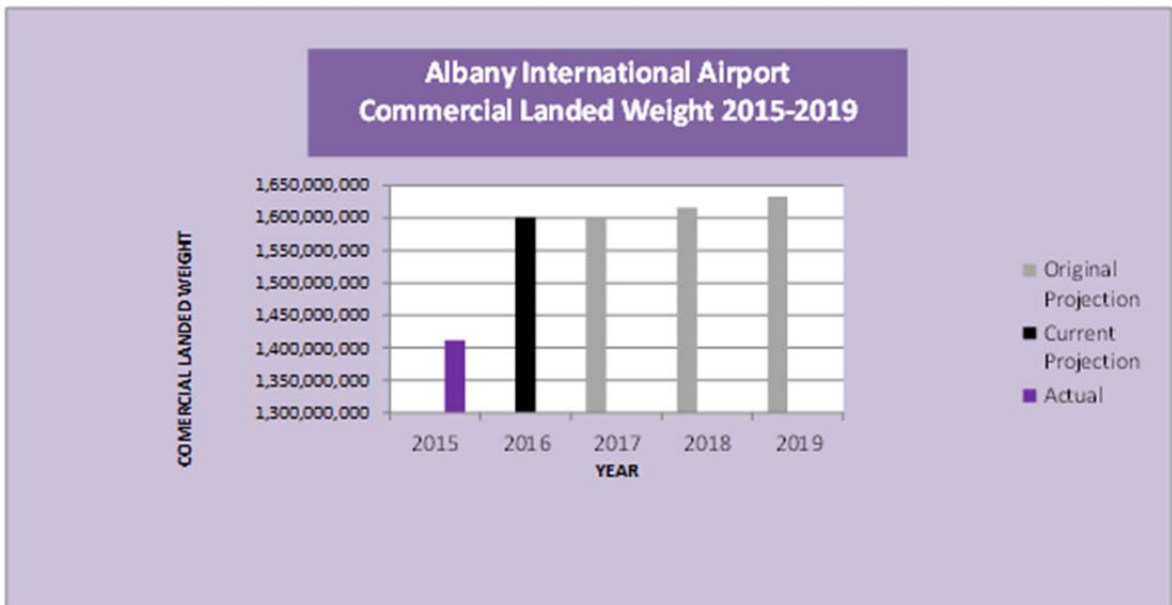
ACKNOWLEDGMENTS

The Authority Board has contributed its full support to the development and maintenance of the financial operations of the Airport. Without this leadership, together with the strong commitment from the Authority's management team, the presentation of this budget and other financial reports would not occur. Also recognized are the management personnel of AFCO AvPorts and Million Air-ALB for their time and effort in submitting their respective goals, objectives and projected results to be achieved in 2017. A thank you goes to Rima Cerrone for performing the endless task of analyzing all the data submitted and preparing this document in a coherent manner for all to read and digest. The publication of this budget would not occur without the efficient and dedicated services of all the members of the Authority's Finance Department, plus those from AvPorts and Million Air, who contributed to the process.

Respectfully submitted,



William J. O'Reilly
Chief Financial Officer





GOVERNMENT FINANCE OFFICERS ASSOCIATION

*Distinguished
Budget Presentation
Award*

PRESENTED TO

**Albany County Airport Authority
New York**

For the Fiscal Year Beginning

January 1, 2016

A handwritten signature in black ink, appearing to read "Jeffrey R. Egan". The signature is written in a cursive, flowing style.

Executive Director

2) AIRPORT AUTHORITY OVERVIEW

ORGANIZATION

The Albany County Airport Authority (Authority) is a body corporate and politic constituting a public benefit corporation established and existing pursuant to the Albany County Airport Authority Act, Title 32 of Article 8 of the New York Public Authorities Law. The State of New York (State) created the Authority in 1993 in order to promote the strengthening and improvement of the Airport, to facilitate the financing and construction of the Terminal Improvement Project (TIP) and as well the subsequent capital improvement programs, and give the Authority the power to operate, maintain and improve the Airport.

The Authority is governed by seven members, with four members appointed by the majority leader of the County of Albany (County) Legislature and three members by the County Executive, all with approval of the County Legislature. The Authority members are appointed for a term of four years or until a successor is appointed, except that any person appointed to fill a vacancy will be appointed to serve only the unexpired term.

Based on the County's responsibility for the appointment of the Authority members, their approval of any Airport capital improvement programs and the issuance of certain debt, the Authority is considered a component unit of the County under the criteria set forth by the Governmental Accounting Standards Board (GASB). The Authority does not have any component units. The financial transactions of the Authority are accounted for in a single enterprise fund.

The Authority is responsible for the efficient planning, development, administration, operation, and financial condition of the Airport. The Authority, as landlord, rents space and assesses fees and charges to the airlines and businesses providing goods and services to the traveling public and to the civilian, business, governmental and military users of the Airport. The Authority is responsible for assuring residents of the County, the Town of Colonie and the surrounding areas of minimal environmental impact from air navigation and transportation. Authority employs the services of AvPorts to manage the daily operations and maintenance of the Airport and the services of Million Air to manage the daily operations of the Fixed Base Operation (FBO).

The Authority's strategic direction for the Airport is based upon the following vision, mission, goals, and objectives.

VISION

The Authority's vision statement is a measurable statement describing the future results the Authority seeks to achieve. The Authority's vision for Albany International Airport is to provide an exemplary airport in which to visit, travel, and work.

MISSION

The Authority's mission statement is a broad statement of what the Authority has been charged to accomplish and why. The Authority's mission is to provide adequate, safe, secure and efficient aviation and transportation facilities at a reasonable cost to the people. To accomplish our mission we will:

- Provide world-class, customer-oriented transportation services at Albany International Airport;
- Promote airline, cargo, business, and general aviation services at Albany International Airport by providing quality airport facilities;

- Operate the airport and provide services in the most cost-effective manner;
- Foster inter-modal transportation;
- Implement the airport's Capital Improvement Plan; and,
- Maintain financial security.

GOAL

The Authority's goal for the airport is derived from its mission and vision for the airport and describes the enduring end state for the airport desired. The Authority's goal for Albany International Airport is:

- To be widely recognized as the best airport of its size in the Northeast as well as an innovative model for a facility with vitality, enthusiasm, friendliness, competence, and efficiency.

OBJECTIVES

The Authority's objectives describe the outcomes required to accomplish the goal. The Authority's objectives in operating the airport are:

- To promote safe, secure, efficient and economic air transportation by preserving and enhancing Airport capacity.
- To acquire, construct, reconstruct, continue, develop, equip, expand, improve, maintain, finance, and operate aviation and other related facilities and services.
- To stimulate and promote economic development, trade and tourism.
- To form an integral part of a safe and effective nationwide system of airports to meet the present and future needs of civil aeronautics and national defense, and to assure inclusion of the Authority's facilities in state, national, and international programs for air transportation and for airway capital improvements.
- To ensure that aviation facilities shall provide for the protection and enhancement of the natural resources and the quality of the environment of the state and the capital district area.

VALUES

The Authority's values describe how the Authority will conduct itself, both internally and externally, when engaging in business activities. The Authority's values are:

Responsiveness – being proactive; having a bias for action and sense of urgency in getting things done; anticipating the needs of tenants and passengers by taking fast action to surpass their expectations; encouraging tenant and passenger input.

Integrity – possessing a commitment to doing the right things right, with consistent adherence to the highest professional standards; keeping commitments to our tenants, passengers, employees, and others.

Innovation – dedicating ourselves to learning and growing; constantly searching for better ways to get the job done; using our collective imagination effectively to solve problems for our tenants, passengers and employees; going beyond perceived boundaries to get desired results.

Albany County Airport Authority 2017 Operating Budget

Teamwork – recognizing that every board member, employee, volunteer, tenant, and others are important to the complete satisfaction of Albany International Airport; feeling personally responsible for successful outcomes; treating everyone with respect; communicating regularly, directly and honestly with our board members, employees, volunteers, tenants, and others.

PERFORMANCE MEASURES

The Authority has identified the following performance measures to monitor and report its success in achieving its mission and intended public purpose.

Area of Measurement	Performance Measure	Performance Measure Component	2015 Final	2016 Projected	2017 Budget
Safety	Employee Accidents and Incidents	Construction Injuries Lost Time Injury Rate	26	18	12
		Airfield Violations			
	Runway Incursions	0	0	0	
	Runway Condition FAA Safety Compliance	0	0	0	
		Inspection Discrepancies	10	2	0
Security	Security Incidents and Violations	Security Badge Breaches			
		Letters of investigation	2	0	0
		Violations	0	0	0
Financial	Revenue Management	Total Airline per EPAX*	\$9.16	\$7.45	\$8.75
		Total Non-Airline Revenue per EPAX	\$24.93	\$25.42	\$25.87
		Total Revenue per EPAX*	\$34.09	\$32.87	\$34.62
	Cost Performance	Operating Cost per EPAX	\$8.68	\$7.10	\$8.35
		Airport Cost per EPAX	\$7.12	\$5.80	\$6.74
	Debt Management	Debt Service Coverage Ratio	1.39	1.52	1.64
		Debt per EPAX	\$79	\$72	\$69
	Liquidity	Days Unrestricted Cash on Hands	205	230	237
Operational	Aircraft Delays caused by Airport	Number of Aircraft Delay caused by Airport or Runway Closings	0	0	0
	Aircraft Delays caused by Fixed Base Operations	Number of Aircraft Fueling Delays	3	12	0
Customer Service	Service Quality	Terminal Cleanliness Concessions Quality and Variety (Five is the highest)	Note 1	4	5
	Customer Satisfaction	Customer Survey Results (Five is the highest)	Note 1	4	5
Environmental Sustainability	Environmental Compliance	Violations Identified by Regulatory Agency De-Icing Material Discharge Frequency and Severity of Spills			
		SPDES violations	0	0	0
	DEC violations	0	0	0	
Noise	Noise Levels /Noise Complaints	26	24	20	

Albany County Airport Authority 2017 Operating Budget

Area of Measurement	Performance Measure	Performance Measure Component	2015 Final	2016 Projected	2017 Budget
People	Employee Satisfaction	Employee Turnover	27.0%	16.0%	15.0%
		AFCO AvPorts	25.0%	27.0%	6.0%
		Million Air FBO	6.4%	0%	0%
	Albany County Airport Authority				
Workforce Diversity	Minority Representation in Workforce	16.7%	14.0%	14.0%	
	AFCO AvPorts	16.7%	29.4%	29.4%	
	Million Air FBO	4.3%	4.3%	4.3%	
Albany County Airport Authority					

* EPAX is enplaned passenger

Note 1. An Insufficient number of customer satisfaction surveys were conducted in 2015 to report on this performance measure.

2017 Organizational Strategic Goals

Strategy	Goal	2017 Key Initiatives	2017 Result
Ensure long term financial security	Provide the Albany International Airport with the financial resources to meet operational needs and meet all debt service obligations	Maintain appropriate financial reserves	<ul style="list-style-type: none"> Maintain 125% debt service coverage of net revenues Maintain its A-/A3 Bond rating from Fitch and Moody's Maintain a minimum two-month operating reserve
		Enforce cost saving measures – Improve purchasing processes, assess and identify savings at service levels and cost/benefit analysis	<ul style="list-style-type: none"> Implement cost saving plans Identify savings
		Increase non-aeronautical revenue	<ul style="list-style-type: none"> Identify new revenue streams Generate new businesses at the Airport
Promote customer service	Ensure Albany International Airport provides world-class customer service	Promote Albany International Airport to international and domestic airlines to increase air service	<ul style="list-style-type: none"> Increase international flights Increase domestic flights
		Evaluate customer service needs based on changing demographics of the traveling public	<ul style="list-style-type: none"> Increase concession revenues Increase passenger activity
		Review roles and responsibilities for customer service between airlines and other Airport businesses	<ul style="list-style-type: none"> Identify service responsibilities Increase customer service

Albany County Airport Authority 2017 Operating Budget

Strategy	Goal	2017 Key Initiatives	2017 Result
<p>Strengthen relationships</p>	<p>Strengthen Albany International Airport's effectiveness through interdepartmental relationships and alliances with regional businesses, public agencies, governmental units, and airlines</p>	<p>Encourage internal teamwork</p>	<ul style="list-style-type: none"> • Improve effectiveness through cross department communications, coordination and sharing of resources
		<p>Strengthen partnerships with Federal and State agencies</p>	<ul style="list-style-type: none"> • Improve communications and integration of efforts with Federal and State agencies
		<p>Strengthen partnerships with the regional business communities</p>	<ul style="list-style-type: none"> • Improve coordination efforts between Albany International Airport and the regional business communities
		<p>Build public support for Albany International Airport policies and initiatives through proactive communication and public relations outreach activities</p>	<ul style="list-style-type: none"> • Improve communications of Albany International Airport's policies and programs • Increase support for Albany International Airport's positions and activities
<p>Utilize employee experience and knowledge to adjust to changing business needs</p>	<p>Ensure Albany International Airport acquires/sustains people with the ability, experience and knowledge to fulfill its mission</p>	<p>Ensure employee wages and benefits remain competitive</p>	<ul style="list-style-type: none"> • Ensure Airport is competitive in the marketplace and able to attract and retain quality talent
		<p>Expand employee training programs</p>	<ul style="list-style-type: none"> • Enhance employee knowledge and skill development in every department
		<p>Design and integrate leadership development process</p>	<ul style="list-style-type: none"> • Leadership that supports organizational goals • Preserve organizational knowledge
<p>Utilize new technology</p>	<p>Improve performance, increase productivity and deliver cost effective services</p>	<p>Establish strategic investments in new equipment and technology based on current industry standards</p>	<ul style="list-style-type: none"> • Upgrade equipment and electronic technology that improves productivity
		<p>Evolve server equipment to virtual server technology</p>	<ul style="list-style-type: none"> • Lower energy maintenance, hardware and disaster recovery costs • Greater efficiency and productivity • Lower capital and operational technology costs
		<p>Distribute software updates, patches and new programs electronically</p>	<ul style="list-style-type: none"> • Complete updates and installations • Produce greater productivity
		<p>Evaluate common use systems and support services at Albany International Airport</p>	<ul style="list-style-type: none"> • Common use systems upgraded

BUDGET PROCESS The Authority operates on a January 1st through December 31st fiscal year. For administration purposes, an annual operating budget is prepared following the rates and charges methodology included in the five-year Airline's Use and Lease Agreement which became effective January 1, 2011. The Authority charges signatory landing fees and terminal rental rates to carriers who executed the Agreement and non-signatory landing fees and terminal rental rates, which are 125% higher than signatory rates, to those who have not. The Agreement also provides a revenue sharing mechanism by which the passenger signatory airlines receive a percentage of the net revenues remaining (as defined in the agreement). This calculation is set forth in Section 10 of this budget document. The Authority's share of any funds remaining may be used to fund the Authority's share of any project or any activity that does not affect the Airline's rates and charges.

The budget is generally prepared on the accrual basis but differs from generally accepted accounting principles in that certain expenditures are reported on a cash basis. These include the principal portion of long-term debt obligations, the local share for certain capital projects, and the lack of depreciation expense. All other major revenues and expenses are budgeted for on the accrual basis. The Authority has adopted this budgetary basis of accounting to facilitate calculations for rates and charges billed to the airlines. There are fourteen cost centers in the Airline Use and Lease Agreement.

Below is a schedule showing the target dates for the formation of the budget document to the adoption of the budget:

June
➤ Finance Department provides worksheets for Million Air and AvPorts to calculate payroll and benefits and to enter Full Time Employment (FTE) positions
➤ Finance Department provides tables to Million Air, AvPorts, and Albany County Airport Authority to create new goals and objectives, actions to achieve the goals, and results to be achieved for current year and to state the results for budget year goals and objectives
July
➤ Finance Department projects revenues and expenditures
➤ Finance Department provides worksheets for Million Air, AvPorts, and Albany County Airport Authority to adjust budget projections
➤ Hold coordination meeting with Million Air and AvPorts
➤ Meetings scheduled with department heads and managers for each cost center
➤ Meetings held with department heads and managers
➤ Million Air's and AvPorts' work sheets for payroll and benefits completed
➤ ACAA payroll and benefits completed
➤ Cost Center's goals and objectives and performance measurements completed
➤ Work sheets for expenditures for Budget for Million Air, AvPorts, and ACAA completed
➤ Finance Department due diligence review
August
➤ Finance Department due diligence review and updating budget
September
➤ Final revisions received for budget
➤ Debt section completed by Finance Department
➤ Overview completed
➤ Revenue completed
➤ MA Expense completed
➤ ACAA Expense completed
➤ AvPorts Expense completed
➤ Expense Summary completed

➤ Budget Summary completed
➤ Transmittal Letter completed
➤ Capital section completed by Finance Department
➤ Airline Rates and Charges developed
➤ Budget printed and assembled
➤ Budget distributed for review to the board members, airlines and ACAA
October – November
➤ Budget reviewed by ACAA and Airlines
➤ Finance Department due diligence review
➤ Final changes made and summary of changes distributed to Finance Committee for approval
➤ Finance Committee budget review
➤ Finalize Budget
➤ Final budget distributed to ACAA Board Members
December
➤ Budget adopted

SUMMARY OF FINANCIAL POLICIES

Guidelines

The budget process and format shall be performance based and focused on goals, objectives and performance indicators.

The budget will provide adequate funding for operating and maintenance of the Airport buildings and property, and replacement of capital equipment, construction, reconstruction and development at the Airport.

Balanced Budget

The budget should be balanced with current revenues equal to or greater than current expenditures.

Strategies to accomplish this balance include cost efficiencies, personnel efficiencies, increasing or implementing fees to match program expenses, fund balance usage (if available), and service reduction (if needed).

Budget Amendments

The adopted budget represents a business plan covering all Airport operations for the upcoming year.

If the plan needs to be significantly modified during the year, the proposed revisions to the plan, together with their financial impact on either revenues or expenses, are presented to the Authority Board for review and approval.

No amendments have been enacted during the year 2016.

Budget Monitoring

The independent monitoring of the budget continues throughout the Fiscal Year for management control purposes.

Operating statements comparing actual financial results to budgets are reported monthly by the Chief Financial Officer and distributed to Board members, senior management and all key employees. Quarterly and annual financial reports are posted on the Authority's web-site – www.albanyairport.com.

Performance Measurements

Performance measurements are developed based on program objectives that tie to the Airport's vision, mission, and values.

Performance measurements measure program results or accomplishments to provide good comparisons over time.

Performance measurements measure efficiency and effectiveness is reliable, verifiable, and understandable.

Performance measurements are monitored and used in decision-making processes.

Planning

The Authority will develop a five-year capital plan every five years commencing September 1, 1995. Each five-year plan must be approved by the Albany County Legislature.

The five-year plan will include estimated operating costs and revenues for future capital improvements.

Capital Improvement Policies

Capital projects that will be made during the current budget year should be detailed by project and type of work.

Progress projections for the five-year capital plan will be updated on a yearly basis.

The Authority will identify the estimated costs and potential funding sources for each capital project proposal.

The Authority will determine the least costly financing method for all new projects.

The Authority will maintain all its assets at a level adequate to protect the Airport's capital interest and minimize future maintenance and replacement costs.

Debt Policy

The Authority will manage its current and future debt service requirement to be in compliance with all bond covenants.

The Authority will confine long-term borrowing to capital improvements or projects that cannot be financed from current revenues.

The Authority will maintain communications with bond rating agencies regarding its financial condition and will follow a policy of full disclosure.

The Authority, when applicable, will determine if the financial market place will afford the opportunity to refund an issue and lessen its debt service costs.

The Authority shall attempt to limit total debt outstanding to no more than \$100 per enplanement.

The Authority will not go over its legal debt limit of \$285 million.

The Authority will comply with its Derivative Policy which limits the use of derivative financial products to capital financing.

The Authority will comply with its Variable Rate Debt Policy which limits the use of net permanent

variable rate debt to twenty percent of total debt outstanding.

Revenue Policy

The Authority will estimate and project its annual revenues by an objective, analytical process, as practical on a yearly basis.

The Authority will maintain a diversified and stable revenue system to shelter it from unforeseeable short-run fluctuations in any one-revenue source.

The Authority will maintain sufficient revenues to pay all expenditures incurred for the operations and maintenance at the Airport.

Rates and Charges

The Authority and the airlines have negotiated a Use and Lease Agreement that became effective January 1, 2016 establishes how the airlines that signed the agreement will be assessed annual rates and charges for their use of the Airport. Rates and charges are established annually. The calculation thereof is set forth in this document (section 10). The agreement is effective through December 31, 2020 with an option to renew for an additional five years.

Compliance with Master Bond Resolution

The Authority has established the following funds and accounts as required by the Master Resolution and illustrated in table on page 8-9, and has set the policy on fund balance as follows:

- Revenue Fund, holding revenues collected by the Authority and applying revenues as required by the Master Resolution. Our policy is to keep only necessary amount for working capital. O&M Fund, holding anticipated O&M expenses. Extra unused funds are applied to the accounts below;
- O&M Reserve, holding reserve for O&M expenses, equaling two months of O&M expenses as required by the Master Resolution;
- Bond Fund, including only principal and interest to be paid in the next payment dates
- Bond Reserve Fund, including only amounts required by the Master Resolution;
- Renewal and Replacement Fund. The Authority's policy is to keep a minimum balance of \$500,000 in this account:
- Airport Development Fund, holding retained earnings of the Authority. The Authority's policy is to use this fund to build additional liquidity or avoid capital borrowing.
- Capital Construction Fund to hold funds for Capital Project expense.

In addition, the Authority has the following funds and accounts:

- PFC account, holding all Passenger Facility Charge revenues collected by the Authority, to be used for future rates and charges or pay-as-you-go projects. The Authority reviews airlines rates and charges annually to determine the fund balance;
- Concession Area Improvement funds collected by the Authority for improvement to concession areas if needed at the Authority's discretion; and
- Air Service Development escrow account for Small Community Air Service Development matching contributions collected until needed for grant eligible expenditures.

Investment Policies

The investment of Authority funds is governed by provisions of its enabling legislation and by an Investment Policy adopted by the Authority March 23, 2015. Any bank or trust company with a full service office in the County of Albany is authorized for deposit of monies.

Monies not needed for immediate expenditure may be invested in (1) United States Treasury obligations, (2) obligations backed by the United States Government full faith and credit, (3) Obligations of New York State, (4) obligations of any other state provided it has received the

highest rating by one independent rating agency designated by the State Comptroller, (5) certificates of deposit fully collateralized from a bank or trust company in New York State, (6) repurchase agreements using United States Treasury obligations with maturities of seven years or less. Investments are stated at cost or amortized cost if maturity at time of purchase is less than 1 year and fair value if greater than 1 year.

ECONOMIC INFORMATION

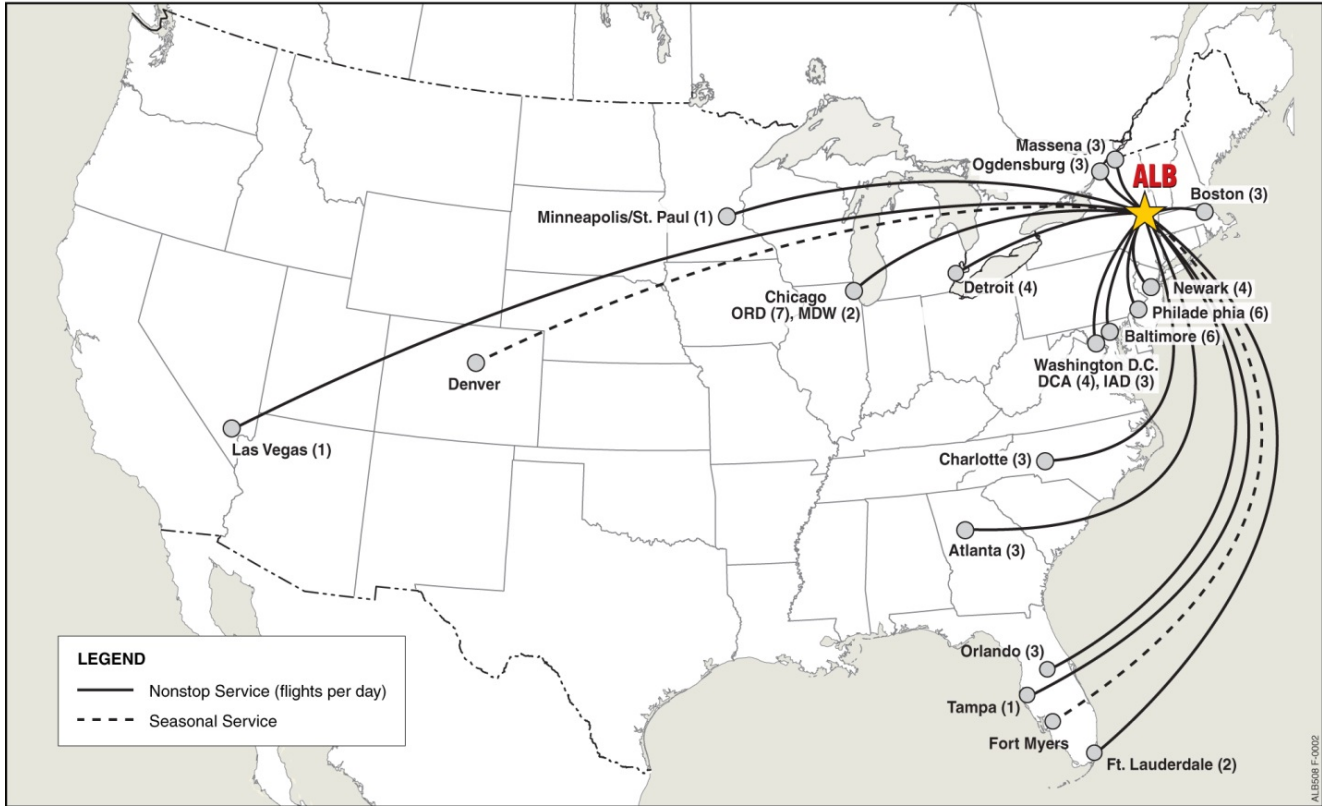
Albany International Airport - The Airport began operation in 1928 as the nation's first municipal airport. Albany International Airport is located on 1,157 acres of land in the Town of Colonie. The Airport is located seven miles northwest of downtown Albany, New York which is the capital of the State of New York. Also, the Airport is strategically located at the center of New York's growing Capital District and represents the heart of prospering Hudson Valley Corridor known as "Tech Valley", a region that stretches from the Canadian border near Montreal to just north of New York City. Tech Valley offers rewarding career and business prospects, world-class educational and research facilities, vibrant arts and entertainment scene, and exhilarating, year round outdoor pursuits. The Airport is accessible to several major interstate and state highways.

The Albany International Airport is defined by the Federal Aviation Administration (FAA) as a small hub airport, which is an airport that handles 0.05 percent to 0.249% of the total enplaned passengers by nationwide. In 2014, Albany International Airport was ranked the 86th largest domestic passenger airport in the United States, 145th for total aircraft operations, and 100th in the all-cargo data according to Airports Council International-North America.

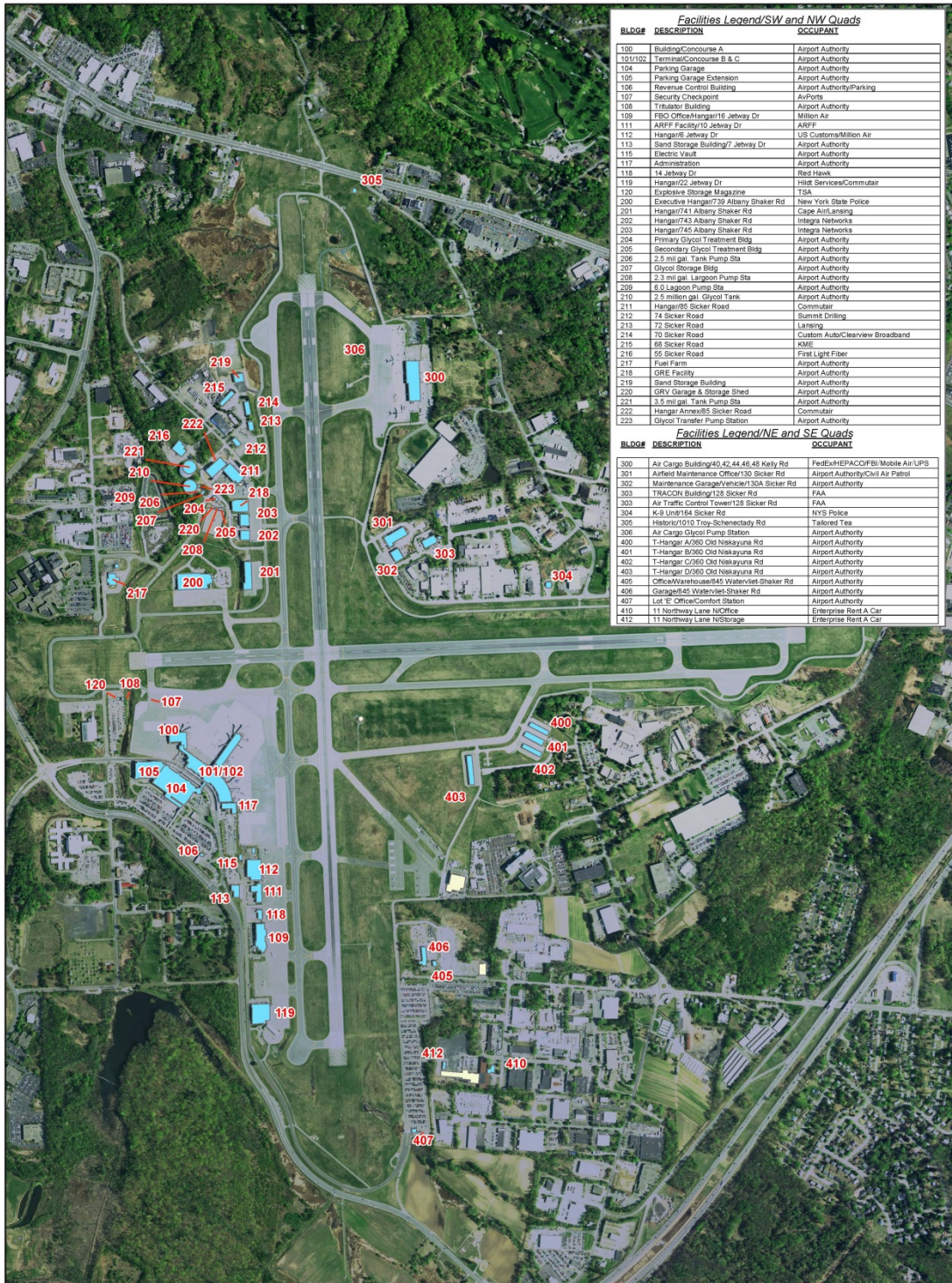


The Airport's primary air trade area is generally defined as the area within a 60-mile to 70-mile radius of the Airport. This geographical area encompasses 11 counties in New York, Berkshire County in Massachusetts, and Bennington County in Vermont. The Airport's secondary air trade area is defined as being within 90 minutes of driving time to the Airport which includes an additional seven counties in New York, three counties in Massachusetts, four counties in Vermont and Litchfield County in Connecticut.

Nonstop Scheduled Passenger Service Albany International Airport March 11, 2016





Albany International Airport Property Inventory




BLDG#	DESCRIPTION	OCCUPANT
100	Building/Concourse A	Airport Authority
101/102	Terminal/Concourse B & C	Airport Authority
104	Parking Garage	Airport Authority
105	Parking Garage Extension	Airport Authority
106	Revenue Control Building	Airport Authority/Parking
107	Security Checkpoint	Airport
108	Truaxlor Building	Airport Authority
109	FBO Office/Hangar16 Jetway Dr	Millon Air
111	ARFF Facility12 Jetway Dr	ARFF
112	Hangar68 Jetway Dr	US Customs/Millon Air
113	Sand Storage Building7 Jetway Dr	Airport Authority
115	Electric Vault	Airport Authority
117	Administration	Airport Authority
118	14 Jetway Dr	Red Hawk
119	Hangar22 Jetway Dr	Hilti Services/Communtar
120	Explosive Storage Magazine	TSA
200	Executive Hangar739 Albany Shaker Rd	New York State Police
201	Hangar741 Albany Shaker Rd	Cape Air/arming
202	Hangar743 Albany Shaker Rd	Integra Networks
203	Hangar745 Albany Shaker Rd	Integra Networks
204	Primary Glycol Treatment Bldg	Airport Authority
205	Secondary Glycol Treatment Bldg	Airport Authority
206	2.5 mil gal. Tank Pump Sta	Airport Authority
207	Glycol Storage Bldg	Airport Authority
208	2.5 mil gal. Lagoon Pump Sta	Airport Authority
209	6.0 Lagoon Pump Sta	Airport Authority
210	2.5 million gal. Glycol Tank	Airport Authority
211	Hangar65 Sicker Road	Communtar
212	74 Sicker Road	Summit Drilling
213	72 Sicker Road	Lanning
214	70 Sicker Road	Custom Auto/Clearview Broadband
215	68 Sicker Road	KME
216	65 Sicker Road	First Light Fiber
217	Fuel Farm	Airport Authority
218	GRE Facility	Airport Authority
219	Sand Storage Building	Airport Authority
220	GRY Garage & Storage Shed	Airport Authority
221	3.5 mil gal. Tank Pump Sta	Airport Authority
222	Hangar Annex65 Sicker Road	Communtar
223	Glycol Transfer Pump Station	Airport Authority

BLDG#	DESCRIPTION	OCCUPANT
300	Air Cargo Building45 42 44 46 48 Kelly Rd	FedEx/HPAC/CFBI/Mobile Air/LIPS
301	Airfield Maintenance Office/130 Sicker Rd	Airport Authority/Civil Air Patrol
302	Maintenance Garage/Vehicle/130A Sicker Rd	Airport Authority
303	TRACON Building128 Sicker Rd	FAA
303	Air Traffic Control Tower/128 Sicker Rd	FAA
304	K-8 Unit#64 Sicker Rd	NYS Police
305	Historic/1010 Troy Schenectady Rd	Talored Tea
306	Air Cargo Glycol Pump Station	Airport Authority
400	T-Hanger A/360 Old Niskayuna Rd	Airport Authority
401	T-Hanger B/360 Old Niskayuna Rd	Airport Authority
402	T-Hanger C/360 Old Niskayuna Rd	Airport Authority
403	T-Hanger D/360 Old Niskayuna Rd	Airport Authority
405	Office/Warehouse#45 Watervliet Shaker Rd	Airport Authority
406	Garage#45 Watervliet Shaker Rd	Airport Authority
407	Lot 'E' Office/Commut Station	Airport Authority
410	11 Northway Lane N/Office	Enterprise Rent A Car
412	11 Northway Lane N/Storage	Enterprise Rent A Car

Albany County Airport Authority Owned Property/As of Apr 6, 2016



C.T. MALE ASSOCIATES
Engineering, Surveying, and Planning & Construction Architecture, P.C.
86 CENTURY HILL DRIVE, LATHAM, NEW YORK 12110
(518) 798-7400 FAX (518) 798-7209 WWW.CTMALE.COM
Architectural, Building Systems Engineering, Civil Engineering,
Environmental Services, Geographic Information Services (GIS),
Land Development, Land Reclamation

Scale: 1 inch = 1,000 feet

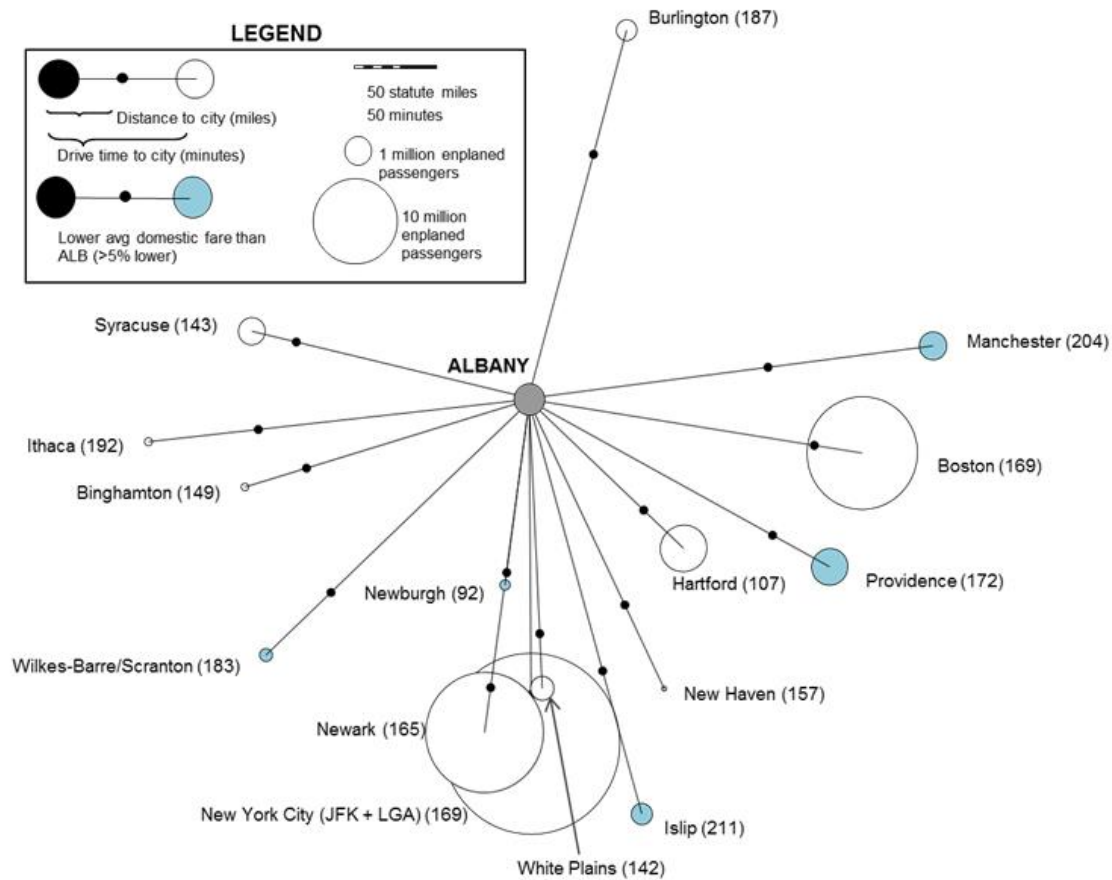
Project Number: 08.8026
Data Source: AIA GIS
Projection: NYS Plane, NAD83, East, Feet
Image: NAIP/2015/ 0.5 meter Color

File: S:\NYE2016_Data\ArcGIS_Projects\Bawf\Property_Inventory_01tho_340816.mxd

Location Analysis, Albany (first quarter 2016)

This graph shows the Albany International Airport (the “Airport”) in relation to selected commercial airports.

The geographic distance from the Airport to a selected airport is represented by a solid dot and the driving time required is represented by a circle at the line end, indicated as in Burlington (187). A shaded circle (Manchester, Providence, New Haven, Islip, Newburgh, and Wilkes-Barre/Scranton in this case) indicates that the average domestic outbound O&D fare at the selected airport is more than 5% lower than that of the Airport. Average fare levels may not be directly comparable depending on factors such as average trip distance, which can vary significantly. (Longer trip distance will more likely lead to higher fare level but lower yield per mile.) Additionally, average fares do not include ancillary charges, such as bag check fees, and therefore increasingly understate the true cost of air travel. The details are provided in the table below.



Sources: U.S. DOT, *Air Passenger Origin-Destination Survey*, reconciled to Schedules T100 and 298C T1 for average 1Q2015 fare data; U.S. DOT, Schedule T100 for enplaned passengers for the 12 months ended February 28, 2015.

Note: Fare data used in this analysis are preliminary and are subject to change.

Prepared by LeighFisher, August 28, 2015

**Average Fare Comparison of Selected Commercial Airports
to Albany International Airport**
(for the 3 months ended March 31, 2016; sorted by average fare)

Airport	Domestic Outbound O&D				Average Fare Comparison				
	Revenues ¹	Passengers	Average One-Way Fare ¹	Yield (cpm)	Avg. Trip Distance	Differential %	Lower (>5%)	Equivalent (+/- 5%)	Higher (>5%)
Albany	\$54,824,171	298,857	\$183.45	14.4	1,301	-	-	-	-
Burlington	24,081,036	118,608	203.03	16.3	1,283	10.7%	-	-	X
Syracuse	40,409,891	201,113	200.93	17.2	1,246	9.5	-	-	X
White Plains	33,920,279	172,047	197.16	18.8	1,044	7.5	-	-	X
Binghamton	3,530,229	18,103	195.01	17.6	1,353	6.3	-	-	X
Ithaca	4,613,535	23,952	192.62	18.2	1,408	5.0	-	X	-
New York	1,392,910,178	7,246,055	192.23	14.2	1,352	4.8	-	X	-
<i>Newark</i>	<i>472,921,830</i>	<i>2,210,226</i>	<i>213.97</i>	<i>15.2</i>	<i>1,405</i>	<i>16.6</i>	-	-	X
<i>Kennedy</i>	<i>478,293,921</i>	<i>2,338,034</i>	<i>204.57</i>	<i>12.3</i>	<i>1,692</i>	<i>11.5</i>	-	-	X
<i>LaGuardia</i>	<i>441,694,428</i>	<i>2,697,795</i>	<i>163.72</i>	<i>16.3</i>	<i>1,015</i>	<i>-10.8</i>	X	-	-
Hartford	117,181,927	623,133	188.05	14.9	1,282	2.5	-	X	-
Boston	498,807,483	2,751,718	181.27	13.6	1,335	-1.2	-	X	-
Manchester	36,170,921	210,574	171.77	14.5	1,192	-6.4	X	-	-
Providence	61,332,314	370,098	165.72	14.0	1,181	-9.7	X	-	-
Wilkes-Barre/Scranton	9,857,173	60,264	163.57	15.8	1,242	-10.8	X	-	-
Newburgh	5,431,667	37,176	146.11	15.3	1,162	-20.4	X	-	-
New Haven	1,781,083	12,315	144.63	21.6	1,159	-21.2	X	-	-
Islip	19,385,447	139,233	139.23	14.2	1,010	-24.1	X	-	-

Source: U.S. DOT, Air Passenger Origin-Destination Survey, reconciled to Schedule T100.

Note: 1. Revenues and average one-way fares shown here are net of all taxes, fees, and PFCs and exclude ancillary fees charged by the airlines.

Albany County Airport Authority 2017 Operating Budget

**Albany International Airport
Population in the Air Trade Area**

	2014	2010	2010 vs. 2000	2000	2000 vs. 1990	1990
<u>PRIMARY TRADE AREA</u>						
State of New York						
Albany County	308,171	304,204	3.3%	294,565	0.7%	292,594
Columbia County	62,122	63,096	0.0%	63,094	0.2%	62,982
Fulton County	54,105	55,531	0.8%	55,073	1.6%	54,191
Greene County	47,967	49,221	2.1%	48,195	7.7%	44,739
Montgomery County	49,779	50,219	1.0%	49,708	-4.4%	51,981
Rensselaer County	159,774	159,429	4.5%	152,538	-1.2%	154,429
Saratoga County	224,921	219,607	9.5%	200,635	10.7%	181,276
Schenectady County	155,735	154,727	5.6%	146,555	-1.8%	149,285
Schoharie County	31,566	32,749	3.7%	31,582	-0.9%	31,859
Warren County	64,973	65,707	3.8%	63,303	6.9%	59,209
Washington County	62,372	63,216	3.6%	61,042	2.9%	59,330
State of Massachusetts						
Berkshire County	128,715	131,219	-2.8%	134,953	-3.2%	139,352
State of Vermont						
Bennington County	36,445	37,125	0.4%	36,994	3.2%	35,845
PRIMARY TRADE AREA	1,386,645	1,386,050	3.6%	1,338,237	1.6%	1,317,072
<u>SECONDARY TRADE AREA</u>						
State of New York						
Delaware County	46,581	47,980	-0.2%	48,055	1.8%	47,225
Dutchess County	296,579	297,488	6.2%	280,150	8.0%	259,462
Essex County	38,679	39,370	1.3%	38,851	4.6%	37,152
Hamilton County	4,715	4,836	-10.1%	5,379	1.9%	5,279
Herkimer County	63,744	64,519	0.1%	64,427	-2.1%	65,797
Otsego County	61,128	62,259	0.9%	61,676	1.9%	60,517
Ulster County	180,445	182,493	2.7%	177,749	7.5%	165,304
State of Connecticut						
Litchfield County	184,993	189,927	4.2%	182,193	4.7%	174,092
State of Massachusetts						
Franklin County	70,862	71,372	-0.2%	71,535	2.1%	70,092
Hampden County	468,161	463,490	1.6%	456,228	0.0%	456,310
Hampshire County	160,939	158,080	3.8%	152,251	3.9%	146,568
State of Vermont						
Addison County	37,009	36,821	2.4%	35,974	9.2%	32,953
Rutland County	60,086	61,642	-2.8%	63,400	2.0%	62,142
Windham County	43,714	44,513	0.7%	44,216	6.3%	41,588
Windsor County	56,014	56,670	-1.3%	57,418	6.2%	54,055
SECONDARY TRADE AREA	1,773,649	1,781,460	2.4%	1,739,502	3.6%	1,678,536
TOTAL PRIMARY AND SECONDARY TRADE AREA POPULATION	3,160,294	3,167,510	2.9%	3,077,739	2.7%	2,995,608
State of New York	19,651,127	19,378,102	2.1%	18,976,457	5.5%	17,990,455
United States	316,128,839	308,745,538	9.4%	282,171,936	13.5%	248,709,873

Sources: U.S. Department of Commerce, Bureau of the Census

Albany, the Heart of Tech Valley - Since 2008 the nanotechnology complex has doubled its size and nearly 50 new start-up companies have been launched at the complex. An August 2011 Wall Street Journal article proclaimed “the Capital of New York is a big player in the field that deals with small things – nanotechnology.” Albany has become a hub for nanotechnology.



When leaders of the world's semiconductor industry selected the site for International SEMATECH North, the research and development center for creating the next wave of super-fast computer chips, it is not surprising that Albany was its choice. SEMATECH continues to grow here, recently relocating its headquarters from Austin, Texas, to Albany.

Global Foundries, one of the world's largest semiconductor manufacturers, opened a \$4.6 billion facility in nearby Malta in 2012 and announced a \$2.3 billion expansion also in 2012.

General Electric is building a new battery manufacturing plant in Schenectady. The batteries will be used in new hybrid technology. General Electric also recently dedicated its Renewable Energy Wind Power Global Headquarters in Schenectady.

On September 27, 2011 a new investment of \$4.8 billion by IBM and Intel Corporation was announced for the Albany-based nanocollege that will be the new home of research for the 450 millimeter computer wafer chip. Because Albany is the location for the research center for the worlds next computer chip it becomes increasingly likely that a 450 millimeter computer wafer chip will also be located in New York.

These kinds of business come to Tech Valley – after considering locations around the world – because of the region's excellence in higher education (led by the University at Albany and Rensselaer Polytechnic Institute) producing cutting-edge research and a talented workforce; business-friendly state and local governments; an appealing quality of life; modern air, rail and highway transportation systems, and proximity to New York City, Boston and Montreal. With more than \$16 billion in investments that have been recently completed, in progress or announced, the Tech Valley region is being transformed into a center of research and advanced technology.

New York's Tech Valley is home to world-class summer and winter vacation and recreation attractions that draw individuals and families from across the nation and around the globe. The Adirondack Mountains, the Berkshires, Saratoga Springs, the upper Catskills, Lake George, southern Vermont, the upper Hudson Valley, and the Mohawk corridor all offer a cornucopia of entertainment and recreation venues including the Baseball Hall of Fame in Cooperstown, the Lake Placid Olympic Village and the thoroughbreds at Saratoga Race Track, home of former Kentucky Derby winner, Funny Cide.



Recent National Recognition of Albany

In 2010 Forbes Magazine Ranked Albany the 9th best place to raise a family in America based upon cost of living, crime rate, commuting, household income, home ownership, home owner costs, and education.

In 2010 Forbes ranked Albany 15th among America's most innovative cities based upon tech and science jobs, creative jobs, patent awards per capita and venture investment per capita.

In 2010 Forbes ranked the Albany-Schenectady-Troy Metro Area as the 30th best bang for your buck cities based upon housing affordability, travel time, real estate taxes, unemployment rank, vacancy rates, job forecast, home price, and foreclosure forecast.

In 2010 the American Institute of Economic Research names Albany the 14th best city for College Students based upon twelve criteria that included percentage of all students holding foreign passports, research capacity, academic R&D expenditures per capita, earning potential, income per capita, entrepreneurial activity, net annual increase in total number of business establishments per 100,000 residents, year-over-year ratio of college-educated population living in the area, unemployment rate.

In its 2010 Best-Performing Cities Index, the Milken Institute ranked Albany as the 41st best-performing city (the 79th percentile) among the 200 largest metropolitan statistical areas in the United States for job, wage and salary growth and high-tech domestic product growth between 2006 and 2010.

A July 2011 report by the Brookings Institution found the Capital Region had the largest percentage of its work force involved in green technology in the United States at 6.3% of its total

Albany County Airport Authority 2017 Operating Budget

workforce. Albany is one on only four metropolitan areas contributing more than \$1 billion annually from green technology industries.

Students Enrolled in Colleges and Universities in the Albany Area 2015 Fall Semester

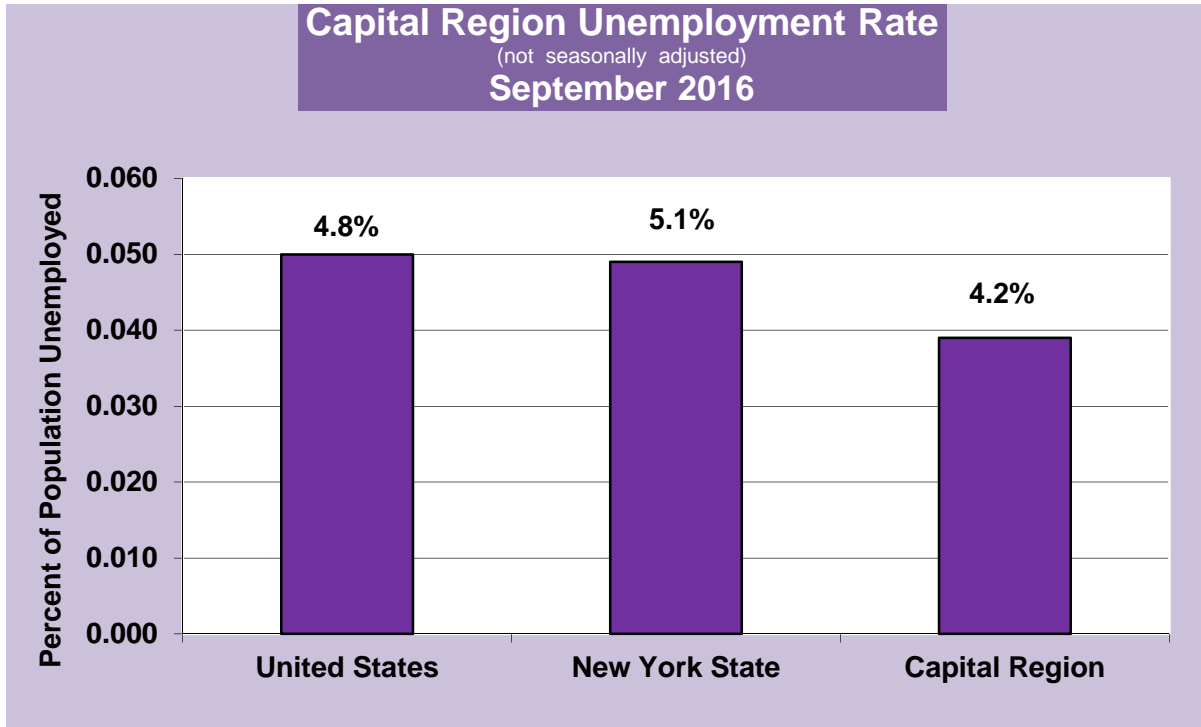
Name	County	Public/Private	Enrollment
State University of New York at Albany	Albany	Public	17,178
Hudson Valley Comm. College	Rensselaer	Public	11,833
Rensselaer Polytechnic Institute	Rensselaer	Private	7,113
Schenectady Comm. College	Schenectady	Public	6,076
College Of Saint Rose	Albany	Private	4,411
Adirondack Comm. College	Warren	Public	3,993
Siena College	Albany	Private	3,179
SUNY Polytechnic Institute	Albany	Public	3,060
The Sage Colleges	Rensselaer	Private	2,897
Fulton-Montgomery Comm. College	Fulton-Montgomery	Public	2,551
Skidmore College	Saratoga	Private	2,491
Cobleskill	Schoharie	Public	2,446
Union College	Schenectady	Private	2,269
Columbia-Greene Comm. College	Columbia-Greene	Public	1,782
Empire Educartion Corp.	Albany	Private	1,702
Empire State College	Albany	Public	1,488
Albany College Of Pharmacy	Albany	Private	1,482
Excelsior College	Albany	Private	1,142
Albany Medical College	Albany	Private	822
Southern Vermont College	Bennington, VT	Public	475
Bryant & Stratton Business Institute	Albany	Private	448
Clarkson University	Albany	Private	442
Albany Law School	Albany	Private	415

Source: Albany Business Review, Book of Lists

Private-Sector Employers in the Capital Region as of July 2015

Rank	Employer	Industry	Total Staffing
1	St. Peter's Health Care Services	Health Care	12,130
2	Albany Medical Center	Health Care	8,652
3	Golub Corporation	Retail Grocery, Headquarters, and Dist. Center	8,208
4	General Electric Company	Energy, Research, Industrial	7,000
5	Hannaford Brothers	Retail Grocery	5,000
6	Ellis Medicine	Health Care	3,479
7	Stewart's Ice Cream Co., Inc.	Dairy Products	3,099
8	Bechtel Marine Propulsion Corp.	Research and development	3,000
9	Glens Falls Hospital	Health Care	2,736
10	Center for Disability Services	Health Care	2,651
11	Global Foundries	Semiconductor Manufacturing	2,400
12	Saratoga Hospital & Nursing Home	Health Care	2,187
13	Rensselaer Polytechnic Institute	Educational Services	1,968
14	St Mary's Hospital	Health Care	1,610
15	Empire Blue Cross/Blue Shield	Health Insurance	1,600
16	Northern Rivers Family Services Inc.	Health Care	1,250
17	National Grid	Electric and Gas Utility	1,100
18	Momentive Performance Materials Inc.	Specialty silicones and quartz products	1,000
19	KeyCorp	Banking/Financial services	905
20	M+W U.S. Inc. - A Company of the M	Global engineering, construction and project management	900
21	Regeneron Pharmaceuticals Inc.	Biopharmaceutical development	1,100
22	AngioDynamics Inc.	Designer/manufacture of medical devices	874
23	The College of Saint Rose	Educational Services	866
24	Union College	Educational Services	864
25	Nathan Littauer Hospital and Nursing	Health Care	800

Source: Albany Business Review

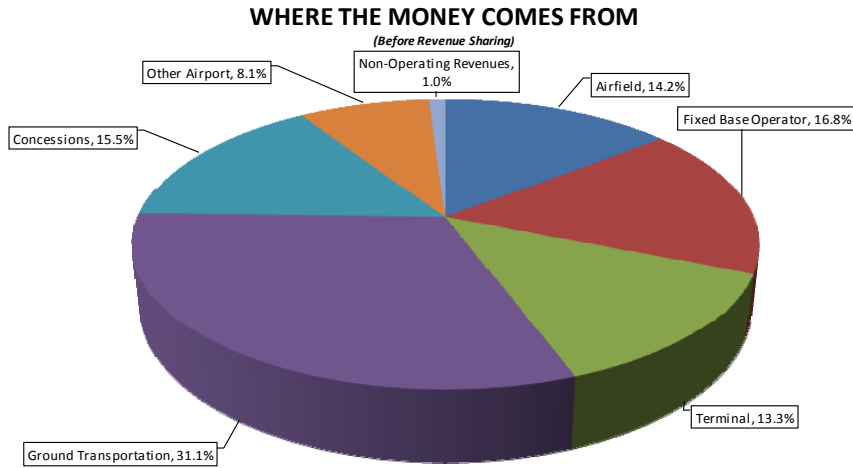


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3) REVENUES

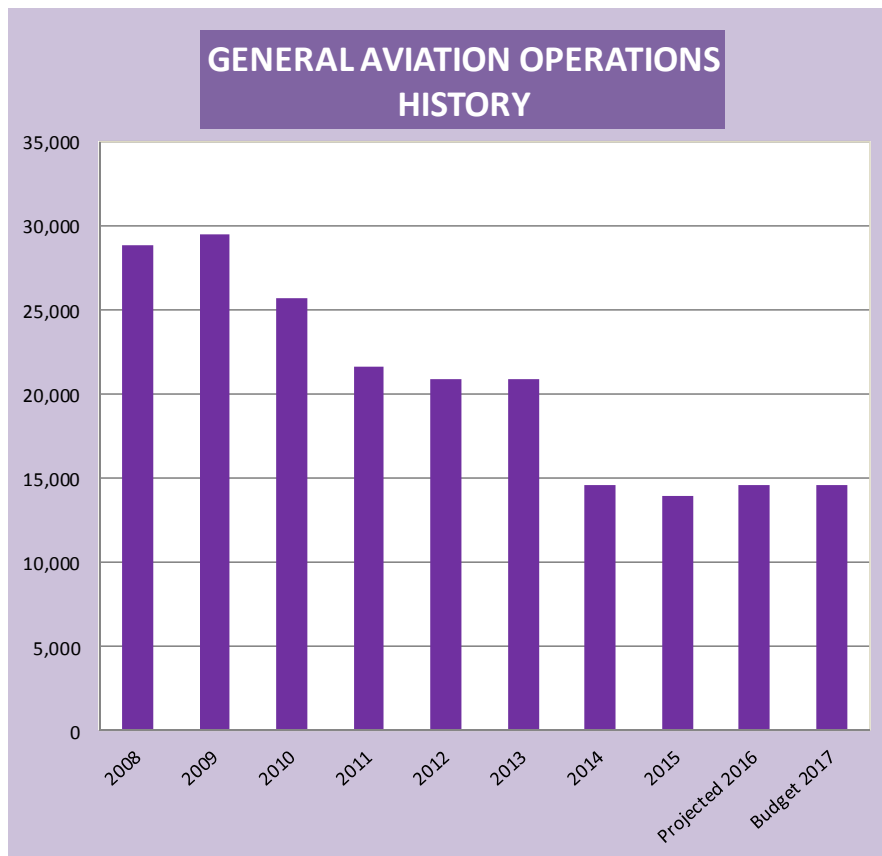
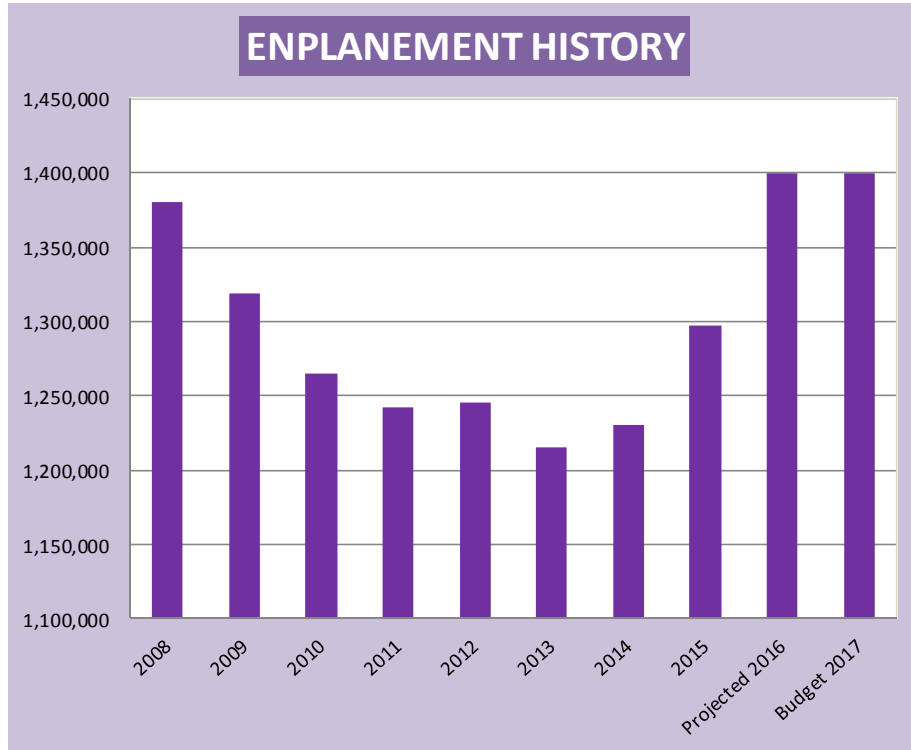
DESCRIPTION OF REVENUES

There are two types of revenues budgeted, operating and non-operating. Operating revenues are revenues generated through the daily operations of the Airport. Operating revenues are set forth in six categories; Airfield, Fixed Based Operator (FBO), Terminal, Ground Transportation, Concessions, and Other Airport. Non-operating revenues are generated from improvement charges and interest income.



Enplanements and general aviation operations are critical since certain major non-airline revenues are projected on a per enplanement basis or a per-general aviation operations basis. Revenue projections for these items are discussed in this section and may vary significantly with any variance in the projected statistics for enplanements or general aviation operations. It is estimated that enplanements for 2017 will be 1,400,000 which is in line with projected 2016 enplanements. It is estimated that general aviation operations for 2017 will be 14,589 which is in line with the projected 2016 operations.

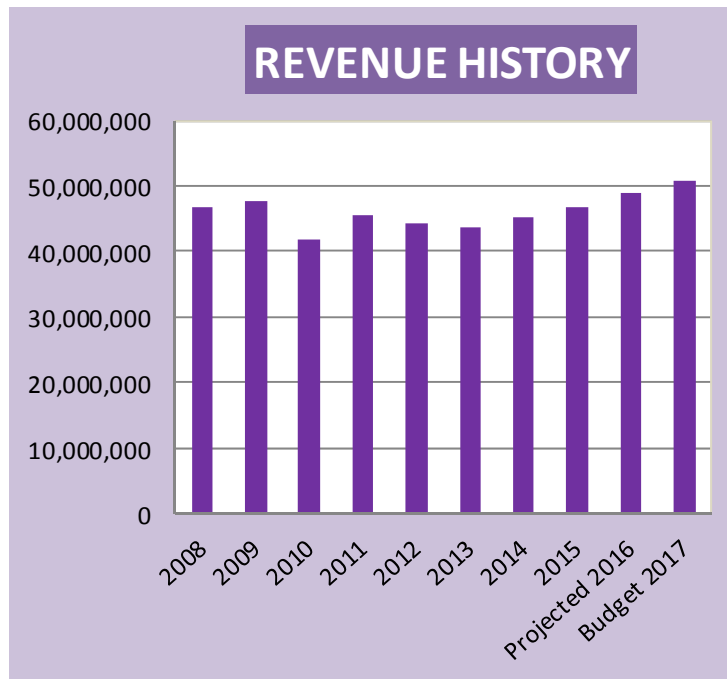
	Audited 2015	Budgeted 2016	Projected 2016	Budgeted 2017	% Inc./Dec)
Enplanements	1,297,749	1,400,000	1,400,000	1,400,000	0.0%
General Aviation Operations	13,950	13,398	14,589	14,589	0.0%



REVENUE SUMMARY

Total revenues for 2017 are budgeted at \$50,682,135 before revenue sharing which is 3.9% higher than the 2016 projected amount of \$48,790,158 before revenue sharing. Below is a revenue summary of audited 2015, budgeted 2016, projected 2016, and budgeted 2017 and a graph of historical operating revenues since 2008, along with 2016 projected revenues and 2017 budgeted revenues.

	Audit 2015	Budget 2016	Projected 2016	Budget 2017
Operating				
Airfield	\$ 7,000,494	\$ 7,247,252	\$ 6,384,047	\$ 7,219,654
Fixed Based Operations	8,570,119	8,807,351	7,967,496	8,531,940
Terminal	6,266,606	6,300,724	6,575,609	6,738,718
Ground Transportation	13,089,872	14,032,703	15,465,150	15,740,735
Concessions	7,268,718	8,208,052	7,754,789	7,836,858
Other Airport	3,850,200	3,909,946	4,043,984	4,110,948
	46,046,009	48,506,026	48,191,074	50,178,852
Non Operating				
Interest Income	20,739	10,784	10,784	10,784
TSA (LEO) Reimbursement	292,000	292,000	219,900	124,100
Improvement Charges	368,400	368,400	368,400	368,400
	681,139	671,184	599,084	503,284
Total Revenues Before Revenue Sharing	\$ 46,727,148	\$ 49,177,210	\$ 48,790,158	\$ 50,682,135



Landing fees, apron fees, terminal rental rates, and loading bridge fees are determined by a formula contained in the Airline Use and Lease Agreement. The formula takes into consideration the revenues and expenses as proposed in the budget. A residual cost calculation is used to calculate rates for landing fees, apron fees and loading bridge fees and a commercial rental methodology for calculating terminal rental rate. The agreement also includes a 50/50 revenue sharing formula with the airlines based on all revenues less expenses of the Airport.

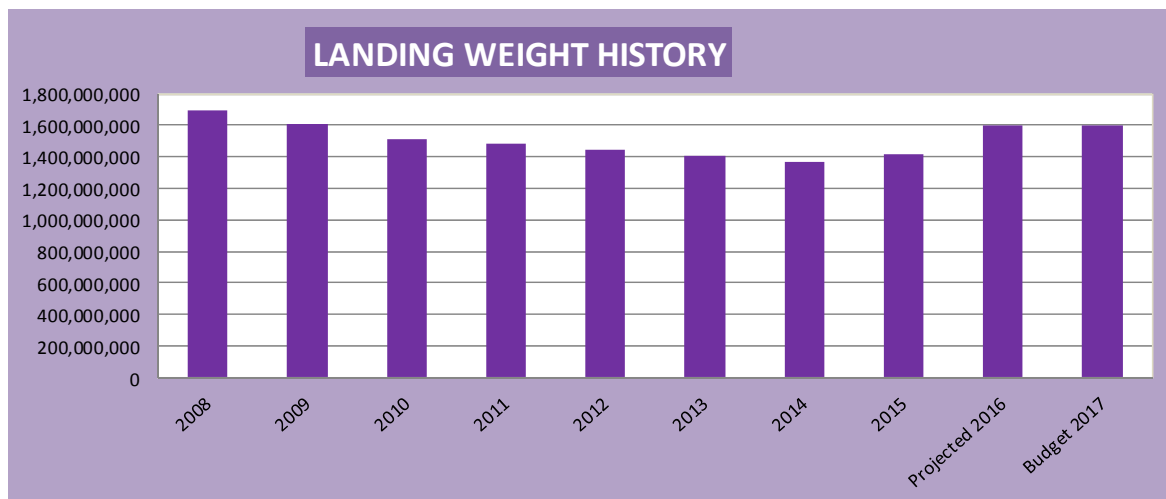
The Authority's assumption of the management of the FBO operations in October 2005 generates revenues from Jet-A fuel sales; AvGas fuel sales, auto gas sales, diesel fuel sales, into-plane, fuel farm, deicing, properties, and customer service. Ground transportation is projecting a slight increase due to promotional specials for parking at the Airport. Concessions have contributed to the increase in revenues due to a new lease with retail concession.

AIRFIELD

A signatory airline is an airline that has executed an agreement with the Albany County Airport Authority and is charged fees in accordance with an Airline Use and Lease Agreement which took effect January 1, 2011. A non-signatory airline is assessed at 125 percent of the signatory rates for landing fees and terminal rental rates. Signatory airlines have the option to have their affiliate carriers considered as signatory airlines. Currently there are seven commercial airlines, twelve affiliates to the commercial airlines, and two cargo airlines who are signatories to the agreement. Landing fees, landing fee surcharges and apron fees are calculated based on formulas contained in the Airline Use and Lease Agreement (More on the airline use and lease agreement in section 10).

AIRLINE LANDING FEES The commercial landed weight for 2017 is expected to be 1,600,000,000 pounds which is the same as the 2016 projected amount. Under the Airline Use and Lease Agreement the landing fee for signatory airlines in 2017 will be \$3.13 per 1,000 pounds of Maximum Gross Landed Weight (MGLW). The rate for non-signatory airlines is 125 percent of the signatory rate or \$3.91. Using the calculated signatory and non-signatory landing fee rates, landing fees for 2017 are budgeted at \$5,008,000. The table below demonstrates zero growth in non-signatory landing weight.

	Audited 2015	Budgeted 2016	Projected 2016	Budgeted 2017	% Inc/(Dec)
Signatory					
Landing Fee Rate	\$3.27	\$3.31	\$2.80	\$3.13	11.8%
Landing Weights 000-lbs (MGLW)	1,394,770	1,490,776	1,600,000	1,600,000	0.0%
Non-Signatory					
Landing Fee Rate	\$4.04	\$4.14	\$3.50	\$3.91	11.8%
Landing Weights 000-lbs (MGLW)	16,770	14,724	0	0	0.0%

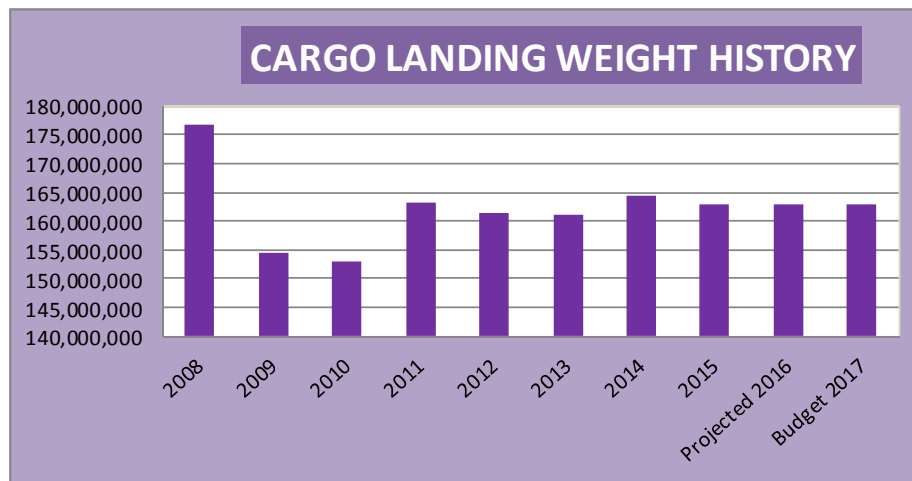


CARGO LANDING FEES There are two major cargo carriers that have signed the Cargo Carrier

Albany County Airport Authority 2017 Operating Budget

Airfield Use Agreement for the 2016-2020 renewal term. For 2017, the signatory cargo carriers will be charged the signatory landing fee of \$3.13. The non-signatory cargo carriers will be charged the non-signatory landing fee of \$3.91. Air cargo landing weight projected for 2017 will be 162,937,000 forecasting zero growth as demonstrated in the table below. The cargo landing fees for 2017 are budgeted at \$519,231.

	Audited 2015	Budgeted 2016	Projected 2016	Budgeted 2017	% Inc./Dec.
Signatory					
Landing Fee Rate	\$3.27	\$3.31	\$2.80	\$3.13	11.8%
Landing Weights 000-lbs (MGLW)	151,078	150,244	151,531	151,531	0.0%
Non-Signatory					
Landing Fee Rate	\$4.04	\$4.14	\$3.50	\$3.91	11.8%
Landing Weights 000-lbs (MGLW)	11,745	11,309	11,406	11,406	0.0%



GLYCOL DISPOSAL FEE In late 2008 the Authority instituted a new glycol disposal fee to offset a portion of the direct costs associated with the removal and disposal of the glycol deicing fluid collected after use on aircraft. The fee is \$2.30 per gallon and it is projected that there will be 145,368 gallons used. For 2017, \$334,448 is budgeted.

AIRLINE APRON FEES The Airline Apron Fee rate is calculated as one-tenth (1/10) of overall projected airfield costs divided by the terminal apron square footage (482,477 sq. ft). For 2017 the rate per square foot will be \$1.36 which is 15.3% more than the 2016 projected amount of \$1.18. Based on that rate, Apron Fees are budgeted at \$656,290.

TSA APRON FEE The Federal Transportation Security Administration pays rent for Apron space. Apron space rental fees budgeted for 2017 is \$908.

TENANT MAINTENANCE Tenant maintenance is a recovery for services and materials rendered to tenants by Airport employees. The amount of \$35,000 is budgeted for 2017.

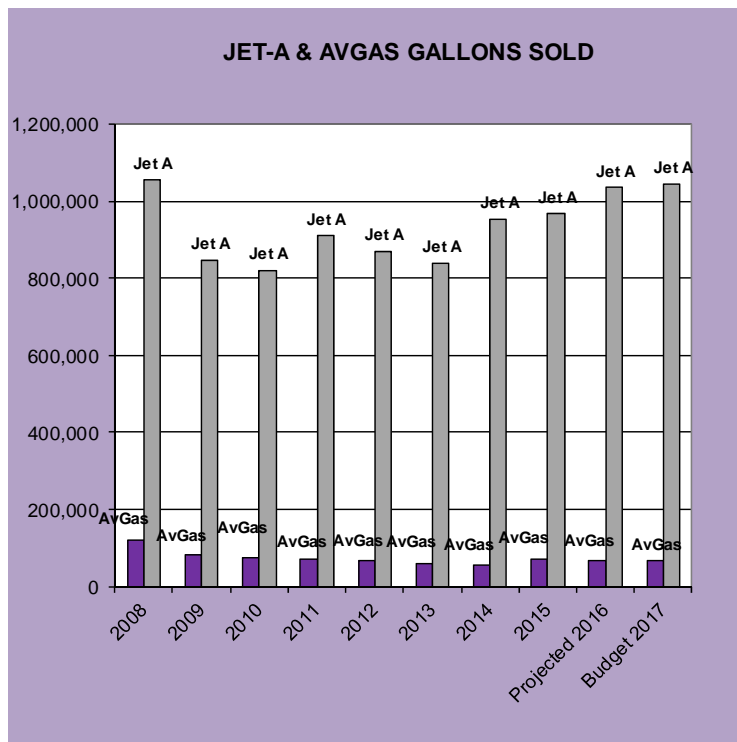
CONTROL TOWER RENTAL The Federal Aviation Administration pays rent based on the annual cost to maintain the facility. This includes the direct and indirect operating and maintenance costs and debt service payments resulting from the construction of the facility by the Authority. It is projected this will generate \$665,776 of revenues in 2017, the same as projected for 2016.

FIXED BASE OPERATOR (FBO)

JET-A FUEL SALES Jet-A Fuel sales are the sale of fuel purchased by general aviation and charter companies. The amount of \$4,245,294 is budgeted for 2017. The budgeted amount for 2017 was determined by projecting we would sell 1,045,639 gallons at \$4.06 per gallon.

AVGAS FUEL SALES AvGas fuel sales are the sale of fuel purchased for general aviation. The amount of \$316,191 is budgeted for 2017. The budgeted amount for 2017 was determined by projecting we would sell 68,588 gallons at \$4.61 per gallon.

The following graph demonstrates the trend used to calculate the gallons for the 2017 budget.



AUTO GAS FUEL SALES Auto gas fuel sales are the sale of gasoline to the airlines for ground equipment. The amount of \$60,000 is budgeted for 2017 which is 4.8% higher than the 2016 projected amount of \$57,247 due to fluctuation in fuel costs.

DIESEL FUEL SALES Diesel fuel sales are the sale of diesel fuel to the airlines for ground equipment. The amount of \$178,000 is budgeted for 2017 which is 1.0% higher than the 2016 projected amount of \$176,160 due to fluctuation in fuel costs.

INTO PLANE Into Plane is the fee based on fuel pumped for the commercial airlines. A rate of \$45 per fueling for non-signatory and \$35 per fueling for signatory is charged. The amount of \$661,822 is budgeted for 2017 which is in line with the 2016 projected amount.

FUEL FARM Fuel Farm is a recovery fee for operating expenses by charging a fuel-flowage fee of \$0.03 per gallon and a glycol flowage fee of \$0.30 per gallon in 2017. The amount of \$576,909 is budgeted for 2017 which is 3.9% higher than the 2016 projected amount of \$555,347. It is

projected there will be 17,801,136 gallons of fuel charged a fuel-flowage fee and 142,918 gallons of glycol charged a flowage fee.

GENERAL AVIATION LANDING FEES General aviation landing fees are the fees for landings charged to general aviation aircraft at the FBO facility. The fees range from \$8.08 to \$2,363.10 depending on the size of the aircraft. The amount of \$281,008 is budgeted for 2017 which is a 0.5% increase from the 2016 projected amount of \$279,610.

GENERAL AVIATION PARKING FEES General aviation parking fees are the fees for aircraft parking at the FBO facility. The fees range from \$11.25 to \$875 depending on the size of the aircraft. The amount of \$207,185 is budgeted for 2017 which is a 1.0% increase from the 2016 projected amount of \$205,133.

AVGAS FUEL SALES COMMERCIAL This revenue generated from a carrier who purchases fuel directly from the Authority. This carrier is projected to purchase 170,000 gallons of Avgas at \$3.29 per gallon. The amount of \$559,300 is budgeted for 2017.

DEICING TYPE I - SPRAYED This is revenue generated from deicing commercial airlines and general aviation planes and is difficult to budget due to unpredictable winter weather. The amount of \$515,555 is budgeted for 2017. It is predicted that 46,484 gallons will be sold at \$10.29 per gallon.

DEICING TYPE IV - SPRAYED This is revenue generated from deicing commercial airlines and general aviation planes and is difficult to budget due to unpredictable winter weather. The amount of \$73,360 is budgeted for 2017. It is predicted that 7,000 gallons will be sold at \$10.48 per gallon.

DEICING TYPE I - CONSORTIUM This is revenue generated from the sale of Deicing Type I fluid at cost to commercial airlines and is difficult to budget due to unpredictable winter weather. The amount of \$349,670 is budgeted for 2017. It is predicted that 73,000 gallons will be sold at \$4.79 per gallon.

DEICING TYPE IV - CONSORTIUM This is revenue generated from the sale of Deicing Type IV fluid at cost to commercial airlines and is difficult to budget due to unpredictable winter weather. The amount of \$90,032 is budgeted for 2017. It is predicted that 16,434 gallons will be sold at \$4.98 per gallon.

DEICING GENERAL AVIATION This is revenue generated from deicing general aviation aircraft and is difficult to budget due to unpredictable winter weather. The amount of \$39,700 is budgeted for 2017. It is predicted that 2,200 gallons of Type I will be sold at \$16.00 per gallon and 250 gallons of Type IV will be sold at \$18.00 per gallon.

GENERAL AVIATION TENANTS General aviation tenants generate revenues rentals in the FBO facility such as office and hangar space. The amount of \$315,744 is budgeted for 2017 which is 2.5% higher than the 2016 projected amount of \$308,043.

GENERAL AVIATION CUSTOMER SERVICE Customer service is revenue received from handling, catering, retail, and other general aviation services. The amount of \$62,171 is budgeted for 2017 which is 1.0% higher than the 2016 projected amount of \$61,555.

TERMINAL

AIRLINE SPACE RENTAL The Authority leases ticket counters, offices, baggage make-up rooms, gate/lounge areas and the baggage claim area in the terminal to the airlines servicing the

Airport. Under the Airline Use and Lease Agreement (more on the airline use and lease agreement in section ten) the terminal signatory airline rental rate for 2017 is projected at \$80.78 annually per square foot versus \$76.05 annually per square foot in the 2016 adopted budget. The rate for non-signatory airlines will be 125% of the signatory rate or \$100.98 for 2017 versus \$95.06 budgeted for 2016. Space rental fees budgeted for 2017 are \$5,474,218.

TSA SPACE RENTAL The Federal Transportation Security Administration pays rent for administrative space in the terminal. The rent includes both the direct and administrative costs incurred in maintaining their space plus an amount to amortize the construction costs over the five-year term of their Agreement. Revenue budgeted for 2017 is \$448,828.

NON-AIRLINES SPACE RENTAL-FLAT RATE The Authority leases terminal space to certain tenants at a fixed rate. The amount of \$59,118 is budgeted for 2017 which is 4.4% less than the 2016 projected amount of \$61,840.

NONAIRLINE SPACE RENTAL-SIGNATORY RATE The Authority leases terminal space to certain tenants at the signatory rate of \$80.78 per square foot projected for 2017. The amount of \$38,938 is budgeted for 2017.

NON-AIRLINES SPACE RENTAL The Authority leases terminal space at one-half the signatory airline rental rate of \$40.39 annually per square foot in 2017 versus \$38.03 in 2016 to non-airline tenants such as car rental companies, baggage delivery companies and others. The amount budgeted for 2017 is \$157,944.

LOADING BRIDGES The Authority leases 13 loading bridges. The rental rate charged to the airlines is based on the estimated direct and indirect costs to maintain the loading bridges. This includes both the operating and maintenance costs along with the debt service incurred to finance the purchase of the bridges. For 2017 the charge per loading bridge will be \$38,898 annually versus \$36,981 per bridge in 2016. The amount budgeted for 2017 is \$505,672.

TENANT MAINTENANCE The Authority performs various maintenance and repairs in-lieu of tenants hiring outside contractors. The Authority bills the tenants for the materials and labor incurred. The amount of \$25,000 is budgeted for 2017.

UTILITY REIMBURSEMENT TSA reimburses the Authority for electricity they use for equipment to check luggage at the checkpoint and behind the ticket counters. The amount budgeted for 2017 is \$29,000.

GROUND TRANSPORTATION

PUBLIC PARKING Daily parking rates in short term, garage, long term, and economy parking lots are \$24, \$13, \$10, and \$6 respectively. For 2017, the parking revenue is projected to be \$15,436,446, or \$11.03 of revenue per enplanement (RPE) which is 1.8% higher than the 2016 projected amount of \$15,163,503 due to increase in enplanements. Also included in public parking revenues are the fees collected from 724 Albany based Airport employees and 130 non-Albany based employees.

Albany County Airport Authority 2017 Operating Budget

Public parking rates are as follows:

Albany Based Employee Parking (724 employees)	\$12 per year	\$8,688
Non-Albany Based Employee Parking (130 Flight Crew)	\$240 per year	\$31,200
Short Term Parking	First half hour free, \$2 second half hour and \$2 an hour after	\$1,118,862
Long Term Parking	\$10 per day every day	\$4,259,124
Garage Parking	\$13 per day every day	\$6,634,675
Economy Parking	\$6 per day every day	\$3,383,897
Total Parking Revenue		\$15,436,446

Available public parking spaces:

	As of Dec-15	As of Sep-16
Short Term - Garage/Surface	222	222
Long Term - Garage	1,912	1,912
Long Term - Surface Lot A	1,468	1,281
Economy - Surface Lot E	2,286	2,283
Rental Cars	307	307
Employees/Visitors	348	552
Total:	6,543	6,557

ACCESS FEES The Authority collects a fee from the off-airport companies that derive revenue from the services they provide to Airport customers. These companies include: limousine companies, hotels and motels, off-airport parking facilities, and taxi cab companies. These companies have access to the commercial waiting zone in front of the terminal building and are charged for each entrance, an annual fee or a percentage of gross revenues. The fee and revenue collections for projected 2016 and 2017 are as follows:

	Fees	Projected 2016	Budget 2017	2017 Budget vs Projected 2016
Per Entrance:				
Limousine Services	\$1.43 per entrance	\$3,609	\$3,643	1.0%
Taxi Cab Companies (Agreement)	\$1.43 per entrance	\$75,784	\$76,505	1.0%
Per Vehicle (unlimited access):				
Hotels and Motels (37 vehicles)	\$650 yearly per vehicle	\$24,050	\$24,050	0.0%
Off Airport Parking Facilities (Agreement)	Gross Revenue x 10.0%	\$198,204	\$200,090	1.0%
		\$301,647	\$304,288	0.9%

CONCESSIONS

The Airport receives various percentages of gross sales from on-site concessionaires servicing the Airport customers and the traveling public. Concessions include: rental cars, food and beverages, retail, advertising, museum shop, ground handling, business center, payphones, sale

Albany County Airport Authority 2017 Operating Budget

Revenues for concessions are based on enplanements being 1,400,000 for the 2017 budget and enplanements being 1,400,000 projected 2016. Revenues per enplanement (RPE) are calculated by using an average year-to-year increase of sales per passenger and then by multiplying the RPE by the enplanements to get the projected and budgeted revenues for concessions.

Concession revenues are projected as follows:

	2016 RPE	Projected 2016	2017 RPE	Budget 2017	2017 Budget vs Projected 2016
Rental Cars	\$3.76	\$5,258,657	\$3.79	\$5,311,244	1.0%
Food & Beverage	0.57	794,761	0.58	806,027	1.4%
Retail	0.57	803,946	0.58	811,985	1.0%
Advertising	0.24	331,781	0.24	335,099	1.0%
Foreign Currency	0.02	25,202	0.02	26,600	5.5%
Museum Shop	0.16	221,149	0.16	223,360	1.0%
Operating Permits	0.12	164,799	0.12	166,447	1.0%
Telephone-Payphones	0.00	3,321	0.00	3,355	1.0%
Telephone-Tenants	0.05	75,000	0.05	75,000	0.0%
Phone Cards	0.00	33	0.00	0	-100.0%
Bank ATMs	0.03	36,721	0.03	37,089	1.0%
Vending Machines	0.02	32,419	0.02	33,652	3.8%
Baggage Cart Concessions	0.01	7,000	0.01	7,000	0.0%
Total	\$5.54	\$7,754,789	\$5.60	\$7,836,858	1.1%

OTHER AIRPORT

LAND RENTAL The Airport charges rent for property owned by the Airport. The land rental charges are calculated based on a rate times the square footage or acreage occupied. The amount of \$281,853 budgeted for 2017 is 5.0% higher than the 2016 projected revenues of \$268,514 due to annual increases.

INDUSTRIAL PARK In 2001, the Authority purchased a 9½-acre site, now known as the Airport Industrial Park, with four warehouse buildings, all of which are currently leased. It is anticipated that in 2017 the Industrial Park will generate \$557,657 in revenues, which is 11.0% higher than the 2016 projected revenues of \$502,603 due to annual increases.

GENERAL AVIATION T-HANGARS In 2002, construction was completed on a 10-unit T-Hangar building, self-service fuel facility and tie-down spaces for use by the general aviation community. As a result of additional demand, an additional 10-unit building was built and opened in early 2003 and two more 10-unit buildings were built in the summer of 2008. The Authority collects fees for the rental of the units, tie-down and the fuel sales. Revenue of \$99,979 is budgeted for 2017 which is in line with the 2016 projected revenues of \$97,441.

GENERAL AVIATION TIE-DOWNS It is anticipated that in 2017 the Tie-Downs will generate \$4,019.

AV GAS FUEL SALES AvGas fuel sales at the self-service facility at the T-Hangars are based on General Aviation operations being 14,589 for the 2017 budget which is also projected for 2016. Rate per general aviation (RPGA) operation is calculated by using an average year to year increase and then by multiplying the RPGA by the average increase in RPGA to get the projected and budgeted revenue. The RPGA for 2017 is \$4.01 and for projected 2016 \$3.97. The 2017 budgeted amount is \$58,464 which is in line with 2016 projected amount of \$57,885.

PARKING GARAGE SPACE RENT Included in the 2009 rental car agreement is return space rent for the rental cars. The \$84,623 budgeted for 2017 which is 307 spaces at \$275.64 per space.

HANGAR RENTAL The Authority owns four hangars in the northwest quadrant of the airport it rents to various tenants. The \$383,581 budgeted for 2017 is -2.5% lower than the 2016 projected amount of \$393,595.

BUILDING RENTAL The Authority rents out various portions of buildings to various tenants. The 2017 budgeted amount is \$124,507 which is 21.3% higher than the 2016 projected amount of \$102,652 due to a new tenant.

CARGO BUILDING RENTAL FACILITIES In October 1998, operations began in a cargo facility built and financed by the Authority in the northeast quadrant of the Airport. An agreement with AFCO, who manages the building for the Authority, provides for the sharing of net revenues with the Authority, along with the Authority being fully reimbursed for the outstanding debt service payments in connection with the bonds issued in 1998 to finance construction of the facility. The Authority is reimbursed \$964,260 annually by AFCO to cover the debt service payments on the facility along with 50% of any profit generated from rental fees or the Authority pays 50% of any loss generated by rental fees. Cargo building rental fees of \$862,676 are budgeted for 2017.

AIRCRAFT MAINTENANCE & SERVICE CENTER This aircraft maintenance and service center was completed in 2007. For 2017, \$127,546 is budgeted which is 1.4% more than the 2016 projected amount of \$125,824.

STATE EXECUTIVE HANGAR In December 2000, the Authority issued debt to finance the construction of the New York State Police Executive Hangar and entered into a lease with the State of New York. The payments for 2017 are \$1,247,083 per the lease agreement and will be sufficient to meet the debt service payments and any other costs anticipated to be incurred by the Airport for maintenance of the facility.

UTILITY REIMBURSEMENT The Authority receives reimbursement from certain tenants for utility costs associated with their leased space. This revenue is calculated based on the actual kilowatt usage for electric or therm usage for natural gas times the current charge that the Authority receives from the electric/gas supplier. It is anticipated there will be \$122,000 reimbursed for 2017 which is in line with the projected 2016 amount of \$121,643.

REIMBURSEMENTS OF PROPERTY TAXES There are tenants located on landside property the Authority owns that are not aviation related businesses and therefore, real estate property taxes are levied on these properties. The tenants are obligated to reimburse the Authority for these taxes. Reimbursement is projected to be \$37,000 for 2017 which is in line with projected 2016.

INTERNET AND CABLE ACCESS The Authority receives reimbursement from certain Airport tenants who utilize the Authority's internet access network and the cable television network within the terminal. It is anticipated that \$12,960 of revenues will be generated in 2017. The following table represents the revenues incurred from this service.

Internet	14 lines at \$55 per month	\$10,560
Cable	6 lines at \$100 per quarter	\$2,400
Total Internet and Cable Access		\$12,960

FINGERPRINTING The Authority collects a fee of \$38.00 per person for based tenants and \$48.00 per person for non-based tenants which includes an \$11.00 processing fee to offset the costs incurred to process fingerprints for Airport security clearance. There is also a badge renewal fee of \$22.00 and a fee for lost cards; \$50 for the first offense, \$75 for the second offense and \$125 for the third offense. It is anticipated that \$20,000 in revenues will be generated in 2017. The Airport processes approximately 700 fingerprint applications a year which includes Airport employees.

TENANT MAINTENANCE The Authority performs various maintenance and repairs in-lieu of tenants hiring outside contractors. The Authority bills the tenants for the materials and labor incurred. It is projected that \$1,000 will be generated for 2017.

PURCHASING PROPOSALS The Authority collects fees from vendors who request proposals, contract bids and other forms of solicitations. The amount of \$6,000 is budgeted for 2017. The Authority collects fees of \$75 with drawings and \$20 without drawings.

SCRAP AND EQUIPMENT SALES The Authority utilizes an internet auctioning web site, Gov Deals for the disposal of Airport surplus items. Revenues result from Gov Deals sales together with the proceeds from the sale of surplus or scrap materials, equipment and abandon vehicles and other unclaimed items lost or abandoned by users of the Airport. The amount of \$20,000 is budgeted for 2017.

OTHER Various miscellaneous revenues are collected from non-repetitive sources. Revenues of \$60,000 are budgeted for 2017.

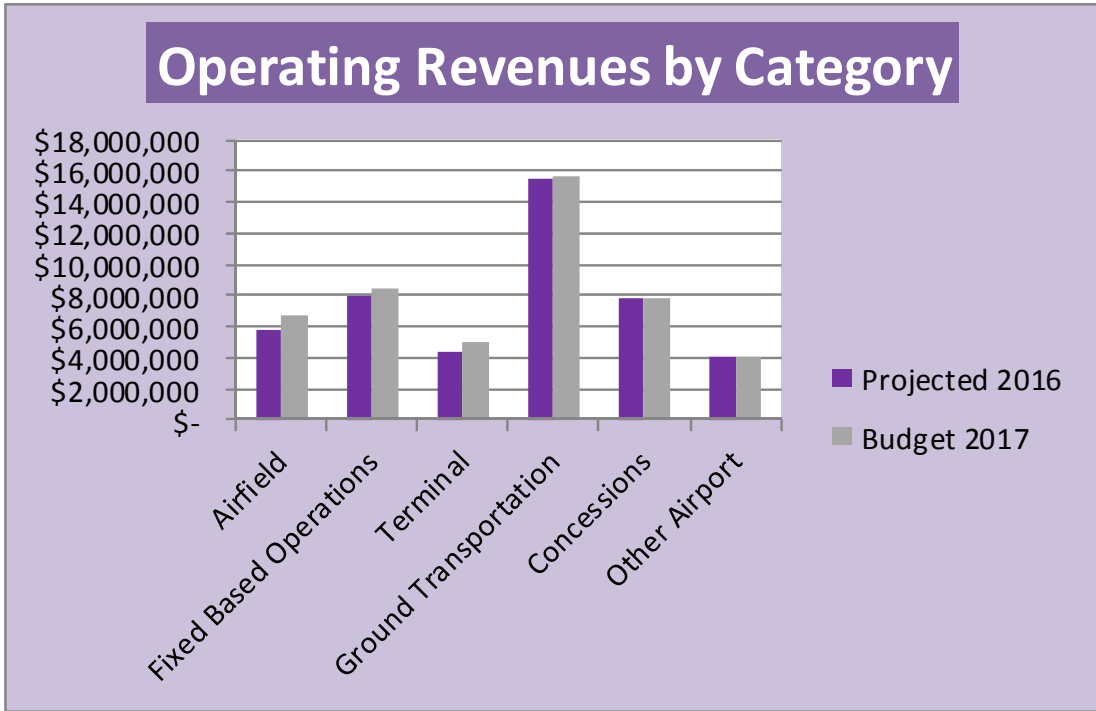
OTHER REVENUES

INTEREST EARNINGS The Airport receives revenues from interest generated by investment of operating, capital, and reserve funds. There is \$10,784 budgeted in 2017.

TSA (LEO) REIMBURSEMENT This is a Law Enforcement Officer Reimbursement Agreement Program through the Federal Government which offers reimbursement for Sheriff staffing. The amount of \$124,100 is budgeted for 2017.

IMPROVEMENT CHARGES The rental car agreements provide for \$100.00 per space per-month for the 307 assigned spaces in the garage to pay the financing costs for constructing these spaces for their use. Revenues of \$368,400 are included in the 2017 budget.





Albany County Airport Authority 2017 Operating Budget

Albany County Airport Authority Albany International Airport 2017 Budget REVENUES				
	Audited 2015	Budget 2016	Projected 2016	Budget 2017
AIRFIELD				
Airline Landing Fees	\$4,633,354	\$4,992,628	\$4,480,000	\$5,008,000
Airline Airfield Revenue Sharing	(542,523)	(653,477)	(553,520)	(442,985)
Cargo Landing Fees	541,475	541,978	461,242	519,231
Glycol Disposal Fee	280,147	346,035	173,563	334,448
Airline Apron Fee	826,683	657,914	571,195	656,290
TSA Apron Fee	903	920	908	908
Tenant Maintenance	52,156	42,000	31,363	35,000
Control Tower Rental	665,776	665,776	665,776	665,776
	<u>\$6,457,971</u>	<u>\$6,593,774</u>	<u>\$5,830,527</u>	<u>\$6,776,668</u>
FBO				
Jet A Fuel Sales	\$4,362,235	\$4,442,352	\$4,216,142	\$4,245,294
Avgas Fuel Sales General Aviation	348,005	357,746	314,290	316,191
Auto Gas Fuel Sales	87,363	65,529	57,247	60,000
Diesel Fuel Sales	216,327	168,316	176,160	178,000
Into-plane	590,020	591,967	661,822	661,822
Fuel Farm	500,559	505,895	555,347	576,909
General Aviation Landing Fees	268,604	268,759	279,610	281,008
General Aviation Parking Fees	251,163	239,898	205,133	207,185
Avgas Fuel Sales Commercial	627,347	653,664	494,513	559,300
Deicing Type I - Sprayed	352,826	548,000	281,288	515,555
Deicing Type IV - Sprayed	43,285	75,670	52,450	73,360
Deicing Type I - Consortium	413,973	398,580	208,244	349,670
Deicing Type IV - Consortium	117,128	95,580	55,744	90,032
Deicing - GA	29,283	39,700	39,906	39,700
General Aviation Tenants	282,436	293,832	308,043	315,744
General Aviation Customer Services	79,565	61,862	61,555	62,171
	<u>\$8,570,119</u>	<u>\$8,807,351</u>	<u>\$7,967,496</u>	<u>\$8,531,940</u>
TERMINAL				
Airline Space Rental	\$4,967,391	\$5,150,258	\$5,413,906	\$5,474,218
Airline Terminal Revenue Sharing	(1,265,887)	(1,524,781)	(2,214,078)	(1,771,941)
TSA Space Rental	421,234	421,234	432,731	448,828
Nonairline Space Rental - Flat Rate	51,616	54,271	61,840	59,118
Nonairline Space Rental - Signatory Rate	0	0	\$35,894	38,938
Nonairline Space Rental	149,100	148,204	149,527	157,944
Loading Bridge Rentals	626,660	480,757	427,639	505,672
Tenant Maintenance	22,676	20,000	24,388	25,000
Utility Reimbursement	27,929	26,000	29,683	29,000
	<u>\$5,000,719</u>	<u>\$4,775,943</u>	<u>\$4,361,531</u>	<u>\$4,966,777</u>
GROUND TRANSPORTATION				
Parking	\$12,810,052	\$13,721,223	\$15,163,503	\$15,436,446
Access Fees	279,820	311,480	301,647	304,288
	<u>\$13,089,872</u>	<u>\$14,032,703</u>	<u>\$15,465,150</u>	<u>\$15,740,735</u>

Albany County Airport Authority 2017 Operating Budget

Albany County Airport Authority Albany International Airport 2016 Budget REVENUES				
	Audited 2015	Budget 2016	Projected 2016	Budget 2017
CONCESSIONS				
Rental Cars	\$5,053,412	\$5,874,381	\$5,258,657	\$5,311,244
Food and Beverage	667,539	732,122	794,761	806,027
Retail	707,000	774,473	803,946	811,985
Advertising	282,789	228,417	331,781	335,009
Foreign Currency	30,354	26,000	25,202	26,600
Museum Shop	252,450	279,097	221,149	223,360
Operating Permits	123,603	135,046	164,799	166,447
Telephone - Payphones	3,836	4,243	3,321	3,355
Telephone - Tenants	74,882	75,000	75,000	75,000
Phone Cards	30	44	33	0
Bank ATMs	36,396	39,984	36,721	37,089
Vending Machines	29,427	32,245	32,419	33,652
Baggage Cart Concessions	7,000	7,000	7,000	7,000
	<u>\$7,268,718</u>	<u>\$8,208,052</u>	<u>\$7,754,789</u>	<u>\$7,836,768</u>
OTHER AIRPORT				
Land Rental	\$258,995	\$268,514	\$268,514	\$281,853
Industrial Park	434,474	454,534	502,603	557,657
T Hangars	100,104	96,147	97,441	99,979
Tie Downs	3,443	3,756	2,699	4,019
T Hangar Avgas Fuel Sales	63,295	62,481	57,885	58,464
Parking Garage Space Rent	79,868	91,299	82,199	84,623
Hangar Rentals	272,688	444,292	393,595	383,581
Building Rental	81,891	83,571	102,652	124,507
Cargo Building Rental	916,746	841,982	891,866	862,676
Aircraft Maintenance & Service Center	83,029	73,307	125,824	127,546
State Executive Hangar/Maint	1,247,083	1,247,083	1,247,083	1,247,083
Utility Reimbursement	93,741	70,000	121,643	122,000
Reimbursement of Property Taxes	35,357	35,000	37,071	37,000
Internet and Cable Access	8,520	6,980	9,755	12,960
Fingerprinting	19,898	20,000	24,634	20,000
Tenant Maintenance	0	5,000	0	1,000
Purchasing Proposals	4,405	6,000	7,500	6,000
Scrap and Equipment Sales	45,671	20,000	17,000	20,000
Other	100,992	80,000	54,020	60,000
	<u>\$3,850,200</u>	<u>\$3,909,946</u>	<u>\$4,043,984</u>	<u>\$4,110,948</u>
TOTAL REVENUES	\$44,237,599	\$46,327,769	\$45,423,476	\$47,963,925
OTHER REVENUES				
Interest Earnings	\$20,739	\$10,784	\$10,784	\$10,784
TSA (LEO) Reimbursement	292,000	292,000	219,900	124,100
Improvement Charges	368,400	368,400	368,400	368,400
	<u>\$681,139</u>	<u>\$671,184</u>	<u>\$599,084</u>	<u>\$503,284</u>
TOTAL REVENUES	\$44,918,738	\$46,998,953	\$46,022,560	\$48,467,209
TOTAL REVENUES BEFORE REVENUE SHARING	\$46,727,148	\$49,177,211	\$48,790,158	\$50,682,135
Airport Operations	\$37,475,890	\$39,698,676	\$40,223,578	\$41,646,911
FBO Operations	\$8,570,119	\$8,807,351	\$7,967,496	\$8,531,940
Other Revenues	\$681,139	\$671,184	\$599,084	\$503,284
Total Revenues	\$46,727,148	\$49,177,210	\$48,790,158	\$50,682,135

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4) EXPENSES

SUMMARY OF EXPENSES

Budgeted operating expenses for 2017 are \$34,248,113 which is 10.7% higher than the \$30,946,333 projected for 2016. Operating expenses include those incurred for AvPorts and Million Air management of the Airport and FBO functions.

The following is a comparative summary of operating expenses:

	Audited 2015	Budget 2016	Projected 2016	Budget 2017
AvPorts	\$19,521,337	\$20,934,539	\$20,194,968	\$22,516,551
Million Air	3,301,316	3,180,314	2,974,538	3,179,630
Million Air Cost of Sales	4,495,666	4,893,623	3,626,349	4,139,288
Authority	4,134,335	4,225,231	4,150,478	4,412,644
Total Operating Expenses	\$31,452,654	\$33,233,707	\$30,946,333	\$34,248,113

DESCRIPTION OF BUDGETED 2017 EXPENSE BUDGET ITEMS

COST CENTERS

The expenditures in the budget are divided into seven direct cost centers: Airfield, Terminal, Loading Bridges, Landside, Parking, FBO Commercial, and FBO General Aviation and seven indirect cost centers: ARFF, Operations, Security, Vehicle and Equipment Maintenance, AvPorts Administration, FBO Administration, and Airport Authority Administration. The indirect cost centers are allocated to the seven direct cost centers in the calculation of the landing fee, terminal rental rates, apron rates, and loading bridge rates. The percentages for allocation are set forth in the Airlines Rates and Charges Summary section of this budget on page 10-8.

EXPENDITURES DESCRIPTIONS

A detailed summary of expenditures by cost centers is included for each cost center mentioned above. Major expense items by category and major line items are described below.

PERSONNEL SERVICES This includes salaries for AvPorts, Million Air, and Airport Authority personnel. There is an increase of 4.1% in the 2017 budget of \$10,352,077 over the 2016 projected amount of \$9,940,253. COLA increases for employees and pay rate adjustments have been provided for 2017 as dictated in various union contracts or other agreements. The Airport Authority includes the effect of temporary changes in position fill levels to accommodate staff retirement transitions. A part time facilities coordinator was added for the terminal, one full time curbside monitor was reduced and one firefighter/safety officer was added to AvPorts. The addition to Million Air's employees is part time employees changing to full time employees.

Summary of Employees	2015 Audited	2016 Budget	2017 Budget	# of Additions
AvPorts	150.5	172.5	173.0	0.5
Million Air	36.0	34.1	35.0	0.9
Authority	24.0	23.5	23.0	-0.5
	210.5	230.1	231.0	0.9

Albany County Airport Authority 2017 Operating Budget

EMPLOYEE BENEFITS Employee Benefits are budgeted at \$5,031,423 for 2017 which is a 13.4% increase from the 2016 projected amount of \$4,435,959. This increase is due to the inflating costs of health insurance and retirement.

SUMMARY BY SALARIES & BENEFITS:	2015 Audited			2016 Budget			2017 Budget		
	Salaries	Benefits	Total	Salaries	Benefits	Total	Salaries	Benefits	Total
AVPORTS	\$6,214,195	\$2,837,358	\$9,051,553	\$6,809,588	\$3,048,076	\$9,857,664	\$7,085,551	\$3,242,250	\$10,327,801
MILLION AIR	1,303,184	475,993	1,779,177	1,277,064	499,580	1,776,644	1,363,513	559,697	\$1,923,210
AUTHORITY	1,673,376	1,068,488	2,741,864	1,769,960	1,152,483	2,922,443	1,903,013	1,229,476	\$3,132,489
	\$9,190,755	\$4,381,839	\$13,572,594	\$9,856,612	\$4,700,139	\$14,556,751	\$10,352,077	\$5,031,423	\$15,383,500

UTILITIES AND COMMUNICATIONS This includes expenses to be incurred for electric charges, natural gas, sewer, water and communications. The \$2,435,196 budgeted for 2017 is 12.0% more than projected 2016 amount of \$2,174,864 due to increases in electricity, gas and telephone repairs.

PURCHASED SERVICES

Accounting and Auditing This category includes expenses to be incurred for the independent CPA firm employed to perform the year-end audit and for the firm employed to prepare the rates and charges and revenue sharing report analysis for the airlines. The \$61,000 is budgeted for 2017 to cover these services.

Insurance The \$769,559 budgeted for 2017 is 18.9% higher than the 2016 projected amount of \$647,102 primarily due to an increase in Airport liability. Following is a summary of the 2016 projected and 2017 budgeted insurance coverage costs for the Authority:

	2016 Projected	2017 Budget
General Liability, including War Risk	252,430	326,781
Business Automobile	61,901	59,347
Environmental Liability	43,279	69,479
Commercial Property	228,590	228,765
Crime	799	2,025
Public Officials & Employee Practices	24,519	24,519
Cyber Liability Insurance	12,984	11,907
Fiduciary Liability	1,268	1,236
Agent Fee	30,000	30,000
Insurance Claims	(8,668)	15,500
TOTAL	\$ 647,102	\$ 769,559

Legal The 2017 budgeted amount is \$50,000 for legal services which includes potential costs for pending cases.

Public Safety This category includes armored car service, perimeter security at one of the gates in airfield and staffing at the TSA check point in the terminal. The amount budgeted for 2017 is \$264,450 which is 15.4% more than the 2016 projected amount of \$229,249 due to cost increases.

Albany County Sheriffs This category includes the charges payable to the County of Albany for the services provided by the Albany County Sheriff's department. The 2017 budgeted amount is \$2,578,024.

Janitorial Services This category includes amounts payable for outside contractors for the janitorial services performed in the terminal including carpet, slate and terrazzo floor maintenance, the airfield building, and various buildings rented to tenants. It also includes refuse removal for all departments. The \$499,039 budgeted for 2017 is 19.4% more than the 2016 projected amount of \$417,914 due to an increase in janitorial contracts.

Public Communications This category includes charges for the Authority's marketing and promotional expenses, funding for the Airport art program, museum shop "DepARTure", as well as the costs for maintaining the information desk in the terminal. The \$779,802 budgeted for 2017 is 6.1% more than the 2016 projected amount of \$734,732 due to advertising and public relations.

Special Studies & GIS Services This category is used to research new methods to enhance the Airport and to evaluate business activities at the Airport. The \$87,500 budgeted for 2017 is 34.0% less than the 2016 projected amount of \$132,483 due to completion of some research and studies on landside properties.

Professional Services This category includes the fees paid to AvPorts for their operational management services agreement for Airport operations, fees paid to Million Air for their operational management services agreement for FBO operations and other line items for architectural, consultant, engineering, inspection, testing, and code enforcement. The budgeted amount of \$1,258,660 for 2017 is 26.9% more than the 2016 projected amount of \$991,921 due to architectural services required for 2017.

MATERIALS AND SUPPLIES

Airfield This category contains the expenses associated with the airfield such as repair and maintenance of airfield lighting and pavement, tools and supplies for the airfield maintenance workers, snow removal supplies, expenses pertaining to the glycol collection and containment system, and emergency rescue supplies. The \$856,000 budgeted for 2017 is 90.7% more than the 2016 projected amount of \$448,922 due to a mild winter in 2016.

FBO-Cost of Sales This category includes the expenses affiliated with fuel used for jets, general aviation, gasoline and diesel used for ground equipment, and deicing fluid. The \$4,139,288 budgeted for 2017 is 14.1% more than the 2016 projected amount of \$3,626,349.

Buildings This category contains the expenses associated with the repair and maintenance of all Airport buildings including the terminal, FBO, parking, and landside buildings. The expense items include HVAC, pest control, baggage systems, electrical supplies, plumbing supplies, and miscellaneous supplies. The \$2,032,736 budgeted for 2017 is -10.8% less than the 2016 projected amount of \$2,279,117. There were upgrades made to the alarm system and to the electrical system in 2016.

Grounds This category contains the expenses attributed to landscaping, roadway repairs, snow removal services and signage expenses for the parking lots, FBO, T-Hangars and Airport economic development areas. The \$790,785 budgeted for 2017 is 30.7% more than the 2016 projected amount of \$605,147 due to extra landscaping as a result of new parking areas.

Vehicles and Equipment This category contains the expenses associated with the repair and maintenance of Airport vehicles, general equipment, supplies, tools, gas, diesel and radio communication equipment. The \$801,200 budgeted for 2017 is 18.8% higher than the 2016 projected amount of \$674,618 due to an increase in maintenance costs for vehicles and equipment and an increase in diesel usage.

Albany County Airport Authority 2017 Operating Budget

OFFICE This category contains the costs associated with the day-to-day operations of the Airport offices including copier rentals, office supplies, computer system support, forms, letterhead and postage. The \$410,486 budgeted for 2017 is 2.4% higher than the 2016 projected amount of \$400,827 due to an increase in need for computer system supplies, an increase in hardware/software maintenance agreements and an increase in office supplies.

ADMINISTRATIVE This category contains the costs associated with dues, subscriptions, training, conferences, meetings, travel, legal notice advertising, property taxes, economic development, and credit card and EZPass processing fees. The \$901,396 budgeted for 2017 is 1.1% less than the 2016 projected amount of \$891,637 due to a decrease in employee education.

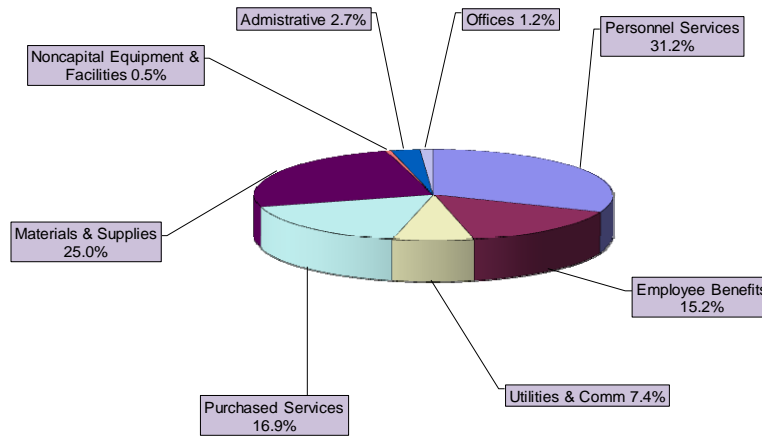
NON-CAPITAL EQUIPMENT & FACILITIES Non-capital equipment purchases are major vehicles or major equipment items generally between \$5,000 and \$50,000 which are purchased annually as new or replacement items to support the operations and/or maintenance of the Airport. The total budget amount for anticipated equipment and vehicles is \$149,490 for 2017. The following table demonstrates the probable purchases for 2017.

Budget 2017	Item Requested
Terminal \$72,000	Buildout for MDF room expansion Parts and racks, (2) Terminal B5H Switches also at "End of Life" replacements, Secondary heat exchange in boiler room and replace pneumatic valves in boiler room
ARFF 47,490	Air Compressor to fill breathing apparatus
Vehicle and Equipment 30,000	M-90 Glycol truck new linings
Total \$ 149,490	



Albany County Airport Authority 2017 Operating Budget

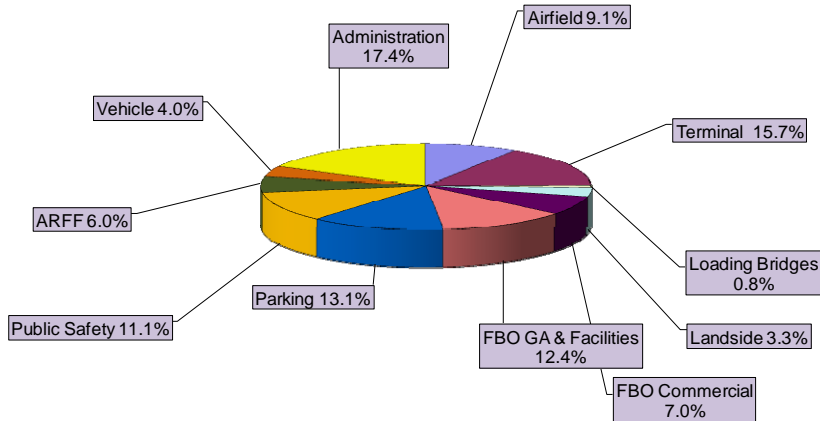
**Expenses by Category
For Budget 2017**



Albany County Airport Authority Albany International Airport 2017 Budget SUMMARY OF EXPENSES				
	Audited 2015	Budget 2015	Projected 2016	Budget 2017
EXPENSES - SUMMARY				
Airport Management	\$19,521,337	\$20,934,539	\$20,194,968	\$22,516,551
FBO Management	3,301,316	3,180,314	2,974,538	3,179,630
FBO Cost of Sales	4,495,666	4,893,623	3,626,349	4,139,288
Authority	4,134,335	4,225,231	4,150,478	4,412,644
TOTAL EXPENSES	\$31,452,654	\$33,233,707	\$30,946,333	\$34,248,113
EXPENSES BY CATEGORY				
Personnel Services	\$9,250,878	\$9,912,044	\$9,940,253	\$10,352,077
Employee Benefits	4,401,625	4,716,494	4,435,959	5,031,423
Utilities & Communications	2,403,840	2,496,467	2,174,864	2,435,196
Purchased Services			0	0
Accounting & Auditing	\$105,455	\$61,000	\$55,116	\$61,000
Insurance	756,671	759,339	647,102	769,559
Legal	120,370	50,000	16,604	50,000
Public Safety	221,462	219,863	229,249	264,450
Albany County Sheriffs	2,085,076	2,524,216	1,901,481	2,578,024
Janitorial	425,109	442,928	417,914	499,039
Public Communications	713,177	818,239	734,732	779,802
Special Studies & GIS Services	93,609	57,500	132,483	87,500
Professional Services	747,282	878,660	991,921	1,258,660
Total Purchased Services	\$5,268,211	\$5,811,745	\$5,126,600	\$6,348,034
Materials & Supplies				
Airfield	\$476,500	\$899,200	\$448,922	\$856,000
FBO - Cost of Sales	4,495,666	4,893,623	3,626,349	4,139,288
Buildings	1,732,721	1,469,405	2,279,117	2,032,736
Grounds	775,983	736,785	605,147	790,785
Vehicles & Equipment	1,203,983	1,006,516	674,618	801,200
Total Material & Supplies	\$8,684,853	\$9,005,530	\$7,634,153	\$8,620,010
Office	\$321,904	\$384,327	\$400,827	\$410,486
Administration	731,555	811,400	891,637	901,396
Noncapital Equipment & Facilities	389,788	95,700	342,040	149,490
TOTAL EXPENSES	\$31,452,654	\$33,233,707	\$30,946,333	\$34,248,113

Albany County Airport Authority 2017 Operating Budget

**Operation Expenses by Department
For Budget 2017**



Albany County Airport Authority Albany International Airport 2017 Budget SUMMARY OF EXPENSES				
	Audited 2015	Budget 2016	Projected 2016	Budget 2017
DEPARTMENT SUMMARY (Direct & Indirect)				
Direct Cost Centers				
Airfield	\$2,568,706	\$3,069,791	\$2,649,284	\$3,123,885
Control Tower	0	0	0	0
Terminal	4,826,781	5,105,628	5,226,264	5,365,498
Loading Bridges	327,049	262,971	214,543	279,240
Landside:				
Parking	3,362,963	3,707,080	3,772,254	4,498,770
Shuttle Buses	0	0	0	0
Landside Development	1,145,793	1,063,104	1,012,436	1,131,067
FBO Commercial	2,719,176	2,709,249	1,779,366	2,392,683
FBO GA & Facilities	4,428,023	4,662,873	4,202,131	4,255,581
Total Direct Cost Centers	\$19,378,491	\$20,580,696	\$18,856,278	\$21,046,724
Indirect Cost Centers				
ARFF	\$1,759,317	\$1,767,108	\$2,017,402	\$2,051,497
Janitorial	0	0	0	0
Operations	882,183	868,633	863,168	895,695
Security	2,402,736	2,882,540	2,207,704	2,922,914
Vehicle/Equipment	1,411,109	1,356,227	1,211,950	1,373,551
Airport Management Administration	834,700	851,456	1,019,964	874,434
FBO Administration	649,783	701,816	619,390	670,654
Airport Authority Administration	4,134,335	4,225,231	4,150,478	4,412,644
Total Indirect Cost Centers	\$12,074,163	\$12,653,011	\$12,090,055	\$13,201,389
TOTAL EXPENSES	\$31,452,654	\$33,233,707	\$30,946,333	\$34,248,113

**Albany County Airport Authority
2017 Expenditures by Line Item**

DESCRIPTION	ACCT	2017 Budget AvPorts Totals	2017 Budget MA Totals	2017 Budget ACAA Admin	Budget 2017	Projected 2016	2017 Over 2016 Projected	2017 Over 2016 Projected
PERSONNEL SERVICES								
Salaries	1 1000	6,582,614	1,243,717	1,903,013	9,729,344	8,911,726	817,618	9.2%
Overtime (1.5)	1 2010	469,607	119,796	0	589,403	965,289	-375,886	-38.9%
Overtime (2.0)	1 2020	33,330	0		33,330	63,238	-29,908	-47.3%
Temporary Help	1 3000					0	0	0.0%
Subtotal		7,085,551	1,363,513	1,903,013	10,352,077	9,940,253	411,824	4.1%
EMPLOYEE BENEFITS								
Social Security	2 1000	512,547	104,309	136,325	753,181	715,946	37,235	5.2%
Health-Active	2 2000	1,916,994	321,356	510,529	2,748,879	2,489,203	259,676	10.4%
OPEB	2 2105	0	0	252,773	252,773	219,078	33,695	15.4%
Health-Dental	2 2200	0	0	40,453	40,453	30,517	9,936	32.6%
Health-Vision	2 2300	0	0	6,469	6,469	6,763	-294	-4.3%
Health-Aflac	2 3000	0	0	7,560	7,560	7,424	136	1.8%
Medical Exams	2 4000	18,500	1,500		20,000	21,721	-1,721	-7.9%
Capital EAP Program	2 4010	0	0	969	969	969	0	0.0%
Smoking Cessation Class	2 4015	0	0	1,200	1,200	0	1,200	0.0%
Uniforms & Laundry	2 5000	38,250	7,100		45,350	40,039	5,311	13.3%
Uniform Purchases	2 5005	32,800	15,500		48,300	28,536	19,764	69.3%
NYS Disability Insurance/Life Ins	2 6010	114,770	3,215	605	118,590	105,410	13,180	12.5%
Unemployment Insurance	2 6020	49,719	18,974	3,930	72,623	67,600	5,023	7.4%
Workers Compensation	2 6030	464,560	72,665	8,448	545,673	268,490	277,183	103.2%
Retirement Plans	2 9000	94,110	15,078	260,215	369,403	434,264	-64,861	-14.9%
Subtotal		3,242,250	559,697	1,229,476	5,031,423	4,435,959	595,463	13.4%
UTILITIES & COMMUNICATIONS								
Electric	3 1000	1,636,250	50,000	24,000	1,710,250	1,601,316	108,934	6.8%
Natural Gas	3 3000	283,000	42,000	8,000	333,000	263,207	69,793	26.5%
Sewer	3 4000	93,000	0		93,000	81,654	11,346	13.9%
Water	3 5000	110,000	700		110,700	88,041	22,659	25.7%
Telephone Charges - Local	3 6010	13,220	540	5,500	19,260	18,294	966	5.3%
Telephone Charges - Long Distan	3 6011	625	550	1,500	2,675	2,095	580	27.7%
Telephone-Sheriff	3 6012	4,200	0		4,200	4,103	97	2.4%
Telephones-Monthly Service	3 6015	0	0	15,000	15,000	14,596	404	2.8%
Telephones-Monthly Usage	3 6016	0	0	2,000	2,000	1,259	741	58.9%
Payphones-Annual& Monthly Ser	3 6017	22,000	0		22,000	20,284	1,716	8.5%
Payphones-Monthly Usage	3 6018	600	0		600	490	110	22.3%
Telephone Parts & Repairs	3 6020	5,000	0	45,285	50,285	10,268	40,017	389.7%
Telephone Cellular	3 6030	45,000	0		45,000	43,619	1,381	3.2%
Internet Access	3 6032	0	0	17,236	17,236	17,232	4	0.0%
Wireless	3 6033		3,600		3,600	900	2,700	300.0%
Radio Communications	3 6035	0	380		380	380	0	0.0%
Paging Services	3 6040	0	0		0	1,138	-1,138	-100.0%
Cable Television	3 6060	4,239	1,500	271	6,010	5,989	21	0.4%
Subtotal		2,217,134	99,270	118,792	2,435,196	2,174,864	260,333	12.0%
PURCHASED SERVICES								
Accounting and Auditing								
Financial	4 1010	0	0	55,000	55,000	50,069	4,931	9.8%
Rates and Charges	4 1020	0	0	6,000	6,000	5,047	953	18.9%
Subtotal		0	0	61,000	61,000	55,116	5,884	10.7%
Insurance								
Airport Liability	4 2010	5,750	127,348	193,683	326,781	252,430	74,351	29.5%
Automotive	4 2020	59,347	0		59,347	61,901	-2,554	-4.1%
Environmental Liability	4 2041	0	39,300	30,179	69,479	43,279	26,200	60.5%
Property Insurance	4 2060	176,322	50,607	1,836	228,765	228,590	174	0.1%
Crime	4 2065	0	0	2,025	2,025	799	1,226	153.4%
Public Officials Liability	4 2070	0	0	24,519	24,519	24,519	0	0.0%
Cyber Liability Insurance	4 2080	0	0	11,907	11,907	12,984	-1,077	-8.3%
Fiduciary Liability	4 2090	0	0	1,236	1,236	1,268	-32	-2.5%
Agent Fee	4 2093	0	0	30,000	30,000	30,000	0	0.0%
Insurance Claims	4 2095	15,500	0	0	15,500	-8,668	24,168	-278.8%
Subtotal		256,919	217,255	295,386	769,559	647,102	122,457	18.9%

Albany County Airport Authority 2017 Expenditures by Line Item

DESCRIPTION	ACCT	2017 Budget AvPorts Totals	2017 Budget MA Totals	2017 Budget ACAA Admin	Budget 2017	Projected 2016	2017 Over 2016 Projected	2017 Over 2016 Projected	
Outside Services									
Legal	4	3000	0	50,000	50,000	16,604	33,396	201.1%	
Public Safety	4	4000	2,578,024	0	2,578,024	1,901,481	676,543	35.6%	
Perimeter Security	4	4005	256,450	0	256,450	221,594	34,856	15.7%	
Armored Car Services	4	4010	8,000	0	8,000	7,654	346	4.5%	
Parking Valet Service	4	4020	360,000	0	360,000	206,000	154,000	74.8%	
Employee Shuttle	4	4030	20,000	0	20,000	0	20,000	0.0%	
Janitorial Services	4	5000	423,268	0	15,226	438,495	361,866	21.2%	
Refuse Removal Services	4	5010	58,000	2,544	60,544	56,048	4,496	8.0%	
Public Relations	4	6010	0	42,000	85,389	127,389	116,678	10,711	9.2%
Artistic Exhibits	4	6012	95,004	0	95,004	92,085	2,919	3.2%	
Departure	4	6013	238,000	0	238,000	232,421	5,579	2.4%	
Business Center	4	6014	0	0	0	0	0	0.0%	
Advertising	4	6015	0	0	179,565	179,565	156,580	22,984	14.7%
Passenger Information Booth	4	6020	139,844	0	139,844	136,968	2,876	2.1%	
Special Studies	4	7000	25,000	0	35,000	60,000	125,388	-65,388	-52.1%
GIS Services	4	7010	7,500	0	7,500	7,094	406	5.7%	
Subtotal		4,209,091	44,544	365,180	4,618,815	3,638,461	980,354	26.9%	
Professional Services									
Plumbing	4	9002	0	0	0	0	0	0.0%	
Appraisals	4	9005	0	0	7,000	7,000	3,667	110.0%	
Architectural	4	9010	50,000	0	50,000	100,000	0	100.0%	
Consultant	4	9015	0	0	20,000	20,000	37,633	-17,633	-46.9%
Engineering Services	4	9020	35,000	0	2,500	37,500	26,160	11,340	43.3%
Professional Management	4	9040	410,000	279,000	689,000	673,634	15,366	2.3%	
Code Enforcement	4	9060	0	0	45,160	45,160	45,160	0	0.0%
Subtotal		495,000	279,000	124,660	898,660	785,921	112,739	14.3%	
Total Purchased Services		4,961,010	540,799	846,226	6,348,034	5,126,600	1,221,435	23.8%	
MATERIALS AND SUPPLIES									
Airfield									
Fencing	5	1010	8,000	0	8,000	4,247	3,753	88.3%	
Airfield Lighting System	5	1011	100,000	0	100,000	39,717	60,283	151.8%	
Pavement Repairs	5	1014	10,000	0	10,000	19,126	-9,126	-47.7%	
Apron Maintenance	5	1015	10,000	0	10,000	29,519	-19,519	-66.1%	
Runway Painting	5	1016	30,000	0	30,000	20,467	9,533	46.6%	
Airfield Shop Supplies	5	1017	16,000	0	16,000	24,832	-8,832	-35.6%	
Airfield Shop Tools	5	1018	0	0	0	0	0	0.0%	
Snow Removal Supplies	5	1019	250,000	0	250,000	47,828	202,172	422.7%	
Rubber Removal	5	1020	35,000	0	35,000	22,241	12,759	57.4%	
ARFF									
EMS Supplies	5	1030	16,000	0	16,000	3,970	12,030	303.0%	
ARFF Supplies	5	1031	20,000	0	20,000	11,366	8,634	76.0%	
Hazardous Material Supplies	5	1032	6,000	0	6,000	3,487	2,513	72.1%	
Foam	5	1033	24,000	0	24,000	27,837	-3,837	-13.8%	
Glycol									
Glycol Disposal (BOD)	5	1051	3,500	0	3,500	0	3,500	0.0%	
Waste Water Conveyance	5	1052	7,500	0	7,500	7,500	0	0.0%	
Electricity & Gas	5	1053	100,000	0	100,000	89,807	10,193	11.3%	
Sewer District Charges	5	1054	5,000	0	5,000	5,000	0	0.0%	
Water District Chemical Analysis	5	1055	15,000	0	15,000	15,241	-241	-1.6%	
System Maintenance & Repairs	5	1057	200,000	0	200,000	76,736	123,264	160.6%	
Subtotal		856,000	0	0	856,000	448,922	407,078	90.7%	
FBO									
Fuel Cost - Jet	5	1101	0	2,154,016	2,154,016	2,099,112	54,904	2.6%	
Fuel Discounts - Jet A	5	1102	0	347,000	347,000	347,641	-641	-0.2%	
Fuel Cost - Avgas	5	1103	0	230,456	230,456	230,539	-83	0.0%	
Fuel Discounts - AvGas	5	1104	0	5,000	5,000	4,483	517	11.5%	
Fuel Cost - Auto	5	1105	0	50,000	50,000	41,297	8,703	21.1%	
Fuel Cost Diesel	5	1107	0	136,000	136,000	123,606	12,394	10.0%	
Fuel Cost - Avgas Commercial	5	1108	0	496,400	496,400	438,129	58,271	13.3%	
Deicing Type I - Sprayed	5	1109	0	240,555	240,555	52,605	187,950	357.3%	
Deicing Type IV - Sprayed	5	1110	0	34,860	34,860	22,917	11,943	52.1%	
Deicing Type I - Consortium	5	1111	0	349,670	349,670	208,244	141,426	67.9%	
Deicing Type IV - Consortium	5	1112	0	90,032	90,032	55,744	34,287	61.5%	
Catering	5	1120	0	1,000	1,000	156	844	539.3%	
Oil	5	1125	0	3,000	3,000	1,128	1,872	166.1%	
TKS (Deicing fluid)	5	1126	0	1,000	1,000	747	253	33.9%	
Charts, Pilot Supplies	5	1130	0	300	300	0	300	0.0%	
Subtotal		0	4,139,288	0	4,139,288	3,626,349	512,940	14.1%	

Albany County Airport Authority 2017 Expenditures by Line Item

DESCRIPTION	ACCT	2016 Budget		2016 Budget		Budget 2016	Projected 2015	2016 Over 2015 Projected	2016 Over 2015 Projected	
		AvPorts Totals	MA Totals	ACAA Admin						
BUILDINGS										
Alarm and PA Systems	5	2010	68,025	2,423	1,500	71,948	34,895	37,053	106.2%	
Card Access Control	5	2012	45,000	0		45,000	47,629	-2,629	-5.5%	
CCTV Repair	5	2013	15,000	0		15,000	0	15,000	0.0%	
Key Access System	5	2014	10,000	0		10,000	5,040	4,960	98.4%	
Baggage System	5	2020	20,000	0		20,000	17,654	2,346	13.3%	
Electrical Repairs & Supplies	5	2031	71,800	10,500	2,000	84,300	73,583	10,717	14.6%	
Elevator Repairs & Supplies	5	2032	123,056	2,400	2,379	127,835	127,659	176	0.1%	
HVAC	5	2033	174,000	13,500	1,500	189,000	190,939	-1,939	-1.0%	
Roof	5	2034	22,500	3,000	500	26,000	9,883	16,117	163.1%	
Plumbing Repairs & Supplies	5	2035	39,000	3,500	1,500	44,000	105,840	-61,840	-58.4%	
Automatic Door Repairs & Supplies	5	2036	7,000	4,000		11,000	1,995	9,005	451.4%	
Pest Control	5	2037	5,760	480	480	6,720	6,720	0	0.0%	
Fire Extinguishers	5	2040	7,500	0		7,500	3,349	4,151	123.9%	
Fire Equipment Testing	5	2041	3,000	0		3,000	2,765	235	8.5%	
US Customs	5	2050	30,000	0		30,000	29,737	263	0.9%	
Control Tower	5	2051	300,000	0		300,000	300,000	0	0.0%	
Storage Space Rental	5	2059	0	0	14,400	14,400	31,396	-16,996	-54.1%	
Building Maintenance	5	2060	197,500	17,000	3,000	217,500	250,238	-32,738	-13.1%	
Janitorial Supplies	5	2062	130,500	7,000		137,500	121,008	16,492	13.6%	
Window Washing	5	2063	60,814	3,200	1,289	65,303	63,495	1,808	2.8%	
ID Tags	5	2071	18,000	0		18,000	14,168	3,832	27.0%	
Sign Expense	5	2080	4,900	500		5,400	531	4,869	916.8%	
FIDS	5	2090	20,000	0		20,000	18,975	1,025	5.4%	
Subtotal			1,373,355	67,503	28,548	1,469,405	1,457,498	11,907	0.8%	
GROUNDS										
Landscaping	5	3010	6,600	500	100	7,200	7,993	-793	-9.9%	
Fencing	5	3020	500	0		500	0	500	0.0%	
Pavement Repairs	5	3030	16,000	500		16,500	131,805	-115,305	-87.5%	
Utility Repairs	5	3035	500	0		500	0	500	0.0%	
Sign Expense	5	3040	8,000	100		8,100	4,075	4,025	98.8%	
Traffic Light Repairs and Materials	5	3041	5,000	0		5,000	3,514	1,486	42.3%	
Catch Basin Maintenance	5	3045	3,000	0		3,000	599	2,401	400.6%	
Snow Removal Supplies	5	3048	70,000	0		70,000	58,233	11,767	20.2%	
Snow Removal Contract Services	5	3050	255,600	0		255,600	247,265	8,335	3.4%	
NYS Police Hangar	5	3051	125,000	0		125,000	125,000	0	0.0%	
Dump Fees - Landfill	5	3060	3,150	0		3,150	2,000	1,150	57.5%	
Hazardous Waste Management	5	3070	6,800	30,000		36,800	9,208	27,592	299.7%	
Wildlife Hazard Management	5	3071	15,000	0		15,000	12,070	2,930	24.3%	
Liquid Waste Disposal	5	3078	25,000	25,000		50,000	8,086	41,914	518.4%	
Land Lease	5	3085	15,435	0		15,435	15,435	0	0.0%	
T-Hangar Maintenance	5	3090	125,000	0		125,000	113,536	11,464	10.1%	
Subtotal			680,585	56,100	100	736,785	738,819	-2,033	-0.3%	
VEHICLES AND EQUIPMENT										
Gasoline	5	4010	60,000	11,000		71,000	59,669	11,331	19.0%	
Diesel Fuel	5	4011	175,200	55,000		230,200	175,459	54,741	31.2%	
CNG	5	4015	25,000	0		25,000	21,605	3,395	15.7%	
Oil/Grease	5	4012	29,000	0		29,000	17,714	11,286	63.7%	
Vehicle/Equipment Tires	5	4013	38,500	13,000		51,500	51,340	160	0.3%	
Vehicle Repair and Maintenance	5	4021	62,000	1,500		63,500	72,362	-8,862	-12.2%	
Veh Communication Equip. Repair	5	4022	6,000	2,000		8,000	2,852	5,148	180.5%	
Sheriff Vehicle Repair and Maintenance	5	4023	0	0		0	0	0	0.0%	
Sheriff Radio Repair and Maintenance	5	4024	0	0		0	0	0	0.0%	
General Equip. Repair/Maintenance	5	4030	40,000	55,000		95,000	254,019	-159,019	-62.6%	
Quality Control Testing Equipment	5	4031	0	6,000		6,000	5,029	971	19.3%	
Heavy Equipment Maintenance	5	4040	50,000	110,000		160,000	175,272	-15,272	-8.7%	
ARFF Equipment Maintenance	5	4045	20,000	0		20,000	8,199	11,801	143.9%	
Snow Equipment Repair/Maintenance	5	4050	80,000	0		80,000	20,580	59,420	288.7%	
Mower Repair/Maintenance	5	4060	10,000	0		10,000	8,907	1,093	12.3%	
Vehicle Shop Tools and Supplies	5	4070	30,000	6,500		36,500	40,004	-3,504	-8.8%	
Fuel Truck Rental	5	4075	0	120,816		120,816	120,816	0	0.0%	
Subtotal			625,700	380,816	0	1,006,516	1,033,825	-27,309	682.4%	
Total Materials and Supplies			3,578,841	5,398,042	28,648	9,005,530	8,738,790	266,740	3.1%	

**Albany County Airport Authority
2017 Expenditures by Line Item**

DESCRIPTION	ACCT	2016 Budget AvPorts Totals	2016 Budget MA Totals	2016 Budget ACAA Admin	Budget 2016	Projected 2015	2016 Over 2015 Projected	2016 Over 2015 Projected
OFFICE								
Office Equipment Rental	5 5010	5,892	1,786	8,000	15,678	13,579	2,099	15.5%
Copy Machine Use	5 5011	100	0	500	600	339	261	76.7%
Office Equipment Service Agreem	5 5012	4,913	432	3,561	8,906	8,906	1	0.0%
Office Equipment Repairs	5 5013	200	100	500	800	115	685	593.2%
Computer System Supplies	5 5014	45,150	4,300	27,000	76,450	27,515	48,935	177.8%
Hardware/Software Maint Agreem	5 5015	80,227	8,460	49,495	138,182	160,077	-21,895	-13.7%
Computer Equipment	5 5016	6,500	650	1,120	8,270	57,040	-48,770	-85.5%
Office Furniture and Fixtures	5 5020	3,900	2,000	5,000	10,900	4,168	6,732	161.5%
Printed Forms/Letterhead	5 5030	4,200	1,000	1,500	6,700	3,660	3,040	83.1%
Parking Ticket Stock	5 5031	16,000	0		16,000	12,566	3,434	27.3%
Printing Outside Services	5 5032	250	300	20,000	20,550	22,104	-1,554	-7.0%
Postage	5 5040	0	0	7,000	7,000	6,948	52	0.7%
Express Mail	5 5041	500	250	1,000	1,750	1,150	600	52.1%
Reference Materials	5 5050	1,200	0	1,000	2,200	1,095	1,105	100.9%
Office Supplies	5 5060	15,000	6,000	15,000	36,000	26,835	9,165	34.2%
Payroll Services	5 5070	35,000	19,500	6,000	60,500	54,730	5,770	10.5%
Subtotal		219,032	44,778	146,676	410,486	400,827	9,659	2.4%
ADMINISTRATIVE								
Dues and Subscriptions	6 6000	9,950	16,500	25,000	51,450	43,348	8,102	18.7%
Airport Membership (ACI)	6 6001	0	0	12,000	12,000	11,940	60	0.5%
AAAE	6 6002	550	0	550	1,100	1,100	0	0.0%
GFOA	6 6003	0	0	800	800	760	40	5.3%
NYS Bar Association	6 6005	0	0	770	770	770	0	0.0%
NY Airport Managers Association	6 6006	0	0	5,000	5,000	5,000	0	0.0%
Local Chambers of Commerce	6 6007	0	0	5,706	5,706	5,411	295	5.4%
Center for Economic Growth	6 6008	0	0	2,500	2,500	2,500	0	0.0%
AvPorts/MA Training & Travel	6 6010	73,085	10,000		83,085	109,135	-26,050	-23.9%
Authority Travel and Education	6 6011	0	0	500	500	0	500	0.0%
Mgmt. Travel and Education	6 6012	0	0	20,000	20,000	17,713	2,287	12.9%
Functions/Refreshments	6 6013	500	2,000	25,000	27,500	24,176	3,324	13.7%
Outside Functions	6 6014	0	0	5,000	5,000	4,237	763	18.0%
Incentives	6 6015	0	43,000		43,000	42,275	725	1.7%
Tuition Reimbursement	6 6020	0	0	0	0	0	0	0.0%
Advertising/Public Meetings	6 6030	2,000	0	8,000	10,000	10,790	-790	-7.3%
Economic Development	6 6031	10,000	1,000	1,000	12,000	0	12,000	0.0%
License and Permits	6 6040	2,300	0	0	2,300	2,300	0	0.0%
Property Taxes	6 6050	40,000	0	0	40,000	36,424	3,576	9.8%
Credit Card Service Charges	6 6060	315,000	120,000	5,500	440,500	433,433	7,067	1.6%
EZPass Fees	6 6061	110,000	0	0	110,000	113,472	-3,472	-3.1%
Bank & Paying Agent Fees	6 6062	0	0	15,000	15,000	13,667	1,333	8.9%
County Indirect	6 6095	0	0	13,185	13,185	13,185	0	0.0%
Subtotal		563,385	192,500	145,511	901,396	891,637	9,759	1.1%
TOTAL OPERATIONS		22,367,061	7,318,918	4,412,644	34,098,623	30,604,292	3,494,330	11.4%
Non-Capital Equipment	8 3000	149,490	0	0	149,490	342,040	-192,550	-56.3%
Total Expenses		22,516,551	7,318,918	4,412,644	34,248,113	30,946,333	3,301,780	10.7%

5) AFCO AVPORTS MANAGEMENT, LLC'S COST CENTER STRUCTURE

The Authority has contracted with AFCO AvPorts Management LLC (“AFCO”) and Aviation Facilities Company, Inc. (“AFCO Parent”) to manage the day-to-day operations and maintenance of the Airport. Under AFCO AvPorts, there are five direct cost centers: Airfield, Terminal, Loading Bridges, Parking, and Landside and five indirect cost centers: ARFF, Operations, Security, Vehicles and Equipment Maintenance, and AvPorts Administration. Included in this section for each cost center there is a brief description with responsibilities, performance measurements, the goals and objectives with activities and the projected results to be achieved for 2016 and 2017, and the summary of expenses by category for each department with the department’s employee count. Also included are the expenditures by line item, the schedule of salaries and benefits, and the organizational chart.

A summary of AFCO AvPorts operating expenses by cost center is summarized in the following table.

	Audited	Budget	Projected	Budget
	2015	2016	2016	2017
Airfield	\$ 2,568,706	\$ 3,069,791	\$ 2,649,284	\$ 3,123,885
Terminal	4,826,781	5,105,629	5,226,264	5,365,498
Loading Bridges	327,049	262,971	214,543	279,240
Parking	3,362,963	3,707,080	3,772,254	4,498,770
Landside Development	1,145,793	1,063,104	1,012,436	1,131,067
ARFF	1,759,317	1,767,108	2,017,402	2,051,497
Operations	882,183	868,633	863,168	895,695
Security	2,402,736	2,882,540	2,207,704	2,922,914
Vehicle/Equipment	1,411,109	1,356,227	1,211,950	1,373,551
AFCO AvPorts Administration	834,700	851,456	1,019,964	874,434
TOTAL OPERATING EXPENSES	\$ 19,521,337	\$ 20,934,539	\$ 20,194,968	\$ 22,516,551



Albany County Airport Authority 2017 Operating Budget

AIRFIELD This cost center includes the salaries and benefits for the airfield maintenance workers and the direct costs associated with the maintenance and repairs of all areas inside the Air Operations Area (AOA). This cost center is responsible for all areas within the AOA including the runways, taxiways and ramp areas. This cost center also includes the expenses for the glycol containment system and all maintenance and repairs for airside buildings including the airfield/vehicle maintenance facility.

Airfield Performance Measurements			
	2015 Final	2016 Projected	2017 Budget
Number of vehicle accidents on Airfield over \$1,000	1	0	0
Airport remained open for all airline operations	100%	100%	100%
Electrical work-orders	621	685	700
SPEDES permit sanctions	0	0	0
Gallons of deicing aircraft storm water fluid collected	15,586,695	18,250,000	25,000,000
Pounds of Biochemical Oxygen Demand in the collected storm water removed (the higher the better)	3.1%	3.1%	3.0%
Employees with CDL licenses	35	32	40
Runway incidents	0	0	0
Notices to Airmen (NOTAMs) for airfield lighting	54	60	0
Occupational Safety and Health Administration (OSHA) reportable incidents	7	3	0
Liquid potassium acetate used on runways (avg gallons per snow ice event)	1,768	3,536	10,000
Airfield electric usage (KWH)	595,519	631,460	635,000
Overtime/Personnel Services (%)	14.1%	13.0%	7.6%

Projected 2016 Strategic Plan Results and 2017 Strategic Goals for Airfield

Goals	Objectives	Activities	2016 Projected Results to be Achieved	2017 Budgeted Results to be Achieved
Improve snow removal	<p>Monitor maintenance costs while operating efficiently</p> <p>Minimize overtime</p>	<ul style="list-style-type: none"> Schedule workers for 12-hour shifts during storms Assign specially trained employees to specific areas Clean obscured airfield lighting Implement third shift Adjust the shifts for glycol employees Employ temporary employees 	<ul style="list-style-type: none"> Airport remains open 100% for all airline operations Maintain a safe 140 foot runway Protect life and property Monitor the cost of snow removal supplies Reduce overtime 1.1% if there isn't an extreme amount of bad weather 	<ul style="list-style-type: none"> Airport remains open 100% for all airline operations Maintain a safe 140 foot runway Protect life and property Monitor the cost of snow removal supplies Reduce overtime 5.4% if there isn't an extreme amount of bad weather
Reduce glycol treatment system sludge removal and disposal costs	<p>Convert treatment system sludge into usable compost</p> <p>Collect less water (clean snow and rain) more BOD</p>	<ul style="list-style-type: none"> Use BOD as a gauge to test the effectiveness of waste water treatment Install and operate onsite composting system 	<ul style="list-style-type: none"> Keep collected storm water under 25m gallons Collect high BOD storm water to reduce operating cost 	<ul style="list-style-type: none"> Keep collected storm water under 25m gallons Collect high BOD storm water to reduce operating cost
Promote Safety	<p>Provide safe work place</p>	<ul style="list-style-type: none"> Supply proper safety equipment Educate staff on safety through training and meetings Provide employees with proper training and drive time to pass CDL certification 	<ul style="list-style-type: none"> Reduce Occupational Safety and Health Administration (OSHA) reportable accidents by 57% Thirty-two employees will have their CDL licenses 	<ul style="list-style-type: none"> Reduce Occupational Safety and Health Administration (OSHA) reportable accidents Forty employees will have their CDL licenses
Maintain a satisfactory record on controlling effluent deicing fluid	<p>Comply with New York Encon State Safety regulations</p>	<ul style="list-style-type: none"> Operate according to Best Practice Standards 	<ul style="list-style-type: none"> Operate at zero Encon sanctions and fines 	<ul style="list-style-type: none"> Operate at zero Encon sanctions and fines

Summary of Expenses for Airfield

	2015 <u>Audited</u>	2016 <u>Budget</u>	2016 <u>Projected</u>	2017 <u>Budget</u>
Personnel Services	\$ 1,072,223	\$ 1,197,308	\$ 1,192,313	\$ 1,230,540
Employee Benefits	517,269	518,877	502,362	564,761
Utilities & Communications	120,057	111,300	120,701	122,000
Purchased Services	210,999	205,934	233,801	247,489
Material & Supplies	559,391	986,585	544,150	943,288
Office	3,156	8,917	1,827	6,917
Administration	9,960	10,870	14,130	8,890
Non-capital Equipment & Facilities	75,651	30,000	40,000	-
Total	\$ 2,568,706	\$ 3,069,791	\$ 2,649,284	\$ 3,123,885
 Employee Count	 24.5	 26.5	 23.5	 26.5



TERMINAL This department includes the salaries and benefits for the terminal maintenance and custodial staff. This department also includes all the direct costs associated with the daily maintenance and repairs of the terminal building. The expenditures include utilities, communication systems, window washing, elevator service, HVAC, electrical, plumbing, baggage systems, cleaning supplies, and the contracted services for the carpet, slate and terrazzo floor maintenance for the terminal facility.

Terminal Performance Measurements			
	2015 Final	2016 Projected	2017 Budget
HVAC Equipment in operation	100.0%	100.0%	100.0%
Work Orders	3,413	3,644	3,600
Survey: cleanliness of the terminal	N/A	80%	80%
Average # of days a work order remains open	2.5	2.5	2.5
Plumbing Equipment in operation	100%	100%	100%
Terminal Maintenance direct cost per square foot	\$16.63	\$17.98	\$18.45
Terminal electrical usage (KWH): 79 Building	1,569,493	1,543,535	1,560,000
Terminal electrical usage (KWH): 98 Building	7,700,324	7,328,159	7,500,000
Overtime/Personnel Services (%)	7.4%	6.2%	5.3%

Projected 2016 Strategic Plan Results and 2017 Strategic Goals for Terminal

Goals	Objectives	Activities	2016 Projected Results to be Achieved	2017 Budgeted Results to be Achieved
Provide terminal maintenance by maintaining cost efficiency, open communication, well maintained equipment, and monitoring outside contractors for the traveling public, tenants, and employees				
	Maintain cost effectiveness for HVAC, plumbing, and building maintenance	<ul style="list-style-type: none"> Work with the purchasing agent to reduce costs in supplies and equipment Perform a preventative maintenance program Compare the cost of outside contractors to the option of performing duties in-house Monitor work performed by outside contractors Monitor electricity usage by observing actual usage stated on invoices 	<ul style="list-style-type: none"> Minimize the costs of purchased services saving 1.2% Minimize the costs of materials and supplies Ensure quality of work performed by contractors Monitor actual hours worked by contractors Monitor energy usage decreasing usage by 6.5% 	<ul style="list-style-type: none"> Minimize the costs of purchased services Minimize the costs of materials and supplies Ensure quality of work performed by contractors Monitor actual hours worked by contractors Monitor energy usage
	Maintain an attractive, clean and maintained terminal	<ul style="list-style-type: none"> Conduct a daily walk through of all areas Conduct a survey 	<ul style="list-style-type: none"> Achieve a well maintained and clean environment Achieve an 80% favorable survey response 	<ul style="list-style-type: none"> Achieve a well maintained and clean environment Achieve an 80% favorable survey response
	Improve Staff efficiency	<ul style="list-style-type: none"> Develop improved work assignments Conduct work inspection program Contract HVAC and plumbing repair to an outside company Issue daily assignments to leads 	<ul style="list-style-type: none"> Improve work accountability Maintain personnel services below budget levels 	<ul style="list-style-type: none"> Improve work accountability Maintain personnel services below budget levels

Summary of Expenses for Terminal

	2015 <u>Audited</u>	2016 <u>Budget</u>	2016 <u>Projected</u>	2017 <u>Budget</u>
Personnel Services	\$ 1,091,773	\$ 1,270,617	\$ 1,256,261	\$ 1,282,494
Employee Benefits	514,741	599,166	578,266	644,300
Utilities & Communications	1,373,935	1,412,148	1,161,029	1,336,989
Purchased Services	984,040	1,096,000	971,886	1,122,054
Material & Supplies	783,456	627,031	1,115,015	864,525
Office	39,620	34,165	80,316	39,725
Administration	-	800	400	3,410
Non-capital Equipment & Facilities	39,216	65,700	63,092	72,000
Total	\$ 4,826,781	\$ 5,105,628	\$ 5,226,264	\$ 5,365,498
Employee Count	35.75	41.0*	36.75*	41.5*

*Includes 0.5 FTE for artistic exhibits and 5.5 FTE for museum shop.
Their salaries and benefits are allocated to the direct expense.



LOADING BRIDGES This cost center includes the maintenance expenses and related debt service payments associated with 15 loading bridges. Revenues are collected in amounts sufficient to offset any expenses the Authority incurs.

Loading Bridge Performance Measurements			
	2015 Final	2016 Projected	2017 Budget
Direct Cost per Loading Bridge	\$25,158	\$16,503	\$21,480
Airline Employees trained as requested	11	2	5
Over-the-Wing (OTW) Loading Bridge total operations	3,881	4,313	4,300
Loading Bridge electrical usage (KWH) (6.1% of 98 building gets allocated)	667,216	634,968	640,000
OTW Loading Bridge Maintenance calls	59	108	10
OTW Loading Bridge out of service	10.9%	14.5%	0.0%
Overtime/Personnel Services (%)	19.7%	12.4%	10.2%

Projected 2016 Strategic Plan Results and 2017 Strategic Goals for Loading Bridges

Goals	Objectives	Activities	2016 Projected Results to be Achieved	2017 Budgeted Results to be Achieved
Maintain and service the loading bridges with minimum downtime				
	Perform annual preventative maintenance program (PM)	<ul style="list-style-type: none"> Continue Jet Bridge PM program (evening inspection program) Schedule a sequence for loading bridge PM's Continue to monitor OTW loading bridges Improve maintenance coordination for Over the Wing (OTW) bridges 	<ul style="list-style-type: none"> PM's per schedule will continue No disruptions or delays to airline operations Maintain OTW out of service Maintain low maintenance calls on OTW bridges Improve OTW loading bridge availability Maintain overtime at budget levels 	<ul style="list-style-type: none"> Complete loading bridge PM's per schedule No disruptions or delays to airline operations Maintain OTW out of service Maintain low maintenance calls on OTW bridges Improve OTW loading bridge availability Maintain overtime at budget levels
	Continue on-site training to airline personnel	<ul style="list-style-type: none"> Provide training as requested to airline personnel 	<ul style="list-style-type: none"> Offer training to airline personnel with no response- two employees trained 	<ul style="list-style-type: none"> Train airline personnel to correctly operate the loading bridges as requested

Summary of Expenses for Loading Bridges

	2015 <u>Actual</u>	2016 <u>Budget</u>	2016 <u>Projected</u>	2017 <u>Budget</u>
Personnel Services	\$ 65,043	\$ 79,119	\$ 51,665	\$ 82,416
Employee Benefits	35,817	37,702	26,518	40,674
Utilities & Communications	68,250	68,250	68,250	68,250
Purchased Services	-	-	-	-
Material & Supplies	157,939	77,900	68,110	87,900
Office	-	-	-	-
Administration	-	-	-	-
Non-capital Equipment & Facilities	-	-	-	-
Total	\$327,049	\$262,971	\$214,543	\$279,240
Employee Count	1.0	2.0	1.0	2.0



PARKING This cost center is used to account for all the cost necessary to maintain the parking garage, the parking lots, and the shuttle buses used between the terminal and economy parking lot. This cost center also includes the salaries and benefits for the parking cashiers, maintenance workers, shuttle bus drivers and detailer, utilities, parking lot equipment maintenance and repair, parking ticket stock, maintenance of the shuttle buses, and snow removal services.

Parking Performance Measurements			
	2015 Final	2016 Projected	2017 Budget
Express parking transactions	308,094	337,261	325,000
Cashier parking transactions	315,367	311,997	312,000
Cashier parking transaction errors	109	120	114
Shuttle Bus Survey	N/A	85%	85%
Customer/vehicle contact	0%	0	0
OSHA recordable accidents	6	6	0
Parking electrical usage (KWH)	345,278	343,877	345,000
Parking Garage electrical usage (KWH) (23.5% of 98 building gets allocated)	2,570,421	2,446,189	2,500,000
YTD Loss/Gain	-\$1,178	-\$930	-\$884
Overtime/Personnel Services (%)	18.2%	18.2%	7.9%

Projected 2016 Strategic Plan Results and 2017 Strategic Goals for Parking

Goals	Objectives	Activities	2016 Projected Results to be Achieved	2017 Budgeted Results to be Achieved
Promote express parking machines (automated credit card and EZ-Pass plus payments)				
	Enhance the use of express parking machines	<ul style="list-style-type: none"> Train cashiers to assist customers with problem transactions at cashier free exits 	<ul style="list-style-type: none"> Achieve customer satisfaction for express parking Maintain express parking transactions 	<ul style="list-style-type: none"> Achieve customer satisfaction for express parking Maintain express parking transactions
Provide safe parking				
	Improve parking safety	<ul style="list-style-type: none"> Monitor and inspect parking areas Conduct safety meetings with employees 	<ul style="list-style-type: none"> Minimize risk of customer/vehicle contact to zero Minimize OSHA recordable accidents 	<ul style="list-style-type: none"> Reduce risk of customer/vehicle contact to zero Reduce OSHA recordable accidents to zero
Provide quality customer service				
	Be courteous and responsive to all customers	<ul style="list-style-type: none"> Monitor and provide training to employees to meet the demands of customers with patience and confidence Monitor employee's work performance 	<ul style="list-style-type: none"> Achieve quality customer satisfaction Maintain positive survey results by 85% Minimize parking transaction errors Minimize YTD loss/gain 	<ul style="list-style-type: none"> Achieve quality customer satisfaction Maintain positive survey results by 85% Reduce parking transaction errors by 5% Reduce YTD loss/gain
Cost Reduction				
	Control the use of supplies	<ul style="list-style-type: none"> Monitor salt use and procedures during the snow season Change to energy efficient bulbs in parking garage Monitor parking lights in economy lot 	<ul style="list-style-type: none"> Maintain expenses at budget level 	<ul style="list-style-type: none"> Maintain expenses at budget level

Summary of Expenses for Parking

	2015 <u>Actual</u>	2016 <u>Budget</u>	2016 <u>Projected</u>	2017 <u>Budget</u>
Personnel Services	\$1,395,161	\$1,588,618	\$1,377,164	\$ 1,648,901
Employee Benefits	650,326	737,379	580,760	722,404
Utilities & Communications	355,683	356,825	340,383	351,825
Purchased Services	54,057	72,689	259,812	433,825
Material & Supplies	477,761	529,335	717,945	828,731
Office	43,793	78,384	30,792	81,484
Administration	336,205	343,850	425,898	431,600
Non-capital Equipment & Facilities	49,977	-	39,499	-
Total	\$3,362,963	\$3,707,080	\$3,772,254	\$ 4,498,770
Employee Count	35.25	45.5	34.5	45.5



LANDSIDE This cost center is used to account for expenses of the buildings and properties located outside the Air Operations Area (AOA). This cost center includes the costs to maintain those buildings and properties plus any Authority’s responsibilities under lease agreements with tenants.

Landside Performance Measurements			
	2015 Final	2016 Projected	2017 Budget
Number of tenants	53	53	53
Landside building rental (Sq ft) *	316,243	324,912	324,912
Landside land rental (acres)*	31	34	34
Tenant complaints	0	0	0

**Includes rented space/land only*

Projected 2016 Strategic Plan Results and 2017 Strategic Goals for Landside

Goals	Objectives	Activities	2016 Projected Results to be Achieved	2017 Budgeted Results to be Achieved
Maintain properties	Maintain properties to appropriate safety, operational, and appearance levels	<ul style="list-style-type: none"> Schedule preventative maintenance Conduct monthly inspections of all buildings Timely response to emergency conditions Inspect properties on timely basis 	<ul style="list-style-type: none"> Maintain the cost of materials and supplies at budget level Maintain zero tenant complaints Maintain good tenant relationships 	<ul style="list-style-type: none"> Maintain the cost of materials and supplies at budget level Maintain zero tenant complaints Maintain good tenant relationships
Maintain good tenant relationships	Develop good communication channels to anticipate tenant needs	<ul style="list-style-type: none"> Hold annual tenant meeting to advise tenant community of airport activity and exchange information Conduct tenant survey 	<ul style="list-style-type: none"> Reinforce airport community spirit Anticipate tenant concerns Expect 80% positive response on survey results 	<ul style="list-style-type: none"> Reinforce airport community spirit Anticipate tenant concerns Expect 80% positive response on survey results

Summary of Expenses for Landside

	2015 <u>Actual</u>	2016 <u>Budget</u>	2016 <u>Projected</u>	2017 <u>Budget</u>
Utilities & Communications	220,488	209,425	220,191	235,025
Purchased Services	38,849	81,319	42,197	101,042
Material & Supplies	844,808	714,310	713,624	736,950
Office	0	8,050	0	8,050
Administration	41,648	50,000	36,424	50,000
Non-capital Equipment & Facilities	0	0	0	0
Total	\$1,145,793	\$1,063,104	\$1,012,436	\$1,131,067
Employee Count*	2.5	2.5	2.5	2.5

*Two custodial workers maintain the Control Tower and 0.5 custodial worker maintains the ACAA building. Their salaries and benefits are allocated to the direct expense.



AIRCRAFT RESCUE AND FIRE FIGHTING (ARFF) This cost center includes the salaries and benefits for the ARFF employees, all the expenses for ARFF supplies, the maintenance expenses associated with the ARFF facility which includes HVAC, electrical, building maintenance, and the repair and maintenance of the ARFF vehicles and equipment.

ARFF Performance Measurements			
	2015 Final	2016 Projected	2017 Budget
Annual Dispatch Calls	527	552	550
Tour conducted by ARFF	36	35	35
AED classes conducted	2	19	15
Fire Extinguishers inspected/serviced	5,904	5,559	5,600
NYS Fire Fighter training (training hours)	1,992	1,900	1,900
OSHA required fire training (training hours)	156	156	156
NYS EMT training (training hours)	480	480	480
FAA ARFF training (training hours)	516	516	516
Building code inspections	30	56	20
Overtime/Personnel Services (%)	18.9%	15.6%	10.3%

Projected 2016 Strategic Plan Results and 2017 Strategic Goals for ARFF

Goals	Objectives	Activities	2016 Projected Results to be Achieved	2017 Budgeted Results to be Achieved
Life Safety	Provide trained employees with lifesaving equipment	<ul style="list-style-type: none"> • Train employees in the use of AEDs • Purchase new Automated External Defibrillations (AEDs) to replace AEDs that have reached their life expectancy • Send employees for Fire Fighter training • Send employees to ARFF related schools 	<ul style="list-style-type: none"> • Train Airport community • Preserve life • Place AED's in the Albany Airport Authority's building, Customs, Terminal and Millionaire building • Meet state fire fighter requirement • Train employees: 40 hour basic ARFF school • Enable firefighters to better handle aircraft emergency 	<ul style="list-style-type: none"> • Train Airport community • Preserve life • Meet state fire fighter requirement • Train employees • Enable firefighters to better handle aircraft emergency
Fire Alarm system	Improve the current fire alarm system and expand its capabilities	<ul style="list-style-type: none"> • Upgrade the present fiber optic system • Increase fire alarm reporting capacity 	<ul style="list-style-type: none"> • Provide better reporting • Increase capabilities to enter information to a specific room/area • Meet the current needs of the terminal • Preserve life 	<ul style="list-style-type: none"> • Provide better reporting • Increase capabilities to enter information to a specific room/area • Meet the current needs of the terminal • Preserve life

Summary of Expenses for ARFF

	2015 <u>Actual</u>	2016 <u>Budget</u>	2016 <u>Projected</u>	2017 <u>Budget</u>
Personnel Services	\$ 1,116,885	\$ 1,100,936	\$ 1,294,866	\$ 1,246,295
Employee Benefits	469,427	478,528	452,930	550,912
Utilities & Communications	24,058	25,300	22,023	25,300
Purchased Services	3,363	3,396	3,479	3,479
Material & Supplies	99,926	111,680	157,357	125,304
Office	6,528	8,308	6,244	8,458
Administration	28,259	38,960	68,544	44,260
Non-capital Equipment & Facilities	10,871	-	11,960	47,490
Total	\$ 1,759,317	\$ 1,767,108	\$ 2,017,402	\$ 2,051,497
Employee Count	20.0	20.0	20.0	21.0



OPERATIONS The Operations cost center is the command center for the overall day-to-day operations of the airport. This cost center classification includes the salaries and benefits for the staff responsible for controlling the daily operations of the airport.

Operations Performance Measurements			
	2015 Final	2016 Projected	2017 Budget
Work Orders (Facility) Building Maintenance calls	3,491	3,735	3,500
Work Orders (139) aeronautical areas	793	751	750
Notice to airmen (NOTAMS)	1,158	695	1,000
Bird Strikes	27	56	15
Property Damage Reports	154	132	140
Bodily Injury Reports	185	255	200
FAA 139 Inspections discrepancies	9	24	5
Operations' employee accidents	0	0	0
Operations' property accidents	0	2	0
Overtime/Personnel Services (%)	10.5%	14.1%	4.7%

Projected 2016 Strategic Plan Results and 2017 Strategic Goals for Operations

Goals	Objectives	Activities	2016 Projected Results to be Achieved	2017 Budgeted Results to be Achieved
Continue to operate a safe and efficient facility for our tenants and traveling public				
	Improve department safety	<ul style="list-style-type: none"> Continue a department "clean program" 	<ul style="list-style-type: none"> Minimize accidents 	<ul style="list-style-type: none"> Maintain accidents to zero
	Minimize the impact of airport-based wildlife on air carriers	<ul style="list-style-type: none"> Implement new wildlife hazard management plan Introduce insecticide treatment Work in conjunction with USDA to assist with wildlife mitigation techniques Operations' employees attend FAA required wildlife training Apply insect pesticides 	<ul style="list-style-type: none"> Minimize bird strikes Improve effectiveness of wildlife mitigation procedures Educate employees on current techniques and requirements 	<ul style="list-style-type: none"> Minimize bird strikes Improve effectiveness of wildlife mitigation procedures Educate employees on current techniques and requirements
	Conduct a review exercise of the emergency plan	<ul style="list-style-type: none"> Test the effectiveness of the emergency plan Update the Airport Emergency Plan (AEP) Increase awareness of the plan 	<ul style="list-style-type: none"> Improve emergency effectiveness by eliminating unnecessary and out-of-date practices Improve emergency response 	<ul style="list-style-type: none"> Improve emergency effectiveness by eliminating unnecessary and out-of-date practices Improve emergency response
	ANTN Digicast training	<ul style="list-style-type: none"> Provide training to Operation's personnel via computer based training program 	<ul style="list-style-type: none"> Increase knowledge in work related activities to implement FAA regulations 	<ul style="list-style-type: none"> Increase knowledge in work related activities to implement FAA regulations
	Enhance the efficiency of the field condition reporting system	<ul style="list-style-type: none"> Continue to use apple iPad in the Saab friction tester 	<ul style="list-style-type: none"> Maintain accidents to zero 	<ul style="list-style-type: none"> Maintain accidents to zero
	Update operation's work environment	<ul style="list-style-type: none"> Replace/ reposition monitors and create more efficient work space 	<ul style="list-style-type: none"> Improve communications Improve Airport security Produce better reporting 	<ul style="list-style-type: none"> Improve communications Improve Airport security Produce better reporting

Summary of Expenses for Operations

	2015 <u>Actual</u>	2016 <u>Budget</u>	2016 <u>Projected</u>	2017 <u>Budget</u>
Personnel Services	\$ 552,538	\$ 551,324	\$ 576,387	\$ 563,165
Employee Benefits	248,535	247,784	218,594	253,888
Utilities & Communications	44,693	46,450	51,755	52,100
Purchased Services	-	-	-	-
Material & Supplies	-	-	-	-
Office	8,276	9,986	7,364	10,342
Administration	6,455	13,089	9,069	16,200
Non-capital Equipment & Facilities	21,686	-	-	-
Total	\$ 882,183	\$ 868,633	\$ 863,168	\$ 895,695
Employee Count	12.0	13.0	12.0	13.0



SECURITY This cost center classification includes the salaries and benefits for the Curbside Monitors, the costs affiliated with employee security checks and badging, security equipment, and the fees incurred to have the Albany County Sheriffs provide protective services on Airport premises.

Security Performance Measurements			
	2015 Final	2016 Projected	2017 Budget
Security Trainees	559	696	600
Driver Trainees	277	416	300
Finger Printing	727	807	1100
Badges Issued	130	185	200
Revalidations	521	645	400
Escort Required Badges Issued	3,524	2,928	2,500
Business Center Security Passes	186	165	100
Curbside Accidents	0	0	0
Curbside Security - Overtime/Personnel Services (%)	10.9%	12.4%	2.1%

Projected 2016 Strategic Plan Results and 2017 Strategic Goals for Security

Goals	Objectives	Activities	2016 Projected Results to be Achieved	2017 Budgeted Results to be Achieved
Continue to operate a secure facility for our tenants and traveling public; meet or exceed Transportation Security Agency (TSA) requirements	Test the effectiveness of the security plan	<ul style="list-style-type: none"> Conduct a security table top Participate in monthly meetings with TSA 	<ul style="list-style-type: none"> Promote security awareness Increase public safety 	<ul style="list-style-type: none"> Promote security awareness Increase public safety
	Increase the reliability of the card access control computer system	<ul style="list-style-type: none"> Procure service support agreement Conduct random testing of access control system during terminal inspections Upgrade proximity card technology 	<ul style="list-style-type: none"> Ensure the availability of the system to ensure compliance with the Airport Security Program 	<ul style="list-style-type: none"> Ensure the availability of the system to ensure compliance with the Airport Security Program
	Achieve zero civil penalties of fines from the Transportation Security Administration	<ul style="list-style-type: none"> Meet with TSA to review effectiveness of ASP and current procedures to maintain compliance Develop a security newsletter to be distributed to all Airport badge holders 	<ul style="list-style-type: none"> Identify areas that need improvement and develop solutions in conjunction with TSA Increase security awareness of Airport badge holders and reduce security violations 	<ul style="list-style-type: none"> Identify areas that need improvement and develop solutions in conjunction with TSA Increase security awareness of Airport badge holders and reduce security violations
	Improve the process for obtaining an Airport badge	<ul style="list-style-type: none"> Develop a web based interface including a secure login and individual account for agencies that require an Airport badge 	<ul style="list-style-type: none"> Provide online service to users in order to complete and submit applications, make appointments, and receive security information improving efficiency and customer service 	<ul style="list-style-type: none"> Provide online service to users in order to complete and submit applications, make appointments, and receive security information improving efficiency and customer service

Summary of Expenses for Security

	2015 <u>Actual</u>	2016 <u>Budget</u>	2016 <u>Projected</u>	2017 <u>Budget</u>
Personnel Services	\$ 174,174	\$ 191,294	\$ 178,484	\$ 167,396
Employee Benefits	63,979	67,250	58,129	74,044
Utilities & Communications	4,150	4,670	4,103	4,200
Purchased Services	2,085,076	2,524,216	1,901,481	2,578,024
Material & Supplies	69,337	88,000	61,825	96,000
Office	6,020	7,110	2,511	3,250
Administration	-	-	1,172	-
Non-capital Equipment & Facilities	-	-	-	-
Total	\$ 2,402,736	\$ 2,882,540	\$ 2,207,704	\$ 2,922,914
 Employee Count	 5.0	 7.5	 5.5	 6.5



VEHICLES AND EQUIPMENT This cost center includes the salaries and benefits for the vehicle maintenance employees responsible for the maintenance and repairs of all airport vehicles and heavy equipment including snow removal equipment (snow blowers, brooms and plows), heavy equipment (loaders, dump trucks, fuel trucks), road vehicles (pick-up trucks, shuttle buses, and vans), general equipment (paint machines, cement mixers and generators) and mowing equipment.

Vehicle Maintenance Performance Measurements			
	2015 Final	2016 Projected	2017 Budget
Heavy Equipment (Units)	47	47	45
Light Vehicles (Units)	34	34	36
Light Equipment (Units)	233	233	230
Average age of ARFF Fleet (yrs)	9	9	7
Average age of Shuttle Buses (yrs)	4	4	4
Average age of Fuel Trucks (yrs)	12	12	13
Average age of other large vehicles	17	17	15
Average age of Pick-ups	15	15	16
Shuttle Bus (Not less than 6 operational)	7	7	7
Fuel Truck (Not less than 7 operational)	7	7	7
Technicians trained	33	0	2
Overtime/Personnel Services (%)	12.9%	10.5%	8.1%

Projected 2016 Strategic Plan Results and 2017 Strategic Goals for Vehicles/Equipment

Goals	Objectives	Activities	2016 Projected Results to be Achieved	2017 Budgeted Results to be Achieved
Maintain ACAA owned fleet				
	Maintain fuel trucks	<ul style="list-style-type: none"> Continue preventative maintenance program 	<ul style="list-style-type: none"> Provide not less than seven operational fuel trucks Minimize repairs on fuel trucks Provide zero downtime to provide on-time service to customers 	<ul style="list-style-type: none"> Provide not less than seven operational fuel trucks Minimize repairs on fuel trucks Provide zero downtime to provide on-time service to customers
	Maintain deicer trucks	<ul style="list-style-type: none"> Continue preventative maintenance program 	<ul style="list-style-type: none"> Provide not less than two operational deicer trucks Minimize repair on deicer trucks Provide zero downtime to provide on-time service to customers 	<ul style="list-style-type: none"> Provide not less than two operational deicer trucks Minimize repair on deicer trucks Provide zero downtime to provide on-time service to customers
	Maintain shuttle buses	<ul style="list-style-type: none"> Purchase two new buses 	<ul style="list-style-type: none"> Provide not less than four shuttle buses Minimize shuttle bus down time 	<ul style="list-style-type: none"> Provide not less than four shuttle buses Minimize shuttle bus down time
	Maintain snow fleet	<ul style="list-style-type: none"> Purchase new snow removal equipment 	<ul style="list-style-type: none"> Maintain an average age of ten years 	<ul style="list-style-type: none"> Maintain an average age of ten years
	Maintain ARFF fleet	<ul style="list-style-type: none"> Get factory training on various systems and new equipment; factory training required with each new piece of equipment 	<ul style="list-style-type: none"> Maintain FAA Index Train employees for ARFF equipment 	<ul style="list-style-type: none"> Maintain FAA Index Train employees for ARFF equipment
	Improve work efficiency	<ul style="list-style-type: none"> Utilize All Data Maintenance Program Continue preventive maintenance program 	<ul style="list-style-type: none"> Manage preventative maintenance Create estimates and repair orders with ease 	<ul style="list-style-type: none"> Manage preventative maintenance Create estimates and repair orders with ease

Summary of Expenses for Vehicles and Equipment

	2015 <u>Actual</u>	2016 <u>Budget</u>	2016 <u>Projected</u>	2017 <u>Budget</u>
Personnel Services	\$ 463,929	\$ 541,866	\$ 531,181	\$ 557,821
Employee Benefits	245,983	269,423	255,440	289,917
Utilities & Communications	21,996	23,095	19,388	21,095
Purchased Services	58,299	59,347	61,901	59,347
Material & Supplies	437,053	444,000	323,963	396,000
Office	1,308	15,246	1,015	16,121
Administration	8,654	3,250	8,022	3,250
Non-capital Equipment & Facilities	173,887	-	11,039	30,000
Total	\$ 1,411,109	\$ 1,356,227	\$ 1,211,950	\$ 1,373,551
Employee Count	11.0	11.0	10.0	11.0



ADMINISTRATION – AFCO AVPORTS This cost center category includes the salaries and benefits for the AFCO AvPorts administrators and includes the office and administration expenses needed to support the AFCO AvPorts operations.

AvPort's Administration Performance Measurements			
	2015 Final	2016 Projected	2017 Budget
AvPort's total full time employment equivalents	150.5	149.3	173.0
Total AvPort's overtime	13.6%	12.6%	7.1%
Budgetary needs met	yes	yes	yes
Saving/revenue producing ideas	0	0	1
Total AvPorts Property Damage Reports	35	12	29
Administration Overtime/Personnel Services (%)	0.0%	0.0%	0.0%
Employee turnover	27.0%	15.0%	19.0%

Projected 2016 Strategic Plan Results and 2017 Strategic Goals for AFCO AvPorts Administration

Goals	Objectives	Activities	2016 Projected Results to be Achieved	2017 Budgeted Results to be Achieved
Improve staff efficiency	Reduce overtime	<ul style="list-style-type: none"> Continue reward lottery for unused sick days Continue with the housekeeping plans in all departments 	<ul style="list-style-type: none"> Minimize sick day usage 	<ul style="list-style-type: none"> Minimize sick day usage
Improve safety	Reduce accidents	<ul style="list-style-type: none"> Institute Safety Management System (SMS) Improve Safety Program Continue the Safety Encouragement and Recognition Program Institute Safety Jackpot Program 	<ul style="list-style-type: none"> Implement SMS Program Reduce vehicle accidents Reduce all employee accidents Reduce property damage reports by 66% 	<ul style="list-style-type: none"> Implement SMS Program Reduce vehicle accidents Reduce all employee accidents Minimize property damage reports
Team Albany	Recognize employees	<ul style="list-style-type: none"> Continue recognition programs and reevaluate programs Produce an employee newsletter 	<ul style="list-style-type: none"> Recognize an employee's good work effort Better informed employees Conduct town hall meetings Recognize employee anniversary dates 	<ul style="list-style-type: none"> Recognize an employee's good work effort Better informed employees Conduct town hall meetings Recognize employee anniversary dates

Summary of Expenses for AFCO AvPorts' Administration

	2015 <u>Actual</u>	2016 <u>Budget</u>	2016 <u>Projected</u>	2017 <u>Budget</u>
Personnel Services	\$ 282,469	\$ 288,506	\$ 313,334	\$ 306,524
Employee Benefits	91,281	91,967	87,948	101,350
Utilities & Communications	314	400	492	350
Purchased Services	414,083	415,923	415,750	415,750
Material & Supplies	-	-	-	-
Office	42,234	48,835	34,086	44,685
Administration	4,319	5,825	8,352	5,775
Non-capital Equipment & Facilities	-	-	160,000	-
Total	\$ 834,700	\$ 851,456	\$ 1,019,964	\$ 874,434
Employee Count	3.5	3.5	3.5	3.5



Albany County Airport Authority AFCO AvPorts' 2017 Expenditures by Line Item

DESCRIPTION	ACCT	AvPorts Direct Cost Centers					Indirect Cost Centers				Admin AvPorts Admin	2017 Budget AvPorts Totals	2016 Projected AvPorts Totals	
		Airfield	Terminal	Loading Bridges	Parking	Landside	PUBLIC SAFETY/OPERATIONS			Vehicles & Equipment				
							ARFF	Operations	Security					
PERSONNEL SERVICES														
Salaries	1	1000	1,136,881	1,214,450	74,048	1,518,988		1,118,065	536,974	163,880	512,805	306,524	6,582,614	5,921,258
Overtime (1.5)	1	2010	86,156	56,703	6,621	125,087		125,027	26,191	3,516	40,306		469,607	787,159
Overtime (2.0)	1	2020	7,503	11,341	1,747	4,826		3,203	0	0	4,710		33,330	63,238
Subtotal			1,230,540	1,282,494	82,416	1,648,901	0	1,246,295	563,165	167,396	557,821	306,524	7,085,551	6,771,655
EMPLOYEE BENEFITS														
Social Security	2	1000	93,273	84,148	6,123	117,957		92,031	42,075	12,467	42,036	22,437	512,547	480,366
Health-Active	2	2000	317,984	411,898	24,510	438,901		302,280	156,113	40,616	178,661	46,031	1,916,994	1,699,087
Medical Exams	2	4000				600		2,900				15,000	18,500	20,455
Smoking Cessation Class	2	4015											0	0
Uniforms & Laundry	2	5000	11,000	7,500	750	11,000				2,000	6,000		38,250	33,926
Uniform Purchases	2	5005	10,000	3,000	200	3,000		11,000	2,600	1,000	2,000		32,800	19,712
NYS Disability Insurance/Life Ins	2	6010	18,572	22,075	876	25,220		18,465	10,945	1,164	9,880	7,573	114,770	100,924
Unemployment Insurance	2	6020	8,497	10,084	576	14,039		6,008	3,745	2,593	3,169	1,008	49,719	44,068
Workers Compensation	2	6030	87,330	95,087	6,331	89,629		95,119	33,944	12,890	43,464	766	464,560	258,821
Retirement Plans	2	9000	18,105	10,508	1,308	22,058		23,109	4,466	1,314	4,707	8,535	94,110	103,586
Subtotal			564,761	644,300	40,674	722,404	0	550,912	253,888	74,044	289,917	101,350	3,242,250	2,760,946
UTILITIES & COMMUNICATIONS														
Electric	3	1000	117,000	960,000	68,250	350,000	120,000	15,000			6,000		1,636,250	1,529,950
Natural Gas	3	3000	3,000	180,000			75,000	10,000			15,000		283,000	221,634
Sewer	3	4000	1,000	80,000			12,000						93,000	81,654
Water	3	5000	700	85,000		300	24,000						110,000	87,360
Telephone Charges - Local	3	6010	200	100		1,500	4,000	200	7,000		70	150	13,220	12,947
Telephone Charges - Long Distan	3	6011	100	50		25	25	100			25	200	625	458
Telephone-Sheriff	3	6012								4,200			4,200	4,103
Payphones-Annual& Monthly Ser	3	6017		22,000									22,000	20,284
Payphones-Monthly Usage	3	6018		600									600	490
Telephone Repairs	3	6020		5,000									5,000	474
Telephone Cellular	3	6030							45,000				45,000	43,619
Radio Communications	3	6035							0	0			0	0
Paging Services	3	6040							0				0	1,138
Cable Television	3	6060		4,239									4,239	4,205
Subtotal			122,000	1,336,989	68,250	351,825	235,025	25,300	52,100	4,200	21,095	350	2,217,134	2,008,315
PURCHASED SERVICES														
Insurance														
Airport Liability	4	2010										5,750	5,750	5,750
Automotive	4	2020									59,347		59,347	61,901
Property Insurance	4	2060	16,339	72,137		45,825	38,542	3,479					176,322	176,774
Insurance Claims	4	2095	500	10,000		5,000							15,500	-8,668
Subtotal			16,839	82,137	0	50,825	38,542	3,479	0	0	59,347	5,750	256,919	235,758
Outside Services														
Public Safety	4	4000								2,578,024			2,578,024	1,901,481
Perimeter Security	4	4005	196,650	59,800									256,450	221,594
Armored Car Services	4	4010				8,000							8,000	7,654
Safety Program	4	4015								0			0	0
Parking Valet Service	4	4020				360,000							360,000	206,000
Employee Shutte	4	4030					20,000						20,000	0
Janitorial Services	4	5000	16,000	407,268			0						423,268	347,555
Refuse Removal Services	4	5010	3,000	55,000									58,000	53,504
Artistic Exhibits	4	6012		95,004									95,004	92,085
Departure	4	6013		238,000									238,000	232,421
Passenger Information Booth	4	6020		139,844									139,844	136,968
Special Studies	4	7000	5,000	20,000								0	25,000	8,700
GIS Services	4	7010	5,000	0		0	2,500						7,500	7,094
Subtotal			225,650	1,014,917	0	368,000	22,500	0	0	2,578,024	0	0	4,209,091	3,215,055
Professional Services														
Plumbing	4	9002											0	0
Appraisals	4	9005											0	3,333
Architectural	4	9010		25,000		0	25,000						50,000	0
Consultant	4	9015											0	0
Engineering Services	4	9020	5,000			15,000	15,000						35,000	26,160
Professional Management	4	9040										410,000	410,000	410,000
Code Enforcement	4	9060		0									0	0
Subtotal			5,000	25,000	0	15,000	40,000	0	0	0	0	410,000	495,000	439,493
Total Purchased Services			247,489	1,122,054	0	433,825	101,042	3,479	0	2,578,024	59,347	415,750	4,961,010	3,890,307
MATERIALS AND SUPPLIES														
Airfield														
Fencing	5	1010	8,000										8,000	4,247
Airfield Lighting System	5	1011	100,000										100,000	39,717
Pavement Repairs	5	1014	10,000										10,000	19,126
Apron Maintenance	5	1015	10,000										10,000	29,519
Runway Painting	5	1016	30,000										30,000	20,467
Airfield Shop Supplies	5	1017	16,000										16,000	24,832
Airfield Shop Tools	5	1018	0										0	0
Snow Removal Supplies	5	1019	250,000										250,000	47,828
Rubber Removal	5	1020	35,000										35,000	22,241

Albany County Airport Authority 2017 Operating Budget

**Albany County Airport Authority
AFCO AvPorts' 2017 Expenditures by Line Item**

DESCRIPTION	ACCT	AvPorts Direct Cost Centers					Indirect Cost Centers				Admin AvPorts Admin	2017 Budget AvPorts Totals	2016 Projected AvPorts Totals
		Airfield	Terminal	Loading Bridges	Parking	Landside	PUBLIC SAFETY/OPERATIONS			Vehicles & Equipment			
							ARFF	Operations	Security				
ARFF													
EMS Supplies	5 1030						16,000					16,000	3,970
ARFF Supplies	5 1031						20,000					20,000	11,366
Hazardous Material Supplies	5 1032						6,000					6,000	3,487
Foam	5 1033						24,000					24,000	27,837
Glycol													
Glycol Disposal (BOD)	5 1051	3,500										3,500	0
Waste Water Conveyance	5 1052	7,500										7,500	7,500
Electricity & Gas	5 1053	100,000										100,000	89,807
Sewer District Charges	5 1054	5,000										5,000	5,000
Water District Chemical Analysis	5 1055	15,000										15,000	15,241
System Maintenance & Repairs	5 1057	200,000										200,000	76,736
Subtotal		790,000	0	0	0	0	66,000	0	0	0	0	856,000	448,922
BUILDINGS													
Alarm and PA Systems	5 2010	500	30,000	900	10,000	18,000	3,500					62,900	84,320
Card Access Control	5 2012								45,000			45,000	20,443
CCTV Repair	5 2013								15,000			15,000	7,344
Key Access System	5 2014								14,000			14,000	9,943
Baggage System	5 2020		20,000									20,000	47,119
Electrical Repairs & Supplies	5 2031	3,000	50,000	15,000	15,000	20,000	1,800			2,000		106,800	244,917
Elevator Repairs & Supplies	5 2032		110,000		30,000							140,000	191,019
HVAC	5 2033	4,000	140,000	2,000	10,000	25,000	8,000					189,000	211,776
Roof	5 2034	1,000	4,000		2,000	15,000	500					22,500	13,185
Plumbing Repairs & Supplies	5 2035	4,000	19,000		2,000	15,000	4,000					44,000	92,337
Automatic Door Repairs & Suppl	5 2036		5,000		4,000							9,000	5,999
Pest Control	5 2037	288	8,720		648	5,000	504					15,160	21,356
Fire Extinguishers	5 2040						6,000					6,000	7,467
Fire Equipment Testing	5 2041						2,800					2,800	3,708
US Customs	5 2050	25,000										25,000	20,579
Control Tower	5 2051					300,000						300,000	300,000
Building Maintenance	5 2060	15,000	192,960	60,000	286,508	35,000	4,500					593,968	646,252
Janitorial Supplies	5 2062		150,000				3,500					153,500	148,943
Window Washing	5 2063		46,403		12,640	0						59,044	59,044
ID Tags	5 2071								22,000			22,000	24,096
Sign Expense	5 2080		1,000		2,000	1,000						4,000	3,731
FIDS	5 2090		73,242									73,242	23,306
Subtotal		52,788	850,325	77,900	374,796	434,000	35,104	0	96,000	2,000	0	1,922,913	2,186,885
GROUNDS													
Landscaping	5 3010	1,000	3,000		20,000	1,000	100					25,100	60,840
Fencing	5 3020				1,000	500						1,500	1,676
Pavement Repairs	5 3030		5,000		30,000	3,000						38,000	154,393
Utility Repairs	5 3035					500						500	0
Sign Expense	5 3040	1,000			6,500	2,500						10,000	9,894
Traffic Light Repairs and Materia	5 3041					2,000						2,000	0
Catch Basin Maintenance	5 3045	500				2,500						3,000	0
Snow Removal Supplies	5 3048				65,000	5,000						70,000	18,377
Snow Removal Contract Services	5 3050	60,000			170,000	25,600						255,600	93,000
NYS Police Hangar	5 3051					125,000						125,000	125,000
Dump Fees - Landfill	5 3060	2,000	500		0	150				1,000		3,650	122
Hazardous Waste Management	5 3070	1,000	500			200	1,100			4,000		6,800	2,965
Wildlife Hazard Management	5 3071	25,000			3,000							28,000	22,177
Liquid Waste Disposal	5 3078	10,000			5,000	10,000				0		25,000	0
Land Lease	5 3085				15,435							15,435	15,435
T-Hangar Maintenance	5 3090					125,000						125,000	90,056
Subtotal		100,500	9,000	0	315,935	302,950	1,200	0	0	5,000	0	734,585	593,936
VEHICLES AND EQUIPMENT													
Gasoline	5 4010				30,000					20,000		50,000	42,645
Diesel Fuel	5 4011		5,200		10,000					90,000		105,200	56,073
CNG	5 4015				28,000							28,000	23,871
Oil/Grease	5 4012			3,000	1,000					25,000		29,000	12,889
Vehicle/Equipment Tires	5 4013			7,000	8,000		3,000			21,000		39,000	23,205
Vehicle Repair and Maintenance	5 4021				25,000					27,000		52,000	50,357
Veh Communication Equip, Repa	5 4022				1,000					6,000		7,000	24,766
Sheriff Vehicle Repair and Maint	5 4023									0		0	88
Sheriff Radio Repair and Maint	5 4024									0		0	0
General Equip. Repair/Maintenan	5 4030				35,000					25,000		60,000	63,951
Heavy Equipment Maintenance	5 4040									50,000		50,000	24,021
ARFF Equipment Maintenance	5 4045						20,000					20,000	22,780
Snow Equipment Repair/Mainten	5 4050									80,000		80,000	68,069
Mower Repair/Maintenance	5 4060									10,000		10,000	15,567
Vehicle Shop Tools and Supplies	5 4070									35,000		35,000	43,966
Subtotal		0	5,200	10,000	138,000	0	23,000	0	0	389,000	0	565,200	472,247
Total Materials and Supplies		943,288	864,525	87,900	828,731	736,950	125,304	0	96,000	396,000	0	4,078,699	3,701,989

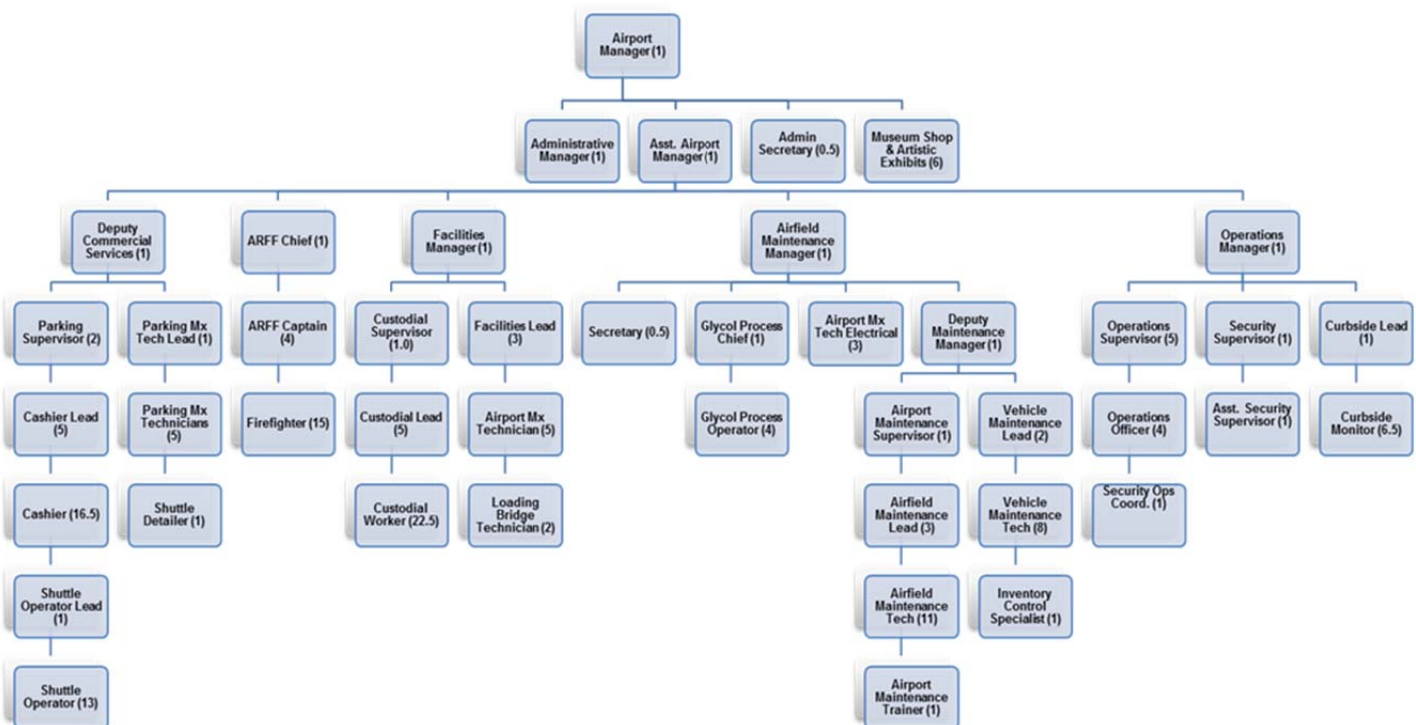
**Albany County Airport Authority
AFCO AvPorts' 2017 Expenditures by Line Item**

DESCRIPTION	ACCT	AvPorts Direct Cost Centers					Indirect Cost Centers				Admin AvPorts Admin	2017 Budget AvPorts Totals	2016 Projected AvPorts Totals
		Airfield	Terminal	Loading Bridges	Parking	Landside	PUBLIC SAFETY/OPERATIONS			Vehicles & Equipment			
							ARFF	Operations	Security				
OFFICE													
Office Equipment Rental	5 5010	800	600		1,000		500	1,356		36	1,600	5,892	4,667
Copy Machine Use	5 5011				0		0	0			100	100	339
Office Equipment Service Agreem	5 5012	517	0		200		350	1,836		325	1,685	4,913	4,913
Office Equipment Repairs	5 5013				100		0			100	0	200	115
Computer System Supplies	5 5014	700	11,550		8,200	6,700	1,500	2,000	1,700	11,450	1,350	45,150	16,736
Hardware/Software Maint Agreem	5 5015		24,075		49,984		1,908	1,500	0	2,760	0	80,227	32,630
Computer Equipment	5 5016	1,300	0		0	1,350	650	650	1,300	650	600	6,500	49,004
Office Furniture and Fixtures	5 5020	500	500		1,500		400	500		0	500	3,900	774
Printed Forms/Letterhead	5 5030	500	500		2,000		150	500		300	250	4,200	2,835
Parking Ticket Stock	5 5031				16,000							16,000	12,566
Printing Outside Services	5 5032								150		100	250	0
Express Mail	5 5041										500	500	408
Reference Materials	5 5050	100					1,000			100		1,200	1,095
Office Supplies	5 5060	2,500	2,500		2,500		2,000	2,000	100	400	3,000	15,000	8,938
Payroll Services	5 5070										35,000	35,000	29,136
Subtotal		6,917	39,725	0	81,484	8,050	8,458	10,342	3,250	16,121	44,685	219,032	164,155
ADMINISTRATIVE													
Dues and Subscriptions	6 6000	390	410		600		2,000	6,550		0		9,950	7,608
A.A.A.E. Memberships	6 6002										550	550	550
AvPorts/MA Training & Travel	6 6010	6,200	3,000		6,000		42,260	9,650	0	3,250	2,725	73,085	99,386
Functions/Refreshments	6 6013								0		500	500	0
Advertising/Public Meetings	6 6030										2,000	2,000	1,027
Economic Development	6 6031					10,000						10,000	0
License and Permits	6 6040	2,300										2,300	2,300
Property Taxes	6 6050					40,000						40,000	36,424
Credit Card Service Charges	6 6060				315,000							315,000	311,244
EZPass Fees	6 6061				110,000							110,000	113,472
Subtotal		8,890	3,410	0	431,600	50,000	44,260	16,200	0	3,250	5,775	563,385	572,011
TOTAL OPERATIONS		3,123,885	5,293,498	279,240	4,498,770	1,131,067	2,004,007	895,695	2,922,914	1,343,551	874,434	22,367,061	19,869,378
Non-Capital Equipment	8 3000	0	72,000	0	0	0	47,490	0	0	30,000	0	149,490	325,590
Total Expenses		3,123,885	5,365,498	279,240	4,498,770	1,131,067	2,051,497	895,695	2,922,914	1,373,551	874,434	22,516,551	20,194,968

Albany County Airport Authority 2017 Operating Budget

Albany County Airport Authority Albany International Airport 2017 Budget SCHEDULE OF SALARIES AND BENEFITS FOR AFCO AVPORTS										
SUMMARY OF AUTHORIZED POSITIONS:										
Department	2015 Audited OF FTE POSITIONS			2016 Budget OF FTE POSITIONS			2017 Budget OF FTE POSITIONS			FTE Count As of Jun 2016
	Add	Transfer	Count	Add	Transfer	Count	Add	Transfer	Count	
Airfield										
Maintenance Manager			1.00			1.00			1.00	1.00
Deputy Maintenance Manager			1.00			1.00			1.00	1.00
Airport Maintenance Supervisor			1.00			1.00			1.00	1.00
Airport Maintenance Lead-Airfield			2.00			2.00			2.00	2.00
Electrician			2.00			2.00			2.00	2.00
Airport Maintenance Tech-Electrical			1.00			1.00			1.00	1.00
Airport Maintenance Lead-Grounds			1.00			1.00			1.00	1.00
Airport Maint Tech Lead-Glycol			1.00			1.00			1.00	1.00
Airport Maint Tech -Chief Glycol	1.00		1.00	-1.00		0.00			1.00	1.00
Airport Maint Tech-Glycol			3.00	1.00		4.00			3.00	2.00
Airport Maint Tech Airfield			10.00	2.00		12.00			12.00	10.00
Secretary			0.50			0.50			0.50	0.50
Terminal										
Facilities Manager			1.00			1.00			1.00	1.00
Facilities Coordinator	0.50		0.50	-0.50		0.00	0.50		0.50	0.50
Facilities Maint Lead			2.00			2.00			2.00	2.00
Facility Maint Lead-HVAC	-1.00		0.00	1.00		1.00			1.00	1.00
Facilities Maint Technician			2.00	3.00		5.00			5.00	2.00
Custodial Supervisor			1.00			1.00			1.00	1.00
Custodial Lead			5.00			5.00			5.00	5.00
Custodial Worker	-1.00		18.00			18.00			18.00	18.00
Floor Care Technician			1.00			1.00			1.00	1.00
Airport Custodial Technician			1.00			1.00			1.00	1.00
Artistic Exhibits			0.50			0.50			0.50	0.50
Museum Shop	-1.25		3.75	1.75		5.50			5.50	3.75
Loading Bridges										
Facilities Maint Lead-Loading Bridge			1.00	1.00		2.00			2.00	1.00
Parking										
Deputy, Commercial Services			1.00			1.00			1.00	1.00
Parking Supervisor	1.00		2.00			2.00			2.00	2.00
Lead Cashier			5.00			5.00			5.00	4.00
Cashier, Full Time	-1.00		12.00	2.00		14.00			14.00	11.00
Cashier, Part Time - FTE	-0.50		0.00	2.50		2.50			2.50	0.00
Shuttle Operator Lead			1.00			1.00			1.00	1.00
Shuttle Detailer			1.00			1.00			1.00	1.00
Shuttle Operator, Full Time	-1.00		8.00	2.00		10.00			10.00	9.00
Shuttle Operator, Part Time - FTE	-0.25		0.25	2.75		3.00			3.00	0.25
Lead Parking Maint Tech			0.00	1.00		1.00			1.00	0.00
Parking Assistant			1.00			1.00			1.00	1.25
Parking Maint Technician			4.00			4.00			4.00	4.00
Security										
Curbside Monitors	-1.00		3.00	2.00		5.00	-1.00		4.00	3.00
Curbside Monitors, Part Time - FTE	-0.50		2.00	0.50		2.50			2.50	2.50
Landside										
Tower/Custodial			2.00			2.00			2.00	2.00
Admin Bldg/Custodial			0.50			0.50			0.50	0.50
ARFF										
Chief/Safety Manager			1.00			1.00			1.00	1.00
Captains/Safety Supervisor			4.00			4.00			4.00	4.00
Firefighters/Safety Officer			15.00			15.00	1.00		16.00	15.00
Operations										
Airport Operations Manager			1.00			1.00			1.00	1.00
Airport Security Supervisor			1.00			1.00			1.00	1.00
Assistant Airport Security Supervisor	-1.00		0.00	1.00		1.00			1.00	1.00
Airport Operations Supervisor	1.00		5.00			5.00			5.00	4.00
Airport Operations Officer	-1.00		4.00			4.00			4.00	4.00
Receptionist			1.00			1.00			1.00	1.00
Vehicles & Equipment										
Airport Maint Lead-Vehicle Maint			2.00			2.00			2.00	2.00
Inventory Control Specialist			1.00			1.00			1.00	1.00
Airport Maint Tech-Vehicle Maint	2.00		8.00			8.00			8.00	7.00
Administration			3.50			3.50			3.50	3.50
Total AFCO AvPorts Positions	-4.00	0.00	150.50	22.00	0.00	172.50	0.50	0.00	173.00	149.25
SUMMARY BY SALARIES & BENEFITS:										
	2015 Audited			2016 Budget			2017 Budget			# of
AFCO AvPorts	Salaries	Benefits	Total	Salaries	Benefits	Total	Salaries	Benefits	Total	Additions/ Transfers
Airfield	1,072,223	517,269	1,589,492	1,197,308	518,877	1,716,185	1,230,540	564,761	1,795,301	0.00
Terminal	1,091,773	514,741	1,606,514	1,270,617	599,166	1,869,783	1,282,494	644,300	1,926,794	0.50
Loading Bridges	65,043	35,817	100,860	79,119	37,702	116,821	82,416	40,674	123,090	0.00
Parking	1,395,161	650,326	2,045,487	1,588,618	737,379	2,325,997	1,648,901	722,404	2,371,305	0.00
ARFF	1,116,885	469,427	1,586,312	1,100,936	478,528	1,579,464	1,246,295	550,912	1,797,207	1.00
Operations	552,538	248,535	801,073	551,324	247,784	799,108	563,165	253,888	817,053	0.00
Security	174,174	63,979	238,153	191,294	67,250	258,544	167,396	74,044	241,440	-1.00
Vehicles & Equipment	463,929	245,983	709,912	541,866	269,423	811,289	557,821	289,917	847,738	0.00
Administration	282,469	91,281	373,750	288,506	91,967	380,473	306,524	101,350	407,874	0.00
Total AFCO AvPorts Salaries & Benefits	6,214,195	2,837,358	9,051,553	6,809,588	3,048,076	9,857,664	7,085,551	3,242,250	10,327,801	0.50

AVPort's Organizational Chart



Albany County Airport Authority 2017 Operating Budget

6) MILLION AIR – FIXED BASE OPERATOR

The Authority contracted with Go Albany, Inc. (d/b/a Million Air) to manage the daily operations of the Fixed Based Operation (FBO). In 2005 The Authority elected to assume the direct management responsibility for the FBO. Million Air's operating agreement commenced on Oct 1, 2005. Million Air's projected operations for 2017 are summarized in the following table.

Albany County Airport Authority
FBO Operations Summary
Projected Budget 2017

	Commercial Fueling 60	GA & Facilities 61	Admin 69	2017 Total	2016 Budget
Revenues					
Retail Fuel					
Jet A Fuel Sales	\$ -	\$ 4,245,294	\$ -	\$ 4,245,294	\$ 5,401,533
AvGas Fuel Sales	-	316,191	-	316,191	336,667
Auto & Diesel Fuel Sales	238,000	-	-	238,000	430,605
Retail Fuel Sales	238,000	4,561,485	-	4,799,485	6,168,804
Into-Plane Fees	661,822	-	-	661,822	708,007
Fuel Farm Fees	576,909	-	-	576,909	526,821
Landing Fees	-	281,008	-	281,008	305,327
Parking Fees	-	207,185	-	207,185	274,319
Commercial AvGas	559,300	-	-	559,300	852,566
Deicing	1,028,616	39,700	-	1,068,316	1,299,280
Properties	-	315,744	-	315,744	271,963
FBO Services (Catering, etc)	-	62,171	-	62,171	51,014
Total Revenues	3,064,648	5,467,292	-	8,531,940	10,458,102
Cost of Sales ()					
Fuel Cost - Jet A	-	2,154,016	-	2,154,016	3,544,651
Fuel Volume Discounts	-	347,000	-	347,000	320,000
Fuel Cost - AvGas	-	230,456	-	230,456	276,616
Fuel Volume Discounts	-	5,000	-	5,000	-
Fuel Cost - Auto & Diesel	186,000	-	-	186,000	396,000
Fuel Cost	186,000	2,736,472	-	2,922,472	4,537,267
Fuel Cost - AvGas Commercial	496,400	-	-	496,400	786,680
Deicing Type I - Sprayed	240,555	-	-	240,555	168,606
Deicing Type IV - Sprayed	34,860	-	-	34,860	43,935
Deicing Type I - Consortium	349,670	-	-	349,670	471,580
Deicing Type IV - Consortium	90,032	-	-	90,032	109,080
Deicing Cost	715,116	-	-	715,116	793,201
Catering	-	5,300	-	5,300	6,500
Total Cost of Sales	1,397,516	2,741,772	-	4,139,288	6,123,648
Gross Operating Revenue	1,667,132	2,725,520	-	4,392,652	4,334,454
Expenses ()					
Personal Services					
Salaries	410,550	636,826	196,341	1,243,717	1,209,537
Overtime	49,266	70,530	-	119,796	93,319
Total Personal Services	459,816	707,356	196,341	1,363,513	1,302,856
Employee Benefits	173,190	299,450	87,057	559,697	507,317
Utilities & Communications	21,640	76,500	1,130	99,270	124,769
Purchased Services	106,321	100,130	334,348	540,799	461,739
Material & Supplies					
Buildings	15,200	71,774	-	86,974	64,482
Grounds	55,000	1,100	-	56,100	56,100
Vehicles	164,000	72,000	-	236,000	425,316
Total Material & Supplies	234,200	144,874	-	379,074	545,898
Administration	-	185,500	51,778	237,278	270,780
Non-Capital Equipment	-	-	-	-	-
Total Expenses	995,167	1,513,809	670,654	3,179,630	3,213,359
FBO Net Direct Revenue	\$ 671,965	\$ 1,211,711	\$ (670,654)	\$ 1,213,022	\$ 1,121,095
Allocation of Indirect Cost Centers					
ARFF	\$ 53,013	\$ 53,013	\$ -	\$ 106,026	\$ 105,818
Operations	43,432	43,432	-	86,863	78,097
Security	28,825	28,825	-	57,651	49,729
Vehicles & Equipment	67,811	40,687	-	108,498	99,488
AvPorts Administration	47,677	59,410	-	107,086	111,009
FBO Administration	312,461	389,355	(670,654)	31,162	11,710
ACAA Administration	284,451	354,452	-	638,903	636,974
Total Allocation	837,671	969,173	(670,654)	1,136,190	1,092,827
Debt Service					
Depreciation - Capital Assets	148,300	86,451	-	234,751	234,751
FBO Net Results	\$ (314,006)	\$ 156,087	\$ -	\$ (157,919)	\$ (206,483)

Albany County Airport Authority 2017 Operating Budget

Under Million Air (MA) there are two direct cost centers: MA commercial and MA general aviation and one indirect cost center: MA Administration. Included in this section for each cost center there is a brief description with responsibilities, performance measurements, the goals and objectives with activities and the projected results to be achieved for 2016 and 2017, and the summary of expenses by category for each department with the department's employee count. Also included are the expenditures by line item, the schedule of salaries and benefits, and the organizational chart.



MA COMMERCIAL This cost center classification includes the salaries and benefits for the employees who service the commercial airlines, all the expenses incurred by the fuel farm, expenses incurred by the fuel trucks and other vehicles used for the commercial airlines, and the cost incurred from the purchase of fuel, glycol, gas and diesel for resale to the commercial airlines.

Commercial Aviation Performance Measurements			
	2015 Final	2016 Projected	2017 Budget
Number of accidents/incidents	0	5	0
Number of airline delays counted against MA	3	12	0
Into-plane gallons pumped	16,835,885	18,915,363	18,915,363
Number of Audits performed by Airlines/ Quality Control- Employee Training Records	24	4	5
Number of non-compliance items reported in Airline Audits	3	9	4
AvGas fuel sales commercial	173,843	149,163	170,000
Deicing gallons pumped	123,604	75,596	145,368
Workers' compensation cases	0	4	0
Employees who have completed Safety Programs	17	14	15
Quality control audits at the Fuel Farm (less the better)	12	15	5
Completed monthly training programs	12	12	12
Monthly survey of airlines	100%	100%	100%
Overtime/Personnel Services (%)	12.0%	14.5%	10.7%

Projected 2016 Strategic Plan Results and 2017 Strategic Goals for MA Commercial

Goals	Objectives	Activities	2016 Projected Results to be Achieved	2017 Budgeted Results to be Achieved
Promote Albany International Airport as a leader in on-time scheduled departures				
	Provide efficient and timely airline fueling	<ul style="list-style-type: none"> • Operate an Equipment Preventative Maintenance Program • Offer continuous Airline Training • Monitor airline schedules and adjust manpower schedules accordingly 	<ul style="list-style-type: none"> • Minimize Airline fuel delays • Sustain safe and professional aircraft servicing • Increase overall efficiency of the department 	<ul style="list-style-type: none"> • Reduce Airline fuel delays to zero • Sustain safe and professional aircraft servicing • Increase overall efficiency of the department
Promote a high comfort level to the airline community by providing high-grade fuel quality and service at Albany International Airport				
	Provide exceptional quality control and be responsive to the Airline's needs	<ul style="list-style-type: none"> • Provide recurrent Fuel Farm Technician Training • Audit policies and procedures on a regular basis • Build better relationships with the Airlines through communication and support • Monitor the fuel farm to maintain safe standard as set by the Air Transport Association 103 (ATA 103) 	<ul style="list-style-type: none"> • Train Employees • Minimize quality Control Audit findings Safe and professional aircraft servicing with minimal delays 	<ul style="list-style-type: none"> • Train Employees • Reduce quality Control Audit findings 66% • Safe and professional aircraft servicing with zero delays
Promote a safe and efficient environment at Albany International Airport				
	Provide the Airlines with an Incident Free environment	<ul style="list-style-type: none"> • Conduct NATA (National Air Transportation Association) Safety 1st training • Conduct monthly safety committee meetings • Supervisor on duty for all airline operations supporting and auditing fueling and safety procedures 	<ul style="list-style-type: none"> • Provide certified, qualified employees • Promote enhanced safety culture/safe work environment • Provide quality service • Minimize delays due to aircraft damage 	<ul style="list-style-type: none"> • Provide certified, qualified employees • Promote enhanced safety culture/safe work environment • Provide quality service • Zero delays due to aircraft damage

Summary of Expenses for MA Commercial

	2015 <u>Actual</u>	2016 <u>Budget</u>	2016 <u>Projected</u>	2017 <u>Budget</u>
Personnel Services	\$ 447,519	\$ 461,281	\$ 441,903	\$ 459,816
Employee Benefits	135,540	163,518	130,808	173,190
Utilities & Communications	16,527	33,940	16,848	21,640
Purchased Services	74,455	79,871	73,388	106,321
Material & Supplies	2,034,820	1,970,639	1,109,392	1,631,716
Office	-	-	-	-
Administration	10,315	-	7,027	-
Non-capital Equipment & Facilities	-	-	-	-
Total	\$ 2,719,176	\$ 2,709,249	\$ 1,779,366	\$ 2,392,683
Employee Count	11.0	12.3	9.0	11.0



MA GENERAL AVIATION This cost center classification includes the salaries and benefits for the employees who service the general aviation community, the customer service representatives, all the expenses incurred for the FBO building and hangars such as electric, telephone and general maintenance, the purchases of aviation fuel, diesel, oil, deicing fluid, and catering for the general aviation community, the vehicles used for general aviation aircraft and customers, the credit card processing fees from general aviation sales, and all other related expenses incurred on behalf of the general aviation community.

General Aviation Performance Measurements			
	2015 Final	2016 Projected	2017 Budget
AvGas fuel sales (gallons)	70,438	67,909	68,588
Jet A fuel sales (gallons)	967,345	1,035,286	1,045,639
Number of international flights	707	568	600
General Aviation Aircraft customer transactions	6,949	7,535	7,600
Number of Aircraft arrivals	3,949	7,596	6,000
Number of Aircraft fueled	5,901	6,068	6,000
Number of ramp fees collected	1,661	2,149	2,000
Number of landing fees collected	3,811	4,257	4,000
Employees who completed the NATA Safety 1st Program	12	19	20
Employees who completed all Safety Programs	20	15	14
Property Accidents	2	5	0
Quarterly reports from monthly safety meetings	100%	100%	100%
Number of top 20 customers surveys completed	25	35	24
Overtime/Personnel Services (%)	11.1%	15.5%	10.0%

Projected 2016 Strategic Plan Results and 2017 Strategic Goals for General Aviation

Goals	Objectives	Activities	2016 Projected Results to be Achieved	2017 Budgeted Results to be Achieved
Promote Million Air and the Albany International Airport as the Gateway to the Capital District				
	Establish Million Air Albany as the preferred provider of FBO service in the North East Region	<ul style="list-style-type: none"> • Supply Five Star Service to the general aviation community • Provide continuous professional line service training • Provide continuous customer service standards training • Utilize Million Air CSI informational software programs • Network with all Million Air locations 	<ul style="list-style-type: none"> • 100% satisfaction to the general aviation public • Train professional employees • Monitor fees rates and charges to meet revenue goals • Enhance customer experience • Expand customer data base 	<ul style="list-style-type: none"> • 100% satisfaction to the general aviation public • Train professional employees • Monitor fees rates and charges to meet revenue goals • Enhance customer experience • Expand customer data base
Ensure security to the general aviation public without customer inconvenience				
	Implement the required security programs	<ul style="list-style-type: none"> • Monitor the needs of the general aviation public • Emphasis on the customer's needs while implementing the required security programs • Install security cameras 	<ul style="list-style-type: none"> • 100% Secure Aviation Terminal • Zero property accidents • Monitor security and safety 	<ul style="list-style-type: none"> • 100% Secure Aviation Terminal • Zero property accidents • Monitor security and safety
Increase market share of international flights				
	Establish Albany International Airport as an international tech stop	<ul style="list-style-type: none"> • Partnered with professional flight operation companies who provide international flight plans • Work with U.S. Customs to enhance customer experience • Promote Albany as a clearing location through networking, marketing and tradeshows 	<ul style="list-style-type: none"> • Promote International flights 	<ul style="list-style-type: none"> • Promote International flights
Provide service and facilities to enhance customer usage				
	Provide clean, safe and secure lobby area and hangar facilities for the corporate and general aviation	<ul style="list-style-type: none"> • Perform weekly and daily inspections of the hangar facilities • Maintain the cleanliness of the hangar facilities • Have hangar facility available to show perspective clients at a moment's notice • Renovate lobby area to include new carpet, paint and furniture 	<ul style="list-style-type: none"> • Increase general aviation leased space 9.1% • Safe secure hangar facilities • Provide customers with clean comfortable area to lounge 	<ul style="list-style-type: none"> • Increase general aviation leased space 2.5% • Safe secure hangar facilities • Provide customers with clean comfortable area to lounge

Summary of Expenses for MA General Aviation

	2015 <u>Actual</u>	2016 <u>Budget</u>	2016 <u>Projected</u>	2017 <u>Budget</u>
Personnel Services	\$ 631,140	\$ 600,006	\$ 734,616	\$ 707,356
Employee Benefits	249,948	251,553	298,263	299,450
Utilities & Communications	76,065	81,780	70,478	76,500
Purchased Services	97,884	100,131	100,826	100,130
Material & Supplies	3,175,878	3,427,403	2,807,470	2,886,646
Office	745	2,000	816	2,000
Administration	180,183	200,000	173,212	183,500
Non-capital Equipment & Facilities	16,180	-	16,450	-
Total	\$ 4,428,023	\$ 4,662,873	\$ 4,202,131	\$ 4,255,581
Employee Count	21.0	17.8	22.0	21.0



MA ADMINISTRATION This cost center classification includes the salaries and benefits for the employees who manage operations for the FBO and train the employees, telephone charges, and costs incurred for public relations, office supplies and administrative expenses.

Million Air's Administrative Performance Measurements			
	2015 Final	2016 Projected	2017 Budget
Million Air's total full time employment equivalents	35	34	35.0
Total Million Air overtime	9.7%	13.1%	8.8%
Number of marketing events attended	2	4	4
Number of based tenants	14	14	14
Employee turnover annum	25%	29%	10%
Workers' Compensation cases	0	0	0
Number of customers gained (prior year comparison)	7%	8%	1%
Overtime/Personnel Services (%)	0.6%	0.0%	0.0%

Projected 2016 Strategic Plan Results and 2017 Strategic Goals for MA Administration

Goals	Objectives	Activities	2016 Projected Results to be Achieved	2017 Budgeted Results to be Achieved
Promote Million Air and the Albany International Airport as the Gateway to the Capital District				
	<p>Increase General Aviation services and related based services at the Albany International Airport</p> <p>Insure high quality of services provided</p>	<ul style="list-style-type: none"> • Target specific general aviation companies to establish a presence at Albany International Airport • Maintain Million Air branded services and procedures 	<ul style="list-style-type: none"> • Increase availability of services provided to general aviation customers at Albany International Airport • Industry recognition of Albany International Airport as a premier FBO service provider 	<ul style="list-style-type: none"> • Increase availability of services provided to general aviation customers at Albany International Airport • Industry recognition of Albany International Airport as a premier FBO service provider
Promote awareness to the general aviation industry of Albany International Airport's potential				
	<p>Increase potential growth opportunities both short and long-term for the Albany International Airport</p>	<ul style="list-style-type: none"> • Implement new marketing strategies • Utilize Million Air's business relationships • Network with Million Air chain • Utilize Million Air software systems as a marketing tool • Attend aviation business conferences 	<ul style="list-style-type: none"> • New general aviation related businesses located at Albany International Airport • Increase customer base, new customer • Enhance marketing ability • Promote MA/Albany 	<ul style="list-style-type: none"> • New general aviation related businesses located at Albany International Airport • Increase customer base, new customer • Enhance marketing ability • Promote MA/Albany
• Provide proficient and efficient operations to airlines and general aviation customers at Albany International Airport				
	<p>Develop an efficient and proficient management and administrative team and processes which would increase potential revenues generated and maintain expenses within budget guidelines</p>	<ul style="list-style-type: none"> • Monitor staffing to insure levels are satisfactory for operational performance • Develop employee talent through Million Air training programs • Maintain and monitor cost control procedures • Enhance data processes for more efficient P&L reporting • Adjusting sources of revenue streams to yield desired net results 	<ul style="list-style-type: none"> • Maintain overtime at budget levels • Create efficient general aviation and airline operations • Maintain operations within budget guidelines • High quality efficient operations • Provide a positive work environment 	<ul style="list-style-type: none"> • Maintain overtime at budget levels • Create efficient general aviation and airline operations • Maintain operations within budget guidelines • High quality efficient operations • Provide a positive work environment

Summary of Expenses for MA Administration

	2015 <u>Actual</u>	2016 <u>Budget</u>	2016 <u>Projected</u>	2017 <u>Budget</u>
Personnel Services	\$ 208,429	\$ 215,777	\$ 187,143	\$ 196,341
Employee Benefits	62,507	84,509	70,513	87,057
Utilities & Communications	1,912	1,080	1,285	1,130
Purchased Services	335,931	337,775	323,855	334,348
Material & Supplies	-	-	-	-
Office	34,018	45,675	32,340	42,778
Administration	6,986	17,000	4,254	9,000
Non-capital Equipment & Facilities	-	-	-	-
Total	\$ 649,783	\$ 701,816	\$ 619,390	\$ 670,654
Employee Count	4.0	4.0	3.0	3.0



**Albany County Airport Authority
Million Air's 2017 Expenditures by Line Item**

DESCRIPTION	ACCT	MA Cost Centers			2017 Budget MA Totals	2016 Projected MA Totals	
		MA	MA	MA			
		Comm	GA & Fac	Admin			
PERSONNEL SERVICES							
Salaries	1	1000	410,550	636,826	196,341	1,243,717	1,185,531
Overtime (1.5)	1	2010	49,266	70,530	0	119,796	178,130
Subtotal			459,816	707,356	196,341	1,363,513	1,363,661
EMPLOYEE BENEFITS							
Social Security	2	1000	35,176	54,113	15,020	104,309	101,035
Health-Active	2	2000	79,193	193,738	48,425	321,356	344,026
Medical Exams	2	4000			1,500	1,500	1,267
Uniforms & Laundry	2	5000	3,500	3,000	600	7,100	6,113
Uniform Purchases	2	5005	5,000	10,000	500	15,500	8,824
NYS Disability Insurance/Life Ins	2	6010	1,129	1,616	470	3,215	4,462
Unemployment Insurance	2	6020	9,323	8,016	1,635	18,974	18,710
Workers Compensation	2	6030	32,215	24,964	15,486	72,665	0
Retirement Plans	2	9000	7,654	4,003	3,421	15,078	15,148
Subtotal			173,190	299,450	87,057	559,697	499,584
UTILITIES & COMMUNICATIONS							
Electric	3	1000	15,000	35,000		50,000	48,744
Natural Gas	3	3000	2,000	40,000		42,000	35,293
Water	3	5000	700			700	681
Telephone Charges - Local	3	6010	140		400	540	452
Telephone Charges - Long Distan	3	6011	200		350	550	660
Telephone Parts & Repairs	3	6020			0	0	0
Wireless	3	6033	3,600			3,600	900
Radio Communication	3	6035			380	380	380
Cable Television	3	6060		1,500		1,500	1,500
Subtotal			21,640	76,500	1,130	99,270	88,611
PURCHASED SERVICES							
Insurance							
Airport Liability	4	2010			127,348	127,348	126,855
Environmental Liability	4	2041	39,300			39,300	13,100
Property Insurance	4	2060	37,021	13,586		50,607	49,935
Subtotal			76,321	13,586	127,348	217,255	189,890
Outside Services							
Refuse Removal Services	4	5010		2,544		2,544	2,544
Public Relations	4	6010			42,000	42,000	42,000
Subtotal			0	2,544	42,000	44,544	44,544
Professional Services							
Professional Management	4	9040	30,000	84,000	165,000	279,000	263,634
Code Enforcement	4	9060				0	
Subtotal			30,000	84,000	165,000	279,000	263,634
Total Purchased Services			106,321	100,130	334,348	540,799	498,068
MATERIALS AND SUPPLIES							
FBO							
Fuel Cost - Jet	5	1101		2,154,016		2,154,016	2,099,112
Fuel Discounts - Jet A	5	1102		347,000		347,000	347,641
Fuel Cost - Avgas	5	1103		230,456		230,456	230,539
Fuel Discounts - AvGas	5	1104		5,000		5,000	4,483
Fuel Cost - Auto	5	1105	50,000			50,000	41,297
Fuel Cost Diesel	5	1107	136,000			136,000	123,606
Fuel Cost - Avgas Commercial	5	1108	496,400			496,400	438,129
Deicing Type I - Sprayed	5	1109	240,555			240,555	52,605
Deicing Type IV - Sprayed	5	1110	34,860			34,860	22,917
Deicing Type I - Consortium	5	1111	349,670			349,670	208,244
Deicing Type IV - Consortium	5	1112	90,032			90,032	55,744
Catering	5	1120		1,000		1,000	156
Oil	5	1125		3,000		3,000	1,128
TKS (Deicing fluid)	5	1126		1,000		1,000	747
Charts, Pilot Supplies	5	1130		300		300	0
Subtotal			1,397,516	2,741,772	0	4,139,288	3,626,349

**Albany County Airport Authority
Million Air's 2017 Expenditures by Line Item**

DESCRIPTION	ACCT	MA Cost Centers			2017 Budget	2016 Projected
		MA	MA	MA	MA	MA
		Comm	GA & Fac	Admin	Totals	Totals
BUILDINGS						
Alarm and PA Systems	5	2010	4,200	2,000	6,200	3,162
Electrical Repairs & Supplies	5	2031	7,500	3,000	10,500	2,453
Elevator Repairs & Supplies	5	2032		10,000	10,000	11,764
HVAC	5	2033	500	10,000	10,500	6,602
Roof	5	2034	500	2,500	3,000	785
Plumbing Repairs & Supplies	5	2035	500	3,000	3,500	4,993
Automatic Door Repairs & Supplies	5	2036		4,000	4,000	643
Pest Control	5	2037		1,574	1,574	1,850
Building Maintenance	5	2060	2,000	25,000	27,000	34,883
Janitorial Supplies	5	2062		7,000	7,000	6,696
Window Washing	5	2063		3,200	3,200	3,200
Sign Expense	5	2080		500	500	0
Subtotal			15,200	71,774	0	86,974
GROUNDS						
Landscaping	5	3010		500	500	803
Pavement Repairs	5	3030		500	500	0
Sign Expense	5	3040		100	100	0
Hazardous Waste Management	5	3070	30,000		30,000	2,518
Liquid Waste Disposal	5	3078	25,000		25,000	7,789
Subtotal			55,000	1,100	0	56,100
VEHICLES AND EQUIPMENT						
Gasoline	5	4010	5,000	5,000	10,000	6,702
Diesel Fuel	5	4011	20,000	20,000	40,000	30,930
Oil/Grease	5	4012		0	0	
Vehicle/Equipment Tires	5	4013	6,000	5,000	11,000	9,004
Vehicle Repair and Maintenance	5	4021	500	1,000	1,500	233
Veh Communication Equip. Repa	5	4022	1,000	1,000	2,000	0
General Equip. Repair/Maintenan	5	4030	50,000	5,000	55,000	34,326
Quality Control Testing Equipme	5	4031	20,000		20,000	21,446
Heavy Equipment Maintenance	5	4040	60,000	30,000	90,000	83,520
Vehicle Shop Tools and Supplies	5	4070	1,500	5,000	6,500	3,130
Fuel Truck Rental	5	4075	0	0	0	13,080
Subtotal			164,000	72,000	0	236,000
Total Materials and Supplies			1,631,716	2,886,646	0	4,518,362
OFFICE						
Office Equipment Rental	5	5010		1,000	786	1,786
Copy Machine Use	5	5011			0	0
Office Equipment Service Agree	5	5012			432	432
Office Equipment Repairs	5	5013			100	0
Computer System Supplies	5	5014			4,300	160
Hardware/Software Maint Agree	5	5015			8,460	6,264
Computer Equipment	5	5016			650	0
Office Furniture and Fixtures	5	5020		1,000	1,000	557
Printed Forms/Letterhead	5	5030			1,000	384
Printing Outside Services	5	5032			300	0
Express Mail	5	5041			250	70
Office Supplies	5	5060			6,000	3,745
Payroll Services	5	5070			19,500	20,114
Subtotal			0	2,000	42,778	33,157

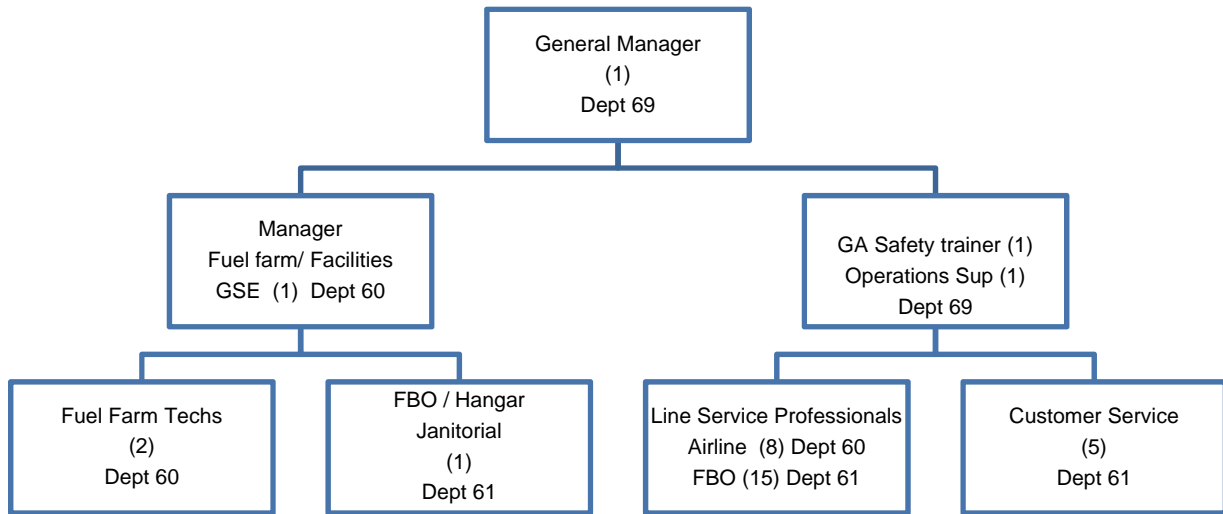
**Albany County Airport Authority
Million Air's 2017 Expenditures by Line Item**

DESCRIPTION	ACCT	MA Cost Centers			2017 Budget MA Totals	2016 Projected MA Totals
		MA	MA	MA		
		Comm	GA & Fac	Admin		
ADMINISTRATIVE						
Dues and Subscriptions	6 6000		14,500	2,000	16,500	15,680
AvPorts/MA Training & Travel	6 6010	0	5,000	5,000	10,000	9,749
Functions/Refreshments	6 6013		1,000	1,000	2,000	0
Incentives	6 6015		43,000		43,000	42,275
Economic Development	6 6031		0	1,000	1,000	0
Credit Card Service Charges	6 6060		120,000		120,000	116,788
Subtotal		0	183,500	9,000	192,500	184,492
TOTAL OPERATIONS		2,392,683	4,255,581	670,654	7,318,918	6,584,437
Non-Capital Equipment	8 3000	0	0	0	0	16,450
Total Expenses		2,392,683	4,255,581	670,654	7,318,918	6,600,887

Albany County Airport Authority
Albany International Airport
2017 Budget
SCHEDULE OF SALARIES AND BENEFITS FOR MILLION AIR

Department	2015 Audited OF FTE POSITIONS			2016 Budget OF FTE POSITIONS			2017 Budget OF FTE POSITIONS			FTE Count As of Jun 2016
	Add	Transfer	Count	Add	Transfer	Count	Add	Transfer	Count	
Commercial										
Fuel Farm Technician			2.0	0.6		2.6	-0.6		2.0	2.00
Line Service Technician	1.0		8.0	0.7		8.7	-0.7		8.0	6.00
Fuel Farm /Facility Manager			1.0			1.0			1.0	1.00
Airline Superviso/QC			0.0			0.0			0.0	0.00
General Aviation										
Line Service Technician			15.0	-3.0		12.0	3.0		15.0	16.00
Facilities Maintenance			1.0			1.0			1.0	1.00
Customer Service Representative			5.0	-0.2		4.8	0.2		5.0	5.00
Administration										
General Manager			1.0			1.0			1.0	1.00
LSM-GA Trainer			1.0			1.0			1.0	1.00
Operations Supervisor			2.0			2.0	-1.0		1.0	1.00
Total Million Air	1.0	0.0	36.0	-1.9	0.0	34.1	0.9	0.0	35.0	34.00
SUMMARY BY SALARIES & BENEFITS:	2015 Audited			2016 Budget			2017 Budget			# of Additions/ Transfers
	Salaries	Benefits	Total	Salaries	Benefits	Total	Salaries	Benefits	Total	
Commercial	443,761	175,847	619,608	461,281	163,518	624,799	459,816	173,190	633,006	-1.30
General Aviation	616,002	238,558	854,560	600,006	251,553	851,559	707,356	299,450	1,006,806	3.20
Administration	243,421	61,588	305,009	215,777	84,509	300,286	196,341	87,057	283,398	-1.00
Total MILLION AIR Salaries & Benefits	1,303,184	475,993	1,779,177	1,277,064	499,580	1,776,644	1,363,513	559,697	1,923,210	0.90

MILLION AIR Organizational Chart



7) ALBANY COUNTY AIRPORT AUTHORITY (ACAA) -ADMINISTRATION

The ACAA administration cost center is used to account for the salaries and benefits for the Airport Authority's administration and financial staff. Also included in this category are insurance, professional services and all office and administration expenses needed for the Authority.

ACAA Performance			
	2015 Final	2016 Projected	2017 Budget
ACAA's total full time employment equivalents	22	22	23
Community meetings	63	72	50
Aviation conferences/meetings	36	29	15
Open Accounts Receivable/Total Operating Revenues	4.2%	4.2%	3.0%
Open Accounts Payable/Total Operating Expenses	1.7%	1.7%	1.6%
SPDES Permit	yes	yes	yes
FAA: Part 139 Operation Compliance	yes	yes	yes
Part 77 Airspace Compliance	yes	yes	yes
Part 150 Noise Program	yes	yes	yes
Part 121 Air Cargo Carriers	yes	yes	yes
Update maps & charts of Airport	yes	yes	yes
Landside building rent increase from previous year	9%	4%	21%
T Hangar rent increase from previous year	-6%	-3%	3%
Tie Down rent increase from previous year	-6%	-22%	49%
Landside land rent increase from previous year	-1%	2%	5%
DBE Participation for construction/engineer contractors	9%	9%	9%
MWBE Participation for construction/engineer contractors	30%	30%	20%
Minority Representation in the Workforce-Concessions			
HMS Host	24%	22%	22%
McDonalds	32%	41%	45%
Villa Fresh Italian Kitchen/Green Leafs	57%	54%	50%
Paradies	29%	39%	35%
Dunkin Donuts	52%	32%	45%
Ambassador Program-hours volunteered	15,428	15,977	16,000
Ambassador assistance - landside	51,313	69,085	60,000
Ambassador assistance - airside	24,461	31,779	28,000
Canine assistance-landside (new for 2015)	23,016	37,880	30,000
Canine assistance-airside (new for 2015)	5,427	6,797	6,500
Concession revenue increase from previous year	4.1%	6.7%	1.1%
Community tours	35	32	30

Projected 2016 Strategic Plan Results and 2017 Strategic Goals for ACAA – Administration

Goals	Objectives	Activities	2016 Projected Results to be Achieved	2017 Budgeted Results to be Achieved
<p>Ensure the continued growth, development and viability of the Albany International Airport including all financial, legal, planning and engineering requirements and public awareness, economic development and concession and customer service enhancements, plus provide daily oversight of the Airport Management and FBO management contracts</p>				
	<p>Executive Establish all policies for operating and maintaining the Airport Preserve and enhance good working relationships with the public, affected communities, regulatory agencies and airlines Attract additional and expanded air service options Enhance financial position through economic development opportunities</p>	<ul style="list-style-type: none"> • Review and evaluate current policies and procedures • Attend meetings with community groups from the public and private sectors • Participate in aviation related conferences • Meet with airlines and FAA to promote new and enhanced services • Direct daily activities of the Airport • Expand infrastructure and net worth of Airport 	<ul style="list-style-type: none"> • Improve operating efficiencies and maintain overall customer satisfaction • Increase public awareness of Airport’s mission and operations • Growth in enplanements, service and destinations from the commercial airlines • Growth in private and corporate general aviation and storage and maintenance operations for private aircraft • Increase net worth of Airport 	<ul style="list-style-type: none"> • Improve operating efficiencies and maintain overall customer satisfaction • Increase public awareness of Airport’s mission and operations • Growth in enplanements, service and destinations from the commercial airlines • Growth in private and corporate general aviation and storage and maintenance operations for private aircraft • Increase net worth of Airport
	<p>Financial Maximize all sources of revenue and maintain competitive rates and charges while maintaining daily control of all purchasing and expenditure functions</p>	<ul style="list-style-type: none"> • Procure all goods and services at the lowest price possible taking advantage of state contracts where applicable • Properly record and vigorously collect all revenues • Monitor the fuel market purchase of Jet A and AvGas for FBO operation at the lowest possible price • Ensure all employees and departments understand the Authority’s financial objectives 	<ul style="list-style-type: none"> • Maintain expenses at budget levels • Increase revenue collections • Monitor prices paid for fuel increasing Authority’s profit margin • Increase staff awareness of Authority financial objectives 	<ul style="list-style-type: none"> • Maintain expenses at budget levels • Increase revenue collections • Monitor prices paid for fuel increasing Authority’s profit margin • Increase staff awareness of Authority financial objectives
	<p>Legal To ensure compliance with all applicable laws, rules and regulations</p>	<ul style="list-style-type: none"> • Promote continuing professional education to remain current with applicable laws, rules and regulations 	<ul style="list-style-type: none"> • Legal compliance with all applicable laws, rules and regulations • Minimize lawsuits 	<ul style="list-style-type: none"> • Legal compliance with all applicable laws, rules and regulations • Minimize lawsuits

Albany County Airport Authority 2017 Operating Budget

Goals	Objectives	Activities	2016 Projected Results to be Achieved	2017 Budgeted Results to be Achieved
	<p>Planning and Engineering Preserve and enhance aeronautical safety, capacity and environmental quality through implementation of the current Capital Improvement Plan to assure optimal use of Airport infrastructure in compliance with Federal Aviation Regulations, Codes and related statutes</p>	<ul style="list-style-type: none"> • Provide project management oversight for new and ongoing design and construction projects as approved by funding and regulatory agencies and Airport Authority Board in the Capital Improvement Program • Provide management oversight for regulatory compliance activities including but not limited to NEPA/ SEQR/ SPDES/ Hazardous Material/Petroleum Bulk Storage/Fire Prevention and Building Code and SWPP storm-water management permits to support project specific and Airport-wide compliance 	<ul style="list-style-type: none"> • Administer five-year Airport Improvement Program/Capital Improvement Plan design and construction in conformance with Federal and State guidance • Project closeout certification reports for completed AIP/CIP projects • See Capital History Section 9 for more information on capital projects • Update Airport Layout Plan, Airport Property Map, Airport OC-10 obstruction chart, and geographic information system • Monitor compliances with 2012 modified Airport-wide SPDES Permit to reflect new airfield and glycol threshold limits • Renew Federal Aviation regulation Part 139 Certification Renewal 	<ul style="list-style-type: none"> • Administer five-year Airport Improvement Program/Capital Improvement Plan design and construction in conformance with Federal and State guidance • Project closeout certification reports for completed AIP/CIP projects • See Capital History Section 9 for more information on capital projects • Update Airport Layout Plan, Airport Property Map, Airport OC-10 obstruction chart, and geographic information system • Monitor compliances with 2012 modified Airport-wide SPDES Permit to reflect new airfield and glycol threshold limits • Renew Federal Aviation regulation Part 139 Certification Renewal
	<p>Public Affairs Maintain strong relationships with local media, national media and trade magazines; monitor all Airport programs, services and concessions that relate to the public; facilitate communications between Airport and the public and media; and act as spokesperson for the Airport</p>	<ul style="list-style-type: none"> • Respond to media inquiries in a timely manner • Review media policy and media guide • Develop media strategy for Airport events and programs • Meet with advertising companies and potential clients to promote new business • Maintain contact and relationship with airline station manager to further airlines' mission and improve customer service • Maintain Airport website 	<ul style="list-style-type: none"> • Inform public of Airport program, initiatives and service changes • Maintain strong local and national media presence • Improve results of terminal advertising program • Maintain high level of customer service 	<ul style="list-style-type: none"> • Inform public of Airport program, initiatives and service changes • Maintain strong local and national media presence • Improve results of terminal advertising program • Maintain high level of customer service
	<p>Economic Development Develop plans and identify opportunities to maintain and grow Airport facilities and services to meet current and future air traffic and user demands</p>	<ul style="list-style-type: none"> • Conduct outreach locally, nationally and internationally to identify and then pursue projects for new development • Develop & lease existing & new properties to provide competitive rates sufficient to recover costs and provide a reasonable financial return 	<ul style="list-style-type: none"> • Generate new interest of companies in a location at the Airport • Increase tenants at the Airport • Increase tenant revenue at the Airport 	<ul style="list-style-type: none"> • Generate new interest of companies in a location at the Airport • Increase tenants at the Airport • Increase tenant revenue at the Airport

Albany County Airport Authority 2017 Operating Budget

Goals	Objectives	Activities	2016 Projected Results to be Achieved	2017 Budgeted Results to be Achieved
	<p>Concessions and Customer Service Develop plans and identify opportunities for growth of Airport facilities and services to meet future air traffic and user demands</p>	<ul style="list-style-type: none"> • Concessions <ul style="list-style-type: none"> ❖ Worked with food and beverage concessionaires to improve the appearance of Airport space and food quality 	<ul style="list-style-type: none"> • Select new concessionaire as a result of RFP • Maximize revenues while maintaining close-to-street pricing 	<ul style="list-style-type: none"> • Select new concessionaire as a result of RFP • Maximize revenues while maintaining close-to-street pricing
		<ul style="list-style-type: none"> • Customer Service <ul style="list-style-type: none"> ❖ Update ambassador handbook and tour guide handbook ❖ Organize, train, and encourage Ambassadors to be more efficient in operation • Marketing <ul style="list-style-type: none"> ❖ Promote foreign currency exchange ❖ Promote Airport concessions on Airport website ❖ Promote parking on Airport website 	<ul style="list-style-type: none"> • Ambassadors are more trained, organized and efficient • Increase awareness of and maximize revenue from foreign currency exchange • Increase revenue from advertising on Wi-Fi • Increase revenues from concessions • Increase revenues from parking 	<ul style="list-style-type: none"> • Ambassadors are more trained, organized and efficient • Increase awareness of and maximize revenue from foreign currency exchange • Increase revenue from advertising on Wi-Fi • Increase revenues from concessions • Increase revenues from parking

Summary of Expenses for ACAA

	2015 <u>Actual</u>	2016 <u>Budget</u>	2016 <u>Projected</u>	2017 <u>Budget</u>
Personnel Services	\$ 1,749,595	\$ 1,825,392	\$ 1,804,937	\$ 1,903,013
Employee Benefits	1,116,272	1,168,838	1,175,429	1,229,476
Utilities & Communications	75,712	121,803	77,938	118,792
Purchased Services	911,175	835,143	738,225	846,226
Material & Supplies	44,484	28,648	15,301	22,950
Office	136,206	117,651	203,515	146,676
Administration	98,571	127,756	135,134	145,511
Non-capital Equipment & Facilities	2,320	-	-	-
Total	\$ 4,134,335	\$ 4,225,231	\$ 4,150,478	\$ 4,412,644
 Employee Count	 24	 23.5	 22.0	 23.0



Albany County Airport Authority 2017 Expenditures by Line Item

			2017 Budget ACAA Admin	2016 Projected ACAA Totals
DESCRIPTION	ACCT			
PERSONNEL SERVICES				
Salaries	1	1000	1,903,013	1,804,937
Overtime (1.5)	1	2010	0	0
Temporary Help	1	3000	0	0
Subtotal			1,903,013	1,804,937
EMPLOYEE BENEFITS				
Social Security	2	1000	136,325	134,545
Health-Active	2	2000	510,529	446,089
OPEB	2	2105	252,773	219,078
Health-Dental	2	2200	40,453	30,517
Health-Vision	2	2300	6,469	6,763
Health-Aflac	2	3000	7,560	7,424
Capital EAP Program	2	4010	969	969
Smoking Cessation Class	2	4015	1,200	0
NYS Disability Insurance/Life Ins	2	6010	605	24
Unemployment Insurance	2	6020	3,930	4,822
Workers Compensation	2	6030	8,448	9,669
Retirement Plans	2	9000	260,215	315,530
Subtotal			1,229,476	1,175,429
UTILITIES & COMMUNICATIONS				
Electric	3	1000	24,000	22,622
Natural Gas	3	3000	8,000	6,279
Telephone Charges - Local	3	6010	5,500	4,895
Telephone Charges - Long Distan	3	6011	1,500	977
Telephones-Monthly Service	3	6015	15,000	14,596
Telephones-Monthly Usage	3	6016	2,000	1,259
Telephone Parts & Repairs	3	6020	45,285	9,794
Internet Access	3	6032	17,236	17,232
Cable Television	3	6060	271	284
Subtotal			118,792	77,938
PURCHASED SERVICES				
Accounting and Auditing				
Financial	4	1010	55,000	50,069
Rates and Charges	4	1020	6,000	5,047
Subtotal			61,000	55,116
Insurance				
Airport Liability	4	2010	193,683	119,825
Automotive	4	2020		
Environmental Liability	4	2041	30,179	30,179
Property Insurance	4	2060	1,836	1,881
Crime	4	2065	2,025	799
Public Officials Liability	4	2070	24,519	24,519
Cyber Liability Insurance	4	2080	11,907	12,984
Fiduciary Liability	4	2090	1,236	1,268
Agent Fee	4	2093	30,000	30,000
Subtotal			295,386	221,454

Albany County Airport Authority 2017 Expenditures by Line Item

DESCRIPTION	ACCT	2017 Budget ACAA Admin	2016 Projected ACAA Totals
Outside Services			
Legal	4	3000	50,000
Janitorial Services	4	5000	15,226
Public Relations	4	6010	85,389
Advertising	4	6015	179,565
Special Studies	4	7000	35,000
GIS Services	4	7010	
Subtotal			365,180
Professional Services			
Appraisals	4	9005	7,000
Architectural	4	9010	50,000
Consultant	4	9015	20,000
Engineering Services	4	9020	2,500
Code Enforcement	4	9060	45,160
Subtotal			124,660
Total Purchased Services			846,226
MATERIALS AND SUPPLIES			
BUILDINGS			
Alarm and PA Systems	5	2010	1,500
Electrical Repairs & Supplies	5	2031	2,000
Elevator Repairs & Supplies	5	2032	2,379
HVAC	5	2033	1,500
Roof	5	2034	500
Plumbing Repairs & Supplies	5	2035	1,500
Pest Control	5	2037	1,720
Storage Space Rental	5	2059	7,500
Building Maintenance	5	2060	3,000
Window Washing	5	2063	1,251
Subtotal			22,850
GROUNDS			
Landscaping	5	3010	100
Subtotal			100
Total Materials and Supplies			22,950
OFFICE			
Office Equipment Rental	5	5010	8,000
Copy Machine Use	5	5011	500
Office Equipment Service Agreen	5	5012	3,561
Office Equipment Repairs	5	5013	500
Computer System Supplies	5	5014	27,000
Hardware/Software Maint Agreen	5	5015	49,495
Computer Equipment	5	5016	1,120
Office Furniture and Fixtures	5	5020	5,000
Printed Forms/Letterhead	5	5030	1,500
Parking Ticket Stock	5	5031	
Printing Outside Services	5	5032	20,000
Postage	5	5040	7,000
Express Mail	5	5041	1,000
Reference Materials	5	5050	1,000
Office Supplies	5	5060	15,000
Payroll Services	5	5070	6,000
Subtotal			146,676

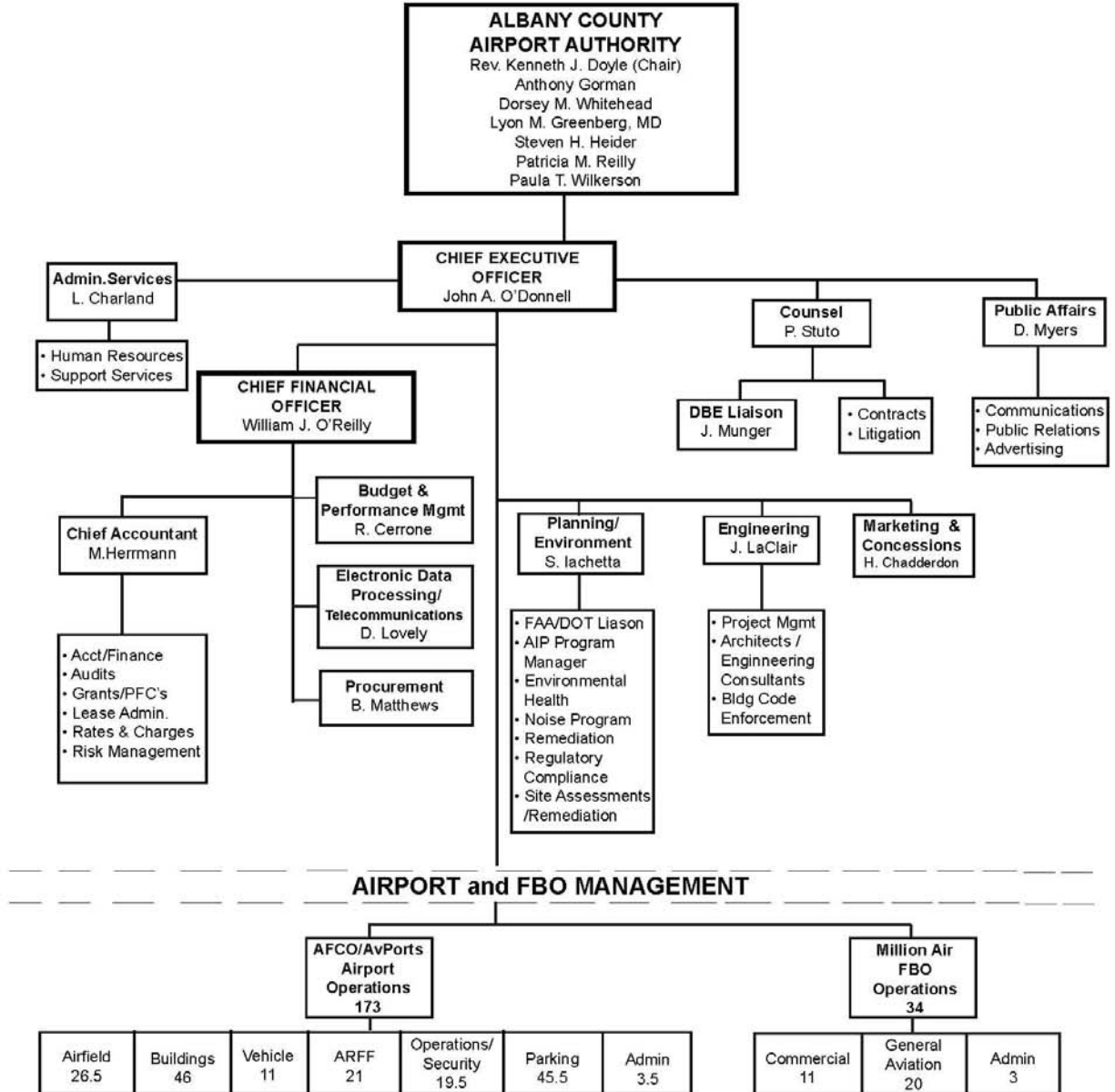
Albany County Airport Authority 2017 Expenditures by Line Item

DESCRIPTION	ACCT	2017 Budget ACAA Admin	2016 Projected ACAA Totals
ADMINISTRATIVE			
Dues and Subscriptions	6 6000	25,000	20,059
Airport Membership (ACI)	6 6001	12,000	11,940
AAAE	6 6002	550	550
GFOA	6 6003	800	760
NYS Bar Association	6 6005	770	770
NY Airport Managers Association	6 6006	5,000	5,000
Local Chambers of Commerce	6 6007	5,706	5,411
Center for Economic Growth	6 6008	2,500	2,500
Authority Travel and Education	6 6011	500	0
Mgmt. Travel and Education	6 6012	20,000	17,713
Functions/Refreshments	6 6013	25,000	24,176
Outside Functions	6 6014	5,000	4,237
Tuition Reimbursement	6 6020	0	0
Advertising/Public Meetings	6 6030	8,000	9,763
Economic Development	6 6031	1,000	0
Credit Card Service Charges	6 6060	5,500	5,402
Bank & Paying Agent Fees	6 6062	15,000	13,667
County Indirect	6 6095	13,185	13,185
Subtotal		145,511	135,134
TOTAL OPERATIONS		4,412,644	4,150,478
Non-Capital Equipment	8 3000	0	0
Total Expenses		4,412,644	4,150,478

Albany County Airport Authority Albany International Airport										
SCHEDULE OF SALARIES AND BENEFITS FOR AUTHORITY										
SUMMARY OF AUTHORIZED POSITIONS:										
	2015 Audited OF FTE POSITIONS			2016 Budget OF FTE POSITIONS			2017 Budget OF FTE POSITIONS			FTE Count As of Jun 2016
	Add	Transfer	Count	Add	Transfer	Count	Add	Transfer	Count	
Administration	2.0		24.0	-0.5		23.5			23.0	22.00
Total Authority Positions	2.0	0.0	24.0	-0.5	0.0	23.5	0.0	0.0	23.0	22.00
SUMMARY BY SALARIES & BENEFITS:										
	2015 Audited			2016 Budget			2017 Budget			# of Additions/ Transfers
	Salaries	Benefits	Total	Salaries	Benefits	Total	Salaries	Benefits	Total	
Administration	1,673,376	1,068,488	2,741,864	1,769,960	1,152,483	2,922,443	1,903,013	1,229,476	3,132,489	0.00
Total AUTHORITY Salaries & Benefits	1,673,376	1,068,488	2,741,864	1,769,960	1,152,483	2,922,443	1,903,013	1,229,476	3,132,489	0.00

ALBANY INTERNATIONAL AIRPORT ORGANIZATIONAL CHART

As of January 1, 2017



8) INDEBTEDNESS

DEBT POLICY

The actual amount of debt the Authority may have outstanding at any one time is limited by the following:

- The Authority's legal debt limit (\$285 million).
- The Authority's Master Bond Resolution which permits new borrowings only if the Authority's net revenues equal 125% of Maximum Annual Debt Service on all debt outstanding and the proposed debt to be issued.
- The maintenance of investment grade debt ratings from major debt rating agencies. These agencies generally suggest that the total debt outstanding should be limited to \$100 per enplaned passenger.
- The willingness of investors in the bond market to purchase the Authority's indebtedness.
- Any negotiated bond sales are subject to the approval of the Comptroller of the State of New York and the Comptroller of the County of Albany.

The Authority also adopted a Derivatives Policy and a Variable Rate Debt Policy as summarized below.

Derivatives Policy

The Authority adopted a Derivatives Policy which allows for the use of Derivative Financial products for capital financing. The Derivatives Policy prohibits the use of Derivative Financial products for either investment or speculation. The Derivatives Policy recognizes derivatives as non-traditional financial products, including but not limited to, floating to fixed rate swaps, swaptions, caps, floors, collars and municipal warrants. The Derivatives Policy requires:

- that transaction entered into under the policy must be for a market transaction for which competing good faith quotations may be obtained at the discretion of the Authority and with the advice and recommendation of the Authority's swap advisor, and other financial professionals;
- that transactions should produce material economic benefit believed to not otherwise be attainable under the current existing market conditions, or existing conventional debt structures, and improve the flexibility of debt management strategies;
- employ a structure that will attempt to minimize any additional floating rate basis risk, tax law risk or credit risk to the Authority and justify the acceptance of these risks for a particular transaction, based on the additional benefits to the Authority; and
- limits the total amount of derivative financial product transactions so as not to exceed thirty-three percent (33%) of the total authorized debt limit of the Authority (currently \$285 million).

Variable Rate Debt Policy

The Authority adopted a Variable Rate Debt Policy which allows for the use of variable rate debt within prescribed limitations. The Variable Rate Debt Policy recognizes permanent and interim uses of variable rate debt. Interim use of variable rate debt may occur during the construction phase of a project for which the Authority intends to obtain permanent financing at the conclusion of the construction phase. The Variable Rate Debt Policy provides that:

- "Permanent Variable Rate Debt Exposure" includes variable rate debt which the Authority does not intend to be refinanced by a long-term fixed rate debt;

- “Net Permanent Variable Rate Debt Exposure” exposure is permanent variable rate debt that is not offset by the cash, cash equivalent and short-term investment assets of the Authority;
- Permanent variable rate debt excludes, with some exceptions, variable debt that has been synthetically changed to fixed rate debt by the use of a financial derivative hedge product with a fixed-payer interest rate swap;
- Net permanent variable rate debt, excluding synthetic fixed rate transactions, should not generally exceed twenty percent (20%) of the Authority’s outstanding indebtedness.

The Authority’s policy is to manage its current and future debt service requirements to be in compliance with all bond covenants, while prudently meeting the capital needs of the Airport and to continue the pursuit of higher underlying ratings from the rating agencies.

DEBT LIMIT

The Authority’s debt limit was increased from \$175 million to \$285 million during 2004 by State legislation enacted (Chapter 500), amending the Albany County Airport Authority Act, Title 32 of Article 8, of the New York State Public Authorities Law. The Authority has historically only issued debt to fund major capital improvement projects in excess of \$50,000

Debt Outstanding per Enplaned Passenger

	Audited 2015	Budget 2016	Projected 2016	Budget 2017
Debt Outstanding (par amount)	\$96,783,000	\$88,216,000	\$88,216,000	\$79,228,000
Enplaned Passengers	1,297,749	1,400,000	1,400,000	1,400,000
Debt Service per Enplaned Passenger	\$75	\$63	\$63	\$57

MASTER BOND RESOLUTION

The Authority in 1995, as amended in 1997, established procedures for selection of underwriters for the sale of the Authority’s bonds and for certain other matters. These procedures allow for public competitive sale, public negotiated sale or private negotiated sale of debt based upon a determination of the Chief Financial Officer and the recommendation of the Authority Chair.

In 1997 the Authority adopted a Master Bond Resolution which authorizes the issuance of Airport Revenue Bonds; prescribing the limitations on and the conditions of issuance and the form of any bonds to be issued. Two key provisions provide for an additional bonds test before the Authority issues any new debt and a covenant to maintain 125% debt service coverage of net revenues, as defined.

DEBT OUTSTANDING

At the beginning of 2017, it is anticipated there will be \$88,216,000 of debt outstanding. Principal payments of \$8,988,000 are due and payable during 2017. The chart below exhibits for each issue the original issue amounts, the debt to be outstanding as of December 31, 2016, the principal payments due in 2017, the interest due in 2017, the amortization of bond related receipts and expenditures that were deferred into interest costs in 2017 and the amount in debt service reserve funds.

Albany County Airport Authority 2017 Operating Budget

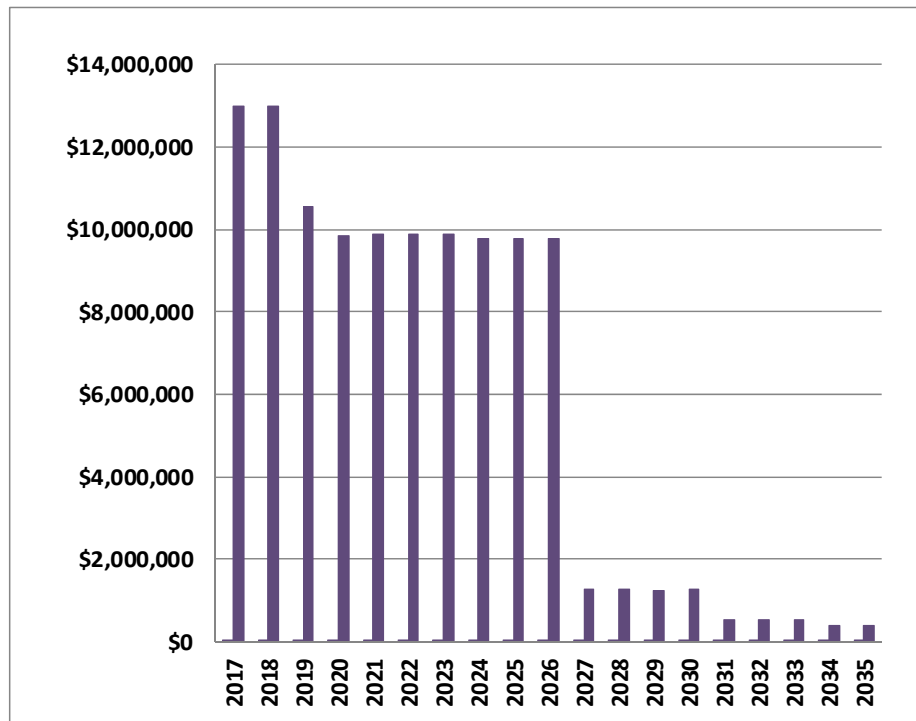
Series	Original Issue Amount	Outstanding 12-31-16	Principal Payments Due in 2017	Interest Due in 2017 net of EFC Interest Subsidy	2017		Total Payments Due in 2017	Available Debt Service Reserve Funds
					Amortization of Items deferred into Interest Cost**			
1998 B&C Airport Revenue Bonds	\$ 30,695,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
1999 EFC Revenue Bonds	7,895,303	1,546,000	418,000	22,240	-	440,240	277,389	-
2000 A EFC Revenue Bonds	2,374,936	-	-	-	-	-	-	-
2000 B Airport Revenue Bonds	14,500,000	-	-	-	-	-	-	-
2003 Airport Revenue Bonds	8,885,000	2,685,000	365,000	107,313	5,325	477,638	514,100	-
2004 EFC Revenue Bonds	388,316	-	-	-	-	-	-	38,831
2006 A&B Airport Revenue Bonds	14,230,000	8,795,000	695,000	408,450	6,711	1,110,161	1,128,600	-
2006 C Airport Revenue Bonds	6,330,000	5,010,000	175,000	224,463	2,953	402,416	404,263	-
2008 A Airport Refunding Bonds*	83,200,000	-	-	-	-	-	-	-
2010 A Airport Refunding Bonds*	109,855,000	70,180,000	7,335,000	3,226,231	76,280	10,637,511	9,512,253	-
	\$ 278,353,555	\$ 88,216,000	\$ 8,988,000	\$ 3,988,697	\$ 91,269	\$ 13,067,966	\$ 11,875,436	

* Before applying available PFC funds (see page 8-11)

**Net of EFC interest subsidy.

***Items deferred into interest costs include bond issue costs and bond premiums and discounts

Combined Annual Debt Service to Maturity



Year/Debt Service

2017	12,976,697	2024	9,776,087	2031	536,325
2018	12,972,472	2025	9,774,313	2032	537,050
2019	10,562,996	2026	9,780,463	2033	540,237
2020	9,863,550	2027	1,264,638	2034	402,250
2021	9,869,993	2028	1,272,987	2035	399,000
2022	9,878,012	2029	1,258,412		
2023	9,883,406	2030	1,260,987		

SCHEDULES OF DEBT ISSUED BY THE AUTHORITY AND THEIR PURPOSE:

\$7,895,303

1999 New York State Environmental Facilities Corporation (EFC)

Date: July 29, 1999

Payable: Principal is paid annually on October 15 with interest paid semiannual each April 15 and October 15. (not callable)

Rating N/A

Purpose The bonds were issued to finance the construction of a new glycol wastewater treatment system.

Security: The bonds are secured by the full faith and credit of the Authority and are payable from general Airport revenues without limitation.

Debt Service through Maturity:

<u>Fiscal Year</u>	<u>Interest Rates</u>	<u>Principal</u>	<u>Interest</u>	<u>Int Subsidy</u>	<u>Total</u>
2017	5.41%	418,000	35,517	(13,277)	440,240
2018	5.42%	429,000	27,445	(9,241)	447,204
2019	5.43%	699,000	18,567	(4,802)	712,765
Debt outstanding		<u>\$ 1,546,000</u>	<u>\$ 81,529</u>	<u>\$ (4,802)</u>	<u>\$ 1,600,209</u>

\$8,885,000

2003 “A” General Airport Revenue Bonds (GARB)

Date: May 15, 2003

Payable: Principal is paid annually on December 15 with interest paid semiannual each June 15 and December 15. (Callable at par May 15, 2013)

Rating
(underlying) Moody’s: A3
Standard & Poor’s: BBB+
Fitch’s: A-

Purpose The bonds were issued to finance various land, hangars, and equipment acquisitions, apron and runway expansions, taxiway, runway and hangar rehabilitations, certain terminal expansion and leasehold improvements.

Security: The bonds are secured by the full faith and credit of the Authority and are payable from general Airport revenues without limitation.

Debt Service through Maturity:

<u>Fiscal Year</u>	<u>Interest Rates</u>	<u>Principal</u>	<u>Interest</u>	<u>Total</u>
2017	3.50%	365,000	107,313	472,313
2018	3.50%	370,000	94,537	464,537
2019	4.13%	155,000	81,587	236,587
2020	4.13%	165,000	75,194	240,194
2021	4.13%	165,000	68,387	233,387
2022	4.13%	175,000	61,581	236,581
2023	4.13%	185,000	54,362	239,362
2024	4.13%	90,000	46,731	136,731
2025	4.13%	95,000	43,019	138,019
2026	4.25%	100,000	39,100	139,100
2027	4.25%	105,000	34,850	139,850
2028	4.25%	110,000	30,387	140,387
2029	4.25%	110,000	25,712	135,712
2030	4.25%	115,000	21,037	136,037
2031	4.25%	120,000	16,150	136,150
2032	4.25%	125,000	11,050	136,050
2032	4.25%	135,000	5,737	140,737
Debt outstanding		<u>\$ 2,685,000</u>	<u>\$ 816,734</u>	<u>\$ 3,501,734</u>

\$6,315,000

2006 “A” General Airport Revenue Bonds

Date: June 15, 2006

Payable: Principal is paid annually on December 15 with interest paid semiannual each June 15 and December 15. (Callable at par June 15, 2016)

Rating
(underlying) Moody’s: A3
Standard & Poor’s: BBB+
Fitch’s: A-

Purpose The bonds were issued to finance certain property acquisitions, parking expansions and to purchase equipment used in the operation of the Airport.

Security: The bonds are secured by the full faith and credit of the Authority and are payable from general Airport revenues without limitation.

Debt Service through Maturity:

<u>Fiscal Year</u>	<u>Interest Rates</u>	<u>Principal</u>	<u>Interest</u>	<u>Total</u>
2017	5.00%	-	290,650	290,650
2018	5.00%	-	290,650	290,650
2019	5.00%	-	290,650	290,650
2020	5.00%	500,000	290,650	790,650
2021	5.00%	860,000	265,650	1,125,650
2022	5.00%	905,000	222,650	1,127,650
2023	4.25%	950,000	177,400	1,127,400
2024	4.25%	990,000	137,025	1,127,025
2025	4.50%	1,030,000	94,950	1,124,950
2026	4.50%	1,080,000	48,600	1,128,600
Debt outstanding		<u>\$ 6,315,000</u>	<u>\$ 2,108,875</u>	<u>\$ 8,423,875</u>

\$7,915,000

2006 “B” General Airport Revenue Bonds (GARB)

Date: June 15, 2006

Payable: Principal is paid annually on December 15 with interest paid semiannual each June 15 and December 15. (Callable at par June 15, 2016)

Rating
(underlying) Moody’s: A3
Standard & Poor’s: BBB+
Fitch’s: A-

Purpose The bonds were issued to finance certain terminal renovations, general aviation hangar renovations, construction of additional general aviation T-hangars, fuel farm upgrades and equipment for use by Airport management contractors.

Security: The bonds are secured by the full faith and credit of the Authority and are payable from general Airport revenues without limitation.

Debt Service through Maturity:

<u>Fiscal Year</u>	<u>Interest Rates</u>	<u>Principal</u>	<u>Interest</u>	<u>Total</u>
2017	4.75%	695,000	117,800	812,800
2018	4.75%	725,000	84,787	809,787
2019	4.75%	760,000	50,350	810,350
2020	4.75%	300,000	14,250	314,250
Debt outstanding		<u>\$ 2,480,000</u>	<u>\$ 267,187</u>	<u>\$ 2,747,187</u>

\$6,330,000

2006 “C” General Airport Revenue Bonds (GARB)

Date: December 13, 2006

Payable: Principal is paid annually on December 15 with interest paid semiannual each June 15 and December 15. (Callable at par December 13, 2016)

Rating
(underlying) Moody’s: A3
Standard & Poor’s: BBB+
Fitch’s: A-

Purpose The bonds were issued to finance the construction of a 42,800 square foot Aviation Service and Maintenance Facility.

Security: The bonds are secured by the full faith and credit of the Authority and are payable from general Airport revenues without limitation.

Debt Service through Maturity:

<u>Fiscal Year</u>	<u>Interest Rates</u>	<u>Principal</u>	<u>Interest</u>	<u>Total</u>
2017	4.00%	175,000	224,463	399,463
2018	4.00%	185,000	217,463	402,463
2019	4.13%	190,000	210,063	400,063
2020	4.13%	200,000	202,225	402,225
2021	4.25%	210,000	193,975	403,975
2022	4.25%	215,000	185,050	400,050
2023	4.25%	225,000	175,913	400,913
2024	4.25%	235,000	166,350	401,350
2025	4.25%	245,000	156,363	401,363
2026	4.25%	255,000	145,950	400,950
2027	4.25%	265,000	135,113	400,113
2028	4.25%	280,000	123,850	403,850
2029	4.50%	290,000	111,950	401,950
2030	4.50%	305,000	98,900	403,900
2031	4.50%	315,000	85,175	400,175
2032	5.00%	330,000	71,000	401,000
2033	5.00%	345,000	54,500	399,500
2034	5.00%	365,000	37,250	402,250
2035	5.00%	380,000	19,000	399,000
Debt outstanding		<u>\$ 5,010,000</u>	<u>\$ 2,614,553</u>	<u>\$ 7,624,553</u>

\$109,855,000
2010 “A” & “B” Airport Revenue Refunding Bonds (Tax-exempt)
(Variable Rate Demand Obligations)

Date: August 10, 2010

Payable: Principal is paid annually on December 15 with interest paid semiannual each June 15 and December 15.

Rating (underlying) Moody’s: A3
 Standard & Poor’s: BBB+
 Fitch’s: A-

Purpose The bonds were issued to refund and defease the Series 1998B, Series 2000B and Series 2008A Airport Revenue Bonds on August 10, 2010. The refunded bonds were issued to finance the 1998 Terminal Improvement and Airport redevelopment (\$82,965,000 then remaining), a 1,900 space parking garage (\$15,965,000 then remaining), and the New York State Police Executive Hangar (\$11,765,000 then remaining).

Security: The bonds are secured by the full faith and credit of the Authority and are payable from general Airport revenues without limitation.

Debt Service through Maturity:

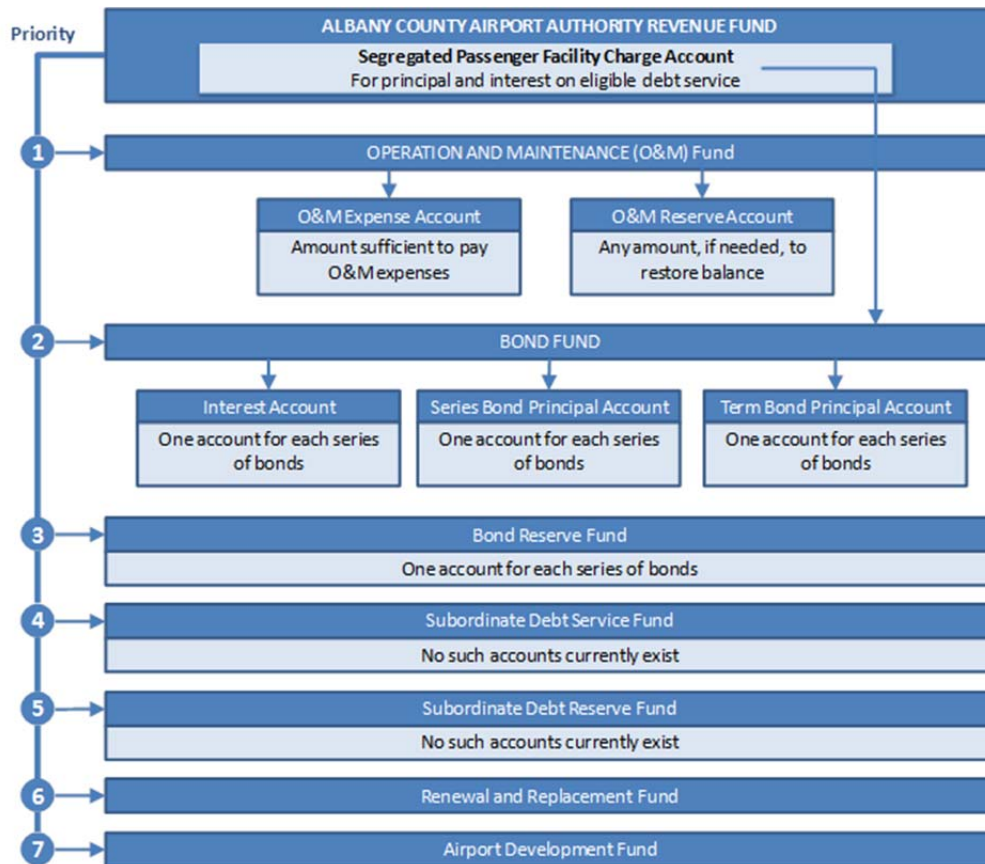
<u>Fiscal Year</u>	<u>Interest Rates</u>	<u>Principal</u>	<u>Interest</u>	<u>Total</u>
2017	4.00%	7,335,000	3,226,231	10,561,231
2018	4-5.00%	7,625,000	2,932,831	10,557,831
2019	4-5.00%	5,555,000	2,557,581	8,112,581
2020	4-5.00%	5,835,000	2,281,231	8,116,231
2021	4-5.00%	6,115,000	1,991,981	8,106,981
2022	4.00%	6,410,000	1,703,731	8,113,731
2023	4-5.00%	6,730,000	1,385,731	8,115,731
2024	4.00%	7,025,000	1,085,981	8,110,981
2025	4.125-5.00%	7,305,000	804,981	8,109,981
2026	4.25-5.00%	7,645,000	466,813	8,111,813
2027	4.25%	610,000	114,675	724,675
2028	4.38%	640,000	88,750	728,750
2029	4.50%	660,000	60,750	720,750
2030	4.50%	690,000	31,050	721,050
Debt outstanding		<u>\$ 70,180,000</u>	<u>\$ 18,732,319</u>	<u>\$ 88,912,319</u>

PASSENGER FACILITY CHARGES (PFC's)

PFC's are a surcharge collected by the airlines and forwarded to the Authority to pay for Airport capital projects approved by the Federal Aviation Administration. PFC's are applied to the Airport's debt service payments on Airport revenue bonds sold to finance these capital projects. The fee was \$3.00 per enplaned passenger beginning March 1, 1994 through August 31, 2009, not to exceed \$40,726,364 and amended in 1996 to increase the amount of PFC's authorized for collections to \$116,888,308. Beginning September 1, 2009 the fee increased to \$4.50 per enplaned passenger not to exceed collections of \$116,888,308. The Authority predicts that it will collect PFC's from approximately 91.0% of its enplanements. The projected 2016 deposited amount is \$5,592,860 after a deduction of a \$0.11 per enplanement airline service charge and the addition of interest earnings of \$15,653 on PFC funds.

The chart below illustrates the allocation and priority of the application of the flow of Airport Revenues from initial receipt to final deposit of residual net revenue in the Development Fund Account in accordance with the Master Bond Resolution adopted by the Authority.

APPLICATION OF AUTHORITY REVENUE UNDER THE MASTER BOND RESOLUTION



Source: Albany County Airport Authority Official Statement of Airport Revenue Refunding Bonds Series 2010 (July 29, 2010)

DEBT SERVICE COVERAGE

For 2017, debt service coverage is projected to be 169% of net revenues as defined. The following table is a schedule of debt service coverage for 2015 audited results, 2016 adopted budget, 2016 projected, and 2017 budget.

Albany County Airport Authority Albany International Airport 2017 Budget DEBT SERVICE COVERAGE CALCULATION (1)				
	Audited 2015	Budget 2016	Projected 2016	Budget 2017
NET REVENUES				
Revenues	\$46,046,009	\$48,506,027	\$48,191,074	\$50,178,852
Airline Revenue Sharing	(1,808,410)	(2,178,258)	(2,767,598)	(2,214,927)
	\$44,237,599	\$46,327,769	\$45,423,476	\$47,963,925
Interest Income (2)	10,784	10,784	10,784	10,784
Investment Received - Net				
TSA (LEO) Reimbursement	292,000	292,000	219,900	124,100
Improvement Charges	368,400	368,400	368,400	368,400
	\$44,908,783	\$46,998,953	\$46,022,560	\$48,467,209
LESS: Total Airport Expenses (GAAP)	(31,452,654)	(33,233,707)	(30,946,333)	(34,248,113)
Air Service Incentive Cost to Airport	(50,732)	(820,493)	(820,493)	(42,769)
	\$13,405,397	\$12,944,753	\$14,255,734	\$14,176,327
DEBT SERVICE ON BONDS ISSUED UNDER THE MASTER RESOLUTION				
1999 A EFC Revenue Bond	452,972	454,675	454,675	453,517
Less: 1999 NYS EFC Interest Subsidy	(19,808)	(16,856)	(16,856)	(13,277)
2003 A Revenue Bond	464,391	463,956	463,956	472,313
2006 A & B Revenue Bonds	1,103,706	1,099,800	1,099,800	1,103,450
2006 C Revenue Bonds	402,588	401,263	401,263	399,463
2010 A Refunding Bonds	9,625,169	10,555,231	10,555,231	10,561,231
2010 B Refunding Bonds	924,014	0	0	0
Less: PFC's Applied to 2008 A Revenue Bond	(3,293,320)	(4,329,846)	(3,608,205)	(4,332,307)
Net Debt Service on Bonds (4)	\$9,659,712	\$8,628,223	\$9,349,864	\$8,644,389
NET REVENUE COVERAGE ON BONDS ISSUED UNDER THE MASTER RESOLUTION (MUST BE > 1.25)				
	1.39	1.50	1.52	1.64
CLAIMS, CHARGES, OBLIGATIONS PAYABLE FROM NET REVENUES				
Deposits to the Operation and Maintenance Reserve	\$42,221	-\$141,582	-\$141,582	\$169,068
Debt Service on Bonds Issued under the Master Resolution	9,659,712	8,628,223	9,349,864	8,644,389
Net Claims, Charges and Obligations	\$9,701,933	\$8,486,641	\$9,208,282	\$8,813,456
NET REVENUE COVERAGE ON BONDS AND OTHER INDEBTEDNESS (MUST BE > 1.00)				
	1.38	1.53	1.55	1.61
1/ Additional Bonds test per Section 2.02 of Master Bond Resolution adopted January 6, 1997.				
2/ Less interest in the Construction and Development Funds.				
3/ Does not include or reflect the following:				
\$277,389 deposited in a Debt Service Reserve Fund from the proceeds of the 1999 EFC Revenue Bonds				
\$514,100 deposited in a Debt Service Reserve Fund from the proceeds of the 2003 A Revenue Bonds				
\$38,831 deposited in a Debt Service Reserve Fund from the proceeds of the 2004 EFC Revenue Bonds				
\$1,128,600 deposited in a Debt Service Reserve Fund from the proceeds of the 2006 A & B Revenue Bonds				
\$404,263 deposited in a Debt Service Reserve Fund from the proceeds of the 2006C Revenue Bonds				
\$9,512,253 deposited in a Debt Service Reserve Fund from the proceeds of the Series 2010 A & B Revenue Bonds				
4/ Exclusive of amortization of Bond Issue Costs				

Albany County Airport Authority 2017 Operating Budget

The following table is a schedule of potential Passenger Facility Charges (PFC) available to apply toward the principal and interest payments due on the 2010 Airport Revenue Refunding Bonds.

Albany County Airport Authority Albany International Airport 2017 Budget CALCULATION OF PFC REVENUES				
	Audited 2015	Budget 2016	Projected 2016	Budget 2017
ENPLANEMENTS	1,297,749	1,400,000	1,400,000	1,400,000
PFC's charged	\$4.50	\$4.50	\$4.50	\$4.50
LESS: Carrier Compensation	(0.11)	(0.11)	(0.11)	(0.11)
Net PFC Revenue	\$4.39	\$4.39	\$4.39	\$4.39
% of PFCs collected on Enplanements	86.7%	91.0%	88.0%	88.0%
PFC Revenue	\$4,939,385	\$5,592,860	\$5,408,480	\$5,408,480
LESS: Applied Pay-As-You-Go	0	0	0	0
PFC's Available for Debt Service	\$4,939,385	\$5,592,860	\$5,408,480	\$5,408,480
PFC DEBT SERVICE FUND ACTIVITY				
BEGINNING BALANCE	\$5,271,587	\$6,929,340	\$6,929,340	\$8,745,037
PLUS: Deposit of PFC's	4,939,385	5,592,860	5,408,480	5,408,480
PLUS: Interest Earnings on PFC's	11,688	15,653	15,422	17,692
LESS: Applied Towards 2010A Debt Service	(3,293,320)	(4,329,846)	(3,608,205)	(4,332,307)
ENDING BALANCE	\$6,929,340	\$8,208,007	\$8,745,037	\$9,838,902
	\$4,951,073	\$5,608,513	\$5,423,902	\$5,426,172
PFC's APPLIED TO DEBT SERVICE	\$3,293,320	\$4,329,846	\$3,608,205	\$4,332,307
Allocation of PFC's to Cost Centers				
Airfield	\$412,658	\$542,537	\$452,114	\$542,845
Terminal	2,393,809	3,147,226	2,622,688	3,149,015
Loading Bridges	65,866	86,597	72,164	86,646
Landside	420,987	553,486	461,239	553,801
Total	\$3,293,320	\$4,329,846	\$3,608,205	\$4,332,307

**SCHEDULES SHOWING ALLOCATION OF DEBT ISSUES TO COST CENTER FOR 2015 AUDITED, 2016
ADOPTED BUDGET, 2016 PROJECTED, AND 2017 BUDGET:**

Table 3 Albany County Airport Authority Albany International Airport 2017 Budget DEBT SERVICE SUMMARY				
	Audited 2015	Budget 2016	Projected 2016	Budget 2017
Albany County G.O. Bonds	\$0	\$0	\$0	\$0
Airport Revenue Bonds:				
1999 EFC Revenue Bonds, net of interest subsidy	433,164	437,819	437,819	440,240
2003 A Revenue Bonds	471,064	469,965	469,965	477,638
2004 B EFC Revenue Bonds, net of interest subsidy	0	0	0	0
2006 A & B Revenue Bonds	1,111,804	1,107,218	1,107,218	1,110,161
2006 C Revenue Bonds	405,738	404,316	404,316	402,416
2010 A Refunding Bonds	9,715,389	10,639,098	10,639,098	10,637,511
2010 B Refunding Bonds	925,859	0	0	0
Less: PFC Other Deposits	0	0	0	0
Less: PFC's Applied to 2008A Revenue Bonds	(3,293,320)	(4,329,846)	(3,608,205)	(4,332,307)
TOTAL DEBT SERVICE	\$9,769,698	\$8,728,570	\$9,450,211	\$8,735,658
Allocation of Total Debt Service to Cost Centers				
Airfield	\$1,177,567	\$1,125,173	\$1,215,596	\$1,129,314
FBO	\$274,758	\$273,625	\$273,625	\$274,352
ARFF	43,244	43,143	43,143	43,847
Control Tower	0	0	0	0
Terminal	2,206,382	1,880,543	2,405,081	1,879,528
Loading Bridges	60,434	56,161	70,593	56,090
Landside	6,007,314	5,349,925	5,442,172	5,352,526
TOTAL ALLOCATION	\$9,769,698	\$8,728,570	\$9,450,211	\$8,735,658

Albany County Airport Authority 2017 Operating Budget

Table 3-1 Albany County Airport Authority Albany International Airport 2017 Budget AIRPORT REVENUE BONDS DEBT SERVICE				
	Audited 2015	Budget 2016	Projected 2016	Budget 2017
2010A Revenue Refunding Bonds Debt Service	\$9,625,169	\$10,555,231	\$10,555,231	\$10,561,231
Amortization of Bond Issue Costs	\$90,220	\$83,867	\$83,867	\$76,280
TOTAL 2010A REVENUE BONDS DEBT SERVICE	\$9,715,389	\$10,639,098	\$10,639,098	\$10,637,511
Allocation of 2010A Refunding Bonds Debt Service to Cost Centers				
Airfield	\$796,662	\$870,821	\$870,821	\$870,691
Terminal	4,439,933	4,868,031	4,868,031	4,867,305
Loading Bridges	126,300	142,758	142,758	142,736
Landside	4,352,494	4,757,489	4,757,489	4,756,779
Total	\$9,715,389	\$10,639,098	\$10,639,098	\$10,637,511
2010B Revenue Refunding Bonds Debt Service	\$924,014	\$0	\$0	\$0
Amortization of Bond Issue Costs	\$1,845	\$0	\$0	\$0
TOTAL 2010B REVENUE BONDS DEBT SERVICE	\$925,859	\$0	\$0	\$0
Allocation of 2010B Refunding Bonds Debt Service to Cost Centers				
Airfield	\$0	\$0	\$0	\$0
Control Tower	0	0	0	0
Terminal	0	0	0	0
Loading Bridges	0	0	0	0
Landside	925,859	0	0	0
Total	\$925,859	\$0	\$0	\$0

Albany County Airport Authority 2017 Operating Budget

Table 3-2 Albany County Airport Authority Albany International Airport 2017 Budget AIRPORT REVENUE BONDS DEBT SERVICE				
	Audited 2015	Budget 2016	Projected 2016	Budget 2017
2003 A Revenue Bonds Debt Service	\$464,391	\$463,956	\$463,956	\$472,313
Amortization of Bond Issue Costs	6,673	6,009	6,009	5,325
TOTAL 2003 A REVENUE BONDS DEBT SERVICE	\$471,064	\$469,965	\$469,965	\$477,638
Allocation of 2003 A Revenue Bonds Debt Service to Cost Centers				
Airfield	\$88,230	\$88,024	\$88,024	\$89,462
ARFF	43,244	43,143	43,143	43,847
Control Tower	0	0	0	0
Terminal	78,903	78,719	78,719	80,004
Loading Bridges	0	0	0	0
Landside	194,926	194,472	194,472	197,646
Parking	65,761	65,607	65,607	66,678
Total	\$471,064	\$469,965	\$469,965	\$477,638
2006 A & B Revenue Bonds Debt Service	\$1,103,706	\$1,099,800	\$1,099,800	\$1,103,450
Amortization of Bond Issue Costs	8,098	7,418	7,418	6,711
TOTAL 2006 REVENUE BONDS DEBT SERVICE	\$1,111,804	\$1,107,218	\$1,107,218	\$1,110,161
Allocation of 2006 Revenue Bonds Debt Service to Cost Centers				
Airfield	\$272,169	\$271,046	\$271,046	\$271,767
FBO	274,758	273,625	273,625	274,352
Parking	212,146	211,271	211,271	211,832
Landside and other	271,376	270,257	270,257	270,975
Terminal	81,354	81,019	81,019	81,234
Total	\$1,111,804	\$1,107,218	\$1,107,218	\$1,110,161
2006 C Revenue Bonds Debt Service	\$402,588	\$401,263	\$401,263	\$399,463
Amortization of Bond Issue Costs	3,150	3,053	3,053	2,953
TOTAL 2006 REVENUE BONDS DEBT SERVICE	\$405,738	\$404,316	\$404,316	\$402,416
Allocation of 2006 Revenue Bonds Debt Service to Cost Centers				
Landside and other	405,738	404,316	404,316	402,416
Total	\$405,738	\$404,316	\$404,316	\$402,416

Table 3-2

Albany County Airport Authority

Albany International Airport

2017 Budget

NYS ENVIRONMENTAL FACILITIES CORPORATION (EFC)

AIRPORT REVENUE BONDS DEBT SERVICE

	Audited 2015	Budget 2016	Projected 2016	Budget 2017
1999 A EFC Revenue Bonds Debt Service	\$452,972	\$454,675	\$454,675	\$453,517
Amortization of Bond Issue Costs	0	0	0	0
Less: Interest Subsidy Earnings	(19,808)	(16,856)	(16,856)	(13,277)
TOTAL 1999 A EFC REVENUE BONDS DEBT SERVICE	\$433,164	\$437,819	\$437,819	\$440,240
Allocation of EFC Revenue Bonds Debt Service to Cost Centers				
Airfield	\$433,164	\$437,819	\$437,819	\$440,240
Control Tower	0	0	0	0
Terminal	0	0	0	0
Loading Bridges	0	0	0	0
Landside	0	0	0	0
Total	\$433,164	\$437,819	\$437,819	\$440,240

9) CAPITAL HISTORY

HISTORY OF AIRPORT DEVELOPMENT

Albany Airport, *America's First Municipal Airport* consisted of an airfield developed in 1909 along the Hudson River on what is now known as Westerlo Island, in the southeastern portion of the City of Albany. At one time, the airport was named Quentin Roosevelt Field in memory of President Theodore Roosevelt's son, Quentin, who was killed while flying in France during World War I.

The airport played an integral role in the early history of American aviation when Glen H. Curtiss flew from Albany to New York City on May 29, 1910. This achievement, which was the first sustained flight between two major American cities, opened the way to airmail and passenger flights, and thus the establishment of commercial aviation in this country. It is noteworthy that Charles Lindbergh landed his *Spirit of St. Louis* at Quentin Roosevelt Field on July 27, 1927 following his completion of the first nonstop solo flight from New York to Paris.

Shortly before Lindbergh's landing at Albany, plans were being considered to relocate the airfield to land owned by the Watervliet Shakers in what is now the Town of Colonie. Eventually, the Airport was moved to its current location and officially opened as Albany Municipal Airport on October 1, 1928, giving it the distinction of being America's first municipal airport.

Albany Municipal Airport was owned and operated by the City of Albany until 1960. At that time, the city determined that it could no longer afford to finance the airport, and ultimately sold the facility to Albany County for \$4,437,000. The County embarked on the construction of a terminal building in 1959. The terminal opened in 1962 and was regarded as the beginning of a new era for the airport.

Construction of a second terminal building, offering the first enclosed jet ways at the Airport, was started in 1979 and completed in 1982; as was the last of several runway extensions which lengthened the original 3,000 foot and 4,000 foot runways to 6,000 and 7,200 feet, respectively. The airport then was able to routinely handle large aircraft including 727s, 737s, and DC-9s. Through the years many presidents, either as candidates or in office, have visited Albany Airport. These include Franklin D. Roosevelt, John F. Kennedy, Richard Nixon, William J. Clinton, and Barack H Obama. In November 1994, and September 2009, 2011 and 2012 the President of the United States visited Albany traveling on Air Force I, a 747 aircraft.

The progressive growth and development of Albany County Airport has also been evidenced by the number of airlines operating out of Albany. When the main terminal opened in the early 1960s, the airport was served by only four carriers. Over the next 35 years, passenger levels increased from 400,000 in 1964 to over 2.1 million in 1994. In 1994, Albany was served by eight commercial airlines and six commuter carriers. Currently Albany is served by five commercial airlines and 17 commuter carriers.

ALBANY AIRPORT AUTHORITY CREATED

The Authority was created in 1993 pursuant to the Albany County Airport Authority Act, Title 8, as amended, of the State of New York Public Authorities Law (Act). The County of Albany (County) and the Authority entered into a permanent Airport Lease Agreement dated December 5, 1995, which became effective May 16, 1996 following approval by the Federal Aviation Administration (FAA) for the transfer of the sponsorship of the Airport from the County to the Authority. Under the lease agreement, that expires forty (40) years after the effective date, the County leases to

the Authority the Airport, including all lands, buildings, structures, and easements, right of access, and all other privileges and appurtenances pertaining to the Airport. The Airport is a body corporate and politic constituting a public benefit corporation established and existing pursuant to the Act. The State created the Authority in order to promote the strengthening and improvements of the Airport and to facilitate the financing and construction of the initial Terminal Improvement Project (TIP), other subsequent capital improvement plans, and gave the Authority the power to operate, maintain and improve the Airport.

On March 15, 1994, the County transferred net assets equal to \$46,824,500 from the County to the Authority.

In March 1998 the airport was renamed the Albany International Airport in recognition of past and projected increased activity at the airport and to recognize the presence of the Federal Inspection Services operated by the U.S. Customs and Border Protection Agency.

Under a subsequent amendment to the Agreement dated June 29, 2005, the Authority leases two additional parcels totaling approximately 3.4 acres that the Authority developed for additional parking. The Authority paid the County as of that date \$478,500 as consideration.

CAPITAL DEVELOPMENTS BY THE AUTHORITY

On July 17, 1996, ground was broken for construction of a new air-cargo building in the northeast quadrant of the airport as the first step in consolidating the present and developing the future air-cargo capacity for the Airport. The \$11 million cargo facility and related airfield and landside improvements were financed by Airport Revenue Bonds. This facility opened in October 1998 and is under a long-term lease agreement with Aviation Facilities Company, Inc. (AFCO).

On October 3, 1996, ground was broken for the Terminal Improvement Project (TIP). The TIP consisted of a new terminal and other facilities to replace the 1959 terminal and was design to accommodate future demands for approximately 1.5 million annual enplanements. The TIP was substantially complete on October 1, 1998.

In February 1997, the Authority issued \$96,305,000 of Airport Revenue Bonds to finance the TIP and certain capital improvement projects initiated by the County prior to the creation of the Authority.

In December 1997, the Dormitory Authority of the State of New York issued \$41,395,000 of State Service Contract Revenue Bonds for the purposes of financing, construction, reconstruction, improvements, reconditioning and preservation of the Airport or aviation capital projects at the Airport. The Revenue Bonds were secured by a service contract under which the State of New York agreed to pay the annual principal and interest payments. The Revenue Bonds are not debt of the Airport Authority nor is the Airport Authority liable thereon.

Proceeds totaling \$40 million were used by the Authority toward the cost of constructing the new terminal building, a connecting bridge and a parking garage at the Airport. The Authority allocated \$20 million each towards the cost of the terminal and the garage.

The Authority maintains a Federal Inspection Station to process regular scheduled international flights together with other general aviation and international cargo flights.

On June 7, 1998, airline operations began in the new terminal facility and demolition began on the 1959 structure.

In July 1998, the Authority, through the New York State Environmental Facilities Corporation (EFC) received \$7.5 million Series A bonds to finance the total construction of a new glycol wastewater treatment system. In July 1999, the loan was replaced by \$7,895,303 bonds issued by the EFC with interest on the first \$3 million 100% subsidized and the remaining \$4.5 million 50% subsidized by the New York State Water Pollution Control Revolving Fund.

On December 1, 1998, the Authority sold two Airport Revenue Bond issues totaling \$30,695,000 to finance two capital projects:

1. The 1998 B (non-AMT) issue totaling \$18,455,000 was sold to finance in part the construction of a new 1,600-space parking garage. The garage partially opened in December 1998 for use by short-term visitors to the Airport and the balance used for long-term parking was opened in February 1999.
2. The 1998 C (AMT) issue totaling \$12,240,000 was sold to finance the construction of the new 50,500 square foot air cargo building which was opened during October 1998 for use by Airborne Express, Federal Express and United Parcel Service.

In March 1999, operations began in the newly constructed air traffic control tower located in the northeast quadrant of the airport. Demolition also began on the old control tower to provide additional apron area for use by the airlines.

In April 2000, construction was completed for the addition of approximately 16,000 square feet of terminal space including ticketing, baggage make up and hold rooms to accommodate the arrival of Southwest Airlines which began service May 7, 2000. This addition was principally financed through the receipt of a \$6 million grant from the State of New York.

In May 2000, construction of 874 space remote surface parking lot was completed at the southeast quadrant of airport property to accommodate the additional parking required by the increase in enplanements as a result of the addition of Southwest Airlines.

In July 2000, the Authority, through the EFC, entered into a ten year \$2,374,936 Series B loan agreement with the New York State Water Pollution Control Revolving Fund to finance the construction of a glycol filtration polishing facility. The interest thereon is fifty percent subsidized by the New York State Water Pollution Control Revolving Fund.

In November 2000, a parking garage expansion was opened to accommodate 307 parking spaces for the rental car operators and 400 additional spaces for public parking.

In December 2000, the Authority issued \$14,500,000 of Airport Revenue Bonds to finance the construction that began in 2001 of a New York State Police Executive Hangar to consolidate the State's current aircraft and maintenance support facilities, which were located in two widely separated hangars on the airfield. The new facility completed in 2002 consists of approximately 84,630 square feet of hangar, maintenance support, office space, and includes all the necessary mechanical, electrical, plumbing, fire, security, and energy management systems; crane and hoist equipment and other support equipment for aircraft maintenance; and office furnishings. Landscaping, parking lot, and security fence to secure the leased area also were provided. The Authority and the Division of New York State Police entered into a thirty (30) year Land and Facility Lease Agreement effective April 1, 2000. These Airport revenue payments are sufficient to amortize the debt service payments for this Bond issue plus any other related costs incurred by the Authority.

In 2001, the Authority began construction of a new ARFF facility and general aviation T-Hangars.

In 2001, the Authority also obtained final FAA and all other required approvals for the extension of Runway 10-28 from 6,000 to 7,200 feet. Construction began in 2002. This project also included extending taxiway "C" and related hold apron and service road improvements. The runway was completed and opened in August 2003.

In July 2001, the Authority acquired a 9½ acre Industrial Park with four warehouse type buildings totaling 27,500 square feet. In 2002, renovations were completed and the ground support facilities for American Airlines, US Airways, plus Lansing Flight Support were relocated from the old belly-freight building. In addition, KME Fire Apparatus leased one building to which an addition was added to support their requirements.

In 2002, construction was completed on a 10-bay T-Hangar facility, a self-service fueling facility, and a neighboring tie-down area for use by the general aviation community. Construction began on a second T-Hangar building to provide 10 more T-Hangar units. This construction was completed in 2003. All units are leased.

An extension to the remote parking lot "E" began in 2002 which will nearly double the capacity to 2,000 plus public parking spaces. As a result of several adjoining land acquisitions, expansion work continued into 2004.

During 2003, the Airport received Federal support for the complete rehabilitation of the primary runway 1-19 including the complete replacement of centerline lighting. The work was completed in 2003. Also during 2003, the Airport received all necessary approvals to begin extension of the primary runway 1-19 from 7,200 to 8,500 feet. The work completed in 2006.

During 2003, the Authority was granted \$2.3 million of State funds through the support of State Senator Joseph Bruno to acquire and install two over-the-wing loading bridges for Southwest Airlines. Albany International Airport was the first airport in the United States to have two such bridges in operation.

In June 2003, the Authority sold \$8,855,000 of Series 2003A Airport Revenue Bonds to pay the costs of various land, hangars and equipment acquisitions, apron and runway expansions, taxiway, runway and hangar rehabilitations, certain terminal expansions, and leasehold improvements.

In March 2004, the Authority, through the NYS EFC, issued \$388,316 of Airport Revenue Bonds to finance the construction of sanitary sewer and water improvements in the Airport Industrial Park.

Other major projects completed in 2004 included finalizing renovations to the terminal to accommodate TSA security personnel and to provide space for their passenger screening and baggage inspection operations. Construction started in 2004 on the main Runway 1-19 extension from 7,200 to 8,500 feet and was completed in 2006 together with related navigation aids and taxiways. Remote parking was expanded by approximately 700 additional spaces to accommodate an ever-increasing demand for on-airport parking. Also a new US Postal facility was opened.

In 2005, the Authority acquired the on-airport assets of the former FBO (\$3.0 million). With this acquisition the Authority assumed responsibility for managing and operating the FBO. The Authority operates the FBO under the franchise trade name "Million Air". That same year the Authority also acquired an office building and two warehouses for lease, and to provide 400 additional remote surface parking spaces (\$2.4 million). Also in 2005, the Authority completed a \$2.8 million aircraft engine run-up attenuation facility to enhance the containment of noise from the Airport.

In June 2006, the Authority issued \$14,230,000 of bonds to provide funds for various land, hangar, equipment acquisitions, hangar rehabilitations, certain terminal renovations, utility improvements, and parking expansions.

In December 2006, the Authority issued \$6,330,000 of bonds to provide funds for construction of the 42,800 square foot Aviation Service and Maintenance Facility which was completed in late 2007.

In 2008 the Authority completed construction of two general aviation T-Hangars, installation of two additional escalators in the terminal and installation of new touch down lighting improvements that preserve and enhance aeronautical safety during nighttime, low-visibility, winter and other inclement weather conditions for all aircraft operations by allowing landing with half-mile rather than three-quarter mile visibility conditions.

During 2009 the Authority continued the Latham Water Towers Runway 10/28 obstruction relocation. The Authority also undertook a rehabilitation of an existing hangar, lighting energy upgrades in the parking garage, and several smaller projects involving roof replacement, terminal improvements and improvements in landside buildings.

In 2010 major renovations of six terminal food and beverage concession areas that began in 2009 were completed at a cost of approximately \$3.0 million which was fully funded by the concessionaire. Replacement of all parking garage lighting with more energy efficient lights at a cost of \$156,000 was completed with the aid of a \$54,300 grant. Rehabilitation of the Taxiways and ramps for \$2,826,000; construction of a new entry and exit to the remote parking lot providing for additional and interstate highway access at a cost of \$363,300; expansion of glycol storage and replacement of the Type I glycol proportioning system at an estimated total design and construction cost of \$339,000.

Projects completed in 2011 include a parking garage rehabilitation project at a cost of \$896,000, a passenger jet bridge replacement project with a cost of \$581,000, an automated entry and exit station in the economy parking lot at a cost of \$336,274 the relocation and upgrade of the Authority operated retail store (DepArtures) in the Terminal at a cost of \$281,000.

The completion of the Runway 28 obstruction removal, which involved relocation of a municipal water tank at a cost of \$11,187,000 was completed in 2012. Other projects completed in 2012 included the Terminal Floor replacement at a cost of \$821,400 and a Semi-inline Baggage Screening Project with a cost of \$1.1 million.

During 2013 projects completed included Glycol Storage & Processing Improvements to add a new 2.5 million gallon storage tank. During 2013 a project to upgrade of the Electrical Vault at a cost of \$1.3 million was advanced along with the rehabilitation of the Administration Building (\$1.7 million).

In 2014 construction began to add a new Runway Friction Material Building at a cost of \$2.4 million, upgrade of an existing commercial Aircraft Maintenance, Repair and Overhaul Facility and construct a new hangar at a cost of \$4.3 million, and Rehabilitate Runway 1/19 at a cost of \$4.72 million. These projects were completed by the close of 2015.

During 2015 projects to provide a new terminal roof at a cost of \$1.5 million and the Terminal Baggage Room Renovation at \$1.5 and Glycol Storage and Processing improvements for \$1.1 million initiated and completed in 2016.

During 2016 a \$4.3 million Jetbridge Replacement and Renovation project and \$1.1 million Fiber Optic replacement project were initiated.

During the 2009-2014 Capital Plan the Authority also purchased approximately \$5 million in major equipment including items such as two fire trucks, runway snow blowers, runway brooms, shuttle busses, street sweepers, and other heavy equipment.

As of December 31, 2015, the Authority maintained \$488.5 million in capital assets for which \$228.0 million in accumulated depreciation was recorded resulting in \$260.4 million in capital assets net of depreciation. Also at December 31, 2015 the Authority had approximately \$96.7 million of outstanding debt related to these capital assets, which resulted in the Authority reporting \$177.8 million of capital assets net of related debt.

FIVE-YEAR CAPITAL PROGRAMS

The enabling legislation creating the Authority (Chapter 686 of the Laws of 1993) sets forth in section 2784.3. (a) The following:

“On or before September first, nineteen hundred ninety-five, and on or before September first on every fifth year thereafter, the authority shall submit to the county legislature a capital projects plan for the five year period commencing January first of the following year. The plan shall set goals and objectives for capital spending and describe each capital project proposed to be initiated in each of the years covered by the plan. Each plan shall also set forth an estimate of the amount of capital funding required each year and the expected sources of such funding required.”

The first-five year capital program covering the years 1996 through 2000 totaling \$49,571,843 was approved by the Albany County Legislature, in Resolution 280, adopted on September 11, 1995. There was one amendment to the five year capital plan for \$6,605,319 approved in Resolution 251, adopted on July 13, 1998 which increased the total approved capital program to \$56,177,162.

The five-year capital plan for years 2000 through 2004 totaling \$232,400,000 was approved by the Authority on February 7, 2000 and the Albany County Legislature in Resolution No. 39-00, adopted on February 14, 2000. There was one amendment to the five year capital plan for \$26,000,000, approved in Resolution No. 180, adopted on April 14, 2003, increasing the total amount to \$258,400,000.

The five-year capital plan for the years 2005 through 2009 totaling \$264,900,000 was approved by the Authority May 3, 2004 and the Albany County Legislature Resolution No. 400, adopted August 9, 2004.

The five-year capital plan for the years 2010 through 2014 totaling \$139,300,000 was approved by the Authority September 14, 2009 and the Albany County Legislature Resolution No. 477, adopted December 7, 2009.

On September 2, 2014 the Authority presented a new proposed five-year Capital Plan for the years 2015-2019. The five-year capital plan presented for the years 2015-2019 provides for potential projects totaling \$120,520,000. The projects included represent the Authority's estimate of the numerous potential airport developments which could occur during the next five years. The estimates are based upon the best case scenario for variable economic and aviation industry conditions during the five-year plan period. A description of each project is included herein. Some of these projects are contingent upon the future realization of potential increases in airport passenger traffic and/or airport tenant activities. Therefore, the actual initiation and projected timing for each project could be altered and the project may not actually be initiated during the

five-year plan. Factors that could cause increases in activities at the Airport include introduction of one or more new commercial carriers, leasing property to new aeronautical tenants, and improvements in the regional and national economies.

Any project in the 2015 - 2019 capital program not expected to be completed by December 2014 was either included in the 2015 - 2019 five-year program or was deemed no longer necessary

The potential funding sources represents the Authority's current estimate of those projects which are eligible for federal funding and the related New York State share thereof. As of this date it is not known what the total amount of Federal entitlement or discretionary funding will be made available to the Authority during this five year period. The remaining projects, if they are initiated, will be funded by Authority resources, either from airport capital funds or from the issuance of Authority debt.

Many of the projects are dependent on future growth in passengers, cargo and general aviation usage of the Airport and the related support facilities and equipment needed to meet that growth. Also, many of these projects are dependent on their eligibility for available Federal and State funding, or on the ability of the Authority to issue indebtedness. The actual timing for starting each project is dependent upon this growth and availability of funding.

The total effect any Capital Program will have on future operating budgets is evaluated at the time a specific project is authorized by the Authority to be started, unless a project is mandated for safety or health purposes. All other projects are undertaken based on a cost-benefit analysis.

CAPITAL DEVELOPMENT

The Airline Use and Lease Agreement, expected to be in place January 1, 2016, provides for annual capital expenditure to be used for Airport development that is not subject to Majority-in-Interest (MII) provisions by the airlines. The 2016 agreement provides initially for \$3,000,000 annually adjusted by the same percentage as the annual increase, or decrease, in non-airline revenues. Any amount not currently utilized is carried forward by the Authority for use in subsequent years. In the current Airline Use and Lease Agreement, the amount funded during 2016 was fixed at \$3.0 million, in subsequent years the amount will be increased by the percentage growth in non-airline revenues over airline revenues. Under the formula, the amount to be funded during 2017 is calculated at follows:

	<u>2016</u>	<u>2017</u>	<u>% Increase</u>	<u>\$3,000,000 x 103.5%</u>
Non-Ariline Revenues	\$37,297,427	\$38,533,763	3.3%	\$3,099,444

2017 CAPITAL EXPENDITURES

CIP PROGRAM: Airfield

PROGRAM CATEGORY: Runway Improvements

PROJECT DESCRIPTION: This project includes Airport Aeronautical Survey and Obstruction Evaluation for FAR Part 77 approaches to runways 01-19 and 10-28

TOTAL PROJECT COST: \$199,000 / **PROJECTED 2017 AMOUNT:** \$199,000

FUNDING SOURCES:	FAA Share (90%)	\$ 179,000
	State Share 5%	\$ 10,000
	ACAA Share (5%)	\$ 10,000

IMPACT ON OPERATING BUDGET: No impact



CIP PROGRAM: Airfield

PROGRAM CATEGORY: Runway 01/19 Taxiway Edge Lighting

PROJECT DESCRIPTION: Replacement of the existing Taxiway 01/19 Edge Lighting

TOTAL PROJECTED COST: \$3,700,000 / **PROJECTED 2017 AMOUNT:** \$3,700,000

FUNDING SOURCES:	FAA Share 90%	\$ 3,330,000
	State Share 5%	\$ 185,000
	ACAA Share 5%	\$ 185,000

IMPACT ON OPERATING BUDGET: Reduce maintenance costs by \$20,000 per year for two years.

CIP PROGRAM: Airfield

PROGRAM CATEGORY: Loading Bridges

PROJECT DESCRIPTION: Replacement of existing passenger boarding bridges A4, B9, B11, and C2 and rehabilitation of existing bridges A5, B5, B7, B8 and B10

TOTAL PROJECT COST: \$998,000 / **PROJECTED 2017 AMOUNT:** \$998,000

FUNDING SOURCES:

FAA Share (90%)	\$	898,200
State Share (10%)	\$	49,900
ACAA Share (10%)	\$	49,900

IMPACT ON OPERATING BUDGET: Will lower loading bridge maintenance costs by \$30,000 in each of first two years



CIP PROGRAM: Landside

PROGRAM CATEGORY: Property Utility Improvements

PROJECT DESCRIPTION: Replacement and upgrade of the existing aging multi-mode airport wide fiber optic system with new single mode fiber and conduit where required to meet current standards and security requirements

TOTAL PROJECT COST: \$1,365,000 / **PROJECTED 2017 AMOUNT:** \$ 700,000

FUNDING SOURCES:

FAA Share (90%)	\$	1,228,500
State Share (5%)	\$	68,250
ACAA Share (5%)	\$	68,250

IMPACT ON OPERATING BUDGET: This will allow avoidance of variable costs for repair and work-around connectivity due to failing fiber optic lines.



CIP PROGRAM: Landside

PROGRAM CATEGORY: Parking Surface Lot Expansion

PROJECT DESCRIPTION: This project involves temporary conversion of a portion of Aircraft Apron to Surface Lot Parking.

TOTAL PROJECT COST: \$760,000 / **PROJECTED 2017 AMOUNT:** \$600,000

FUNDING SOURCES:	FAA Share (0%)	\$	0
	State Share (0%)	\$	0
	ACAA Share (100%)	\$	760,000

IMPACT ON OPERATING BUDGET: This project will not impact operating expenses as the aircraft apron was already maintained and lighted and the parking will be automated with no staff.

CIP PROGRAM: Landside

PROGRAM CATEGORY: Roof Replacements

PROJECT DESCRIPTION: This project involves replacing the roofs on one FBO hangar and one airfield hangar

TOTAL PROJECT COST: \$300,000 / **PROJECTED 2017 AMOUNT:** \$300,000

FUNDING SOURCES:	FAA Share (0%)	\$	0
	State Share (0%)	\$	0
	ACAA Share (100%)	\$	300,000

IMPACT ON OPERATING BUDGET: This project will result in avoidance of emergency repair expenses.

CIP PROGRAM: Landside

PROGRAM CATEGORY: Land Acquisition

PROJECT DESCRIPTION: This project involves acquiring two parcels approximating 5.5 acres of land for surface parking.

TOTAL PROJECT COST: \$845,000 / **PROJECTED 2017 AMOUNT:** \$845,000

FUNDING SOURCES:	FAA Share (0%)	\$	0
	State Share (fixed \$)	\$	0
	ACAA Share (100%)	\$	845,000

IMPACT ON OPERATING BUDGET: This project will result in additional net revenue after development for paid parking.

CIP PROGRAM: Major Equipment

PROGRAM CATEGORY: Fixed Base Operator

PROJECT DESCRIPTION: New Fuel Farm Building and Safety Improvements

TOTAL PROJECT COST: \$520,000 / **PROJECTED 2017 AMOUNT:** \$480,000

FUNDING SOURCES:	FAA Share (0%)	\$	0
	State Share (fixed \$)	\$	241,902
	ACAA Share (100%)	\$	278,098

IMPACT ON OPERATING BUDGET: This project will result in avoidance of emergency repair expenses.



CIP PROGRAM: Major Equipment

PROGRAM CATEGORY: Purchase New Light Vehicles and other Equipment

PROJECT DESCRIPTION: This project involves replacement light vehicles and equipment

TOTAL PROJECT COST: \$300,000 / **PROJECTED 2017 AMOUNT:** \$300,000

FUNDING SOURCES:	FAA Share (0%)	\$	0
	State Share (0%)	\$	0
	ACAA Share (100%)	\$	300,000

IMPACT ON OPERATING BUDGET: This project will result in avoidance of emergency repair expenses.



CIP PROGRAM: Major Equipment

PROGRAM CATEGORY: Fixed Base Operator

PROJECT DESCRIPTION: Fuel Farm Equipment

TOTAL PROJECT COST: \$350,000 / **PROJECTED 2017 AMOUNT:** \$350,000

FUNDING SOURCES:	FAA Share (0%)	\$	0
	State Share (0%)	\$	0
	ACAA Share (100%)	\$	350,000

IMPACT ON OPERATING BUDGET: This project will result in avoidance of emergency repair expenses.



CIP PROGRAM: Major Equipment

PROGRAM CATEGORY: Parking, Terminal, Landside

PROJECT DESCRIPTION: Other Operations Equipment Including Parking

TOTAL PROJECT COST: \$300,000 / **PROJECTED 2017 AMOUNT:** \$300,000

FUNDING SOURCES:	FAA Share (0%)	\$	0
	State Share (0%)	\$	0
	ACAA Share (100%)	\$	300,000

IMPACT ON OPERATING BUDGET: This project will result in avoidance of emergency repair expenses.



The chart below provides a summary of budgeted capital spending for the one-year period beginning January 1, 2017.

**SUMMARY OF PROJECTED CAPITAL
PROJECTS AND EQUIPMENT PURCHASES
2017 BUDGET YEAR**
Amounts in Dollars

	TOTAL COST	FAA	STATE	ACAA
CAPITAL PROJECTS				
Runway Improvements	199,000	179,000	10,000	10,000
Runway 01/19 Taxiway Edge Lighting	3,700,000	3,330,000	185,000	185,000
Replace and Rehabilitate Loading Bridges	998,000	898,200	49,900	49,900
Replace and Upgrade Fiber Optic System	700,000	630,000	35,000	35,000
Conversion of Aircraft Apron to Surface Lot Parking	600,000	0	0	760,000
Roof Replacement for FBO Hangar and Airfield Hangar	300,000	0	0	300,000
Land Acquisition for Surface Parking	845,000	0	0	845,000
	<u>7,342,000</u>	<u>5,037,200</u>	<u>279,900</u>	<u>2,184,900</u>
EQUIPMENT PURCHASES PLANNED				
New Fuel Farm Building and Safety Improvements	480,000	0	241,902	238,098
Light Vehicles and Other Equipment	300,000	0	0	300,000
Fuel Farm Equipment	350,000	0	0	350,000
Other Operations Equipment including Parking	300,000	0	0	300,000
	<u>1,430,000</u>	<u>0</u>	<u>241,902</u>	<u>1,188,098</u>
TOTAL CAPITAL PROJECTS AND EQUIPMENT	8,772,000	5,037,200	521,802	3,372,998

The remaining pages of this section include the five-year capital plan for the five-year period that began January 1, 2015.

**ALBANY COUNTY AIRPORT AUTHORITY
FIVE-YEAR CAPITAL PLAN
YEARS 2015-2019**

GOALS AND OBJECTIVES

The legislation creating the Authority set forth the following for its creation:

GOAL: To provide adequate, safe, secure and efficient aviation and transportation facilities at a reasonable cost to the people.

OBJECTIVES: To promote safe, secure, efficient and economic air transportation by preserving and enhancing airport capacity.

To acquire, construct, reconstruct, continue, develop, equip, expand, improve, maintain, finance and operate aviation and other related facilities and services.

To stimulate and promote economic development, trade and tourism.

To form an integral part of a safe and effective nationwide system of airports to meet the present and future needs of civil aeronautics and national defense and to assure inclusion of the Authority's facilities in state, national and international programs for air transportation and for airport or airway capital improvements.

To ensure that aviation facilities shall provide for the protection and enhancement of the natural resources and the quality of the environment of the State and the Capital District area.

ACTIVITIES: All the projects included in the proposed five-year capital plan for the years 2015 through 2019 are designed to meet the above objectives as set forth in the Airport's Master Plan and Airport's Safety Improvement Program. All projects have or will be subject to a Federal Environmental Assessment (EA) pursuant to the National Environmental Policy Act of 1969 (NEPA), as amended, and a New York State Environmental Impact Statement (EIS) under the New York State Environmental Quality Review Act (SEQRA). Specific airfield related projects eligible for Federal or State funding support will also be subject to Federal Aviation Administration and New York State Department of Transportation review and approval.

CAPITAL PROGRAM FOR 2015 - 2019

A description of each of the projects included in the 2015-2019 Capital Program, together with the potential funding source is provided in the following schedule. A schedule of all the projects is included on page 16 showing for each project included in the plan, the year the project is planned for, and the specific funding sources initially identified for that project.

I Airfield

A. Noise Mitigation

Property Acquisitions - \$2.00 Million

The Authority completed a Noise Compatibility Study in 2003 which will provide Federal funds to acquire properties that have been deemed non-compatible Airport uses and are eligible for grant funding.

B. Runway Improvements

Runway 10/28 Pavement & Lighting Renovations - \$3.90 Million

Condition assessments indicate that during the next five years Runway 28 may require pavement rehabilitation and other lighting renovations.

Runway 01/19 Pavement & Lighting Renovations - \$4.72 Million

Asphalt pavement rehabilitation for the full length of Primary Runway 01-19 is in progress in 2015 as AIP grant project 126-2014. This runway surface measures 8,500 feet long by 150 feet wide for mill and fill rehabilitation including replacement of centerline lighting power and markings.

Runway 10, 28 Obstruction Removal - \$2.10 Million

This project involves funding for removal of vegetative obstructions that penetrate the approach surface of Runways, 10, and 28 as may be required to meet Federal airspace and aircraft manufacturer requirements. Work areas may include the area north of the Runway 19 Approach Protection Zone, as well as south of the Runway 01 Protection Zone.

Runway 01/19 Improvement & Obstruction Removal - \$1.00 Million

This project provides funding for improvements to runway 01/19 with possible additional obstruction removal as may be required to meet Federal airspace and aircraft manufacturer requirements. Work areas may include the vicinity of extended runway center-line approximately one-mile from each runway end.

Runway Fencing, Drainage, & Wetland Management Improvements - \$0.55 Million

Along the Runway 01/19 primary runway pavement surface, there are structures that require repair and replacement to facilitate the proper drainage of water from improved areas. This project can also entail funding of wildlife hazard and wetland management.

C. **Taxiway Renovations - \$5.0 Million**

This project entails the ongoing annual rehabilitation of all primary and secondary taxiways as warranted by the Pavement Condition Index and required to meet Federal pavement condition standards for aircraft movement areas. Work areas include Taxiway "D" which is limited to light aircraft <12,500 pounds gross landed weight.

D. **Apron/Ramp Improvements**

Apron Rehabilitations - \$2.50 Million

There are areas of the apron that require concrete surfaces to be replaced and repaved. In addition, the underground glycol drainage system needs repair and improvement.

Ramp Rehabilitation - \$4.00 Million

Periodically, there is a need to improve the paved and concrete surfaces that encompasses the apron, taxiways and runways. This entails asphalt milling and repaving or concrete resurfacing to keep the infrastructure up to standards.

E. **Air Traffic Control, TRACON & Navigational Aids - \$3.0 Million**

The Air Traffic Control Facility and TRACON Building was constructed in 1998 and may warrant new roofing and structural improvement to meet FAA standards. The crosswind Runway 10/28 is a visual approach runway. The FAA supports the addition of Navigational Aids on the crosswind runway and related facilities as warranted to meet current building and energy standards.

F. **Security Service Access Roads and Gate Improvements- \$.75 Million**

The Airport has advanced the installation of service roads around the entire perimeter of the Airport. . There are certain areas that still require the placement of a service access road which would also provide necessary patrol and surveillance capabilities. Work areas include the southeast airfield quadrant to mitigate potential emergency vehicle conflicts with parking patrons in Economy Lot "E".

G. **Aircraft Deicing Glycol Storage & Improvements - \$4.50 Million**

Glycol is currently held in a six-million gallon lagoon and two large storage tanks for bio-treatment processing and direct discharge on-airport. Pump and processing equipment improvements or replacement may be warranted to assure continuous cost-effective operations and ongoing water quality permit compliance.

H. **Master Plan Update/Environmental Review - \$.50 Million**

The Airport is required, under Federal and State regulations, to maintain an updated Master Plan and Airport Layout Plan to support project programming and environmental project review .

II Terminal

A. 1979 and 1998 Terminal Retrofit - \$8.00 Million

The terminal will require roofing and structural renovations to accommodate passenger volume as well as new uses, as dictated by the airlines, Transportation Security Administration and other tenants.

B. Loading Bridges - New & Retrofit - \$4.00 Million

Currently, there are two jet bridges that are over 25 years old and the new terminal jet bridges have now been used for 12 years. This project will allow for reconditioning, replacement and new installations.

C. Green Initiatives - New & Retrofit - \$2.00 Million

Electric and Natural Gas utility charges for the airport are approximately \$2.7million per year. The projects proposed will include, but will not be limited to, energy equipment fixture retrofits, and alternative energy initiatives to reduce energy consumption and airport operating costs.

III Landside

A. Property Acquisitions - \$5.00 Million

The Airport is short of land to provide for runway approach protection and future expansion and development. All properties shall be acquired for a specific use.

B. Parking Development

Surface Lot Extension - \$5.00 Million

Currently, the Airport is at capacity regarding parking facilities and any growth in enplanements will require comparable growth in parking facilities. In addition, there are a number of gravel lots that need to be converted to paved lots with appropriate lighting and security devices for safety reasons.

Garage Improvements - \$2.00 Million

The Parking Garage will be approaching 20 years of service by the end of the current 2014-2019 plan and will benefit from major preservation and maintenance.

Garage Extensions - \$15.00 Million

An addition is planned for the parking garage to address capacity limitation needed and anticipated. Expansion of parking will be based upon demonstrated activity based need.

C. T-Hangar Alterations - \$1.00 Million

Existing T-Hangars may need alterations for new tenants. The rental income from these facilities would offset the cost of alterations.

D. Hangar Road Access/Parking Redevelopment - \$2.00 Million

In the northwest quadrant, there are a number of maintenance and aircraft storage facilities. Access to these facilities is difficult due to the number of gates that the maintenance personnel must encounter to get to their destination. Reconfiguration and realignment of the roads are necessary. The rental income from the hangar and maintenance facilities should cover the cost of redevelopment.

- E. **Security and Life-Safety Alarm System Improvements - \$1.00 Million**
Extension of fiber-optic network cables is proposed to improve communications and emergency response by ARFF and EMS personnel to reduce life-critical response times in the event of security and medical emergencies.

F. **Economic Development Projects**

Air Cargo Facilities NE Quadrant - \$2.00 Million

Currently, one building exists with 85,000 s.f. providing adequate space to all air cargo operators at the Airport. Additional Air Cargo space is not anticipated to be needed before 2019. It is possible the facility could require retrofit or rehabilitation to facilitate full occupancy through 2019 and major tenant renewals.

Hangar Maintenance/Storage Northwest and Southwest Quad - \$8.00 Million

Currently, there are five aircraft maintenance hangars located on the Airport with one new hangar being constructed and will be completed in 2015. The existing hangar will need upgrades to roofing, HVAC, doors, exterior and interior finishes over the next five years. Tenant leases support investment in these assets.

Airport Industrial Park - \$4.00 Million

Aviation-related tenants require a location within close proximity to the airfield. New buildings or rehabilitation of existing would be supported through lease payments by tenants that may offer services to the Airport.

Property Utility Improvements - \$5.00 Million

A host of underground utilities that include water, sewer, electric, gas and fiber optic cable require upgrading and updating due to their condition and age. Funds should be allocated to keep our primary utilities in good working condition due to the nature of the Airport business.

Other Economic Opportunities - \$10.00 Million

Over the course of the five-year capital plan there will be economic development opportunities at the airport that will benefit both the airport and the capital region community. Projects that have a high feasibility of being financially self-supporting will be advanced.

IV **Major Equipment & Vehicles - \$12.00 Million**

Major Airport equipment has a useful life in the range of 10 years. Therefore, funds need to be allocated to provide the continual upgrade of the fleet mix for all divisions of the Airport.

POTENTIAL FUNDING SOURCES

Federal - Represents Federal entitlement and potential discretionary dollars available to fund eligible airfield capacity and safety related projects. Eligible projects generally are funded at 90% of the eligible project costs.

NY State - Represents New York State share of eligible Federal Projects (generally 5%) plus any State discretionary dollars that may be appropriated for the Airport.

ACAA - Represents the Authority's share of eligible Federal Projects (5%). In addition, the costs of other projects will be funded State Grants and by Airport generated operating funds or by the issuance of indebtedness.

Generally facilities to be funded by the issuance of Authority indebtedness will be initiated only when the project is projected to generate sufficient revenues or cost savings to meet the annual debt service payments. For example, construction of hangars, freight buildings or private use facilities would only be initiated when tenants have been identified and have committed to leasehold payments sufficient to cover the debt service payments and any operating costs to be borne by the Authority

Before the issuance of bonds is considered for any project, the Authority will evaluate whether any funds are available from its operating budget to cover any or a portion of the ACAA's share of the costs. This will include monies available under the Airline Use and Lease Agreement and any monies available in reserve funds held by the Authority.



Albany County Airport Authority 2017 Operating Budget

**ALBANY INTERNATIONAL AIRPORT
FIVE YEAR CAPITAL PLAN 2015-2019**
(\$ in Millions)
September 30, 2016

APPROVED ACAA - 9/22/2014
County - 11/10/2014

POTENTIAL PROJECTS	TOTAL ESTIMATED DOLLARS	ESTIMATED EXPENDITURES & DATES					FUNDING SOURCES				NOTES	
		2015	2016	2017	2018	2019	FED	NYS	ACAA CASH	ACAA Debt		
AIRFIELD												
<i>Noise Mitigation:</i>												
Property Acquisitions	\$2.00	\$ -	\$ -									
<i>Runway Improvements:</i>												
#10/28 Pvmnt & Lightg Renovations	\$0.00	\$ -	\$ -									
#1/19 Pvmnt & Lightg Renovations	\$4.72	4.21	0.49				\$4.23	\$0.23	\$0.23			
#10,28 Obstruction Removal	\$2.10	\$ -	\$ -									
#1/19 Imprvmts & Obstr. Remvis	\$1.00	\$ -	\$ -									
Fencing, Drainage, Wetland Mgmt	\$0.55	\$ -	\$ -									
<i>Taxiways Renovations</i>	\$5.00	\$ -	\$ -									
<i>Apron/Ramp Improvements:</i>												
Apron Rehab	\$0.00	\$ -	\$ -									
Ramp Rehab	\$0.00	\$ -	\$ -									
<i>Navigation Aids</i>												
NavAids Impvts & Energy Impvts	\$1.00	\$ 0.12	\$ 0.33				\$0.40	\$0.02	\$0.02			
<i>Service Access Roads</i>	\$0.75	\$ -	\$ -									
<i>Glycol Storage & Processing Impvts</i>	\$4.50	\$ 1.00	\$ 0.08				\$0.97	\$0.05	\$0.05			
<i>Master Plan Update/Envir Rev</i>	\$0.50	\$ -	\$ -									
	\$22.12	\$ 5.33	\$ 0.90	\$0.00	\$0.00	\$0.00	\$5.60	\$0.31	\$0.31	\$0.00		
TERMINAL												
<i>Terminal & Administration Retrofit</i>	\$8.00	\$ 4.12	\$ 0.27						\$4.39			
<i>Loading Bridges - New & Retrofit</i>	\$4.00	\$ -	\$ 0.09						\$0.09			
<i>Green Initiatives</i>	\$2.00	\$ 0.03	\$ 0.00						\$0.03			
	\$14.00	\$ 4.15	\$ 0.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4.51	\$0.00		
LANDSIDE												
<i>Property Acquisitions</i>	\$5.00	\$ -	\$ 0.04						\$0.04			
<i>Parking Development:</i>												
Surface Lot & Roadways Extension	\$0.89	\$ 0.37	\$ 0.51						\$0.89			
Garage Improvements	\$2.00	\$ 0.02	\$ 0.01						\$0.03			
Garage Extensions	\$15.00	\$ -	\$ -									A
<i>T-Hangars Alterations</i>	\$4.00	\$ -	\$ -									
<i>Hangar Road Access/Parking Redvlmt</i>	\$2.00	\$ -	\$ -									
<i>Security and Life-Safety Alarm Imprv't</i>	\$1.00	\$ -	\$ -									
<i>Economic Development Opportunities</i>												
Air Cargo FacilitiesNE Quad.	\$2.00	\$ -	\$ -									A
Hangar Maintenance/Storage NW, SW Quad.	\$8.00	\$ 6.48	\$ 0.19				\$2.15	\$4.26	\$0.26			A
Airport Industrial Park Impvts	\$4.00	\$ -	\$ -									B
Property Utility Improvements	\$5.00	\$ 1.36	\$ 0.22				\$1.43	\$0.08	\$0.08			
Other Economic Opportunities	\$10.00	\$ 0.33	\$ 0.01						\$0.33			B
	\$58.89	\$ 8.56	\$ 0.98	\$0.00	\$0.00	\$0.00	\$3.58	\$4.34	\$1.62	\$0.00		
MAJOR EQUIPMENT & VEHICLES (>\$50K)												
	\$12.00	\$ 1.52	\$ 0.10				\$1.15	\$0.06	\$0.41			
Airfield, Snow Removal, ARFF Parking, Terminal, Landside, FBO												
TOTALS	\$107.01	\$ 19.56	\$ 2.33	\$0.00	\$0.00	\$0.00	\$10.33	\$4.71	\$6.85	\$0.00		

NOTES:

- A. Any funding requirements to be supported by increased passenger and tenant activity
- B. Project potentially eligible for specific State Funding in lieu of ACAA issued Debt or ACAA Cash

Albany County Airport Authority 2017 Operating Budget

ALBANY INTERNATIONAL AIRPORT
FIVE YEAR CAPITAL PLAN 2015-2019
(\$ in Millions)

APPROVED

ACAA - 9/22/2014
County - 11/10/2014

POTENTIAL PROJECTS	TOTAL ESTIMATED DOLLARS	ESTIMATED EXPENDITURES & DATES					POTENTIAL FUNDING SOURCES				N O T E S
		2015	2016	2017	2018	2019	FED	NYS	ACAA CASH	ACAA Debt	
AIRFIELD											
<i>Noise Mitigation:</i>											
Property Acquisitions	\$2.00		\$0.60	\$0.40	\$1.00		\$1.80	\$0.10	\$0.10		
<i>Runway Improvements:</i>											
#10/28 Pvmnt & Lightg Renovations	\$3.90				\$3.00	\$0.90	\$3.51	\$0.20	\$0.20		
#1/19 Pvmnt & Lightg Renovations	\$4.72	\$4.72					\$4.25	\$0.24	\$0.24		
#10,28 Obstruction Removal	\$2.10	\$0.20	\$0.50	\$0.40	\$0.50	\$0.50	\$1.89	\$0.11	\$0.11		
#1/19 Imprvmts & Obstr. Remvls	\$1.00	\$0.50	\$0.50				\$0.90	\$0.05	\$0.05		
Fencing, Drainage, Wetland Mgmt	\$0.55	\$0.55					\$0.50	\$0.03	\$0.03		
Taxiways Renovations	\$5.00	\$1.00	\$1.00	\$2.40	\$0.60		\$4.75	\$0.13	\$0.13		
<i>Apron/Ramp Improvements:</i>											
Apron Rehab	\$2.50	\$0.50	\$0.50	\$0.50	\$0.50	\$0.50	\$2.25	\$0.13	\$0.13		
Ramp Rehab	\$4.00	\$0.50	\$0.50	\$1.00	\$1.00	\$1.00	\$3.60	\$0.20	\$0.20		
<i>Navigation Aids</i>											
NavAids Impvts & Energy Impvts	\$3.00				\$1.50	\$1.50	\$2.70	\$0.15	\$0.15		
Service Access Roads	\$0.75			\$0.75			\$0.68	\$0.04	\$0.04		
Glycol Storage & Processing Impvts	\$4.50	\$0.00	\$1.00	\$1.00	\$1.25	\$1.25	\$4.05	\$0.23	\$0.23		
Master Plan Update/Envir Rev	\$0.50	\$0.10	\$0.10	\$0.30			\$0.45	\$0.03	\$0.03		
	\$34.52	\$8.07	\$4.70	\$6.75	\$9.35	\$5.65	\$31.32	\$1.60	\$1.60	\$0.00	
TERMINAL											
<i>Terminal & Administration Retrofit</i>	\$8.00	\$1.00	\$4.20	\$1.50	\$0.70	\$0.60	\$7.20	\$0.40	\$0.40		
Loading Bridges - New & Retrofit	\$4.00		\$1.00	\$1.00	\$1.00	\$1.00	\$3.60	\$0.20	\$0.20		
Green Initiatives	\$2.00	\$1.00	\$1.00				\$1.80	\$0.10	\$0.10		
	\$14.00	\$2.00	\$6.20	\$2.50	\$1.70	\$1.60	\$12.60	\$0.70	\$0.70	\$0.00	
LANDSIDE											
<i>Property Acquisitions</i>	\$5.00	\$2.00	\$1.00	\$1.00		\$1.00	\$4.50	\$0.25	\$0.25		
<i>Parking Development:</i>											
Surface Lot & Roadways Extension	\$5.00	\$1.00	\$1.00	\$1.00	\$1.00	\$1.00	\$0.00	\$0.00	\$5.00		
Garage Improvements	\$2.00	\$1.00	\$1.00						\$2.00		
Garage Extensions	\$15.00					\$15.00	\$0.00	\$0.00	\$0.00	\$15.00	A
T-Hangars Alterations	\$1.00				\$0.50	\$0.50	\$0.00	\$0.00	\$1.00		
Hangar Road Access/Parking Redvlmt	\$2.00				\$1.00	\$1.00	\$0.00	\$0.00	\$2.00		
Security and Life-Safety Alarm Imprvt	\$1.00		\$1.00				\$0.90	\$0.05	\$0.05		
<i>Economic Development Opportunities</i>											
Air Cargo FacilitiesNE Quad.	\$2.00				\$1.00	\$1.00	\$0.00	\$0.00	\$0.00	\$2.00	A
Hangar Maintenance/Storage NW,SW Quad.	\$8.00		\$2.00	\$2.00	\$2.00	\$2.00	\$0.00	\$3.00	\$1.50	\$3.50	A
Airport Industrial Park Impvts	\$4.00			\$1.00	\$1.00	\$2.00	\$0.00	\$0.00	\$0.00	\$4.00	B
Property Utility Improvements	\$5.00	\$1.00	\$1.00	\$1.00	\$1.00	\$1.00	\$4.50	\$0.25	\$0.25		
Other Economic Opportunities	\$10.00			\$2.00	\$4.00	\$4.00				\$10.00	B
	\$60.00	\$5.00	\$7.00	\$8.00	\$11.50	\$28.50	\$9.90	\$3.55	\$12.05	\$34.50	
MAJOR EQUIPMENT & VEHICLES (>\$50K)											
Airfield, Snow Removal, ARFF Parking, Terminal, Landside, FBO	\$12.00	\$2.40	\$2.40	\$2.40	\$2.40	\$2.40	\$7.20	\$0.40	\$4.40		
TOTALS	\$120.52	\$17.47	\$20.30	\$19.65	\$24.95	\$38.15	\$61.02	\$6.25	\$18.75	\$34.50	

NOTES:

- A. Any funding requirements to be supported by increased passenger and tenant activity
- B. Project potentially eligible for specific State Funding in lieu of ACAA issued Debt or ACAA Cash

10) AIRLINES RATES AND CHARGES SUMMARY

The Airline Use and Lease Agreement that began on January 1, 2011 continues to recognize that the Airlines and the Authority are working together to provide adequate facilities at the Airport and to provide appropriate accommodations for the public using the Airport without creating an unreasonable financial burden on the airlines or the Authority. This goal is achieved through a "revenue sharing" relationship in which both the signatory airlines and the Authority "share" in the successful financial performance of the Airport.

The revenue sharing formula in the Airline Use and Lease Agreement includes the following key elements:



A residual landing fee rate for the airfield cost center using passenger airline and cargo carrier landed weight as a divisor. Certain revenue items are credited in the rate calculation to lower the overall requirement of the airfield. Included among those offsets are interest earnings, FBO commercial net revenues and all revenues from non-signatory airlines. The signatory landing fee rate as calculated for 2017 is \$3.13 per 1,000 MGLW, a decrease of 5.4% from the 2016 budgeted amount of \$3.31.



An aircraft apron fee rate is based upon ten percent of the total landing fee requirement; divided by number of total square foot of apron space. The apron fee rate for 2017 is \$1.36 per square foot an increase of 10.6% from the 2016 budgeted amount of \$1.23 per square foot.



A commercial compensatory terminal rental rate for the terminal cost center, using rentable square feet as the divisor. Space occupied by the airlines or other tenants is paid for directly by a terminal rental charge. The signatory rental rate as calculated for 2017 is \$80.78 per square foot, an increase of 6.2% from the 2016 budgeted amount of \$76.05.



A loading bridge fee charge is implemented based on annual capital charges, capital charge coverage, any required reserves, and operating and maintenance expenses incurred. The fee for 2017 will be \$38,898 per bridge an increase of 5.2% from the 2016 budgeted amount of \$36,981.



A formula for revenue sharing at 50/50 with the signatory airlines based on remaining Airport funds in excess of the total requirements of all cost centers. The signatory airlines' share is credited back to airlines in the subsequent year. The calculation in the 2017 budget projects the signatory airlines will receive \$2,214,927 as their share at the end of 2017.

COST CENTERS AND ALLOCATIONS

The expense budget under the New Agreement includes seven direct cost centers (airfield, terminal, loading bridges, parking, landside, FBO commercial aviation, and FBO general aviation and facilities) and seven indirect costs centers (ARFF, operations, security, vehicle/equipment maintenance, AvPorts administration, Million Air administration, and Authority administration). The expenses for four of the indirect costs centers (which exclude administration) are allocated to the direct costs centers based on an analysis of the staff hours worked and the budgeted costs within each indirect cost center. After those indirect costs are allocated to the direct cost centers, administration is allocated based on the total actual direct and indirect costs for each direct cost center. The allocation percentages for 2017 are set forth in the operating expenses allocation summary on page 10-8. The allocation rates will be reviewed and potentially revised at the end of 2016 to reflect the actual operations and maintenance for all of the facilities.

NON-SIGNATORY RATES - Airlines that are not signatory to the Agreement are charged the lesser of the compensatory rate for the airfield or 1.25 times the signatory rate. For 2017, the non-signatory landing fee rate will be \$3.91 per 1,000 Maximum Gross Landing Weight (MGLW) and the non-signatory terminal rental rate will be \$100.98 per square foot.

PER USE TERMINAL FEE - Low-Volume Air Carriers that are not signatory will be charged a per use terminal fee. The Per Use Terminal Fee shall be calculated by dividing the sum of the estimated total annual aircraft apron Fees, terminal rentals and equipment charges, by the total number of enplaned passengers at the Airport in the preceding year, and multiplying that quotient by one hundred twenty-five percent (125%).

REVENUE SHARING - Over the five year term (2016-2020) of the Airline Use and Lease Agreement, 50% of all Airport revenues in excess of the total requirements of all cost centers in each fiscal year is "transferred" as a credit.

COST PER ENPLANEMENT - One measure of the total revenues received by the Authority from the airlines is the Airport cost per enplanement (CPE). The CPE is presented with two components.



The Airport CPE represents the net cost incurred by the commercial airlines based on their regular operations at the Airport.



The FBO CPE represents the additional cost incurred by the airlines for into-plane, fuel farm, and deicing services; services usually provided by fixed based operators but at Albany International Airport is provided by the Authority.

The table on page 10-14 shows the Airport cost per enplanement after the airline's portion of revenue sharing for 2017 will be \$6.74. When the FBO CPE amount of \$1.62 is included with the Airport CPE, the net cost of the CPE is \$8.35.

PROJECTED RATES AND CHARGES - Based on the actual results experienced by the airport during 2015, the budget for 2016, the projected results for 2016, the budget for 2017, the projected 2018 and the projected 2019 the tables on the following pages set forth the assumptions, projections and findings for the remaining years under the current Airline Use and Lease agreement effective 2016-2020 and show future projections.

The achievement of the projections included in this report are dependent upon the occurrence of numerous future events, many of which are beyond the Airport's control, and therefore variations are to be expected and may be material.



Albany County Airport Authority 2017 Operating Budget

Albany County Airport Authority Albany International Airport 2017 Budget REVENUES						
	Audited 2015	Budget 2016	Projected 2016	Budget 2017	Projected 2018	Projected 2019
AIRFIELD						
Airline Landing Fees	\$4,633,354	\$4,992,628	\$4,480,000	\$5,008,000	\$5,235,840	\$5,533,022
Airline Airfield Revenue Sharing	(542,523)	(653,477)	(553,520)	(442,985)	(493,260)	(602,133)
Cargo Landing Fees	541,475	541,978	461,242	519,231	542,406	572,604
Glycol Disposal Fee	280,147	346,035	173,563	334,448	334,448	334,448
Airline Apron Fee	826,683	657,914	571,195	656,290	683,099	720,261
TSA Apron Fee	903	920	908	908	908	908
Tenant Maintenance	52,156	42,000	31,363	35,000	35,000	35,000
Control Tower Rental	665,776	665,776	665,776	665,776	665,776	665,776
	<u>\$6,457,971</u>	<u>\$6,593,774</u>	<u>\$5,830,527</u>	<u>\$6,776,668</u>	<u>\$7,004,217</u>	<u>\$7,259,887</u>
FBO						
Jet A Fuel Sales	\$4,362,235	\$4,442,352	\$4,216,142	\$4,245,294	\$5,095,759	\$5,095,759
Avgas Fuel Sales General Aviation	348,005	357,746	314,290	316,191	319,353	322,547
Auto Gas Fuel Sales	87,363	65,529	57,247	60,000	61,500	63,038
Diesel Fuel Sales	216,327	168,316	176,160	178,000	182,450	187,011
Into-plane	590,020	591,967	661,822	661,822	661,822	661,822
Fuel Farm	500,559	505,895	555,347	576,909	569,764	569,764
General Aviation Landing Fees	268,604	268,759	279,610	281,008	283,819	286,657
General Aviation Parking Fees	251,163	239,898	205,133	207,185	209,257	211,349
Avgas Fuel Sales Commercial	627,347	653,664	494,513	559,300	559,300	559,300
Deicing Type I - Sprayed	352,826	548,000	281,288	515,555	478,320	478,320
Deicing Type IV - Sprayed	43,285	75,670	52,450	73,360	73,360	73,360
Deicing Type I - Consortium	413,973	398,580	208,244	349,670	349,670	349,670
Deicing Type IV - Consortium	117,128	95,580	55,744	90,032	81,841	81,841
Deicing - GA	29,283	39,700	39,906	39,700	39,700	39,700
General Aviation Tenants	282,436	293,832	308,043	315,744	323,637	331,728
General Aviation Customer Services	79,565	61,862	61,555	62,171	62,792	63,420
	<u>\$8,570,119</u>	<u>\$8,807,351</u>	<u>\$7,967,496</u>	<u>\$8,531,940</u>	<u>\$9,352,344</u>	<u>\$9,375,286</u>
TERMINAL						
Airline Space Rental	\$4,967,391	\$5,150,258	\$5,413,906	\$5,474,218	\$5,584,001	\$5,491,838
Airline Terminal Revenue Sharing	(1,265,887)	(1,524,781)	(2,214,078)	(1,771,941)	(1,973,041)	(2,408,532)
TSA Space Rental	421,234	421,234	432,731	448,828	448,828	448,828
Nonairline Space Rental - Flat Rate	51,616	54,271	61,840	59,118	59,118	59,118
Nonairline Space Rental - Signatory Rate	0	0	35,894	38,938	39,725	39,072
Nonairline Space Rental	149,100	148,204	149,527	157,944	161,139	158,450
Loading Bridge Rentals	626,660	480,757	427,639	505,672	516,250	516,469
Tenant Maintenance	22,676	20,000	24,388	25,000	25,750	26,523
Utility Reimbursement	27,929	26,000	29,683	29,000	29,000	29,000
	<u>\$4,816,970</u>	<u>\$5,342,085</u>	<u>\$4,361,531</u>	<u>\$4,966,777</u>	<u>\$4,890,770</u>	<u>\$4,360,766</u>
GROUND TRANSPORTATION						
Parking	\$12,810,052	\$13,721,223	\$15,163,503	\$15,436,446	\$15,590,811	\$15,746,719
Access Fees	279,820	311,480	301,647	304,288	307,331	310,405
	<u>\$11,575,593</u>	<u>\$11,513,033</u>	<u>\$15,465,150</u>	<u>\$15,740,735</u>	<u>\$15,898,142</u>	<u>\$16,057,123</u>

Albany County Airport Authority 2017 Operating Budget

Albany County Airport Authority Albany International Airport 2017 Budget REVENUES						
	Audited 2015	Budget 2016	Projected 2016	Budget 2017	Projected 2018	Projected 2019
CONCESSIONS						
Rental Cars	\$5,053,412	\$5,874,381	\$5,258,657	\$5,311,244	\$5,418,000	\$5,526,901
Food and Beverage	667,539	732,122	794,761	806,027	814,088	822,228
Retail	707,000	774,473	803,946	811,985	708,710	709,960
Advertising	282,789	228,417	331,781	335,099	335,099	335,099
Foreign Currency	30,354	26,000	25,202	26,600	26,600	26,600
Museum Shop	252,450	279,097	221,149	223,360	227,850	232,430
Operating Permits	123,603	135,046	164,799	166,447	166,447	166,447
Telephone - Payphones	3,836	4,243	3,321	3,355	3,388	3,422
Telephone - Tenants	74,882	75,000	75,000	75,000	75,000	75,000
Phone Cards	30	44	33	0	0	0
Bank ATMs	36,396	39,984	36,721	37,089	37,459	37,834
Business Center	0	0	0	0	0	0
Vending Machines	29,427	32,245	32,419	33,652	33,989	34,329
Baggage Cart Concessions	7,000	7,000	7,000	7,000	7,000	7,000
	<u>\$7,268,718</u>	<u>\$8,208,052</u>	<u>\$7,754,789</u>	<u>\$7,836,858</u>	<u>\$7,853,629</u>	<u>\$7,977,250</u>
OTHER AIRPORT						
Land Rental	\$258,995	\$268,514	\$268,514	\$281,853	\$281,853	\$281,853
Industrial Park	434,474	454,534	502,603	557,657	557,657	557,657
T Hangars	100,104	96,147	97,441	99,979	99,979	99,979
Tie Downs	3,443	3,756	2,699	4,019	4,019	4,019
T Hangar Avgas Fuel Sales	63,295	62,481	57,885	58,464	59,049	59,639
Parking Garage Space Rent	79,868	91,299	82,199	84,623	87,144	89,765
Hangar Rentals	272,688	444,292	393,595	383,581	383,581	383,581
Building Rental	81,891	83,571	102,652	124,507	124,507	124,507
Cargo Building Rental	916,746	841,982	891,866	862,676	862,676	862,676
Aircraft Maintenance & Service Center	83,029	73,307	125,824	127,546	127,546	127,546
State Executive Hangar/Maint	1,247,083	1,247,083	1,247,083	1,247,083	1,247,083	1,247,083
Utility Reimbursement	93,741	70,000	121,643	122,000	122,000	122,000
Reimbursement of Property Taxes	35,357	35,000	37,071	37,000	37,000	37,000
Internet and Cable Access	8,520	6,980	9,755	12,960	12,960	12,960
Fingerprinting	19,898	20,000	24,634	20,000	20,000	20,000
Tenant Maintenance	0	5,000	0	1,000	1,000	1,000
Purchasing Proposals	4,405	6,000	7,500	6,000	6,000	6,000
Scrap and Equipment Sales	45,671	20,000	17,000	20,000	20,000	20,000
Other	100,992	80,000	54,020	60,000	60,000	60,000
	<u>\$3,850,200</u>	<u>\$3,909,946</u>	<u>\$4,043,984</u>	<u>\$4,110,948</u>	<u>\$4,114,053</u>	<u>\$4,117,266</u>
TOTAL REVENUES	\$44,237,599	\$46,327,769	\$45,423,476	\$47,963,925	\$49,113,155	\$49,147,578
OTHER REVENUES						
Interest Earnings	\$20,739	\$12,999	\$10,784	\$10,784	\$10,784	\$10,784
TSA (LEO) Reimbursement	292,000	292,000	219,900	124,100	124,100	124,100
Air Service Development	0	0	0	0	0	0
Improvement Charges	368,400	368,400	368,400	368,400	368,400	368,400
	<u>\$681,139</u>	<u>\$673,399</u>	<u>\$599,084</u>	<u>\$503,284</u>	<u>\$503,284</u>	<u>\$503,284</u>
TOTAL REVENUES	\$44,918,738	\$46,998,952	\$46,022,560	\$48,467,209	\$49,616,439	\$49,650,861
TOTAL REVENUES BEFORE REVENUE SHARING	\$46,727,148	\$49,177,210	\$48,790,158	\$50,682,135	\$52,082,739	\$52,661,526
Airport Operations	\$37,475,890	\$39,698,676	\$40,223,578	\$41,646,911	\$42,227,111	\$42,782,956
FBO Operations	\$8,570,119	\$8,807,351	\$7,967,496	\$8,531,940	\$9,352,344	\$9,375,286
Other Revenues	\$681,139	\$671,184	\$599,084	\$503,284	\$503,284	\$503,284
Total Revenues	\$46,727,148	\$49,177,210	\$46,022,560	\$50,682,135	\$52,082,739	\$52,661,526

Albany County Airport Authority 2017 Operating Budget

Albany County Airport Authority Albany International Airport 2017 Budget SUMMARY OF EXPENSES						
	Audited 2015	Budget 2016	Projected 2016	Budget 2016	Projected 2018	Projected 2019
EXPENSES - SUMMARY						
Airport Management	\$19,521,337	\$20,934,539	\$20,194,968	\$22,516,551	\$23,077,664	\$23,652,806
FBO Management	3,301,316	3,180,314	2,974,538	3,179,630	3,362,603	3,550,150
FBO Cost of Sales	4,495,666	4,893,623	3,626,349	4,139,288	4,139,288	4,139,288
Authority	4,134,335	4,225,231	4,150,478	4,412,644	4,522,960	4,636,034
TOTAL EXPENSES	\$31,452,654	\$33,233,707	\$30,946,333	\$34,248,113	\$35,102,515	\$35,978,278
EXPENSES BY CATEGORY						
Personnel Services	\$9,250,878	\$9,912,044	\$9,940,253	\$10,352,077	\$10,610,879	\$10,876,151
Employee Benefits	4,401,625	4,716,494	4,435,959	5,031,423	5,157,208	5,286,138
Utilities & Communications	2,403,840	2,496,467	2,174,864	2,435,196	2,496,076	2,558,478
Purchased Services						
Accounting & Auditing	\$105,455	\$61,000	\$55,116	\$61,000	\$68,295	\$64,088
Insurance	756,671	759,339	647,102	769,559	850,144	808,518
Legal	120,370	50,000	16,604	50,000	55,979	52,531
Public Safety	221,462	219,863	229,249	264,450	246,155	277,838
Albany County Sheriffs	2,085,076	2,524,216	1,901,481	2,578,024	2,826,071	2,708,536
Janitorial	425,109	442,928	417,914	499,039	495,895	524,303
Public Communications	713,177	818,239	734,732	779,802	916,087	819,280
Special Studies & GIS Services	93,609	57,500	132,483	87,500	64,376	91,930
Professional Services	747,282	878,660	991,921	1,258,660	983,733	1,322,380
Total Purchased Services	\$5,268,211	\$5,811,745	\$5,126,600	\$6,348,034	\$6,506,735	\$6,669,404
Materials & Supplies						
Airfield	\$476,500	\$899,200	\$448,922	\$856,000	\$897,169	\$939,368
FBO - Cost of Sales	4,495,666	4,893,623	3,626,349	4,139,288	4,139,288	4,139,288
Buildings	1,732,721	1,469,405	2,279,117	2,032,736	2,130,501	2,230,709
Grounds	775,983	736,785	605,147	790,785	828,818	867,802
Vehicles & Equipment	1,203,983	1,006,516	674,618	801,200	839,734	879,231
Total Material & Supplies	\$8,684,853	\$9,005,530	\$7,634,153	\$8,620,010	\$8,835,510	\$9,056,398
Office	\$321,904	\$384,327	\$400,827	\$410,486	\$420,748	\$431,267
Administration	731,555	811,400	891,637	901,396	923,931	947,029
Noncapital Equipment & Facilities	389,788	95,700	342,040	149,490	151,427	153,413
TOTAL EXPENSES	\$31,452,654	\$33,233,707	\$30,946,333	\$34,248,113	\$35,102,515	\$35,978,278
DEPARTMENT SUMMARY (Direct & Indirect)						
Direct Cost Centers						
Airfield	\$2,568,706	\$3,069,791	\$2,649,284	\$3,123,885	\$3,201,982	\$3,282,031
Terminal	4,826,781	5,105,629	5,226,264	5,365,498	5,497,835	5,633,481
Loading Bridges	327,049	262,971	214,543	279,240	286,221	293,376
Landside:						
Parking	3,362,963	3,707,080	3,772,254	4,498,770	4,611,239	4,726,520
Landside Development	1,145,793	1,063,104	1,012,436	1,131,067	1,159,344	1,188,328
FBO Commercial	2,719,176	2,709,249	1,779,366	2,392,683	2,452,500	2,513,813
FBO GA & Facilities	4,428,023	4,662,873	4,202,131	4,255,581	4,361,971	4,471,020
Total Direct Cost Centers	\$19,378,491	\$20,580,696	\$18,856,278	\$21,046,724	\$21,571,092	\$22,108,569
Indirect Cost Centers						
ARFF	\$1,759,317	\$1,767,108	\$2,017,402	\$2,051,497	\$2,102,785	\$2,155,354
Operations	882,183	868,633	863,168	895,695	918,088	941,040
Security	2,402,736	2,882,540	2,207,704	2,922,914	2,995,987	3,070,887
Vehicle/Equipment	1,411,109	1,356,227	1,211,950	1,373,551	1,407,889	1,443,087
Airport Management Administration	834,700	851,456	1,019,964	874,434	896,295	918,703
FBO Administration	649,783	701,816	619,390	670,654	687,420	704,606
Airport Authority Administration	4,134,335	4,225,231	4,150,478	4,412,644	4,522,960	4,636,034
Total Indirect Cost Centers	\$12,074,163	\$12,653,011	\$12,090,055	\$13,201,389	\$13,531,424	\$13,869,709
TOTAL EXPENSES	\$31,452,654	\$33,233,707	\$30,946,333	\$34,248,113	\$35,102,515	\$35,978,278

Albany County Airport Authority 2017 Operating Budget

Albany County Airport Authority Albany International Airport 2017 Budget EXPENSES						
	Audited 2015	Budget 2016	Projected 2016	Budget 2017	Projected 2018	Projected 2019
<u>AIRFIELD</u>						
Personnel Services	\$1,072,223	\$1,197,308	\$1,192,313	\$1,230,540	\$1,261,303	\$1,292,836
Employee Benefits	517,269	518,877	502,362	564,761	578,880	593,352
Utilities & Communications	120,057	111,300	120,701	122,000	125,050	128,176
Purchased Services	210,999	205,934	233,801	247,489	253,676	260,018
Materials & Supplies	559,391	986,585	544,150	943,288	966,870	991,042
Office	3,156	8,917	1,827	6,917	7,090	7,267
Administration	9,960	10,870	14,130	8,890	9,112	9,340
Noncapital Equipment & Facilities	75,651	30,000	40,000	0	0	0
	\$2,568,706	\$3,069,791	\$2,649,284	\$3,123,885	\$3,201,982	\$3,282,031
<u>TERMINAL</u>						
Personnel Services	\$1,091,773	\$1,270,617	\$1,256,261	\$1,282,494	\$1,314,557	\$1,347,421
Employee Benefits	514,741	599,166	578,266	644,300	660,408	676,918
Utilities & Communications	1,373,935	1,412,149	1,161,029	1,336,989	1,370,414	1,404,674
Purchased Services	984,040	1,096,000	971,886	1,122,054	1,150,105	1,178,858
Materials & Supplies	783,456	627,031	1,115,015	864,525	886,139	908,292
Office	39,620	34,165	80,316	39,725	40,718	41,736
Administration	0	800	400	3,410	3,495	3,583
Noncapital Equipment & Facilities	39,216	65,700	63,092	72,000	72,000	72,000
	\$4,826,781	\$5,105,629	\$5,226,264	\$5,365,498	\$5,497,835	\$5,633,481
<u>LOADING BRIDGES</u>						
Personnel Services	\$65,043	\$79,119	\$51,665	\$82,416	\$84,476	\$86,588
Employee Benefits	35,817	37,702	26,518	40,674	41,691	42,733
Utilities & Communications	68,250	68,250	68,250	68,250	69,956	71,705
Purchased Services	0	0	0	0	0	0
Materials & Supplies	157,939	77,900	68,110	87,900	90,098	92,350
Office	0	0	0	0	0	0
Administration	0	0	0	0	0	0
Noncapital Equipment & Facilities	0	0	0	0	0	0
	\$327,049	\$262,971	\$214,543	\$279,240	\$286,221	\$293,376
<u>PARKING</u>						
Personnel Services	\$1,395,161	\$1,588,618	\$1,377,164	\$1,648,901	\$1,690,123	\$1,732,376
Employee Benefits	650,326	737,379	580,760	722,404	740,464	758,976
Utilities & Communications	355,683	356,825	340,383	351,825	360,621	369,636
Purchased Services	54,057	72,689	259,812	433,825	444,670	455,787
Materials & Supplies	477,761	529,335	717,945	828,731	849,449	870,686
Office	43,793	78,384	30,792	81,484	83,521	85,609
Administration	336,205	343,850	425,898	431,600	442,390	453,450
Noncapital Equipment & Facilities	49,977	0	39,499	0	0	0
	\$3,362,963	\$3,707,080	\$3,772,254	\$4,498,770	\$4,611,239	\$4,726,520
<u>LANDSIDE</u>						
Utilities & Communications	220,488	209,425	220,191	235,025	240,901	246,923
Purchased Services	38,849	81,319	42,197	101,042	103,569	106,158
Materials & Supplies	844,808	714,310	713,624	736,950	755,374	774,258
Office	0	8,050	0	8,050	8,251	8,458
Administration	41,648	50,000	36,424	50,000	51,250	52,531
Noncapital Equipment & Facilities	0	0	0	0	0	0
	\$1,145,793	\$1,063,104	\$1,012,436	\$1,131,067	\$1,159,344	\$1,188,328
<u>ARFF</u>						
Personnel Services	\$1,116,885	\$1,100,936	\$1,294,866	\$1,246,295	\$1,277,452	\$1,309,388
Employee Benefits	469,427	478,528	452,930	550,912	564,685	578,802
Utilities & Communications	24,058	25,300	22,023	25,300	25,933	26,581
Purchased Services	3,363	3,396	3,479	3,479	3,565	3,655
Materials & Supplies	99,926	111,680	157,357	125,304	128,437	131,648
Office	6,528	8,308	6,244	8,458	8,669	8,886
Administration	28,259	38,960	68,544	44,260	45,367	46,501
Noncapital Equipment & Facilities	10,871	0	11,960	47,490	48,677	49,894
	\$1,759,317	\$1,767,108	\$2,017,402	\$2,051,497	\$2,102,785	\$2,155,354

Albany County Airport Authority 2017 Operating Budget

Albany County Airport Authority Albany International Airport 2017 Budget EXPENSES						
	Audited 2015	Budget 2016	Projected 2016	Budget 2017	Projected 2018	Projected 2019
OPERATIONS						
Personnel Services	\$552,538	\$551,324	\$576,387	\$563,165	\$577,244	\$591,676
Employee Benefits	248,535	247,784	218,594	253,888	260,235	266,741
Utilities & Communications	44,693	46,450	51,755	52,100	53,403	54,738
Purchased Services	0	0	0	0	0	0
Materials & Supplies	0	0	0	0	0	0
Office	8,276	9,986	7,364	10,342	10,601	10,866
Administration	6,455	13,089	9,069	16,200	16,605	17,020
Noncapital Equipment & Facilities	21,686	0	0	0	0	0
	\$882,183	\$868,633	\$863,168	\$895,695	\$918,088	\$941,040
SECURITY						
Personnel Services	\$174,174	\$191,294	\$178,484	\$167,396	\$171,581	\$175,870
Employee Benefits	63,979	67,250	58,129	74,044	75,895	77,792
Utilities & Communications	4,150	4,670	4,103	4,200	4,305	4,413
Purchased Services	2,085,076	2,524,216	1,901,481	2,578,024	2,642,475	2,708,536
Materials & Supplies	69,337	88,000	61,825	96,000	98,400	100,860
Office	6,020	7,110	2,511	3,250	3,331	3,415
Administration	0	0	1,172	0	0	0
Noncapital Equipment & Facilities	0	0	0	0	0	0
	\$2,402,736	\$2,882,540	\$2,207,704	\$2,922,914	\$2,995,987	\$3,070,887
VEHICLE/EQUIPMENT						
Personnel Services	\$463,929	\$541,866	\$531,181	\$557,821	\$571,766	\$586,060
Employee Benefits	245,983	269,423	255,440	289,917	297,165	304,594
Utilities & Communications	21,996	23,095	19,388	21,095	21,622	22,163
Purchased Services	58,299	59,347	61,901	59,347	60,831	62,351
Materials & Supplies	437,053	444,000	323,963	396,000	405,900	416,048
Office	1,308	15,246	1,015	16,121	16,524	16,937
Administration	8,654	3,250	8,022	3,250	3,331	3,415
Noncapital Equipment & Facilities	173,887	0	11,039	30,000	30,750	31,519
	\$1,411,109	\$1,356,227	\$1,211,950	\$1,373,551	\$1,407,889	\$1,443,087
FBO COMMERCIAL						
Personnel Services	\$447,519	\$461,281	\$441,903	\$459,816	\$471,311	\$483,094
Employee Benefits	135,540	163,518	130,808	173,190	177,520	181,958
Utilities & Communications	16,527	33,940	16,848	21,640	22,181	22,736
Purchased Services	74,455	79,871	73,388	106,321	108,979	111,704
Materials & Supplies	2,034,820	1,970,639	1,109,392	1,631,716	1,672,509	1,714,322
Office	0	0	0	0	0	0
Administration	10,315	0	7,027	0	0	0
Noncapital Equipment & Facilities	0	0	0	0	0	0
	\$2,719,176	\$2,709,249	\$1,779,366	\$2,392,683	\$2,452,500	\$2,513,813
FBO GENERAL AVIATION AND FACILITIES						
Personnel Services	\$631,140	\$600,006	\$734,616	\$707,356	\$725,040	\$743,166
Employee Benefits	249,948	251,553	298,263	299,450	306,936	314,610
Utilities & Communications	76,065	81,780	70,478	76,500	78,413	80,373
Purchased Services	97,884	100,131	100,826	100,130	102,633	105,199
Materials & Supplies	3,175,878	3,427,403	2,807,470	2,886,646	2,958,812	3,032,782
Office	745	2,000	816	2,000	2,050	2,101
Administration	180,183	200,000	173,212	183,500	188,088	192,790
Noncapital Equipment & Facilities	16,180	0	16,450	0	0	0
	\$4,428,023	\$4,662,873	\$4,202,131	\$4,255,581	\$4,361,971	\$4,471,020

Albany County Airport Authority 2017 Operating Budget

Albany County Airport Authority Albany International Airport 2017 Budget EXPENSES						
	Audited 2015	Budget 2016	Projected 2016	Budget 2017	Projected 2018	Projected 2019
<u>FBO ADMINISTRATION</u>						
Personnel Services	\$208,429	\$215,777	\$187,143	\$196,341	\$201,250	\$206,281
Employee Benefits	62,507	84,509	70,513	87,057	89,233	91,464
Utilities & Communications	1,912	1,080	1,285	1,130	1,158	1,187
Purchased Services	335,931	337,775	323,855	334,348	342,707	351,274
Materials & Supplies	0	0	0	0	0	0
Office	34,018	45,675	32,340	42,778	43,847	44,943
Administration	6,986	17,000	4,254	9,000	9,225	9,456
Noncapital Equipment & Facilities	0	0	0	0	0	0
	<u>\$649,783</u>	<u>\$701,816</u>	<u>\$619,390</u>	<u>\$670,654</u>	<u>\$687,420</u>	<u>\$704,606</u>
<u>AIRPORT MANAGEMENT ADMINISTRATION</u>						
Personnel Services	\$282,469	\$288,506	\$313,334	\$306,524	\$314,187	\$322,042
Employee Benefits	91,281	91,967	87,948	101,350	103,884	106,481
Utilities & Communications	314	400	492	350	359	368
Purchased Services	414,083	415,923	415,750	415,750	426,144	436,798
Materials & Supplies	0	0	0	0	0	0
Office	42,234	48,835	34,086	44,685	45,802	46,947
Administration	4,319	5,825	8,352	5,775	5,919	6,067
Noncapital Equipment & Facilities	0	0	160,000	0	0	0
	<u>\$834,700</u>	<u>\$851,456</u>	<u>\$1,019,964</u>	<u>\$874,434</u>	<u>\$896,295</u>	<u>\$918,703</u>
<u>AIRPORT AUTHORITY ADMINISTRATION</u>						
Personnel Services	\$1,749,595	\$1,825,392	\$1,804,937	\$1,903,013	\$1,950,588	\$1,999,353
Employee Benefits	1,116,272	1,168,838	1,175,429	1,229,476	1,260,213	1,291,718
Utilities & Communications	75,712	121,803	77,938	118,792	121,762	124,806
Purchased Services	911,175	835,143	738,225	846,226	867,382	889,066
Materials & Supplies	44,484	28,648	15,301	22,950	23,524	24,112
Office	136,206	117,651	203,515	146,676	150,343	154,101
Administration	98,571	127,756	135,134	145,511	149,149	152,877
Noncapital Equipment & Facilities	2,320	0	0	0	0	0
	<u>\$4,134,335</u>	<u>\$4,225,231</u>	<u>\$4,150,478</u>	<u>\$4,412,644</u>	<u>\$4,522,960</u>	<u>\$4,636,034</u>
TOTAL EXPENSES	<u>\$31,452,654</u>	<u>\$33,233,707</u>	<u>\$30,946,333</u>	<u>\$34,248,113</u>	<u>\$35,102,515</u>	<u>\$35,978,278</u>

Albany County Airport Authority Albany International Airport 2017 Budget SUMMARY OF FY 2017 EXPENSE ALLOCATION																
AvPorts Direct Cost Centers					Indirect Cost Centers					Admin	Direct Cost Centers			Admin	Admin	
Airfield	Terminal	Loading Bridges	Parking	Landside	PUBLIC SAFETY/OPERATIONS			Vehicles & Equipment	AvPorts Admin	Comm Aviation	Gen Avia & Facilities	MA Admin	ACAA Admin			
10	20	21	30	32	ARFF	Operations	Security	50	59	60	61	69	71			
15%	48%	1%	6%	24%	1	1	1			3.0%	3.0%					
40%	30%	5%	5%	10%						5.0%	5.0%					
15%	50%	3%	20%	10%						1.0%	1.0%					
35%	5%		15%	37%				1		5.0%	3.0%					
X	X	X	X	X					2	X	X					
X	X	X	X	X						X	X	3				
										X	X			4		
1 - Allocate indirect cost centers to AvPorts and FBO direct cost centers based on % above. 2 - Allocate AvPorts Admin to all direct cost centers based on total actual direct cost plus the indirect costs allocated in 1 above. 5% to FBO cost centers based on total AvPorts' indirect cost allocated in 1 above. 95% to AvPorts direct cost centers based on total actual direct and indirect costs for each AvPorts direct cost center. 3 - Allocate FBO Admin to FBO direct cost centers based on total actual direct plus total indirect cost allocated in 1 and 2 above. 4 - Allocate ACAA Admin to all direct cost centers based on total actual direct cost plus the indirect costs allocated in 1, 2, 3 above.																
AvPorts Direct Cost Centers					Indirect Cost Centers					Admin	Direct Cost Centers			Admin	Admin	
Airfield	Terminal	Loading Bridges	Parking	Landside	PUBLIC SAFETY/OPERATIONS			Vehicles & Equipment	AvPorts Admin	Comm Aviation	Gen Avia & Facilities	MA Admin	ACAA Admin			TOTAL
10	20	21	30	32	42	41	43	50	59	60	61	69	71			
\$3,123,885	\$5,365,498	\$279,240	\$4,498,770	\$1,131,067	\$2,051,497	\$895,695	\$2,922,914	\$1,373,551	\$874,434	\$995,167	\$1,513,809	\$670,654	\$4,412,644			\$30,108,824
STEP 1:																
42	307,725	984,719	20,515	123,090	492,359					61,545	61,545					2,051,497
41	358,278	268,709	44,785	44,785	89,570					44,785	44,785					895,695
43	438,437	1,461,457	87,687	584,583	292,291					29,229	29,229					2,922,914
50	480,743	68,678	0	206,033	508,214					68,678	41,207					1,373,551
	4,709,067	8,149,060	432,227	5,457,260	2,513,501					1,199,403	1,690,575					24,151,092
STEP 2:																
59	\$170,500.38	295,052	15,650	197,590	91,006					43,427	61,210					874,434
STEP 3:																
69										278,336	392,318					670,654
	4,879,567	8,444,111	447,876	5,654,850	2,604,507					1,521,166	2,144,103					25,696,181
STEP 4:																
71	837,937	1,450,054	76,911	971,072	447,256					261,220	368,193					4,412,644
	<u>5,717,505</u>	<u>9,894,165</u>	<u>524,787</u>	<u>6,625,921</u>	<u>3,051,763</u>					1,782,386	2,512,296					30,108,824
										1,397,516	2,741,772					4,139,288
										3,179,902	5,254,068					34,248,113
										Plus COGS						

Albany County Airport Authority 2017 Operating Budget

Albany County Airport Authority Albany International Airport 2017 Budget DEBT SERVICE SUMMARY						
	Audited 2015	Budget 2016	Projected 2016	Budget 2017	Projected 2018	Projected 2019
Airport Revenue Bonds:						
1999 EFC Revenue Bonds, net of interest subsidy	433,164	437,819	437,819	440,240	447,204	712,764
2003 A Revenue Bonds	471,064	469,965	469,965	477,638	469,139	240,455
2004 B EFC Revenue Bonds, net of interest subsidy	0	0	0	0	0	0
2006 A & B Revenue Bonds	1,111,804	1,107,218	1,107,218	1,110,161	1,106,404	1,106,190
2006 C Revenue Bonds	405,738	404,316	404,316	402,416	405,313	402,804
2010 A Refunding Bonds	9,715,389	10,639,098	10,639,098	10,637,511	10,626,139	8,172,601
2010 B Refunding Bonds	925,859	0	0	0	0	0
Less: PFC's Applied to 2008A Revenue Bonds	(3,293,320)	(4,329,846)	(3,608,205)	(4,332,307)	(4,330,913)	(3,327,850)
TOTAL DEBT SERVICE	\$9,769,698	\$8,728,570	\$9,450,211	\$8,735,658	\$8,723,285	\$7,306,964
Allocation of Total Debt Service to Cost Centers						
Airfield	\$1,177,567	\$1,125,173	\$1,215,596	\$1,129,314	\$1,133,010	\$1,280,547
FBO	\$274,758	\$273,625	\$273,625	\$274,352	\$273,424	\$273,371
ARFF	43,244	43,143	43,143	43,847	43,067	22,074
Control Tower	0	0	0	0	0	0
Terminal	2,206,382	1,880,543	2,405,081	1,879,528	1,873,640	1,441,772
Loading Bridges	60,434	56,161	70,593	56,090	55,965	43,105
Landside	6,007,314	5,349,925	5,442,172	5,352,526	5,344,179	4,246,096
TOTAL ALLOCATION	\$9,769,698	\$8,728,570	\$9,450,211	\$8,735,658	\$8,723,285	\$7,306,964

Albany County Airport Authority Albany International Airport 2017 Budget AIRPORT REVENUE BONDS DEBT SERVICE						
	Audited 2015	Budget 2016	Projected 2016	Budget 2017	Projected 2018	Projected 2019
2010A Revenue Refunding Bonds Debt Service	\$9,625,169	\$10,555,231	\$10,555,231	\$10,561,231	\$10,557,831	\$8,112,581
Amortization of Bond Issue Costs	\$90,220	\$83,867	\$83,867	\$76,280	\$68,308	\$60,020
TOTAL 2010A REVENUE BONDS DEBT SERVICE	\$9,715,389	\$10,639,098	\$10,639,098	\$10,637,511	\$10,626,139	\$8,172,601
Allocation of 2010A Refunding Bonds Debt Service to Cost Centers						
Airfield	\$796,662	\$870,821	\$870,821	\$870,691	\$869,760	\$668,936
Terminal	4,439,933	4,868,031	4,868,031	4,867,305	4,862,102	3,739,460
Loading Bridges	126,300	142,758	142,758	142,736	142,584	109,662
Landside	4,352,494	4,757,489	4,757,489	4,756,779	4,751,694	3,654,544
Total	\$9,715,389	\$10,639,098	\$10,639,098	\$10,637,511	\$10,626,139	\$8,172,601
2010B Revenue Refunding Bonds Debt Service	\$924,014	\$0	\$0	\$0	\$0	\$0
Amortization of Bond Issue Costs	\$1,845	\$0	\$0	\$0	\$0	\$0
TOTAL 2010B REVENUE BONDS DEBT SERVICE	\$925,859	\$0	\$0	\$0	\$0	\$0
Allocation of 2010B Refunding Bonds Debt Service to Cost Centers						
Airfield	\$0	\$0	\$0	\$0	\$0	\$0
Control Tower	0	0	0	0	0	0
Terminal	0	0	0	0	0	0
Loading Bridges	0	0	0	0	0	0
Landside	925,859	0	0	0	0	0
Total	\$925,859	\$0	\$0	\$0	\$0	\$0

Albany County Airport Authority 2017 Operating Budget

Albany County Airport Authority Albany International Airport 2017 Budget AIRPORT REVENUE BONDS DEBT SERVICE						
	Audited 2015	Budget 2016	Projected 2016	Budget 2017	Projected 2018	Projected 2019
2003 A Revenue Bonds Debt Service	\$464,391	\$463,956	\$463,956	\$472,313	\$464,538	\$236,588
Amortization of Bond Issue Costs	6,673	6,009	6,009	5,325	4,601	3,867
TOTAL 2003 A REVENUE BONDS DEBT SERVICE	\$471,064	\$469,965	\$469,965	\$477,638	\$469,139	\$240,455
Allocation of 2003 A Revenue Bonds Debt Service to Cost Centers						
Airfield	\$88,230	\$88,024	\$88,024	\$89,462	\$87,870	\$45,037
ARFF	43,244	43,143	43,143	43,847	43,067	22,074
Terminal	78,903	78,719	78,719	80,004	78,581	40,276
Landside	194,926	194,472	194,472	197,646	194,130	99,500
Parking	65,761	65,607	65,607	66,678	65,492	33,567
Total	\$471,064	\$469,965	\$469,965	\$477,638	\$469,139	\$240,455
2006 A & B Revenue Bonds Debt Service	\$1,103,706	\$1,099,800	\$1,099,800	\$1,103,450	\$1,100,438	\$1,101,000
Amortization of Bond Issue Costs	8,098	7,418	7,418	6,711	5,966	5,190
TOTAL 2006 REVENUE BONDS DEBT SERVICE	\$1,111,804	\$1,107,218	\$1,107,218	\$1,110,161	\$1,106,404	\$1,106,190
Allocation of 2006 Revenue Bonds Debt Service to Cost Centers						
Airfield	\$272,169	\$271,046	\$271,046	\$271,767	\$270,847	\$270,795
FBO	274,758	273,625	273,625	274,352	273,424	273,371
Parking	212,146	211,271	211,271	211,832	211,115	211,075
Landside and other	271,376	270,257	270,257	270,975	270,058	270,006
Terminal	81,354	81,019	81,019	81,234	80,959	80,944
Total	\$1,111,804	\$1,107,218	\$1,107,218	\$1,110,161	\$1,106,404	\$1,106,190
2006 C Revenue Bonds Debt Service	\$402,588	\$401,263	\$401,263	\$399,463	\$402,463	\$400,063
Amortization of Bond Issue Costs	3,150	3,053	3,053	2,953	2,850	2,741
TOTAL 2006 REVENUE BONDS DEBT SERVICE	\$405,738	\$404,316	\$404,316	\$402,416	\$405,313	\$402,804
Allocation of 2006 Revenue Bonds Debt Service to Cost Centers						
Landside and other	405,738	404,316	404,316	402,416	405,313	402,804
Total	\$405,738	\$404,316	\$404,316	\$402,416	\$405,313	\$402,804

Albany County Airport Authority Albany International Airport 2017 Budget NYS ENVIRONMENTAL FACILITIES CORPORATION (EFC) AIRPORT REVENUE BONDS DEBT SERVICE						
	Audited 2015	Budget 2016	Projected 2016	Budget 2017	Projected 2018	Projected 2019
1999 A EFC Revenue Bonds Debt Service	\$452,972	\$454,675	\$454,675	\$453,517	\$456,445	\$717,567
Less: Interest Subsidy Earnings	(19,808)	(16,856)	(16,856)	(13,277)	(9,241)	(4,803)
TOTAL 1999 A EFC REVENUE BONDS DEBT SERVICE	\$433,164	\$437,819	\$437,819	\$440,240	\$447,204	\$712,764
Allocation of EFC Revenue Bonds Debt Service to Cost Centers						
Airfield	\$433,164	\$437,819	\$437,819	\$440,240	\$447,204	\$712,764
Control Tower	0	0	0	0	0	0
Terminal	0	0	0	0	0	0
Loading Bridges	0	0	0	0	0	0
Landside	0	0	0	0	0	0
Total	\$433,164	\$437,819	\$437,819	\$440,240	\$447,204	\$712,764

Albany County Airport Authority 2017 Operating Budget

Albany County Airport Authority Albany International Airport 2017 Budget CALCULATION OF PFC REVENUES						
	Audited 2015	Budget 2016	Projected 2016	Budget 2017	Projected 2018	Projected 2019
ENPLANEMENTS	1,297,749	1,400,000	1,400,000	1,400,000	1,414,000	1,428,140
PFC's charged	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50
LESS: Carrier Compensation	(0.11)	(0.11)	(0.11)	(0.11)	(0.11)	(0.11)
Net PFC Revenue	\$4.39	\$4.39	4.39	4.39	4.39	4.39
% of PFCs collected on Enplanements	86.7%	91.0%	88.0%	88.0%	88.0%	88.0%
PFC Revenue	\$4,939,385	\$5,592,860	\$5,408,480	\$5,408,480	\$5,462,565	\$5,517,190
PFC's Available for Debt Service	\$4,939,385	\$5,592,860	\$5,408,480	\$5,408,480	\$5,462,565	\$5,517,190
PFC DEBT SERVICE FUND ACTIVITY						
BEGINNING BALANCE	\$5,271,587	\$6,929,340	\$6,929,340	\$8,745,037	\$9,838,902	\$10,989,681
PLUS: Deposit of PFC's	4,939,385	5,592,860	5,408,480	5,408,480	5,462,565	5,517,190
PLUS: Interest Earnings on PFC's	11,688	15,653	15,422	17,692	19,127	20,634
LESS: Applied Towards 2010A Debt Service	(3,293,320)	(4,329,846)	(3,608,205)	(4,332,307)	(4,330,913)	(3,327,850)
ENDING BALANCE	\$6,929,340	\$8,208,007	\$3,608,205	\$4,332,307	\$10,989,681	\$13,199,655
	\$4,951,073	\$5,608,513	\$5,423,902	\$5,426,172	\$5,481,692	\$5,537,824
PFC's APPLIED TO DEBT SERVICE	\$3,293,320	\$4,329,846	\$3,608,205	\$4,332,307	\$4,330,913	\$3,327,850
Allocation of PFC's to Cost Centers						
Airfield	\$412,658	\$542,537	\$452,114	\$542,845	\$542,671	\$416,985
Terminal	2,393,809	3,147,226	2,622,688	3,149,015	3,148,001	2,418,907
Loading Bridges	65,866	86,597	72,164	86,646	86,618	66,557
Landside	420,987	553,486	461,239	553,801	553,623	425,401
Total	\$3,293,320	\$4,329,846	\$3,608,205	\$4,332,307	\$4,330,913	\$3,327,850

Albany County Airport Authority 2017 Operating Budget

Albany County Airport Authority Albany International Airport 2017 Budget LANDING FEE RATES						
	Audited 2015	Budget 2016	Projected 2016	Budget 2017	Projected 2018	Projected 2019
Airfield:						
Direct O&M Expenses	\$2,568,706	\$3,069,791	\$2,649,284	\$3,123,885	\$3,201,982	\$3,282,031
Indirect O&M Expenses	2,389,530	2,527,242	2,355,534	2,593,620	2,654,321	2,716,571
O&M Reserve Requirement	6,859	-23,844	-23,844	28,225	23,757	24,336
FBO:						
Commercial Direct O&M Expenses	1,239,599	1,070,242	836,823	995,167	1,054,984	1,116,297
Commercial Indirect O&M Expenses	882,181	837,671	703,194	787,219	811,005	835,475
Commercial O&M Reserve Requirement	2,391	-8,128	-8,128	8,799	7,570	7,918
Airfield Capital Charges:						
2010A Revenue Bond Debt Service	796,662	870,821	870,821	870,691	869,760	668,936
LESS: Applicable Approved PFC Revenues	(412,658)	(542,537)	(452,114)	(542,845)	(542,671)	(416,985)
EFC Revenue Bond Debt Service 1999 - Net	433,164	437,819	437,819	440,240	447,204	712,764
2003A Revenue Bond Debt Service	88,230	88,024	88,024	89,462	87,870	45,037
2006 A & B Revenue Bond Debt Service	272,169	271,046	271,046	271,767	270,847	270,795
Into Plane	0	-591,967	-661,822	-661,822	-661,822	-661,822
Fuel Farm Throughput Fee	0	-505,895	-555,347	-576,909	-569,764	-569,764
Avgas Fuel Sales Commercial	0	-653,664	-494,513	-559,300	-559,300	-559,300
LESS: Cost of Sales, Avgas	0	589,681	438,129	496,400	496,400	496,400
Deicing - Commercial	0	-1,117,830	-597,726	-1,028,616	-983,192	-983,192
LESS: Cost of Sales, Deicing	0	769,326	339,511	715,116	715,116	715,116
General Aviation Landing Fees	0	-268,759	-279,610	-281,008	-283,819	-286,657
General Aviation Parking Fees	0	-239,898	-205,133	-207,185	-209,257	-211,349
Total LANDING FEE REQUIREMENT	\$8,266,833	\$6,579,141	\$5,711,947	\$6,562,903	\$6,830,992	\$7,202,607
Total Landed Weight (000-lbs)	1,574,363	1,667,053	1,762,937	1,762,937	1,780,452	1,798,143
COMPENSATORY LANDING FEE RATE	\$5.25	\$3.95	\$3.24	\$3.72	\$3.84	\$4.01
LESS: Interest Earning Credit	\$20,739	\$1,390	\$1,387	\$1,394	\$1,401	\$1,890
LESS: Glycol disposal Fee	\$280,147	\$346,035	\$173,563	\$334,448	\$334,448	\$334,448
LESS: Aircraft Aprons Fee Credit (Per Table 7)	826,683	657,914	571,195	656,290	683,099	720,261
LESS: FBO Commercial Revenues Credit						
Into Plane	590,020	0	0	0	0	0
Fuel Farm Throughput Fee	500,559	0	0	0	0	0
Avgas Fuel Sales Commercial	627,347	0	0	0	0	0
LESS: Cost of Sales, Avgas	(561,907)	0	0	0	0	0
Deicing - Commercial	927,212	0	0	0	0	0
LESS: Cost of Sales, Deicing	(688,485)	0	0	0	0	0
General Aviation Landing Fees	268,604	0	0	0	0	0
General Aviation Parking Fees	251,163	0	0	0	0	0
Sub Total	1,914,513	0	0	0	0	0
LESS: Airfield Tenant Maintenance	52,156	42,000	31,363	35,000	35,000	35,000
LESS: Non-signatory Airline Landing Fee Credit	119,906	102,830	36,954	44,938	46,535	48,588
LESS: Landing Fee Surcharge Credit	0	0	0	0	0	0
NET LANDING FEE REQUIREMENT	\$5,052,689	\$5,428,972	\$4,897,485	\$5,490,833	\$5,730,509	\$6,062,421
Signatory Commercial & Cargo Carrier Landed Wt (000-lbs)	1,545,848	1,641,020	1,751,531	1,751,531	1,769,047	1,786,737
Signatory Landing Fee Rate	\$3.27	\$3.31	\$2.80	\$3.13	\$3.24	\$3.39
SIGNATORY AIRLINE LANDING FEE REVENUE	\$4,560,898	\$4,934,469	\$4,480,000	\$5,008,000	\$5,235,840	\$5,533,022
NON-SIGNATORY PASSENGER LANDING FEE REVENUE	72,456	58,160	0	0	0	0
TOTAL AIRLINE LANDING FEE REVENUE	\$4,633,354	\$4,992,628	\$4,480,000	\$5,008,000	\$5,235,840	\$5,533,022
SIGNATORY CARGO LANDING FEE REVENUE	\$494,025	\$497,308	\$424,288	\$474,293	\$495,871	\$524,017
NON-SIGNATORY CARGO LANDING FEE REVENUE	47,450	44,671	36,954	44,938	46,535	48,588
TOTAL CARGO LANDING FEE REVENUE	\$541,475	\$541,978	\$461,242	\$519,231	\$542,406	\$572,604

Albany County Airport Authority 2017 Operating Budget

Albany County Airport Authority Albany International Airport 2017 Budget AIRCRAFT APRON FEE						
	Audited 2015	Budget 2016	Projected 2016	Budget 2017	Projected 2018	Projected 2019
TOTAL AIRFIELD REQUIREMENT	\$8,266,833	\$6,579,141	\$5,711,947	\$6,562,903	\$6,830,992	\$7,202,607
10% of AIRFIELD REQUIREMENT	\$826,683	\$657,914	\$571,195	\$656,290	\$683,099	\$720,261
TOTAL APRON SQUARE FEET	542,750	535,226	482,477	482,477	482,477	482,477
AIRCRAFT APRON FEE (PER SQ FT)	\$1.52	\$1.23	\$1.18	\$1.36	\$1.42	\$1.49

Albany County Airport Authority Albany International Airport 2017 Budget TERMINAL RENTAL RATE CALCULATIONS						
	Audited 2015	Budget 2016	Projected 2016	Budget 2017	Projected 2018	Projected 2019
Terminal Direct O&M Expenses	\$4,826,781	\$5,105,628	\$5,226,264	\$5,365,498	\$5,497,835	\$5,633,481
Terminal Indirect O&M Expenses	4,019,783	4,313,691	4,181,952	4,528,668	4,634,336	4,742,705
Terminal O&M Reserve Requirement	11,521	-40,128	-40,128	48,843	41,103	42,095
Terminal Capital Charges:			0	0	0	0
2010A Revenue Bond Debt Service	4,439,933	4,868,031	4,868,031	4,867,305	4,862,102	3,739,460
LESS: Applicable PFC Revenues	(2,393,809)	(3,147,226)	(2,622,688)	(3,149,015)	(3,148,001)	(2,418,907)
2003A Revenue Bond Debt Service	78,903	78,719	78,719	80,004	78,581	40,276
2006 A & B Revenue Bond Debt Service	81,354	81,019	81,019	81,234	80,959	80,944
TOTAL REQUIREMENT	\$11,064,466	\$11,259,734	\$11,773,168	\$11,822,537	\$12,046,914	\$11,860,053
Rentable Terminal Space	135,328	135,374	135,399	135,399	135,399	135,399
COMPENSATORY TERMINAL RENTAL RATE	\$81.76	\$83.18	\$86.95	\$87.32	\$88.97	\$87.59
LESS: Interest Earning Credit	0	2,323	2,744	2,320	2,316	2,128
LESS: Non-airline Terminal Space Rentals - Flat Rate	51,616	54,271	61,840	59,118	59,118	59,118
LESS: Non-airline Terminal Space Rentals - Signatory Rate	0	0	35,894	38,938	39,725	39,072
LESS: Non-airline Terminal Space Rentals - Calculated Rate	149,100	148,204	149,527	157,944	161,139	158,450
LESS: TSA Space Rental	421,234	421,234	432,731	448,828	448,828	448,828
LESS: TSA (LEO) Reimbursement	292,000	292,000	219,900	124,100	124,100	124,100
LESS: Utility Reimbursements	27,929	26,000	29,683	29,000	29,000	29,000
LESS: Tenant Maintenance Reimbursements	22,676	20,000	24,388	25,000	25,750	26,523
NET TERMINAL REQUIREMENT	\$10,099,911	\$10,295,703	\$10,816,459	\$10,937,289	\$11,156,939	\$10,972,835
Rentable Terminal Space	135,328	135,374	135,399	135,399	135,399	135,399
SIGNATORY TERMINAL RENTAL RATE	\$74.63	\$76.05	\$79.89	\$80.78	\$82.40	\$81.04
Signatory Airline Terminal Rental Space	48,776	49,938	49,983	49,983	49,983	49,983
SIGNATORY AIRLINE RENTAL REVENUE	\$3,640,172	\$3,797,785	\$3,993,142	\$4,037,627	\$4,118,599	\$4,050,622
NON-SIGNATORY AIRLINE RENTAL REVENUE						
TOTAL AIRLINE RENTAL REVENUE	3,640,172	3,797,785	3,993,142	4,037,627	4,118,599	4,050,622
Baggage Claim Room Square Footage	17,784	17,784	17,784	17,784	17,784	17,784
BAGGAGE CLAIM ROOM REVENUE	\$1,327,220	\$1,352,473	\$1,420,764	\$1,436,592	\$1,465,402	\$1,441,215
NONSIGNATORY AIRLINE RENTAL REVENUE	\$0	\$0	\$0	\$0	\$0	\$0
AIRLINE RENTAL REVENUE	\$4,967,391	\$5,150,258	\$5,413,906	\$5,474,218	\$5,584,001	\$5,491,838

Albany County Airport Authority 2017 Operating Budget

Albany County Airport Authority Albany International Airport 2017 Budget LOADING BRIDGE RENTALS						
	Audited 2015	Budget 2016	Projected 2016	Budget 2017	Projected 2018	Projected 2019
LOADING BRIDGE RENTALS						
Loading Bridge Direct O&M Expenses	\$ 327,049	\$ 262,971	\$ 214,543	\$ 279,240	\$ 286,221	\$ 293,376
Loading Bridge Indirect O&M Expenses	238,557	237,721	210,427	245,548	251,306	257,212
2010A Revenue Bond Debt Service	126,300	142,758	142,758	142,736	142,584	109,662
LESS: Applicable PFC Revenues	(65,866)	(86,597)	(72,164)	(86,646)	(86,618)	(66,557)
Loading Bridge O & M Reserve Requirement	620	-2,133	-2,133	2,591	2,181	2,234
TOTAL LOADING BRIDGE REQUIREMENT	\$626,660	\$554,720	\$493,430	\$583,468	\$595,673	\$595,926
NUMBER OF LOADING BRIDGES	14	15	15	15	15	15
CHARGE PER LOADING BRIDGE	\$44,761	\$36,981	\$32,895	\$38,898	\$39,712	\$39,728
NUMBER OF LEASED LOADING BRIDGES	14	13	13	13	13	13
TOTAL LOADING BRIDGE REVENUE	\$626,660	\$480,757	\$427,639	\$505,672	\$516,250	\$516,469

Albany County Airport Authority Albany International Airport 2017 Budget AIRLINE COST PER ENPLANEMENT						
(Includes Settlement and Revenue Sharing Calculation)	Audited 2015	Budget 2016	Projected 2016	Budget 2017	Projected 2018	Projected 2019
AIRPORT OPERATIONS:						
Airline Landing Fees	\$4,633,354	\$4,992,628	\$4,480,000	\$5,008,000	\$5,235,840	\$5,533,022
Airline Landing Fee Surcharge	0	0	0	0	0	0
Airline Space Rental	4,967,391	5,150,258	5,413,906	5,474,218	5,584,001	5,491,838
Loading Bridge Rentals	626,660	480,757	427,639	505,672	516,250	516,469
Airline Apron Fee	826,683	657,914	571,195	656,290	683,099	720,261
Airline Share of Revenue Sharing	(1,808,410)	(2,178,258)	(2,767,598)	(2,214,927)	(2,466,301)	(3,010,665)
Total Airport Operations	9,245,678	9,103,300	8,125,141	9,429,254	9,552,889	9,250,926
FBO OPERATIONS:						
Avgas Fuel Sales Commercial	627,347	653,664	494,513	559,300	559,300	559,300
Deicing	927,212	1,117,830	597,726	1,028,616	983,192	983,192
Into Plane & Fuel Farm	1,090,579	1,097,862	1,217,169	1,238,732	1,231,586	1,231,586
Total FBO Operations	2,645,138	2,869,356	2,309,409	2,826,648	2,774,077	2,774,077
	0	0	0	0	0	0
TOTAL AIRLINES FEES & CHARGES	11,890,816	11,972,656	10,434,550	12,255,902	12,326,967	12,025,003
ENPLANEMENTS	1,297,749	1,400,000	1,400,000	1,400,000	1,414,000	1,428,140
COST PER ENPLANEMENT	7.12	6.50	5.80	6.74	6.76	6.48
FBO OPERATIONS COST PER ENPLANEMENT	1.55	1.58	1.30	1.62	1.57	1.55
	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL COMBINED COST PER ENPLANEMENT	8.68	8.08	7.10	8.35	8.32	8.03

Albany County Airport Authority 2017 Operating Budget

Albany County Airport Authority Albany International Airport 2017 Budget CALCULATION AND ALLOCATION OF FUNDS REMAINING						
	Audited 2015	Budget 2016	Projected 2016	Budget 2017	Projected 2018	Projected 2019
TOTAL REVENUES BEFORE REV SHARING	\$46,727,148	\$49,177,211	\$48,790,158	\$50,682,135	\$52,082,739	\$52,661,526
TOTAL EXPENSES	31,452,654	33,233,707	30,946,333	34,248,113	35,102,515	35,978,278
NET REVENUES	\$15,274,494	\$15,943,504	\$17,843,825	\$16,434,023	\$16,980,224	\$16,683,248
LESS:						
Capital Charges:						
GO Bond Debt Service	0	0	0	0	0	0
Less: Applicable Approved PFC Revenues	(3,293,320)	(4,329,846)	(3,608,205)	(4,332,307)	(4,330,913)	(3,327,850)
1999 EFC Revenue Bond Debt Service	452,972	454,675	454,675	453,517	456,445	717,567
Less: NYS EFC Interest Subsidy	(19,808)	(16,856)	(16,856)	(13,277)	(9,241)	(4,803)
2003 A Revenue Bond Debt Service	471,064	469,965	469,965	477,638	469,139	240,455
2004 B EFC Revenue Bonds Debt Service	0	0	0	0	0	0
Less: NYS EFC Interest Subsidy	0	0	0	0	0	0
2006 A & B Revenue Bond Debt Service	1,111,804	1,107,218	1,107,218	1,110,161	1,106,404	1,106,190
2006 C Revenue Bond Debt Service	405,738	404,316	404,316	402,416	405,313	402,804
2010 A Revenue Bonds	9,715,389	10,639,098	10,639,098	10,637,511	10,626,139	8,172,601
2010 B Revenue Bonds	925,859	0	0	0	0	0
Capital Charge Coverage	0	0	0	0	0	0
Debt Service Reserve Requirement	0	0	0	0	0	0
Capital Expenditures (Per Table 4)	1,845,755	3,000,000	3,000,000	3,099,444	3,181,937	3,208,994
Operating & Maintenance Reserve	42,221	(141,582)	(141,582)	169,068	142,400	145,960
Renewal and Replacement Reserve	0	0	0	0	0	0
Landing Fee Surcharge Credit	0	0	0	0	0	0
Subtotal	11,657,674	11,586,988	12,308,629	12,004,169	12,047,623	10,661,918
FUNDS REMAINING	\$3,616,821	\$4,356,516	\$5,535,196	\$4,429,854	\$4,932,601	\$6,021,329
Authority Share - 50%	1,808,410	2,178,258	2,767,598	2,214,927	2,466,301	3,010,665
Less Cost of Air Service Incentive Programs	(50,732)	(820,493)	(734,275)	(19,071)	0	0
Authority Share Net of Air Service Incentive	1,757,678	1,357,765	2,033,323	2,195,856	2,466,301	3,010,665
Airline Share - 50%	1,808,410	2,178,258	2,767,598	2,214,927	2,466,301	3,010,665
	3,616,821	4,356,516	5,535,196	4,429,854	4,932,601	6,021,329
ALLOCATION OF AIRLINE SHARE						
Terminal (70%)	1,265,887	1,524,781	1,937,319	1,550,449	1,726,410	2,107,465
Airfield (30%)	542,523	653,477	830,279	664,478	739,890	903,199
TOTAL AIRLINE SHARE	\$1,808,410	\$2,178,258	\$2,767,598	\$2,214,927	\$2,466,301	\$3,010,665

Albany County Airport Authority 2017 Operating Budget

Albany County Airport Authority Albany International Airport 2017 Budget						
CALCULATION OF CAPITAL EXPENDITURES FUND CONTRIBUTION						
	Audited 2015	Budget 2016	Projected 2016	Budget 2017	Projected 2018	Projected 2019
Total Revenues before Revenue Sharing	\$46,727,148	\$49,177,211	\$48,790,158	\$50,682,135	\$52,082,739	\$52,661,526
Less:						
Airline Landing Fees	4,633,354	4,992,628	4,480,000	5,008,000	5,235,840	5,533,022
Airline Landing Fee Surcharge	0	0	0	0	0	0
Airline Apron Fee	827,586	658,834	572,102	657,198	684,007	721,169
Airline Space Rental	4,967,391	5,150,258	5,413,906	5,474,218	5,584,001	5,491,838
FBO Commercial	1,914,513	0	0	0	0	0
Loading Bridge Rentals	626,660	480,757	427,639	505,672	516,250	516,469
Nonoperating Revenues	681,139	671,184	599,084	503,284	503,284	503,284
NON-AIRLINE REVENUES	\$33,076,505	\$37,223,550	\$37,297,427	\$38,533,763	\$39,559,358	\$39,895,744
2006 Non-Airline Revenues	26,880,473	37,223,550	37,297,427	37,297,427	37,297,427	37,297,427
% of Current Year over 2006 /2016 Non-Airline Revenues	23.1%	0.0%	0.0%	3.3%	6.1%	7.0%
Total Capital Expenditure (% times \$1,500,000 thru 2015, \$3,000,000, thru 2020)	\$1,845,755	\$3,000,000	\$3,000,000	\$3,099,444	\$3,181,937	\$3,208,994

Albany County Airport Authority 2017 Operating Budget

Albany County Airport Authority Albany International Airport 2017 Budget DEBT SERVICE COVERAGE CALCULATION (1)						
	Audited 2015	Budget 2016	Projected 2016	Budget 2017	Projected 2018	Projected 2019
NET REVENUES						
Revenues	\$46,046,009	\$48,506,027	\$48,191,074	\$50,178,852	\$51,579,456	\$52,158,242
Airline Revenue Sharing	(1,808,410)	(2,178,258)	(2,767,598)	(2,214,927)	(2,466,301)	(3,010,665)
	\$44,237,599	\$46,327,769	\$45,423,476	\$47,963,925	\$49,113,155	\$49,147,578
Interest Income (2)	10,784	10,784	10,784	10,784	10,784	10,784
Investment Received - Net						
TSA (LEO) Reimbursement	292,000	292,000	219,900	124,100	124,100	124,100
Improvement Charges	368,400	368,400	368,400	368,400	368,400	368,400
Total Airport Revenues	\$44,908,783	\$46,998,953	\$46,022,560	\$48,467,209	\$49,616,439	\$49,650,861
LESS: Total Airport Expenses (GAAP)	(31,452,654)	(33,233,707)	(30,946,333)	(34,248,113)	(35,102,515)	(35,978,278)
Air Service Incentive Cost to Airport	(50,732)	(820,493)	(820,493)	(42,769)	0	0
LESS: Albany County G.O. Bonds Outstanding Reimbursable by the Authority	0	0	0	0	0	0
Airport Net Revenues (3)	\$13,405,397	\$12,944,753	\$14,255,734	\$14,176,327	\$14,513,923	\$13,672,583
DEBT SERVICE ON BONDS ISSUED UNDER THE MASTER RESOLUTION						
1999 A EFC Revenue Bond	452,972	454,675	454,675	453,517	456,445	717,567
Less: 1999 NYS EFC Interest Subsidy	(19,808)	(16,856)	(16,856)	(13,277)	(9,241)	(4,803)
2003 A Revenue Bond	464,391	463,956	463,956	472,313	464,538	236,588
2004 B EFC Revenue Bonds Debt Service	0	0	0	0	0	0
Less: 2004 B NYS EFC Interest Subsidy	0	0	0	0	0	0
2006 A & B Revenue Bonds	1,103,706	1,099,800	1,099,800	1,103,450	1,100,438	1,101,000
2006 C Revenue Bonds	402,588	401,263	401,263	399,463	402,463	400,063
2010 A Refunding Bonds	9,625,169	10,555,231	10,555,231	10,561,231	10,557,831	8,112,581
2010 B Refunding Bonds	924,014	0	0	0	0	0
Less: PFC's Applied to 2008 A Revenue Bond	(3,293,320)	(4,329,846)	(3,608,205)	(4,332,307)	(4,330,913)	(3,327,850)
Net Debt Service on Bonds (4)	\$9,659,712	\$8,628,223	\$9,349,864	\$8,644,389	\$8,641,560	\$7,235,146
NET REVENUE COVERAGE ON BONDS ISSUED UNDER THE MASTER RESOLUTION (MUST BE > 1.25)	1.39	1.50	1.52	1.64	1.68	1.89
CLAIMS, CHARGES, OBLIGATIONS PAYABLE FROM NET REVENUES						
Deposits to the Operation and Maintenance Reserve	\$42,221	-\$141,582	-\$141,582	\$169,068	\$142,400	\$145,960
Debt Service on Bonds Issued under the Master Resolution	9,659,712	8,628,223	9,349,864	8,644,389	8,641,560	7,235,146
Net Claims, Charges and Obligations	\$9,701,933	\$8,486,641	\$9,208,282	\$8,813,456	\$8,783,960	\$7,381,106
NET REVENUE COVERAGE ON BONDS AND OTHER INDEBTEDNESS (MUST BE > 1.00)	1.38	1.53	1.55	1.61	1.65	1.85

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11) GLOSSARY OF TERMS AND ABBREVIATIONS

Accrual Basis - Basis of accounting which attempts to record financial transactions in the period they actually occur rather than the period paid or received.

Administrative Expenses - One of the main expense categories and includes the following: memberships, subscriptions, travel, education, and economic development.

Aircraft Operation - Considered either a landing or take-off of an aircraft.

Airfield Operations Area (AOA) - Generally considered the restricted area within the security fence surrounding an airport which is reserved for aircraft and related operations. This includes the landing area and ramp area, and other facilities supporting the activity of military, general aviation and commercial aircraft.

Airfield Revenues - One of six operating revenue categories which include landing fees, glycol disposal fees, apron fee, and the control tower rental fees.

Airline Use and Lease Agreement (Agreement) - An agreement with one or more airlines setting forth the rights of the airlines for their use of the airport and the rates and charges they will pay.

Airline Revenues - Landing fee revenues, loading bridge revenues, apron fees, and terminal rental revenues.

Airport Revenue Bonds - Bonds payable from Airport revenues and which do not pledge the full faith and credit of the issuer.

Airport Security Plan (ASP) – A federal requirement for security at the Airport.

Ambassador Program – A program comprised of volunteers that are tasked with providing excellent customer service through offering friendly and accurate assistance about airport services and facilities, as well as offering flight assistance and tourism information in a friendly and welcoming manner that meets and exceeds passenger and visitor expectations.

Apron - A section of the ramp area closest to the terminal building used for parking of aircraft and support vehicles used for loading and unloading of aircraft.

ARFF - Airport Rescue and Fire Fighting, the on-airport unit responsible for airfield emergencies and fire fighting.

Authority - Albany County Airport Authority, a body corporate and politic, constituting a public benefit corporation established and existing pursuant to the Albany County Airport Act enacted by Chapter 686 of the laws of 1993 and set forth in Title 32 of the New York Public Authorities Law.

Automated External Defibrillation (AED) - A portable automatic device used to restore normal heart rhythm to people who are in cardiac arrest.

Biochemical Oxygen Demand or Biological Oxygen Demand (BOD) A chemical procedure for determining how fast biological organisms use up oxygen in a body of

water. It is used in water quality management and assessment, ecology and environmental science. BOD is not an accurate quantitative test, although it could be considered as an indication of the quality of a water source. BOD can be used as a gauge of the effectiveness of wastewater treatment plants.

Cargo - Anything other than passengers, carried for hire, including both mail and freight.

Capital Improvement Program (CIP) - A five year program for regularly undertaking improvements to maintain or revitalize the infrastructure and facilities of the airport. The program serves as a basis for determining funding requirements and other operational planning decisions.

C Index - FAA regulation that dictates a certain number of vehicles to maintain the Airport.

COLA - Cost of living adjustment

Concessionaire - A person or company having a lease, contract or operating permit arrangement with the Authority entitling them to do business on the airport.

Concession Revenue - One of six operating revenue categories which include terminal concessions, advertising, and the business center.

Cost Centers - Functional areas or activities of the Airport grouped together for the purpose of accounting for expenses.

Cost Per Enplanement (CPE) - A unit of measurement used to present the airlines' cost of each enplaned passenger. The total airline revenues paid to the airport are divided by the number of passenger enplanements to calculate the cost per enplanement.

County - County of Albany, home of the City of Albany; the state capital of New York.

Disadvantaged Business Enterprise Program (DBE) – Program required by Congress as a condition of receiving federal funds.

Debt Service - The amount required for the accrual and payment of principal, interest, and premiums, if any, and other fees and amounts associated with all series of Bonds and Indebtedness, as set forth in any Resolution(s) or other financing documents(s) of the County or Authority.

Debt Service Coverage - An amount equal to Airport Net Revenues divided by Net Debt Service.

Debt Service Reserve Fund - Any fund(s) established by the Authority for monies necessary to satisfy any Debt Service Reserve Requirement established in any Resolution(s) or other financing document(s) of the County or Authority generally equal to the highest annual amount due in the remaining years of the debt issue.

Debt Service Reserve Requirement - Requirement, if any, for the Debt Service Reserve Funds for all series of Bonds or other indebtedness.

Deplanement - A passenger departing an aircraft at the Albany International Airport.

Enplanement - A paid passenger boarding an aircraft at the Albany International Airport.

Federal Aviation Administration (FAA) - The government agency responsible for air safety and operation of the air traffic control system.

FAA Regulation 139 - This regulation establishes the requirement for airports servicing scheduled air carrier operations in aircraft with 10–30 seats and provides airport certification status, class and ARFF Index to assist air carriers.

FAA Regulation Part 150 - This regulation establishes a uniform nationwide system of describing aircraft noise and noise exposure on different communities, describes land-use compatibility for the guidance of local communities, and provides technical assistance to airport operators and other governmental agencies to prepare and execute noise compatibility planning.

Federal Inspection Station Facility (FIS) - The facility used as the Federal Inspection Station for United States Customs and Immigration.

Fixed Base Operator (FBO) - A fixed based operator provides aircraft fueling, deicing and maintenance for the general aviation customers.

FBO Revenue - One of six operating revenue categories which include the sale of fuel for aircrafts, landing fees for the general aviation population, deicing of aircrafts, and other miscellaneous fees for the general aviation population.

Fuel Farm - Operated by Million Air and used to store fuel for the airlines and retail general aviation sales.

GAAP - General Accepted Accounting Principals are uniform minimum standards and guidelines for accounting and financial statement reporting.

GASB - Governmental Accounting Standards Board, the body responsible for establishing GAAP for governmental entities.

Glycol Containment System - The system designed to contain and transfer all snow and rain contaminated by Propylene Glycol used to deice an aircraft during the winter season.

Ground Transportation Revenues - One of six operating revenue categories which includes airport parking revenues and access fees from limousines, hotels/motels, taxis, and off airport parking facilities.

International Passengers - Passengers flying into or out of Albany International Airport with an origin or destination outside the 50 states and all U.S. territories.

Into-plane Fees – Revenue generated based on fuel pumped for the commercial airlines.

Landing Fee Revenues - Revenues collected from commercial aircraft landings.

Loading Bridge - Equipment used to board and deplane passengers between the terminal building and the aircraft.

Low-Volume Air Carrier - A Non-Signatory Airline with seven or fewer scheduled revenue flights departing from the Airport with an aggregate of no more than 700 departing passenger seats each calendar week.

Materials and Supplies Expense - One of the main expense categories which include materials and supplies purchased for airfield, ARFF, FBO, buildings, grounds, and vehicles and equipment.

Maximum Gross Landed Weight (MGLW) - Actual gross weight of a particular plane. The weights for all aircraft are published by the FAA.

National Air Transportation Association (NATA) - Organization that promotes safety and the success of aviation service businesses through its advocacy efforts before government, the media and the public as well as providing valuable programs and forums to further its members prosperity.

Non-Capital Equipment - Equipment, under \$50,000, not covered under the Capital Improvement Program, included within the operating budget.

Non-Signatory Airline - An airline or carrier who did not execute the airline use and lease agreement with the Authority.

Non-Operating Revenues - Revenues which are generated from passenger facility charges, improvement charges and interest income.

Occupational Safety and Health Administration (OSHA) Reportable Incidents – An injury that did not go beyond first aid and there was not any time lost on the job.

Office Expense - One of the main expenses that includes office equipment rental, agreements, and repairs; computer system support, maintenance, and agreements; office furniture and fixtures; and other supplies required to run normal activity in the administrative offices.

Operating Revenue - Revenues which are generated from the daily operations of the airport which includes the revenues from Airfield, Fixed Based Operator, Terminal, Ground Transportation, Concessions and Other Airport.

Other Airport Revenue - One of the six operating revenue categories which include land and building rental of off-airport property owned by the airport, T hangar and tie down rentals, utilities and miscellaneous items.

Operating and Maintenance Reserve Requirement - The requirement of the Resolution(s) and other finances document(s) of the Authority that a reserve can be created and maintained sufficient to pay not less than two months of budgeted operating and maintenance expenses.

Over- the-Wing (OTW) - The loading bridge attaches to the rear door of the plane over the wing of the plane to enplane passengers.

Passenger Facility Charges (PFC) - A \$4.50 per passenger surcharge collected by the airlines and forwarded to the Authority to pay for Airport capital projects or to be applied to the Airport's required debt service payments as approved by the Federal Aviation

Administration.

Personnel Services - One of the main expense categories which includes all wages, salaries and benefits.

Per Use Terminal Fee - A fee paid by a Low-Volume Carrier for use of the Airport Apron, Terminal and Equipment as provided for in the Signatory Airline Agreement.

Purchased Services - One of the main expense categories which include services purchased for accounting and auditing, insurance, legal, security, refuse removal, public relations, art exhibits, museum shop, advertising, passenger information booth, special studies, engineering services, professional management and code enforcement.

Revenue Per Enplanement (RPE) - A unit of measurement calculated by taking certain airport revenues divided by the number of enplanements.

Safety Recognition and Encouragement Program – Departments are eligible to receive rewards and recognition based on consecutive months of zero employee accidents or property damage.

Signatory Airline - An airline that has executed an agreement with the Authority and is charged fees in accordance with the Airline Use and Lease Agreement.

Terminal Revenue - One of the six operating revenue categories which includes rental of the terminal space, loading bridge rentals, tenant maintenance, and utilities.

T.I.P. - Terminal Improvement Project, the initial long range plan for improving and modernizing the airport including new infrastructure, roads, passenger terminal, control tower, cargo facilities, parking garage and other related airport support facilities which was substantially completed in the year 2000.

Transportation Security Agency (TSA) – The Department of Homeland Security responsible for protecting the Nation's transportation systems (including airports) to ensure freedom of movement for people and commerce.

Utilities and Communications - One of the major expense categories which include electricity, fuel, sewer, water, telephone, internet, radio communications, paging services, and cable television.