



NEW YORK'S TECH VALLEY AIRPORT

ALBANY
INTERNATIONAL
AIRPORT

ALBANY COUNTY AIRPORT AUTHORITY 2018 OPERATING BUDGET

Adopted December 11, 2017



FlyAlbany.com

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

ALBANY COUNTY AIRPORT AUTHORITY
Albany, New York 12211-1057

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ALBANY COUNTY AIRPORT AUTHORITY

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December 11, 2017

TO THE MEMBERS OF THE AUTHORITY:

The Finance Department herein presents Albany International Airport's (ALB) operating budget for calendar year 2018. 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.

The Bureau of Transportation Statistics reported that 2016 was the seventh consecutive year of U.S. Passenger Airline profitability. Scheduled service passenger airlines reported after-tax net profit of \$13.5 billion based on \$24.8 billion in reported pre-tax operating profit in 2016, down from \$28.0 billion in 2015. In the first half of 2017 Airlines for America (A4A), the industry trade organization for the leading U.S. airlines, reported pre-tax profits and margin were \$9.2 billion in compared to \$12.2 billion in first half of 2016. 2017 represented the fifth consecutive year of seat growth for U.S. Small Communities which are defined as having less than 0.25% if annual passenger boardings. The 2017 seat capacity for Small Communities was 13.7% higher than five years earlier while during the same time departures declined by 3.6%. According to the A4A, the increase in airline profits from 2015 through the first half of 2017 has been the result of a combination of lower fuel expense, higher traffic, lower fares, although somewhat offset by 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 the Middle East, natural disasters, and world health concerns 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 2018 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 2015 to be approximately 1.4 million. The per capita personal income in 2016 of the Albany-Schenectady-Troy CSA was \$50,983 compared to a national average of \$48,693. 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 2016, ALB's share was 0.167% based upon FAA data.

As of September 2017, ALB has scheduled passenger airline services provided by five major airlines and their commuter airlines, and three regional airlines Cape Air, Boutique Air, and OneJet. 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 2017, 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 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:

	<u>Full Size Jets</u>	<u>Regional Jets</u>	<u>Commuter Aircraft</u>	<u>Total</u>	<u>Average Monthly Maximum Seats Available</u>
Sep-17	22	28	10	60	142,752
As of December 31:					
2016	23	19	15	57	142,943
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

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:

	<u>Commercial Landed Weights (excludes cargo)</u>	<u>Enplanements</u>
Projected as of September 2017	1,597,500,000	1,416,584
As of December 31:		
2016	1,590,691,408	1,407,434
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

ACTIVITY PROJECTIONS FOR 2018

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 past years, there are indications of growth in the past 24 months and indications of likelihood that the higher seat capacity of 2016 and 2017 will reoccur in 2018. 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. Seat Capacity for 2017 has been flat in comparison to 2016. Indications are that that seat capacity for 2018 would be approximately the same as 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. The Airport provided incentives to airlines in the amount of \$50,732 in 2015 and \$539,720 in 2016 and estimates the value of unexpired incentives in place to be \$170,602 in 2017, \$107,464 in 2018 and \$42,523 in 2019. The cost of incentives to airlines is reflected in the budget as a reduction in the allocation of the Airport share of net revenues.

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 2018 budget assumes that substantially all airline rates and charges will be billed at the signatory airline rate.

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 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.

2018 OPERATING BUDGET FINANCIAL HIGHLIGHTS

The 2018 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 2018 are \$51.5 million and total operating expenses are \$35.5 million. The remaining \$16.0 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 4.0 million to share with the airlines at the end of the year. Additional airline revenue may be required to cover unanticipated expenses or unrealized revenues in 2018. 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 2018 Operating Budget the Operating and Maintenance Reserve requirement will be \$5.9 million based upon total budgeted operating expenses of \$35.5 million in 2018. At September 30, 2017 the Authority had \$11.7 million in its Operating and Maintenance Reserve Account and an additional \$11.0 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 2017 with \$4.7 million in net revenue to share with the Airlines and its Development Account would increase by \$1.8 million to a total of \$12.8 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 2014	December 31 2015	December 31 2016	Projected December 31 2017	Projected December 31 2018
Funds available for unrestricted operations	\$16,759,824	\$17,654,367	\$22,020,622	\$23,369,707	\$24,869,707
Restricted for:					
Capital projects	3,209,004	2,774,677	4,735,041	4,373,581	3,673,581
PFCs available for debt service payments	5,271,588	6,929,341	8,692,358	9,853,125	9,853,125
Debt Reserves and Debt Service Funds	11,960,037	11,971,970	11,703,502	11,703,502	11,703,502
Other restrictions	984,125	1,085,578	872,819	1,048,151	1,035,039
Total	\$38,184,578	\$40,415,933	\$48,024,342	\$50,348,066	\$51,134,954

The table below is a summary comparison based on the formula included in the Airlines Use and Lease Agreement showing the 2018 budget compared to the 2016 audited results, the 2017 adopted budget, and the 2017 projected results, along with the amount and percentage of changes for the 2018 budget versus the 2017 projected:

ALBANY COUNTY AIRPORT AUTHORITY OPERATING BUDGET SUMMARY (Before revenue sharing)						
	2016 Audited	2017 Budget	2017 Projected	2018 Budget	Budget 2018 vs. Projected 2017	
					\$ of Change	% of Change
REVENUES						
Airfield charges	\$6,387,524	\$7,219,654	\$7,250,605	\$7,620,988	\$370,383	4.9%
FBO	8,300,220	8,531,940	8,534,107	8,630,876	96,769	1.1%
Terminal rentals	6,798,239	6,738,718	6,819,393	6,913,009	93,615	1.4%
Concessions	7,540,432	7,836,858	7,870,849	8,178,660	307,811	3.8%
Ground Transportation	15,163,022	15,740,735	15,327,247	15,484,189	156,941	1.0%
Other Airport	4,075,480	4,110,948	4,246,860	4,137,180	-109,681	-2.7%
Other Revenues	603,452	503,284	517,883	517,883	0	0.0%
Total Revenues	\$48,868,369	\$50,682,135	\$50,566,946	\$51,482,784	\$915,838	1.8%
EXPENSES						
Personal Services	\$9,913,294	\$10,352,077	\$10,303,472	\$11,037,496	\$734,024	6.7%
Employee Benefits	4,243,655	5,031,423	4,919,528	5,500,581	581,053	10.6%
Utilities & Communications	2,112,132	2,435,196	2,053,957	2,118,939	64,981	3.1%
Purchased Services	5,621,321	6,348,034	5,819,547	6,386,044	566,496	8.9%
Materials & Supplies	8,171,160	8,620,010	8,498,110	8,764,272	266,161	3.0%
Offices	386,511	410,486	324,456	492,662	168,206	34.1%
Administration	844,605	901,396	913,365	910,405	-2,960	-0.3%
Noncapital Equipment	228,555	149,490	177,914	240,000	62,086	25.9%
Total Expenses	\$31,521,233	\$34,248,113	\$33,010,350	\$35,450,398	\$2,440,047	6.9%
DEBT SERVICE						
P&I Payments	9,436,220	8,735,658	9,602,928	8,703,730	-\$899,198	-10.3%
CAPITAL CHARGE COVERAGE						
	0	0	0	0	\$0	0.0%
RESERVE REQUIREMENTS						
	(141,582)	169,068	169,068	200,381	\$31,313	15.6%
CAPITAL EXPENDITURES						
	3,000,000	3,099,444	3,084,242	3,123,697	\$39,454	1.3%
LANDING FEE SURCHARGE						
	0	0	0	0	\$0	0.0%
FUNDS REMAINING						
	\$5,052,498	\$4,429,854	\$4,700,358	\$4,004,579	-\$695,779	-17.4%

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.

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 2016	Budget 2017	Projected 2017	Budget 2018	2018 Budget vs. 2017 Projected
Landing Fees <1>					
Signatory	\$2.73	\$3.13	\$3.13	\$3.33	6.4%
Non-Signatory	\$3.41	\$3.91	\$3.91	\$4.16	6.4%
Apron Fees <2>	\$1.19	\$1.36	\$1.32	\$1.38	4.5%
Terminal Rental Rate <2>					
Signatory	\$81.11	\$80.78	\$81.26	\$81.57	0.4%
Non-Signatory	\$101.39	\$100.98	\$101.58	\$101.96	0.4%
Loading Bridge Rate <3>	\$40,383	\$38,898	\$35,408	\$40,849	15.4%
Cost per Enplanement					
Airport CPE <4>	\$6.00	\$6.74	\$6.61	\$7.17	8.5%
FBO CPE	1.47	1.62	1.64	1.69	2.6%
Total Cost per Enplanement	\$7.47	\$8.35	\$8.25	\$8.85	7.3%
Debt Service Coverage	1.53	1.64	1.59	1.62	2.0%

<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 2016 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 2016, projected results for 2017, and the operating budget for 2018 presented in accordance with GAAP:

Summary Financial Information

	2016 Audited	2017 Projected	2018 Budget
Operating Revenues			
Airfield	\$ 5,882,274	\$ 6,780,570	\$ 7,220,531
Fixed Based Operations	8,300,218	8,534,107	8,630,876
Terminal	4,777,241	4,939,250	5,311,177
Concessions	7,540,431	7,870,849	8,178,660
Ground Transportation	15,163,022	15,327,247	15,484,189
Other Airport	4,075,479	4,246,860	4,137,180
Total Operating Revenues	<u>45,738,665</u>	<u>47,698,884</u>	<u>48,962,612</u>
Operating Expenses			
Airfield	3,072,752	3,045,509	3,255,010
Fixed Based Operations	6,170,676	6,675,342	6,899,852
Terminal	5,542,086	5,191,045	5,459,185
Loading Bridges	272,130	231,911	293,482
Parking	3,842,335	4,144,274	4,745,146
Landside	1,043,419	1,161,276	1,133,753
Public Safety	3,354,936	3,512,540	4,045,806
Aircraft Rescue & Fire Fighting	2,022,328	1,961,074	2,075,056
Vehicle Maintenance	1,164,857	1,303,150	1,395,246
Administration	5,628,093	5,784,229	6,147,862
Total Operating Expenses	<u>32,113,613</u>	<u>33,010,350</u>	<u>35,450,398</u>
Operating Income before Depreciation	13,625,052	14,688,534	13,512,214
Depreciation	<u>14,396,008</u>	<u>14,107,500</u>	<u>14,107,500</u>
Operating Income (Loss) Before Non-Operating Income and Expenses	(770,956)	581,034	(595,286)
Non-Operating Income and (Expenses)			
Passenger Facility Charges	5,385,946	5,472,547	5,462,565
Improvement Charges	368,400	368,400	368,400
Interest Income	12,280	10,783	10,783
Interest Expense	(5,002,200)	(3,681,492)	(3,554,335)
TSA (LEO) Reimbursement	222,772	138,700	138,700
Air Service Development	-	-	-
Amortization of Bond Issue Costs	<u>(100,347)</u>	<u>(81,276)</u>	<u>(68,308)</u>
Total Non-Operating Income and (Expenses)	886,851	2,227,662	2,357,805
Income (Loss) before Capital Contributions	115,895	2,808,696	1,762,519
Capital Contributions	2,389,827	5,132,152	5,599,370
Net Position			
Increase in Net Position	2,505,722	7,940,848	7,361,889
Total Net Position, beginning of year	<u>207,948,796</u>	<u>210,454,518</u>	<u>218,395,366</u>
Total Net Position, end of year	\$ 210,454,518	\$ 218,395,366	\$ 225,757,255

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 2018 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 2018.

This budget represents management's best estimates given the current economic conditions and recognizes that this budget will need extensive monitoring during 2018.

The recommended billing rates and charges are at this time are a prudent assessment of the financial results that are reasonably achievable in 2018, 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 2018. While being fiscally prudent with this budget, management is optimistic conditions can occur during 2018 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.

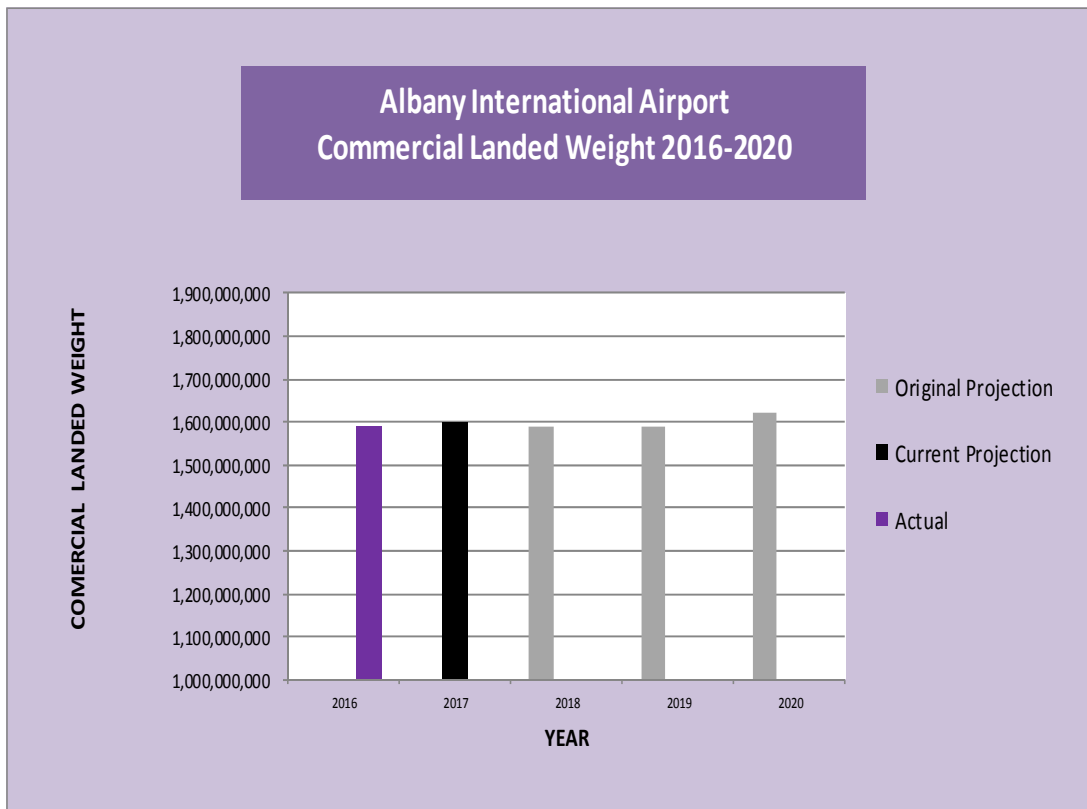
ACKNOWLEDGMENTS

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 2018. 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, 2017

Christopher P. Morill

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.

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	2016 Final	2017 Projected	2018 Budget
Safety	Employee Accidents and Incidents	Construction Injuries Lost Time Injury Rate	21	18	12
		Airfield Violations	Runway Incursions	0	0
		Runway Condition FAA Safety Compliance	12	0	0
		Inspection Discrepancies	17	2	0
Security	Security Incidents and Violations	Security Badge Breaches			
		Letters of investigation	1	0	0
		Violations	1	0	0
Financial	Revenue Management	Total Airline per EPAX*	\$7.82	\$8.54	\$9.14
		Total Non-Airline Revenue per EPAX	\$25.10	\$25.50	\$25.85
		Total Revenue per EPAX*	\$32.93	\$34.04	\$34.99
	Cost Performance	Operating Cost per EPAX	\$7.47	\$8.25	\$8.85
		Airport Cost per EPAX	\$6.00	\$6.61	\$7.17
	Debt Management	Debt Service Coverage Ratio	1.53	1.59	1.62
		Debt per EPAX	\$6.71	\$6.78	\$6.16
	Liquidity	Days Unrestricted Cash on Hands	235	257	273
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	14	6	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	25	24	20

Area of Measurement	Performance Measure	Performance Measure Component	2016 Final	2017 Projected	2018 Budget
People	Employee Satisfaction	Employee Turnover	15.9%	16.0%	15.0%
		AFCO AvPorts	10.0%	11.7%	6.0%
		Million Air FBO Albany County Airport Authority	0%	0%	0%
	Workforce Diversity	Minority Representation in Workforce	17.04%	14.0%	14.0%
		AFCO AvPorts	35.4%	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 2016 to report on this performance measure.

2018 Organizational Strategic Goals

Strategy	Goal	2018 Key Initiatives	2018 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

Strategy	Goal	2018 Key Initiatives	2018 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 2017.

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.

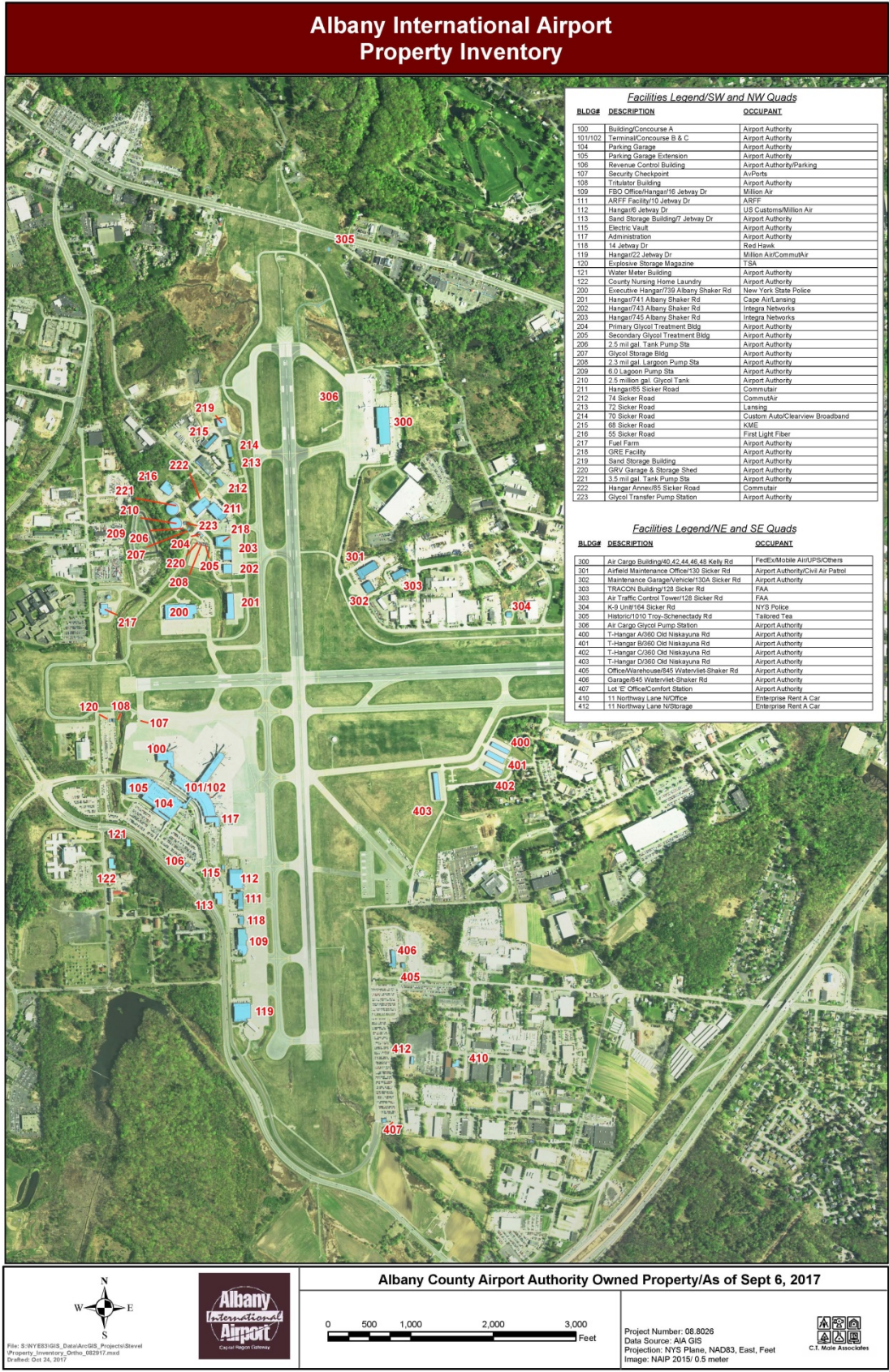
The Albany International Airport is defined by the Federal Aviation Administration (FAA) as a small hub airport, which is an airport that handles 0.05 percent to 0.249% of the total enplaned passengers by nationwide. In 2015, Albany International Airport was ranked the 85th largest domestic passenger airport in the United States, 150th for total aircraft operations, and 104th 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 (for October – December 2017)

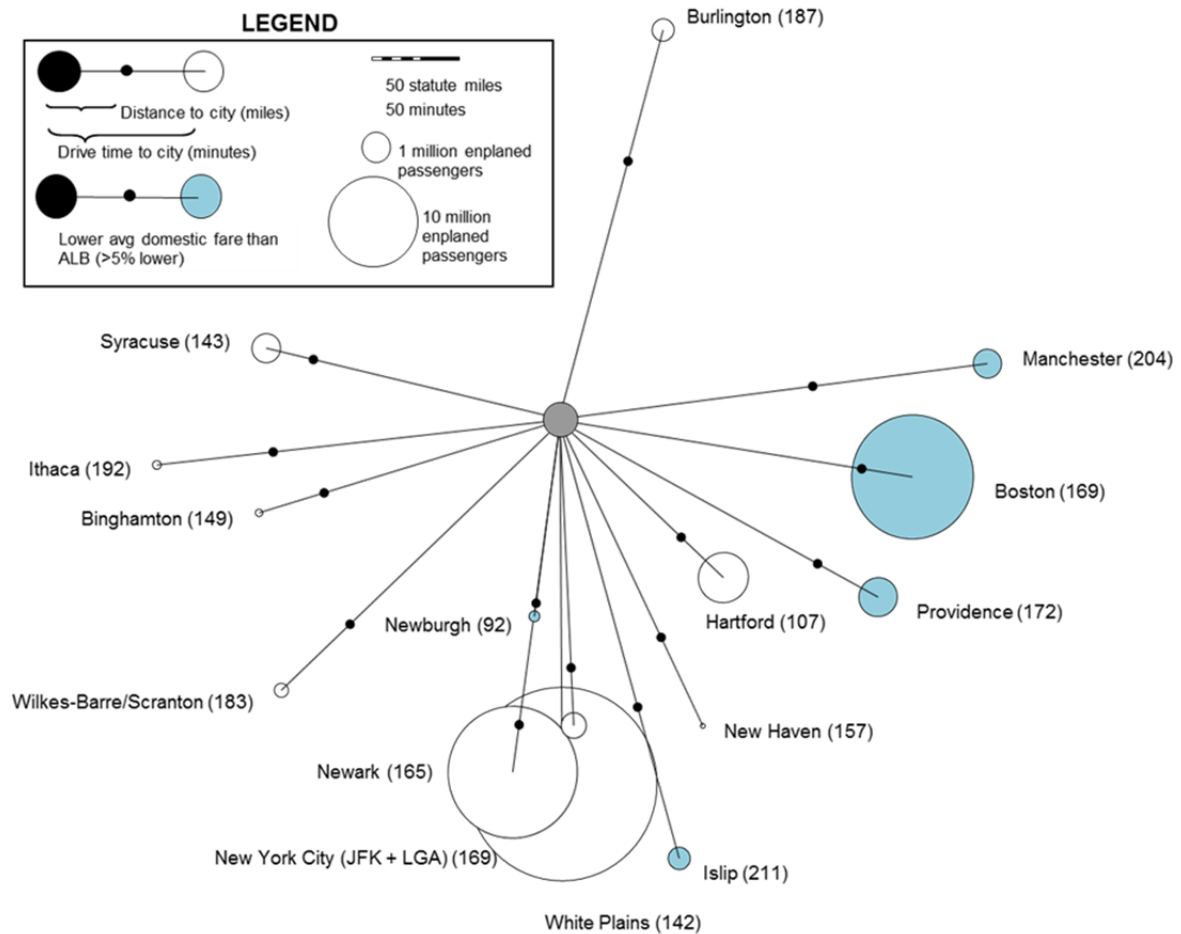




Location Analysis, Albany (first quarter 2017)

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, Boston, Providence, Islip, and Newburgh 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 Schedule for average 1Q2017 fare data;
U.S. DOT, Schedule T100 for enplaned passengers for the 12 months ended March 31, 2017.

Prepared by LeighFisher, September 27, 2017

**Average Fare Comparison of Selected Commercial Airports
to Albany International Airport**
(for the 3 months ended March 31, 2017; 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	\$52,850,440	294,117	\$179.69	14.0	1,219	-	-	-	-
Ithaca	4,194,316	18,644	224.97	16.4	1,219	25.2%	-	-	X
Syracuse	41,581,937	202,811	205.03	17.2	1,091	14.1	-	-	X
Binghamton	2,174,383	10,698	203.25	19.5	933	13.1	-	-	X
Burlington	23,106,801	113,879	202.91	16.5	1,134	12.9	-	-	X
New Haven	1,253,528	6,434	194.83	16.6	1,124	8.4	-	-	X
White Plains	32,789,742	171,046	191.70	18.3	1,011	6.7	-	-	X
Wilkes-Barre/Scranton	9,889,057	53,149	186.06	15.3	1,107	3.5	-	X	-
Hartford	117,597,416	646,034	182.03	14.3	1,210	1.3	-	X	-
New York	1,366,011,024	7,625,083	179.15	13.8	1,298	-0.3	-	X	-
<i>Kennedy</i>	<i>475,936,014</i>	<i>2,409,937</i>	<i>197.49</i>	<i>11.9</i>	<i>1,639</i>	<i>9.9</i>	-	-	X
<i>Newark</i>	<i>494,395,786</i>	<i>2,630,683</i>	<i>187.93</i>	<i>13.8</i>	<i>1,333</i>	<i>4.6</i>	-	X	-
<i>LaGuardia</i>	<i>393,679,223</i>	<i>2,584,463</i>	<i>153.10</i>	<i>15.8</i>	<i>945</i>	<i>-14.8</i>	X	-	-
Manchester	33,251,096	194,935	170.58	14.4	1,132	-5.1	X	-	-
Boston	489,655,146	2,918,170	167.80	12.9	1,271	-6.6	X	-	-
Providence	58,753,112	364,739	161.08	13.8	1,121	-10.4	X	-	-
Newburgh	5,088,371	32,110	158.47	14.6	1,044	-11.8	X	-	-
Islip	19,296,108	130,783	147.54	14.3	1,014	-17.9	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 International Airport
Population in the Air Trade Area**

	2015	2010	2010 vs. 2000	2000	2000 vs. 1990	1990
<u>PRIMARY TRADE AREA</u>						
State of New York						
Albany County	309,381	304,204	3.3%	294,565	0.7%	292,594
Columbia County	61,509	63,096	0.0%	63,094	0.2%	62,982
Fulton County	53,992	55,531	0.8%	55,073	1.6%	54,191
Greene County	47,625	49,221	2.1%	48,195	7.7%	44,739
Montgomery County	49,642	50,219	1.0%	49,708	-4.4%	51,981
Rensselaer County	160,266	159,429	4.5%	152,538	-1.2%	154,429
Saratoga County	226,249	219,607	9.5%	200,635	10.7%	181,276
Schenectady County	154,604	154,727	5.6%	146,555	-1.8%	149,285
Schoharie County	31,330	32,749	3.7%	31,582	-0.9%	31,859
Warren County	64,688	65,707	3.8%	63,303	6.9%	59,209
Washington County	62,230	63,216	3.6%	61,042	2.9%	59,330
State of Massachusetts						
Berkshire County	127,828	131,219	-2.8%	134,953	-3.2%	139,352
State of Vermont						
Bennington County	36,317	37,125	0.4%	36,994	3.2%	35,845
PRIMARY TRADE AREA	1,385,661	1,386,050	3.6%	1,338,237	1.6%	1,317,072
<u>SECONDARY TRADE AREA</u>						
State of New York						
Delaware County	46,053	47,980	-0.2%	48,055	1.8%	47,225
Dutchess County	295,754	297,488	6.2%	280,150	8.0%	259,462
Essex County	38,478	39,370	1.3%	38,851	4.6%	37,152
Hamilton County	4,712	4,836	-10.1%	5,379	1.9%	5,279
Herkimer County	63,100	64,519	0.1%	64,427	-2.1%	65,797
Otsego County	60,636	62,259	0.9%	61,676	1.9%	60,517
Ulster County	180,143	182,493	2.7%	177,749	7.5%	165,304
State of Connecticut						
Litchfield County	183,603	189,927	4.2%	182,193	4.7%	174,092
State of Massachusetts						
Franklin County	70,601	71,372	-0.2%	71,535	2.1%	70,092
Hampden County	470,690	463,490	1.6%	456,228	0.0%	456,310
Hampshire County	161,292	158,080	3.8%	152,251	3.9%	146,568
State of Vermont						
Addison County	37,035	36,821	2.4%	35,974	9.2%	32,953
Rutland County	59,736	61,642	-2.8%	63,400	2.0%	62,142
Windham County	43,386	44,513	0.7%	44,216	6.3%	41,588
Windsor County	55,737	56,670	-1.3%	57,418	6.2%	54,055
SECONDARY TRADE AREA	1,770,956	1,781,460	2.4%	1,739,502	3.6%	1,678,536
TOTAL PRIMARY AND SECONDARY TRADE AREA POPULATION	3,156,617	3,167,510	2.9%	3,077,739	2.7%	2,995,608
State of New York	19,795,791	19,378,102	2.1%	18,976,457	5.5%	17,990,455
United States	321,418,820	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

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
2016 Fall Semester

<u>Name</u>	<u>County</u>	<u>Public/Private</u>	<u>Enrollment</u>
State University of New York at Albany	Albany	Public	17,372
Hudson Valley Comm. College	Rensselaer	Public	11,600
Rensselaer Polytechnic Institute	Rensselaer	Private	7,442
Schenectady Comm. College	Schenectady	Public	5,981
College Of Saint Rose	Albany	Private	4,211
Adirondack Comm. College	Warren	Public	3,841
Siena College	Albany	Private	3,247
The Sage Colleges	Rensselaer	Private	2,714
Fulton-Montgomery Comm. College	Fulton-Montgomery	Public	2,634
Skidmore College	Saratoga	Private	2,539
Cobleskill	Schoharie	Public	2,304
Union College	Schenectady	Private	2,119
Columbia-Greene Comm. College	Columbia-Greene	Public	1,642
Albany College Of Pharmacy	Albany	Private	1,408
Empire State College	Albany	Public	1,361
Excelsior College	Albany	Private	1,159
Albany Medical College	Albany	Private	822
Maria College	Albany	Private	804
Empire Education Corp.	Albany	Private	577
Bryant & Stratton Business Institute	Albany	Private	465
Clarkson University	Albany	Private	404
Albany Law School	Albany	Private	397
SUNY Polytechnic Institute	Albany	Public	283

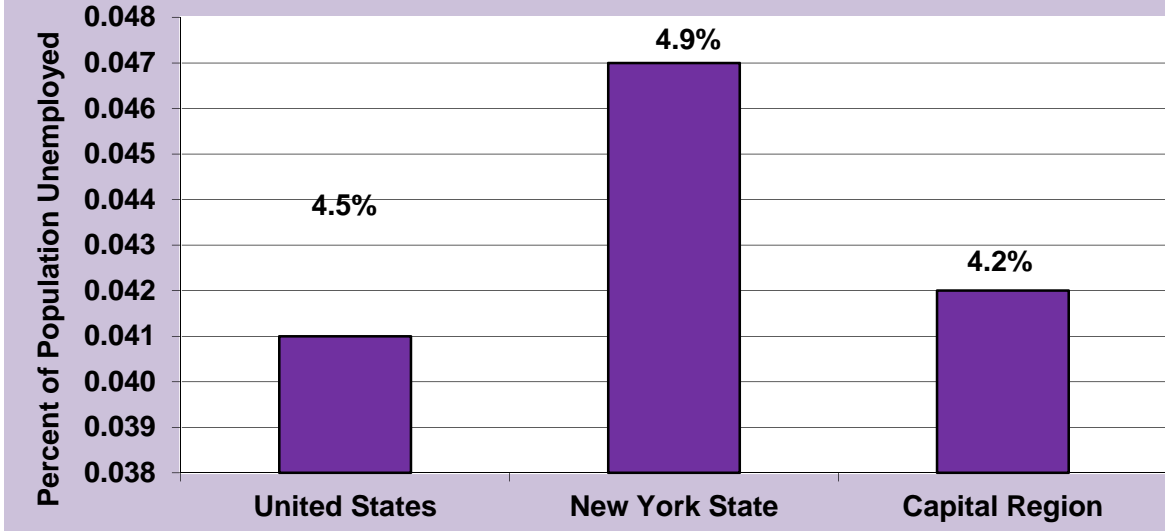
Source: Albany Business Review, Book of Lists

Private-Sector Employers in the Capital Region as of July 2016

<u>Rank</u>	<u>Employer</u>	<u>Industry</u>	<u>Total Staffing</u>
1	St. Peter's Health Care Services	Health Care	12,133
2	Albany Medical Center	Health Care	9,081
3	Golub Corporation	Retail Grocery, Headquarters, and Dist. Center	8,058
4	General Electric Company	Energy, Research, Industrial	7,000
5	Hannaford Brothers	Retail Grocery	5,000
6	Glens Falls Hospital	Health Care	3,762
7	Ellis Medicine	Health Care	3,501
8	Stewart's Ice Cream Co., Inc.	Dairy Products	3,154
9	Bechtel Marine Propulsion Corp.	Research and development	3,000
10	Global Foundries	Semiconductor Manufacturing	3,000
11	Center for Disability Services	Health Care	2,500
12	Saratoga Hospital & Nursing Home	Health Care	2,389
13	Rensselaer Polytechnic Institute	Educational Services	1,860
14	St Mary's Hospital	Health Care	1,632
15	Empire Blue Cross/Blue Shield	Health Insurance	1,500
16	Regeneron Pharmaceuticals Inc.	Biopharmaceutical development	1,400
17	Columbia Memorial Health	Health Care	1,398
18	M+W U.S. Inc. - A Company of the M	Global engineering, construction and project managemen	1,379
19	Northern Rivers Family Services Inc.	Health Care	1,200
20	Momentive Performance Materials Inc.	Speciality silicones and quartz products	1,000
21	Nathan Littauer Hospital and Nursing	Health Care	939
22	Siena College	Educational Services	935
23	Ayco Co. LP	Banking/Financial services	921
24	Union College	Educational Services	865
25	AngioDynamics Inc.	Designer/manufacture of medical devices	858

Source: Albany Business Review

Capital Region Unemployment Rate
(not seasonally adjusted)
September 2017

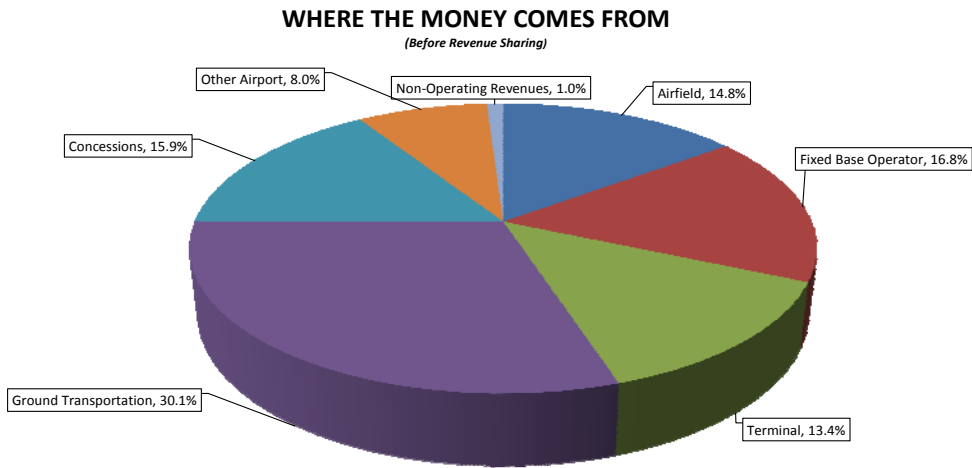


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3) REVENUES

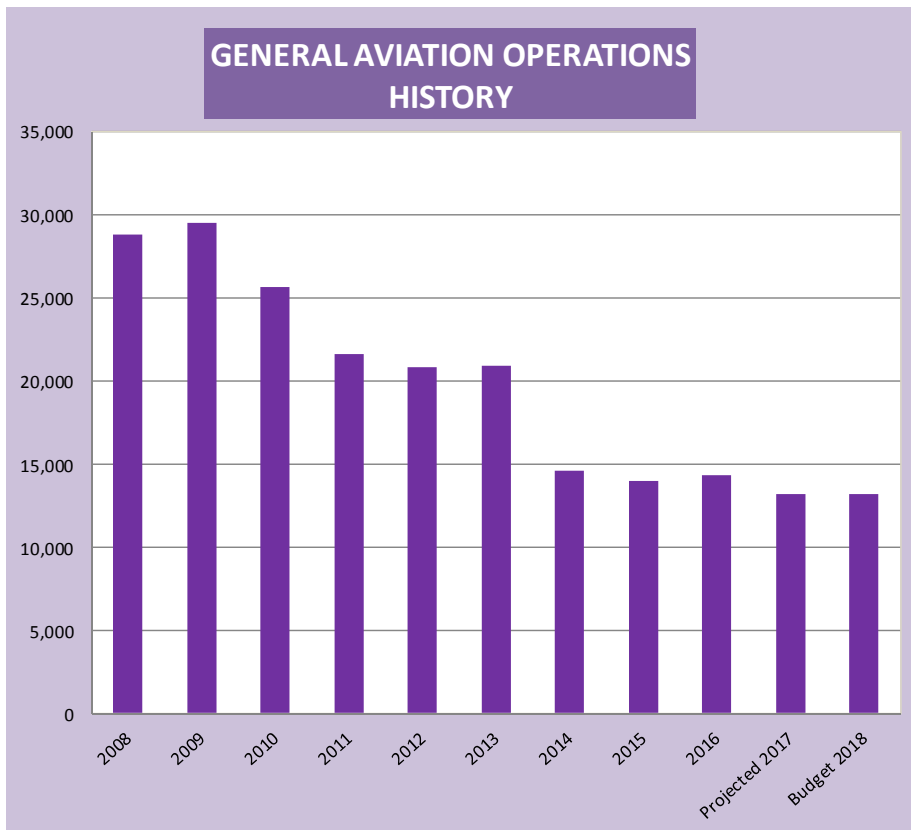
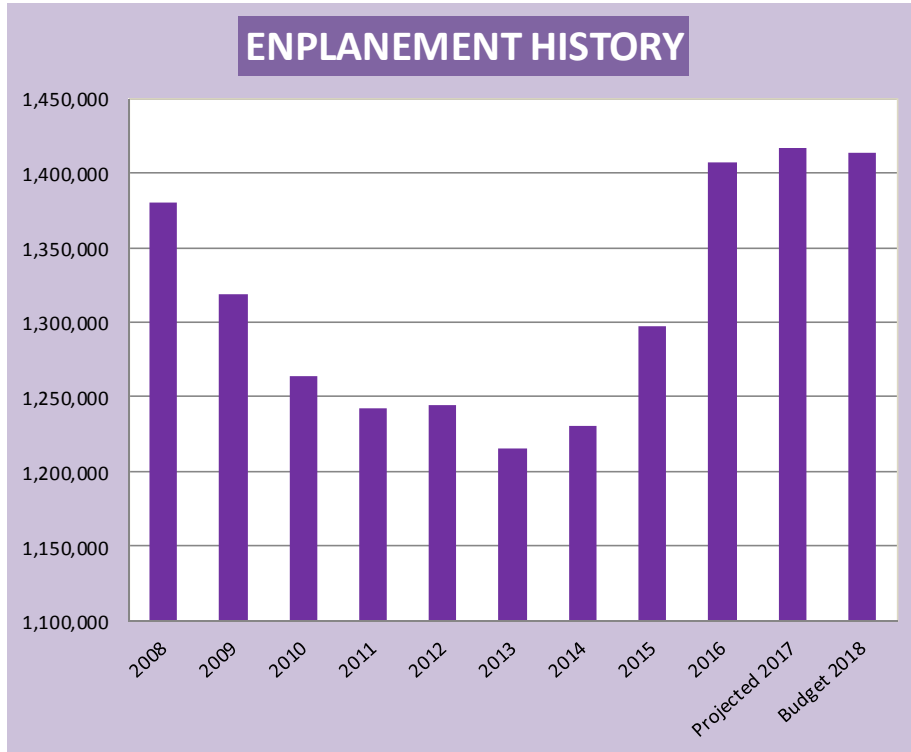
DESCRIPTION OF REVENUES

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 2018 will be 1,414,000 which is in line with projected 2017 enplanements. It is estimated that general aviation operations for 2018 will be 13,161 which is in line with the projected 2017 operations.

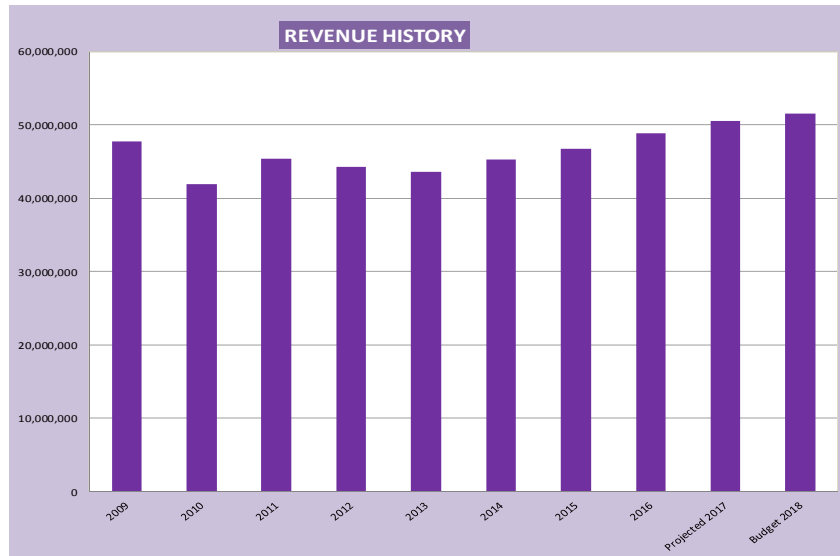
	Audited 2016	Budgeted 2017	Projected 2017	Budgeted 2018	% Inc./Dec)
Enplanements	1,407,434	1,400,000	1,416,584	1,414,000	-0.2%
General Aviation Operations	14,328	14,589	13,161	13,161	0.0%



REVENUE SUMMARY

Total revenues for 2018 are budgeted at \$51,482,784 before revenue sharing which is 1.8% higher than the 2017 projected amount of \$50,566,946 before revenue sharing. Below is a revenue summary of audited 2016, budgeted 2017, projected 2017, and budgeted 2018 and a graph of historical operating revenues since 2009, along with 2017 projected revenues and 2018 budgeted revenues.

	Audit 2016	Budget 2017	Projected 2017	Budget 2018
Operating				
Airfield	\$ 6,387,524	\$ 7,219,654	\$ 7,250,605	\$ 7,620,988
Fixed Based Operations	8,300,220	8,531,940	8,534,107	8,630,876
Terminal	6,798,239	6,738,718	6,819,393	6,913,009
Ground Transportation	15,163,022	15,740,735	15,327,247	15,484,189
Concessions	7,540,432	7,836,858	7,870,849	8,178,660
Other Airport	4,075,480	4,110,949	4,246,860	4,137,180
	48,264,917	50,178,852	50,049,063	50,964,901
Non Operating				
Interest Income	12,280	10,784	10,783	10,783
TSA (LEO) Reimbursement	222,772	124,100	138,700	138,700
Improvement Charges	368,400	368,400	368,400	368,400
	603,452	503,284	517,883	517,883
Total Revenues Before Revenue Sharing	\$ 48,868,369	\$ 50,682,136	\$ 50,566,946	\$ 51,482,784



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

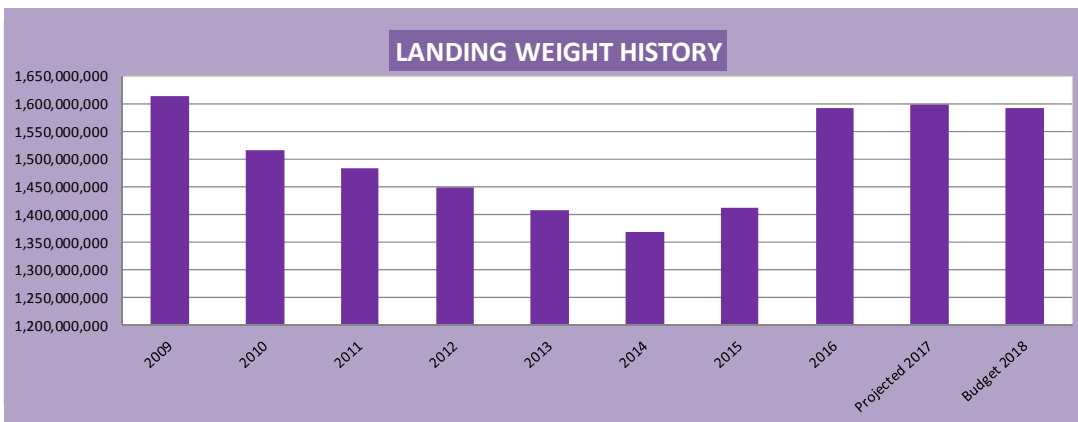
increase due to promotional specials for parking at the Airport. Concessions have contributed to the increase in revenues due to a new lease with retail concession.

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).

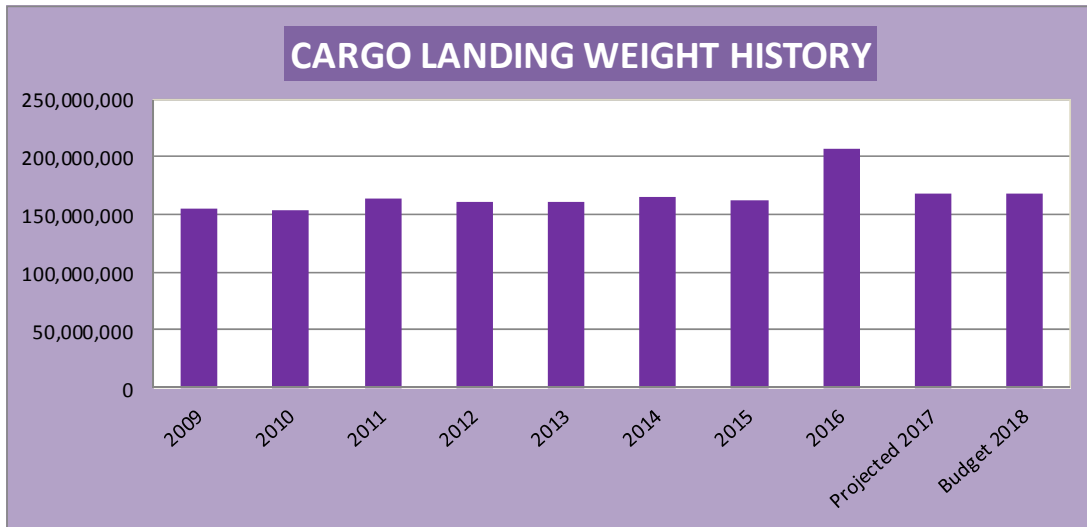
AIRLINE LANDING FEES The commercial landed weight for 2018 is expected to be 1,590,691,000 pounds which is in line with the 2017 projected amount. Under the Airline Use and Lease Agreement the landing fee for signatory airlines in 2018 will be \$3.33 per 1,000 pounds of Maximum Gross Landed Weight (MGLW). The rate for non-signatory airlines is 125 percent of the signatory rate or \$4.16. Using the calculated signatory and non-signatory landing fee rates, landing fees for 2018 are budgeted at \$5,297,871. The table below demonstrates zero growth in non-signatory landing weight.

	Audited 2016	Budgeted 2017	Projected 2017	Budgeted 2018	% Inc/(Dec)
Signatory					
Landing Fee Rate	\$2.73	\$3.13	\$3.13	\$3.33	6.4%
Landing Weights 000-lbs (MGLW)	1,589,679	1,600,000	1,595,437	1,589,679	-0.4%
Non-Signatory					
Landing Fee Rate	\$3.41	\$3.91	\$3.91	\$4.16	6.4%
Landing Weights 000-lbs (MGLW)	1,012	0	2,063	1,012	-50.9%



CARGO LANDING FEES There are two major cargo carriers that have signed the Cargo Carrier Airfield Use Agreement for the 2016-2020 renewal term. For 2018, the signatory cargo carriers will be charged the signatory landing fee of \$3.33. The non-signatory cargo carriers will be charged the non-signatory landing fee of \$4.16. Air cargo landing weight projected for 2018 will be 167,562,000 forecasting zero growth as demonstrated in the table below. The cargo landing fees for 2018 are budgeted at \$570,016.

	Audited 2016	Budgeted 2017	Projected 2017	Budgeted 2018	% Inc./Dec.
Signatory					
Landing Fee Rate	\$2.73	\$3.13	\$3.13	\$3.33	6.4%
Landing Weights 000-lbs (MGLW)	154,658	151,531	153,568	153,568	0.0%
Non-Signatory					
Landing Fee Rate	\$3.41	\$3.91	\$3.91	\$4.16	6.4%
Landing Weights 000-lbs (MGLW)	14,093	11,406	13,994	13,994	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 157,311 gallons used. For 2018, \$361,925 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 (505,472 sq. ft.). For 2018 the rate per square foot will be \$1.38. Based on that rate, Apron Fees are budgeted at \$695,400.

TENANT MAINTENANCE Tenant maintenance is a recovery for services and materials rendered to tenants by Airport employees. The amount of \$30,000 is budgeted for 2018.

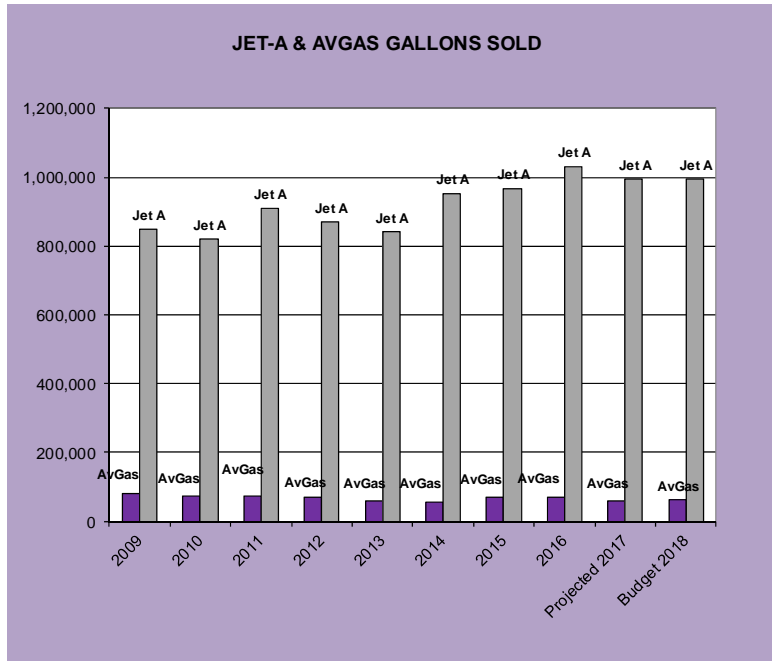
CONTROL TOWER RENTAL The Federal Aviation Administration pays rent based on the annual cost to maintain the facility. This includes the direct and indirect operating and maintenance costs and debt service payments resulting from the construction of the facility by the Authority. It is projected this will generate \$665,776 of revenues in 2018; the same as projected for 2017.

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 \$4,378,590 is budgeted for 2018. The budgeted amount for 2018 was determined by projecting we would sell 995,134 gallons at \$4.40 per gallon.

AVGAS FUEL SALES AvGas fuel sales are the sale of fuel purchased for general aviation. The amount of \$307,869 is budgeted for 2018. The budgeted amount for 2018 was determined by projecting we would sell 63,088 gallons at \$4.88 per gallon.

The following graph demonstrates the trend used to calculate the gallons for the 2018 budget.



AUTO GAS FUEL SALES Auto gas fuel sales are the sale of gasoline to the airlines for ground equipment. The amount of \$68,487 is budgeted for 2018 which is 2.5% higher than the 2017 projected amount of \$66,817 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 \$211,221 is budgeted for 2018 which is 2.5% higher than the 2017 projected amount of \$206,069 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 \$664,133 is budgeted for 2018 which is in line with the 2017 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 2018. The amount of \$600,144 is budgeted for 2018 which is in line with the 2017 projected amount of \$594,008. It is projected there will be 18,449,163 gallons of fuel charged a fuel-flowage fee and 155,564 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 \$256,964 is budgeted for 2018 which is a 0.5% increase from the 2017 projected amount of \$255,686.

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 \$176,437 is budgeted for 2018 which is a 0.5% increase from the 2017 projected amount of \$175,559.

AVGAS FUEL SALES COMMERCIAL This revenue generated from a carrier who purchases fuel directly from the Authority. This carrier is projected to purchase 115,627 gallons of Avgas at \$3.57 per gallon. The amount of \$412,788 is budgeted for 2018.

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 \$504,616 is budgeted for 2018. It is predicted that 46,767 gallons will be sold at \$10.79 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 \$74,445 is budgeted for 2018. It is predicted that 6,855 gallons will be sold at \$10.86 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 \$423,449 is budgeted for 2018. It is predicted that 80,047 gallons will be sold at \$5.29 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 \$117,357 is budgeted for 2018. It is predicted that 21,895 gallons will be sold at \$5.36 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 \$28,220 is budgeted for 2018. It is predicted that 1,613 gallons of Type I will be sold at \$16.00 per gallon and 134 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 \$324,732 is budgeted for 2018 which is 2.5% higher than the 2017 projected amount of \$316,812.

GENERAL AVIATION CUSTOMER SERVICE Customer service is revenue received from handling, catering, retail, and other general aviation services. The amount of \$81,422 is budgeted for 2018 which is 1.0% higher than the 2017 projected amount of \$80,616.

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 2018 is projected at \$81.57 annually per square foot versus \$80.78 annually per square foot in the 2017 adopted budget. The rate for non-signatory airlines will be 125% of the signatory rate or \$101.96 for 2018 versus \$100.98 budgeted for 2017. Space rental fees budgeted for 2018 are \$5,613,076.

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 2018 is \$448,828.

NON-AIRLINES SPACE RENTAL-FLAT RATE The Authority leases terminal space to certain tenants at a fixed rate. The amount of \$59,190 is budgeted for 2018.

NONAIRLINE SPACE RENTAL-SIGNATORY RATE The Authority leases terminal space to certain tenants at the signatory rate of \$81.57 per square foot projected for 2018. The amount of \$39,350 is budgeted for 2018.

NON-AIRLINES SPACE RENTAL The Authority leases terminal space at one-half the signatory airline rental rate of \$40.79 annually per square foot in 2018 versus \$40.39 in 2017 to non-airline tenants such as car rental companies, baggage delivery companies and others. The amount budgeted for 2018 is \$160,526.

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 2018 the charge per loading bridge will be \$40,849 annually versus \$38,898 per bridge in 2017. The amount budgeted for 2018 is \$531,039.

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 \$35,000 is budgeted for 2018.

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 2018 is \$26,000.

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 2018, the parking revenue is projected to be \$15,170,719, or \$10.73 of revenue per enplanement (RPE) which is 1.0% more than the 2017 projected amount of \$15,016,314 due to slight decrease in enplanements. Also included in public parking revenues are the fees collected from 796 Albany based Airport employees and 134 non-Albany based employees.

Public parking rates are as follows:

Albany Based Employee Parking (796 employees)	\$12 per year	\$9,552
Non-Albany Based Employee Parking (134 Flight Crew)	\$240 per year	\$32,160
Short Term Parking	First half hour free, \$2 second half hour and \$2 an hour after	\$1,070,163
Long Term Parking	\$10 per day every day	\$4,609,080
Garage Parking	\$13 per day every day	\$6,373,957
Economy Parking	\$6 per day every day	\$3,075,807
Total Parking Revenue		\$15,170,719

Available public parking spaces:

	As of <u>Dec-16</u>	As of <u>Sep-17</u>
Short Term - Garage/Surface	222	222
Long Term - Garage	1,912	1,912
Long Term - Surface Lot A	1,589	1,789
Economy - Surface Lot E	2,574	2,763
Rental Cars	307	307
Employees/Visitors	341	365
Total:	<u>6,945</u>	<u>7,358</u>

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 2017 and 2018 are as follows:

	<u>Fees</u>	Projected <u>2017</u>	Budget <u>2018</u>	2018 Budget vs <u>Projected 2017</u>
Per Entrance:				
Limousine Services	\$1.43 per entrance	\$3,729	\$3,762	0.9%
Taxi Cab Companies (Agreement)	\$1.43 per entrance	\$78,319	\$79,012	0.9%
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%	<u>\$204,835</u>	<u>\$206,646</u>	0.9%
		\$310,933	\$313,470	0.8%

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 of phone cards, vending machines, ATM, and baggage cart rentals.

Revenues for concessions are based on enplanements being 1,414,000 for the 2018 budget and enplanements being 1,416,584 projected 2017. 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:

	2017 RPE	Projected 2017	2018 RPE	Budget 2018	2018 Budget vs Projected 2017
Rental Cars	\$3.71	\$5,250,128	\$3.73	\$5,277,984	0.5%
Food & Beverage	0.56	788,766	0.74	1,045,060	32.5%
Retail	0.57	810,229	0.59	830,657	2.5%
Advertising	0.27	382,504	0.27	385,624	0.8%
Foreign Currency	0.02	26,600	0.02	26,600	0.0%
Museum Shop	0.19	271,617	0.19	271,122	-0.2%
Operating Permits	0.13	190,684	0.13	190,684	0.0%
Telephone-Payphones	0.00	2,451	0.00	2,500	2.0%
Telephone-Tenants	0.05	72,425	0.05	72,425	0.0%
Bank ATMs	0.03	36,120	0.03	36,415	0.8%
Vending Machines	0.02	32,325	0.02	32,589	0.8%
Baggage Cart Concessions	0.00	7,000	0.00	7,000	0.0%
Total	\$5.57	\$7,870,849	\$5.77	\$8,178,660	3.9%

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 \$312,956 budgeted for 2018 is 2.0% higher than the 2017 projected revenues of \$306,853 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 2018 the Industrial Park will generate \$557,765 in revenues, which is 3.9% higher than the 2017 projected revenues of \$536,855 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 \$100,328 is budgeted for 2018.

GENERAL AVIATION TIE-DOWNS It is anticipated that in 2018 the Tie-Downs will generate \$4,096.

AV GAS FUEL SALES AvGas fuel sales at the self-service facility at the T-Hangars are based on General Aviation operations being 13,161 for the 2018 budget. 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 2018 is \$3.28 and for projected 2017 \$3.26. The 2018 budgeted amount is \$43,138 which is in line with 2017 projected amount of \$42,923.

PARKING GARAGE SPACE RENT Included in the 2009 rental car agreement is return space rent for the rental cars. The \$87,161 budgeted for 2018 which is 307 spaces at \$283.91 per space.

HANGAR RENTAL The Authority owns four hangars in the northwest quadrant of the airport it rents to various tenants. The \$441,385 budgeted for 2018 is 4.0% higher than the 2017 projected amount of \$424,239 due to annual increases.

BUILDING RENTAL The Authority rents out various portions of buildings to various tenants. The 2018 budgeted amount is \$126,291 which is 1.4% higher than the 2017 projected amount of \$124,507.

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 \$884,349 are budgeted for 2018.

AIRCRAFT MAINTENANCE & SERVICE CENTER This aircraft maintenance and service center was completed in 2007. For 2018, \$39,987 is budgeted which is 48.3% less than the 2017 projected amount of \$77,289 due to a tenant leaving.

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 2018 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 \$136,000 reimbursed for 2018 which is in line with the projected 2017 amount of \$135,036.

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 2018 which is in line with projected 2017.

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 \$11,640 of revenues will be generated in 2018. The following table represents the revenues incurred from this service.

Internet	14 lines at \$55 per month	\$9,240
Cable	6 lines at \$100 per quarter	\$2,400
Total Internet and Cable Access		\$11,640

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 \$25,000 in revenues will be generated in 2018. 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 2018.

PURCHASING PROPOSALS The Authority collects fees from vendors who request proposals, contract bids and other forms of solicitations. The amount of \$7,000 is budgeted for 2018. 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 \$15,000 is budgeted for 2018.

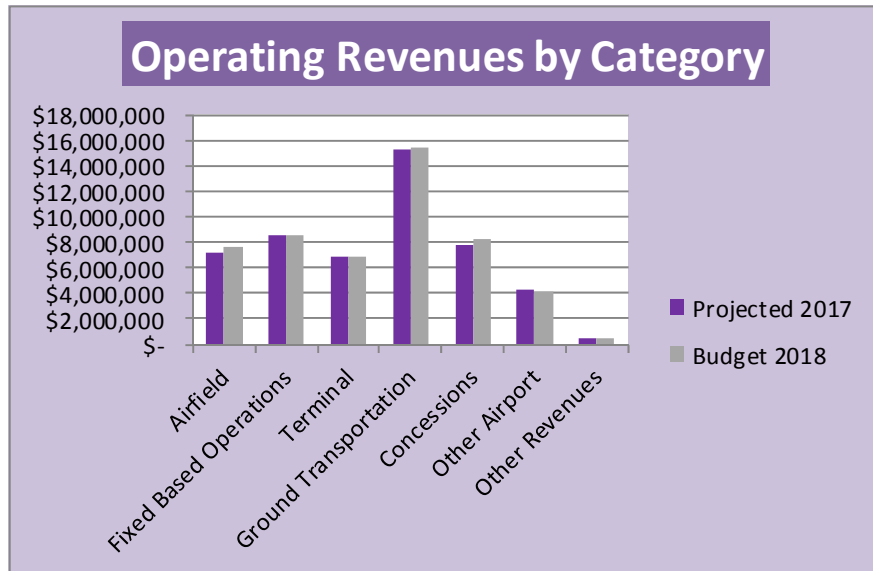
OTHER Various miscellaneous revenues are collected from non-repetitive sources. Revenues of \$60,000 are budgeted for 2018.

OTHER REVENUES

INTEREST EARNINGS The Airport receives revenues from interest generated by investment of operating, capital, and reserve funds. There is \$10,783 budgeted in 2018.

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 \$138,700 is budgeted for 2018.

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 2018 budget.



Albany County Airport Authority 2018 Operating Budget

Albany County Airport Authority Albany International Airport 2018 Budget REVENUES				
	Audited 2016	Budget 2017	Projected 2017	Budget 2018
AIRFIELD				
Airline Landing Fees	\$4,344,014	\$5,008,000	\$5,001,825	\$5,297,871
Airline Airfield Revenue Sharing	(505,250)	(442,985)	(470,036)	(400,458)
Cargo Landing Fees	480,561	519,231	535,664	570,016
Glycol Disposal Fee	288,655	334,448	359,335	361,925
Airline Apron Fee	571,813	656,290	657,870	695,400
TSA Apron Fee	908	908	227	0
Tenant Maintenance	35,797	35,000	29,908	30,000
Control Tower Rental	665,776	665,776	665,776	665,776
	<u>\$5,882,274</u>	<u>\$6,776,668</u>	<u>\$6,780,570</u>	<u>\$7,220,531</u>
FBO				
Jet A Fuel Sales	\$4,231,205	\$4,245,294	\$4,353,675	\$4,378,590
Avgas Fuel Sales General Aviation	316,634	316,191	309,454	307,869
Auto Gas Fuel Sales	61,095	60,000	66,817	68,487
Diesel Fuel Sales	184,494	178,000	206,069	211,221
Into-plane	665,145	661,822	664,133	664,133
Fuel Farm	554,348	576,909	594,008	600,144
General Aviation Landing Fees	279,018	281,008	255,686	256,964
General Aviation Parking Fees	210,229	207,185	175,559	176,437
Avgas Fuel Sales Commercial	499,829	559,300	413,767	412,788
Deicing Type I - Sprayed	348,587	515,555	479,585	504,616
Deicing Type IV - Sprayed	63,674	73,360	71,934	74,445
Deicing Type I - Consortium	333,662	349,670	404,362	423,449
Deicing Type IV - Consortium	98,804	90,032	113,409	117,357
Deicing - GA	47,965	39,700	28,220	28,220
General Aviation Tenants	332,095	315,744	316,812	324,732
General Aviation Customer Services	73,436	62,171	80,616	81,422
	<u>\$8,300,220</u>	<u>\$8,531,940</u>	<u>\$8,534,107</u>	<u>\$8,630,876</u>
TERMINAL				
Airline Space Rental	\$5,492,854	\$5,474,218	\$5,591,744	\$5,613,076
Airline Terminal Revenue Sharing	(2,020,999)	(1,771,941)	(1,880,143)	(1,601,831)
TSA Space Rental	432,731	448,828	448,828	448,828
Nonairline Space Rental - Flat Rate	61,840	59,118	59,190	59,190
Nonairline Space Rental - Signatory Rate	35,894	38,938	\$38,774	39,350
Nonairline Space Rental	149,579	157,944	159,056	160,526
Loading Bridge Rentals	565,362	505,672	460,300	531,039
Tenant Maintenance	27,275	25,000	35,508	35,000
Utility Reimbursement	32,704	29,000	25,993	26,000
	<u>\$4,777,240</u>	<u>\$4,966,777</u>	<u>\$4,939,250</u>	<u>\$5,311,177</u>
GROUND TRANSPORTATION				
Parking	\$14,870,476	\$15,436,446	\$15,016,314	\$15,170,719
Access Fees	292,546	304,288	310,933	313,470
	<u>\$15,163,022</u>	<u>\$15,740,735</u>	<u>\$15,327,247</u>	<u>\$15,484,189</u>

Albany County Airport Authority 2018 Operating Budget

Albany County Airport Authority Albany International Airport 2018 Budget REVENUES				
	Audited 2016	Budget 2017	Projected 2017	Budget 2018
CONCESSIONS				
Rental Cars	\$5,057,259	\$5,311,244	\$5,250,128	\$5,277,984
Food and Beverage	785,197	806,027	788,766	1,045,060
Retail	787,075	811,985	810,229	830,657
Advertising	332,916	335,009	382,504	385,624
Foreign Currency	25,202	26,600	26,600	26,600
Museum Shop	235,053	223,360	271,617	271,122
Operating Permits	164,796	166,447	190,684	190,684
Telephone - Payphones	3,127	3,355	2,451	2,500
Telephone - Tenants	75,595	75,000	72,425	72,425
Phone Cards	28	0	0	0
Bank ATMs	36,563	37,089	36,120	36,415
Vending Machines	30,621	33,652	32,325	32,589
Baggage Cart Concessions	7,000	7,000	7,000	7,000
	<u>\$7,540,432</u>	<u>\$7,836,768</u>	<u>\$7,870,849</u>	<u>\$8,178,660</u>
OTHER AIRPORT				
Land Rental	\$268,514	\$281,853	\$306,853	\$312,956
Industrial Park	496,182	557,657	536,855	557,765
T Hangars	96,745	99,979	97,320	100,328
Tie Downs	3,249	4,019	4,096	4,096
T Hangar Avgas Fuel Sales	53,118	58,464	42,923	43,138
Parking Garage Space Rent	82,199	84,623	84,623	87,161
Hangar Rentals	393,595	383,581	424,239	441,385
Building Rental	102,652	124,507	124,507	126,291
Cargo Building Rental	900,047	862,676	915,491	884,349
Aircraft Maintenance & Service Center	115,906	127,546	77,289	39,987
State Executive Hangar/Maint	1,247,083	1,247,083	1,247,083	1,247,083
Utility Reimbursement	125,193	122,000	135,036	136,000
Reimbursement of Property Taxes	37,071	37,000	37,557	37,000
Internet and Cable Access	11,735	12,960	11,530	11,640
Fingerprinting	25,339	20,000	25,164	25,000
Tenant Maintenance	0	1,000	0	1,000
Purchasing Proposals	9,985	6,000	6,907	7,000
Scrap and Equipment Sales	17,867	20,000	13,248	15,000
Other	89,000	60,000	156,139	60,000
	<u>\$4,075,480</u>	<u>\$4,110,948</u>	<u>\$4,246,860</u>	<u>\$4,137,180</u>
TOTAL REVENUES	\$45,738,668	\$47,963,925	\$47,698,884	\$48,962,612
OTHER REVENUES				
Interest Earnings	\$12,280	\$10,784	\$10,783	\$10,783
TSA (LEO) Reimbursement	222,772	124,100	138,700	138,700
Improvement Charges	368,400	368,400	368,400	368,400
	<u>\$603,452</u>	<u>\$503,284</u>	<u>\$517,883</u>	<u>\$517,883</u>
TOTAL REVENUES	\$46,342,120	\$48,467,209	\$48,216,767	\$49,480,495
TOTAL REVENUES BEFORE REVENUE SHARING	\$48,868,369	\$50,682,135	\$50,566,946	\$51,482,784
Airport Operations	\$39,964,697	\$41,646,911	\$41,514,956	\$42,334,026
FBO Operations	\$8,300,220	\$8,531,940	\$8,534,107	\$8,630,876
Other Revenues	\$603,452	\$503,284	\$517,883	\$517,883
Total Revenues	\$48,868,369	\$50,682,135	\$50,566,946	\$51,482,784

4) EXPENSES

SUMMARY OF EXPENSES

Budgeted operating expenses for 2018 are \$35,450,398 which is 7.4% higher than the \$33,010,350 projected for 2017. 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 2016	Budget 2017	Projected 2017	Budget 2018
AvPorts	\$20,638,146	\$22,516,551	\$21,414,519	\$23,280,662
Million Air	2,863,589	3,179,630	3,077,985	3,238,577
Million Air Cost of Sales	3,895,984	4,139,288	4,214,646	4,327,209
Authority	4,123,514	4,412,644	4,303,200	4,603,949
Total Operating Expenses	\$31,521,233	\$34,248,113	\$33,010,350	\$35,450,398

DESCRIPTION OF BUDGETED 2018 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 7.1% in the 2018 budget of \$11,037,496 over the 2017 projected amount of \$10,303,472. COLA increases for employees and pay rate adjustments have been provided for 2018 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. There are neither additions nor subtractions of employee positions.

Summary of Employees	2016 Audited	2017 Budget	2018 Budget	# of Additions
AvPorts	154.3	173.0	173.0	0.0
Million Air	33.0	35.0	35.0	0.0
Authority	22.0	23.0	23.0	0.0
	209.3	231.0	231.0	0.0

EMPLOYEE BENEFITS Employee Benefits are budgeted at \$5,500,581 for 2018 which is a 11.8% increase from the 2017 projected amount of \$4,919,528. This increase is due to the inflating costs of health insurance and retirement.

SUMMARY BY SALARIES & BENEFITS:	2016 Audited			2017 Budget			2018 Budget		
	Salaries	Benefits	Total	Salaries	Benefits	Total	Salaries	Benefits	Total
AVPORTS	\$6,733,204	\$2,841,030	\$9,574,235	\$7,085,551	\$3,242,250	\$10,327,801	\$7,660,900	\$3,543,208	\$11,204,108
MILLION AIR	1,359,139	327,501	1,686,641	1,363,513	559,697	1,923,210	1,421,039	607,526	2,028,565
AUTHORITY	1,820,950	1,075,123	2,896,073	1,903,013	1,229,476	3,132,489	1,955,557	1,349,847	3,305,404
	\$9,913,293	\$4,243,655	\$14,156,948	\$10,352,077	\$5,031,423	\$15,383,500	\$11,037,496	\$5,500,581	\$16,538,077

UTILITIES AND COMMUNICATIONS This includes expenses to be incurred for electric charges, natural gas, sewer, water and communications. The \$2,118,939 budgeted for 2018 is 3.2% more than projected 2017 amount of \$2,053,957 due to increases in electricity and gas.

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 2018 to cover these services.

Insurance The \$751,830 budgeted for 2018 is -1.0% less than the 2017 projected amount of \$759,561 primarily due to an overage in insurance claims. Following is a summary of the 2017 projected and 2018 budgeted insurance coverage costs for the Authority:

	2017 Projected	2018 Budget
General Liability, including War Risk	310,293	310,293
Business Automobile	61,505	61,505
Environmental Liability	46,382	46,382
Commercial Property	228,060	228,060
Crime	2,397	2,397
Public Officials & Employee Practices	24,519	24,519
Cyber Liability Insurance	11,906	11,906
Fiduciary Liability	1,268	1,268
Agent Fee	30,000	30,000
Insurance Claims	43,231	35,500
TOTAL	\$ 759,561	\$ 751,830

Legal The 2018 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 2018 is \$262,650 which is 0.7% more than the 2017 projected amount of \$260,812 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 2018 budgeted amount is \$2,627,656.

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 \$484,681 budgeted for 2018 is 13.3% more than the 2017 projected amount of \$427,755 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 \$845,866 budgeted for 2018 is 13.9% more than the 2017 projected amount of \$742,887 due to advertising.

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 \$89,200 budgeted for 2018 is 21.1% more than the 2017 projected amount of \$73,685 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 \$1,213,160 for 2018 is 1.9% more than the 2017 projected amount of \$1,190,325 due to projects requiring architectural services.

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 \$901,000 budgeted for 2018 is 29.9% more than the 2017 projected amount of \$693,746 due to few airfield lighting repairs in 2017, less usage of snow removal supplies in 2017, and less repairs at the glycol collection and containment system.

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 \$4,327,209 budgeted for 2018 is 2.7% more than the 2017 projected amount of \$4,214,646.

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 \$1,890,077 budgeted for 2018 is -9.9% less than the 2017 projected amount of \$2,098,137. There was construction completed at the TSA offices in 2017.

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 \$800,885 budgeted for 2018 is 14.4% more than the 2017 projected amount of \$699,794 snow removal supplies that need to be restocked, the cleaning of floor drains on various airport properties and wildlife hazard management.

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 \$845,100 budgeted for 2018 is 6.7% higher than the 2017 projected amount of \$791,787 due to an increase in maintenance costs for vehicles and equipment.

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 \$492,662 budgeted for 2018 is 51.8% higher than the 2017 projected amount of \$324,456 due to an increase in need for computer system supplies, increase computer equipment 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 \$910,405 budgeted for 2018 is 0.3% less than the 2017 projected amount of \$913,365.

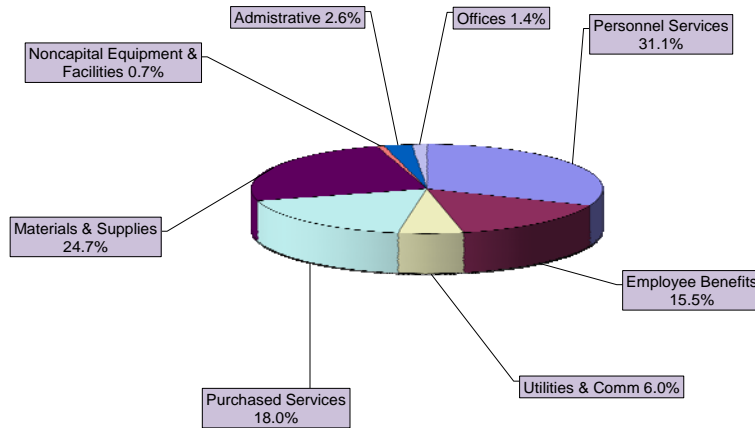
NON-CAPITAL EQUIPMENT & FACILITIES Non-capital equipment purchases are major vehicles or major equipment items generally between \$5,000 and \$50,000 which are purchased annually as new or replacement items to support the operations and/or maintenance of the Airport. The total budget amount for anticipated equipment and vehicles is \$240,000 for 2018. The following table demonstrates the probable purchases for 2018.

Albany County Airport Authority
Non Capital Equipment and Facilities (Budget 2018)
(Between \$5,000 and \$50,000)

		Item Requested
Terminal	\$100,000	Buildout for MDF room expansion Parts and racks, CP Cabinet in C wing Airhandler, Run 48 strand singlemode fiber to A wing and fix bottle neck issues at TSA, and PA system (replace all but speakers) for the noncapital portion
Parking	23,000	12 strand singlemode fiber from MDF to garage and revenue building and other equipment
ARFF	48,000	Air Compressor to fill breathing apparatus and radios
Security	19,000	DVR for the security camera system
Vehicle Maintenance	50,000	Noncapital EDP light, vehicles and light equipment
Total	\$240,000	

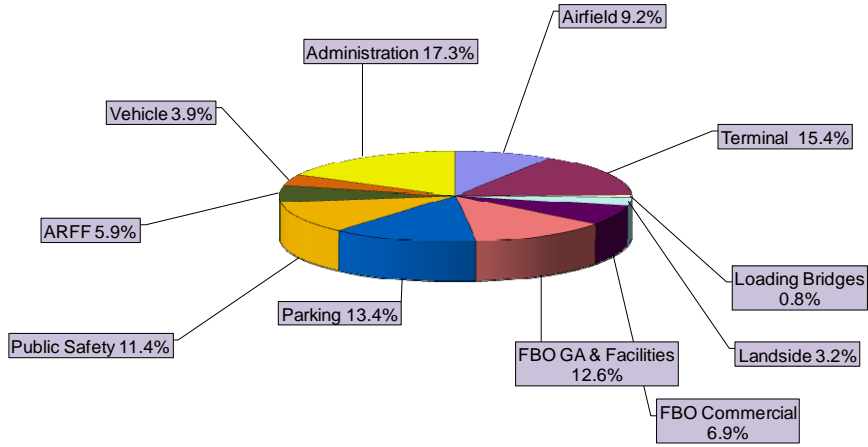


**Expenses by Category
For Budget 2018**



Albany County Airport Authority Albany International Airport 2018 Budget SUMMARY OF EXPENSES				
	Audited 2016	Budget 2017	Projected 2017	Budget 2018
EXPENSES - SUMMARY				
Airport Management	\$20,638,146	\$22,516,551	\$21,414,519	\$23,280,662
FBO Management	2,863,589	3,179,630	3,077,985	3,238,577
FBO Cost of Sales	3,895,984	4,139,288	4,214,646	4,327,209
Authority	4,123,514	4,412,644	4,303,200	4,603,949
TOTAL EXPENSES	\$31,521,233	\$34,248,113	\$33,010,350	\$35,450,398
EXPENSES BY CATEGORY				
Personnel Services	\$9,913,294	\$10,352,077	\$10,303,472	\$11,037,496
Employee Benefits	4,243,655	5,031,423	4,919,528	5,500,581
Utilities & Communications	2,112,132	2,435,196	2,053,957	2,118,939
Purchased Services				
Accounting & Auditing	\$39,910	\$61,000	\$65,522	\$61,000
Insurance	756,577	769,559	759,561	751,830
Legal	18,611	50,000	12,613	50,000
Public Safety	464,475	264,450	260,812	262,650
Albany County Sheriffs	2,216,169	2,578,024	2,286,388	2,627,656
Janitorial	417,460	499,039	427,755	484,681
Public Communications	737,267	779,802	742,887	845,866
Special Studies & GIS Services	156,937	87,500	73,685	89,200
Professional Services	813,915	1,258,660	1,190,325	1,213,160
Total Purchased Services	\$5,621,321	\$6,348,034	\$5,819,547	\$6,386,044
Airfield	\$569,473	\$856,000	\$693,746	\$901,000
FBO - Cost of Sales	3,895,984	4,139,288	4,214,646	4,327,209
Buildings	2,197,711	2,032,736	2,098,137	1,890,077
Grounds	774,337	790,785	699,794	800,885
Vehicles & Equipment	733,655	801,200	791,787	845,100
Total Material & Supplies	\$8,171,160	\$8,620,010	\$8,498,110	\$8,764,272
	\$386,511	\$410,486	\$324,456	\$492,662
	844,605	901,396	913,365	910,405
Noncapital Equipment & Facilities	228,555	149,490	177,914	240,000
TOTAL EXPENSES	\$31,521,233	\$34,248,113	\$33,010,350	\$35,450,398

**Operation Expenses by Department
For Budget 2018**



Albany County Airport Authority Albany International Airport 2018 Budget SUMMARY OF EXPENSES				
	Audited 2016	Budget 2017	Projected 2017	Budget 2018
DEPARTMENT SUMMARY (Direct & Indirect)				
Direct Cost Centers				
Airfield	\$2,726,715	\$3,123,885	\$3,045,509	\$3,255,010
Terminal	5,348,402	5,365,498	5,191,045	5,459,185
Loading Bridges	272,129	279,240	231,911	293,482
Landside:				
Parking	3,842,335	4,498,770	4,144,274	4,745,146
Landside Development	1,043,419	1,131,067	1,161,276	1,133,753
FBO Commercial	2,012,738	2,392,683	2,345,650	2,432,586
FBO GA & Facilities	4,157,938	4,255,581	4,329,692	4,467,266
Total Direct Cost Centers	\$19,403,676	\$21,046,724	\$20,449,358	\$21,786,429
Indirect Cost Centers				
ARFF	\$2,022,328	\$2,051,497	\$1,961,074	\$2,075,056
Operations	880,291	895,695	938,010	1,005,829
Security	2,474,645	2,922,914	2,574,530	3,039,977
Vehicle/Equipment	1,164,857	1,373,551	1,303,150	1,395,246
Airport Management Administration	863,025	874,434	863,740	877,978
FBO Administration	588,897	670,654	617,290	665,934
Airport Authority Administration	4,123,514	4,412,644	4,303,200	4,603,949
Total Indirect Cost Centers	\$12,117,557	\$13,201,389	\$12,560,993	\$13,663,969
TOTAL EXPENSES	\$31,521,233	\$34,248,113	\$33,010,350	\$35,450,398

Albany County Airport Authority 2018 Expenditures by Line Item

DESCRIPTION	ACCT	2018 Budget AvPorts Totals	2018 Budget MA Totals	2018 Budget ACAA Admin	Budget 2018	Projected 2017	2018 Over 2017 Projected	2018 Over 2017 Projected
PERSONNEL SERVICES								
Salaries	1 1000	6,946,636	1,265,123	1,955,557	10,167,316	9,213,802	953,514	10.3%
Overtime (1.5)	1 2010	669,076	155,916	0	824,992	1,013,132	-188,140	-18.6%
Overtime (2.0)	1 2020	45,188	0	0	45,188	76,539	-31,351	-41.0%
Temporary Help	1 3000	0	0	0	0	0	0	0.0%
Subtotal		7,660,900	1,421,039	1,955,557	11,037,496	10,303,472	734,024	7.1%
EMPLOYEE BENEFITS								
Social Security	2 1000	544,536	108,709	141,084	794,329	746,126	48,203	6.5%
Health-Active	2 2000	2,087,103	435,857	558,102	3,081,062	2,762,094	318,968	11.5%
OPEB	2 2105	0	0	300,000	300,000	300,000	0	0.0%
Health-Dental	2 2200	0	0	41,536	41,536	37,836	3,700	9.8%
Health-Vision	2 2300	0	0	6,531	6,531	6,763	-232	-3.4%
Health-Aflac	2 3000	0	0	7,560	7,560	7,277	283	3.9%
Medical Exams	2 4000	21,600	1,500	0	23,100	18,251	4,849	26.6%
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	43,234	6,650	0	49,884	75,165	-25,281	-33.6%
Uniform Purchases	2 5005	38,200	11,500	0	49,700	27,910	21,790	78.1%
NYS Disability Insurance/Life Insur	2 6010	112,105	3,302	644	116,051	124,933	-8,882	-7.1%
Unemployment Insurance	2 6020	49,473	24,643	4,818	78,934	60,982	17,952	29.4%
Workers Compensation	2 6030	503,727	0	6,974	510,701	331,074	179,627	54.3%
Retirement Plans	2 9000	143,231	15,365	280,429	439,025	420,149	18,876	4.5%
Subtotal		3,543,208	607,526	1,349,847	5,500,581	4,919,528	581,053	11.8%
UTILITIES & COMMUNICATIONS								
Electric	3 1000	1,426,250	48,000	25,000	1,499,250	1,459,158	40,092	2.7%
Natural Gas	3 3000	231,000	31,600	5,000	267,600	255,050	12,550	4.9%
Sewer	3 4000	88,000	0	0	88,000	85,860	2,140	2.5%
Water	3 5000	110,150	700	0	110,850	104,950	5,900	5.6%
Telephone Charges - Local	3 6010	13,620	550	5,500	19,670	18,604	1,066	5.7%
Telephone Charges - Long Distance	3 6011	675	650	1,500	2,825	1,801	1,024	56.8%
Telephone-Sheriff	3 6012	4,200	0	0	4,200	4,053	147	3.6%
Telephones-Monthly Service	3 6015	0	0	15,000	15,000	14,684	316	2.2%
Telephones-Monthly Usage	3 6016	0	0	2,000	2,000	1,397	603	43.1%
Payphones-Annual& Monthly Serv	3 6017	21,500	0	0	21,500	21,207	293	1.4%
Payphones-Monthly Usage	3 6018	300	0	0	300	287	13	4.6%
Telephone Parts & Repairs	3 6020	5,000	0	10,085	15,085	17,865	-2,780	-15.6%
Telephone Cellular	3 6030	44,000	0	0	44,000	42,801	1,199	2.8%
Wireless	3 6033	0	2,412	0	2,412	2,607	-195	-7.5%
Internet Access	3 6032	0	0	17,236	17,236	17,232	4	0.0%
Radio Communications	3 6035	0	3,000	0	3,000	385	2,615	679.2%
Paging Services	3 6040	0	0	0	0	0	0	0.0%
Cable Television	3 6060	4,239	1,500	271	6,011	6,016	-6	-0.1%
Subtotal		1,948,934	88,412	81,592	2,118,939	2,053,957	64,981	3.2%
PURCHASED SERVICES								
Accounting and Auditing								
Financial	4 1010	0	0	55,000	55,000	59,322	-4,322	-7.3%
Rates and Charges	4 1020	0	0	6,000	6,000	6,200	-200	-3.2%
Subtotal		0	0	61,000	61,000	65,522	-4,522	-6.9%
Insurance								
Airport Liability	4 2010	5,750	110,868	193,675	310,293	310,293	0	0.0%
Automotive	4 2020	61,505	0	0	61,505	61,505	0	0.0%
Environmental Liability	4 2041	0	7,642	38,740	46,382	46,382	0	0.0%
Property Insurance	4 2060	175,332	50,858	1,870	228,060	228,060	0	0.0%
Crime	4 2065	0	0	2,397	2,397	2,397	0	0.0%
Public Officials Liability	4 2070	0	0	24,519	24,519	24,519	0	0.0%
Cyber Liability Insurance	4 2080	0	0	11,906	11,906	11,906	0	0.0%
Fiduciary Liability	4 2090	0	0	1,268	1,268	1,268	0	0.0%
Agent Fee	4 2093	0	0	30,000	30,000	30,000	0	0.0%
Insurance Claims	4 2095	15,500	20,000	0	35,500	43,231	-7,731	-17.9%
Subtotal		258,087	189,368	304,375	751,830	759,561	-7,731	-1.0%

Albany County Airport Authority 2018 Expenditures by Line Item

DESCRIPTION	ACCT	2018 Budget AvPorts Totals	2018 Budget MA Totals	2018 Budget ACAA Admin	Budget 2018	Projected 2017	2018 Over 2017 Projected	2018 Over 2017 Projected
Outside Services								
Legal	4	3000	0	50,000	50,000	12,613	37,387	296.4%
Public Safety	4	4000	2,627,656	0	2,627,656	2,286,388	341,268	14.9%
Perimeter Security	4	4005	251,650	0	251,650	250,704	946	0.4%
Armored Car Services	4	4010	11,000	0	11,000	10,108	892	8.8%
Parking Valet Service	4	4020	350,000	0	350,000	389,683	-369,683	-94.9%
Employee Shutte	4	4030	20,000	0	20,000	13,333	415,288	3114.7%
Janitorial Services	4	5000	406,621	0	428,621	371,760	56,861	15.3%
Refuse Removal Services	4	5010	53,060	3,000	56,060	55,995	65	0.1%
Public Relations	4	6010	0	42,000	127,389	150,278	-22,889	-15.2%
Artistic Exhibits	4	6012	115,132	0	115,132	73,650	41,482	56.3%
Departure	4	6013	281,143	0	281,143	310,007	-28,864	-9.3%
Advertising	4	6015	0	0	179,565	69,248	110,317	159.3%
Passenger Information Booth	4	6020	142,638	0	142,638	139,704	2,934	2.1%
Special Studies	4	7000	22,000	0	35,000	52,997	4,003	7.6%
GIS Services	4	7010	12,200	0	12,200	7,355	4,845	65.9%
Subtotal		4,293,099	45,000	371,954	4,710,053	4,193,822	594,852	14.2%
Professional Services								
Plumbing	4	9002	0	0	0	0	0	0.0%
Appraisals	4	9005	0	0	5,000	800	4,200	525.0%
Architectural	4	9010	40,000	0	30,000	1,111	68,889	6200.5%
Consultant	4	9015	0	0	18,000	32,125	-14,125	-44.0%
Engineering Services	4	9020	33,000	0	3,000	36,645	-645	-1.8%
Professional Management	4	9040	410,000	279,000	689,000	684,801	4,199	0.6%
Code Enforcement	4	9060	0	0	45,160	45,160	0	0.0%
Subtotal		483,000	279,000	101,160	863,160	800,642	62,518	7.8%
Total Purchased Services		5,034,187	513,368	838,489	6,386,044	5,819,547	566,496	9.7%
MATERIALS AND SUPPLIES								
Airfield								
Fencing	5	1010	10,000	0	10,000	11,361	-1,361	-12.0%
Airfield Lighting System	5	1011	100,000	0	100,000	18,444	81,556	442.2%
Pavement Repairs	5	1014	10,000	0	10,000	5,492	4,508	82.1%
Apron Maintenance	5	1015	50,000	0	50,000	122,842	-72,842	-59.3%
Runway Painting	5	1016	30,000	0	30,000	29,752	248	0.8%
Airfield Shop Supplies	5	1017	20,000	0	20,000	30,816	-10,816	-35.1%
Snow Removal Supplies	5	1019	250,000	0	250,000	119,098	130,902	109.9%
Rubber Removal	5	1020	35,000	0	35,000	45,635	-10,635	-23.3%
ARFF								
EMS Supplies	5	1030	10,000	0	10,000	8,121	1,879	23.1%
ARFF Supplies	5	1031	25,000	0	25,000	20,000	5,000	25.0%
Hazardous Material Supplies	5	1032	6,000	0	6,000	6,000	0	0.0%
Foam	5	1033	24,000	0	24,000	21,000	3,000	14.3%
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	95,467	4,533	4.7%
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	16,101	-1,101	-6.8%
System Maintenance & Repairs	5	1057	200,000	0	200,000	131,117	68,883	52.5%
Subtotal		901,000	0	0	901,000	693,746	207,254	29.9%
FBO								
Fuel Cost - Jet	5	1101	0	2,388,322	2,388,322	2,330,955	57,367	2.5%
Fuel Discounts - Jet A	5	1102	0	300,000	300,000	287,329	12,671	4.4%
Fuel Cost - Avgas	5	1103	0	229,009	229,009	236,176	-7,166	-3.0%
Fuel Discounts - AvGas	5	1104	0	5,000	5,000	5,046	-46	-0.9%
Fuel Cost - Auto	5	1105	0	50,000	50,000	50,656	-656	-1.3%
Fuel Cost Diesel	5	1107	0	150,000	150,000	151,254	-1,254	-0.8%
Fuel Cost - Avgas Commercial	5	1108	0	370,006	370,006	370,056	-50	0.0%
Deicing Type I - Sprayed	5	1109	0	251,664	251,664	166,005	85,658	51.6%
Deicing Type IV - Sprayed	5	1110	0	37,102	37,102	33,324	3,778	11.3%
Deicing Type I - Consortium	5	1111	0	423,449	423,449	395,890	27,558	7.0%
Deicing Type IV - Consortium	5	1112	0	117,357	117,357	185,429	-68,072	-36.7%
Catering	5	1120	0	1,000	1,000	0	1,000	0.0%
Oil	5	1125	0	3,000	3,000	1,779	1,221	68.6%
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	4,327,209	0	4,327,209	4,214,646	112,563	2.7%

Albany County Airport Authority 2018 Expenditures by Line Item

DESCRIPTION	ACCT	2018 Budget	2018 Budget	2018 Budget	Budget 2018	Projected 2017	2018 Over	2018 Over	
		AvPorts Totals	MA Totals	ACAA Admin			2017 Projected	2017 Projected	
BUILDINGS									
Alarm and PA Systems	5	2010	72,900	6,200	3,000	82,100	99,042	-16,942	-17.1%
Card Access Control	5	2012	45,000	0		45,000	27,230	17,770	65.3%
CCTV Repair	5	2013	25,000	0		25,000	27,481	-2,481	-9.0%
Key Access System	5	2014	15,000	0		15,000	12,632	2,368	18.7%
Baggage System	5	2020	20,000	0		20,000	18,311	1,689	9.2%
Electrical Repairs & Supplies	5	2031	169,000	8,000	5,000	182,000	238,810	-56,810	-23.8%
Elevator Repairs & Supplies	5	2032	145,000	10,000	3,000	158,000	153,577	4,423	2.9%
HVAC	5	2033	189,000	10,500	1,500	201,000	223,886	-22,886	-10.2%
Roof	5	2034	28,000	5,500	500	34,000	45,901	-11,901	-25.9%
Plumbing Repairs & Supplies	5	2035	61,000	3,500	1,500	66,000	81,836	-15,836	-19.4%
Automatic Door Repairs & Supplies	5	2036	9,000	4,000	500	13,500	4,811	8,689	180.6%
Pest Control	5	2037	16,640	744	1,500	18,884	18,253	631	3.5%
Fire Extinguishers	5	2040	5,000	0		5,000	9,046	-4,046	-44.7%
Fire Equipment Testing	5	2041	3,000	0		3,000	1,382	1,618	117.1%
US Customs	5	2050	25,000	0		25,000	23,652	1,348	5.7%
Control Tower	5	2051	300,000	0		300,000	300,000	0	0.0%
Storage Space Rental	5	2059	0	0	7,500	7,500	7,783	-283	-3.6%
Building Maintenance	5	2060	355,000	27,000	3,000	385,000	514,748	-129,748	-25.2%
Janitorial Supplies	5	2062	153,000	7,000		160,000	151,419	8,581	5.7%
Window Washing	5	2063	59,574	3,232	1,263	64,069	65,869	-1,800	-2.7%
ID Tags	5	2071	24,000	0		24,000	24,728	-728	-2.9%
Sign Expense	5	2080	4,000	500		4,500	3,288	1,212	36.9%
FIDS	5	2090	51,524	0		51,524	44,451	7,073	15.9%
Subtotal			1,775,638	86,176	28,263	1,890,077	2,098,137	-208,060	-9.9%
GROUNDS									
Landscaping	5	3010	34,200	500	100	34,800	26,796	8,004	29.9%
Fencing	5	3020	1,500	0		1,500	32	1,468	4607.1%
Pavement Repairs	5	3030	38,000	500		38,500	16,233	22,267	137.2%
Utility Repairs	5	3035	500	0		500	0	500	0.0%
Sign Expense	5	3040	13,500	100		13,600	20,831	-7,231	-34.7%
Traffic Light Repairs and Materials	5	3041	2,000	0		2,000	0	2,000	0.0%
Catch Basin Maintenance	5	3045	3,000	0		3,000	0	3,000	0.0%
Snow Removal Supplies	5	3048	70,000	0		70,000	54,927	15,073	27.4%
Snow Removal Contract Services	5	3050	265,600	0		265,600	313,628	-48,028	-15.3%
NYS Police Hangar	5	3051	125,000	0		125,000	125,000	0	0.0%
Dump Fees - Landfill	5	3060	3,650	0		3,650	700	2,950	421.6%
Hazardous Waste Management	5	3070	12,300	10,000		22,300	8,291	14,009	169.0%
Wildlife Hazard Management	5	3071	38,000	0		38,000	20,533	17,467	85.1%
Liquid Waste Disposal	5	3078	30,000	12,000		42,000	7,283	34,717	476.7%
Land Lease	5	3085	15,435	0		15,435	15,435	0	0.0%
T-Hangar Maintenance	5	3090	125,000	0		125,000	90,105	34,895	38.7%
Subtotal			777,685	23,100	100	800,885	699,794	101,091	14.4%
VEHICLES AND EQUIPMENT									
Gasoline	5	4010	43,000	10,000		53,000	49,249	3,751	7.6%
Diesel Fuel	5	4011	103,000	44,000		147,000	135,836	11,164	8.2%
CNG	5	4015	26,000	0		26,000	25,794	206	0.8%
Oil/Grease	5	4012	29,000	0		29,000	28,622	378	1.3%
Vehicle/Equipment Tires	5	4013	41,000	12,500		53,500	41,384	12,116	29.3%
Vehicle Repair and Maintenance	5	4021	52,000	1,500		53,500	83,905	-30,405	-36.2%
Veh Communication Equip. Repair	5	4022	7,000	2,000		9,000	5,011	3,989	79.6%
Sheriff Vehicle Repair and Maintenance	5	4023	100	0		100	39	61	159.2%
Sheriff Radio Repair and Maintenance	5	4024	0	0		0	0	0	0.0%
General Equip. Repair/Maintenance	5	4030	70,000	57,500		127,500	94,255	33,245	35.3%
Quality Control Testing Equipment	5	4031	0	15,000		15,000	3,781	11,219	296.7%
Heavy Equipment Maintenance	5	4040	50,000	120,000		170,000	167,749	2,251	1.3%
ARFF Equipment Maintenance	5	4045	20,000	0		20,000	23,816	-3,816	-16.0%
Snow Equipment Repair/Maintenance	5	4050	80,000	0		80,000	61,623	18,377	29.8%
Mower Repair/Maintenance	5	4060	15,000	0		15,000	16,433	-1,433	-8.7%
Vehicle Shop Tools and Supplies	5	4070	40,000	6,500		46,500	54,289	-7,789	-14.3%
Fuel Truck Rental	5	4075	0	0		0	0	0	0.0%
Subtotal			576,100	269,000	0	845,100	791,787	53,313	6.7%
Total Materials and Supplies			4,030,423	4,705,485	28,363	8,764,272	8,498,110	266,161	3.1%

Albany County Airport Authority 2018 Expenditures by Line Item

DESCRIPTION	ACCT	2018 Budget	2018 Budget	2018 Budget	Budget 2018	Projected 2017	2018 Over 2017 Projected	2018 Over 2017 Projected	
		AvPorts Totals	MA Totals	ACAA Admin					
OFFICE									
Office Equipment Rental	5	5010	5,736	2,350	8,000	16,086	14,315	1,771	12.4%
Copy Machine Use	5	5011	725	0	500	1,225	654	571	87.2%
Office Equipment Service Agreem	5	5012	4,463	432	3,561	8,456	8,697	-241	-2.8%
Office Equipment Repairs	5	5013	700	100	500	1,300	473	827	174.6%
Computer System Supplies	5	5014	36,600	4,500	25,100	66,200	37,466	28,734	76.7%
Hardware/Software Maint Agreem	5	5015	66,461	11,024	99,835	177,320	130,792	46,528	35.6%
Computer Equipment	5	5016	47,675	700	8,400	56,775	15,579	41,196	264.4%
Office Furniture and Fixtures	5	5020	5,050	2,000	10,000	17,050	6,584	10,466	159.0%
Printed Forms/Letterhead	5	5030	4,200	1,000	1,000	6,200	1,888	4,312	228.3%
Parking Ticket Stock	5	5031	16,000	0	0	16,000	3,477	12,523	360.2%
Printing Outside Services	5	5032	100	300	20,000	20,400	18,923	1,477	7.8%
Postage	5	5040	0	0	8,500	8,500	6,352	2,148	33.8%
Express Mail	5	5041	600	250	500	1,350	913	437	47.8%
Reference Materials	5	5050	1,200	0	1,000	2,200	692	1,508	217.7%
Office Supplies	5	5060	13,600	6,000	15,000	34,600	23,374	11,226	48.0%
Payroll Services	5	5070	33,000	20,000	6,000	59,000	54,275	4,725	8.7%
Subtotal			236,110	48,656	207,896	492,662	324,456	168,206	51.8%
ADMINISTRATIVE									
Dues and Subscriptions	6	6000	9,690	16,300	21,000	46,990	41,014	5,976	14.6%
Airport Membership (ACI)	6	6001	0	0	14,000	14,000	12,919	1,081	8.4%
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	670	670	670	0	0.0%
NY Airport Managers Association	6	6006	0	0	8,000	8,000	8,000	0	0.0%
Local Chambers of Commerce	6	6007	0	0	6,000	6,000	5,924	76	1.3%
Center for Economic Growth	6	6008	0	0	2,500	2,500	2,500	0	0.0%
AvPorts/MA Training & Travel	6	6010	78,810	10,000	0	88,810	89,975	-1,165	-1.3%
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	21,746	-1,746	-8.0%
Functions/Refreshments	6	6013	0	1,000	20,000	21,000	7,608	13,392	176.0%
Outside Functions	6	6014	0	0	5,000	5,000	2,600	2,400	92.3%
Incentives	6	6015	0	43,000	0	43,000	43,271	-271	-0.6%
Tuition Reimbursement	6	6020	0	0	0	0	0	0	0.0%
Advertising/Public Meetings	6	6030	2,000	0	14,000	16,000	9,726	6,274	64.5%
Economic Development	6	6031	10,000	1,000	1,000	12,000	0	12,000	0.0%
License and Permits	6	6040	3,850	0	5,000	8,850	3,850	5,000	129.9%
Property Taxes	6	6050	37,000	0	10,000	47,000	36,711	10,289	28.0%
Credit Card Service Charges	6	6060	325,000	110,000	0	435,000	441,758	-6,758	-1.5%
EZPass Fees	6	6061	120,000	0	13,185	133,185	120,447	12,738	10.6%
Bank & Paying Agent Fees	6	6062	0	0	0	0	3,000	-3,000	-100.0%
A/R Write Offs	6	6065	0	0	0	0	46,602		
County Indirect	6	6095	0	0	0	0	13,185	-13,185	-100.0%
Subtotal			586,900	181,300	142,205	910,405	913,365	-2,960	-0.3%
TOTAL OPERATIONS			23,040,662	7,565,786	4,603,949	35,210,398	32,832,437	2,377,961	7.2%
Non-Capital Equipment	8	3000	240,000	0	0	240,000	177,914	62,086	34.9%
Total Expenses			23,280,662	7,565,786	4,603,949	35,450,398	33,010,350	2,440,047	7.4%

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 2016	Budget 2017	Projected 2017	Budget 2018
Airfield	\$ 2,726,715	\$ 3,123,885	\$ 3,045,509	\$ 3,255,010
Terminal	5,348,402	5,365,498	5,191,045	5,459,185
Loading Bridges	272,129	279,240	231,911	293,482
Parking	3,842,335	4,498,770	4,144,274	4,745,146
Landside Development	1,043,419	1,131,067	1,161,276	1,133,753
ARFF	2,022,328	2,051,497	1,961,074	2,075,056
Operations	880,291	895,695	938,010	1,005,829
Security	2,474,645	2,922,914	2,574,530	3,039,977
Vehicle/Equipment	1,164,857	1,373,551	1,303,150	1,395,246
AFCO AvPorts Administration	863,025	874,434	863,740	877,978
TOTAL OPERATING EXPENSES	\$ 20,638,146	\$ 22,516,551	\$ 21,414,519	\$ 23,280,662



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			
	2016 Final	2017 Projected	2018 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	727	685	700
SPEDES permit sanctions	0	0	0
Gallons of deicing aircraft storm water fluid collected	13,606,000	18,250,000	25,000,000
Pounds of Biochemical Oxygen Demand in the collected storm water removed (the higher the better)	2.9%	3.1%	3.5%
Employees with CDL licenses	34	34	40
Runway incidents	0	0	0
Notices to Airmen (NOTAMs) for airfield lighting	66	60	0
Occupational Safety and Health Administration (OSHA) reportable incidents	2	3	0
Liquid potassium acetate used on runways (avg gallons per snow ice event)	785	3,536	4,000
Airfield electric usage (KWH)	636,751	631,460	635,000
Overtime/Personnel Services (%)	11.3%	15.9%	9.9%

Projected 2017 Strategic Plan Results and 2018 Strategic Goals for Airfield

Goals	Objectives	Activities	2017 Projected Results to be Achieved	2018 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 Minimize overtime 	<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 6.0% 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 3.5%</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"> Maintain low Occupational Safety and Health Administration (OSHA) reportable accidents Thirty-four 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

	2016 <u>Audited</u>	2017 <u>Budget</u>	2017 <u>Projected</u>	2018 <u>Budget</u>
Personnel Services	\$ 1,122,685	\$ 1,230,540	\$ 1,222,194	\$ 1,250,297
Employee Benefits	504,807	564,761	514,035	610,657
Utilities & Communications	123,861	122,000	115,576	118,100
Purchased Services	236,784	247,489	250,870	247,851
Material & Supplies	682,913	943,288	804,754	1,007,488
Office	2,786	6,917	3,718	10,177
Administration	12,879	8,890	8,904	10,440
Non-capital Equipment & Facilities	40,000	-	125,457	-
Total	\$ 2,726,715	\$ 3,123,885	\$ 3,045,509	\$ 3,255,010
Employee Count	22.75	26.5	21.8	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			
	2016 Final	2017 Projected	2018 Budget
HVAC Equipment in operation	100.0%	100.0%	100.0%
Work Orders	3,586	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	\$18.38	\$18.87	\$18.81
Terminal electrical usage (KWH): 79 Building	1,547,262	1,543,535	1,540,000
Terminal electrical usage (KWH): 98 Building	7,339,716	7,328,159	7,329,000
Overtime/Personnel Services (%)	6.9%	7.8%	5.9%

Projected 2017 Strategic Plan Results and 2018 Strategic Goals for Terminal

Goals	Objectives	Activities	2017 Projected Results to be Achieved	2018 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 • Minimize the costs of materials and supplies • Ensure quality of work performed by contractors • Monitor actual hours worked by contractors • Monitor energy usage 	<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

	2016 <u>Audited</u>	2017 <u>Budget</u>	2017 <u>Projected</u>	2018 <u>Budget</u>
Personnel Services	\$ 1,233,527	\$ 1,282,494	\$ 1,244,785	\$ 1,420,955
Employee Benefits	606,770	644,300	722,471	694,973
Utilities & Communications	1,111,629	1,336,989	1,078,171	1,121,189
Purchased Services	1,011,832	1,122,054	1,047,531	1,161,024
Material & Supplies	1,257,800	864,525	1,073,345	910,240
Office	63,752	39,725	24,743	48,805
Administration	-	3,410	-	2,000
Non-capital Equipment & Facilities	63,092	72,000	-	100,000
Total	\$ 5,348,402	\$ 5,365,498	\$ 5,191,045	\$ 5,459,185
Employee Count	38.25*	41.50*	39.25*	41.50*

*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 13 loading bridges. Revenues are collected in amounts sufficient to offset any expenses the Authority incurs.

Loading Bridge Performance Measurements			
	2016 Final	2017 Projected	2018 Budget
Direct Cost per Loading Bridge	\$20,933	\$17,839	\$22,576
Airline Employees trained as requested	2	2	5
Over-the-Wing (OTW) Loading Bridge total operations	4,278	4,313	4,300
Loading Bridge electrical usage (KWH) (6.1% of 98 building gets allocated)	635,970	634,968	640,000
OTW Loading Bridge Maintenance calls	93	108	10
OTW Loading Bridge out of service	19.5%	14.5%	0.0%
Number of leased loading bridges	14	13	13
Overtime/Personnel Services (%)	16.8%	15.8%	10.2%

Projected 2017 Strategic Plan Results and 2018 Strategic Goals for Loading Bridges

Goals	Objectives	Activities	2017 Projected Results to be Achieved	2018 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

	2016 <u>Actual</u>	2017 <u>Budget</u>	2017 <u>Projected</u>	2018 <u>Budget</u>
Personnel Services	\$ 64,989	\$ 82,416	\$ 87,868	\$ 89,187
Employee Benefits	27,227	40,674	49,268	52,145
Utilities & Communications	68,250	68,250	68,250	68,250
Purchased Services	-	-	-	-
Material & Supplies	111,663	87,900	26,525	82,900
Office	-	-	-	-
Administration	-	-	-	1,000
Non-capital Equipment & Facilities	-	-	-	-
Total	\$272,129	\$279,240	\$231,911	\$293,482
Employee Count	2.0	2.0	2.0	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			
	2016 Final	2017 Projected	2018 Budget
Express parking transactions	327,771	337,261	325,000
Cashier parking transactions	322,647	311,997	312,000
Cashier parking transaction errors	110	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)	348,356	343,877	345,000
Parking Garage electrical usage (KWH) (23.5% of 98 building gets allocated)	2,450,047	2,446,189	2,500,000
YTD Loss/Gain	-\$1,080	-\$930	-\$884
Overtime/Personnel Services (%)	18.0%	13.4%	10.7%

Projected 2017 Strategic Plan Results and 2018 Strategic Goals for Parking

Goals	Objectives	Activities	2017 Projected Results to be Achieved	2018 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

	2016 <u>Actual</u>	2017 <u>Budget</u>	2017 <u>Projected</u>	2018 <u>Budget</u>
Personnel Services	\$1,503,362	\$1,648,901	\$1,607,993	\$ 1,951,409
Employee Benefits	611,218	722,404	680,964	870,223
Utilities & Communications	329,010	351,825	313,185	313,875
Purchased Services	285,991	433,825	450,084	431,414
Material & Supplies	588,593	828,731	593,780	625,441
Office	30,047	81,484	21,938	78,184
Administration	408,100	431,600	453,444	451,600
Non-capital Equipment & Facilities	86,014	-	22,885	23,000
Total	\$3,842,335	\$4,498,770	\$4,144,274	\$ 4,745,146
Employee Count	39.25	45.5	39.5	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			
	2016 Final	2017 Projected	2018 Budget
Number of tenants	53	56	56
Landside building rental (Sq ft) *	327,108	326,919	326,919
Landside land rental (acres)*	34	36	36
Tenant complaints	0	0	0

*Includes rented space/land only

Projected 2017 Strategic Plan Results and 2018 Strategic Goals for Landside

Goals	Objectives	Activities	2017 Projected Results to be Achieved	2018 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

	2016 <u>Actual</u>	2017 <u>Budget</u>	2017 <u>Projected</u>	2018 <u>Budget</u>
Utilities & Communications	217,923	235,025	225,496	230,025
Purchased Services	43,864	101,042	54,861	85,528
Material & Supplies	744,317	736,950	797,605	762,950
Office	891	8,050	0	8,250
Administration	36,424	50,000	83,314	47,000
Non-capital Equipment & Facilities	0	0	0	0
Total	\$1,043,419	\$1,131,067	\$1,161,276	\$1,133,753
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			
	2016 Final	2017 Projected	2018 Budget
Annual Dispatch Calls	536	552	550
Tour conducted by ARFF	34	35	35
AED classes conducted	27	19	15
Fire Extinguishers inspected/serviced	5,711	5,559	5,600
NYS Fire Fighter training (training hours)	504	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	52	56	20
Overtime/Personnel Services (%)	16.2%	18.4%	13.1%

Projected 2017 Strategic Plan Results and 2018 Strategic Goals for ARFF

Goals	Objectives	Activities	2017 Projected Results to be Achieved	2018 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

	2016 <u>Actual</u>	2017 <u>Budget</u>	2017 <u>Projected</u>	2018 <u>Budget</u>
Personnel Services	\$ 1,292,709	\$ 1,246,295	\$ 1,240,812	\$ 1,265,746
Employee Benefits	465,450	550,912	504,169	553,129
Utilities & Communications	21,507	25,300	20,341	21,300
Purchased Services	3,479	3,479	3,459	3,459
Material & Supplies	160,340	125,304	122,038	129,304
Office	6,541	8,458	6,457	9,758
Administration	60,342	44,260	63,796	44,360
Non-capital Equipment & Facilities	11,960	47,490	-	48,000
Total	\$ 2,022,328	\$ 2,051,497	\$ 1,961,074	\$ 2,075,056
Employee Count	19.0	21.0	19.0	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			
	2016 Final	2017 Projected	2018 Budget
Work Orders (Facility) Building Maintenance calls	3,698	3,735	3,500
Work Orders (139) aeronautical areas	729	751	750
Notice to airmen (NOTAMS)	978	695	1,000
Bird Strikes	48	56	15
Property Damage Reports	147	132	140
Bodily Injury Reports	248	255	200
FAA 139 Inspections discrepancies	18	24	5
Operations' employee accidents	0	0	0
Operations' property accidents	2	2	0
Overtime/Personnel Services (%)	13.1%	12.1%	11.2%

Projected 2017 Strategic Plan Results and 2018 Strategic Goals for Operations

Goals	Objectives	Activities	2017 Projected Results to be Achieved	2018 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

	2016 <u>Actual</u>	2017 <u>Budget</u>	2017 <u>Projected</u>	2018 <u>Budget</u>
Personnel Services	\$ 583,082	\$ 563,165	\$ 618,072	\$ 640,772
Employee Benefits	226,937	253,888	246,484	276,946
Utilities & Communications	51,801	52,100	50,049	51,350
Purchased Services	-	-	-	-
Material & Supplies	-	-	-	-
Office Administration	7,293	10,342	6,112	15,111
Non-capital Equipment & Facilities	11,178	16,200	17,294	21,650
Total	<u>\$ 880,291</u>	<u>\$ 895,695</u>	<u>\$ 938,010</u>	<u>\$ 1,005,829</u>
Employee Count	12.0	13.0	13.0	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			
	2016 Final	2017 Projected	2018 Budget
Security Trainees	686	696	600
Driver Trainees	408	416	300
Finger Printing	763	807	1100
Badges Issued	166	185	200
Revalidations	656	645	400
Escort Required Badges Issued	2,840	2,928	2,500
Business Center Security Passes	169	165	100
Curbside Accidents	0	0	0
Curbside Security - Overtime/Personnel Services (%)	8.6%	4.1%	1.5%

Projected 2017 Strategic Plan Results and 2018 Strategic Goals for Security

Goals	Objectives	Activities	2017 Projected Results to be Achieved	2018 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

	2016 <u>Actual</u>	2017 <u>Budget</u>	2017 <u>Projected</u>	2018 <u>Budget</u>
Personnel Services	\$ 116,256	\$ 167,396	\$ 125,127	\$ 175,485
Employee Benefits	54,008	74,044	66,703	88,006
Utilities & Communications	4,096	4,200	4,053	4,200
Purchased Services	2,216,169	2,578,024	2,286,388	2,627,656
Material & Supplies	71,799	96,000	92,072	109,000
Office	11,438	3,250	187	16,630
Administration	879	-	-	-
Non-capital Equipment & Facilities	-	-	-	19,000
Total	\$ 2,474,645	\$ 2,922,914	\$ 2,574,530	\$ 3,039,977
 Employee Count	 5.0	 6.5	 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			
	2016 Final	2017 Projected	2018 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	0	0	2
Overtime/Personnel Services (%)	9.7%	11.8%	8.7%

Projected 2017 Strategic Plan Results and 2018 Strategic Goals for Vehicles/Equipment

Goals	Objectives	Activities	2017 Projected Results to be Achieved	2018 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

	2016 <u>Actual</u>	2017 <u>Budget</u>	2017 <u>Projected</u>	2018 <u>Budget</u>
Personnel Services	\$ 506,540	\$ 557,821	\$ 541,508	\$ 558,693
Employee Benefits	255,680	289,917	265,295	291,883
Utilities & Communications	19,108	21,095	16,927	20,095
Purchased Services	61,901	59,347	61,505	61,505
Material & Supplies	301,034	396,000	385,246	403,100
Office	3,326	16,121	964	6,670
Administration	6,229	3,250	2,133	3,300
Non-capital Equipment & Facilities	11,039	30,000	29,572	50,000
Total	\$ 1,164,857	\$ 1,373,551	\$ 1,303,150	\$ 1,395,246
Employee Count	10.0	11.0	11.0	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			
	2016 Final	2017 Projected	2018 Budget
AvPort's total full time employment equivalents	154.3	157.0	173.0
Total AvPort's overtime	12.4%	12.7%	9.3%
Budgetary needs met	yes	yes	yes
Saving/revenue producing ideas	0	0	1
Total AvPorts Property Damage Reports	16	12	29
Administration Overtime/Personnel Services (%)	0.0%	0.0%	0.0%
Employee turnover	15.9%	15.0%	19.0%

Projected 2017 Strategic Plan Results and 2018 Strategic Goals for AFCO AvPorts Administration

Goals	Objectives	Activities	2017 Projected Results to be Achieved	2018 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 	<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

	2016 <u>Actual</u>	2017 <u>Budget</u>	2017 <u>Projected</u>	2018 <u>Budget</u>
Personnel Services	\$ 310,055	\$ 306,524	\$ 319,861	\$ 308,356
Employee Benefits	88,932	101,350	87,185	105,247
Utilities & Communications	575	350	370	550
Purchased Services	417,896	415,750	415,750	415,750
Material & Supplies	-	-	-	-
Office	37,830	44,685	37,370	42,525
Administration	7,737	5,775	3,203	5,550
Non-capital Equipment & Facilities	-	-	-	-
Total	\$ 863,025	\$ 874,434	\$ 863,740	\$ 877,978
Employee Count	3.5	3.5	3.5	3.5



Albany County Airport Authority AFCO AvPorts' 2018 Expenditures by Line Item

DESCRIPTION	ACCT	AvPorts Direct Cost Centers					Indirect Cost Centers				Admin AvPorts Admin	2018 Budget AvPorts Totals
		Airfield	Terminal	Loading Bridges	Parking	Landside	PUBLIC SAFETY/OPERATIONS			Vehicles & Equipment		
							ARFF	Operations	Security			
PERSONNEL SERVICES												
Salaries	1	1000	1,126,901	1,337,576	80,046	1,742,295	1,099,733	568,756	172,823	510,150	308,356	6,946,636
Overtime (1.5)	1	2010	101,556	82,171	7,233	201,903	157,702	72,016	2,662	43,833		669,076
Overtime (2.0)	1	2020	21,840	1,208	1,908	7,211	8,311	0	0	4,710		45,188
Subtotal			1,250,297	1,420,955	89,187	1,951,409	1,265,746	640,772	175,485	558,693	308,356	7,660,900
EMPLOYEE BENEFITS												
Social Security	2	1000	94,756	90,424	6,689	134,024	92,742	47,564	13,217	42,344	22,776	544,536
Health-Active	2	2000	341,290	424,981	33,698	548,229	300,776	162,347	50,341	177,586	47,855	2,087,103
Medical Exams	2	4000				600	3,000				18,000	21,600
Uniforms & Laundry	2	5000	12,000	10,000	1,400	11,000		1,334	1,500	6,000		43,234
Uniform Purchases	2	5005	10,000	3,000	200	3,000	15,000	2,600	1,800	2,000	600	38,200
NYS Disability Insurance/Life Ins	2	6010	23,584	24,981	1,257	20,768	18,225	7,964	1,708	8,199	5,419	112,105
Unemployment Insurance	2	6020	8,497	10,084	576	14,039	5,762	3,745	2,593	3,169	1,008	49,473
Workers Compensation	2	6030	96,408	107,438	6,906	103,316	91,625	37,915	15,003	44,438	678	503,727
Retirement Plans	2	9000	24,122	24,065	1,419	35,247	25,999	13,477	1,844	8,147	8,911	143,231
Subtotal			610,657	694,973	52,145	870,223	553,129	276,946	88,006	291,883	105,247	3,543,208
UTILITIES & COMMUNICATIONS												
Electric	3	1000	110,000	800,000	68,250	312,000	14,000			7,000		1,426,250
Natural Gas	3	3000	6,000	130,000		75,000	7,000			13,000		231,000
Sewer	3	4000	1,000	75,000		12,000						88,000
Water	3	5000	800	85,000		350						110,150
Telephone Charges - Local	3	6010	200	100		1,500	200	7,200		70	350	13,620
Telephone Charges - Long Distan	3	6011	100	50		25	100	150		25	200	675
Telephone-Sheriff	3	6012							4,200			4,200
Payphones-Annual& Monthly Set	3	6017		21,500								21,500
Payphones-Monthly Usage	3	6018		300								300
Telephone Parts & Repairs	3	6020	0	5,000								5,000
Telephone Cellular	3	6030						44,000				44,000
Cable Television	3	6060		4,239								4,239
Subtotal			118,100	1,121,189	68,250	313,875	21,300	51,350	4,200	20,095	550	1,948,934
PURCHASED SERVICES												
Insurance												
Airport Liability	4	2010									5,750	5,750
Automotive	4	2020								61,505		61,505
Environmental Liability	4	2041										0
Property Insurance	4	2060	16,641	71,490		45,414	38,328	3,459				175,332
Insurance Claims	4	2095	500	10,000		5,000						15,500
Subtotal			17,141	81,490	0	50,414	38,328	3,459	0	61,505	5,750	258,087
Outside Services												
Public Safety	4	4000							2,627,656			2,627,656
Perimeter Security	4	4005	196,650	55,000								251,650
Armored Car Services	4	4010				11,000						11,000
Employee Shutte	4	4030					20,000					20,000
Janitorial Services	4	5000	16,000	390,621			0					406,621
Refuse Removal Services	4	5010	3,060	50,000								53,060
Artistic Exhibits	4	6012		115,132								115,132
Departure	4	6013		281,143								281,143
Passenger Information Booth	4	6020		142,638								142,638
Special Studies	4	7000	0	10,000		12,000					0	22,000
GIS Services	4	7010	10,000	0		0	2,200					12,200
Subtotal			225,710	1,044,533	0	23,000	22,200	0	0	2,627,656	0	3,943,099
Professional Services												
Architectural	4	9010		25,000		0	15,000					40,000
Engineering Services	4	9020	5,000	10,000		8,000	10,000					33,000
Professional Management	4	9040									410,000	410,000
Subtotal			5,000	35,000	0	8,000	25,000	0	0	0	410,000	483,000
Total Purchased Services			247,851	1,161,024	0	81,414	85,528	3,459	0	2,627,656	61,505	4,684,187
MATERIALS AND SUPPLIES												
Airfield												
Fencing	5	1010	10,000									10,000
Airfield Lighting System	5	1011	100,000									100,000
Pavement Repairs	5	1014	10,000									10,000
Apron Maintenance	5	1015	50,000									50,000
Runway Painting	5	1016	30,000									30,000
Airfield Shop Supplies	5	1017	20,000									20,000
Snow Removal Supplies	5	1019	250,000									250,000
Rubber Removal	5	1020	35,000									35,000

Albany County Airport Authority AFCO AvPorts' 2018 Expenditures by Line Item

DESCRIPTION	ACCT	AvPorts Direct Cost Centers					Indirect Cost Centers			Admin AvPorts Admin	2018 Budget AvPorts Totals	
		Airfield	Terminal	Loading Bridges	Parking	Landside	PUBLIC SAFETY/OPERATIONS					Vehicles & Equipment
							ARFF	Operations	Security			
ARFF												
EMS Supplies	5 1030						10,000				10,000	
ARFF Supplies	5 1031						25,000				25,000	
Hazardous Material Supplies	5 1032						6,000				6,000	
Foam	5 1033						24,000				24,000	
Glycol												
Glycol Disposal (BOD)	5 1051	3,500									3,500	
Waste Water Conveyance	5 1052	7,500									7,500	
Electricity & Gas	5 1053	100,000									100,000	
Sewer District Charges	5 1054	5,000									5,000	
Water District Chemical Analysis	5 1055	15,000									15,000	
System Maintenance & Repairs	5 1057	200,000									200,000	
Subtotal		836,000	0	0	0	0	65,000	0	0	0	901,000	
BUILDINGS												
Alarm and PA Systems	5 2010	500	40,000	900	10,000	18,000	3,500				72,900	
Card Access Control	5 2012							45,000			45,000	
CCTV Repair	5 2013							25,000			25,000	
Key Access System	5 2014							15,000			15,000	
Baggage System	5 2020		20,000								20,000	
Electrical Repairs & Supplies	5 2031	4,000	100,000	10,000	30,000	20,000	3,000		2,000		169,000	
Elevator Repairs & Supplies	5 2032		110,000		35,000						145,000	
HVAC	5 2033	4,000	140,000	2,000	10,000	25,000	8,000				189,000	
Roof	5 2034	1,000	4,000		2,000	20,000	1,000				28,000	
Plumbing Repairs & Supplies	5 2035	3,000	19,000		20,000	15,000	4,000				61,000	
Automatic Door Repairs & Suppl	5 2036		5,000		4,000						9,000	
Pest Control	5 2037	488	10,000		648	5,000	504				16,640	
Fire Extinguishers	5 2040						5,000				5,000	
Fire Equipment Testing	5 2041						3,000				3,000	
US Customs	5 2050	25,000									25,000	
Control Tower	5 2051					300,000					300,000	
Building Maintenance	5 2060	10,000	200,000	60,000	30,000	50,000	5,000				355,000	
Janitorial Supplies	5 2062		150,000				3,000				153,000	
Window Washing	5 2063		36,216		23,358	0					59,574	
ID Tags	5 2071							24,000			24,000	
Sign Expense	5 2080		1,000		2,000	1,000	0				4,000	
FIDS	5 2090		51,524								51,524	
Subtotal		47,988	886,740	72,900	167,006	454,000	36,004	0	109,000	2,000	1,775,638	
GROUNDNS												
Landscaping	5 3010	10,000	3,000		20,000	1,000	200				34,200	
Fencing	5 3020				1,000	500					1,500	
Pavement Repairs	5 3030		5,000		30,000	3,000					38,000	
Utility Repairs	5 3035					500					500	
Sign Expense	5 3040	1,000			10,000	2,500					13,500	
Traffic Light Repairs and Materia	5 3041					2,000					2,000	
Catch Basin Maintenance	5 3045	500				2,500					3,000	
Snow Removal Supplies	5 3048				65,000	5,000					70,000	
Snow Removal Contract Services	5 3050	70,000			170,000	25,600					265,600	
NYS Police Hangar	5 3051					125,000					125,000	
Dump Fees - Landfill	5 3060	2,000	500		0	150			1,000		3,650	
Hazardous Waste Management	5 3070	1,000	6,000			200	1,100		4,000		12,300	
Wildlife Hazard Management	5 3071	35,000			3,000						38,000	
Liquid Waste Disposal	5 3078	4,000	6,000		2,000	16,000	2,000		0		30,000	
Land Lease	5 3085				15,435						15,435	
T-Hangar Maintenance	5 3090					125,000					125,000	
Subtotal		123,500	20,500	0	316,435	308,950	3,300	0	0	5,000	777,685	
VEHICLES AND EQUIPMENT												
Gasoline	5 4010					26,000				17,000	43,000	
Diesel Fuel	5 4011		3,000			10,000				90,000	103,000	
CNG	5 4015					26,000					26,000	
Oil/Grease	5 4012			3,000		1,000				25,000	29,000	
Vehicle/Equipment Tires	5 4013			7,000		8,000	5,000			21,000	41,000	
Vehicle Repair and Maintenance	5 4021					25,000				27,000	52,000	
Veh Communication Equip. Repa	5 4022					1,000				6,000	7,000	
Sheriff Vehicle Repair and Maint	5 4023									100	100	
General Equip. Repair/Maintenan	5 4030				45,000					25,000	70,000	
Heavy Equipment Maintenance	5 4040									50,000	50,000	
ARFF Equipment Maintenance	5 4045						20,000				20,000	
Snow Equipment Repair/Mainten	5 4050									80,000	80,000	
Mower Repair/Maintenance	5 4060									15,000	15,000	
Vehicle Shop Tools and Supplies	5 4070									40,000	40,000	
Subtotal		0	3,000	10,000	142,000	0	25,000	0	0	396,100	576,100	
Total Materials and Supplies		1,007,488	910,240	82,900	625,441	762,950	129,304	0	109,000	403,100	4,030,423	

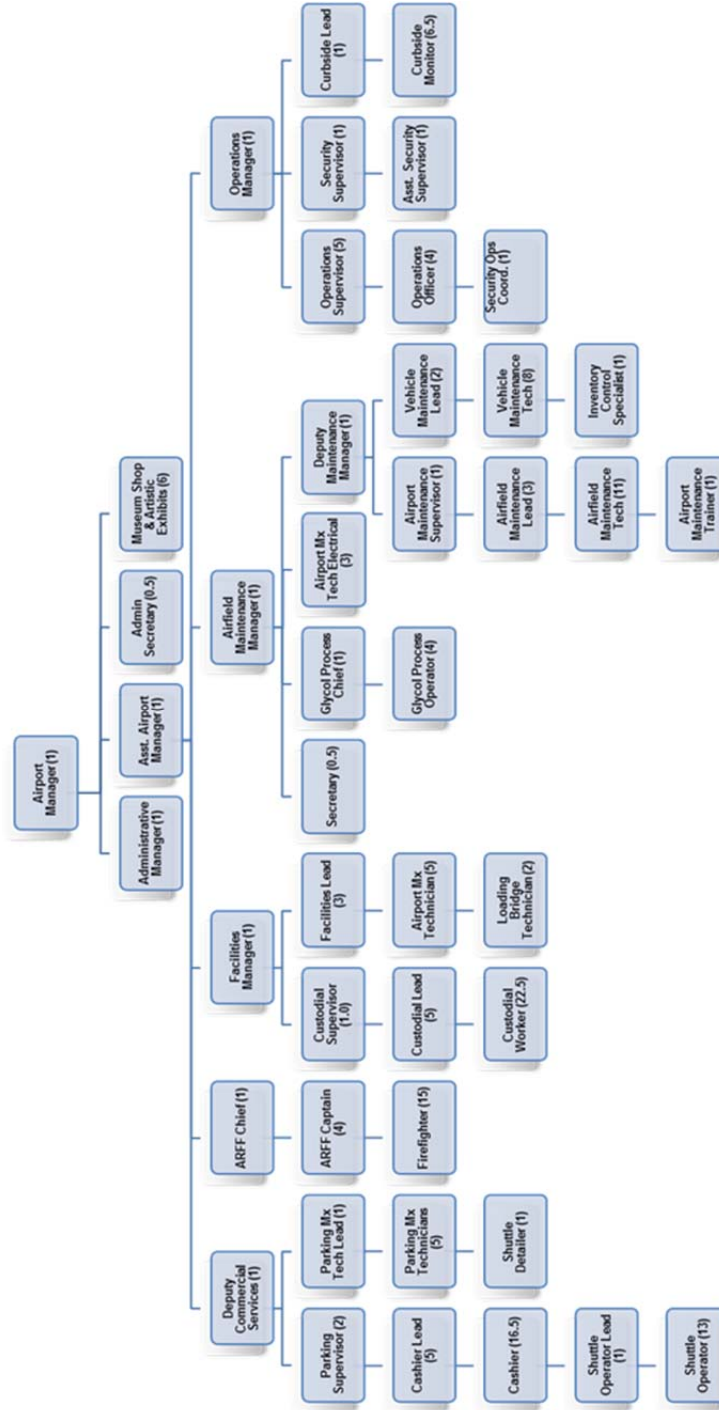
Albany County Airport Authority AFCO AvPorts' 2018 Expenditures by Line Item

DESCRIPTION	ACCT	AvPorts Direct Cost Centers					Indirect Cost Centers				Admin AvPorts Admin	2018 Budget AvPorts Totals
		Airfield	Terminal	Loading Bridges	Parking	Landside	PUBLIC SAFETY/OPERATIONS			Vehicles & Equipment		
							ARFF	Operations	Security			
OFFICE												
Office Equipment Rental	5 5010	800	800		1,000		500	1,400		36	1,200	5,736
Copy Machine Use	5 5011				0		0	25			700	725
Office Equipment Service Agree	5 5012	517	0		0		400	1,536		325	1,685	4,463
Office Equipment Repairs	5 5013				100		0			100	500	700
Computer System Supplies	5 5014	1,400	13,250		10,100	6,200	500	2,000	1,700	700	750	36,600
Hardware/Software Maint Agree	5 5015		11,110		44,984		1,908	1,500	3,000	3,959	0	66,461
Computer Equipment	5 5016	3,860	20,145		0	2,050	3,400	4,650	11,680	650	1,240	47,675
Office Furniture and Fixtures	5 5020	500	500		1,500		400	1,500	150	0	500	5,050
Printed Forms/Letterhead	5 5030	500	500		2,000		150	500		300	250	4,200
Parking Ticket Stock	5 5031				16,000							16,000
Printing Outside Services	5 5032										100	100
Express Mail	5 5041										600	600
Reference Materials	5 5050	100					1,000			100		1,200
Office Supplies	5 5060	2,500	2,500		2,500		1,500	2,000	100	500	2,000	13,600
Payroll Services	5 5070										33,000	33,000
Subtotal		10,177	48,805	0	78,184	8,250	9,758	15,111	16,630	6,670	42,525	236,110
ADMINISTRATIVE												
Dues and Subscriptions	6 6000	390	0		600		2,100	6,550		50		9,690
AAAAE	6 6002										550	550
AvPorts/MA Training & Travel	6 6010	6,200	2,000	1,000	6,000		42,260	15,100	0	3,250	3,000	78,810
Advertising/Public Meetings	6 6030										2,000	2,000
Economic Development	6 6031					10,000						10,000
License and Permits	6 6040	3,850										3,850
Property Taxes	6 6050					37,000						37,000
Credit Card Service Charges	6 6060				325,000							325,000
EZPass Fees	6 6061				120,000							120,000
Subtotal		10,440	2,000	1,000	451,600	47,000	44,360	21,650	0	3,300	5,550	586,900
TOTAL OPERATIONS		3,255,010	5,359,185	293,482	4,372,146	1,133,753	2,027,056	1,005,829	3,020,977	1,345,246	877,978	22,690,662
Non-Capital Equipment	8 3000	0	100,000	0	23,000	0	48,000	0	19,000	50,000	0	240,000
Total Expenses		3,255,010	5,459,185	293,482	4,395,146	1,133,753	2,075,056	1,005,829	3,039,977	1,395,246	877,978	22,930,662

Albany County Airport Authority 2018 Operating Budget

Albany County Airport Authority											
Albany International Airport											
2018 Budget											
SCHEDULE OF SALARIES AND BENEFITS FOR AFCO AVPORTS											
SUMMARY OF AUTHORIZED POSITIONS:											
Department	2016 Audited OF FTE POSITIONS			2017 Budget OF FTE POSITIONS			2018 Budget OF FTE POSITIONS			FTE Count As of Sept 30, 2017	
	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	-1.00		1.00	1.00		2.00			2.00		1.00
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		1.00
Airport Maint Tech-Glycol			3.00			3.00			3.00		3.00
Airport Maint Tech Airfield	-0.75		9.25	2.75		12.00			12.00		8.25
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		0.50
Facilities Maint Lead			2.00			2.00			2.00		2.00
Facility Maint Lead-HVAC	1.00		1.00			1.00			1.00		1.00
Facilities Maint Technician	2.00		4.00	1.00		5.00			5.00		4.00
Custodial Supervisor			1.00			1.00			1.00		1.00
Custodial Lead	-1.00		4.00	1.00		5.00			5.00		4.00
Custodial Worker	1.00		19.00	-1.00		18.00			18.00		19.00
Floor Care Technician	-1.00		0.00	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	0.50		4.25	1.25		5.50			5.50		4.25
Loading Bridges											
Facilities Maint Lead-Loading Bridg	1.00		2.00			2.00			2.00		2.00
Parking											
Deputy, Commercial Services			1.00			1.00			1.00		1.00
Parking Supervisor			2.00			2.00			2.00		2.00
Lead Cashier	-2.00		3.00	2.00		5.00			5.00		4.00
Cashier, Full Time	2.00		14.00			14.00			14.00		13.00
Cashier, Part Time - FTE			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	4.00		12.00	-2.00		10.00			10.00		13.00
Shuttle Operator, Part Time - FTE			0.25	2.75		3.00			3.00		0.50
Lead Parking Maint Tech			0.00	1.00		1.00			1.00		0.00
Parking Assistant			1.00			1.00			1.00		0.00
Parking Maint Technician			4.00			4.00			4.00		4.00
Security											
Curbside Monitors			3.00	1.00		4.00			4.00		4.00
Curbside Monitors, Part Time - FTE			2.00	0.50		2.50			2.50		1.50
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	-1.00		14.00	2.00		16.00			16.00		14.00
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 Superviso	1.00		1.00			1.00			1.00		1.00
Airport Operations Supervisor			5.00			5.00			5.00		5.00
Airport Operations Officer	-1.00		3.00	1.00		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	-1.00		7.00	1.00		8.00			8.00		8.00
Administration											
			3.50			3.50			3.50		3.50
Total AFCO AvPorts Positions	3.75	0.00	154.25	18.75	0.00	173.00	0.00	0.00	173.00		157.00
SUMMARY BY SALARIES & BENEFITS:											
	2016 Audited			2017 Budget			2018 Budget			# of	
AFCO AvPorts	Salaries	Benefits	Total	Salaries	Benefits	Total	Salaries	Benefits	Total	Additions/ Transfers	
Airfield	1,122,685	504,807	1,627,492	1,230,540	564,761	1,795,301	1,250,297	610,657	1,860,954	0.00	
Terminal	1,233,527	606,770	1,840,297	1,282,494	644,300	1,926,794	1,420,955	694,973	2,115,928	0.00	
Loading Bridges	64,989	27,227	92,216	82,416	40,674	123,090	89,187	52,145	141,332	0.00	
Parking	1,503,362	611,218	2,114,580	1,648,901	722,404	2,371,305	1,951,409	870,223	2,821,632	0.00	
ARFF	1,292,709	465,450	1,758,160	1,246,295	550,912	1,797,207	1,265,746	553,129	1,818,875	0.00	
Operations	583,082	226,937	810,019	563,165	253,888	817,053	640,772	276,946	917,718	0.00	
Security	116,256	54,008	170,264	167,396	74,044	241,440	175,485	88,006	263,491	0.00	
Vehicles & Equipment	506,540	255,680	762,220	557,821	289,917	847,738	558,693	291,883	850,576	0.00	
Administration	310,055	88,932	398,986	306,524	101,350	407,874	308,356	105,247	413,603	0.00	
Total AFCO AvPorts Salaries & Benefits	6,733,204	2,841,030	9,574,235	7,085,552	3,242,250	10,327,802	7,660,900	3,543,208	11,204,108	0.00	

AvPort's Organizational Chart



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 2018 are summarized in the following table.

Albany County Airport Authority
FBO Operations Summary
Projected Budget 2018

	Commercial Fueling 60	GA & Facilities 61	Admin 69	2018 Total	2017 Budget
Revenues					
Retail Fuel					
Jet A Fuel Sales	\$ -	\$ 4,378,590	\$ -	\$ 4,378,590	\$ 4,245,294
AvGas Fuel Sales	-	307,869	-	307,869	316,191
Auto & Diesel Fuel Sales	279,708	-	-	279,708	238,000
Retail Fuel Sales	279,708	4,686,459	-	4,966,167	4,799,485
Into-Plane Fees	664,133	-	-	664,133	661,822
Fuel Farm Fees	600,144	-	-	600,144	576,909
Landing Fees	-	256,964	-	256,964	281,008
Parking Fees	-	176,437	-	176,437	207,185
Commercial AvGas	412,788	-	-	412,788	559,300
Deicing	1,119,867	28,220	-	1,148,087	1,068,316
Properties	-	324,732	-	324,732	315,744
FBO Services (Catering, etc)	-	81,422	-	81,422	62,171
Total Revenues	3,076,641	5,554,235	-	8,630,876	8,531,941
Cost of Sales ()					
Fuel Cost - Jet A	-	2,388,322	-	2,388,322	2,154,016
Fuel Volume Discounts	-	300,000	-	300,000	347,000
Fuel Cost - AvGas	-	229,009	-	229,009	230,456
Fuel Volume Discounts	-	5,000	-	5,000	5,000
Fuel Cost - Auto & Diesel	200,000	-	-	200,000	186,000
Fuel Cost	200,000	2,922,331	-	3,122,331	2,922,472
Fuel Cost - Avgas Commercial	370,006	-	-	370,006	496,400
Deicing Type I - Sprayed	251,664	-	-	251,664	240,555
Deicing Type IV - Sprayed	37,102	-	-	37,102	34,860
Deicing Type I - Consortium	423,449	-	-	423,449	349,670
Deicing Type IV - Consortium	117,357	-	-	117,357	90,032
Deicing Cost	829,572	-	-	829,572	715,116
Catering	-	5,300	-	5,300	5,300
Total Cost of Sales	1,399,578	2,927,631	-	4,327,209	4,139,288
Gross Operating Revenue	1,677,063	2,626,604	-	4,303,667	4,392,653
Expenses ()					
Personal Services					
Salaries	446,275	613,878	204,970	1,265,123	1,243,717
Overtime	58,016	97,900	-	155,916	119,796
Total Personal Services	504,291	711,778	204,970	1,421,039	1,363,513
Employee Benefits	200,892	321,944	84,690	607,526	559,697
Utilities & Communications	17,962	66,500	3,950	88,412	99,270
Purchased Services	74,663	120,837	317,868	513,368	540,799
Material & Supplies					
Buildings	12,700	73,476	-	86,176	86,974
Grounds	20,000	3,100	-	23,100	56,100
Vehicles	202,500	66,500	-	269,000	236,000
Total Material & Supplies	235,200	143,076	-	378,276	379,074
Administration	-	175,500	54,456	229,956	237,278
Non-Capital Equipment	-	-	-	-	-
Total Expenses	1,033,008	1,539,635	665,934	3,238,577	3,179,631
FBO Net Direct Revenue	\$ 644,055	\$ 1,086,969	\$ (665,934)	\$ 1,065,090	\$ 1,213,022
Allocation of Indirect Cost Centers					
ARFF	\$ 53,013	\$ 53,013	\$ -	\$ 106,026	\$ 106,026
Operations	43,432	43,432	-	86,863	86,863
Security	28,825	28,825	-	57,651	57,651
Vehicles & Equipment	67,811	40,687	-	108,498	108,498
AvPorts Administration	47,677	59,410	-	107,086	107,086
FBO Administration	312,461	389,355	(665,934)	35,882	31,162
ACAA Administration	284,451	354,452	-	638,903	638,903
Total Allocation	837,671	969,173	(665,934)	1,140,910	1,136,189
Debt Service					
Depreciation - Capital Assets	148,300	86,451	-	234,751	234,751
FBO Net Results	\$ (341,916)	\$ 31,345	\$ -	\$ (310,571)	\$ (157,918)

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 2017 and 2018, 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			
	2016 Final	2017 Projected	2018 Budget
Number of accidents/incidents	5	0	0
Number of airline delays counted against MA	14	3	0
Into-plane gallons pumped	18,602,032	19,507,385	19,507,385
Number of Audits performed by Airlines/ Quality Control- Employee Training Records	25	31	5
Number of non-compliance items reported in Airline Audits	10	9	4
AvGas fuel sales commercial	152,586	115,627	115,627
Deicing gallons pumped	128,320	157,311	157,311
Workers' compensation cases	4	0	0
Employees who have completed Safety Programs	20	26	15
Quality control audits at the Fuel Farm (less the better)	13	26	5
Completed monthly training programs	14	12	12
Monthly survey of airlines	100%	100%	100%
Overtime/Personnel Services (%)	13.3%	14.7%	11.5%

Projected 2017 Strategic Plan Results and 2018 Strategic Goals for MA Commercial

Goals	Objectives	Activities	2017 Projected Results to be Achieved	2018 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

	2016 <u>Actual</u>	2017 <u>Budget</u>	2017 <u>Projected</u>	2018 <u>Budget</u>
Personnel Services	\$ 439,828	\$ 459,816	\$ 502,509	\$ 504,291
Employee Benefits	60,795	173,190	170,438	200,892
Utilities & Communications	15,718	21,640	18,149	17,962
Purchased Services	76,197	106,321	96,903	74,663
Material & Supplies	1,414,930	1,631,716	1,557,652	1,634,778
Office	-	-	-	-
Administration	5,270	-	-	-
Non-capital Equipment & Facilities	-	-	-	-
Total	\$ 2,012,738	\$ 2,392,683	\$ 2,345,650	\$ 2,432,586
Employee Count	11.0	11.0	11.0	12.0



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			
	2016 Final	2017 Projected	2018 Budget
AvGas fuel sales (gallons)	69,156	63,088	63,088
Jet A fuel sales (gallons)	1,031,066	995,134	995,134
Number of international flights	517	482	500
General Aviation Aircraft customer transactions	7,392	6,432	7,000
Number of Aircraft arrivals	7,349	6,789	7,000
Number of Aircraft fueled	5,958	6,384	6,500
Number of ramp fees collected	2,102	1,474	1,500
Number of landing fees collected	4,147	3,387	3,500
Employees who completed the NATA Safety 1st Program	20	12	20
Employees who completed all Safety Programs	15	21	14
Property Accidents	5	0	0
Quarterly reports from monthly safety meetings	100%	100%	100%
Number of top 20 customers surveys completed	44	19	24
Overtime/Personnel Services (%)	16.4%	17.9%	13.8%

Projected 2017 Strategic Plan Results and 2018 Strategic Goals for General Aviation

Goals	Objectives	Activities	2017 Projected Results to be Achieved	2018 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 tradeshow 	<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 2.5% 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

	2016 <u>Actual</u>	2017 <u>Budget</u>	2017 <u>Projected</u>	2018 <u>Budget</u>
Personnel Services	\$ 723,634	\$ 707,356	\$ 696,264	\$ 711,778
Employee Benefits	234,857	299,450	287,568	321,944
Utilities & Communications	70,461	76,500	60,988	66,500
Purchased Services	122,280	100,130	124,180	120,837
Material & Supplies	2,815,393	2,886,646	2,996,880	3,070,707
Office	792	2,000	1,047	2,500
Administration	174,071	183,500	162,765	173,000
Non-capital Equipment & Facilities	16,450	-	-	-
Total	\$ 4,157,938	\$ 4,255,581	\$ 4,329,692	\$ 4,467,266
Employee Count	19.0	21.0	19.0	20.0



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			
	2016 Final	2017 Projected	2018 Budget
Million Air's total full time employment equivalents	33	33	35.0
Total Million Air overtime	13.0%	14.2%	11.0%
Number of marketing events attended	1	1	4
Number of based tenants	15	15	15
Employee turnover annum	30%	-8%	10%
Workers' Compensation cases	2	1	0
Number of customers gained (prior year comparison)	6%	-11%	1%
Overtime/Personnel Services (%)	0.0%	0.0%	0.0%

Projected 2017 Strategic Plan Results and 2018 Strategic Goals for MA Administration

Goals	Objectives	Activities	2017 Projected Results to be Achieved	2018 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

	2016 <u>Actual</u>	2017 <u>Budget</u>	2017 <u>Projected</u>	2018 <u>Budget</u>
Personnel Services	\$ 195,677	\$ 196,341	\$ 198,769	\$ 204,970
Employee Benefits	31,850	87,057	62,267	84,690
Utilities & Communications	1,273	1,130	1,176	3,950
Purchased Services	323,947	334,348	317,868	317,868
Material & Supplies	-	-	-	-
Office Administration	31,342	42,778	29,948	46,156
Administration	4,808	9,000	7,262	8,300
Non-capital Equipment & Facilities	-	-	-	-
Total	\$ 588,897	\$ 670,654	\$ 617,290	\$ 665,934
Employee Count	3.0	3.0	3.0	3.0



**Albany County Airport Authority
Million Air's 2018 Expenditures by Line Item**

DESCRIPTION	ACCT	MA Cost Centers			2018 Budget MA Totals	
		MA	MA	MA		
		Comm	GA & Fac	Admin		
PERSONNEL SERVICES						
Salaries	1	1000	446,275	613,878	204,970	1,265,123
Overtime (1.5)	1	2010	58,016	97,900	0	155,916
Subtotal			504,291	711,778	204,970	1,421,039
EMPLOYEE BENEFITS						
Social Security	2	1000	38,578	54,451	15,680	108,709
Health-Active	2	2000	133,858	241,322	60,677	435,857
Medical Exams	2	4000			1,500	1,500
Uniforms & Laundry	2	5000	3,000	3,000	650	6,650
Uniform Purchases	2	5005	5,000	6,000	500	11,500
NYS Disability Insurance/Life Insu	2	6010	1,210	1,622	470	3,302
Unemployment Insurance	2	6020	11,300	11,652	1,691	24,643
Retirement Plans	2	9000	7,946	3,897	3,522	15,365
Subtotal			200,892	321,944	84,690	607,526
UTILITIES & COMMUNICATIONS						
Electric	3	1000	13,000	35,000		48,000
Natural Gas	3	3000	1,600	30,000		31,600
Water	3	5000	700			700
Telephone Charges - Local	3	6010	100		450	550
Telephone Charges - Long Distance	3	6011	150		500	650
Wireless	3	6033	2,412			2,412
Radio Communications	3	6035			3,000	3,000
Cable Television	3	6060		1,500		1,500
Subtotal			17,962	66,500	3,950	88,412
PURCHASED SERVICES						
Insurance						
Airport Liability	4	2010			110,868	110,868
Environmental Liability	4	2041	7,642			7,642
Property Insurance	4	2060	37,021	13,837		50,858
Insurance Claims	4	2095		20,000		20,000
Subtotal			44,663	33,837	110,868	189,368
Outside Services						
Refuse Removal Services	4	5010		3,000		3,000
Public Relations	4	6010			42,000	42,000
Subtotal			0	3,000	42,000	45,000
Professional Services						
Professional Management	4	9040	30,000	84,000	165,000	279,000
Subtotal			30,000	84,000	165,000	279,000
Total Purchased Services			74,663	120,837	317,868	513,368
MATERIALS AND SUPPLIES						
FBO						
Fuel Cost - Jet	5	1101		2,388,322		2,388,322
Fuel Discounts - Jet A	5	1102		300,000		300,000
Fuel Cost - Avgas	5	1103		229,009		229,009
Fuel Discounts - AvGas	5	1104		5,000		5,000
Fuel Cost - Auto	5	1105	50,000			50,000
Fuel Cost Diesel	5	1107	150,000			150,000
Fuel Cost - Avgas Commercial	5	1108	370,006			370,006
Deicing Type I - Sprayed	5	1109	251,664			251,664
Deicing Type IV - Sprayed	5	1110	37,102			37,102
Deicing Type I - Consortium	5	1111	423,449			423,449
Deicing Type IV - Consortium	5	1112	117,357			117,357
Catering	5	1120		1,000		1,000
Oil	5	1125		3,000		3,000
TKS (Deicing fluid)	5	1126		1,000		1,000
Charts, Pilot Supplies	5	1130		300		300
Subtotal			1,399,578	2,927,631	0	4,327,209

**Albany County Airport Authority
Million Air's 2018 Expenditures by Line Item**

DESCRIPTION	ACCT	MA Cost Centers			2018 Budget MA Totals
		MA	MA	MA	
		Comm	GA & Fac	Admin	
BUILDINGS					
Alarm and PA Systems	5	2010	4,200	2,000	6,200
Electrical Repairs & Supplies	5	2031	5,000	3,000	8,000
Elevator Repairs & Supplies	5	2032		10,000	10,000
HVAC	5	2033	500	10,000	10,500
Roof	5	2034	500	5,000	5,500
Plumbing Repairs & Supplies	5	2035	500	3,000	3,500
Automatic Door Repairs & Supplies	5	2036		4,000	4,000
Pest Control	5	2037		744	744
Building Maintenance	5	2060	2,000	25,000	27,000
Janitorial Supplies	5	2062		7,000	7,000
Window Washing	5	2063		3,232	3,232
Sign Expense	5	2080		500	500
FIDS	5	2090			0
Subtotal			12,700	73,476	0
GROUNDS					
Landscaping	5	3010		500	500
Pavement Repairs	5	3030		500	500
Sign Expense	5	3040		100	100
Hazardous Waste Management	5	3070	10,000		10,000
Liquid Waste Disposal	5	3078	10,000	2,000	12,000
Subtotal			20,000	3,100	0
VEHICLES AND EQUIPMENT					
Gasoline	5	4010	5,000	5,000	10,000
Diesel Fuel	5	4011	22,000	22,000	44,000
Vehicle/Equipment Tires	5	4013	7,500	5,000	12,500
Vehicle Repair and Maintenance	5	4021	500	1,000	1,500
Veh Communication Equip. Repair	5	4022	1,000	1,000	2,000
General Equip. Repair/Maintenance	5	4030	50,000	7,500	57,500
Quality Control Testing Equipment	5	4031	15,000		15,000
Heavy Equipment Maintenance	5	4040	100,000	20,000	120,000
Vehicle Shop Tools and Supplies	5	4070	1,500	5,000	6,500
Subtotal			202,500	66,500	0
Total Materials and Supplies			1,634,778	3,070,707	0
OFFICE					
Office Equipment Rental	5	5010		1,500	850
Office Equipment Service Agreement	5	5012			432
Office Equipment Repairs	5	5013			100
Computer System Supplies	5	5014			4,500
Hardware/Software Maint Agreement	5	5015			11,024
Computer Equipment	5	5016			700
Office Furniture and Fixtures	5	5020		1,000	1,000
Printed Forms/Letterhead	5	5030			1,000
Printing Outside Services	5	5032			300
Express Mail	5	5041			250
Office Supplies	5	5060			6,000
Payroll Services	5	5070			20,000

**Albany County Airport Authority
Million Air's 2018 Expenditures by Line Item**

DESCRIPTION	ACCT	MA Cost Centers			2018 Budget MA Totals
		MA	MA	MA	
		Comm	GA & Fac	Admin	
Subtotal		0	2,500	46,156	48,656
ADMINISTRATIVE					
Dues and Subscriptions	6 6000		15,000	1,300	16,300
AvPorts/MA Training & Travel	6 6010	0	5,000	5,000	10,000
Functions/Refreshments	6 6013		0	1,000	1,000
Incentives	6 6015		43,000		43,000
Economic Development	6 6031		0	1,000	1,000
Credit Card Service Charges	6 6060		110,000		110,000
Subtotal		0	173,000	8,300	181,300
TOTAL OPERATIONS		2,432,586	4,467,266	665,934	7,565,786
Non-Capital Equipment	8 3000	0	0	0	0
Total Expenses		2,432,586	4,467,266	665,934	7,565,786

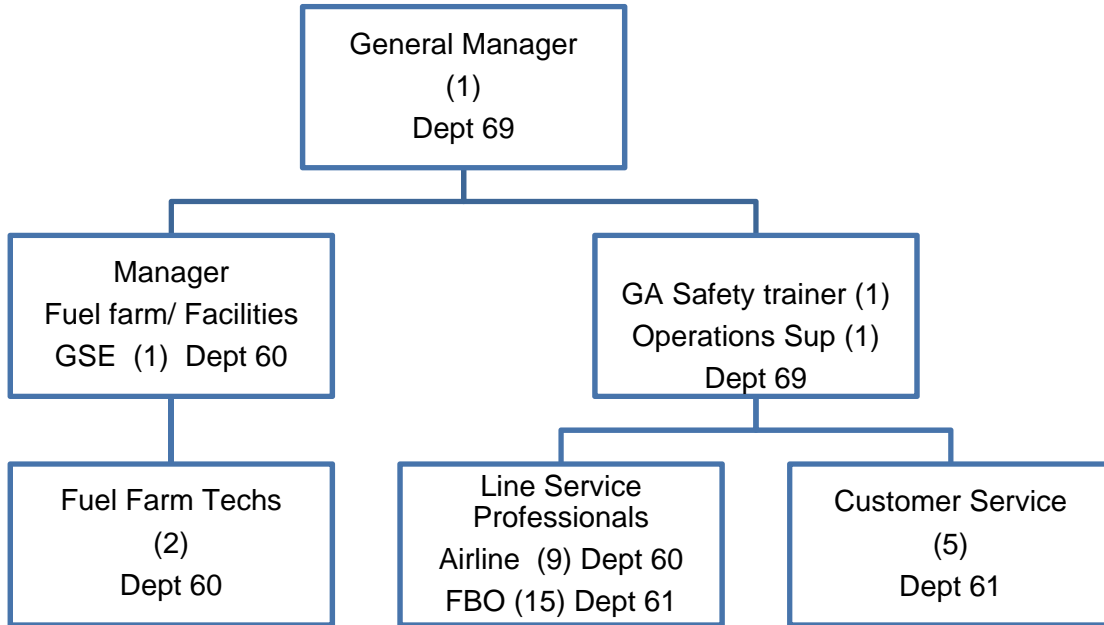
Albany County Airport Authority
Albany International Airport
2018 Budget

SCHEDULE OF SALARIES AND BENEFITS FOR MILLION AIR

SUMMARY OF AUTHORIZED POSITIONS:

Department	2016 Audited OF FTE POSITIONS			2017 Budget OF FTE POSITIONS			2018 Budget OF FTE POSITIONS			FTE Count As of Sept 30, 2017
	Add	Transfer	Count	Add	Transfer	Count	Add	Transfer	Count	
Commercial										
Fuel Farm Technician	1.0		3.0	-1.0		2.0			2.0	2.00
Line Service Technician	-1.0		7.0	1.0		8.0	1.0		9.0	8.00
Fuel Farm /Facility Manager			1.0			1.0			1.0	1.00
General Aviation										
Line Service Technician	-1.0		14.0	1.0		15.0			15.0	14.00
Facilities Maintenance	-1.0		0.0	1.0		1.0	-1.0		0.0	0.00
Customer Service Representative			5.0			5.0			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	-1.0		1.0			1.0			1.0	1.00
Total Million Air	-3.0	0.0	33.0	2.0	0.0	35.0	0.0	0.0	35.0	33.00
SUMMARY BY SALARIES & BENEFITS:	2016 Audited OF FTE POSITIONS			2017 Budget			2018 Budget			# of Additions/ Transfers
	Salaries	Benefits	Total	Salaries	Benefits	Total	Salaries	Benefits	Total	
Commercial	439,828	60,795	500,623	459,816	173,190	633,006	504,291	200,892	705,183	1.00
General Aviation	723,634	234,857	958,491	707,356	299,450	1,006,806	711,778	321,944	1,033,722	-1.00
Administration	195,677	31,850	227,527	196,341	87,057	283,398	204,970	84,690	289,660	0.00
Total MILLION AIR Salaries & Benefits	1,359,139	327,501	1,686,641	1,363,513	559,697	1,923,210	1,421,039	607,526	2,028,565	0.00

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			
	2016 Final	2017 Projected	2018 Budget
ACAA's total full time employment equivalents	22	22	23
Community meetings	70	58	50
Aviation conferences/meetings	29	34	30
Open Accounts Receivable/Total Operating Revenues	4.2%	4.2%	3.0%
Open Accounts Payable/Total Operating Expenses	1.9%	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	8%	21%	0%
T Hangar rent increase from previous year	-3%	2%	3%
Tie Down rent increase from previous year	-6%	26%	0%
Landside land rent increase from previous year	4%	14%	2%
DBE Participation for construction/engineer contractors	9%	9%	7%
MWBE Participation for construction/engineer contractors	30%	30%	20%
Minority Representation in the Workforce-Concessions			
HMS Host	28%	30%	30%
McDonalds	44%	51%	49%
Villa Fresh Italian Kitchen/Green Leafs	53%	57%	55%
Paradies	37%	41%	38%
Dunkin Donuts	33%	44%	42%
Ambassador Program-hours volunteered	15,879	16,068	16,000
Ambassador assistance - landside	66,111	130,272	100,000
Ambassador assistance - airside	31,768	30,420	30,000
Canine assistance-landside (new for 2015)	45,294	101,832	100,000
Canine assistance-airside (new for 2015)	6,442	8,061	8,000
Concession revenue increase from previous year	3.7%	4.4%	3.9%
Business Center Visitors	1,278	1,783	1,800
Community tours	33	43	40

Projected 2017 Strategic Plan Results and 2018 Strategic Goals for ACAA – Administration

Goals	Objectives	Activities	2017 Projected Results to be Achieved	2018 Budgeted Results to be Achieved
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>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</p> <p>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

Goals	Objectives	Activities	2017 Projected Results to be Achieved	2018 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

Goals	Objectives	Activities	2017 Projected Results to be Achieved	2018 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

	2016 Actual	2017 Budget	2017 Projected	2018 Budget
Personnel Services	\$ 1,820,950	\$ 1,903,013	\$ 1,897,709	\$ 1,955,557
Employee Benefits	1,075,124	1,229,476	1,262,681	1,349,847
Utilities & Communications	76,920	118,792	81,226	81,592
Purchased Services	820,981	846,226	710,147	838,489
Material & Supplies	22,378	22,950	48,215	28,363
Office	190,473	146,676	191,973	207,896
Administration	116,688	145,511	111,250	142,205
Non-capital Equipment & Facilities	-	-	-	-
Total	\$ 4,123,514	\$ 4,412,644	\$ 4,303,200	\$ 4,603,949
Employee Count	22	23	22.0	23.0



Albany County Airport Authority 2018 Expenditures by Line Item

DESCRIPTION	ACCT	2018 Budget	
		ACAA	Admin
PERSONNEL SERVICES			
Salaries	1	1000	1,955,557
Subtotal			1,955,557
EMPLOYEE BENEFITS			
Social Security	2	1000	141,084
Health-Active	2	2000	558,102
OPEB	2	2105	300,000
Health-Dental	2	2200	41,536
Health-Vision	2	2300	6,531
Health-Aflac	2	3000	7,560
Capital EAP Program	2	4010	969
Smoking Cessation Class	2	4015	1,200
NYS Disability Insurance/Life Insu	2	6010	644
Unemployment Insurance	2	6020	4,818
Workers Compensation	2	6030	6,974
Retirement Plans	2	9000	280,429
Subtotal			1,349,847
UTILITIES & COMMUNICATIONS			
Electric	3	1000	25,000
Natural Gas	3	3000	5,000
Telephone Charges - Local	3	6010	5,500
Telephone Charges - Long Distance	3	6011	1,500
Telephones-Monthly Service	3	6015	15,000
Telephones-Monthly Usage	3	6016	2,000
Telephone Parts & Repairs	3	6020	10,085
Internet Access	3	6032	17,236
Cable Television	3	6060	271
Subtotal			81,592
PURCHASED SERVICES			
Accounting and Auditing			
Financial	4	1010	55,000
Rates and Charges	4	1020	6,000
Subtotal			61,000
Insurance			
Airport Liability	4	2010	193,675
Environmental Liability	4	2041	38,740
Property Insurance	4	2060	1,870
Crime	4	2065	2,397
Public Officials Liability	4	2070	24,519
Cyber Liability Insurance	4	2080	11,906
Fiduciary Liability	4	2090	1,268
Agent Fee	4	2093	30,000
Subtotal			304,375

Albany County Airport Authority 2018 Expenditures by Line Item

DESCRIPTION	ACCT	2018 Budget	
		ACAA	Admin
Outside Services			
Legal	4	3000	50,000
Janitorial Services	4	5000	22,000
Public Relations	4	6010	85,389
Advertising	4	6015	179,565
Special Studies	4	7000	35,000
Subtotal			371,954
Professional Services			
Appraisals	4	9005	5,000
Architectural	4	9010	30,000
Consultant	4	9015	18,000
Engineering Services	4	9020	3,000
Code Enforcement	4	9060	45,160
Subtotal			101,160
Total Purchased Services			838,489
MATERIALS AND SUPPLIES			
BUILDINGS			
Alarm and PA Systems	5	2010	3,000
Electrical Repairs & Supplies	5	2031	5,000
Elevator Repairs & Supplies	5	2032	3,000
HVAC	5	2033	1,500
Roof	5	2034	500
Plumbing Repairs & Supplies	5	2035	1,500
Automatic Door Repairs & Supplies	5	2036	500
Pest Control	5	2037	1,500
Storage Space Rental	5	2059	7,500
Building Maintenance	5	2060	3,000
Window Washing	5	2063	1,263
Subtotal			28,263
GROUNDNS			
Landscaping	5	3010	100
Subtotal			100
Total Materials and Supplies			28,363
OFFICE			
Office Equipment Rental	5	5010	8,000
Copy Machine Use	5	5011	500
Office Equipment Service Agreements	5	5012	3,561
Office Equipment Repairs	5	5013	500
Computer System Supplies	5	5014	25,100
Hardware/Software Maint Agreements	5	5015	99,835
Computer Equipment	5	5016	8,400
Office Furniture and Fixtures	5	5020	10,000
Printed Forms/Letterhead	5	5030	1,000
Printing Outside Services	5	5032	20,000
Postage	5	5040	8,500
Express Mail	5	5041	500
Reference Materials	5	5050	1,000
Office Supplies	5	5060	15,000
Payroll Services	5	5070	6,000
Subtotal			207,896

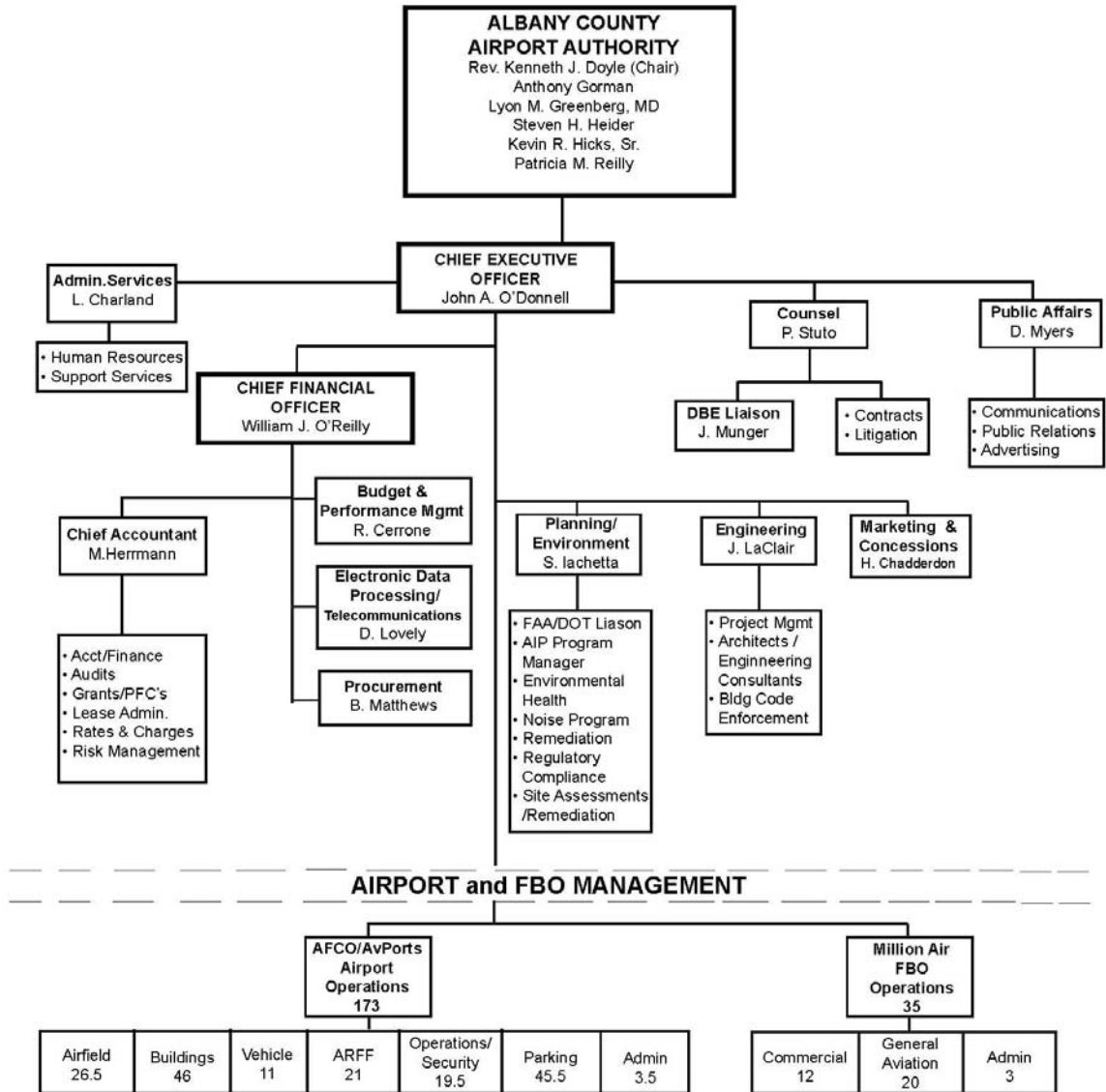
Albany County Airport Authority 2018 Expenditures by Line Item

DESCRIPTION	ACCT	2018 Budget	
		ACAA	Admin
ADMINISTRATIVE			
Dues and Subscriptions	6 6000		21,000
Airport Membership (ACI)	6 6001		14,000
AAAE	6 6002		550
GFOA	6 6003		800
NYS Bar Association	6 6005		670
NY Airport Managers Association	6 6006		8,000
Local Chambers of Commerce	6 6007		6,000
Center for Economic Growth	6 6008		2,500
Authority Travel and Education	6 6011		500
Mgmt. Travel and Education	6 6012		20,000
Functions/Refreshments	6 6013		20,000
Outside Functions	6 6014		5,000
Advertising/Public Meetings	6 6030		14,000
Economic Development	6 6031		1,000
License and Permits	6 6040		5,000
Property Taxes	6 6050		10,000
EZPass Fees	6 6061		13,185
Subtotal			142,205
TOTAL OPERATIONS			4,603,949
Non-Capital Equipment	8 3000		0
Total Expenses			4,603,949

Albany County Airport Authority Albany International Airport 2018 Budget SCHEDULE OF SALARIES AND BENEFITS FOR AUTHORITY										
SUMMARY OF AUTHORIZED POSITIONS:	2016 Audited OF FTE POSITIONS			2017 Budget OF FTE POSITIONS			2018 Budget OF FTE POSITIONS			FTE Count As of Sept 30, 2017
	Add	Transfer	Count	Add	Transfer	Count	Add	Transfer	Count	
Administration			22.0			23.0			23.0	22.00
Total Authority Positions	0.0	0.0	22.0	0.0	0.0	23.0	0.0	0.0	23.0	22.00
SUMMARY BY SALARIES & BENEFITS:				2017 Budget			2018 Budget			# of Additions/ Transfers
				Salaries	Benefits	Total	Salaries	Benefits	Total	
Administration	1,820,950	1,127,781	2,948,731	1,903,013	1,229,476	3,132,489	1,955,557	1,349,847	3,305,404	0.00
Total AUTHORITY Salaries & Benefits	1,820,950	1,127,781	2,948,731	1,903,013	1,229,476	3,132,489	1,955,557	1,349,847	3,305,404	0.00

ALBANY INTERNATIONAL AIRPORT ORGANIZATIONAL CHART

As of January 1, 2018



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 2016	Budget 2017	Projected 2017	Budget 2018
Debt Outstanding (par amount)	\$88,216,000	\$79,228,000	\$77,318,000	\$80,200,000
Enplaned Passengers	1,407,434	1,400,000	1,416,584	1,414,000
Debt Service per Enplaned Passenger	\$63	\$57	\$55	\$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 2018, it is anticipated there will be \$89,318,000 of debt outstanding. Principal payments of \$9,118,000 are due and payable during 2018. The chart below exhibits for each issue the original issue amounts, the debt to be outstanding as of December 31, 2017, the principal payments due in 2018, the interest due in 2018, the amortization of bond related receipts and expenditures that were deferred into interest costs in 2018 and the amount in debt service reserve funds.

Albany County Airport Authority 2018 Operating Budget

Series	Original Issue Amount	Outstanding 12-31-17	Principal Payments Due in 2018	Interest Due in 2018 net of EFC Interest Subsidy	2018 Amortization of Items		Available Debt Service Reserve Funds
					deferred into Interest Cost**	Total Payments Due in 2018	
1999 EFC Revenue Bonds	\$ 7,895,303	\$ 1,128,000	\$ 418,000	\$ 22,240	\$ -	\$ 440,240	\$ 277,389
2010 A Airport Refunding Bonds*	109,855,000	62,845,000	7,335,000	3,226,231	76,280	10,637,511	9,512,253
2017 A Revenue Refunding Bonds	7,795,000	7,470,000	405,000	352,375	-	757,375	704,581
2017 B Revenue Refunding Bonds	6,600,000	5,875,000	960,000	243,925	-	1,203,925	556,915
2018 A Revenue Bond	12,000,000	12,000,000	-	-	-	-	-
	\$ 144,145,303	\$ 89,318,000	\$ 9,118,000	\$ 3,844,771	\$ 76,280	\$ 13,039,051	\$ 11,051,138

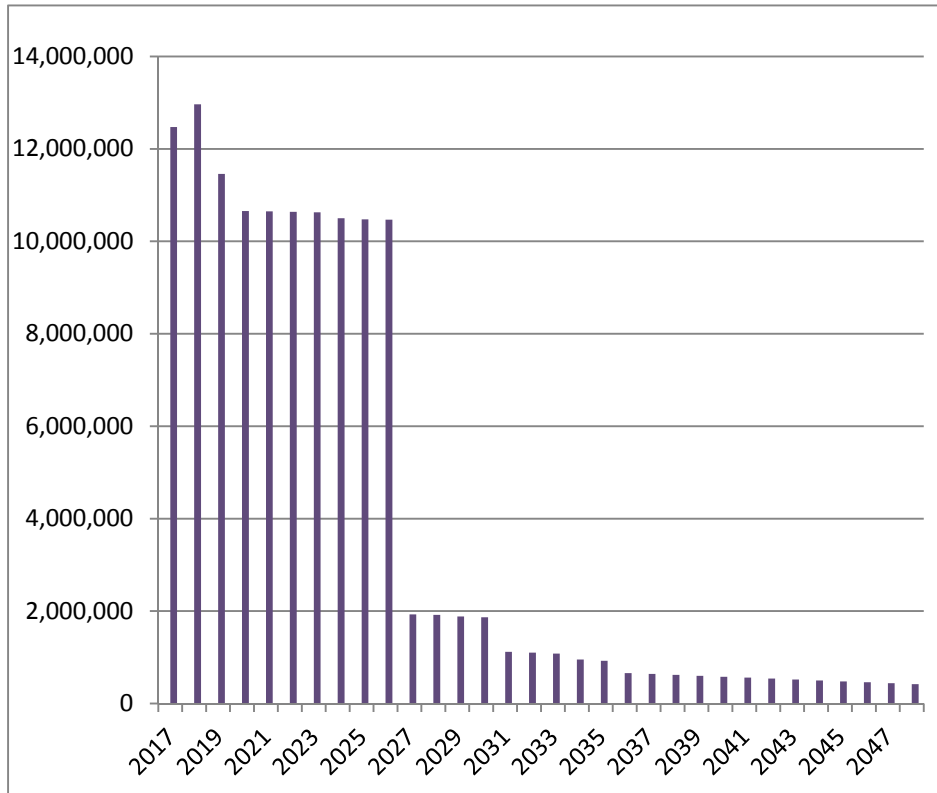
* Before applying available PFC funds (see page 8-9)

**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*

* The Graph and Table below depict the annual debt service payments through final maturity including the issuance of \$12,000,000 of additional bonds in the 4th quarter of 2018 with payments to begin in 2019.



Year	Debt Service
2018	\$ 12,966,335
2019	\$ 11,457,529
2020	\$ 10,654,381
2021	\$ 10,650,381
2022	\$ 10,639,881
2023	\$ 10,627,881
2024	\$ 10,500,881
2025	\$ 10,474,631
2026	\$ 10,468,463
2027	\$ 1,929,575
2028	\$ 1,916,950
2029	\$ 1,884,925
2030	\$ 1,865,431
2031	\$ 1,118,862
2032	\$ 1,103,056
2033	\$ 1,081,451
2034	\$ 953,800
2035	\$ 924,400
2036	\$ 660,000
2037	\$ 640,000
2038	\$ 620,000
2039	\$ 600,000
2040	\$ 580,000
2041	\$ 560,000
2042	\$ 540,000
2043	\$ 520,000
2044	\$ 500,000
2045	\$ 480,000
2046	\$ 460,000
2047	\$ 440,000
2048	\$ 420,000

SCHEDULES OF DEBT ISSUED BY THE AUTHORITY AND THEIR PURPOSE:

\$7,895,303

Series 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>
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>\$ 1,128,000</u>	<u>\$ 46,012</u>	<u>\$ (4,802)</u>	<u>\$ 1,159,969</u>

\$109,855,000
Series 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: A-
 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>
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>\$ 62,845,000</u>	<u>\$ 15,506,088</u>	<u>\$ 78,351,088</u>

\$7,795,000

Series 2017A Refunding Bonds (Non-AMT)

Date: March 29, 2017

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: A-
Fitch's: unrated

Purpose The bonds were issued to finance various land, parking expansions, 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>
2018	2.00%	\$ 405,000	\$ 352,375	\$ 757,375
2019	3.00%	90,000	340,225	430,225
2020	4.00%	585,000	336,625	921,625
2021	4.00%	880,000	307,375	1,187,375
2022	5.00%	925,000	263,375	1,188,375
2023	5.00%	975,000	217,125	1,192,125
2024	5.00%	925,000	168,375	1,093,375
2025	5.00%	970,000	122,125	1,092,125
2026	5.00%	1,025,000	73,625	1,098,625
2027	5.00%	90,000	22,375	112,375
2028	5.00%	95,000	19,675	114,675
2029	5.00%	95,000	16,825	111,825
2030	5.00%	95,000	13,856	108,856
2031	5.00%	100,000	10,769	110,769
2032	5.00%	105,000	7,394	112,394
2033	5.00%	110,000	3,850	113,850
Debt outstanding		<u>\$7,470,000</u>	<u>\$2,275,969</u>	<u>\$9,745,969</u>

\$6,600,000
Series 2017B Refunding Bonds (AMT)

Date: March 29, 2017

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: A-
 Fitch's: unrated

Purpose The bonds were issued to finance the construction of a 42,800 square foot aviation service and maintenance facility, 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>
2018	2.00%	\$ 960,000	\$ 243,925	\$ 1,203,925
2019	3.00%	915,000	215,125	1,130,125
2020	4.00%	470,000	178,525	648,525
2021	4.00%	245,000	155,025	400,025
2022	5.00%	255,000	142,775	397,775
2023	5.00%	270,000	130,025	400,025
2024	5.00%	280,000	116,525	396,525
2025	5.00%	290,000	102,525	392,525
2026	5.00%	310,000	88,025	398,025
2027	5.00%	180,000	72,525	252,525
2028	5.00%	190,000	63,525	253,525
2029	5.00%	195,000	57,350	252,350
2030	5.00%	205,000	50,525	255,525
2031	5.00%	205,000	43,094	248,094
2032	5.00%	215,000	35,663	250,663
2033	5.00%	220,000	27,600	247,600
2034	5.00%	235,000	18,800	253,800
2035	5.00%	235,000	9,400	244,400
Debt outstanding		<u>\$5,875,000</u>	<u>\$1,750,956</u>	<u>\$7,625,956</u>

\$12,000,000
Series 2018A Revenue Bonds

Date: Fourth Quarter 2018 Anticipated

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

Rating
(underlying) Moody's: TBD
Standard & Poor's: TBD
Fitch's: TBD

Purpose The bonds are anticipated to be issued to finance land acquisition for parking, replacement of parking revenue control equipment and systems, terminal improvements, FBO equipment acquisition and other landside property 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:

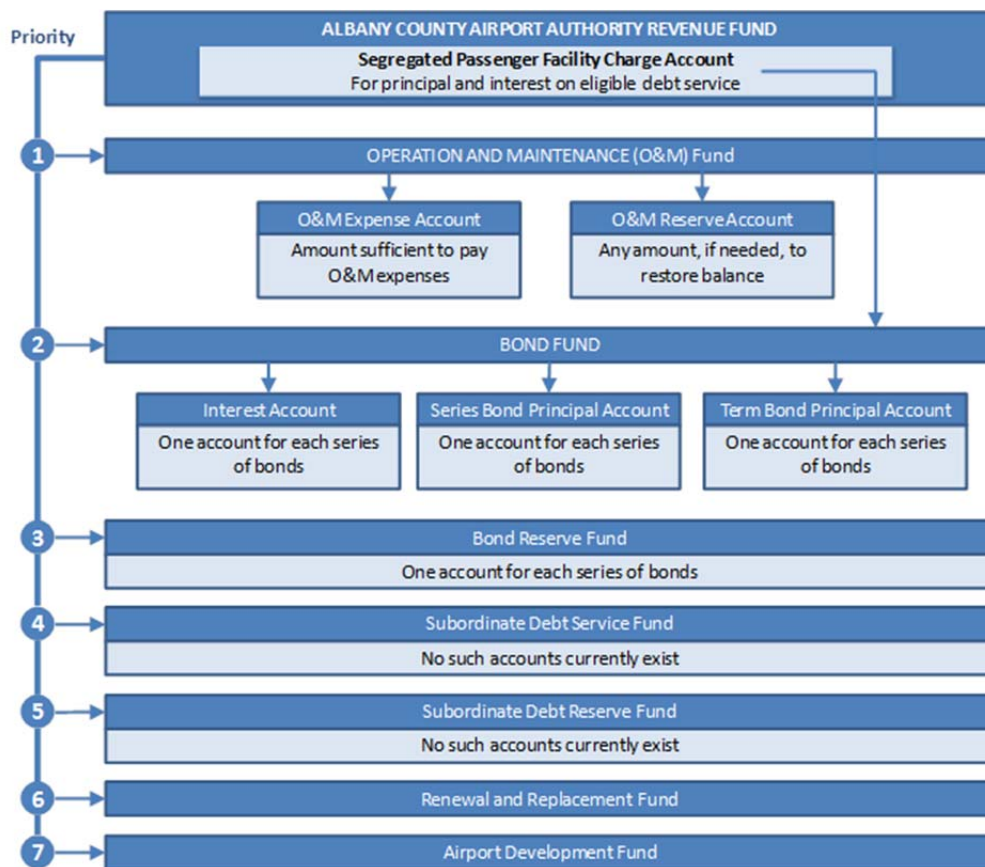
<u>Fiscal Year</u>	<u>Interest Rates</u>	<u>Principal</u>	<u>Interest</u>	<u>Total</u>
2019	3.00%	\$ 400,000	\$ 671,833	\$ 1,071,833
2020	3.00%	400,000	568,000	968,000
2021	4.00%	400,000	556,000	956,000
2022	5.00%	400,000	540,000	940,000
2023	5.00%	400,000	520,000	920,000
2024	5.00%	400,000	500,000	900,000
2025	5.00%	400,000	480,000	880,000
2026	5.00%	400,000	460,000	860,000
2027	5.00%	400,000	440,000	840,000
2028	5.00%	400,000	420,000	820,000
2029	5.00%	400,000	400,000	800,000
2030	5.00%	400,000	380,000	780,000
2031	5.00%	400,000	360,000	760,000
2032	5.00%	400,000	340,000	740,000
2033	5.00%	400,000	320,000	720,000
2034	5.00%	400,000	300,000	700,000
2035	5.00%	400,000	280,000	680,000
2036	5.00%	400,000	260,000	660,000
2037	5.00%	400,000	240,000	640,000
2038	5.00%	400,000	220,000	620,000
2039	5.00%	400,000	200,000	600,000
2040	5.00%	400,000	180,000	580,000
2041	5.00%	400,000	160,000	560,000
2042	5.00%	400,000	140,000	540,000
2043	5.00%	400,000	120,000	520,000
2044	5.00%	400,000	100,000	500,000
2045	5.00%	400,000	80,000	480,000
2046	5.00%	400,000	60,000	460,000
2047	5.00%	400,000	40,000	440,000
2048	5.00%	400,000	20,000	420,000
Debt outstanding		<u>\$ 5,875,000</u>	<u>\$1,750,956</u>	<u>\$ 7,625,956</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 88.0% of its enplanements. The projected 2017 deposited amount is \$5,408,480 after a deduction of a \$0.11 per enplanement airline service charge and the addition of interest earnings of \$19,976 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 2018, debt service coverage is projected to be 161% of net revenues as defined. The following table is a schedule of debt service coverage for 2016 audited results, 2017 adopted budget, 2017 projected, and 2018 budget.

Albany County Airport Authority Albany International Airport 2018 Budget DEBT SERVICE COVERAGE CALCULATION (1)				
	Audited 2016	Budget 2017	Projected 2017	Budget 2018
NET REVENUES				
Revenues	\$48,264,917	\$50,178,853	\$50,049,063	\$50,964,901
Airline Revenue Sharing	(2,526,249)	(2,214,927)	(2,350,179)	(2,002,289)
	\$45,738,668	\$47,963,926	\$47,698,884	\$48,962,612
Interest Income (2)	12,280	10,783	10,783	10,783
TSA (LEO) Reimbursement	222,772	124,100	138,700	138,700
Improvement Charges	368,400	368,400	368,400	368,400
	\$46,342,120	\$48,467,209	\$48,216,767	\$49,480,495
LESS: Total Airport Expenses (GAAP)	(31,521,233)	(34,248,113)	(33,010,350)	(35,450,398)
Air Service Incentive Cost to Airport	(539,720)	(42,769)	(42,769)	0
	\$14,281,167	\$14,176,327	\$15,163,648	\$14,030,097
Airport Net Revenues (3)				
DEBT SERVICE ON BONDS ISSUED UNDER THE MASTER RESOLUTION				
1999 A EFC Revenue Bond	457,308	453,517	453,517	456,445
Less: 1999 NYS EFC Interest Subsidy	(16,856)	(13,277)	(13,277)	(9,241)
2003 A Revenue Bond	463,473	472,313	157,440	0
2006 A & B Revenue Bonds	1,098,489	1,103,450	367,820	0
2006 C Revenue Bonds	400,980	399,463	133,156	0
2010 A Refunding Bonds	10,540,689	10,561,231	10,561,231	10,557,831
2017 A Revenue Refunding Bonds	0	0	568,428	757,375
2017 B Revenue Refunding Bonds	0	0	903,593	1,203,925
2018 A Revenue Bonds	0	0	0	0
Less: PFC's Applied to 2008 A Revenue Bond	(3,608,210)	(4,332,307)	(3,610,256)	(4,330,913)
Net Debt Service on Bonds (4)	\$9,335,873	\$8,644,389	\$9,521,652	\$8,635,422
NET REVENUE COVERAGE ON BONDS ISSUED UNDER THE MASTER RESOLUTION (MUST BE > 1.25)	1.53	1.64	1.59	1.62
CLAIMS, CHARGES, OBLIGATIONS PAYABLE FROM NET REVENUES				
Deposits to the Operation and Maintenance Reserve	(\$141,582)	\$169,068	\$169,068	\$200,381
Debt Service on Bonds Issued under the Master Resolution	9,335,873	8,644,389	9,521,652	8,635,422
Net Claims, Charges and Obligations	\$9,194,291	\$8,813,456	\$9,690,720	\$8,835,803
NET REVENUE COVERAGE ON BONDS AND OTHER INDEBTEDNESS (MUST BE > 1.00)	1.55	1.61	1.56	1.59
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				
\$9,512,253 deposited in a Debt Service Reserve Fund from the proceeds of the Series 2010 A & B Revenue Bonds				
\$704,581 deposited in a Debt Service Reserve Fund from the proceeds of the Series 2017 A Refunding Bonds				
\$556,915 deposited in a Debt Service Reserve Fund from the proceeds of the Series 2017 B Refunding Bonds				
4/ Exclusive of amortization of Bond Issue Costs				

Albany County Airport Authority 2018 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 2018 Budget				
CALCULATION OF PFC REVENUES				
	Audited 2016	Budget 2017	Projected 2017	Budget 2018
ENPLANEMENTS	1,407,434	1,400,000	1,416,584	1,414,000
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	88.0%	88.0%	88.0%	88.0%
PFC Revenue	\$5,356,287	\$5,408,480	\$5,472,547	\$5,462,565
LESS: Applied Pay-As-You-Go	0	0	0	0
PFC's Available for Debt Service	\$5,356,287	\$5,408,480	\$5,472,547	\$5,462,565
PFC DEBT SERVICE FUND ACTIVITY				
BEGINNING BALANCE	\$6,929,340	\$8,692,357	\$8,692,357	\$10,572,354
PLUS: Deposit of PFC's	5,356,287	5,408,480	5,472,547	5,462,565
PLUS: Interest Earnings on PFC's	14,940	17,626	17,706	20,044
LESS: Applied Towards 2010A Debt Service	(3,608,210)	(4,332,307)	(3,610,256)	(4,330,913)
ENDING BALANCE	\$8,692,357	\$9,786,156	\$10,572,354	\$11,724,050
PFC's APPLIED TO DEBT SERVICE				
PFC's APPLIED TO DEBT SERVICE	\$3,608,210	\$4,332,307	\$3,610,256	\$4,330,913
Allocation of PFC's to Cost Centers				
Airfield	\$452,115	\$542,845	\$452,371	\$542,671
Terminal	2,622,692	3,149,015	2,624,179	3,148,001
Loading Bridges	72,164	86,646	72,205	86,618
Landside	461,239	553,801	461,501	553,623
Total	\$3,608,210	\$4,332,307	\$3,610,256	\$4,330,913

**SCHEDULES SHOWING ALLOCATION OF DEBT ISSUES TO COST CENTER FOR 2016 AUDITED, 2017
ADOPTED BUDGET, 2017 PROJECTED, AND 2018 BUDGET:**

Albany County Airport Authority Albany International Airport 2018 Budget DEBT SERVICE SUMMARY				
	Audited 2016	Budget 2017	Projected 2017	Budget 2018
Albany County G.O. Bonds				
Airport Revenue Bonds:				
1999 EFC Revenue Bonds, net of interest subsidy	440,452	440,240	440,240	447,204
2003 A Revenue Bonds	469,482	477,638	159,215	0
2006 A & B Revenue Bonds	1,105,907	1,110,161	370,057	0
2006 C Revenue Bonds	404,033	402,416	134,140	0
2010 A Refunding Bonds	10,624,556	10,637,511	10,637,511	10,626,139
2017 A Refunding Bonds	0	0	568,428	757,375
2017 B Refunding Bonds	0	0	903,593	1,203,925
Less: PFC's Applied to 2010A Revenue Bonds	(3,608,210)	(4,332,307)	(3,610,256)	(4,330,913)
TOTAL DEBT SERVICE	\$9,436,220	\$8,735,658	\$9,602,928	\$8,703,730
Allocation of Total Debt Service to Cost Centers				
Airfield	\$1,218,210	\$1,129,314	\$1,247,539	\$1,130,901
FBO	\$273,301	\$274,352	\$297,106	\$273,028
ARFF	43,098	43,847	46,402	42,226
Terminal	2,392,291	1,879,528	2,415,762	1,871,988
Loading Bridges	65,955	56,090	70,531	55,965
Landside and Other	5,443,364	5,352,526	5,525,588	5,329,623
TOTAL ALLOCATION	\$9,436,220	\$8,735,658	\$9,602,928	\$8,703,730

Albany County Airport Authority 2018 Operating Budget

Albany County Airport Authority Albany International Airport 2018 Budget AIRPORT REVENUE BONDS DEBT SERVICE				
	Audited 2016	Budget 2017	Projected 2017	Budget 2018
2010A Revenue Refunding Bonds Debt Service	\$10,540,689	\$10,561,231	\$10,561,231	\$10,557,831
Amortization of Bond Issue Costs	\$83,867	\$76,280	\$76,280	\$68,308
TOTAL 2010A REVENUE BONDS DEBT SERVICE	\$10,624,556	\$10,637,511	\$10,637,511	\$10,626,139
Allocation of 2010A Refunding Bonds Debt Service to Cost Centers				
Airfield	\$871,214	\$870,691	\$870,691	\$869,760
Terminal	4,855,422	4,867,305	4,867,305	4,862,102
Loading Bridges	138,119	142,736	142,736	142,584
Landside	4,759,801	4,756,779	4,756,779	4,751,694
Total	\$10,624,556	\$10,637,511	\$10,637,511	\$10,626,139

Albany County Airport Authority 2018 Operating Budget

Albany County Airport Authority Albany International Airport 2018 Budget AIRPORT REVENUE BONDS DEBT SERVICE				
	Audited 2016	Budget 2017	Projected 2017	Budget 2018
2003 A Revenue Bonds Debt Service	\$463,473	\$472,313	\$157,440	\$0
Amortization of Bond Issue Costs	6,009	5,325	1,775	0
TOTAL 2003 A REVENUE BONDS DEBT SERVICE	\$469,482	\$477,638	\$159,215	\$0
Allocation of 2003 A Revenue Bonds Debt Service to Cost Centers				
Airfield	\$87,934	\$89,462	\$29,821	\$0
ARFF	43,098	43,847	14,616	0
Control Tower	78,638	80,004	26,669	0
Terminal	194,272	197,646	65,883	0
Loading Bridges	65,540	66,678	22,226	0
Parking	469,482	477,638	159,215	0
Total	\$1,098,489	\$1,103,450	\$367,820	\$0
2006 A & B Revenue Bonds Debt Service	\$7,418	\$6,711	\$2,237	\$0
Amortization of Bond Issue Costs	1,105,907	1,110,161	370,057	0
TOTAL 2006 REVENUE BONDS DEBT SERVICE	\$270,725	\$271,767	\$90,590	\$0
Allocation of 2006 Revenue Bonds Debt Service to Cost Centers				
Airfield	\$273,301	\$274,352	\$91,452	\$0
FBO	\$211,021	\$211,832	\$70,611	\$0
Parking	269,937	270,975	90,326	0
Parking	80,923	81,234	27,078	0
Landside and other				
Terminal	1,105,907	1,110,161	370,057	0
Total	\$400,980	\$399,463	\$133,156	\$0
2006 C Revenue Bonds Debt Service	\$3,053	\$2,953	\$984	\$0
Amortization of Bond Issue Costs	404,033	402,416	134,140	0
TOTAL 2006 REVENUE BONDS DEBT SERVICE	\$404,033	\$402,416	\$134,140	\$0
Allocation of 2006 Revenue Bonds Debt Service to Cost Centers				
Landside and other	404,033	402,416	134,140	0
Total	\$404,033	\$402,416	\$134,140	\$0

Albany County Airport Authority 2018 Operating Budget

Albany County Airport Authority Albany International Airport 2018 Budget 2017 A & B Revenue Refunding Bonds Debt Service				
	Audited 2016	Budget 2017	Projected 2017	Budget 2018
2017 A Revenue Refunding Bonds Debt Service	0	0	568,428	757,375
Amortization of Bond Issue Costs	0	0	0	0
TOTAL 2017 A REVENUE REFUNDING BONDS DEBT SERVICE	\$0	\$0	\$568,428	\$757,375
Allocation of 2017 A Revenue Refunding Bonds Debt Service to Cost Centers				
Airfield	0	0	119,242	158,957
FBO	0	0	54,907	73,496
ARFF	0	0	31,786	42,226
Terminal	0	0	74,254	98,808
Landside and other	0	0	197,509	262,929
Parking	0	0	90,731	120,960
Total	\$0	\$0	\$568,428	\$757,375
2017 B Revenue Refunding Bonds Debt Service	0	0	903,593	1,203,925
Amortization of Bond Issue Costs	0	0	0	0
TOTAL 2017 REVENUE REFUNDING BONDS DEBT SERVICE	\$0	\$0	\$903,593	\$1,203,925
Allocation of 2017 B Refunding Bonds Debt Service to Cost Centers				
Airfield	0	0	149,327	197,651
FBO	0	0	150,748	199,532
Parking	0	0	116,395	154,062
Landside and other	0	0	442,488	593,601
Terminal	0	0	44,635	59,080
Total	\$0	\$0	\$903,593	\$1,203,925

Albany County Airport Authority 2018 Operating Budget

Albany County Airport Authority Albany International Airport 2018 Budget 2018 A Revenue Bonds Debt Service				
	Audited 2016	Budget 2017	Projected 2017	Budget 2018
2018 A Revenue Bonds Debt Service	0	0	0	0
Amortization of Bond Issue Costs	0	0	0	0
TOTAL 2017 A REVENUE REFUNDING BONDS DEBT SERVICE	\$0	\$0	\$0	\$0
Allocation of 2018 A Revenue Refunding Bonds Debt Service to Cost Centers				
Airfield	0	0	0	0
FBO	0	0	0	0
ARFF	0	0	0	0
Terminal	0	0	0	0
Landside and other	0	0	0	0
Parking	0	0	0	0
Total	\$0	\$0	\$0	\$0

Albany County Airport Authority Albany International Airport 2018 Budget NYS ENVIRONMENTAL FACILITIES CORPORATION (EFC) AIRPORT REVENUE BONDS DEBT SERVICE				
	Audited 2016	Budget 2017	Projected 2017	Budget 2018
1999 A EFC Revenue Bonds Debt Service	\$457,308	\$453,517	\$453,517	\$456,445
Amortization of Bond Issue Costs	0	0	0	0
Less: Interest Subsidy Earnings	(16,856)	(13,277)	(13,277)	(9,241)
TOTAL 1999 A EFC REVENUE BONDS DEBT SERVICE	\$440,452	\$440,240	\$440,240	\$447,204
Allocation of EFC Revenue Bonds Debt Service to Cost Centers				
Airfield	\$440,452	\$440,240	\$440,240	\$447,204
Control Tower	0	0	0	0
Terminal	0	0	0	0
Loading Bridges	0	0	0	0
Landside	0	0	0	0
Total	\$440,452	\$440,240	\$440,240	\$447,204

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 \$3.4 million passenger loading bridge replacement and renovation project and \$1.4 million Fiber Optic replacement project were initiated.

During 2017 a \$3.4 million passenger loading bridge replacement and renovation project and \$1.4 million Fiber Optic replacement project were completed. Also in 2017 a \$3.7 million Runway 01/19 Edge Lighting System Replacement and a \$4.2 million phase 2 passenger loading bridge replacements and renovation.

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, 2016, the Authority maintained \$492.3 million in capital assets for which \$242.4 million in accumulated depreciation was recorded resulting in \$249.9 million in capital assets net of depreciation. Also at December 31, 2016 the Authority had approximately \$88.2 million of outstanding debt related to these capital assets, which resulted in the Authority reporting \$170.6 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 five-year Capital Plan for the years 2015-2019. The five-year capital plan presented for the years 2015-2019 provided for potential projects totaling \$120,520,000. On May 1, 2017 the Authority presented an amendment to the capital plan to increase and reallocate amounts within spending categories and increased the plan total to \$142.5 million. The projects included represent the Authority's estimate of the numerous

potential airport developments which could occur during the five year plan period. The estimates are based upon the best case scenario for variable economic and aviation industry conditions during the five-year plan period. The amendments to the five-year plan in 2017 reflect additional potential spending on certain projects is possible during the remainder of the plan. 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 2018 is calculated at follows:

	<u>2016</u>	<u>2018</u>	<u>% Increase</u>	<u>\$3,000,000 x103.5%</u>
Non-Ariline Revenues	\$37,289,966	\$38,827,515	4.1%	\$3,123,697

2018 CAPITAL EXPENDITURES

CIP PROGRAM: Airfield

PROGRAM CATEGORY: Runway Improvements: Obstruction Removal

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: \$200,000 / **PROJECTED 2018 AMOUNT:** \$200,000

FUNDING SOURCES:	FAA Share (98%)	\$	196,857
	State Share (0%)	\$	0
	ACAA Share (2%)	\$	3,143

Funding Source includes \$196,857 of proceeds from the disposition on land acquired with Airport Improvement Grant funds.

IMPACT ON OPERATING BUDGET: No impact



CIP PROGRAM: Airfield

PROGRAM CATEGORY: Taxiways Renovations

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

TOTAL PROJECTED COST: \$4,181,477 / **PROJECTED 2018 AMOUNT:** \$4,181,000

FUNDING SOURCES:

FAA Share 90%	\$ 3,763,329
State Share 5%	\$ 209,074
ACAA Share 5%	\$ 209,074

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

CIP PROGRAM: Terminal

PROGRAM CATEGORY: Loading Bridges –New & Retrofit

PROJECT DESCRIPTION: Replacement of existing passenger boarding bridges C3, B5, B7, and B8.

TOTAL PROJECT COST: \$5,090,000 / **PROJECTED 2018 AMOUNT:** \$4,092,000

FUNDING SOURCES:

FAA Share (90%)	\$ 4,581,000
State Share (10%)	\$ 254,500
ACAA Share (10%)	\$ 254,500

IMPACT ON OPERATING BUDGET: Operational reliability will be improved but no change in operating costs.



CIP PROGRAM: Landside

PROGRAM CATEGORY: Property Acquisitions

PROJECT DESCRIPTION: Acquire approximately 12 acres of land for Airport parking

TOTAL PROJECT COST: \$2,655,000 / **PROJECTED 2018 AMOUNT:** \$ 2,655,000

FUNDING SOURCES:	FAA Share (0%)	\$	0
	State Share (0%)	\$	0
	ACAA Share (100%)	\$	2,655,000

IMPACT ON OPERATING BUDGET: The additional land acquired near the terminal will provide additional self-parking capacity relieving Airport of paid Valet parking service expense of approximately \$400,000 annually.

CIP PROGRAM: Landside

PROGRAM CATEGORY: Parking Development: Surface Lot & Roadways Extension

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

TOTAL PROJECT COST: \$600,000 / **PROJECTED 2018 AMOUNT:** \$600,000

FUNDING SOURCES:	FAA Share (0%)	\$	0
	State Share (0%)	\$	0
	ACAA Share (100%)	\$	600,000

IMPACT ON OPERATING BUDGET: This project will increase operating costs by \$60,000 annually for additional lighting and surface maintenance and snow removal expense.

CIP PROGRAM: Landside

PROGRAM CATEGORY: Other Economic Opportunities

PROJECT DESCRIPTION: This project involves providing funding for tenant fit-up.

TOTAL PROJECT COST: \$500,000 / **PROJECTED 2018 AMOUNT:** \$500,000

FUNDING SOURCES:	FAA Share (0%)	\$	0
	State Share (0%)	\$	0
	ACAA Share (100%)	\$	500,000

IMPACT ON OPERATING BUDGET: This project will result in current hangar tenant retainage and includes installation of a new hangar door and other substantial improvements to hangar space. The tenant has invested \$1.5 million and is committed to invest an additional \$600,000.

CIP PROGRAM: Terminal

PROGRAM CATEGORY: Terminal Administration and Retrofit

PROJECT DESCRIPTION: This project involves replacing the Terminal Building Air Conditioning Chiller which has reached the end of its useful life.

TOTAL PROJECT COST: \$677,000 / **PROJECTED 2018 AMOUNT:** \$638,600

FUNDING SOURCES:	FAA Share (0%)	\$	0
	State Share (fixed \$)	\$	0
	ACAA Share (100%)	\$	638,900

IMPACT ON OPERATING BUDGET: This project will result more reliable Air Conditioning but no change in operating expenses.

CIP PROGRAM: Terminal

PROGRAM CATEGORY: Terminal Administration and Retrofit

PROJECT DESCRIPTION: This project involves removing louvered solar panels from the 1979 Terminal Building.

TOTAL PROJECT COST: \$677,000 / **PROJECTED 2018 AMOUNT:** \$677,000

FUNDING SOURCES:	FAA Share (0%)	\$	0
	State Share (fixed \$)	\$	0
	ACAA Share (100%)	\$	677,000

IMPACT ON OPERATING BUDGET: This project will result removal of obsolete non-operational solar equipment that is a source of roof leaks and heat loss.

CIP PROGRAM: Terminal

PROGRAM CATEGORY: Terminal Administration and Retrofit

PROJECT DESCRIPTION: This project involves installing LED and other improvements to the ceiling and flooring systems in the terminal buildings.

TOTAL PROJECT COST: \$750,000 / **PROJECTED 2018 AMOUNT:** \$750,000

FUNDING SOURCES:	FAA Share (0%)	\$	0
	State Share (fixed \$)	\$	0
	ACAA Share (100%)	\$	750,000

IMPACT ON OPERATING BUDGET: This project will result in improved equipment and safety service levels with no increase in operating expense.

CIP PROGRAM: Terminal

PROGRAM CATEGORY: Terminal Administration and Retrofit

PROJECT DESCRIPTION: This project involves replacing the Fire Alarm and Lighting Controls in the Terminal Buildings.

TOTAL PROJECT COST: \$400,000 / **PROJECTED 2018 AMOUNT:** \$400,000

FUNDING SOURCES:	FAA Share (0%)	\$	0
	State Share (fixed \$)	\$	0
	ACAA Share (100%)	\$	400,000

IMPACT ON OPERATING BUDGET: This project will result in improved equipment and safety service levels with no increase in operating expense.

CIP PROGRAM: Landside

PROGRAM CATEGORY: Hangar Maintenance/Storage NW,SW Quad

PROJECT DESCRIPTION: This project involves replacing the roofs on Hangar Building #112 and #201 and replacement of hangar doors on Hangar Building #109.

TOTAL PROJECT COST: \$1,179,795 / **PROJECTED 2018 AMOUNT:** \$1,179,795

FUNDING SOURCES:	FAA Share (0%)	\$	0
	State Share (0%)	\$	0
	ACAA Share (100%)	\$	1,179,795

IMPACT ON OPERATING BUDGET: This project involves capital maintenance expense that allows the hangars to achieve their full useful life with no changes in operating expenses.

CIP PROGRAM: Major Equipment

PROGRAM CATEGORY: Major Equipment

PROJECT DESCRIPTION: This project involves replacement of Parking Revenue Control System, light vehicles and equipment

TOTAL PROJECT COST: \$2,450,000 / **PROJECTED 2018 AMOUNT:** \$2,450,000

FUNDING SOURCES:	FAA Share (0%)	\$	0
	State Share (0%)	\$	0
	ACAA Share (100%)	\$	2,450,000

IMPACT ON OPERATING BUDGET: This project will result in avoidance of emergency repair expenses and potential for parking system to become ineligible to process credit card payments in the near future as the system is more than 15 years old and future major upgrades to comply with credit card payment industry are no longer planned.



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
2018 BUDGET YEAR**

Amounts in Dollars

Capital Projects Planned and In Progress 2018	TOTAL COST	FAA	STATE	ACAA
<i>CAPITAL PROJECTS</i>				
Airport Aeronautical Survey and Obstruction Evaluation	200,000	196,857	-	3,143
Runway 01/19 Taxiway Edge Lighting	4,181,477	3,763,329	209,074	209,074
Loading Bridge Replacment and Overhaul (C3, B5, B7, and B8)	5,090,000	4,581,000	254,500	254,500
Land Acquistion	2,655,000	-	-	2,655,000
Parking Surface Lot Expansion	600,000	-	-	600,000
Hangar Rehabilitations (Integra)	500,000	-	-	300,000
Terminal Chiller Replacement	638,600	-	-	638,600
Terminal Skylight Removal	677,000	-	-	677,000
Terminal Fire Alarm Upgrade & Lighting Controls	400,000	-	-	400,000
Hangar Rehabilitations	1,179,765	-	-	1,179,765
Subtotal	16,121,842	8,541,187	463,574	6,917,082
<i>CAPITAL EQUIPMENT PURCHASES PLANNED</i>				
Operations Equipment Including Parking Revenue Control Equipment	2,450,000	-	-	2,450,000
Subtotal	2,450,000	-	-	2,450,000
TOTAL CAPITAL PROJECTS AND EQUIPMENT	18,571,842	8,541,187	463,574	9,367,082

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 - \$13.00 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 - \$6.00 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 - \$30.00 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.

The table below depicts the possible sources and allowable uses of funds for Airport capital projects.

	Airport Revenue		Revenue Bonds			AIP Grants		Passenger Facility Charges		State Grants - Non- AIP	Airport Development Fund	Sale of Land Acquired with FAA Grants
	From Operations	From Airline Capital Contribution	Tax-Exempt	Subject to AMT	Taxable	Entitlement	Discretionary	Pay-as-you-go	AMT Bonds			
Land Acquisition		○	○			○	○				▲	□
Airfield Projects and Equipment		○		○		○	○				▲	□
Terminal Projects		○		○		▲		○	○	▲	▲	□
Security Projects		○		○		○	○	○	○	▲	▲	□
On-airport access roads		○	○			○	○			▲	▲	□
Escalators/Elevators		○		○				○	○	▲	▲	□
Aeronautical/Cargo Tenants		○		○						▲	▲	
Non-Aeronautical/Fed Gov't Tenant		▲			◻					▲	▲	
Public Parking		○	○							▲	▲	
Rental Car Facilities		○		○						▲	▲	
On-going maintenance	○										▲	
Planning and preliminary design	○	○								▲	▲	
Airport Liquidity	○										○	
Fuel Farm/FBO		○		○						▲	▲	
Non-Airfield Equipment		○		○						▲	▲	

○ Key Source ▲ Secondary Source □ Eligible ◻ Eligible/Not Advisable



Albany County Airport Authority 2018 Operating Budget

ALBANY INTERNATIONAL AIRPORT
FIVE YEAR CAPITAL PLAN 2015-2019
 (\$ in Millions)
 July 31, 2017

APPROVED

ACAA - 9/22/2014 Amended 5/1/2017
 County - 11/10/2014 5/8/2017

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	\$3.90	\$ -	\$ -	\$ -								
#1/19 Pvmnt & Lightg Renovations	\$4.72	4.21	0.50	0.01		\$4.24	\$0.24	\$0.24				
#10,28 Obstruction Removal	\$2.10	\$ -	\$ -	\$ 0.02		\$0.02	\$0.00	\$0.00				
#1/19 Imprvmts & Obstr. Remvls	\$1.00	\$ -	\$ -	\$ -								
Fencing, Drainage, Wetland Mgmt	\$0.55	\$ -	\$ -	\$ -								
<i>Taxiways Renovations</i>	\$5.00	\$ -	\$ -	\$ -								
<i>Apron/Ramp Improvements:</i>												
Apron Rehab	\$2.50	\$ -	\$ -	\$ -								
Ramp Rehab	\$4.00	\$ -	\$ -	\$ -								
<i>Navigation Aids</i>												
NavAids Impvts & Energy Impvts	\$3.00	\$ 0.12	\$ 0.33	\$ -		\$0.40	\$0.02	\$0.02				
Service Access Roads	\$0.75	\$ -	\$ -	\$ -								
Glycol Storage & Processing Impvts	\$4.50	\$ 1.00	\$ 0.08	\$ -		\$0.97	\$0.05	\$0.05				
Master Plan Update/Envir Rev	\$0.50	\$ -	\$ -	\$ -								
	\$34.52	\$ 5.33	\$ 0.90	\$ 0.03	\$0.00	\$0.00	\$5.64	\$0.31	\$0.31	\$0.00		
TERMINAL												
<i>Terminal & Administration Retrofit</i>	\$13.00	\$ 4.12	\$ 0.35	\$ 0.22						\$4.69		
<i>Loading Bridges - New & Retrofit</i>	\$6.00	\$ -	\$ 0.11	\$ 0.19						\$0.30		
<i>Green Initiatives</i>	\$2.00	\$ 0.03	\$ -	\$ -						\$0.03		
	\$21.00	\$ 4.15	\$ 0.46	\$ 0.41	\$0.00	\$0.00	\$0.00	\$0.00	\$5.02	\$0.00		
LANDSIDE												
<i>Property Acquisitions</i>	\$5.00	\$ -	\$ 0.04	\$ 0.83					\$0.86			
<i>Parking Development:</i>												
Surface Lot & Roadways Extension	\$5.00	\$ 0.37	\$ 0.70	\$ 0.59					\$1.66			
Garage Improvements	\$2.00	\$ 0.02	\$ 0.31	\$ 0.14					\$0.48			
Garage Extensions	\$30.00	\$ -	\$ -	\$ 0.02					\$0.02			
<i>T-Hangars Alterations</i>	\$1.00	\$ -	\$ -	\$ -								
<i>Hangar Road Access/Parking Redvmt</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	\$ -	\$ -	\$ -								
Hangar Maintenance/Storage NW,SW Quad.	\$8.00	\$ 6.48	\$ 0.20	\$ 0.12		\$2.15	\$4.26	\$0.39				
Airport Industrial Park Impvts	\$4.00	\$ -	\$ -	\$ -								
Property Utility Improvements	\$5.00	\$ 1.36	\$ 1.03	\$ 0.53		\$2.63	\$0.15	\$0.15				
Other Economic Opportunities	\$10.00	\$ 0.33	\$ 0.13	\$ 0.46				\$0.92				
	\$75.00	\$ 8.56	\$ 2.41	\$ 2.69	\$0.00	\$0.00	\$4.78	\$4.41	\$4.48	\$0.00		
MAJOR EQUIPMENT & VEHICLES (>\$50K)												
Airfield, Snow Removal, ARFF Parking, Terminal, Landside, FBO	\$12.00	\$ 1.52	\$ 0.47	\$ 0.08			\$1.15	\$0.06	\$0.86			
TOTALS	\$142.52	\$ 19.56	\$ 4.24	\$ 3.22	\$0.00	\$0.00	\$11.56	\$4.78	\$10.67	\$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 2018 Operating Budget

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

APPROVED

ACAA - 9/22/2014 Amended 5/1/2017
County - 11/10/2014 5/8/2017

POTENTIAL PROJECTS	TOTAL ESTIMATED DOLLARS	ESTIMATED EXPENDITURES & DATES					POTENTIAL FUNDING SOURCES				NOTES
		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>											
Terminal & Administration Retrofit	\$13.00	\$4.12	\$0.35	\$0.50	\$4.00	\$4.03	\$11.70	\$0.65	\$0.65		
<i>Loading Bridges - New & Retrofit</i>											
Loading Bridges - New & Retrofit	\$6.00		\$0.11	\$4.11	\$1.00	\$1.00	\$5.40	\$0.30	\$0.30		
<i>Green Initiatives</i>											
Green Initiatives	\$2.00	\$1.00	\$1.00				\$1.80	\$0.10	\$0.10		
	\$21.00	\$5.12	\$1.46	\$4.61	\$5.00	\$5.03	\$18.90	\$1.05	\$1.05	\$0.00	
LANDSIDE											
<i>Property Acquisitions</i>											
Property Acquisitions	\$5.00	\$2.00	\$1.00	\$1.00		\$1.00	\$4.50	\$0.25	\$0.25	\$5.00	
<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	\$30.00			\$1.00	\$15.00	\$14.00	\$0.00	\$0.00	\$0.00	\$30.00	
<i>T-Hangars Alterations</i>											
T-Hangars Alterations	\$1.00				\$0.50	\$0.50	\$0.00	\$0.00	\$1.00		
<i>Hangar Road Access/Parking Redvmt</i>											
Hangar Road Access/Parking Redvmt	\$2.00				\$1.00	\$1.00	\$0.00	\$0.00	\$2.00		
<i>Security and Life-Safety Alarm Imprvt</i>											
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	\$2.00	\$0.00	
Hangar Maintenance/Storage NW,SW Quad.	\$8.00		\$2.00	\$2.00	\$2.00	\$2.00	\$0.00	\$3.00	\$1.50	\$3.50	
Airport Industrial Park Impvts	\$4.00			\$1.00	\$1.00	\$2.00	\$0.00	\$0.00	\$4.00		
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		
	\$75.00	\$5.00	\$7.00	\$9.00	\$26.50	\$27.50	\$9.90	\$3.55	\$28.05	\$38.50	
MAJOR EQUIPMENT & VEHICLES (>\$50K)											
Airfield, Snow Removal, ARFF	\$12.00	\$2.40	\$2.40	\$2.40	\$2.40	\$2.40	\$7.20	\$0.40	\$4.40		
Parking, Terminal, Landside, FBO											
TOTALS	\$142.52	\$20.59	\$15.56	\$22.76	\$43.25	\$40.58	\$67.32	\$6.60	\$35.10	\$38.50	

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 2018 is \$3.33 per 1,000 MGLW, an increase of 6.4% from the 2017 budgeted amount of \$3.13.



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 2018 is \$1.38 per square foot an increase of 1.5% from the 2017 budgeted amount of \$1.36 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 2018 is \$81.57 per square foot, an increase of 1.0% from the 2017 budgeted amount of \$80.78.



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 2018 will be \$40,849 per bridge an increase of 5.0% from the 2017 budgeted amount of \$38,898.



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 2018 budget projects the signatory airlines will receive \$2,002,289 as their share at the end of 2018.

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 2018 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 2017 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 2018, the non-signatory landing fee rate will be \$4.16 per 1,000 Maximum Gross Landing Weight (MGLW) and the non-signatory terminal rental rate will be \$101.96 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 10-15 shows the Airport cost per enplanement after the airline's portion of revenue sharing for 2018 will be \$7.17. When the FBO CPE amount of \$1.69 is included with the Airport CPE, the net cost of the CPE is \$8.85.

PROJECTED RATES AND CHARGES - Based on the actual results experienced by the airport during 2016, the budget for 2017, the projected results for 2017, the budget for 2018, the projected 2019 and the projected 2020 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 2018 Operating Budget

Albany County Airport Authority Albany International Airport 2018 Budget REVENUES						
	Audited 2016	Budget 2017	Projected 2017	Budget 2018	Projected 2019	Projected 2020
AIRFIELD						
Airline Landing Fees	\$4,344,014	\$5,008,000	\$5,001,825	\$5,297,871	\$5,495,464	\$5,096,001
Airline Airfield Revenue Sharing	(505,250)	(442,985)	(470,036)	(400,458)	(458,525)	(465,213)
Cargo Landing Fees	480,561	519,231	535,664	570,016	590,629	547,172
Glycol Disposal Fee	288,655	334,448	359,335	361,925	361,925	361,925
Airline Apron Fee	571,813	656,290	657,870	695,400	719,690	670,454
TSA Apron Fee	908	908	227	0	0	0
Tenant Maintenance	35,797	35,000	29,908	30,000	30,000	30,000
Control Tower Rental	665,776	665,776	665,776	665,776	665,776	665,776
	<u>\$5,882,274</u>	<u>\$6,776,668</u>	<u>\$6,780,570</u>	<u>\$7,220,531</u>	<u>\$7,404,959</u>	<u>\$6,906,115</u>
FBO						
Jet A Fuel Sales	\$4,231,205	\$4,245,294	\$4,353,675	\$4,378,590	\$4,422,375	\$4,466,599
Avgas Fuel Sales General Aviation	316,634	316,191	309,454	307,869	310,948	314,058
Auto Gas Fuel Sales	61,095	60,000	66,817	68,487	70,199	71,954
Diesel Fuel Sales	184,494	178,000	206,069	211,221	216,501	221,914
Into-plane	665,145	661,822	664,133	664,133	680,737	697,755
Fuel Farm	554,348	576,909	594,008	600,144	600,144	600,144
General Aviation Landing Fees	279,018	281,008	255,686	256,964	259,534	262,129
General Aviation Parking Fees	210,229	207,185	175,559	176,437	178,201	179,983
Avgas Fuel Sales Commercial	499,829	559,300	413,767	412,788	412,788	412,788
Deicing Type I - Sprayed	348,587	515,555	479,585	504,616	504,616	504,616
Deicing Type IV - Sprayed	63,674	73,360	71,934	74,445	74,445	74,445
Deicing Type I - Consortium	333,662	349,670	404,362	423,449	423,449	423,449
Deicing Type IV - Consortium	98,804	90,032	113,409	117,357	117,357	117,357
Deicing - GA	47,965	39,700	28,220	28,220	28,220	28,220
General Aviation Tenants	332,095	315,744	316,812	324,732	332,851	341,172
General Aviation Customer Services	73,436	62,171	80,616	81,422	82,236	83,059
	<u>\$8,300,220</u>	<u>\$8,531,940</u>	<u>\$8,534,107</u>	<u>\$8,630,876</u>	<u>\$8,714,603</u>	<u>\$8,799,643</u>
TERMINAL						
Airline Space Rental	\$5,492,854	\$5,474,218	\$5,591,744	\$5,613,076	\$5,631,656	\$5,736,252
Airline Terminal Revenue Sharing	(2,020,999)	(1,771,941)	(1,880,143)	(1,601,831)	(1,834,099)	(1,860,853)
TSA Space Rental	432,731	448,828	448,828	448,828	448,828	448,828
Nonairline Space Rental - Flat Rate	61,840	59,118	59,190	59,190	59,190	59,190
Nonairline Space Rental - Signatory Rate	35,894	38,938	38,774	39,350	39,494	40,224
Nonairline Space Rental	149,579	157,944	159,056	160,526	161,075	164,055
Loading Bridge Rentals	565,362	505,672	460,300	531,039	530,493	542,803
Tenant Maintenance	27,275	25,000	35,508	35,000	36,050	37,132
Utility Reimbursement	32,704	29,000	25,993	26,000	26,000	26,000
	<u>\$4,777,240</u>	<u>\$4,966,777</u>	<u>\$4,939,250</u>	<u>\$5,311,177</u>	<u>\$5,098,686</u>	<u>\$5,193,629</u>
GROUND TRANSPORTATION						
Parking	\$14,870,476	\$15,436,446	\$15,016,314	\$15,170,719	\$15,552,263	\$15,943,402
Access Fees	292,546	304,288	310,933	313,470	316,605	319,771
	<u>\$15,163,022</u>	<u>\$15,740,735</u>	<u>\$15,327,247</u>	<u>\$15,484,189</u>	<u>\$15,868,867</u>	<u>\$16,263,173</u>

Albany County Airport Authority 2018 Operating Budget

Albany County Airport Authority Albany International Airport 2018 Budget REVENUES						
	Audited 2016	Budget 2017	Projected 2017	Budget 2018	Projected 2019	Projected 2020
CONCESSIONS						
Rental Cars	\$5,057,259	\$5,311,244	\$5,250,128	\$5,277,984	\$5,384,071	\$5,492,291
Food and Beverage	785,197	806,027	788,766	1,045,060	1,058,149	1,071,403
Retail	787,075	811,985	810,229	830,657	709,960	711,250
Advertising	332,916	335,099	382,504	385,624	385,624	385,624
Foreign Currency	25,202	26,600	26,600	26,600	26,600	26,600
Museum Shop	235,053	223,360	271,617	271,122	273,833	276,571
Operating Permits	164,796	166,447	190,684	190,684	190,684	190,684
Telephone - Payphones	3,127	3,355	2,451	2,500	2,525	2,550
Telephone - Tenants	75,595	75,000	72,425	72,425	72,425	72,425
Phone Cards	28	0	0	0	0	0
Bank ATMs	36,563	37,089	36,120	36,415	36,779	37,147
Vending Machines	30,621	33,652	32,325	32,589	32,915	33,244
Baggage Cart Concessions	7,000	7,000	7,000	7,000	7,000	7,000
	<u>\$7,540,432</u>	<u>\$7,836,858</u>	<u>\$7,870,849</u>	<u>\$8,178,660</u>	<u>\$8,180,566</u>	<u>\$8,306,790</u>
OTHER AIRPORT						
Land Rental	\$268,514	\$281,853	\$306,853	\$312,956	\$312,956	\$312,956
Industrial Park	496,182	557,657	536,855	557,765	557,765	557,765
T Hangars	96,745	99,979	97,320	100,328	100,328	100,328
Tie Downs	3,249	4,019	4,096	4,096	4,096	4,096
T Hangar Avgas Fuel Sales	53,118	58,464	42,923	43,138	43,569	44,005
Parking Garage Space Rent	82,199	84,623	84,623	87,161	89,765	92,492
Hangar Rentals	393,595	383,581	424,239	441,385	441,385	441,385
Building Rental	102,652	124,507	124,507	126,291	126,291	126,291
Cargo Building Rental	900,047	862,676	915,491	884,349	884,349	884,349
Aircraft Maintenance & Service Center	115,906	127,546	77,289	39,987	39,987	39,987
State Executive Hangar/Maint	1,247,083	1,247,083	1,247,083	1,247,083	1,247,083	1,247,083
Utility Reimbursement	125,193	122,000	135,036	136,000	136,000	136,000
Reimbursement of Property Taxes	37,071	37,000	37,557	37,000	37,000	37,000
Internet and Cable Access	11,735	12,960	11,530	11,640	11,640	11,640
Fingerprinting	25,339	20,000	25,164	25,000	25,000	25,000
Tenant Maintenance	0	1,000	0	1,000	1,000	1,000
Purchasing Proposals	9,985	6,000	6,907	7,000	7,000	7,000
Scrap and Equipment Sales	17,867	20,000	13,248	15,000	15,000	15,000
Other	89,000	60,000	156,139	60,000	60,000	60,000
	<u>\$4,075,480</u>	<u>\$4,110,948</u>	<u>\$4,246,860</u>	<u>\$4,137,180</u>	<u>\$4,140,215</u>	<u>\$4,143,377</u>
TOTAL REVENUES	\$45,738,668	\$47,963,926	\$47,698,884	\$48,962,612	\$49,407,896	\$49,612,727
OTHER REVENUES						
Interest Earnings	\$12,280	\$10,783	\$10,783	\$10,783	\$10,783	\$10,783
TSA (LEO) Reimbursement	222,772	124,100	138,700	138,700	138,700	138,700
Air Service Development	0	0	0	0	0	0
Improvement Charges	368,400	368,400	368,400	368,400	368,400	368,400
	<u>\$603,452</u>	<u>\$503,283</u>	<u>\$517,883</u>	<u>\$517,883</u>	<u>\$517,883</u>	<u>\$517,883</u>
TOTAL REVENUES	\$46,342,120	\$48,467,209	\$48,216,767	\$49,480,495	\$49,925,779	\$50,130,610
TOTAL REVENUES BEFORE REVENUE SHARING	\$48,868,369	\$50,682,136	\$50,566,946	\$51,482,784	\$52,218,403	\$52,456,675
Airport Operations	\$39,964,697	\$41,646,912	\$41,514,956	\$42,334,026	\$42,985,917	\$43,139,149
FBO Operations	\$8,300,220	\$8,531,941	\$8,534,107	\$8,630,876	\$8,714,603	\$8,799,643
Other Revenues	\$603,452	\$503,283	\$517,883	\$517,883	\$517,883	\$517,883
Total Revenues	\$48,868,369	\$50,682,136	\$50,566,946	\$51,482,784	\$52,218,403	\$52,456,675

Albany County Airport Authority 2018 Operating Budget

Albany County Airport Authority Albany International Airport 2018 Budget SUMMARY OF EXPENSES						
	Audited 2016	Budget 2017	Projected 2017	Budget 2018	Projected 2019	Projected 2020
EXPENSES - SUMMARY						
Airport Management	\$20,638,146	\$22,516,551	\$21,414,519	\$23,280,662	\$23,687,404	\$24,279,589
FBO Management	2,863,589	3,179,630	3,077,985	3,238,577	3,427,722	3,621,595
FBO Cost of Sales	3,895,984	4,139,288	4,214,646	4,327,209	4,327,209	4,327,209
Authority	4,123,514	4,412,644	4,303,200	4,603,949	4,719,048	4,837,024
TOTAL EXPENSES	\$31,521,233	\$34,248,113	\$33,010,350	\$35,450,398	\$36,161,383	\$37,065,417
EXPENSES BY CATEGORY						
Personnel Services	\$9,913,294	\$10,352,077	\$10,303,472	\$11,037,496	\$11,313,433	\$11,596,269
Employee Benefits	4,243,655	5,031,423	4,919,528	5,500,581	5,638,095	5,779,048
Utilities & Communications	2,112,132	2,435,196	2,053,957	2,118,939	2,171,912	2,226,210
Purchased Services			0	0	0	0
Accounting & Auditing	\$39,910	\$61,000	\$65,522	\$61,000	\$62,899	\$64,088
Insurance	756,577	769,559	759,561	751,830	793,521	789,892
Legal	18,611	50,000	12,613	50,000	51,557	52,531
Public Safety	464,475	264,450	260,812	262,650	272,684	275,947
Albany County Sheriffs	2,216,169	2,578,024	2,286,388	2,627,656	2,658,297	2,760,681
Janitorial	417,460	499,039	427,755	484,681	514,578	509,218
Public Communications	737,267	779,802	742,887	845,866	804,083	888,688
Special Studies & GIS Services	156,937	87,500	73,685	89,200	90,225	93,716
Professional Services	813,915	1,258,660	1,190,325	1,213,160	1,297,851	1,274,576
Total Purchased Services	\$5,621,321	\$6,348,034	\$5,819,547	\$6,386,044	\$6,545,695	\$6,709,337
Materials & Supplies						
Airfield	\$569,473	\$856,000	\$693,746	\$901,000	\$945,492	\$991,097
FBO - Cost of Sales	3,895,984	4,139,288	4,214,646	4,327,209	4,327,209	4,327,209
Buildings	2,197,711	2,032,736	2,098,137	1,890,077	1,983,411	2,079,079
Grounds	774,337	790,785	699,794	800,885	840,434	880,971
Vehicles & Equipment	733,655	801,200	791,787	845,100	886,832	929,607
Total Material & Supplies	\$8,171,160	\$8,620,010	\$8,498,110	\$8,764,272	\$8,983,379	\$9,207,963
Office	\$386,511	\$410,486	\$324,456	\$492,662	\$504,979	\$517,603
Administration	844,605	901,396	913,365	910,405	933,165	956,494
Noncapital Equipment & Facilities	228,555	149,490	177,914	240,000	70,725	72,493
TOTAL EXPENSES	\$31,521,233	\$34,248,113	\$33,010,350	\$35,450,398	\$36,161,383	\$37,065,417
DEPARTMENT SUMMARY (Direct & Indirect)						
Direct Cost Centers						
Airfield	\$2,726,715	\$3,123,885	\$3,045,509	\$3,255,010	\$3,336,386	\$3,419,795
Terminal	5,348,402	5,365,498	5,191,045	5,459,185	5,493,165	5,630,494
Loading Bridges	272,129	279,240	231,911	293,482	300,819	308,340
Landside:			0	0	0	0
Parking	3,842,335	4,498,770	4,144,274	4,745,146	4,840,199	4,961,204
Landside Development	1,043,419	1,131,067	1,161,276	1,133,753	1,162,097	1,191,149
FBO Commercial	2,012,738	2,392,683	2,345,650	2,432,586	2,493,401	2,555,736
FBO GA & Facilities	4,157,938	4,255,581	4,329,692	4,467,266	4,578,948	4,693,421
Total Direct Cost Centers	\$19,403,676	\$21,046,724	\$20,449,358	\$21,786,429	\$22,205,014	\$22,760,140
Indirect Cost Centers						
ARFF	\$2,022,328	\$2,051,497	\$1,961,074	\$2,075,056	\$2,077,732	\$2,129,676
Operations	880,291	895,695	938,010	1,005,829	1,030,974	1,056,749
Security	2,474,645	2,922,914	2,574,530	3,039,977	3,115,977	3,193,876
Vehicle/Equipment	1,164,857	1,373,551	1,303,150	1,395,246	1,430,127	1,465,880
Airport Management Administration	863,025	874,434	863,740	877,978	899,928	922,426
FBO Administration	588,897	670,654	617,290	665,934	682,582	699,647
Airport Authority Administration	4,123,514	4,412,644	4,303,200	4,603,949	4,719,048	4,837,024
Total Indirect Cost Centers	\$12,117,557	\$13,201,389	\$12,560,993	\$13,663,969	\$13,956,368	\$14,305,278
TOTAL EXPENSES	\$31,521,233	\$34,248,113	\$33,010,350	\$35,450,398	\$36,161,383	\$37,065,417

Albany County Airport Authority 2018 Operating Budget

Albany County Airport Authority Albany International Airport 2018 Budget EXPENSES						
	Audited 2016	Budget 2017	Projected 2017	Budget 2018	Projected 2019	Projected 2020
<u>AIRFIELD</u>						
Personnel Services	\$1,122,685	\$1,230,540	\$1,222,194	\$1,250,297	\$1,281,554	\$1,313,593
Employee Benefits	504,807	564,761	514,035	610,657	625,924	641,572
Utilities & Communications	123,861	122,000	115,576	118,100	121,053	124,079
Purchased Services	236,784	247,489	250,870	247,851	254,047	260,399
Materials & Supplies	682,913	943,288	804,754	1,007,488	1,032,675	1,058,492
Office	2,786	6,917	3,718	10,177	10,431	10,692
Administration	12,879	8,890	8,904	10,440	10,701	10,969
Noncapital Equipment & Facilities	40,000	0	125,457	0	0	0
	\$2,726,715	\$3,123,885	\$3,045,509	\$3,255,010	\$3,336,386	\$3,419,795
<u>TERMINAL</u>						
Personnel Services	\$1,233,527	\$1,282,494	\$1,244,785	\$1,420,955	\$1,456,479	\$1,492,891
Employee Benefits	606,770	644,300	722,471	694,973	712,347	730,156
Utilities & Communications	1,111,629	1,336,989	1,078,171	1,121,189	1,149,219	1,177,949
Purchased Services	1,011,832	1,122,054	1,047,531	1,161,024	1,190,049	1,219,800
Materials & Supplies	1,257,800	864,525	1,073,345	910,240	932,996	956,321
Office	63,752	39,725	24,743	48,805	50,025	51,276
Administration	0	3,410	0	2,000	2,050	2,101
Noncapital Equipment & Facilities	63,092	72,000	0	100,000	0	0
	\$5,348,402	\$5,365,498	\$5,191,045	\$5,459,185	\$5,493,165	\$5,630,494
<u>LOADING BRIDGES</u>						
Personnel Services	\$64,989	\$82,416	\$87,868	\$89,187	\$91,417	\$93,702
Employee Benefits	27,227	40,674	49,268	52,145	53,449	54,785
Utilities & Communications	68,250	68,250	68,250	68,250	69,956	71,705
Purchased Services	0	0	0	0	0	0
Materials & Supplies	111,663	87,900	26,525	82,900	84,973	87,097
Office	0	0	0	0	0	0
Administration	0	0	0	1,000	1,025	1,051
Noncapital Equipment & Facilities	0	0	0	0	0	0
	\$272,129	\$279,240	\$231,911	\$293,482	\$300,819	\$308,340
<u>PARKING</u>						
Personnel Services	\$1,503,362	\$1,648,901	\$1,607,993	\$1,951,409	\$2,000,194	\$2,050,199
Employee Benefits	611,218	722,404	680,964	870,223	891,978	914,278
Utilities & Communications	329,010	351,825	313,185	313,875	321,722	329,765
Purchased Services	285,991	433,825	450,084	431,414	442,199	453,254
Materials & Supplies	588,593	828,731	593,780	625,441	641,077	657,104
Office	30,047	81,484	21,938	78,184	80,139	82,142
Administration	408,100	431,600	453,444	451,600	462,890	474,462
Noncapital Equipment & Facilities	86,014	0	22,885	23,000	0	0
	\$3,842,335	\$4,498,770	\$4,144,274	\$4,745,146	\$4,840,199	\$4,961,204
<u>LANDSIDE</u>						
Utilities & Communications	217,923	235,025	225,496	230,025	235,776	241,670
Purchased Services	43,864	101,042	54,861	85,528	87,666	89,858
Materials & Supplies	744,317	736,950	797,605	762,950	782,024	801,574
Office	891	8,050	0	8,250	8,456	8,668
Administration	36,424	50,000	83,314	47,000	48,175	49,379
Noncapital Equipment & Facilities	0	0	0	0	0	0
	\$1,043,419	\$1,131,067	\$1,161,276	\$1,133,753	\$1,162,097	\$1,191,149
<u>ARFF</u>						
Personnel Services	\$1,292,709	\$1,246,295	\$1,240,812	\$1,265,746	\$1,297,390	\$1,329,824
Employee Benefits	465,450	550,912	504,169	553,129	566,957	581,131
Utilities & Communications	21,507	25,300	20,341	21,300	21,833	22,378
Purchased Services	3,479	3,479	3,459	3,459	3,546	3,634
Materials & Supplies	160,340	125,304	122,038	129,304	132,537	135,850
Office	6,541	8,458	6,457	9,758	10,002	10,252
Administration	60,342	44,260	63,796	44,360	45,469	46,606
Noncapital Equipment & Facilities	11,960	47,490	0	48,000	0	0
	\$2,022,328	\$2,051,497	\$1,961,074	\$2,075,056	\$2,077,732	\$2,129,676

Albany County Airport Authority 2018 Operating Budget

Albany County Airport Authority Albany International Airport 2018 Budget EXPENSES						
	Audited 2016	Budget 2017	Projected 2017	Budget 2018	Projected 2019	Projected 2020
OPERATIONS						
Personnel Services	\$583,082	\$563,165	\$618,072	\$640,772	\$656,791	\$673,211
Employee Benefits	226,937	253,888	246,484	276,946	283,869	290,966
Utilities & Communications	51,801	52,100	50,049	51,350	52,634	53,950
Purchased Services	0	0	0	0	0	0
Materials & Supplies	0	0	0	0	0	0
Office	7,293	10,342	6,112	15,111	15,489	15,876
Administration	11,178	16,200	17,294	21,650	22,191	22,746
Noncapital Equipment & Facilities	0	0	0	0	0	0
	\$880,291	\$895,695	\$938,010	\$1,005,829	\$1,030,974	\$1,056,749
SECURITY						
Personnel Services	\$116,256	\$167,396	\$125,127	\$175,485	\$179,872	\$184,369
Employee Benefits	54,008	74,044	66,703	88,006	90,207	92,462
Utilities & Communications	4,096	4,200	4,053	4,200	4,305	4,413
Purchased Services	2,216,169	2,578,024	2,286,388	2,627,656	2,693,347	2,760,681
Materials & Supplies	71,799	96,000	92,072	109,000	111,725	114,518
Office	11,438	3,250	187	16,630	17,046	17,472
Administration	879	0	0	0	0	0
Noncapital Equipment & Facilities	0	0	0	19,000	19,475	19,962
	\$2,474,645	\$2,922,914	\$2,574,530	\$3,039,977	\$3,115,977	\$3,193,876
VEHICLE/EQUIPMENT						
Personnel Services	\$506,540	\$557,821	\$541,508	\$558,693	\$572,660	\$586,977
Employee Benefits	255,680	289,917	265,295	291,883	299,180	306,659
Utilities & Communications	19,108	21,095	16,927	20,095	20,597	21,112
Purchased Services	61,901	59,347	61,505	61,505	63,043	64,619
Materials & Supplies	301,034	396,000	385,246	403,100	413,178	423,507
Office	3,326	16,121	964	6,670	6,837	7,008
Administration	6,229	3,250	2,133	3,300	3,383	3,467
Noncapital Equipment & Facilities	11,039	30,000	29,572	50,000	51,250	52,531
	\$1,164,857	\$1,373,551	\$1,303,150	\$1,395,246	\$1,430,127	\$1,465,880
FBO COMMERCIAL						
Personnel Services	\$439,828	\$459,816	\$502,509	\$504,291	\$516,898	\$529,821
Employee Benefits	60,795	173,190	170,438	200,892	205,914	211,062
Utilities & Communications	15,718	21,640	18,149	17,962	18,411	18,871
Purchased Services	76,197	106,321	96,903	74,663	76,530	78,443
Materials & Supplies	1,414,930	1,631,716	1,557,652	1,634,778	1,675,647	1,717,539
Office	0	0	0	0	0	0
Administration	5,270	0	0	0	0	0
Noncapital Equipment & Facilities	0	0	0	0	0	0
	\$2,012,738	\$2,392,683	\$2,345,650	\$2,432,586	\$2,493,401	\$2,555,736
FBO GENERAL AVIATION AND FACILITIES						
Personnel Services	\$723,634	\$707,356	\$696,264	\$711,778	\$729,572	\$747,812
Employee Benefits	234,857	299,450	287,568	321,944	329,993	338,242
Utilities & Communications	70,461	76,500	60,988	66,500	68,163	69,867
Purchased Services	122,280	100,130	124,180	120,837	123,858	126,954
Materials & Supplies	2,815,393	2,886,646	2,996,880	3,070,707	3,147,475	3,226,162
Office	792	2,000	1,047	2,500	2,563	2,627
Administration	174,071	183,500	162,765	173,000	177,325	181,758
Noncapital Equipment & Facilities	16,450	0	0	0	0	0
	\$4,157,938	\$4,255,581	\$4,329,692	\$4,467,266	\$4,578,948	\$4,693,421

Albany County Airport Authority 2018 Operating Budget

Albany County Airport Authority Albany International Airport 2018 Budget EXPENSES						
	Audited 2016	Budget 2017	Projected 2017	Budget 2018	Projected 2019	Projected 2020
<u>FBO ADMINISTRATION</u>						
Personnel Services	\$195,677	\$196,341	\$198,769	\$204,970	\$210,094	\$215,347
Employee Benefits	31,850	87,057	62,267	84,690	86,807	88,977
Utilities & Communications	1,273	1,130	1,176	3,950	4,049	4,150
Purchased Services	323,947	334,348	317,868	317,868	325,815	333,960
Materials & Supplies	0	0	0	0	0	0
Office	31,342	42,778	29,948	46,156	47,310	48,493
Administration	4,808	9,000	7,262	8,300	8,508	8,720
Noncapital Equipment & Facilities	0	0	0	0	0	0
	\$588,897	\$670,654	\$617,290	\$665,934	\$682,582	\$699,647
<u>AIRPORT MANAGEMENT ADMINISTRATION</u>						
Personnel Services	\$310,055	\$306,524	\$319,861	\$308,356	\$316,065	\$323,967
Employee Benefits	88,932	101,350	87,185	105,247	107,878	110,575
Utilities & Communications	575	350	370	550	564	578
Purchased Services	417,896	415,750	415,750	415,750	426,144	436,798
Materials & Supplies	0	0	0	0	0	0
Office	37,830	44,685	37,370	42,525	43,588	44,678
Administration	7,737	5,775	3,203	5,550	5,689	5,831
Noncapital Equipment & Facilities	0	0	0	0	0	0
	\$863,025	\$874,434	\$863,740	\$877,978	\$899,928	\$922,426
<u>AIRPORT AUTHORITY ADMINISTRATION</u>						
Personnel Services	\$1,820,950	\$1,903,013	\$1,897,709	\$1,955,557	\$2,004,446	\$2,054,557
Employee Benefits	1,075,124	1,229,476	1,262,681	1,349,847	1,383,593	1,418,183
Utilities & Communications	76,920	118,792	81,226	81,592	83,632	85,723
Purchased Services	820,981	846,226	710,147	838,489	859,451	880,937
Materials & Supplies	22,378	22,950	48,215	28,363	29,072	29,799
Office	190,473	146,676	191,973	207,896	213,093	218,421
Administration	116,688	145,511	111,250	142,205	145,760	149,404
Noncapital Equipment & Facilities	0	0	0	0	0	0
	\$4,123,514	\$4,412,644	\$4,303,200	\$4,603,949	\$4,719,048	\$4,837,024
TOTAL EXPENSES	\$31,521,233	\$34,248,113	\$33,010,350	\$35,450,398	\$36,161,383	\$37,065,417

Albany County Airport Authority Albany International Airport 2018 Budget SUMMARY OF FY 2018 EXPENSE ALLOCATION													
AvPorts Direct Cost Centers					Indirect Cost Centers					Admin			
Airfield	Terminal	Loading Bridges	Parking	Landside	PUBLIC SAFETY/OPERATIONS			Vehicles & Equipment	AvPorts Admin	Comm Aviation	Gen Avia & Facilities	MA Admin	Admin ACAA
10	20	21	30	32	ARFF	Operations	Security	50	59	60	61	69	71
15%	48%	1%	6%	24%	1	1	1	1		3.0%	3.0%		
40%	30%	5%	9%	10%						5.0%	5.0%		
15%	50%	3%	20%	10%						1.0%	1.0%		
35%	5%	15%	37%							5.0%	3.0%		
X	X	X	X	X					2	X	X	3	4
X	X	X	X	X						X	X		
										X	X		
										X	X		

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				TOTAL
Airfield	Terminal	Loading Bridges	Parking	Landside	PUBLIC SAFETY/OPERATIONS			Vehicles & Equipment	AvPorts Admin	Comm Aviation	Gen Avia & Facilities	MA Admin	Admin ACAA	
10	20	21	30	32	ARFF	Operations	Security	50	59	60	61	69	71	
\$3,255,010	\$5,459,185	\$293,482	\$4,745,146	\$1,133,753	\$2,075,056	\$1,005,829	\$3,039,977	\$1,395,246	\$877,978	\$1,033,008	\$1,539,635	\$665,934	\$4,603,949	\$31,123,189
STEP 1:														
42	311,258	996,027	20,751	124,503	498,013					62,252	62,252			2,075,056
41	402,331	301,749	50,291	50,291	100,583					50,291	50,291			1,005,829
43	455,997	1,519,989	91,199	607,995	303,998					30,400	30,400			3,039,977
50	488,336	69,762	0	209,287	516,241					69,762	41,857			1,395,246
	4,912,933	8,346,712	455,723	5,737,223	2,552,588					1,245,713	1,724,435			24,975,327
STEP 2:														
59	\$172,708.41	293,419	16,020	201,685	89,733					43,792	60,621			877,978
STEP 3:														
69	5,085,641	8,640,131	471,744	5,938,908	2,642,321					279,300	386,634			665,934
										1,568,805	2,171,690			26,519,240
STEP 4:														
71	882,907	1,499,995	81,898	1,031,041	458,728					272,357	377,022			4,603,949
	5,968,549	10,140,125	553,642	6,969,949	3,101,049					1,841,162	2,548,712			31,123,189
										Plus COGS	1,399,578	2,927,631		4,327,209
										3,240,740	5,476,343			35,450,398

Albany County Airport Authority 2018 Operating Budget

Albany County Airport Authority Albany International Airport 2018 Budget DEBT SERVICE SUMMARY						
	Audited 2016	Budget 2017	Projected 2017	Budget 2018	Projected 2019	Projected 2020
Airport Revenue Bonds:						
1999 EFC Revenue Bonds, net of interest subsidy	440,452	440,240	440,240	447,204	712,764	0
2003 A Revenue Bonds	469,482	477,638	159,215	0	0	0
2004 B EFC Revenue Bonds, net of interest subsidy	0	0	0	0	0	0
2006 A & B Revenue Bonds	1,105,907	1,110,161	370,057	0	0	0
2006 C Revenue Bonds	404,033	402,416	134,140	0	0	0
2010 A Refunding Bonds	10,624,556	10,637,511	10,637,511	10,626,139	8,172,601	8,170,213
2017 A Refunding Bonds	0	0	568,428	757,375	430,225	921,625
2017 B Refunding Bonds	0	0	903,593	1,203,925	1,130,125	648,525
2018 A Revenue Bonds	0	0	0	0	1,071,833	968,000
Less: PFC's Applied to 2010A Revenue Bonds	-\$3,608,210	-\$4,332,307	-\$3,610,256	-\$4,330,913	-\$3,327,850	-\$3,329,347
TOTAL DEBT SERVICE	9,436,220	8,735,658	9,602,928	8,703,730	8,189,699	7,379,016
Allocation of Total Debt Service to Cost Centers						
Airfield	1,218,210	1,129,314	1,247,539	1,130,901	1,184,627	471,242
FBO	273,301	274,352	297,106	273,028	303,959	294,812
ARFF	43,098	43,847	46,402	42,226	12,248	11,532
Control Tower	0	0	0	0	0	0
Terminal	2,392,291	1,879,528	2,415,762	1,871,988	1,829,899	1,785,244
Loading Bridges	65,955	56,090	70,531	55,965	43,105	43,043
Landside and Other	\$5,443,364	\$5,352,526	\$5,525,588	\$5,329,623	\$4,815,861	\$4,289,143
TOTAL ALLOCATION	9,260,063	8,735,658	9,602,928	8,703,730	8,189,699	7,379,016

Albany County Airport Authority Albany International Airport 2018 Budget AIRPORT REVENUE BONDS DEBT SERVICE						
	Audited 2016	Budget 2017	Projected 2017	Budget 2018	Projected 2019	Projected 2020
2010A Revenue Refunding Bonds Debt Service	\$10,540,689	\$10,561,231	\$10,561,231	\$10,557,831	\$8,112,581	\$8,116,231
Amortization of Bond Issue Costs	\$83,867	\$76,280	\$76,280	\$68,308	\$60,020	\$53,982
TOTAL 2010A REVENUE BONDS DEBT SERVICE	\$10,624,556	\$10,637,511	\$10,637,511	\$10,626,139	\$8,172,601	\$8,170,213
Allocation of 2010A Refunding Bonds Debt Service to Cost Centers						
Airfield	\$871,214	\$870,691	\$870,691	\$869,760	\$668,936	\$668,740
Terminal	4,855,422	4,867,305	4,867,305	4,862,102	3,739,460	3,738,367
Loading Bridges	138,119	142,736	142,736	142,584	109,662	109,630
Landside	4,759,801	4,756,779	4,756,779	4,751,694	3,654,544	3,653,477
Total	\$10,624,556	\$10,637,511	\$10,637,511	\$10,626,139	\$8,172,601	\$8,170,213

Albany County Airport Authority 2018 Operating Budget

Albany County Airport Authority Albany International Airport 2018 Budget AIRPORT REVENUE BONDS DEBT SERVICE						
	Audited 2016	Budget 2017	Projected 2017	Budget 2018	Projected 2019	Projected 2020
2003 A Revenue Bonds Debt Service	\$463,473	\$472,313	\$157,440	\$0	\$0	\$0
Amortization of Bond Issue Costs	6,009	5,325	1,775	0	0	0
TOTAL 2003 A REVENUE BONDS DEBT SERVICE	\$469,482	\$477,638	\$159,215	\$0	\$0	\$0
Allocation of 2003 A Revenue Bonds Debt Service to Cost Centers						
Airfield	\$87,934	\$89,462	\$29,821	\$0	\$0	\$0
ARFF	43,098	43,847	14,616	0	0	0
Terminal	78,638	80,004	26,669	0	0	0
Landside	194,272	197,646	65,883	0	0	0
Parking	65,540	66,678	22,226	0	0	0
Total	\$469,482	\$477,638	\$159,215	\$0	\$0	\$0
2006 A & B Revenue Bonds Debt Service	\$1,098,489	\$1,103,450	\$367,820	\$0	\$0	\$0
Amortization of Bond Issue Costs	7,418	6,711	2,237	0	0	0
TOTAL 2006 REVENUE BONDS DEBT SERVICE	\$1,105,907	\$1,110,161	\$370,057	\$0	\$0	\$0
Allocation of 2006 Revenue Bonds Debt Service to Cost Centers						
Airfield	\$270,725	\$271,767	\$90,590	\$0	\$0	\$0
FBO	273,301	274,352	91,452	0	0	0
Parking	211,021	211,832	70,611	0	0	0
Landside and other	269,937	270,975	90,326	0	0	0
Terminal	80,923	81,234	27,078	0	0	0
Total	\$1,105,907	\$1,110,161	\$370,057	\$0	\$0	\$0
2006 C Revenue Bonds Debt Service	\$400,980	\$399,463	\$133,156	\$0	\$0	\$0
Amortization of Bond Issue Costs	3,053	2,953	984	0	0	0
TOTAL 2006 REVENUE BONDS DEBT SERVICE	\$404,033	\$402,416	\$134,140	\$0	\$0	\$0
Allocation of 2006 Revenue Bonds Debt Service to Cost Centers						
Landside and other	404,033	402,416	134,140	0	0	0
Total	\$404,033	\$402,416	\$134,140	\$0	\$0	\$0

Albany County Airport Authority 2018 Operating Budget

Albany County Airport Authority Albany International Airport 2018 Budget							
2017 A & B Revenue Refunding Bonds Debt Service							
	Audited 2016	Budget 2017	Projected 2017	Budget 2018	Projected 2019	Projected 2020	
2017 A Revenue Refunding Bonds Debt Service	0	0	568,428	757,375	430,225	921,625	
Amortization of Bond Issue Costs	0	0	0	0	0	0	
TOTAL 2017 A REVENUE REFUNDING BONDS DEBT SERVICE	\$0	\$0	\$568,428	\$757,375	\$430,225	\$921,625	
Allocation of 2017 A Revenue Refunding Bonds Debt Service to Cost Centers							
Airfield	0	0	119,242	158,957	97,647	218,390	
FBO	0	0	54,907	73,496	73,348	196,714	
ARFF	0	0	31,786	42,226	12,248	11,532	
Terminal	0	0	74,254	98,808	44,067	79,288	
Landside and other	0	0	197,509	262,929	127,656	246,277	
Parking	0	0	90,731	120,960	75,259	169,424	
Total	\$0	\$0	\$568,428	\$757,375	\$430,225	\$921,625	
2017 B Revenue Refunding Bonds Debt Service	0	0	903,593	1,203,925	1,130,125	1,291,800	
Amortization of Bond Issue Costs	0	0	0	0	0	0	
TOTAL 2017 REVENUE REFUNDING BONDS DEBT SERVICE	\$0	\$0	\$903,593	\$1,203,925	\$1,130,125	\$1,291,800	
Allocation of 2017 B Refunding Bonds Debt Service to Cost Centers							
Airfield	0	0	149,327	197,651	122,265	1,285	
FBO	0	0	150,748	199,532	123,428	1,297	
Parking	0	0	116,395	154,062	95,301	1,002	
Landside and other	0	0	442,488	593,601	752,584	644,556	
Terminal	0	0	44,635	59,080	36,546	384	
Total	\$0	\$0	\$903,593	\$1,203,925	\$1,130,125	\$648,525	

Albany County Airport Authority Albany International Airport 2018 Budget							
2018 A Revenue Bonds Debt Service							
	Audited 2016	Budget 2017	Projected 2017	Budget 2018	Projected 2019	Projected 2020	
2018 A Revenue Bonds Debt Service	0	0	0	0	1,071,833	968,000	
Amortization of Bond Issue Costs	0	0	0	0	0	0	
TOTAL 2017 A REVENUE REFUNDING BONDS DEBT SERVICE	\$0	\$0	\$0	\$0	\$1,071,833	\$968,000	
Allocation of 2018 A Revenue Refunding Bonds Debt Service to Cost Centers							
Airfield	0	0	0	0	0	0	
FBO	0	0	0	0	107,183	96,800	
ARFF	0	0	0	0	0	0	
Terminal	0	0	0	0	428,733	387,200	
Landside and other	0	0	0	0	107,183	96,800	
Parking	0	0	0	0	428,733	387,200	
Total	\$0	\$0	\$0	\$0	\$1,071,833	\$968,000	

Albany County Airport Authority 2018 Operating Budget

Albany County Airport Authority Albany International Airport 2018 Budget NYS ENVIRONMENTAL FACILITIES CORPORATION (EFC) AIRPORT REVENUE BONDS DEBT SERVICE						
	Audited 2016	Budget 2017	Projected 2017	Budget 2018	Projected 2019	Projected 2020
1999 A EFC Revenue Bonds Debt Service	\$457,308	\$453,517	\$453,517	\$456,445	\$717,567	\$0
Less: Interest Subsidy Earnings	(16,856)	(13,277)	(13,277)	(9,241)	(4,803)	0
TOTAL 1999 A EFC REVENUE BONDS DEBT SERVICE	\$440,452	\$440,240	\$440,240	\$447,204	\$712,764	\$0
Allocation of EFC Revenue Bonds Debt Service to Cost Centers						
Airfield	\$440,452	\$440,240	\$440,240	\$447,204	\$712,764	\$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	0	0	0	0	0	0
Total	\$440,452	\$440,240	\$440,240	\$447,204	\$712,764	\$0

Albany County Airport Authority Albany International Airport 2018 Budget CALCULATION OF PFC REVENUES						
	Audited 2016	Budget 2017	Projected 2017	Budget 2018	Projected 2019	Projected 2020
ENPLANEMENTS	1,407,434	1,400,000	1,416,584	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	88.0%	88.0%	88.0%	88.0%	88.0%	88.0%
PFC Revenue	\$5,356,287	\$5,408,480	\$5,472,547	\$5,408,480	\$5,462,565	\$5,517,190
PFC's Available for Debt Service	\$5,356,287	\$5,408,480	\$5,472,547	\$5,408,480	\$5,462,565	\$5,517,190
PFC DEBT SERVICE FUND ACTIVITY						
BEGINNING BALANCE	\$6,929,340	\$8,692,357	\$8,692,357	\$10,572,354	\$11,669,898	\$13,826,028
PLUS: Deposit of PFC's	5,356,287	5,408,480	5,472,547	5,408,480	5,462,565	5,517,190
PLUS: Interest Earnings on PFC's	14,940	17,626	17,706	19,976	21,416	24,179
LESS: Applied Towards 2010A Debt Service	(3,608,210)	(4,332,307)	(3,610,256)	(4,330,913)	(3,327,850)	(3,329,347)
ENDING BALANCE	\$8,692,357	\$9,786,156	\$10,572,354	\$11,669,898	\$13,826,028	\$16,038,050
PFC's APPLIED TO DEBT SERVICE	\$3,608,210	\$4,332,307	\$3,610,256	\$4,330,913	\$3,327,850	\$3,329,347
Allocation of PFC's to Cost Centers						
Airfield	\$452,115	\$542,845	\$452,371	\$542,671	\$416,985	\$417,173
Terminal	2,622,692	3,149,015	2,624,179	3,148,001	2,418,907	2,419,996
Loading Bridges	72,164	86,646	72,205	86,618	66,557	66,587
Landside	461,239	553,801	461,501	553,623	425,401	425,592
Total	\$3,608,210	\$4,332,307	\$3,610,256	\$4,330,913	\$3,327,850	\$3,329,347

Albany County Airport Authority 2018 Operating Budget

Albany County Airport Authority Albany International Airport 2018 Budget LANDING FEE RATES						
	Audited 2016	Budget 2017	Projected 2017	Budget 2018	Projected 2019	Projected 2020
Airfield:						
Direct O&M Expenses	\$2,726,715	\$3,123,885	\$3,045,509	\$3,255,010	\$3,336,386	\$3,419,795
Indirect O&M Expenses	2,355,886	2,593,620	2,513,421	2,713,538	2,775,192	2,840,094
O&M Reserve Requirement	(23,844)	28,225	28,471	33,737	20,027	25,447
FBO:						
Commercial Direct O&M Expenses	800,503	995,167	993,035	1,033,008	1,093,823	1,156,158
Commercial Indirect O&M Expenses	666,931	787,219	763,467	808,154	832,228	856,713
Commercial O&M Reserve Requirement	(8,128)	8,799	8,996	10,407	6,311	8,182
Airfield Capital Charges:						
2010A Revenue Bond Debt Service	871,214	870,691	870,691	869,760	668,936	668,740
LESS: Applicable Approved PFC Revenues	(452,115)	(542,845)	(452,371)	(542,671)	(416,985)	(417,173)
EFC Revenue Bond Debt Service 1999 - Net	440,452	440,240	440,240	447,204	712,764	0
2003A Revenue Bond Debt Service	87,934	89,462	29,821	0	0	0
2006 A & B Revenue Bond Debt Service	270,725	271,767	90,590	0	0	0
2017 A Refunding Revenue Bonds Debt Service	0	0	119,242	158,957	97,647	218,390
2017 B Refunding Revenue Bonds Debt Service	0	0	149,327	197,651	122,265	1,285
Airfield G.O. Debt Service	0	0	0	0	0	0
Airfield Amortization Requirements	0	0	0	0	0	0
FBO Commercial Capital Charges	0	0	0	0	0	0
Airfield Capital Charge Coverage	0	0	0	0	0	0
FBO Commercial Capital Charge Coverage	0	0	0	0	0	0
Airfield Debt Service Reserve Requirement	0	0	0	0	0	0
FBO Commercial Debt Service Reserve Requirement	0	0	0	0	0	0
Airfield Extraordinary Coverage Protection	0	0	0	0	0	0
FBO Commercial Revenues Credit:						
Into Plane	(665,145)	-661,822	-664,133	-664,133	-680,737	-697,755
Fuel Farm Throughput Fee	(554,348)	-576,909	-594,008	-600,144	-600,144	-600,144
Avgas Fuel Sales Commercial	(499,829)	-559,300	-413,767	-412,788	-412,788	-412,788
LESS: Cost of Sales, Avgas	443,173	496,400	370,056	370,006	370,006	370,006
Deicing - Commercial	(844,727)	-1,028,616	-1,069,290	-1,119,867	-1,119,867	-1,119,867
LESS: Cost of Sales, Deicing	591,977	715,116	780,649	829,572	829,572	829,572
General Aviation Landing Fees	(279,018)	-281,008	-255,686	-256,964	-259,534	-262,129
General Aviation Parking Fees	(210,229)	-207,185	-175,559	-176,437	-178,201	-179,983
Total LANDING FEE REQUIREMENT	\$5,718,127	\$6,562,904	\$6,578,699	\$6,953,999	\$7,196,901	\$6,704,542
Total Landed Weight (000-lbs)	1,759,442	1,762,937	1,765,062	1,758,253	1,775,696	1,793,313
COMPENSATORY LANDING FEE RATE	\$3.25	\$3.72	\$3.73	\$3.96	\$4.05	\$3.74
LESS: Interest Earning Credit Allocable to Airfield	\$1,585	\$1,394	\$1,401	\$1,401	\$1,560	\$689
LESS: Investments Received-Net	0	0	0	0	0	0
LESS: Glycol disposal Fee	\$288,655	\$334,448	\$359,335	\$361,925	\$361,925	\$361,925
LESS: Aircraft Aprons Fee Credit (Per Table 6)	571,813	656,290	657,870	695,400	719,690	670,454
Sub Total	0	0	0	0	0	0
LESS: Airfield Tenant Maintenance	35,797	35,000	29,908	30,000	30,000	30,000
LESS: Non-signatory Airline Landing Fee Credit	62,535	44,940	63,104	62,875	64,569	59,354
NET LANDING FEE REQUIREMENT	\$4,757,742	\$5,490,832	\$5,467,081	\$5,802,398	\$6,019,156	\$5,582,120
Signatory Commercial & Cargo Carrier Landed Wt (000-lbs)	1,744,337	1,751,531	1,749,005	1,743,247	1,760,679	1,778,286
Signatory Landing Fee Rate	\$2.73	\$3.13	\$3.13	\$3.33	\$3.42	\$3.14
SIGNATORY AIRLINE LANDING FEE REVENUE	\$4,339,824	\$5,008,000	\$4,993,718	\$5,293,631	\$5,491,069	\$5,091,923
NON-SIGNATORY PASSENGER LANDING FEE REVENUE	4,190	0	8,108	4,240	4,395	4,078
TOTAL AIRLINE LANDING FEE REVENUE	\$4,344,014	\$5,008,000	\$5,001,825	\$5,297,871	\$5,495,464	\$5,096,001
SIGNATORY CARGO LANDING FEE REVENUE	\$422,216	\$474,292	\$480,668	\$511,381	\$530,455	\$491,896
NON-SIGNATORY CARGO LANDING FEE REVENUE	58,345	44,940	54,996	58,635	60,174	55,276
TOTAL CARGO LANDING FEE REVENUE	\$480,561	\$519,232	\$535,664	\$570,016	\$590,629	\$547,172

Albany County Airport Authority 2018 Operating Budget

Albany County Airport Authority Albany International Airport 2018 Budget AIRCRAFT APRON FEE						
	Audited 2016	Budget 2017	Projected 2017	Budget 2018	Projected 2019	Projected 2020
TOTAL AIRFIELD REQUIREMENT	\$5,718,127	\$6,562,904	\$6,578,699	\$6,953,999	\$7,196,901	\$6,704,542
10% of AIRFIELD REQUIREMENT	\$571,813	\$656,290	\$657,870	\$695,400	\$719,690	\$670,454
TOTAL APRON SQUARE FEET	482,477	482,477	497,473	505,472	505,472	505,472
AIRCRAFT APRON FEE (PER SQ FT)	\$1.19	\$1.36	\$1.32	\$1.38	\$1.42	\$1.33

Albany County Airport Authority Albany International Airport 2018 Budget TERMINAL RENTAL RATE CALCULATIONS						
	Audited 2016	Budget 2017	Projected 2017	Budget 2018	Projected 2019	Projected 2020
Terminal Direct O&M Expenses	\$5,348,402	\$5,365,498	\$5,191,045	\$5,459,185	\$5,493,165	\$5,630,494
Terminal Indirect O&M Expenses	4,275,225	4,528,667	4,282,338	4,680,940	4,751,912	4,863,203
Terminal O&M Reserve Requirement	-40,128	48,843	48,519	57,316	33,572	42,657
Terminal Capital Charges:						
2010A Revenue Bond Debt Service	4,855,422	4,867,305	4,867,305	4,862,102	3,739,460	3,738,367
LESS: Applicable PFC Revenues	(2,622,692)	(3,149,015)	(2,624,179)	(3,148,001)	(2,418,907)	(2,419,996)
2003A Revenue Bond Debt Service	78,638	80,004	26,669	0	0	0
2006 A & B Revenue Bond Debt Service	80,923	81,234	27,078	0	0	0
2017 A Refunding Revenue Bonds Debt Service	0	0	74,254	98,808	44,067	79,288
2017 B Refunding Revenue Bonds Debt Service	0	0	44,635	59,080	36,546	384
2018 A Revenue Bonds Debt Service	0	0	0	0	428,733	387,200
Terminal G.O. Bond Debt Service	0	0	0	0	0	0
Terminal Amortization Requirements	0	0	0	0	0	0
Terminal Capital Charge Coverage	0	0	0	0	0	0
Terminal Debt Service Reserve Requirement	0	0	0	0	0	0
TERMINAL Extraordinary Coverage Protection	0	0	0	0	0	0
TOTAL REQUIREMENT	\$11,975,790	\$11,822,537	\$0	\$0	\$0	\$0
Rentable Terminal Space	135,699	135,399	135,701	136,814	136,814	136,814
COMPENSATORY TERMINAL RENTAL RATE	\$88.25	\$87.32	\$87.97	\$88.22	\$88.50	\$90.06
LESS: Interest Earning Credit	3,113	2,320	2,713	2,319	2,409	2,609
LESS: Non-airline Terminal Space Rentals - Flat Rate	61,840	59,118	59,190	59,190	59,190	59,190
LESS: Non-airline Terminal Space Rentals - Signatory Rate	35,894	38,938	39,216	39,350	39,494	40,224
LESS: Non-airline Terminal Space Rentals - Calculated Rate	149,579	157,944	159,938	160,526	161,075	164,055
LESS: TSA Space Rental	432,731	448,828	448,828	448,828	448,828	448,828
LESS: TSA (LEO) Reimbursement	222,772	124,100	138,700	138,700	138,700	138,700
LESS: Utility Reimbursements	32,704	29,000	25,993	26,000	26,000	26,000
LESS: Tenant Maintenance Reimbursements	27,275	25,000	35,508	35,000	36,050	37,132
LESS: Investment Earning Credit Allocable to Terminal	3,113	0	0	0	0	0
NET TERMINAL REQUIREMENT	\$11,006,769	\$10,937,289	\$11,027,580	\$11,159,517	\$11,196,802	\$11,404,862
Rentable Terminal Space	135,699	135,399	135,701	136,814	136,814	136,814
SIGNATORY TERMINAL RENTAL RATE	\$81.11	\$80.78	\$81.26	\$81.57	\$81.84	\$83.36
Signatory Airline Terminal Rental Space	48,942	49,983	51,029	51,029	51,029	51,029
SIGNATORY AIRLINE RENTAL REVENUE	\$3,969,686	\$4,037,627	\$4,146,617	\$4,162,436	\$4,176,213	\$4,253,777
NON-SIGNATORY AIRLINE RENTAL REVENUE	80,708	0	0	0	0	0
TOTAL AIRLINE RENTAL REVENUE	4,050,394	4,037,627	4,146,617	4,162,436	4,176,213	4,253,777
Baggage Claim Room Square Footage	17,784	17,784	17,784	17,784	17,784	17,784
BAGGAGE CLAIM ROOM REVENUE	\$1,442,460	\$1,436,592	\$1,445,128	\$1,450,641	\$1,455,443	\$1,482,474
NONSIGNATORY AIRLINE RENTAL REVENUE	\$0	\$0	\$0	\$0	\$0	\$0
AIRLINE RENTAL REVENUE	\$5,492,854	\$5,474,218	\$5,591,744	\$5,613,076	\$5,631,656	\$5,736,252

Albany County Airport Authority 2018 Operating Budget

Albany County Airport Authority Albany International Airport 2018 Budget LOADING BRIDGE RENTALS						
	Audited 2016	Budget 2017	Projected 2017	Budget 2018	Projected 2019	Projected 2020
LOADING BRIDGE RENTALS						
Loading Bridge Direct O&M Expenses	\$ 272,129	\$ 279,240	\$ 231,911	\$ 293,482	\$ 300,819	\$ 308,340
Loading Bridge Indirect O&M Expenses	229,411	245,548	226,326	260,160	266,325	272,567
2010A Revenue Bond Debt Service	138,119	142,736	142,736	142,584	109,662	109,630
LESS: Applicable PFC Revenues	(72,164)	(86,646)	(72,205)	(86,618)	(66,557)	(66,587)
Loading Bridge O & M Reserve Requirement	-2,133	2,591	2,347	3,129	1,858	2,361
TOTAL LOADING BRIDGE REQUIREMENT	\$565,362	\$583,468	\$531,116	\$612,737	\$612,107	\$626,311
NUMBER OF LOADING BRIDGES	14	15	15	15	15	15
CHARGE PER LOADING BRIDGE	\$40,383	\$38,898	\$35,408	\$40,849	\$40,807	\$41,754
NUMBER OF LEASED LOADING BRIDGES	14	13	13	13	13	13
TOTAL LOADING BRIDGE REVENUE	\$565,362	\$505,672	\$460,300	\$531,039	\$530,493	\$542,803

Albany County Airport Authority Albany International Airport 2018 Budget AIRLINE COST PER ENPLANEMENT						
(Includes Settlement and Revenue Sharing Calculation)	Audited 2016	Budget 2017	Projected 2017	Budget 2018	Projected 2019	Projected 2020
AIRPORT OPERATIONS:						
Airline Landing Fees	\$4,344,014	\$5,008,000	\$5,001,825	\$5,297,871	\$5,495,464	\$5,096,001
Airline Space Rental	5,492,854	5,474,218	5,591,744	5,613,076	5,631,656	5,736,252
Loading Bridge Rentals	565,362	505,672	460,300	531,039	530,493	542,803
Airline Apron Fee	571,813	656,290	657,870	695,400	719,690	670,454
Airline Share of Revenue Sharing	(2,526,249)	(2,214,927)	(2,350,179)	(2,002,289)	(2,292,624)	(2,326,066)
Total Airport Operations	8,447,794	9,429,254	9,361,561	10,135,097	10,084,679	9,719,444
FBO OPERATIONS:						
Avgas Fuel Sales Commercial	499,829	559,300	413,767	412,788	412,788	412,788
Deicing	844,727	1,028,616	1,069,290	1,119,867	1,119,867	1,119,867
Into Plane & Fuel Farm	1,219,493	1,238,731	1,258,141	1,264,277	1,280,881	1,297,899
Total FBO Operations	2,564,049	2,826,648	2,741,199	2,796,933	2,813,536	2,830,555
TOTAL AIRLINES FEES & CHARGES	11,011,843	12,255,902	12,102,760	12,932,030	12,898,215	12,549,998
ENPLANEMENTS	1,407,434	1,400,000	1,416,584	1,414,000	1,428,140	1,442,421
COST PER ENPLANEMENT	6.00	6.74	6.61	7.17	7.06	6.74
FBO OPERATIONS COST PER ENPLANEMENT	1.47	1.62	1.64	1.69	1.68	1.68
TOTAL COMBINED COST PER ENPLANEMENT	7.47	8.35	8.25	8.85	8.74	8.41

Albany County Airport Authority 2018 Operating Budget

Albany County Airport Authority Albany International Airport 2018 Budget CALCULATION AND ALLOCATION OF FUNDS REMAINING						
	Audited 2016	Budget 2017	Projected 2017	Budget 2018	Projected 2019	Projected 2020
TOTAL REVENUES BEFORE REV SHARING	\$48,868,369	\$50,682,136	\$50,566,946	\$51,482,784	\$52,218,403	\$52,456,675
TOTAL EXPENSES	31,521,233	34,248,113	33,010,350	35,450,398	36,161,383	37,065,417
NET REVENUES	\$17,347,136	\$16,434,024	\$17,556,596	\$16,032,387	\$16,057,020	\$15,391,258
LESS:						
Capital Charges:						
GO Bond Debt Service	0	0	0	0	0	0
Less: Applicable Approved PFC Revenues	(3,608,210)	(4,332,307)	(3,610,256)	(4,330,913)	(3,327,850)	(3,329,347)
1999 EFC Revenue Bond Debt Service	457,308	453,517	453,517	456,445	717,567	0
Less: NYS EFC Interest Subsidy	(16,856)	(13,277)	(13,277)	(9,241)	(4,803)	0
2003 A Revenue Bond Debt Service	469,482	477,638	159,215	0	0	0
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	1,105,907	1,110,161	370,057	0	0	0
2006 C Revenue Bond Debt Service	404,033	402,416	134,140	0	0	0
2010 A Revenue Bonds	10,624,556	10,637,511	10,637,511	10,626,139	8,172,601	8,170,213
2010 B Revenue Bonds	0	0	0	0	0	0
2017 A Revenue Refunding Bonds Debt Service	0	0	568,428	757,375	430,225	921,625
2017 B Revenue Refunding Bonds Debt Service	0	0	903,593	1,203,925	1,130,125	648,525
2018 A Revenue Bond	0	0	0	0	1,071,833	968,000
Less: PFC under Future Approval	0	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)	3,000,000	3,099,444	3,084,242	3,123,697	3,163,576	3,209,438
Operating & Maintenance Reserve	(141,582)	169,068	169,068	200,381	118,497	150,672
Renewal and Replacement Reserve	0	0	0	0	0	0
Landing Fee Surcharge Credit	0					
Subtotal	12,294,638	12,004,169	12,856,238	12,027,808	11,471,773	10,739,127
FUNDS REMAINING	\$5,052,498	\$4,429,854	\$4,700,358	\$4,004,579	\$4,585,248	\$4,652,131
Authority Share - 50%	2,526,249	2,214,927	2,350,179	2,002,289	2,292,624	2,326,066
Less Cost of Air Service Incentive Programs	(539,720)	(19,071)	(170,602)	(107,464)	(42,523)	0
Authority Share Net of Air Service Incentive	1,986,529	2,195,856	2,179,577	1,894,825	2,250,101	2,326,066
Airline Share - 50%	2,526,249	2,214,927	2,350,179	2,002,289	2,292,624	2,326,066
	5,052,498	4,429,854	4,700,358	4,004,579	4,585,248	4,652,131
ALLOCATION OF AIRLINE SHARE						
Terminal (70% through 2015 and 80% thereafter)	2,020,999	1,771,942	1,880,143	1,601,831	1,834,099	1,860,853
Airfield (30% through 2015 and 20% thereafter)	505,250	442,985	470,036	400,458	458,525	465,213
TOTAL AIRLINE SHARE	\$2,526,249	\$2,214,927	\$2,350,179	\$2,002,289	\$2,292,624	\$2,326,066

Albany County Airport Authority 2018 Operating Budget

Albany County Airport Authority Albany International Airport 2018 Budget							
CALCULATION OF CAPITAL EXPENDITURES FUND CONTRIBUTION							
	Audited 2016	Budget 2017	Projected 2017	Budget 2018	Projected 2019	Projected 2020	
Total Revenues before Revenue Sharing	\$48,868,369	\$50,682,136	\$50,566,946	\$51,482,784	\$52,218,403	\$52,456,675	
Less:							
Airline Landing Fees	4,344,014	5,008,000	5,001,825	5,297,871	5,495,464	5,096,001	
Airline Apron Fee	572,721	657,198	658,097	695,400	719,690	670,454	
Airline Space Rental	5,492,854	5,474,218	5,591,744	5,613,076	5,631,656	5,736,252	
FBO Commercial	0	0	0	0	0	0	
Loading Bridge Rentals	565,362	505,672	460,300	531,039	530,493	542,803	
Nonoperating Revenues	603,452	503,283	517,883	517,883	517,883	517,883	
NON-AIRLINE REVENUES	\$37,289,966	\$38,533,764	\$38,337,096	\$38,827,515	\$39,323,217	\$39,893,283	
2016 Non-Airline Revenues	37,289,966	37,297,427	37,289,966	37,289,966	37,289,966	37,289,966	
% of Current Year over 2016 /2026 Non-Airline Revenues	0.0%	3.3%	2.8%	4.1%	5.5%	7.0%	
Total Capital Expenditure % times \$3,000,000 thru 2020	\$3,000,000	\$3,099,444	\$3,084,242	\$3,123,697	\$3,163,576	\$3,209,438	

Albany County Airport Authority 2018 Operating Budget

Albany County Airport Authority Albany International Airport 2018 Budget						
DEBT SERVICE COVERAGE CALCULATION (1)						
	Audited 2016	Budget 2017	Projected 2017	Budget 2018	Projected 2019	Projected 2020
NET REVENUES						
Revenues	\$48,264,917	\$50,178,853	\$50,049,063	\$50,964,901	\$51,700,520	\$51,938,792
Airline Revenue Sharing	(2,526,249)	(2,214,927)	(2,350,179)	(2,002,289)	(2,292,624)	(2,326,066)
Interest Income (2)	\$45,738,668	\$47,963,926	\$47,698,884	\$48,962,612	\$49,407,896	\$49,612,727
Investment Received - Net	12,280	10,783	10,783	10,783	10,783	10,783
TSA (LEO) Reimbursement	222,772	124,100	138,700	138,700	138,700	138,700
Improvement Charges	368,400	368,400	368,400	368,400	368,400	368,400
Total Airport Revenues	\$46,342,120	\$48,467,209	\$48,216,767	\$49,480,495	\$49,925,779	\$50,130,610
LESS: Total Airport Expenses (GAAP)	(31,521,233)	(34,248,113)	(33,010,350)	(35,450,398)	(36,161,383)	(37,065,417)
Air Service Incentive Cost to Airport	(539,720)	(42,769)	(42,769)	0	0	0
LESS: Albany County G.O. Bonds Outstanding Reimbursable by the Authority	0	0	0	0	0	0
Airport Net Revenues (3)	\$14,281,167	\$14,176,327	\$15,163,648	\$14,030,097	\$13,764,396	\$13,065,192
DEBT SERVICE ON BONDS ISSUED UNDER THE MASTER RESOLUTION						
1999 A EFC Revenue Bond	457,308	453,517	453,517	456,445	717,567	0
Less: 1999 NYS EFC Interest Subsidy	(16,856)	(13,277)	(13,277)	(9,241)	(4,803)	0
2003 A Revenue Bond	463,473	472,313	157,440	0	0	0
2006 A & B Revenue Bonds	1,098,489	1,103,450	367,820	0	0	0
2006 C Revenue Bonds	400,980	399,463	133,156	0	0	0
2010 A Refunding Bonds	10,540,689	10,561,231	10,561,231	10,557,831	8,112,581	8,116,231
2017 A Revenue Refunding Bonds	0	0	568,428	757,375	430,225	921,625
2017 B Revenue Refunding Bonds	0	0	903,593	1,203,925	1,130,125	648,525
2018 A Revenue Bonds	0	0	0	0	1,071,833	968,000
Less: PFC's Applied to 2008 A Revenue Bond	(3,608,210)	(4,332,307)	(3,610,256)	(4,330,913)	(3,327,850)	(3,329,347)
Net Debt Service on Bonds (4)	\$9,335,873	\$8,644,389	\$9,521,652	\$8,635,422	\$8,129,679	\$7,325,034
NET REVENUE COVERAGE ON BONDS ISSUED UNDER THE MASTER RESOLUTION (MUST BE > 1.25)	1.53	1.64	1.59	1.62	1.69	1.78
CLAIMS, CHARGES, OBLIGATIONS PAYABLE FROM NET REVENUES						
Deposits to the Operation and Maintenance Reserve	(\$141,582)	\$169,068	\$169,068	\$200,381	\$118,497	\$150,672
Debt Service on Bonds Issued under the Master Resolution	9,335,873	8,644,389	9,521,652	8,635,422	8,129,679	7,325,034
Net Claims, Charges and Obligations	\$9,194,291	\$8,813,456	\$9,690,720	\$8,835,803	\$8,248,176	\$7,475,706
NET REVENUE COVERAGE ON BONDS AND OTHER INDEBTEDNESS (MUST BE > 1.00)	1.55	1.61	1.56	1.59	1.67	1.75

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.

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.