



ALBANY COUNTY AIRPORT AUTHORITY
 ALBANY INTERNATIONAL AIRPORT
 ADMINISTRATION BUILDING
 SUITE 200
 ALBANY, NEW YORK 12211-1057

TEL: 518-242-2222
 ADMIN FAX: 518-242-2641
 FINANCE FAX: 518-242-2640
 SITE: www.albanyairport.com

Minutes of the Regular Meeting of the Albany County Airport Authority

ACAA Approved
 10/07/2019

September 16, 2019

Pursuant to notice duly given and posted, the regular meeting of the Albany County Airport Authority was called to order on Monday, September 16, 2019 @ 11:30 a.m. in the 3rd Floor Conference Room of the main terminal located at the Albany International Airport by Chairman Kenneth J. Doyle with the following present:

MEMBERS PRESENT

Rev. Kenneth J. Doyle
 Lyon M. Greenberg, M.D.
 Steven H. Heider
 Kevin R. Hicks

MEMBERS ABSENT

Samuel A. Fresina
 Tony Gorman

STAFF

John A. O'Donnell
 Peter Stuto
 Marcus Hudson, Interim CFO
 Liz Charland
 Steve Iachetta
 Helen Chadderdon
 Doug Myers
 John LaClair
 Margaret Herrmann

ATTENDEES

Fred Acunto, Airport Manager, AvPorts
 John DelBalso, Assistant Airport Manager, AvPorts
 Bob Heitz, Manager Million Air
 Dennis Feeny, Majority Leader
 Michael DeSocio, Business Review

1. CHAIRMAN'S REMARKS

Father Doyle made a motion to go into Executive Session to discuss one personnel matter. The motion was adopted unanimously.

Father Doyle made a motion to go out of Executive Session and back into Regular Session. The motion was adopted unanimously.

2. **MINUTES**

Mr. Heider moved to approve the minutes of the September 5, 2019 Special Meeting and the August 26, 2019 Special Meeting.

The motion was adopted unanimously.

3. **COMMUNICATIONS AND REPORT OF CHIEF EXECUTIVE OFFICER**

Mr. O'Donnell presented the Communications and Report of the Chief Executive Officer for the month of September 2019.

4. **INTERESTING CORRESPONDENCE**

Mr. Myer's advised we are very proud to announce that John O'Donnell was this year's recipient of the respected and notable Bill Shea Award at the recent Fall conference of NYAMA, the New York Aviation Management Association. The event was held in Syracuse. William F. Shea, an aerospace educator and lecturer who has had extensive experience in administration, education, government and aviation. The Bill Shea Award is given to an individual who has demonstrated exemplary leadership and effected positive change in the aviation industry in New York State. Those eligible for the Award must have gone beyond the call of duty and given of their time, energy and resources to significantly impact the aviation industry in New York State for the better.

NYAMA Board Member John Delbalso presented the Bill Shea Award to Mr. O'Donnell

MANAGEMENT REPORTS:

5. **Chief Financial Officer**

Marcus Hudson, ACAA Interim CFO, presented the following:

- 5.1 **Statistical and Financial Performance**
- 5.2 **Comparison of Enplanements**
- 5.3 **Summary of Airline Scheduled Flights and Markets**
- 5.4 **USDOT Arrival and Departure Statistics**

6. **Project Development**

Mr. Iachetta presented the Project Development Status Report for the month of September 2019.

7. **Counsel**

8. **Concessions/Ambassador Program**

Ms. Chadderdon presented the Concessions/Ambassador Status Report for the month of September 2019.

9. **Public Affairs**

Action Items:

10. Authorization of Contracts/Leases/Contract Negotiations/Contract Amendments

10.1 Issue Purchase Order for Purchase of Materials at Fixed Cost Option Type I and Type IV Glycol

Ms. Herrmann recommended authorization of a Purchase Order for the purchase of materials (Type I and Type II Glycol) at fixed cost option in the amount of \$751,250 (estimated usage) to be funded from account numbers 51109.60.0000 and 51111.60.0000.

Mr. Heider moved to authorize said Purchase Order at a fixed cost option in the amount of \$751,250 (estimated usage). The motion was adopted unanimously

10.2 Construction Inspection: Authorization for Amendment #1 to Professional Services Contract: Contract No. SD-930 Airport Drainage Culvert Replacement Project for Construction Inspection to C.T. Male Associates.

Mr. LaClair recommended authorization of Amendment No. 1 - Professional Services Contract No. SD-930 for Airport Drainage Culvert Replacement Project for Construction Inspection to C.T. Male Associates in the amount of \$162,490, to be funded from Capital Improvements Project Account No. 2218 and will be funded 90% federally, 5% state and 5% airport.

Mr. Hicks moved to authorize Amendment No. 1 to Contract No. SD-930 with C.T. Male for Construction Inspection in the amount of \$162,490. The motion was adopted unanimously.

10.3 Construction Contract: Authorization to Award Construction Contract No. 1029-GC Roof Replacement and Coating at CommutAir (Building #211) to Mid-State Industries.

Mr. LaClair recommended authorization to award Contract No. 1029-GC – Roof Replacement and Coating at CommutAir (Building #211 to Mid-State Industries of Schenectady, NY for the amount of \$334,811.00. The project includes removal and/or abatement of existing asbestos materials and the replacement of the hangar roof and parts storage roof at Building #211 that is the current location for CommutAir. Award of this contract is contingent upon compliance with M/WBE requirements.

Dr. Greenberg moved to authorize Contract No. 1029-GC with Mid-State Industries in the amount of \$334,811 contingent upon compliance with M/WBE requirements. The motion was adopted unanimously.

10.4 ADD-ON Construction Contract: Authorization to Award Emergency Construction Contract 990-GC Sitework for Revenue Island Extensions

for PARCS to HMA Contracting Corp.

Mr. LaClair recommended authorization to award Emergency Construction Contract 990-GC – Sitework for Revenue Island Extensions for PARCS to HMA Contract Corp. in the amount of \$388,113. He advised that in order for the new PARCS system to function properly the LPR's (License Plate Readers) need to be installed 20' from the access gate arm for the system to function. The work was anticipated, however, scheduling dictated that the work be advanced immediately. The PARCS project needed to provide details and electrical connections prior to advancing the island extensions. Bergmann Associates put together plans that were supplied to three contractors to provide quotes based upon a compressed schedule. HMA's quote was the lowest and the contractor is able to start immediately. This contract will be funded from CPN account number 2263 and will be funded 37% State and 63% airport. Mr. Hudson, Interim CFO, advised the funding percentages will be corrected at the October 7, 2019 Special Board meeting. (NOTE - Subsequent to this meeting, Ms. Herrmann advised the shares should be corrected to 87.2% state and 12.8% airport.)

Dr. Greenberg moved to authorize Contract No. 990-GC with HMA Contract Corp. in the amount of 388,113. The motion was adopted unanimously.

11. Authorization of Change Orders

11.1 Change Order #1: Authorization to award Change Order No. 1 to Contract No. 990-PARCS New Parking Access Revenue Control System to Amano McGann, Inc.

Mr. LaClair recommended authorization to approve Change Order No. 1 to Contract No. 990-PARCS New Parking Access Revenue Control System to Amano McGann, Inc. in the amount of \$38,433.06 to address the purchase of 18 Ea. LPR (License Plate Reader) pedestals to mount the equipment on. He advised these pedestals were not in the original contract because the original plan was to mount them from above. After further discussions the manufacturer showed that pedestal mounted LPRs are more reliable with less missed readings, which improves the accuracy of the entire system. He advised this Changer Order No. 1 will be funded from CPN account number 2290 and will be funded 37% state and 63% airport. Mr. Hudson, Interim CFO, advised the funding percentages will be corrected to 87.2% state and 12.8% airport at the October 7, 2019 Special Board Meeting. (NOTE - Subsequent to this meeting Ms. Herrmann advised the shares should be corrected to 87.2% state and 12.8% airport.)

Father Doyle moved to authorize Change Order No. 1 to Contract No. 990-PARCS –New Parking Access Revenue Control System to Amano McGann in the amount of \$38,433.06. The motion was adopted unanimously.

12. Authorization of Federal and State Grants

None

13. Procurement Approvals by CEO – Informational Only

None

Old Business: - None

New Business: - None

Executive Session:

There being no further business, the meeting was adjourned at 12:15 p.m.



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ALBANY COUNTY AIRPORT AUTHORITY

REGULAR MEETING

AGENDA

September 16, 2019

General:

1. Chairman's Remarks
2. Approval of Minutes

Special Meeting – September 5, 2019
Special Meeting – August 26, 2019
3. Communications and Report of Chief Executive Officer
4. Interesting Correspondence

Management Reports:

5. Chief Financial Officer
 - 5.1 Statistical and Financial Performance
 - 5.2 Comparison of Enplanements
 - 5.3 Summary of Airline Scheduled Flights and Markets
 - 5.4 USDOT Arrival and Departure Statistics
6. Project Development
7. Counsel
8. Concessions/Ambassador Program
9. Public Affairs

Action Items:

10. Authorization of Contracts/Leases/Contract Negotiations/Contract Amendments
 - 10.1 Issue Purchase Order for Purchase of Materials at Fixed Cost Option Type 1 and Type IV Glycol

10.2 **Contract Amendment: Authorization for Amendment #1 to Professional Services Contract: Contract No. SD-930 Airport Drainage Culvert Replacement Project for Construction Inspection to C.T. Male Associates.**

10.3 **Construction Contract: Authorization to Award Construction Contract No. 1029-GC Roof Placement and Coating at CommutAir (Building #211) to Mid-State Industries.**

ADD-ON 10.4 Construction Contract: Authorization to Award Emergency construction Contract 990-GC Sitework for Revenue Island Extensions for PARCS to HMA Contracting Corp.

11. **Authorization of Change Orders**

11.1 **Change Order #1: Authorization to award Change Order #1 to Contract # 990-PARCS New Parking Access Revenue Control System to Amano McGann, Inc.**

12. **Authorization of Federal and State Grants**

None

13. **Procurement Approvals by CEO – Informational Only**

None

Old Business:

New Business:

Executive Session:

Attorney-Client Privilege Matters:



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- 10.3 Construction Contract: Authorization to Award Construction Contract No. 1029-GC Roof Placement and Coating at CommutAir (Building #211) to Mid-State Industries.**

11. Authorization of Change Orders

- 11.1 Change Order #1: Authorization to award Change Order #1 to Contract # 990-PARCS New Parking Access Revenue Control System to Amano McGann, Inc.**

12. Authorization of Federal and State Grants

None

13. Procurement Approvals by CEO – Informational Only

None

Old Business:

New Business:

Executive Session:

Attorney-Client Privilege Matters:

NOTICE



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ALBANY COUNTY AIRPORT AUTHORITY

MEETING NOTICE

Notice is hereby given of the following regular meeting of the Albany County Airport Authority:

The Albany County Airport Authority will hold its regularly scheduled meeting on Monday, September 16, 2019 at 11:30 a.m. The meeting will be held in the 3rd Floor Conference Room located in the Main Terminal at the Albany International Airport, Albany, NY.

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TIMES UNION

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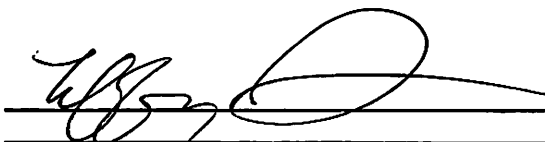
Albany Times Union
News Plaza
Box 15000
Albany, New York 12212

ALBANY INTERNATIONAL AIRPORT
737 ALBANY SHAKER RD
ADMINISTRATIVE BLDG SUITE 204
ATTN: KATIE KANE
ALBANY, NY 12211

Account Number: 061026000
Order Number: 0004074285
Order Invoice Text: Meeting Notice

T Tomes / R Bernard / T Duquette / P Sheehan / A Rubel of the city of Albany, being duly sworn, says that he/she is principal Clerk of THE TIMES UNION, a daily newspaper printed in the county of Albany, Town of Colonie, and Published in the County of Albany, Town of Colonie and the city of Albany, aforesaid and that notice of which a printed copy is annexed has been regularly published in the said ALBANY TIMES UNION on the following dates

09-09-2019



Sworn to before me, this 10 day of September 2019.



Notary Public
Albany County
MARYBETH SNYDER
NOTARY PUBLIC, State of New York
Qualified in Albany County
No. 01SN5030510
Commission Expires July 18, 2022

Liz Charland

From: Liz Charland
Sent: Thursday, September 5, 2019 2:52 PM
To: TU Legals
Subject: RE: Account #061026000 - Please publish one time ASAP Thank you.
Importance: High

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From: Liz Charland

Liz Charland

From: Liz Charland
Sent: Thursday, September 5, 2019 2:51 PM
To: Bart Johnson; Bob Heitz; Brandon Russell, Majority Counsel; County Executive Daniel P. McCoy; Dave Collins; Douglas A. Bullock, Albany County Mass Transit Committee Chair; Eric Anderson; Fire Chief Dave Cook; Frank Mauriello, Albany County Minority Leader; Fred Acunto; George Penn (Albany County); Jill Bryce; John DelBalso; Kelly Boyea (Albany County); Majority Leader Dennis Feeney; Mike DeMasi (Business Review); Mike DeSocio; Pam Allen; Pete Rea (prea@dot.state.ny.us); Spotlight News; WRGB News
Subject: Regular Meeting Notice - September 16, 2019 at 11:30 a.m.

ALBANY COUNTY AIRPORT AUTHORITY

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Liz Charland

From: Liz Charland
Sent: Thursday, September 5, 2019 3:00 PM
To: Saratogian Newspapers; The Colonie Spotlight; The Gazette; The Troy Record
Subject: Please publish in your community section.
Importance: High

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Liz Charland

From: Liz Charland
Sent: Thursday, September 5, 2019 3:01 PM
To: 'Kenneth Doyle'; 'Kevin R. Hicks, Sr. - IPAD'; 'Kevin R. Hicks, Sr. (Personal)'; 'Lyon Greenberg, MD'; 'Lyon Greenberg, MD - IPAD'; 'Patricia M. Reilly'; 'Patricia M. Reilly - IPAD'; 'Rev. Kenneth Doyle (Personal)'; 'Samuel A. Fresina'; 'Samuel A. Fresina - IPAD'; 'Steve Heider'; 'Steven H. Heider'; 'Tony Gorman'; 'Tony Gorman - IPAD'
Subject: ACAA Meeting Notice - September 16, 2019 at 11:30 a.m.
Importance: High

ALBANY COUNTY AIRPORT AUTHORITY

MEETING NOTICE

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Liz Charland

From: Liz Charland
Sent: Thursday, September 5, 2019 7:37 AM
To: ACAAlist
Subject: Monday September 16, 2019 ACAA Meeting

Importance: High

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MEETING NOTICE

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MEETING NOTICE

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The Albany County Airport Authority will hold its regularly scheduled meeting on Monday, September 16, 2019 at 11:30 a.m. The meeting will be held in the 3rd Floor Conference Room located in the Main Terminal at the Albany International Airport, Albany, NY.

AGENDA ITEM NO. 1

Chairman's Remarks

AGENDA ITEM NO. 2

Approval of Minutes



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Minutes of the Regular Meeting of the Albany County Airport Authority

**September 5, 2019
 Special Meeting**

**ACAA Approved
 09/16/2019**

Pursuant to notice duly given and posted, the Special meeting of the Albany County Airport Authority was called to order on Thursday, September 5, 2019 @ 1:00 p.m. in the 3rd Floor Conference Room of the main terminal located at the Albany International Airport by Chairman Kenneth J. Doyle with the following present:

MEMBERS PRESENT

Rev. Kenneth J. Doyle
 Tony Gorman
 Lyon M. Greenberg, M.D.
 Patricia M. Reilly
 Kevin R. Hicks
 Steven H. Heider
 Samuel A. Fresina

MEMBERS ABSENT

STAFF

Ray Casey, Airport Consultant
 Liz Charland

ATTENDEES

Michael Zonsius

Father Doyle made a motion to go into Executive Session to discuss the employment history of a particular individual. The motion was adopted unanimously.

Father Doyle made a motion to return to regular session. The motion was adopted unanimously.

Father Doyle made a motion which was unanimously seconded to hire Michael F. Zonsius as the Chief Financial Officer for the Albany County Airport Authority at a starting salary of \$155,000. The motion was adopted unanimously.

There being no further business, the meeting was adjourned at 1:55 p.m.



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ALBANY COUNTY AIRPORT AUTHORITY

SPECIAL MEETING

AGENDA

September 5, 2019

Executive Session:

ES-1 – Employment History of a Particular Individual



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Minutes of the Regular Meeting of the Albany County Airport Authority

**August 26, 2019
 Special Meeting**

**ACAA Approved
 09/16/2019**

Pursuant to notice duly given and posted, the Special meeting of the Albany County Airport Authority was called to order on Monday, August 26, 2019 @ 11:30 a.m. in the 3rd Floor Conference Room of the main terminal located at the Albany International Airport by Chairman Kenneth J. Doyle with the following present:

MEMBERS PRESENT

Rev. Kenneth J. Doyle
 Tony Gorman
 Lyon M. Greenberg, M.D.
 Patricia M. Reilly
 Steven H. Heider
 Samuel A. Fresina

MEMBERS ABSENT

Kevin R. Hicks

STAFF

John A. O'Donnell
 Bill O'Reilly
 Peter Stuto
 Margaret Herrmann
 Doug Myers
 John LaClair
 Steve Iachetta
 Liz Charland

ATTENDEES

Fred Acunto, Airport Manager
 Ray Casey, Airport Consultant

Dr. Greenberg moved to approve the minutes of the June 10, 2019 Regular Meeting. The motion was adopted unanimously.

Mr. Gorman moved to approved the minutes of the July 22, 2019 Regular Meeting. The motion was adopted unanimously.

Ms. Reilly moved to approved the minutes of the August 8, 2019 Special Meeting. The motion was adopted unanimously.

Action Items:

4. **Authorization of Contracts/Leases/Contract Negotiations/Contract Amendments**

4.1. Construction Contract: Authorization to Award Construction Contract 991- F Terminal Amenities- Purchase New Furniture from Merkel Donahue

Mr. O'Donnell recommended authorization to award Contract No. 991-F for Terminal Amenities – Purchase New Furniture from Merkel Donahue in the amount of \$208,543.29. He advised the award of this contract is done in accordance with NYS purchase contract.

Dr. Greenberg moved to authorize the award of construction contract 991-F Terminal Amenities – Purchase New Furniture from Merkel Donahue in the amount of \$208,543.29. The motion was adopted unanimously.

4.2. Contract No. 989-AR – Emergency Contract - C&C Unlimited Asbestos Removal Construction Contract: Authorization to Award Emergency Construction Contract 989-AR Asbestos Ductbank Removal for New Parking Garage to C & C Unlimited.

John LaClair recommended authorization to award Emergency Construction Contract 989-AR for Asbestos Ductbank Removal for New Parking Garage to C&C Unlimited in the amount of \$87,100. He advised the removal of the asbestos was done in accordance with the hazardous material handling regulations and disposed of at an approved location.

Mr. Heider inquired if this asbestos had to be removed immediately. Mr. Fresina inquired if this contract went out to bid. Mr. Gorman clarified that if this had gone out to bid, the project would have been stopped.

Mr. LaClair advised that yes, had we gone out to bid the project would have been delayed.

Mr. Gorman moved to authorize the award of emergency Construction Contract 989-AR for Asbestos Ductbank Removal for the new parking garage to C&C Unlimited in the amount of \$87,100. The motion was adopted unanimously.

4.3. Selection/Negotiations: Professional Service Agreement: Authorization to Negotiate Professional Engineering Agreement S-1009: Design and Construction Administration Service for the Terminal Parking Solar Canopy Improvements

Mr. Iachetta recommended Selection of Professional Services Contract S-1009 for Design and Construction Administration Service for the Terminal Parking Solar Canopy Improvements. He recommended the engineering team of Bergmann Associates, Architects, Engineers, Landscape Architects & Surveyors, D.P.C., Stuart-Lynn Company (W/MBE) and S.Y. Kim Surveyor (MBE) who received the highest score from the evaluation committee. The proposed negotiated design and construction administration contract will be scheduled for subsequent Board review. The project is 70% NYSDOT funded under state PIN No. 1A00.96 and 30% Airport PFC funded.

Dr. Greenberg moved to approve the selection/negotiation with the engineering team of Bergmann Associates, Architects, Engineers, Landscape Architects & Surveyors, D.P.C., Stuart-Lynn Company (W/MBE) and S.Y. Kim Surveyor (MBE) for the Design and Construction administration Service for the Terminal Parking Solar

Canopy Improvements. The motion was adopted unanimously.

4.4 Approval of Negotiated Bond Underwriter Solicitation, Evaluation, and Appointment of Bond Underwriting Syndicate in accordance with the Authority's Bond Sale Guidelines.

Mr. Gorman, Chair of the Finance Committee, advised the Finance Committee met prior to this meeting and recommends approval of Negotiated Bond Underwriter Solicitation, Evaluation, and Appointment of Bond Underwriting Syndicate in accordance with the Authority's Bond Sale Guidelines. Mr. O'Reilly previously advised the Finance Committee that the Authority may enter the bond market to issue bonds to fund capital expenditure or refund a portion of its outstanding bonds to achieve savings and to do so it may need to use a negotiated method of sale. With this in mind, the Authority working with its financial advisor, Public Resources Advisory Group (PRAG), issued a Request for Proposals (RFP) for Bond Underwriting Services on August 6, 2019. The RFP was distributed to Underwriters in New York. On August 20, 2019, the Authority received (8) eight responses to its RFP. The Authority CFO worked with the Authority's independent financial advisor, Public Resources Advisory Group, to review the proposals. The Authority's CFO and PRAG recommend that the following underwriting firms be included in a syndicate to sell the Authority's bonds if sold on a negotiated basis:

- Morgan Stanley and Co. LLC - Manager/Book Running
- Samuel A. Ramirez & Co. Inc. – Co-Senior Manager
- Roosevelt & Cross Incorporated – Co-Manager

Dr. Greenberg moved to the Finance Committee's recommendation of the Negotiated Bond Underwriter Solicitation, Evaluation, and Appointment of Bond Underwriting Syndicate in accordance with the Authority's Bond Sale Guidelines. The motion was adopted unanimously.

4.5 Authorization to Amend Existing Passenger Facility Charge (PFC) Imposition and Use Authorizations for Existing PFC Applications and Submit a new PFC Application #4 for new projects.

Mr. O'Reilly advised the Finance Committee met prior to this meeting and recommends Authorization to Amend Existing Passenger Facility Charge (PFC) Imposition and Use Authorizations for Existing PFC Applications and Submit a new PFC Application #4 for new projects. He advised authorization is requested to submit an application to the FAA to increase the Passenger Facility Charges (PFCs) imposition and use amount for existing PFC applications to fund the difference between pre-application estimated financing costs and currently estimated actual financing costs reflecting a difference of \$14,584,087. Authorization is also requested to submit PFC Application #4 to provide a portion of the funding for the Upstate Airport Modernization Grant Project, Air Traffic Control Tower Rehabilitation Project and other Terminal and Jet Bridge Improvements in the estimated cost of \$9,700,000. He explained that after the public comment period, the Authority will review comments and, if deemed in the best interest of the Authority, those comments and applications shall be submitted to the FAA. Also, the Authority will provide notice to all interested Air Carriers and hold a consultation with the Signatory Airlines. Finally, notwithstanding any significant comments opposing the applications, as determined by the FAA, the application will be approved.

Dr. Greenberg moved to the Finance Committee's recommendation of to Amend Existing Passenger Facility Charge (PFC) Imposition and Use Authorizations for Existing PFC Applications and Submit a new PFC Application #4 for new projects. The motion was adopted unanimously.

4.6 Appoint Authority Treasurer Paul Anthony Gorman as Acting Chief Financial Officer while the appointed Chief Financial Officer position is vacant.

Mr. O'Donnell recommended the appointment of Authority Treasurer Paul Anthony Gorman as Acting Chief Financial Officer while the appointed Chief Financial Officer position is vacant. He advised the incumbent Chief Financial Officer (CFO) is retiring August 31, 2019 and the position will be vacant until a new CFO is selected and appointed and the Master Bond Resolution requires the Authority's Chief Financial Officer perform certain duties involving the disbursement and management of funds and other matters related to issuance and management of bonds and other debt. Also, the Authority's Cash Management and Investment Policy, Procurement Guidelines and OPEB Trust also require actions by the CFO and accordingly, the Authority needs an acting Chief Financial Officer to legally manage its funds and fulfill its fiduciary duties. The Acting CFO will be supported by Authority staff and Authority consultants in fulfillment of these duties.

Father Doyle move to authorize the appointment of Authority Treasurer Paul Anthony Gorman as Acting Chief Financial Officer while the appointed Chief Financial Officer position is vacant. The motion was adopted unanimously.

4.7 Authorization to Award Amendment No. 1 (to change the funding source) to Construction Contract 930-GC Airfield Drainage Culvert Replacement to Rifenburg Contracting Corp.

Mr. LaClair recommended authorization to award Amendment No. 1 to Construction Contract 930-GC Airfield Drainage Culvert Replacement to Rifenburg Contracting Corp. to change the funding and advising if a subsequent AIP grant is awarded, work will be advanced with 100% airport funds in lieu of grant. He advised award of this contract needs to be advanced to support construction scheduling coordination with NYSDOT I-87 Exit 3 Albany Shaker Road resurfacing after placement of the subject airport drainage pipes. FAA has indicated that AIP grants are anticipated within 30-days.

Mr. Fresina moved to authorize the award of Amendment No. 1 (to change the funding source) on Construction Contract 930-GC Airfield Drainage Culvert Replacement with Rifenburg Contracting Corp. The motion was adopted unanimously.

5.1 Change Order #1: Authorization to award Change Order #1 to Contract # 934-GC Bldgs. 112 & 216 Roof to Titan Roofing.

Mr. LaClair recommended Change Order No. 1 to construction contract No. 934-GC: Buildings 112 & 216 Roof to Titan Roofing in the amount of \$44,127.00 to be funded from Capital Improvement Project Number 2272. He advised the additional work is needed to complete the project including replacement of the lower EPDM roof and replace a section of damaged gutter on Bldg. 216 and provide snow guards on new Bldg. 112 roof.

Dr. Greenberg moved to authorize the award of Change Order No. 1 to Contract No. 934-GC Buildings 112 & 216 Roof to Titan Roofing in the amount of \$44,127.00. The motion was adopted unanimously.

5.2 Change Order #1: Authorization to award Change Order #1 to Contract # 989-PC New Parking Garage Pre Cast to Unistress Industries.

Mr. LaClair recommended Change Order No. 1 to construction contract No. 989-PC: New Parking Garage Pre Cast to Unistress Industries in the amount of \$60,984.22 to be funded from Capital Improvement Project Number 2261. He advised the additional work includes

the addition of roof drain fixtures, addition of thin brick facing in the SE corner, changes to the stair towers to accommodate the glazing, credit for the removal of Grade spandrels and the extension of the Contract Time by 21 calendar days (due to circumstances beyond their control) setting Final Completion at November 8, 2019.

Mr. Gorman moved to authorize the award of Change Order No. 1 to Contract No. 989-PC New Parking Garage Pre Cast to Unistress Industries in the amount of \$60,984.22. The motion was adopted unanimously.

Father Doyle made a motion to go into Executive Session to discuss:

ES-1 – Employment history of a particular individual.

ES-2 – Employment history of a particular individual.

The motion was adopted unanimously.

There being no further business, the meeting was adjourned at 1:25 p.m.



ALBANY COUNTY AIRPORT AUTHORITY
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ALBANY COUNTY AIRPORT AUTHORITY

SPECIAL MEETING

AGENDA

August 26, 2019

General:

1. Chairman's Remarks
2. Approval of Minutes

Regular Meeting – June 10, 2019
Regular Meeting – July 22, 2019
Special Meeting – August 8, 2019

3. Intentionally left blank.

Action Items:

4. Authorization of Contracts/Leases/Contract Negotiations/Contract Amendments
 - 4.1 Construction Contract: Authorization to Award Construction Contract 991- F Terminal Amenities- Purchase New Furniture from Merkel Donahue
 - 4.2 Contract No. 989-AR – Emergency Contract - C&C Unlimited Asbestos Removal Construction Contract: Authorization to Award Emergency Construction Contract 989-AR Asbestos Ductbank Removal for New Parking Garage to C & C Unlimited.
 - 4.3 Selection/Negotiations: Professional Service Agreement: Authorization to Negotiate Professional Engineering Agreement S-1009: Design and Construction Administration Service for the Terminal Parking Solar Canopy Improvements
 - 4.4 Negotiated Bond Underwriter Solicitation, Evaluation and Appointment in accordance with the Authority's Bond Sale Guidelines.
 - 4.5 Authorization to Amend Existing Passenger Facility Charge (PFC)

Imposition and Use Authorizations for Existing PFC Applications and Submit a new PFC Application #4 for new projects.

- 4.6 Appoint Authority Treasurer Paul Anthony Gorman as Acting Chief Financial Officer while the appointed Chief Financial Officer position is vacant.**
- 4.7 Construction Contract: Authorization to Award Amendment No. 1 to Construction Contract 930-GC Airfield Drainage Culvert Replacement to Rifenburg Contracting Corp.**

5. Authorization of Change Orders

- 5.1 Change Order No. 1; Contract No. 934-GC – Resurfacing Metal Roofing Building 112 & 201**
- 5.2 Change Order No. 2; Contract No. 989-PC – Parking Garage Precast Concrete**

Old Business:

New Business:

Executive Session:

ES-1 – Employment history of a particular individual.

ES-2 – Employment history of a particular individual.

Attorney-Client Privilege Matters:

AGENDA ITEM NO. 3

**Communications and
Report of Chief Executive Officer**



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MEMO: September 12, 2019

TO: Albany County Airport Authority Board Members

FROM: John A. O'Donnell, Chief Executive Officer

Attached is the report of significant events for the period through September 12, 2019 as well as forward-looking, noteworthy items. If you have any questions regarding this report, please let me know.



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CHIEF EXECUTIVE OFFICER'S REPORT

September 2019

CommutAir Celebrates 30th Anniversary at Albany International Airport

On August 1, CommutAir celebrated their 30th anniversary at their two hangars located in the northwest quadrant of the Airport. The founder, John Sullivan, along with CommutAir's executive staff attended the event. John Sullivan retains 60% share of the company and United Airlines, Inc. holds a 40% share of the company. CommutAir operates over 1,000 flights per week to over to destinations in the United States and Canada. CommutAir operates using the Embraer ERJ145.

CommutAir has been a tenant of the Airport for over 20 years and occupies space in four buildings. An expansion of their maintenance base is being planned to consolidate their office space in the Northwest quadrant. Currently CommutAir has more than 125 employees in Albany with plans to expand on the number of aircraft increases at the maintenance base.

AGENDA ITEM NO. 4

Interesting Correspondence



Finance Report



ALBANY COUNTY AIRPORT AUTHORITY

**FINANCIAL & STATISTICAL
RESULTS FOR
July 2019**

ACAA STATISTICAL PERFORMANCE

The Month of July 2019

	Actual	Budget	Variance
Enplanements	143,957	141,115	2.0%
Aircraft Operations	5,611	5,648	-0.7%
Landed Weight	149,897,617	149,711,669	0.1%
Cargo (Tons)	1,639	1,509	8.6%
FBO Jet A (gallons)	125,728	124,465	1.0%
FBO AvGas (gallons)	7,604	5,627	35.1%
AvGas Commercial (gallons)	884	5,358	-83.5%
FBO Into-Plane (gallons)	2,043,130	1,833,880	11.4%

ACAA STATISTICAL PERFORMANCE

7 Months Ended July 2019

	Actual	Budget	Variance
Enplanements	881,912	864,389	2.0%
Aircraft Operations	35,526	37,383	-5.0%
Landed Weight	981,102,965	971,176,633	1.0%
Cargo (Tons)	10,655	10,622	0.3%
FBO Jet A (gallons)	665,674	677,425	-1.7%
FBO AvGas (gallons)	34,296	29,887	14.8%
AvGas Commercial (gallons)	33,639	36,428	-7.7%
FBO Into-Plane (gallons)	13,007,638	11,728,896	10.9%
FBO Deicing (gallons)	107,042	99,500	7.6%

COMPARISON OF ENPLANEMENTS

	EPAX MONTH OF July <u>2019</u>	CHANGE FROM July <u>2018</u>	TWELVE MONTHS ENDED July <u>2019</u>	CHANGE FROM From 12 Mos Ended July <u>2018</u>
ALBANY	143,957	4.3%	1,503,415	4.0%
BRADLEY			3,082,616 *	4.4%
BUFFALO	237,078	-3.6%	2,504,763	2.3%
ROCHESTER	116,857	-3.7%	1,289,054	1.6%
PLATTSBURGH	11,783	18.5%	126,974	8.2%
STEWART			294,730 e *	5.1%
SYRACUSE	123,947	11.7%	1,238,117	12.2%
WESTCHESTER	77,854	10.3%	812,851	8.4%

* Eleven Months for Stewart and Bradley

e=estimate based upon total passengers

ACAA BUDGET PERFORMANCE

CHANGE IN UNRESTRICTED WORKING CAPITAL

	<u>July-19</u>	<u>December-18</u>	<u>CHANGE</u>
CASH	\$ 30,007,935	\$ 27,170,120	\$ 2,837,815
ACCOUNTS RECEIVABLE	477,929	2,206,229	(1,728,300)
PREPAID EXPENSES	376,074	1,200,397	(824,323)
UNRESTRICTED ASSETS	<u>30,861,938</u>	<u>30,576,746</u>	<u>285,192</u>
PAYABLES FROM			
UNRESTRICTED ASSETS	<u>(3,330,073)</u>	<u>(7,117,842)</u>	<u>3,787,769</u>
UNRESTRICTED WORKING CAPITAL	<u>\$ 27,531,865</u>	<u>\$ 23,458,904</u>	<u>\$ 4,072,961</u>

ACAA BUDGET PERFORMANCE

OPERATING REVENUES (7 Months Ended July 2019)

	<u>July-19</u>	<u>Budget July-19</u>	<u>VARIANCE</u>
AIRLINE REVENUES	\$ 9,151,611	\$ 8,778,886	\$ 372,725
NON-AIRLINE AIRFIELD REV	288,640	290,051	(1,411)
TERMINAL	2,219,301	2,029,036	190,265
GROUND TRANSPORTATION	12,995,326	12,353,148	642,178
OTHER AIRPORT REVENUE	3,295,595	3,333,451	(37,856)
FBO RETAIL SALES (net)	1,710,201	1,492,246	217,955
TOTAL	<u>29,660,674</u>	<u>28,276,818</u>	<u>1,383,856</u>

ACAA BUDGET PERFORMANCE

OPERATING EXPENSES (7 Months Ended July 2019)

	July-19	Budget July-19	VARIANCE
AIRFIELD	\$ 1,675,410	\$ 2,043,556	\$ 368,146
FBO	1,551,787	1,534,646	(17,141)
TERMINAL	3,427,691	3,330,827	(96,864)
LOADING BRIDGES	188,706	180,085	(8,621)
LANDSIDE	870,594	781,291	(89,303)
PARKING	2,672,341	2,836,388	164,047
ARFF	1,130,187	1,236,577	106,390
OPERATIONS & SECURITY	2,392,406	2,422,650	30,244
VEHICLES & EQUIP	789,062	906,343	117,281
ADMINISTRATION	3,899,415	3,954,602	55,187
TOTAL	18,597,599	19,226,965	629,366

ACAA BUDGET PERFORMANCE

OTHER (NONOPERATING) REVENUES/EXPENSES (7 Months Ended July 2019)

	<u>July-19</u>	<u>Budget July-19</u>	<u>VARIANCE</u>
INTEREST EARNINGS	\$ 894,192	\$ 510,683	\$ 383,509
PASS. FAC. CHARGES	2,634,415	2,634,415	-
CUST. FAC. CHARGES INC.	309,457	-	309,457
CUST. FAC. CHARGES EXP.	(309,457)	-	(309,457)
DEBT SERVICE	(6,953,576)	(6,953,576)	-
LOC INTEREST	(3,664)	-	(3,664)
GRANT INCOME	80,560	80,908	(348)
ALL OTHER	(80,161)	(37,153)	(43,008)
TOTAL	<u>(3,428,234)</u>	<u>(3,764,723)</u>	<u>336,489</u>

ACAA BUDGET PERFORMANCE

TOTAL OPERATING AND NONOPERATING NET RESULTS (7 Months Ended July 2019)

	May-19	Budget May-19	VARIANCE
OPERATING INCOME	\$ 29,660,674	\$ 28,276,818	\$ 1,383,856
OPERATING EXPENSES	(18,597,599)	(19,226,965)	629,366
OPERATING RESULTS	11,063,075	9,049,853	2,013,222
NONOPERATING, net	(3,428,234)	(3,764,723)	336,489
TOTAL	\$ 7,634,841	\$ 5,285,130	\$ 2,349,711

Net operating results are \$2.3 million more favorable than budgeted

MAJOR PROJECT BUDGET

Modernization & Renovation of Albany International Airport Funding Sources and Uses
Tax Exempt Bonds Financing Plan

9/5/2019

Albany Gateway Airport Modernization	PROJECT COST	AIP *	PFC *	NYS	Revised Airport Contribution	ACAA Cash or Future Bonds	ACAA Bonded 11/29/2018 *
Gateway Parking Plaza <i>Allocation by funding</i>	\$ 40,068,130	\$ 870,725 2.2%	\$ -	\$ 15,334,541 38.3%	\$ 23,862,864 59.6%	\$ 8,772,073	\$ 15,090,792
Customer Parking Access Improvements <i>Allocation by funding</i>	3,035,370	-	-	2,648,281 87.2%	387,089 12.8%	387,089	-
Other Passenger Amenities (Terminal Improvements & Solar Panels) Upstate Airport Development & Revitalization Grant <i>Allocation by funding</i>	11,511,408		5,178,826 45.0%	4,149,078 36.0%	2,183,504 19.0%	-	2,183,504
FAA AIP	1,961,340	\$ 1,765,206		98,067	98,067	98,067	-
Sub Total Passenger Amenities	\$ 13,472,748	\$ 1,765,206	\$ 5,178,826	\$ 4,247,145	\$ 2,281,571	\$ 98,067	\$ 2,183,504
Total Project Costs	\$ 56,576,248	\$ 2,635,931	\$ 5,178,826	\$ 22,229,967	\$ 26,531,524	\$ 9,257,229	\$ 17,274,296
Less State Share of AIP Grant				\$ (98,067)			
Airport Development & Revitalization Grant				\$ 22,131,900	\$ 26,531,524	\$ 9,257,229	\$ 17,274,296

Note: AIP includes \$870,725 in proceeds from disposition of land to Exit 4 project which is restricted to AIP projects, PFC funds include \$5,413,633 from New Project Approval. AIP Share of Terminal Amenities are the Committed and Paid balances for the terminal escalator projects underway. Bonded Amounts include Interest earned on unspent proceeds.

Additional Borrowing of \$9.3 million will be needed to close the project financing out based upon current estimates.

BONDS & PFC UPDATE

- Bonds
 - As a reminder, \$9.1 million of new money; \$55 million forward refunding of 2010A
 - Kick-off meeting held with issuance team; regular cadence established
 - Initial draft of supporting documents to be circulated this week
 - Closing anticipated for November
- PFCs
 - Requesting FAA approval of amendment to PFC Application #1-#3 by extending expiration date to 2025 (\$14.6 million)
 - Requesting FAA approval of Application #4 for Terminal Rehabilitation, Loading Bridge Upgrades and Air Traffic Control Tower Rehabilitation (\$9.7 million)
 - Increases collected PFC revenue by approximately \$141 million overall
 - Notification sent to AAC members; meeting scheduled for October 16th

Albany County Airport Authority
Airport Revenue Bonds
Series 2019 New Money and Series 2020 Refunding



Sep-19						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

Oct-19						
S	M	T	W	T	F	S
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

Nov-19						
S	M	T	W	T	F	S
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

 Holiday
 13-Nov Sale Date
 20-Nov Closing

Week of	Event	Parties
9/2	• Kick-Off Call (9/5)	All
9/16	• First Draft of Bond Resolution Distributed (9/16)	BC
	• First Draft of Consultant Report (9/16)	AC
	• First Draft of Preliminary Official Statement Distributed (9/19)	AA, FA
9/23	• Comments Due on First Draft of Documents (9/23)	All
9/30	• Second Draft of Bond Documents Distributed (9/30)	AA, FA, BC, AC
10/7	• Comments Due on Second Draft of Documents (10/7)	All
	• First Draft of BPA (10/9)	UC
10/14	• Bond Documents Distributed to Moody's/S&P and Insurance/Surety Providers (10/15)	AA, FA, UW
10/21	• Meetings/Calls with Moody's/S&P	AA, FA
10/28	• Ratings and Insurance/Surety Bids Received (10/29)	AA
11/4	• Due Diligence Conference Call (11/4)	All
	• Finalize and Post POS Electronically (11/4)	BC
11/11	• Obtain approval from County Comptroller and State Comptroller (11/12)	AA, FA, UW
	• Pricing (11/13)	AA, FA, UW
	• Sign Series 2019 and Series 2020 Bond Purchase Agreements (11/14)	AA, UC, UW
	• Draft of Final OS Distributed (11/14)	BC
11/18	• Mail Final OS (11/18)	BC
	• Series 2019 Pre-Closing (11/19)	All
	• Series 2019 Closing (11/20)	All
3/2	• Circulate Updated Closing Documents and Final Official Statement (3/2)	AA, FA, BC, AC
3/9	• Due Diligence Bringdown Call (3/9)	All
	• Post Updated Final Official Statement (3/10)	BC
3/16	• Series 2020 Pre-Closing (3/17)	All
	• Series 2020 Closing (3/18)	All
	• Submit Notice of Redemption (3/18)	All
	• Invest in Escrow Securities (3/18)	All
6/15	• Redemption of the Series 2010A Bonds (6/15)	All

Participant Key

AA – Albany County Airport Authority	AC – Leigh Fisher
BC – Hodgson Russ	UW – Morgan Stanley
FA – Public Resources Advisory Group	CO – Roosevelt & Cross; Ramirez & Co.
UC – Barclay Damon	

AGENDA ITEM NO. 5

Financials

AGENDA ITEM NO. 5.1

FINANCIAL PERFORMANCE



**STATISTICAL
&
FINANCIAL
PERFORMANCE**

July 2019

***** UNAUDITED - FOR INTERNAL REVIEW*****



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TO: ACAA Members
FROM: Marcus Hudson, Interim CFO
RE: July 2019 Financial Performance

INTRODUCTION

The attached report includes the Airport’s July 2019 statistical highlights, financial information, and operating information. This financial information is presented for the purposes of comparing budget to actual results and for indicating generally how revenues and expenses have compared to budgeted revenues and expenses through July 2019. The financial information presented herewith is prepared on the Albany County Airport Authority’s budgetary basis of accounting. The information provided in this report does not include a forecast of the effects of the final settlement based upon the calculation provided for in the Airport Use and Lease Agreement, which expires December 31, 2020, or make any provision for accrual of funds owed to or from the Signatory Airlines. *This report includes preliminary operating and performance statistics and financial forecasts based upon the budgetary basis of accounting estimates that involve uncertainties that could result in actual financial results differing materially from preliminary estimates.* This report is divided into the following sections: Statistical Highlights, Financial Statements, Airport Revenues, AFCO/AvPorts Airport Operations, Million Air FBO Operations, Authority Operations, and Investment Report.

	Current Year Versus		
	2019 YTD Budget	2018 July	2018 YTD
Enplanements	2.0%	4.3%	4.3%
Operations (Take Offs/Landings)	-5.0%	-0.6%	-5.0%
Landed Weight	1.0%	3.5%	4.4%
Cargo, Mail & Express (Tons)	0.3%	6.3%	0.9%

July 2019 seat capacity was 4.7% more than July 2018 and the monthly load factor was 89% for July 2019 and July 2018.

ENPLANEMENT SHARE

A summary of YTD 2019 and 2018 market share by airline is as follows:

	2019			2018		
	Major Carriers	Express Carriers	Totals	Major Carriers	Express Carriers	Totals
Allegiant Air	5.6%		5.6%	0.0%		0.0%
American	5.5%	14.3%	19.8%	7.4%	14.1%	21.5%
Boutique Air	0.0%		0.0%	0.1%		0.1%
Cape Air	0.4%		0.4%	0.8%		0.8%
Delta	10.8%	5.2%	16.0%	10.8%	3.9%	14.7%
Elite Airways	0.0%		0.0%	0.1%		0.1%
Frontier	3.9%		3.9%	0.0%		0.0%
Jet Blue	6.0%		6.0%	6.3%		6.3%
Southwest	33.4%		33.4%	40.0%		40.0%
OneJet	0.0%		0.0%	0.4%		0.4%
United	6.4%	8.4%	14.8%	5.3%	10.8%	16.1%
Charters	0.1%		0.1%	0.0%		0.0%
Totals	72.1%	27.9%	100.0%	71.2%	28.8%	100.0%

FINANCIAL INFORMATION

The summary of Revenues, Expenses and Net Results shows YTD 2019 results compared to the 2019 budgeted amounts and 2018 actual amounts. The summary shows the YTD net operating results for 2019 are more than the amount budgeted by \$2,349,712. These YTD results do not reflect the adjustments for year-end settlement or reflect other year-end adjustments for 2019 which effect the revenue sharing with the airlines.

	2019 YTD Budget	2019 YTD Actual	2018 YTD Actual	2019 YTD vs 2018 YTD
Airport revenues	\$ 26,784,572	\$ 27,950,473	\$ 26,350,702	1,599,771
FBO revenues less cost of sales	1,492,246	1,710,201	1,580,851	129,350
Total operating expenses	(19,226,965)	(18,597,598)	(17,839,255)	(758,343)
Operating results	9,049,853	11,063,076	10,092,298	970,778
Other revenue and expenses, net	(3,764,723)	(3,428,234)	(5,165,777)	1,737,543
Net results	\$ 5,285,130	\$ 7,634,842	\$ 4,926,521	
Net variances: (2019 Actual to Budget)		<u>\$ 2,349,712</u>		
(2019 Actual to 2018 Actual)				<u>\$ 2,708,321</u>

Under the revenue sharing formula, the net revenues or deficiency at year-end are split fifty (50) percent to the signatory airlines and fifty (50) percent to the Authority, subject to certain limitations which require the airlines to ensure the Authority's net revenues are not less than 125 percent of its annual debt service requirement.

The summary information above does not reflect the effect of allocating all budget variances in accordance with the Airport Use and Lease Agreement or the potential assessment of charges to meet debt service coverage requirements, and accordingly, does not reflect the amount of an accumulated potential year-end settlement with the signatory airlines.

AIRLINE RATES AND CHARGES

Airline Rates and Charges shown for 2019 are based on the adopted budget and are calculated using the formulas incorporated into the Airline Use and Lease Agreement. Final 2019 rates will be calculated in the final settlement and revenue sharing report. The signatory airlines will be billed or credited for their share of any final variance and the Authority will fund its share of any negative variance from its reserves.

AIRPORT REVENUES

AIRPORT REVENUES for YTD 2019 are \$28.0 million and are \$1,165,900 more than the \$26.8 million budget to date.

PUBLIC PARKING REVENUES for YTD 2019 total \$9,690,700 compared to \$9,169,700 in YTD 2018, a 5.7% increase and are \$454,900 more than budget. Parking revenue per passenger increased from \$10.85 in YTD 2018 to \$10.99 in YTD 2019.

RENTAL CAR REVENUES for YTD 2019 total \$2,853,700 compared to \$2,765,800 in YTD 2018, and are \$118,000 more than budget. Rental car revenue per passenger decreased to \$3.24 in YTD 2019 from \$3.27 in YTD 2018.

FOOD AND BEVERAGE REVENUES for YTD 2019 total \$705,900 compared to \$476,700 in YTD 2018 and are \$142,000 more than budget. Concessionaire sales' per enplaned passenger were \$6.38 in YTD 2019 compared to \$5.71 in YTD 2018. Authority revenue per passenger was \$0.80 in YTD 2019, which is an increase from \$0.56 in YTD 2018.

RETAIL REVENUES for YTD 2019 total \$555,300 compared to \$492,000 in YTD 2018, and are \$38,400 more than budgeted. Concessionaire sales' for YTD 2019 per enplanement were \$2.96 in YTD 2019 compared to \$2.73 in YTD 2018. Authority revenue per passenger was \$0.63 in YTD 2019 compared to \$0.58 in YTD 2018.

COMBINED MANAGEMENT OPERATING EXPENSES

The airports three operating centers have combined operating expense results as follows:

	2019 YTD Budget	2019 YTD Actual	Budget Variance	2018 YTD Actual	Prior Year Variance
AvPorts	\$ 14,266,025	\$ 13,752,428	\$ 513,597	\$ 13,204,862	\$ (547,566)
Million Air	1,952,616	1,950,930	1,686	1,833,121	(117,809)
Authority	3,008,324	2,894,240	114,084	2,801,272	(92,968)
Total	<u>\$ 19,226,965</u>	<u>\$ 18,597,598</u>	<u>\$ 629,367</u>	<u>\$ 17,839,255</u>	<u>\$ (758,343)</u>
Variance			3.27%		-4.25%

OTHER REVENUES AND EXPENSES

Other revenues and expenses when netted together for YTD 2019 are \$336,500 more than budgeted mainly due to interest earnings that were \$383,500 more than budgeted and which is offset by timing difference in non-capital equipment expenses.

AFCO/AVPORTS AIRPORT OPERATIONS

Operating expenses for AFCO/AvPorts in YTD 2019 are \$513,600 (3.6%) under budget based upon a combination of variances and timing differences.

MILLION AIR FBO OPERATIONS

The commercial and retail YTD revenues and cost of sales results are as follows:

	2019 YTD Budget	2019 YTD Actual	2019 Variance	2018 YTD Actual	Prior Year Variance
Revenues	\$ 5,925,577	\$ 5,880,192	\$ (45,385)	\$ 5,939,608	\$ (59,416)
Cost of Sales	(3,186,357)	(2,910,612)	275,745	(3,119,197)	208,585
Net results before O & M Expenses	\$ 2,739,220	\$ 2,969,580	\$ 230,360	\$ 2,820,411	\$ 149,169
FUEL SALES (gallons)					
Jet A	677,425	665,674	(11,751)	628,829	36,845
AvGas - Retail	29,887	34,296	4,409	29,484	4,812
AvGas - Commercial	36,428	33,639	(2,789)	54,865	(21,226)
DEICING SALES (gallons)					
Sprayed	36,947	60,630	23,683	66,508	(5,878)
Consortium	62,552	46,412	(16,140)	73,261	(26,849)
FUEL NET REVENUES					
Jet A	\$ 1,157,218	\$ 1,118,161	\$ (39,057)	\$ 1,068,721	\$ 49,440
AvGas - Retail	\$ 35,100	\$ 32,961	\$ (2,139)	\$ 31,806	\$ 1,155
AvGas - Commercial	\$ 13,479	\$ 15,300	\$ 1,821	\$ 22,047	\$ (6,747)
DEICING NET REVENUE					
Sprayed	\$ 214,254	\$ 460,370	\$ 246,116	\$ 448,980	\$ 11,390
Consortium	\$ -	\$ (1,145)	\$ (1,145)	\$ (62,904)	\$ 61,759

YTD Net Results before YTD Operating and Maintenance expenses were \$230,400 more than budgeted and \$149,200 more than the YTD 2018. Revenue from sprayed deicing services was the most significant variance from the budget amounts.

Operating expenses, not including the cost of retail sales, for YTD 2019 are \$1,700 more than budgeted. A detail account listing of expenses is included for all Million Air cost centers.

AUTHORITY OPERATIONS

YTD operating expenses in 2019 were \$114,100 less than budgeted mainly because of timing differences between budgeted and actual expenses. Departure's net operating results are (\$23,900) for YTD 2019 compared to (\$9,500) for YTD 2018.

A detail account listing of expenses is included for the Authority.

**** UNAUDITED - FOR INTERNAL REVIEW ****



Statistical Highlights

Albany International Airport July Highlights

ACTIVITIES:		2019	2019	Percentage	2018	Percentage
		ACTUAL	BUDGET	Actual vs. Budget	Actual	Actual 2019 VS. 2018
<i>Enplanements</i>	Current Month	143,957	141,115	2.0%	137,983	4.3%
	Year - to - Date	881,912	864,389	2.0%	845,203	4.3%
<i>Aircraft Operations</i>	Current Month	5,611	5,646	-0.6%	5,645	-0.6%
	Year - to - Date	35,526	37,383	-5.0%	37,379	-5.0%
<i>Landed Weight (#)</i>	Current Month	149,897,617	149,711,669	0.1%	144,813,203	3.5%
	Year - to - Date	981,102,965	971,176,633	1.0%	939,400,379	4.4%
<i>Cargo, Mail & Express (Tons)</i>	Current Month	1,639	1,509	8.6%	1,541	6.3%
	Year - to - Date	10,655	10,622	0.3%	10,555	0.9%
<i>FBO Jet A (Gallons)</i>	Current Month	125,728	124,465	1.0%	122,091	3.0%
	Year - to - Date	665,674	677,425	-1.7%	628,829	5.9%
<i>FBO AvGas (Gallons)</i>	Current Month	7,604	5,627	35.1%	6,547	16.1%
	Year - to - Date	34,296	29,887	14.8%	29,484	16.3%
<i>AvGas Commercial (gallons)</i>	Current Month	884	5,358	-83.5%	8,070	-89.0%
	Year - to - Date	33,639	36,428	-7.7%	54,865	-38.7%
<i>FBO Into-Plane (Gallons)</i>	Current Month	2,043,130	1,833,880	11.4%	1,871,545	9.2%
	Year - to - Date	13,007,638	11,728,896	10.9%	11,969,788	8.7%
<i>FBO Deicing (Gallons)</i>	Current Month	0	0	0.0%	0	0.0%
	Year - to - Date	107,042	99,500	7.6%	139,769	-23.4%

REVENUES:

<i>Landing Fees</i>	Current Month	\$585,439	\$576,103	1.6%	\$552,148	6.0%
	Year - to - Date	\$3,795,092	\$3,747,383	1.3%	\$3,592,234	5.6%
<i>Terminal</i>	Current Month	\$573,266	\$538,545	6.4%	\$527,771	8.6%
	Year - to - Date	\$4,012,861	\$3,769,819	6.4%	\$3,749,668	7.0%
<i>Parking</i>	Current Month	\$1,207,722	\$1,107,479	9.1%	\$1,106,181	9.2%
	Year - to - Date	\$9,690,677	\$9,235,792	4.9%	\$9,169,743	5.7%
<i>Rental Cars</i>	Current Month	\$743,889	\$680,263	9.4%	\$728,505	2.1%
	Year - to - Date	\$2,853,688	\$2,735,667	4.3%	\$2,765,807	3.2%
<i>Food & Beverage</i>	Current Month	\$110,146	\$90,729	21.4%	\$76,437	44.1%
	Year - to - Date	\$705,889	\$563,886	25.2%	\$476,659	48.1%
<i>Retail</i>	Current Month	\$105,823	\$96,447	9.7%	\$91,812	15.3%
	Year - to - Date	\$555,272	\$516,831	7.4%	\$491,994	12.9%
<i>Departure</i>	Current Month	\$21,882	\$24,705	-11.4%	\$22,297	-1.9%
	Year - to - Date	\$113,169	\$138,749	-18.4%	\$127,417	-11.2%
<i>FBO Jet A , Net</i>	Current Month	\$218,301	\$212,619	2.7%	\$204,549	6.7%
	Year - to - Date	\$1,118,161	\$1,157,218	-3.4%	\$1,068,721	4.6%
<i>FBO AvGas, Net</i>	Current Month	\$11,052	\$6,609	67.2%	\$7,935	39.3%
	Year - to - Date	\$32,961	\$35,100	-6.1%	\$31,806	3.6%
<i>AvGas Commercial, Net</i>	Current Month	\$1,497	\$1,983	-24.5%	\$3,315	-54.8%
	Year - to - Date	\$15,300	\$13,479	13.5%	\$22,047	-30.6%
<i>FBO Into-Plane</i>	Current Month	\$62,030	\$59,359	4.5%	\$57,560	7.8%
	Year - to - Date	\$406,850	\$379,640	7.2%	\$391,715	3.9%
<i>FBO Deicing, Net</i>	Current Month	\$0	\$0	0.0%	\$0	0.0%
	Year - to - Date	\$459,225	\$214,254	114.3%	\$386,076	18.9%

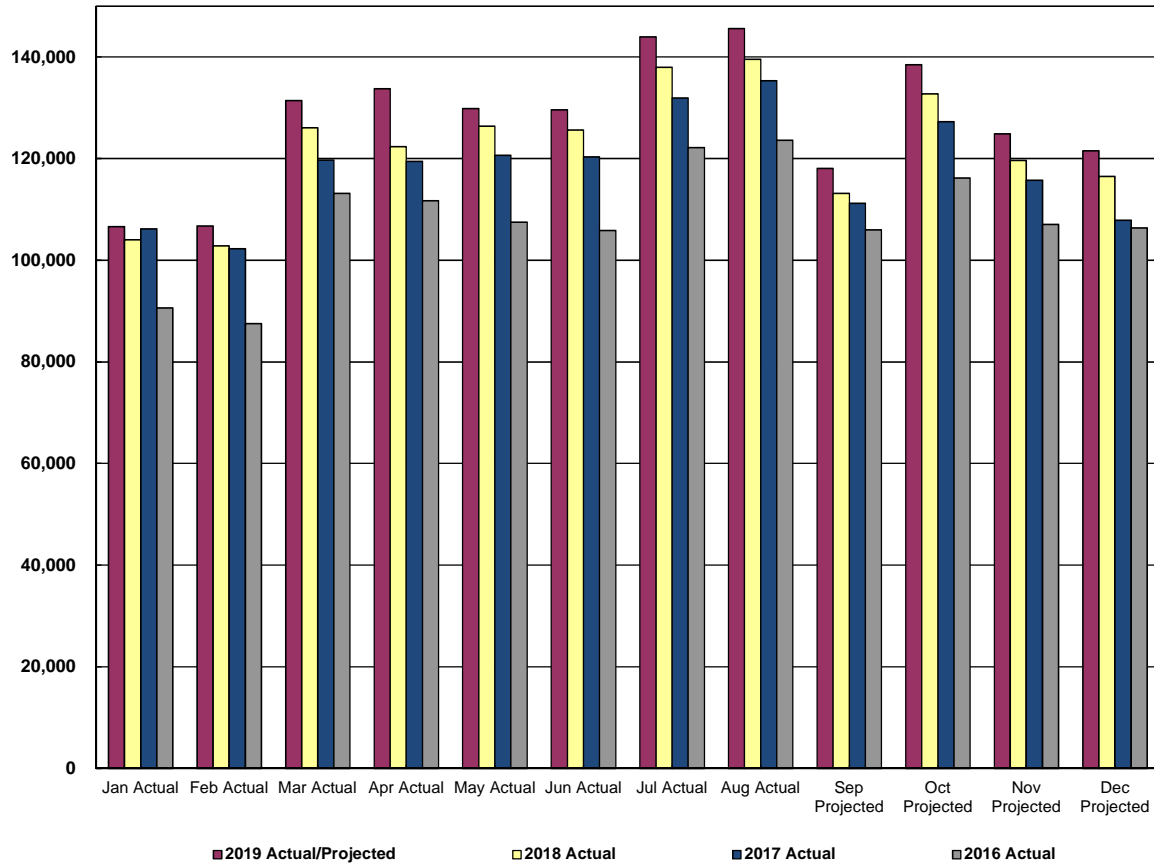
Albany International Airport July Highlights

	2019 YTD	2018	2017	2016	2015
REVENUE PER ENPLANEMENT:	PRELIMINARY	AUDITED	AUDITED	AUDITED	AUDITED
Parking	\$10.99	\$10.40	\$10.57	\$10.57	\$9.87
Rental Car	\$3.24	\$3.79	\$3.83	\$3.59	\$3.89
Food & Beverage	\$0.80	\$0.62	\$0.57	\$0.56	\$0.51
Retail	\$0.63	\$0.58	\$0.57	\$0.56	\$0.54
Departure	\$0.13	\$0.17	\$0.20	\$0.17	\$0.19

Annual Rates and Charges Summary

	2019	2018	2017	2016	2015
AIRLINE RATES & CHARGES:	BUDGET	AUDITED	AUDITED	AUDITED	AUDITED
Landing Fees Per 1,000 lbs. MGLW:					
Signatory	\$3.35	\$2.92	\$3.12	\$2.73	\$3.27
Non-Signatory	\$4.19	\$4.16	\$3.91	\$4.04	\$4.04
Apron Fees Per Square Foot:	\$1.48	\$1.31	\$1.33	\$1.19	\$1.52
Terminal Rental Per Square Foot:					
Signatory	\$83.59	\$86.48	\$79.86	\$81.11	\$74.63
Non-Signatory	\$104.49	\$101.96	\$100.98	\$93.48	\$93.48
Loading Bridges - Annual:	\$43,232	\$51,611	\$47,237	\$40,383	\$44,761
Cost per Enplanement :					
Airport CPE (after revenue sharing)	\$6.52	\$6.57	\$6.57	\$6.00	\$7.12

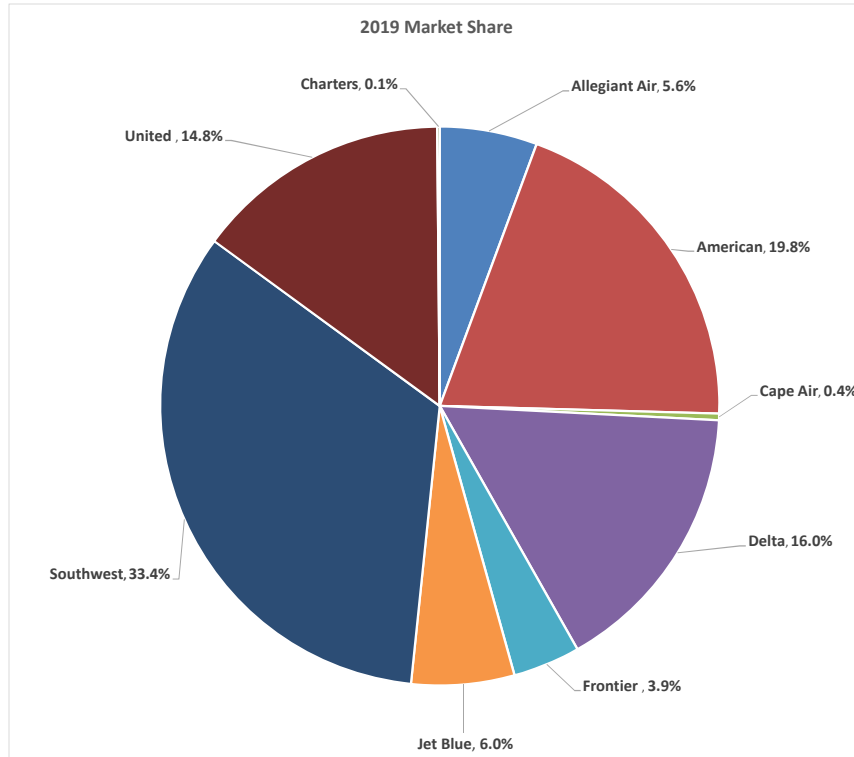
Albany International Airport Monthly Enplanements 2016-2019 For the seven months ended July 31



		2019	2019	#	%	2018	2019 vs.	2017	2016
			Budget	Variance	Variance		2018		
January	(Actual)	106,622	106,372	250	0.2%	104,011	2.5%	106,168	102,325
February	(Actual)	106,760	105,187	1,573	1.5%	102,852	3.8%	102,255	103,214
March	(Actual)	131,398	128,913	2,485	1.9%	126,052	4.2%	119,677	119,403
April	(Actual)	133,722	125,119	8,603	6.9%	122,342	9.3%	119,423	119,362
May	(Actual)	129,868	129,213	655	0.5%	126,345	2.8%	120,665	118,293
June	(Actual)	129,585	128,470	1,115	0.9%	125,618	3.2%	120,316	117,743
July	(ACTUAL)	143,957	141,115	2,842	2.0%	137,983	4.3%	131,916	130,930
August	(Projected)	145,580	142,687	2,893	2.0%	139,520	4.3%	135,306	133,612
September	(Projected)	118,053	115,707	2,346	2.0%	113,139	4.3%	111,208	115,752
October	(Projected)	138,487	135,736	2,752	2.0%	132,723	4.3%	127,281	123,374
November	(Projected)	124,835	122,355	2,480	2.0%	119,639	4.3%	115,758	115,220
December	(Projected)	121,541	119,126	2,415	2.0%	116,482	4.3%	107,862	108,206
Total		1,530,408	1,500,000	30,408	2.0%	1,466,706	4.3%	1,417,835	1,407,434

YTD Enplanements 881,912 864,389 17,523 2.0% 845,203 4.3% 820,420 811,270

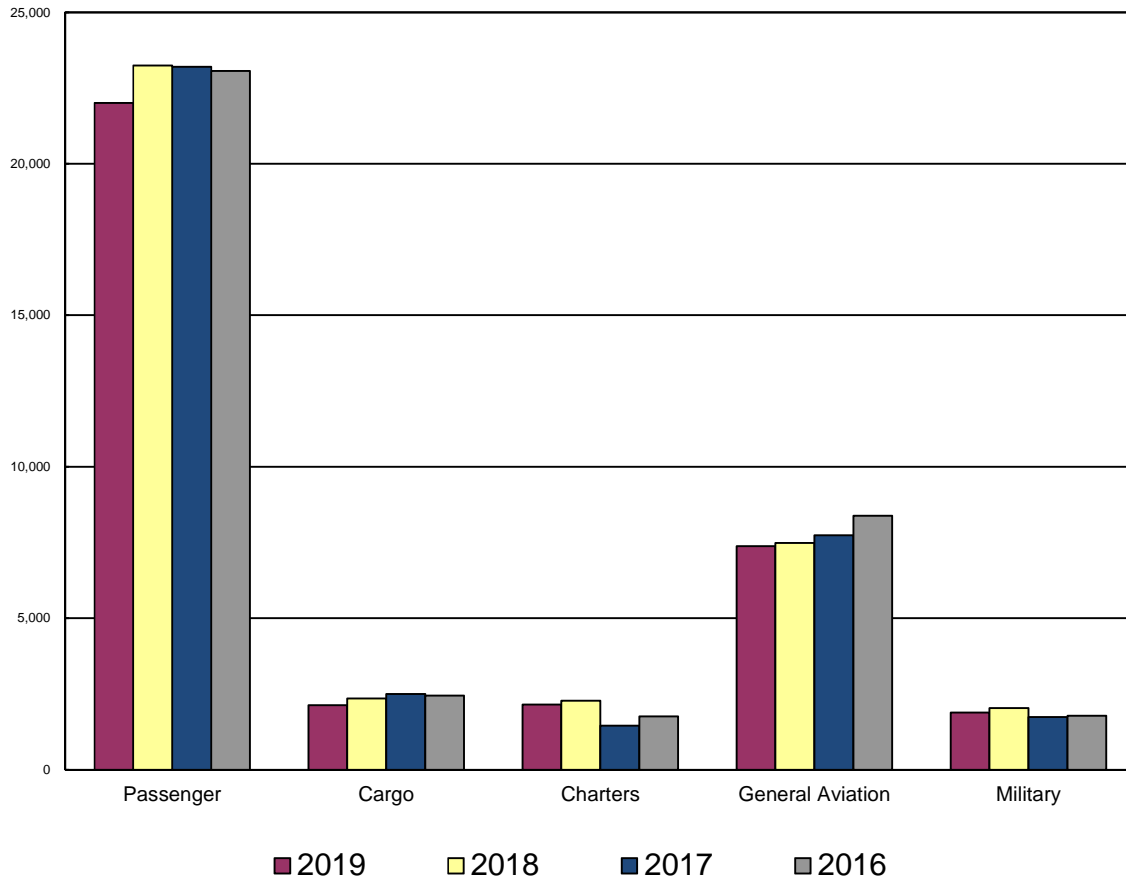
Albany International Airport Enplanements Per Carrier For the seven months ended July 31



Carrier	Current Month		#	%	Year To Date		#	%	YTD Market Share		%
	2019	2018			Change	Change			2019	2018	
Allegiant Air	6,805	0	6,805	100.0%	49,742	0	49,742	100.0%	5.6%	0.0%	5.6%
American	4,454	10,085	(5,631)	-55.8%	48,358	62,604	(14,246)	-22.8%	5.5%	7.4%	-1.9%
American Eagle-Air Wisconsin	0	0	0	0.0%	0	313	(313)	-100.0%	0.0%	0.0%	0.0%
American Eagle - Envoy	1,621	3,560	(1,939)	-54.5%	18,494	23,595	(5,101)	-21.6%	2.1%	2.8%	-0.7%
American Eagle-Piedmont	8,013	3,449	4,564	132.3%	50,714	23,318	27,396	117.5%	5.8%	2.8%	3.0%
American Eagle-PSA	5,166	4,044	1,122	27.7%	38,515	25,502	13,013	51.0%	4.4%	3.0%	1.3%
American Eagle-Republic	3,642	4,685	(1,043)	-22.3%	6,605	41,152	(34,547)	-83.9%	0.7%	4.9%	-4.1%
American Eagle-SkyWest	3,663	0	3,663	0.0%	12,129	0	12,129	100.0%	1.4%	0.0%	1.4%
American Eagle-TransStates	0	1,618	(1,618)	-100.0%	0	5,456	(5,456)	-100.0%	0.0%	0.6%	-0.6%
Boutique Air	0	0	0	0.0%	0	827	(827)	-100.0%	0.0%	0.1%	-0.1%
Cape Air	0	1,143	(1,143)	-100.0%	3,275	6,843	(3,568)	-52.1%	0.4%	0.8%	-0.4%
Delta	18,205	15,716	2,489	15.8%	95,288	91,494	3,794	4.1%	10.8%	10.8%	0.0%
Delta - Endeavor	2,725	73	2,652	3632.9%	7,846	1,351	6,495	480.8%	0.9%	0.2%	0.7%
Delta - Go Jet	0	5,070	(5,070)	-100.0%	13,739	8,055	5,684	70.6%	1.6%	1.0%	0.6%
Delta - Republic	0	0	0	0.0%	155	0	155	100.0%	0.0%	0.0%	0.0%
Delta - SkyWest	5,376	1,580	3,796	240.3%	24,153	23,343	810	3.5%	2.7%	2.8%	0.0%
Elite Airways	0	210	(210)	-100.0%	0	671	(671)	-100.0%	0.0%	0.1%	-0.1%
Frontier	6,882	0	6,882	100.0%	34,377	0	34,377	100.0%	3.9%	0.0%	3.9%
Jet Blue	8,331	8,403	(72)	-0.9%	52,611	52,975	(364)	-0.7%	6.0%	6.3%	-0.3%
One-Jet	0	405	(405)	-100.0%	0	3,539	(3,539)	-100.0%	0.0%	0.4%	-0.4%
Southwest	44,082	48,852	(4,770)	-9.8%	294,788	337,693	(42,905)	-12.7%	33.4%	40.0%	-6.5%
United	16,427	18,241	(1,814)	-9.9%	56,249	44,778	11,471	25.6%	6.4%	5.3%	1.1%
United Express - Air Wisconsin	318	670	(352)	-52.5%	10,681	5,670	5,011	88.4%	1.2%	0.7%	0.5%
United Exp-Commutair	7,697	8,354	(657)	-7.9%	48,826	53,207	(4,381)	-8.2%	5.5%	6.3%	-0.8%
United Exp-Express Jet	106	0	106	0.0%	6,480	5,158	1,322	25.6%	0.7%	0.6%	0.1%
United Exp-Go Jet	0	0	0	0.0%	0	223	(223)	-100.0%	0.0%	0.0%	0.0%
United Express - Go Jet	0	0	0	100.0%	658	0	658	100.0%	0.1%	0.0%	0.1%
United Exp-Mesa	0	1,683	(1,683)	-100.0%	2,926	3,203	(277)	100.0%	0.3%	0.4%	0.0%
United Exp-Republic	0	69	(69)	-100.0%	529	4,042	(3,513)	-86.9%	0.1%	0.5%	-0.4%
United Exp-SkyWest	208	73	135	184.9%	3,520	12,190	(8,670)	-71.1%	0.4%	1.4%	-1.0%
United Exp-TransStates	0	0	0	0.0%	0	7,606	(7,606)	-100.0%	0.0%	0.9%	-0.9%
Other - Charters	236	0	236	100.0%	1,254	395	859	217.5%	0.1%	0.0%	0.1%
Total	143,957	137,983	5,974	4.3%	881,912	845,203	36,709	4.3%	100.0%	100.0%	0.0%

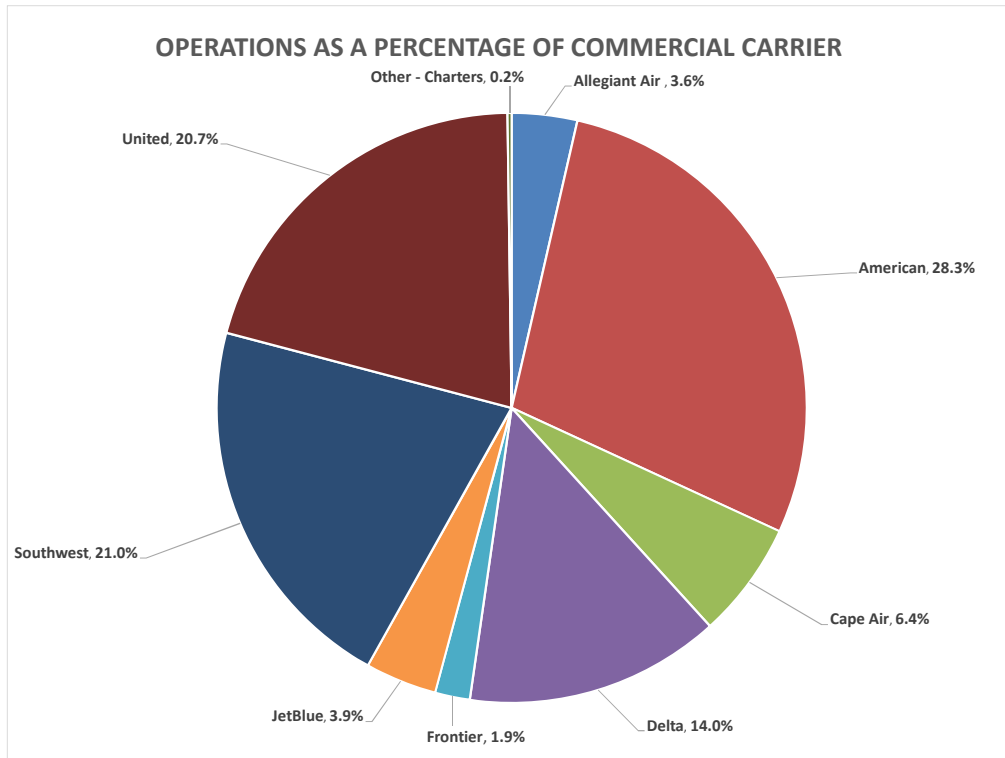
YTD Budget	YTD Actual	# Variance	% Variance
864,389	881,912	17,523	2.0%

Albany International Airport Aircraft Operations by Type For the seven months ended July 31



Type	2019	2018	% Change	2017	2016
Passenger	22,004	23,242	-5.3%	23,200	23,068
Cargo	2,124	2,350	-9.6%	2,496	2,440
Charters & Corporate	2,143	2,273	-5.7%	1,446	1,758
Sub Total	26,271	27,865	-5.7%	27,142	27,266
General Aviation	7,375	7,481	-1.4%	7,739	8,383
Military	1,880	2,033	-7.5%	1,733	1,778
Total	35,526	37,379	-5.0%	36,614	37,427

Albany International Airport Operations Per Carrier For the seven months ended July 31

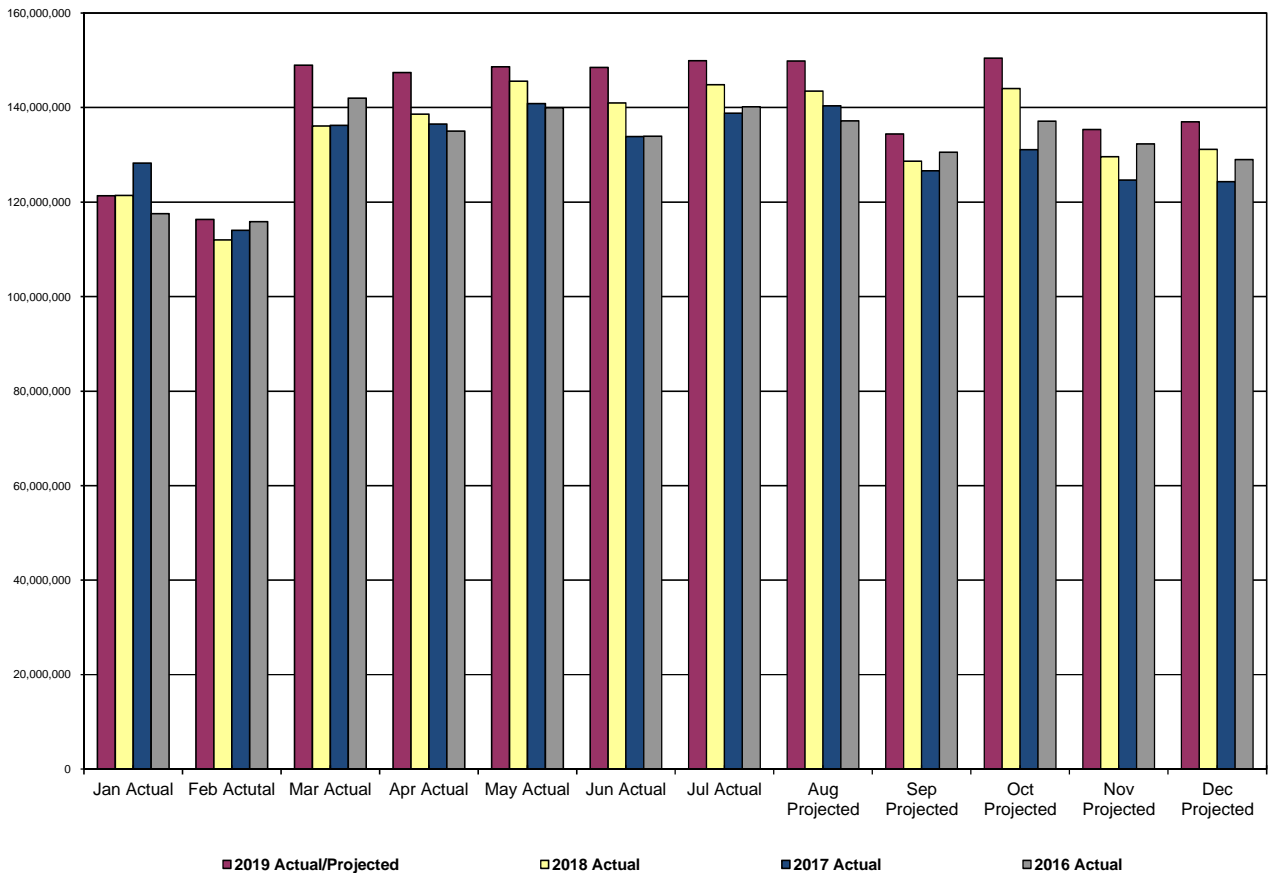


Carrier	# Sch.	Current Month		# Change	% Change	Year To Date		# Change	% Change	YTD Market Share		% Change
		2019	2018			2019	2018			2019	2018	
Allegiant Air	92	92	0	92	100.0%	790	0	790	100.0%	3.0%	0.0%	3.0%
American	76	76	162	(86)	-53.1%	892	1,014	-122	-12.0%	3.4%	3.6%	-0.2%
American - Air Wisconsin	0	0	0	0	0.0%	0	18	-18	-100.0%	0.0%	0.1%	-0.1%
American - Envoy	48	48	120	(72)	-60.0%	672	828	-156	-18.8%	2.6%	3.0%	-0.4%
American - Piedmont	384	362	160	202	126.3%	2,366	1,092	1,274	116.7%	9.0%	3.9%	5.1%
American - PSA	210	210	204	6	2.9%	1,632	1,166	466	40.0%	6.2%	4.2%	2.0%
American - Republic Airways	120	120	140	(20)	-14.3%	220	1,358	-1,138	-83.8%	0.8%	4.9%	-4.1%
American - Skywest	138	132	0	132	100.0%	440	0	440	0.0%	1.7%	0.0%	1.7%
American - Trans States	0	0	70	(70)	-100.0%	0	256	-256	-100.0%	0.0%	0.9%	-0.9%
Boutique Air	0	0	0	0	0.0%	0	502	-502	-100.0%	0.0%	1.8%	-1.8%
Cape Air	32	32	358	(326)	-91.1%	1,406	2,388	-982	-41.1%	5.4%	8.6%	-3.2%
Delta	280	290	226	64	28.3%	1,592	1,604	-12	-0.7%	6.1%	5.8%	0.3%
Delta - Endeavor	74	74	6	68	1133.3%	242	84	158	188.1%	0.9%	0.3%	0.6%
Delta - Express Jet	0	0	0	0	0.0%	0	2	-2	-100.0%	0.0%	0.0%	0.0%
Delta - Go Jet	2	2	154	(152)	-98.7%	466	244	222	91.0%	1.8%	0.9%	0.9%
Delta-Republic	0	0	4	(4)	-100.0%	8	6	2	33.3%	0.0%	0.0%	0.0%
Delta - Sky West	154	154	54	100	185.2%	776	958	-182	-19.0%	3.0%	3.4%	-0.4%
Elite Airlines	0	0	18	(18)	-100.0%	0	62	-62	-100.0%	0.0%	0.2%	-0.2%
Frontier	78	78	0	78	100.0%	420	0	420	100.0%	1.6%	0.0%	1.6%
JetBlue	124	128	124	4	3.2%	862	840	22	2.6%	3.3%	3.0%	0.3%
One Jet	0	0	64	(64)	-100.0%	0	670	-670	-100.0%	0.0%	2.4%	-2.4%
Southwest	656	656	714	(58)	-8.1%	4,622	5,270	-648	-12.3%	17.6%	18.9%	-1.3%
United	234	234	254	(20)	-7.9%	940	692	248	35.8%	3.6%	2.5%	1.1%
United Air Wisconsin	14	14	30	(16)	-53.3%	488	260	228	87.7%	1.9%	0.9%	1.0%
United - Commut Air	364	364	394	(30)	-7.6%	2,436	2,604	-168	-6.5%	9.3%	9.3%	0.0%
United - Express Jet	8	10	2	8	400.0%	390	278	112	40.3%	1.5%	1.0%	0.5%
United - Go Jet	0	0	0	0	0.0%	20	8	12	150.0%	0.1%	0.0%	0.1%
United - Mesa	0	0	52	(52)	-100.0%	94	100	-6	-6.0%	0.4%	0.4%	0.0%
United - Republic Airways	0	0	2	(2)	-100.0%	26	128	-102	-79.7%	0.1%	0.5%	-0.4%
United - SkyWest	8	6	4	2	50.0%	156	446	-290	-65.0%	0.6%	1.6%	-1.0%
United - Trans States	0	0	0	0	0.0%	0	354	-354	-100.0%	0.0%	1.3%	-1.3%
Other - Charters	8	8	0	8	100.0%	48	10	38	380.0%	0.2%	0.0%	0.2%
Subtotal	3,104	3,090	3,316	(226)	-6.8%	22,004	23,242	-1,238	-5.3%	83.8%	83.4%	0.4%

DHL - Ameriflight, Inc.	44	44	0	0.0%	304	302	2	0.7%	1.2%	1.1%	0.1%
Federal Express	42	42	0	0.0%	310	300	10	3.3%	1.2%	1.1%	0.1%
Federal Express - Wiggins Airways	132	186	(54)	-29.0%	1,038	1,288	-250	-19.4%	4.0%	4.6%	-0.6%
United Parcel Service	78	74	4	5.4%	472	460	12	2.6%	1.8%	1.7%	0.1%
Subtotal	296	346	(50)	-14.5%	2,124	2,350	-226	-9.6%	8.1%	8.4%	-0.3%

Charter, Corporate & Diversions	451	340	111	32.6%	2,143	2,273	-130	-5.7%	8.2%	8.2%	0.0%
Total	3,837	4,002	(165)	-4.1%	26,271	27,865	-1,594	-5.7%	100.0%	100.0%	0.0%

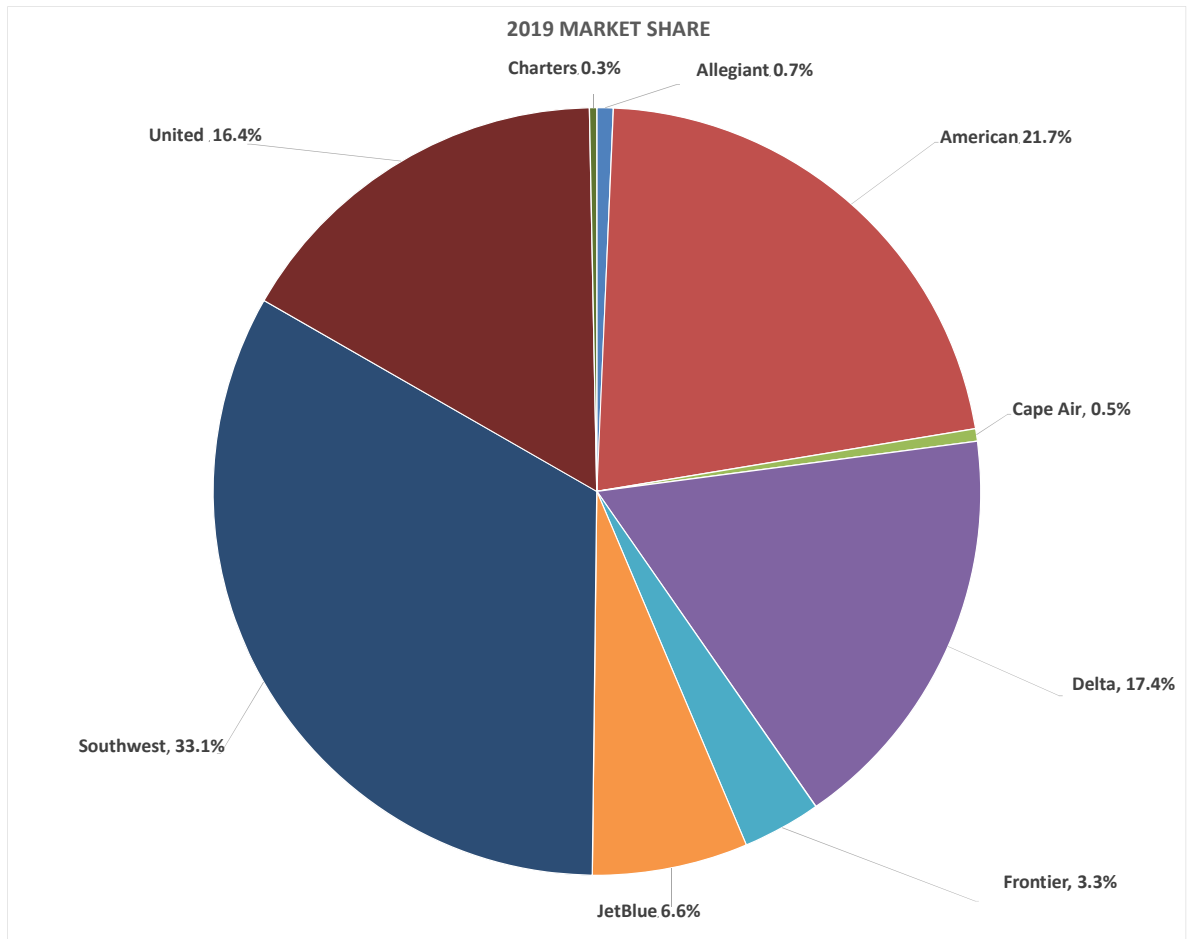
Albany International Airport Landed Weights 2016 - 2019 For the seven months ended July 31



		2019	2019 Budget	2019 Variance	2018	2019 vs. 2018	2017	2016
January	(Actual)	121,373,829	125,515,413	(4,141,584)	121,408,632	0.0%	128,222,843	117,525,483
February	(Actual)	116,327,437	115,761,286	566,151	111,973,654	3.9%	114,046,534	115,840,308
March	(Actual)	148,943,975	140,696,948	8,247,027	136,093,437	9.4%	136,249,073	142,019,773
April	(Actual)	147,433,306	143,280,167	4,153,139	138,592,135	6.4%	136,505,291	135,028,314
May	(Actual)	148,624,852	150,472,077	(1,847,224)	145,548,731	2.1%	140,846,914	139,980,749
June	(Actual)	148,501,949	145,739,073	2,762,876	140,970,587	5.3%	133,835,433	133,960,121
July	(ACTUAL)	149,897,617	149,711,669	185,948	144,813,203	3.5%	138,796,395	140,184,045
August	(Projected)	149,856,805	148,340,625	1,516,180	143,487,018	4.4%	140,343,697	137,206,202
September	(Projected)	134,377,142	133,017,578	1,359,564	128,665,331	4.4%	126,632,991	130,566,058
October	(Projected)	150,432,203	148,910,201	1,522,001	144,037,958	4.4%	131,118,304	137,092,985
November	(Projected)	135,383,148	134,013,405	1,369,742	129,628,576	4.4%	124,636,868	132,288,190
December	(Projected)	136,990,563	135,604,558	1,386,005	131,167,667	4.4%	124,327,179	128,999,178
Total		1,688,142,825	1,671,063,000	17,079,825	1,616,386,930	4.4%	1,575,561,523	1,590,691,408

YTD Landed Weight 981,102,965 971,176,633 9,926,333 939,400,379 4.4% 928,502,483 924,538,795

Albany International Airport Landed Weights Per Carrier For the seven months ended July 31



Carrier	Current Month		#	%	Year To Date		#	%	YTD Market Share		%
	2019	2018			2019	2018			2019	2018	
Allegiant	6,438,579	0	6,438,579	100.0%	54,966,528	0	54,966,528	100.0%	5.6%	0.0%	5.6%
American	5,250,803	11,285,700	(6,034,897)	-53.5%	61,946,415	72,117,213	(10,170,798)	-14.1%	6.3%	7.7%	-1.4%
American Eagle	24,266,024	19,292,652	4,973,372	25.8%	140,577,463	142,614,868	(2,037,405)	-1.4%	14.3%	15.2%	-0.9%
Boutique Air	0	0	0	0.0%	0	2,489,923	(2,489,923)	-100.0%	0.0%	0.3%	-0.3%
Cape Air	109,600	1,226,150	(1,116,550)	-91.1%	4,815,552	8,178,898	(3,363,346)	-41.1%	0.5%	0.9%	-0.4%
Delta	19,502,901	15,793,102	3,709,799	23.5%	108,615,406	105,686,613	2,928,793	2.8%	11.1%	11.3%	-0.2%
Delta Connection	8,612,203	7,439,270	1,172,933	15.8%	54,103,701	36,645,225	17,458,476	47.6%	5.5%	3.9%	1.6%
Elite Airlines	0	423,000	(423,000)	-100.0%	0	1,477,000	(1,477,000)	-100.0%	0.0%	0.2%	-0.2%
Frontier	5,545,723	0	5,545,723	100.0%	30,829,138	0	30,829,138	100.0%	3.1%	0.0%	3.1%
JetBlue	9,010,275	8,816,276	193,998	2.2%	61,165,146	59,723,159	1,441,987	2.4%	6.2%	6.4%	-0.1%
One Jet	0	1,015,200	(1,015,200)	-100.0%	0	9,941,594	(9,941,594)	-100.0%	0.0%	1.1%	-1.1%
Southwest	43,632,000	47,016,799	(3,384,799)	-7.2%	309,039,200	348,036,799	(38,997,599)	-11.2%	31.5%	37.0%	-5.5%
United	18,271,531	21,152,132	(2,880,601)	100.0%	69,769,101	53,674,547	16,094,555	30.0%	7.1%	5.7%	1.4%
United Expresses	8,757,576	11,352,922	(2,595,346)	-22.9%	82,313,110	98,194,541	(15,881,430)	-16.2%	8.4%	10.5%	-2.1%
Charters/Divisions	500,401	0	500,401	0.0%	2,962,203	620,000	2,342,203	377.8%	0.3%	0.1%	0.2%
Total	149,897,617	144,813,203	5,084,414	3.5%	981,102,965	939,400,379	41,702,586	4.4%	100.0%	100.0%	0.0%

YTD Budget	YTD Actual	# Variance	% Variance
971,176,633	981,102,965	9,926,333	1.0%

Albany International Airport

Cargo, Mail & Express Handled by Carrier

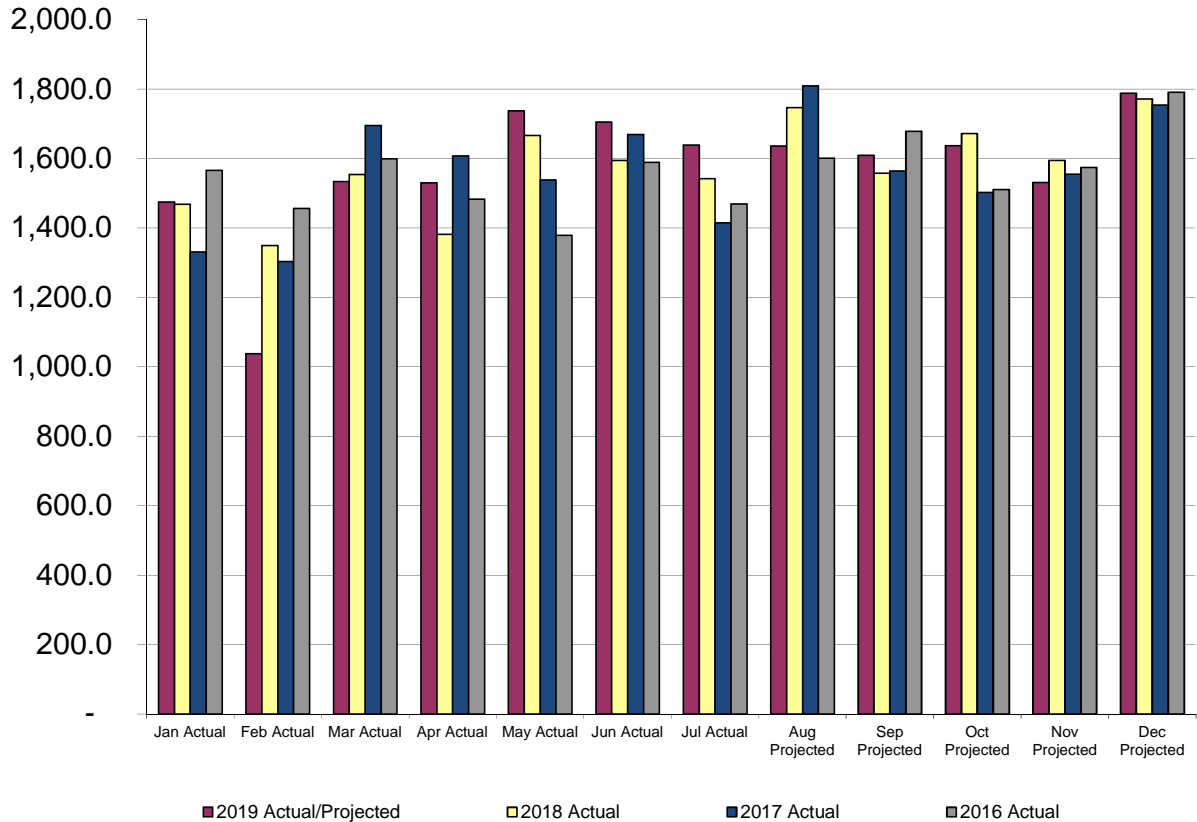
For the seven months ended July 31

(In Tons)

	CARGO		19 vs. 18	MAIL & EXPRESS		19 vs. 18
	2019	2018	% Change	2019	2018	% Change
January	926.34	906.25	2.2%	547.91	561.55	-2.4%
February	540.45	867.99	-37.7%	496.76	481.10	3.3%
March	939.26	985.47	-4.7%	594.27	568.51	4.5%
April	929.33	871.82	6.6%	600.63	509.85	17.8%
May	984.11	1,011.26	-2.7%	753.02	655.23	14.9%
June	883.57	970.52	-9.0%	820.97	624.09	31.5%
July	942.71	940.60	0.2%	695.91	600.88	15.8%
August		1,039.71	-100.0%		706.45	-100.0%
September		925.13	-100.0%		632.21	-100.0%
October		1,023.92	-100.0%		647.75	-100.0%
November		976.95	-100.0%		617.48	-100.0%
December		928.31	-100.0%		842.98	-100.0%
Total	6,145.77	6,553.91	-6.2%	4,509.47	4,001.21	12.7%
Total Fiscal Year		12,039.20			6,700.28	

Carrier	Cargo, Mail & Express		19 vs. 18	Cargo, Mail & Express	
	2019	2018	% Change	2017	2016
American	0.18	1.42	-87.3%	25.10	29.16
American - Air Wisconsin	0.00	0.08	-100.0%	0.90	3.31
American - Envoy	0.95	0.56	69.2%	0.12	1.66
American - Piedmont	16.35	1.58	935.3%	1.35	1.48
American - PSA	15.59	5.84	167.0%	1.21	0.38
American - Republic Airways	0.00	0.00	0.0%	0.06	0.01
American - Skywest	140.24	0.00	0.0%	0.02	0.31
American - Trans States	0.00	0.82	0.0%	0.06	0.00
Delta	51.45	67.34	-23.6%	37.51	52.05
Southwest	226.85	203.72	11.4%	242.01	292.74
United	3.20	28.01	-88.6%	10.37	1.32
Airline Subtotal	454.80	309.35	47.0%	318.72	382.41
DHL - Ameriflight, Inc.	279.82	307.52	-9.0%	376.66	248.37
Federal Express	4,973.11	5,230.16	-4.9%	5,253.32	5,533.53
Federal Express - Wiggins Airways	398.06	529.45	-24.8%	603.16	664.95
United Parcel Serv	4,549.45	4,178.65	8.9%	4,005.36	3,709.04
Subtotal Cargo	10,200.44	10,245.77	-0.4%	10,238.51	10,155.89
Total	10,655.24	10,555.12	0.9%	10,557.24	10,538.30
Total Fiscal Year		18,739.48		18,692.11	19,372.93

Albany International Airport Cargo, Mail & Express 2016 - 2019 For the seven months ended July 31



(In tons)		2019	Budget 2019	# Variance	% Variance	2018	2019 vs. 2018	2017	2016
January	(Actual)	1,474.3	1,461.6	12.7	0.9%	1,467.8	0.4%	1,330.9	1,565.4
February	(Actual)	1,037.2	1,364.6	(327.4)	-24.0%	1,349.1	-23.1%	1,303.2	1,455.6
March	(Actual)	1,533.5	1,561.7	(28.1)	-1.8%	1,554.0	-1.3%	1,694.5	1,598.4
April	(Actual)	1,530.0	1,509.0	21.0	1.4%	1,381.7	10.7%	1,607.6	1,482.5
May	(Actual)	1,737.1	1,642.5	94.7	5.8%	1,666.5	4.2%	1,537.5	1,379.0
June	(Actual)	1,704.5	1,574.3	130.3	8.3%	1,594.6	6.9%	1,669.2	1,588.9
July	(ACTUAL)	1,638.6	1,508.9	129.8	8.6%	1,541.5	6.3%	1,414.4	1,468.6
August	(Projected)	1,635.4	1,630.3	5.0	0.3%	1,746.2	-6.3%	1,808.9	1,601.0
September	(Projected)	1,608.7	1,603.7	5.0	0.3%	1,557.3	3.3%	1,563.4	1,677.6
October	(Projected)	1,636.4	1,631.4	5.0	0.3%	1,671.7	-2.1%	1,502.2	1,510.3
November	(Projected)	1,530.9	1,526.2	4.7	0.3%	1,594.4	-4.0%	1,554.4	1,574.1
December	(Projected)	1,787.5	1,782.0	5.5	0.3%	1,771.3	0.9%	1,753.3	1,790.7
		18,854.1	18,796.0	58.1	0.3%	18,896.0	-0.2%	18,739.5	18,692.1
YTD Cargo, Mail, & Express		10,655.3	10,622.4	32.8	0.3%	10,555.1	0.9%	10,557.2	10,538.3

**** UNAUDITED - FOR INTERNAL REVIEW****



Financial Information

Albany County Airport Authority
Statements of Net Position

	Unaudited July 31, 2019	Audited December 31, 2018
<u>ASSETS</u>		
CURRENT ASSETS		
Unrestricted Assets		
Cash and cash equivalents	\$ 30,007,935	\$ 27,170,120
Accounts receivable - net	477,929	2,206,229
Due from Albany County	-	248,724
Prepaid Expenses	376,074	951,673
Total Unrestricted Assets	30,861,938	30,576,746
Restricted Assets		
CFC Funds	210,013	-
Capital Funds	17,958,928	25,897,864
PFC Funds	14,522,167	13,904,279
Revenue Bond Funds	17,672,731	12,778,763
FAA Restricted Funds:	1,072,990	198,096
Concession Improvement Funds	913,197	859,098
Total Restricted Assets	52,350,026	53,638,100
Total Current Assets	83,211,964	84,214,846
NON-CURRENT ASSETS		
Bond Insurance Premiums	265,779	300,790
Capital Assets	255,458,165	237,254,042
Prepaid Expenses	240,538	255,973
Total Non-Current Assets	255,964,482	237,810,805
Total Assets	339,176,446	322,025,651
<u>DEFERRED OUTFLOWS OF RESOURCES</u>		
Refunding	3,031,913	3,031,913
OPEB Expenses	34,725	34,725
Pension Expenses	782,773	782,773
Total Deferred Outflows of Resources	3,849,411	3,849,411
<u>LIABILITIES AND NET ASSETS</u>		
CURRENT LIABILITIES		
Payable from Unrestricted Assets	\$ 3,330,073	\$ 7,117,841
Payable from Restricted Assets	14,226,326	9,320,889
Total Current Liabilities	17,556,399	16,438,730
NON-CURRENT LIABILITIES		
Bonds and other debt obligations	86,676,494	86,676,495
Net OPEB liability	6,621,984	6,621,984
Net pension liability - proportionate share	152,292	152,292
Total Non-Current Liabilities	93,450,770	93,450,771
Total Liabilities	111,007,169	109,889,501
<u>DEFERRED INFLOWS OF RESOURCES</u>		
Concession Improvement Funds	913,197	859,098
OPEB expenses	64,289	64,289
Pension expenses	492,514	492,514
Total Deferred Inflows of Resources	1,470,000	1,415,901
<u>NET POSITION</u>		
Invested in Capital Assets, net of Related Debt	179,295,178	170,718,128
Restricted	29,994,688	26,650,235
Unrestricted	21,258,822	17,201,297
Net Position	230,548,688	214,569,660

Albany County Airport Authority
2019 Summary of Revenues, Expenses and Net Results

	2019	JULY 2019				July	2019 Actual /
	Adopted FY Budget	Budget YTD	Actual YTD	Variance YTD	Variance %	2018 YTD Actual	Prior Year Var %
AIRPORT REVENUES							
Airline	\$ 15,065,276	\$ 8,778,886	\$ 9,151,611	\$ 372,725	4.25%	\$ 8,668,048	5.58%
Non-Airline	30,777,802	18,005,686	18,798,862	793,176	4.41%	17,682,654	6.31%
Total Revenues	45,843,078	26,784,572	27,950,473	1,165,901	4.35%	26,350,702	6.07%
FIXED BASED OPERATOR RETAIL SALES							
Fixed Based Operator Retail Sales	8,083,298	4,678,602	4,620,812	(57,790)	-1.24%	4,700,049	-1.69%
Cost of Sales	5,494,245	3,186,356	2,910,611	275,745	8.65%	3,119,198	6.69%
Net FBO Retail Sales	2,589,053	1,492,246	1,710,201	217,955	14.61%	1,580,851	8.18%
EXPENSE SUMMARY							
AvPorts-Airport Management	24,011,186	14,266,025	13,752,428	513,597	3.60%	13,204,862	-4.15%
Million Air-FBO Management Authority	3,265,773	1,952,616	1,950,930	1,686	0.09%	1,833,121	-6.43%
	4,862,390	3,008,324	2,894,240	114,084	3.79%	2,801,272	-3.32%
Total Expenses	32,139,349	19,226,965	18,597,598	629,367	3.27%	17,839,255	-4.25%
OPERATING RESULTS	16,292,782	9,049,853	11,063,076	2,013,223	22.25%	10,092,298	9.62%
OTHER REVENUES (EXPENSES)							
Interest Earnings	875,457	510,683	894,192	383,509	75.10%	4,290	20743.64%
Passenger Facility Charges	4,516,141	2,634,415	2,634,415	0	0.00%	2,165,460	21.66%
ACAA '99 EFC Debt	(712,765)	(415,780)	(415,780)	0	0.00%	(260,869)	-59.38%
ACAA '10 A Debt Service	(8,172,601)	(4,767,351)	(4,767,351)	0	0.00%	(6,198,584)	23.09%
ACAA '17 A Debt Service	(430,225)	(250,965)	(250,965)	0	0.00%	(441,805)	43.20%
ACAA '17 B Debt Service	(1,130,125)	(659,240)	(659,240)	0	0.00%	(702,289)	6.13%
ACAA '18 A Debt Service	(771,322)	(449,938)	(449,938)	0	0.00%	0	100.00%
ACAA '18 B Debt Service	(703,378)	(410,304)	(410,304)	0	0.00%	0	100.00%
Line of Credit Interest	0	0	(3,664)	(3,664)	100.00%	0	100.00%
Non-Capital Equipment	(432,090)	(252,053)	(303,765)	(51,712)	20.52%	(176,649)	-71.96%
Insurance Recoveries	0	0	8,704	8,704	100.00%	76,654	88.65%
Insured Expenses	0	0	0	0	100.00%	(76,654)	100.00%
Customer Facility Charges Income	0	0	309,457	309,457	100.00%	0	100.00%
Customer Facility Charges Expense	0	0	(309,457)	(309,457)	100.00%	0	100.00%
Grant Income	138,700	80,908	80,560	(348)	-0.43%	229,769	64.94%
Improvement Charges	368,400	214,900	214,900	0	0.00%	214,900	0.00%
Total Other Revenues(Expenses)	(6,453,808)	(3,764,723)	(3,428,234)	336,489	-8.94%	(5,165,777)	33.64%
NET RESULTS BEFORE RESERVES	9,838,974	5,285,130	7,634,842	2,349,712	44.46%	4,926,521	-54.97%
Less: Capital Improvements	(3,306,134)	(1,928,578)	(1,928,578)	0	0.00%	(1,822,156)	-5.84%
Less: Reserve Requirements	(435,879)	(435,879)	(435,879)	0	0.00%	(200,381)	117.53%
NET RESULTS	6,096,961	2,920,673	5,270,385	2,349,712	80.45%	2,903,984	-81.49%
Revenue Sharing:							
Transfer to/from Airlines (50%)	3,048,481	1,460,336	2,635,192	1,174,856	80.45%	1,451,992	-81.49%
Authority Share (50%)	3,048,481	1,460,336	2,635,192	1,174,856	80.45%	1,451,992	-81.49%
Less: Airline Incentives	(1,000,000)	(583,333)	(828,605)	(245,272)	42.05%	(59,480)	1293.08%
Net Authority Share	\$ 2,048,481	\$ 877,003	\$ 1,806,587	\$ 929,584	106.00%	\$ 1,392,512	29.74%

MONTHLY RECAP	Adopted FY Budget		2019 Actual YTD		2018 Actual YTD	
	Operating Results	Net Results	Operating Results	Net Results	Operating Results	Net Results
JANUARY	\$ 656,283	\$ 118,465	\$ 814,297	\$ 347,237	\$ 896,108	\$ 213,276
FEBRUARY	935,136	397,318	1,435,042	974,785	806,806	122,834
MARCH	1,298,730	760,913	1,614,195	884,983	1,461,110	916,451
APRIL	1,521,553	983,736	1,781,702	1,358,849	1,804,780	1,083,612
MAY	1,449,727	911,910	1,560,561	1,151,239	1,749,157	1,066,326
JUNE	1,471,425	933,608	1,808,441	1,524,382	1,460,459	653,885
JULY	1,717,001	1,179,184	2,048,838	1,393,367	1,913,878	870,137
Sub Total	\$ 9,049,855	\$ 5,285,134	\$ 11,063,076	\$ 7,634,842	\$ 10,092,298	\$ 4,926,521
AUGUST	1,629,546	1,091,729				
SEPTEMBER	1,219,386	681,568				
OCTOBER	1,813,529	1,275,712				
NOVEMBER	1,317,012	779,195				
DECEMBER	1,263,454	725,636				
TOTAL	\$ 16,292,782	\$ 9,838,974	\$ 11,063,076	\$ 7,634,842	\$ 10,092,298	\$ 4,926,521

Albany County Airport Authority
Revenue Summary

	2019	JULY 2019			July	2019 Actual /	
	Adopted FY Budget	Budget YTD	Actual YTD	Variance YTD	Variance %	2018 Actual	Prior Year Variance %
AIRLINE REVENUES							
COMMERCIAL	\$ 6,728,685	\$ 3,936,645	\$ 4,023,336	\$ 86,691	2.20%	\$ 3,840,151	4.77%
CARGO	581,234	326,218	323,285	(2,933)	-0.90%	322,423	0.27%
TERMINAL	6,462,546	3,769,819	4,012,861	243,043	6.45%	3,749,668	7.02%
FBO	1,292,811	746,204	792,129	45,926	6.15%	755,806	4.81%
TOTAL AIRLINE REVENUES	15,065,276	8,778,886	9,151,611	372,727	4.25%	8,668,048	5.58%
NON-AIRLINE REVENUES							
AIRFIELD	517,879	290,051	288,640	(1,411)	-0.49%	302,074	-4.45%
TERMINAL	3,549,419	2,029,036	2,219,301	190,265	9.38%	2,025,495	9.57%
GROUND TRANSPORTATION	21,082,046	12,353,148	12,995,326	642,178	5.20%	12,257,201	6.02%
OTHER AIRPORT	5,628,458	3,333,451	3,295,595	(37,857)	-1.14%	3,097,884	6.38%
TOTAL NON AIRLINE REVENUES	30,777,802	18,005,686	18,798,862	793,175	4.41%	17,682,654	6.31%
TOTAL REVENUES	\$ 45,843,078	\$ 26,784,572	\$ 27,950,473	\$ 1,165,902	4.35%	\$ 26,350,702	6.07%

Albany County Airport Authority
Net FBO Retail Sales
For the Seven Months Ending Wednesday, July 31, 2019

	Total Annual Budget	This Month Budget	This Month Actual	Var This Mo. To Budget	Year to Date Budget	Year to Date Actual	Var This Year to Budget
FIXED BASED OPERATOR RETAIL SALES							
Jet A Fuel Sales	\$5,782,543	\$599,922	\$590,179	(\$9,743)	\$3,265,188	\$3,067,840	(\$197,348)
Fuel Costs - Jet A	(3,383,148)	(350,992)	(328,990)	22,002	(1,910,338)	(1,737,629)	172,709
Fuel Discounts - Jet A	(350,000)	(36,311)	(42,887)	(6,576)	(197,632)	(212,050)	(14,418)
Net Jet A Fuel Sales	2,049,395	212,619	218,302	5,683	1,157,218	1,118,161	(39,057)
AvGas Fuel Sales	274,825	29,207	38,570	9,364	155,113	172,002	16,889
Fuel Costs - AvGas	(208,635)	(22,172)	(27,072)	(4,900)	(117,755)	(136,728)	(18,974)
Fuel Discounts - AvGas	(4,000)	(425)	(446)	(21)	(2,258)	(2,313)	(55)
Net AvGas Fuel Sales	62,190	6,609	11,052	4,443	35,101	32,961	(2,140)
Commercial AvGas Fuel Sales	256,631	21,594	3,472	(18,121)	146,807	127,215	(19,591)
Fuel Costs-Comm AvGas	(233,069)	(19,611)	(1,975)	17,636	(133,328)	(111,915)	21,413
Net Comm AvGas Fuel Sales	23,562	1,983	1,497	(485)	13,479	15,300	1,822
Auto & Diesel Fuel Sales	330,581	17,740	18,167	427	211,493	193,854	(17,639)
Fuel Costs - Auto & Diesel	(278,000)	(14,772)	(14,404)	368	(165,404)	(146,498)	18,906
Net Auto & Diesel Fuel Sales	52,581	2,968	3,763	795	46,089	47,356	1,267
Deicing Services	734,920	0	0	0	456,039	711,742	255,703
Deicing Costs Type I, Type IV	(390,173)	(83)	0	83	(242,368)	(252,401)	(10,033)
Net Deicing Services	344,747	(83)	0	83	213,671	459,341	245,670
Deicing Consortium	643,220	0	0	0	414,940	309,047	(105,893)
Deicing Costs Type I, Type IV	(643,220)	0	0	0	(414,940)	(310,192)	104,747
Net Deicing Consortium	0	0	0	0	0	(1,146)	(1,146)
FBO Services	60,578	6,635	1,824	(4,811)	29,022	39,112	10,091
Catering	(1,000)	(83)	0	83	(583)	0	583
Oil	(3,000)	(250)	0	250	(1,750)	(885)	865
Net FBO Services	56,578	6,302	1,824	(4,478)	26,689	38,228	11,539
NET FBO RETAIL SALES	2,589,053	230,397	236,437	6,041	1,492,246	1,710,201	217,956

Albany County Airport Authority
Expense Summary

	2019	JULY 2019			July 2018 Actual	2019 Actual / Prior Year Variance %	
	Adopted FY Budget	Budget YTD	Actual YTD	Variance YTD			Variance %
EXPENSES - SUMMARY							
AvPort-Airport Management	\$ 24,011,186	\$ 14,266,025	\$ 13,752,428	\$ 513,597	3.6%	\$ 13,204,862	-4.1%
Million Air-FBO Management Authority	3,265,773	1,952,616	1,950,930	1,686	0.1%	1,833,121	-6.4%
	4,862,390	3,008,324	2,894,240	114,084	3.8%	2,801,272	-3.3%
	<u>\$ 32,139,349</u>	<u>\$ 19,226,965</u>	<u>\$ 18,597,598</u>	<u>\$ 629,367</u>	<u>3.3%</u>	<u>\$ 17,839,255</u>	<u>-4.3%</u>
EXPENSES BY CATEGORY							
Personal Services	\$ 11,231,810	\$ 6,504,350	\$ 6,361,579	\$ 142,771	2.2%	\$ 6,069,720	-4.8%
Employee Benefits	5,668,604	3,336,698	3,100,210	236,488	7.1%	3,014,041	-2.9%
Utilities & Communications	2,205,123	1,455,328	1,245,082	210,247	14.4%	1,420,999	12.4%
Purchased Services							
Accounting & Auditing	61,000	48,501	103,761	(55,260)	-113.9%	49,427	-109.9%
Insurance	808,178	707,774	764,344	(56,571)	-8.0%	673,199	-13.5%
Legal Services	50,000	29,167	10,798	18,369	63.0%	55,841	80.7%
Public Safety	309,107	173,717	191,501	(17,784)	-10.2%	149,057	-28.5%
Albany County Sheriffs	2,731,859	1,593,584	1,593,584	-	0.0%	1,532,799	-4.0%
Parking Valet Service	350,000	220,549	284,089	(63,540)	-28.8%	225,651	-25.9%
Employee Shuttle	25,000	12,500	15,000	(2,500)	0.0%	12,500	-20.0%
Ground Transportation	-	-	33,600	(33,600)	100.0%	-	100.0%
Janitorial	499,204	291,093	315,867	(24,774)	200.0%	284,469	300.0%
Public Communications	975,374	549,280	422,612	126,668	300.0%	412,195	400.0%
Special Studies	69,200	40,367	28,492	11,875	400.0%	45,035	500.0%
Professional Services	879,160	516,553	485,340	31,213	500.0%	495,940	600.0%
Total Purchased Services	<u>6,758,082</u>	<u>4,183,085</u>	<u>4,248,988</u>	<u>(65,904)</u>	<u>-1.6%</u>	<u>3,936,113</u>	<u>-7.9%</u>
Material & Supplies							
Airfield	914,500	541,376	366,485	174,891	32.3%	488,038	24.9%
Buildings	2,134,569	1,242,851	1,534,409	(291,558)	-23.5%	1,325,526	-15.8%
Grounds	897,785	579,914	524,771	55,142	9.5%	343,718	-52.7%
Vehicles	944,900	550,714	460,738	89,976	16.3%	455,886	-1.1%
Total Material & Supplies	<u>4,891,754</u>	<u>2,914,856</u>	<u>2,886,405</u>	<u>28,454</u>	<u>1.0%</u>	<u>2,613,171</u>	<u>-10.5%</u>
Office	477,206	285,139	221,960	63,179	22.2%	215,846	-2.8%
Administration	906,770	547,509	533,377	14,133	2.6%	569,367	6.3%
Total Expenses	<u>\$ 32,139,349</u>	<u>\$ 19,226,965</u>	<u>\$ 18,597,601</u>	<u>\$ 629,368</u>	<u>3.3%</u>	<u>\$ 17,839,257</u>	<u>-4.3%</u>
DEPARTMENT SUMMARY (DIRECT & INDIRECT)							
Direct Cost Centers							
Airfield	\$ 3,408,313	\$ 2,043,556	\$ 1,675,410	\$ 368,146	18.0%	\$ 1,939,977	13.6%
FBO	2,581,429	1,534,646	1,551,787	(17,142)	-1.1%	1,449,462	-7.1%
Terminal	5,575,507	3,330,827	3,427,691	(96,863)	-2.9%	3,266,823	-4.9%
Loading Bridges	311,452	180,085	188,706	(8,622)	-4.8%	187,087	-0.9%
Parking	4,725,138	2,836,388	2,672,341	164,047	5.8%	2,397,115	-11.5%
Landside	1,271,568	781,291	870,594	(89,304)	-11.4%	674,143	-29.1%
Total Direct Cost Centers	<u>17,873,407</u>	<u>10,706,793</u>	<u>10,386,529</u>	<u>320,262</u>	<u>3.0%</u>	<u>9,914,607</u>	<u>-4.8%</u>
Indirect Cost Center							
ARFF	2,144,562	1,236,577	1,130,187	106,390	8.6%	1,043,750	-8.3%
Operations	1,005,988	583,949	602,455	(18,506)	-3.2%	578,886	-4.1%
Security	3,152,170	1,838,701	1,789,951	48,750	2.7%	1,756,897	-1.9%
Vehicles & Equipment	1,505,340	906,343	789,062	117,281	12.9%	851,731	7.4%
Airport Mgmt Administration	911,147	528,308	606,032	(77,724)	-14.7%	508,454	-19.2%
FBO Administration	684,344	417,970	399,143	18,827	4.5%	383,657	-4.0%
Airport Authority Administration	4,862,390	3,008,324	2,894,240	114,084	3.8%	2,801,272	-3.3%
Total Indirect Cost Centers	<u>14,265,941</u>	<u>8,520,172</u>	<u>8,211,070</u>	<u>309,102</u>	<u>3.6%</u>	<u>7,924,647</u>	<u>-3.6%</u>
Total Expenses	<u>\$ 32,139,348</u>	<u>\$ 19,226,965</u>	<u>\$ 18,597,599</u>	<u>\$ 629,364</u>	<u>3.3%</u>	<u>\$ 17,839,254</u>	<u>-4.3%</u>

***** UNAUDITED - FOR INTERNAL REVIEW*****



Airport Revenues

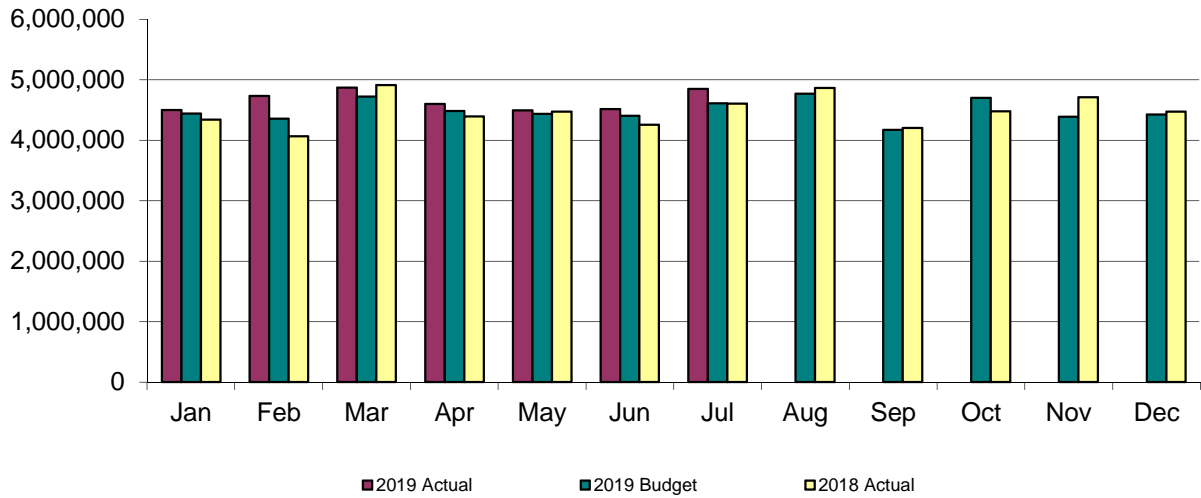
ALBANY COUNTY AIRPORT AUTHORITY
For the Seven Months Ending Wednesday, July 31, 2019

	2019	July 2019			Variance %	July 2018 Actual	2019 Actual/ Prior Year Variance %
	Adopted FY Budget	Budget YTD	Actual YTD	Variance YTD			
AIRLINE REVENUES							
COMMERCIAL							
Landing Fees	\$5,619,263	\$3,265,764	\$3,315,080	\$49,316	1.51%	\$3,119,916	6.26%
Airline Apron Fees	749,370	441,930	469,502	27,572	6.24%	407,768	15.14%
Glycol Disposal Fee	360,052	228,951	238,754	9,803	4.28%	312,467	-23.59%
CARGO							
Landing Fee	581,234	326,218	323,285	(2,933)	-0.90%	322,423	0.27%
TERMINAL							
Loading Bridges	562,011	327,840	403,499	75,659	23.08%	354,024	13.97%
Space Rental	5,900,535	3,441,979	3,609,362	167,384	4.86%	3,395,644	6.29%
FBO							
Into Plane Fees	666,474	379,640	406,850	27,210	7.17%	391,715	3.86%
Fuel Farm Fee	626,337	366,564	385,279	18,716	5.11%	364,091	5.82%
TOTAL AIRLINE REVENUES	15,065,276	8,778,885	9,151,611	372,726	4.25%	8,668,047	5.58%
NON-AIRLINE REVENUES							
AIRFIELD							
GA Landing Fees	276,222	155,401	156,727	1,326	0.85%	149,895	4.56%
Aircraft Parking Fees	206,657	108,060	99,967	(8,093)	-7.49%	103,170	-3.10%
Tenant Maintenance	35,000	26,590	31,946	5,356	20.14%	49,009	-34.82%
Total Airfield	517,879	290,052	288,641	(1,411)	-0.49%	302,074	-4.45%
TERMINAL							
FIS Facility Use Fee	0	0	0	0	0.00%	1,520	-100.00%
Utility Reimbursement	24,000	13,233	14,526	1,293	9.77%	13,359	8.74%
Tenant Maintenance	25,000	15,206	3,269	(11,937)	-78.50%	13,017	-74.89%
Space Rent - Non Airline	737,745	427,654	428,021	366	0.09%	420,461	1.80%
Food & Beverage	1,000,812	563,886	705,889	142,003	25.18%	611,441	15.45%
Retail	887,626	516,831	555,273	38,442	7.44%	491,994	12.86%
Advertising	300,000	172,498	182,105	9,607	5.57%	174,538	4.34%
Foreign Currency Concession	26,600	15,517	8,867	(6,650)	-42.86%	15,517	-42.86%
Payphones	2,141	1,221	812	(408)	-33.44%	1,171	-30.60%
ATM	36,803	21,597	20,254	(1,343)	-6.22%	20,677	-2.05%
Museum Shop	256,092	138,749	113,169	(25,579)	-18.44%	127,417	-11.18%
Operating Permits	212,385	119,032	158,791	39,759	33.40%	110,886	43.20%
Vending Machines	33,215	19,530	19,577	47	0.24%	19,415	0.84%
Baggage Cart Rentals	7,000	4,083	8,747	4,664	114.22%	4,083	114.22%
Total Terminal	3,549,419	2,029,036	2,219,301	190,265	9.38%	2,025,495	9.57%
GROUND TRANSPORTATION							
Parking	15,283,333	9,235,792	9,690,677	454,884	4.93%	9,169,743	5.68%
Rental Cars	5,177,978	2,735,667	2,853,688	118,021	4.31%	2,765,807	3.18%
Access Fees	330,970	212,659	199,142	(13,517)	-6.36%	203,627	-2.20%
TNCs	200,000	116,667	198,486	81,819	70.13%	67,190	195.41%
Garage Space Rent	89,765	52,363	53,333	970	1.85%	50,834	4.92%
Total Ground Transportation	21,082,046	12,353,148	12,995,326	642,178	5.20%	12,257,201	6.02%

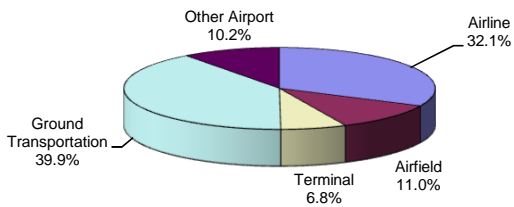
ALBANY COUNTY AIRPORT AUTHORITY
For the Seven Months Ending Wednesday, July 31, 2019

	2019	July 2019			July 2018 Actual	2019 Actual/ Prior Year Variance %	
	Adopted FY Budget	Budget YTD	Actual YTD	Variance YTD			Variance %
OTHER AIRPORT							
Telephone System - Tenants	71,000	42,762	40,485	(2,278)	-5.33%	41,305	-1.99%
Building Rental	110,882	74,381	78,539	4,158	5.59%	74,205	5.84%
Control Tower Rental	665,776	388,369	388,369	0	0.00%	388,369	0.00%
Air Cargo Facility	922,420	559,046	531,068	(27,977)	-5.00%	536,934	-1.09%
State Executive Hangar	1,247,083	727,465	727,465	0	0.00%	727,465	0.00%
T Hangars	100,328	58,525	63,811	5,287	9.03%	58,524	9.03%
Tie Downs	4,176	2,436	2,491	55	2.25%	2,436	2.26%
AV Gas Fuel Sales	41,068	22,307	20,384	(1,924)	-8.62%	20,270	0.56%
FBO Properties	387,384	237,310	210,557	(26,753)	-11.27%	230,688	-8.73%
Industrial Park	568,282	330,274	330,582	308	0.09%	320,061	3.29%
Land Rental	314,289	183,426	193,177	9,751	5.32%	182,681	5.75%
Eclipse Hangar	331,373	193,181	193,902	721	0.37%	24,026	707.05%
Hangar Rental	526,833	307,865	297,966	(9,899)	-3.22%	291,698	2.15%
Internet and Cable Access	7,680	4,880	4,880	0	0.00%	6,420	-23.99%
Fingerprinting	26,000	15,167	26,873	11,706	77.18%	17,344	54.94%
Tenant Maintenance	1,000	583	889	305	52.34%	178	400.42%
Purchasing Proposals	5,000	2,917	450	(2,467)	-84.57%	590	-23.73%
Ebay/Scrap/Equipment Sales	15,000	8,750	4,979	(3,771)	-43.10%	4,702	5.88%
Utility Reimbursement	170,000	111,532	107,486	(4,046)	-3.63%	105,680	1.71%
Reimb of Property Taxes	42,883	21,442	17,189	(4,252)	-19.83%	20,386	-15.68%
Other	70,000	40,833	54,053	13,220	32.38%	43,922	23.07%
Total Other Airport	5,628,458	3,333,451	3,295,595	(37,856)	-1.14%	3,097,884	6.38%
TOTAL NON AIRLINE REVENUES	30,777,801	18,005,687	18,798,863	793,175	4.41%	17,682,654	6.31%
TOTAL REVENUES	45,843,078	26,784,573	27,950,474	1,165,901	4.35%	26,350,701	6.07%

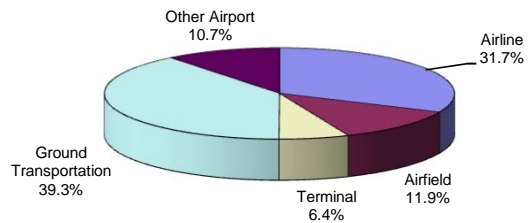
Albany International Airport Operating Revenue For the seven months ended July 31



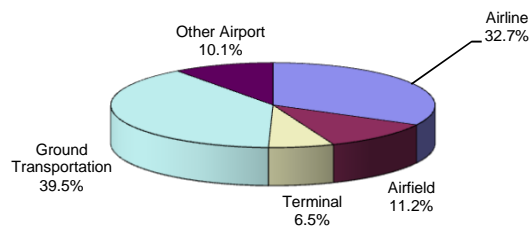
YTD 2019 Actual



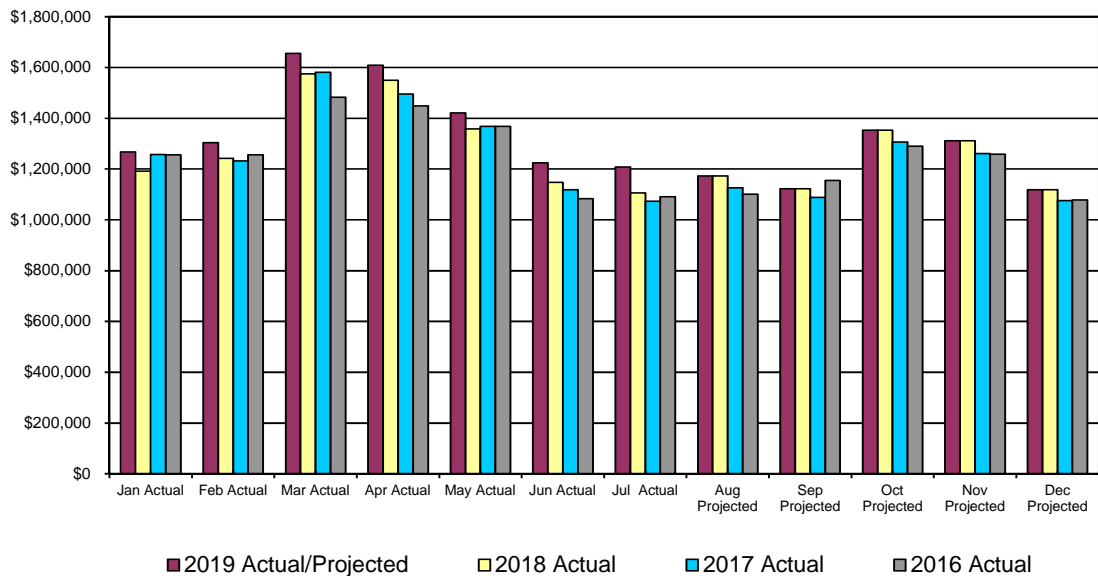
YTD 2019 Budget



YTD 2018 Actual



Albany International Airport Public Parking Revenues 2016-2019 For the seven months ended July 31

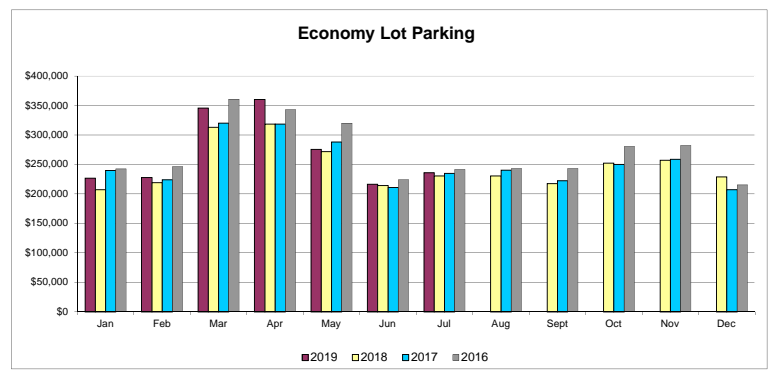
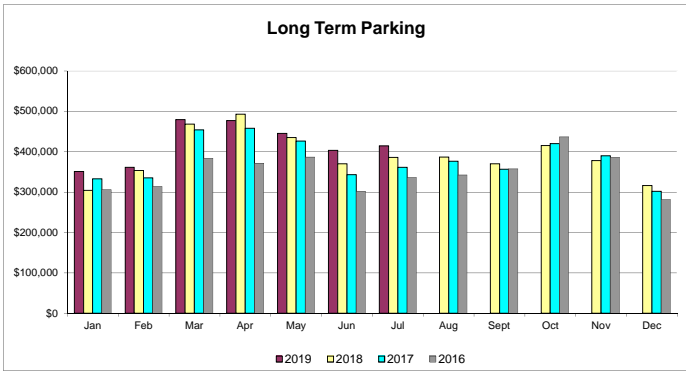
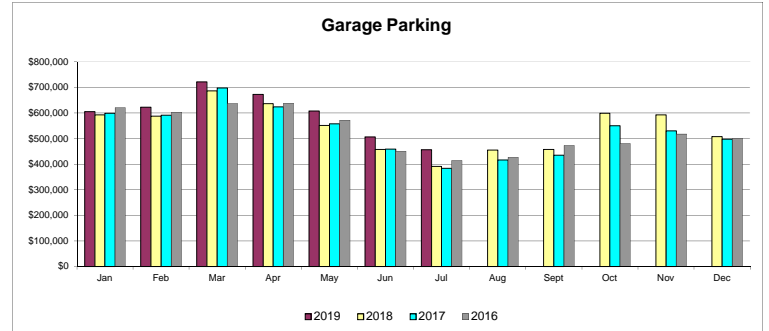
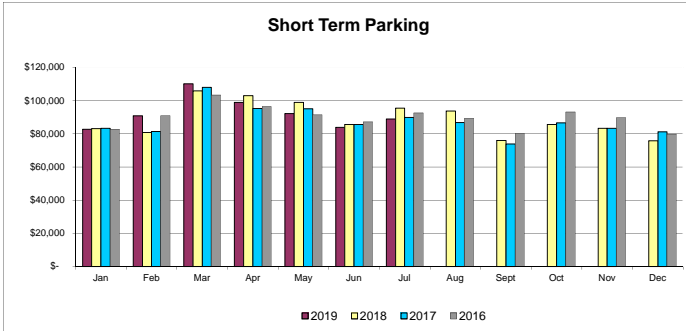


YTD Revenues	2019	% of Total Revenues	2018	2019 vs. 2018	2017	2016
Cash	\$918,386	9.5%	\$893,411	2.8%	\$973,389	\$1,057,876
Credit Cards	2,617,256	27.0%	1,247,356	109.8%	1,352,914	1,257,559
Express Credit Card Machine	3,710,576	38.3%	4,626,546	-19.8%	4,416,914	4,446,106
Express EZ Pass	2,007,930	20.7%	2,101,351	-4.4%	2,079,042	1,924,649
EZ Pass	400,637	4.1%	267,710	49.7%	268,797	262,135
Misc Parking Revenue (*)	35,892	0.4%	33,369	7.6%	36,246	38,500
Total Rev handled at the Parking Location	\$9,690,677	100.0%	\$9,169,743	145.6%	\$9,127,301	\$8,986,825

(*) Employee Parking, Over/Short, and adjustments

	2019	2019 Budget	2019 Variance	2018	2019 vs. 2018	2017	2016
January (Actual)	\$1,267,193	\$1,253,225	\$13,968	\$1,191,119	6.4%	\$1,257,733	\$1,255,963
February (Actual)	1,304,356	1,263,036	41,320	1,241,645	5.1%	1,232,330	1,255,458
March (Actual)	1,656,049	1,570,286	85,763	1,574,995	5.1%	1,581,307	1,483,347
April (Actual)	1,609,555	1,521,748	87,807	1,550,273	3.8%	1,495,565	1,449,407
May (Actual)	1,421,577	1,386,547	35,030	1,358,290	4.7%	1,368,602	1,368,289
June (Actual)	1,224,225	1,133,472	90,753	1,147,240	6.7%	1,118,414	1,083,242
July (ACTUAL)	1,207,722	1,107,479	100,243	1,106,181	9.2%	1,073,350	1,091,119
August (Projected)	1,173,263	1,151,398	21,865	1,173,263	0.0%	1,125,907	1,101,308
September (Projected)	1,122,276	1,139,091	(16,815)	1,122,276	0.0%	1,088,340	1,155,036
October (Projected)	1,353,320	1,337,356	15,964	1,353,320	0.0%	1,306,746	1,290,474
November (Projected)	1,310,935	1,303,496	7,439	1,310,935	0.0%	1,260,873	1,258,315
December (Projected)	1,118,544	1,116,198	2,346	1,118,544	0.0%	1,076,105	1,078,518
Total	\$16,036,072	\$15,283,333	\$485,683	\$15,248,081	5.2%	\$14,985,272	\$14,870,476
YTD Revenues	\$9,690,677	\$9,235,792	\$454,885	\$9,169,743	5.7%	\$9,127,301	\$8,986,825
YTD Enplanements	881,912	864,389	17,523	845,203	4.3%	820,420	811,270
Revenue Per Enplanement:	\$10.99	\$10.68	\$0.31	\$10.85	1.3%	\$11.13	\$11.08

Albany International Airport Public Parking by Parking Lots 2016-2019 For the seven months ended July 31



Current Month

	2019	2019 Budget	2019 Variance	2018	2019 vs. 2018	2017	2016
Short Term	\$ 88,870	\$ 94,079	\$ (5,209)	\$ 95,495	-6.9%	\$ 89,884	\$ 92,638
Long Term	414,245	366,633	47,612	385,648	7.4%	361,393	336,415
Garage	456,013	402,203	53,810	391,206	16.6%	383,314	414,051
E Lot	235,984	239,078	(3,094)	230,335	2.5%	234,958	241,218
Employee Parking	12,067	5,487	6,580	4,485	169.1%	3,725	8,005
Customer Adjustments	(278)	0	(278)	(1,640)	-83.0%	(84)	(306)
Short/Over	821	0	821	652	25.9%	160	(902)
Total	\$ 1,207,722	\$ 1,107,479	\$ 100,243	\$ 1,106,181	9.2%	\$ 1,073,350	\$ 1,091,119

YTD Revenues

	2019	2019 Budget	2019 Variance	2018	2019 vs. 2018	2017	2016
Short Term	\$ 647,507	\$ 655,334	\$ (7,827)	\$ 652,967	-0.8%	\$ 638,697	\$ 644,947
Long Term	2,931,924	2,680,081	251,843	2,809,319	4.4%	2,710,240	2,400,490
Garage	4,191,076	3,974,600	216,476	3,904,782	7.3%	3,910,789	3,929,981
E Lot	1,887,627	1,890,498	(2,871)	1,773,692	6.4%	1,835,518	1,977,501
Employee Parking	36,239	35,279	960	33,401	8.5%	33,549	37,305
Customer Adjustments	(2,954)	0	(2,954)	(4,532)	-34.8%	(1,412)	(2,101)
Short/Over	(742)	0	(742)	114	-750.8%	(80)	(1,298)
Total	\$ 9,690,677	\$ 9,235,792	\$ 454,885	\$ 9,169,743	5.7%	\$ 9,127,301	\$ 8,986,825

Parking Activity 2019

Monthly Totals

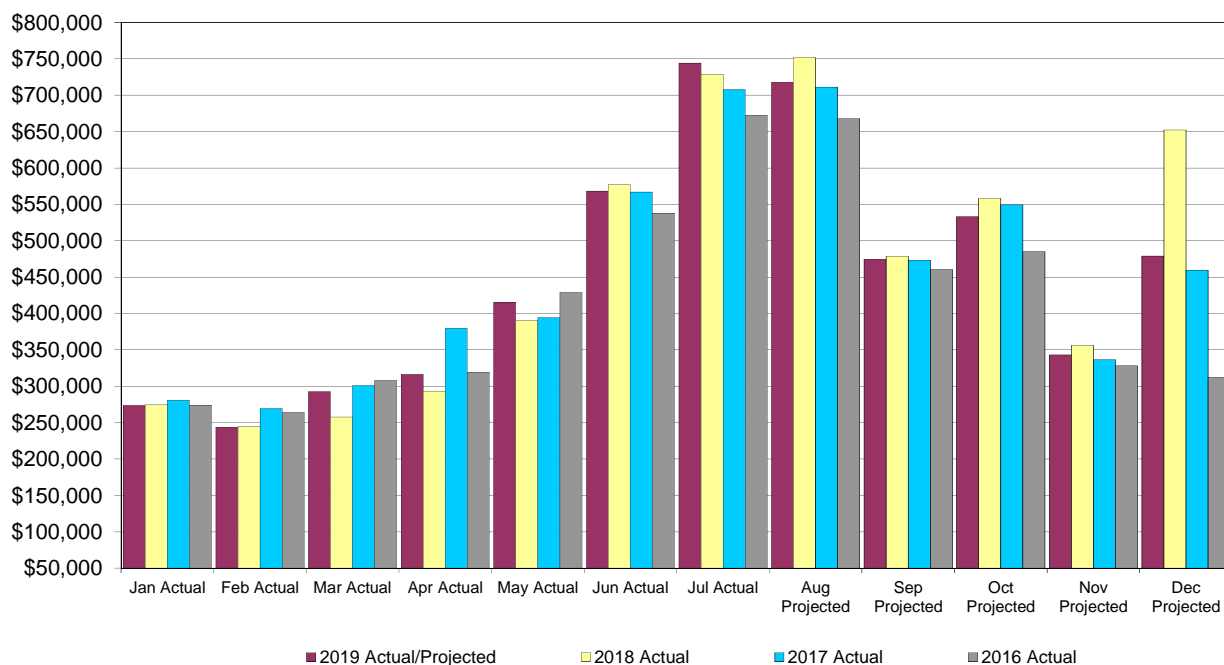
	SHORT TERM / LOT A				GARAGE				LONG TERM / LOT D				ECONOMY / LOT E				Total
	#	\$	\$/#	%	#	\$	\$/#	%	#	\$	\$/#	%	#	\$	\$/#	%	\$
January	20,887	\$82,689	\$3.96	6.5%	11,539	\$604,822	\$52.42	47.8%	8,748	\$351,086	\$40.13	27.8%	5,695	\$226,529	\$39.78	17.9%	\$1,265,126
February	17,919	\$90,794	\$5.07	7.0%	11,268	\$622,790	\$55.27	47.8%	9,848	\$361,504	\$36.71	27.8%	6,376	\$227,542	\$35.69	17.5%	\$1,302,630
March	23,766	\$110,128	\$4.63	6.6%	13,265	\$721,200	\$54.37	43.5%	12,653	\$479,618	\$37.91	29.0%	9,490	\$345,487	\$36.41	20.9%	\$1,656,433
April	24,208	\$98,905	\$4.09	6.2%	12,661	\$672,231	\$53.09	41.8%	12,645	\$476,999	\$37.72	29.7%	9,957	\$359,991	\$36.15	22.4%	\$1,608,126
May	25,378	\$92,244	\$3.63	6.5%	12,912	\$607,673	\$47.06	42.8%	11,729	\$445,189	\$37.96	31.3%	8,156	\$275,670	\$33.80	19.4%	\$1,420,776
June	26,824	\$83,877	\$3.13	6.9%	10,600	\$506,347	\$47.77	41.8%	9,885	\$403,283	\$40.80	33.3%	6,511	\$216,424	\$33.24	17.9%	\$1,209,931
July	31,499	\$88,870	\$2.82	7.4%	9,210	\$456,013	\$49.51	38.2%	9,267	\$414,245	\$44.70	34.7%	6,469	\$235,984	\$36.48	19.7%	\$1,195,112
August																	
September																	
October																	
November																	
December																	
Total	170,481	\$647,507	\$3.80	6.7%	81,455	\$4,191,076	\$51.45	43.4%	74,775	\$2,931,924	\$39.21	30.4%	52,654	\$1,887,627	\$35.85	19.5%	\$9,658,134

Parking Activity 2019

Cummulative Totals

	SHORT TERM / LOT A				GARAGE				LONG TERM / LOT D				ECONOMY / LOT E				Total
	#	\$	\$/#	%	#	\$	\$/#	%	#	\$	\$/#	%	#	\$	\$/#	%	\$
January	20,887	\$82,689	\$3.96	6.5%	11,539	\$604,822	\$52.42	47.8%	8,748	\$351,086	\$40.13	27.8%	5,695	\$226,529	\$39.78	17.9%	\$1,265,126
February	38,806	\$173,483	\$4.47	6.8%	22,807	\$1,227,612	\$53.83	47.8%	18,596	\$712,590	\$38.32	27.8%	12,071	\$454,071	\$37.62	17.7%	\$2,567,756
March	62,572	\$283,611	\$4.53	6.7%	36,072	\$1,948,812	\$54.03	46.1%	31,249	\$1,192,208	\$38.15	28.2%	21,561	\$799,558	\$37.08	18.9%	\$4,224,189
April	86,780	\$382,516	\$4.41	6.6%	48,733	\$2,621,043	\$53.78	44.9%	43,894	\$1,669,207	\$38.03	28.6%	31,518	\$1,159,549	\$36.79	19.9%	\$5,832,315
May	112,158	\$474,760	\$4.23	6.5%	61,645	\$3,228,716	\$52.38	44.5%	55,623	\$2,114,396	\$38.01	29.2%	39,674	\$1,435,219	\$36.18	19.8%	\$7,253,091
June	138,982	\$558,637	\$4.02	6.6%	72,245	\$3,735,063	\$51.70	44.1%	65,508	\$2,517,679	\$38.43	29.7%	46,185	\$1,651,643	\$35.76	19.5%	\$8,463,022
July	170,481	\$647,507	\$3.80	6.7%	81,455	\$4,191,076	\$51.45	43.4%	74,775	\$2,931,924	\$39.21	30.4%	52,654	\$1,887,627	\$35.85	19.5%	\$9,658,134
August																	
September																	
October																	
November																	
December																	

Albany International Airport Rental Car Revenues 2016-2019 For the seven months ended July 31

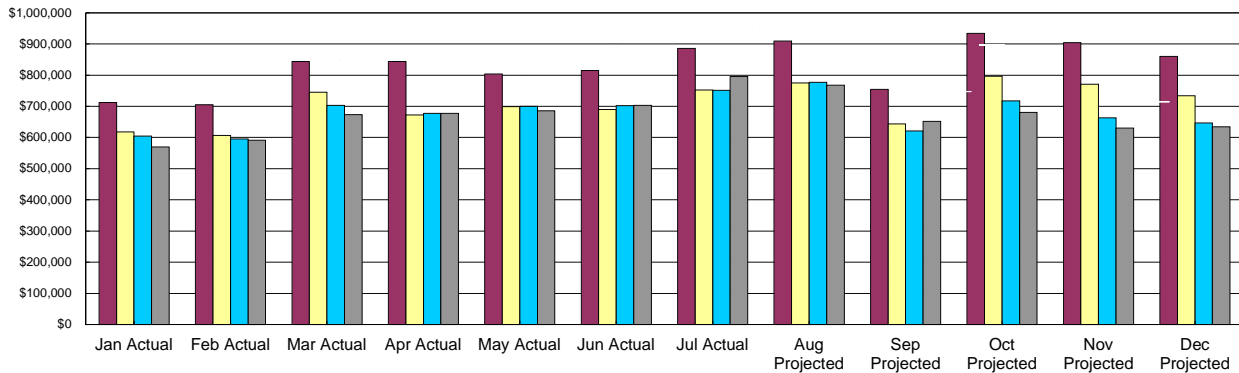


YTD Revenues		2019	2019 Budget	2019 Variance	2018	2019 vs. 2018	2017	2016
On Airport Rental Car Rev		\$2,825,777	\$2,641,569	\$184,208	\$2,658,992	\$166,785	\$2,774,256	\$2,718,614
Off Airport Rental Car Rev		27,911	94,098	(66,186)	106,815	(78,904)	124,029	85,553
Total YTD		\$2,853,688	\$2,735,667	\$118,021	\$2,765,807	\$87,882	\$2,898,283	\$2,804,167
		2019	2019 Budget	2019 Variance	2018	2019 vs. 2018	2017	2016
January (Actual)		\$273,534	\$267,859	\$5,675	\$274,396	-0.3%	\$280,610	\$274,115
February (Actual)		243,850	251,570	(7,720)	244,464	-0.3%	269,050	263,953
March (Actual)		292,438	280,085	12,353	257,554	13.5%	300,825	307,890
April (Actual)		316,211	321,266	(5,055)	293,529	7.7%	379,319	319,224
May (Actual)		415,543	392,036	23,507	390,188	6.5%	394,053	428,748
June (Actual)		568,224	542,589	25,635	577,170	-1.5%	566,799	537,901
July (ACTUAL)		743,889	680,263	63,626	728,505	2.1%	707,627	672,335
August (Projected)		717,850	688,162	29,688	751,410	-4.5%	711,095	667,716
September (Projected)		474,633	455,003	19,630	478,515	-0.8%	473,049	460,324
October (Projected)		533,195	511,144	22,052	557,914	-4.4%	549,416	484,966
November (Projected)		343,163	328,971	14,192	356,094	-3.6%	336,262	328,000
December (Projected)		478,835	459,032	19,803	652,180	-26.6%	459,637	312,090
Total		5,401,365	\$5,177,978	\$223,387	5,561,921	-2.9%	\$5,427,741	\$5,057,262

YTD Revenues	\$2,853,688	\$2,735,667	\$118,021	\$2,765,807	3.2%	\$2,898,283	\$2,804,167
YTD Enplanements	881,912	864,389	17,523	845,203	4.3%	820,420	811,270
Revenue Per Enplanement:	\$3.24	\$3.16	\$0.08	\$3.27	-0.9%	\$3.53	\$3.46

Albany International Airport Food & Beverage Sales & Revenues 2016-2019 For the seven months ended July 31

Gross Food & Beverage Sales



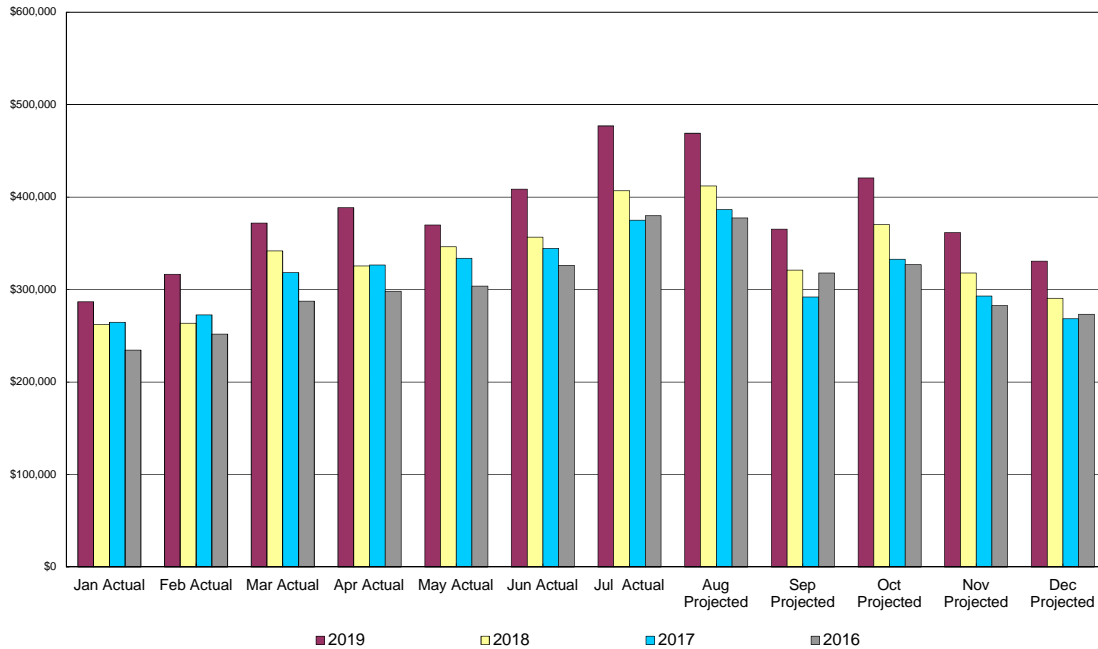
		Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
Sales per Enplanement:														
2019	HMS Host	\$4.33	\$4.45	\$4.43	\$4.37	\$4.17	\$4.45	\$4.27						\$4.35
	OHM	\$2.35	\$2.16	\$1.99	\$1.94	\$2.02	\$1.84	\$1.88						\$2.02
	Total 2019	\$6.68	\$6.61	\$6.42	\$6.31	\$6.18	\$6.29	\$6.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$6.38
Sales per Enplanement:														
2018	McDonalds	\$1.11	\$1.10	\$1.33	\$1.23	\$1.21	\$1.21	\$1.23	\$1.25	\$1.23	\$1.08	\$0.93	\$0.94	\$1.20
	HMS Host	\$4.11	\$4.14	\$4.48	\$4.13	\$4.21	\$4.11	\$4.11	\$4.27	\$4.06	\$3.79	\$3.66	\$4.17	
	Greenleaf's	\$0.28	\$0.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.08	
	OHM	\$0.00	\$0.00	\$0.10	\$0.21	\$0.21	\$0.23	\$0.24	\$0.23	\$0.19	\$0.86	\$1.73	\$1.71	
	Villa	\$0.44	\$0.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.12	
	Total 2018	\$5.94	\$5.90	\$5.91	\$5.57	\$5.63	\$5.55	\$5.48	\$5.59	\$5.69	\$6.00	\$6.45	\$6.30	\$5.71
Sales per Enplanement:														
2017	McDonalds	\$1.06	\$1.05	\$1.00	\$1.01	\$0.96	\$0.97	\$0.95	\$0.97	\$0.94	\$0.91	\$1.01	\$1.04	\$1.00
	HMS Host	\$3.78	\$3.81	\$3.94	\$3.72	\$3.96	\$4.02	\$3.75	\$3.81	\$3.81	\$3.92	\$4.00	\$4.26	\$3.86
	Greenleaf's	\$0.38	\$0.45	\$0.46	\$0.45	\$0.40	\$0.39	\$0.44	\$0.43	\$0.37	\$0.35	\$0.30	\$0.26	\$0.43
	Villa	\$0.47	\$0.51	\$0.47	\$0.49	\$0.48	\$0.47	\$0.54	\$0.54	\$0.46	\$0.45	\$0.41	\$0.44	\$0.49
	Total 2017	\$5.69	\$5.82	\$5.88	\$5.67	\$5.80	\$5.84	\$5.69	\$5.74	\$5.58	\$5.64	\$5.73	\$6.00	\$5.77
Sales per Enplanement:														
2016	McDonalds	\$0.96	\$0.98	\$0.92	\$0.96	\$0.91	\$0.94	\$1.01	\$0.97	\$0.97	\$0.97	\$0.99	\$1.03	\$0.95
	HMS Host	\$3.74	\$3.79	\$3.76	\$3.72	\$3.91	\$4.00	\$4.03	\$3.79	\$3.84	\$3.73	\$3.60	\$3.94	
	Greenleaf's	\$0.42	\$0.45	\$0.46	\$0.47	\$0.46	\$0.48	\$0.45	\$0.41	\$0.37	\$0.37	\$0.39	\$0.37	
	Villa	\$0.46	\$0.51	\$0.50	\$0.54	\$0.52	\$0.55	\$0.59	\$0.58	\$0.46	\$0.45	\$0.49	\$0.53	
	Total 2016	\$5.57	\$5.73	\$5.64	\$5.68	\$5.80	\$5.97	\$6.08	\$5.75	\$5.63	\$5.52	\$5.47	\$5.86	\$5.78

ACAA Food & Beverage Revenues

		2019	2019	2019	2018	2019 vs.	2017	2016
			Budget	Variance		2018		
January	(Actual)	\$89,647	\$72,615	\$17,032	\$59,517	50.6%	\$57,444	\$54,811
February	(Actual)	88,953	73,143	15,810	59,536	49.4%	57,118	56,890
March	(Actual)	106,302	85,450	20,852	74,351	43.0%	68,502	65,702
April	(Actual)	106,136	77,711	28,425	67,265	57.8%	65,228	65,817
May	(Actual)	102,957	82,531	20,426	70,417	46.2%	67,955	66,960
June	(Actual)	101,748	81,707	20,041	69,137	47.2%	68,162	68,057
July	(ACTUAL)	110,146	90,729	19,417	76,437	44.1%	71,600	76,561
August	(Projected)	116,003	92,667	23,336	81,127	43.0%	75,973	74,763
September	(Projected)	99,818	79,737	20,080	68,439	45.8%	62,093	65,090
October	(Projected)	114,096	91,143	22,953	88,479	29.0%	73,404	68,546
November	(Projected)	114,171	91,203	22,968	98,121	16.4%	68,188	70,403
December	(Projected)	102,870	82,176	20,694	89,705	14.7%	68,271	51,597
Total		1,252,846	\$1,000,812	\$252,034	\$902,530	38.8%	\$803,939	\$785,197
YTD Revenues		\$705,889	\$563,886	\$142,003	\$476,659	48.1%	\$456,010	\$454,798
YTD Enplanements		881,912	864,389	17,523	845,203	4.3%	820,420	811,270
Revenue Per Enplanement:		\$0.80	\$0.65	\$0.15	\$0.56	42.9%	\$0.56	\$0.56

Albany International Airport Retail Sales & Revenues 2016-2019 For the seven months ended July 31

Gross Retail Sales



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	YTD
Sales per Enplanement:													
2019	\$2.69	\$2.97	\$2.83	\$2.91	\$2.85	\$3.15	\$3.31						\$2.96
2018	\$2.52	\$2.56	\$2.71	\$2.70	\$2.79	\$2.87	\$2.96	\$2.97	\$2.84	\$2.79	\$2.66	\$2.50	\$2.73
2017	\$2.49	\$2.67	\$2.66	\$2.74	\$2.77	\$2.87	\$2.84	\$2.86	\$2.63	\$2.61	\$2.53	\$2.49	\$2.72
2016	\$2.29	\$2.44	\$2.41	\$2.50	\$2.57	\$2.77	\$2.90	\$2.83	\$2.75	\$2.65	\$2.45	\$2.53	\$2.56

ACAA Retail Revenues

		2019	2019	2018	2019 vs.	2017	2016	
		2019	Budget	Variance	2018	2018	2016	
January	(Actual)	\$67,806	\$66,042	\$1,764	\$62,868	7.9%	\$65,706	\$65,583
February	(Actual)	63,328	55,385	7,943	52,723	20.1%	55,583	55,584
March	(Actual)	74,379	71,868	2,511	68,414	8.7%	63,695	57,541
April	(Actual)	88,164	79,348	8,816	75,535	16.7%	75,478	69,653
May	(Actual)	74,028	72,771	1,257	69,274	6.9%	66,785	60,783
June	(Actual)	81,744	74,971	6,773	71,368	14.5%	68,968	65,255
July	(ACTUAL)	105,823	96,447	9,376	91,812	15.3%	85,180	85,995
August	(Projected)	93,062	86,620	6,443	82,457	12.9%	77,344	75,532
September	(Projected)	72,537	67,516	5,022	64,271	12.9%	58,406	63,581
October	(Projected)	95,330	88,730	6,600	84,466	12.9%	76,689	75,432
November	(Projected)	71,789	66,819	4,970	63,608	12.9%	58,637	56,553
December	(Projected)	65,656	61,111	4,545	58,174	12.9%	50,063	55,583
Total		\$953,646	\$887,626	\$66,020	\$844,970	12.9%	\$802,534	\$787,075
YTD Revenues		\$555,272	\$516,831	\$38,441	\$491,994	12.9%	\$481,395	\$460,394
YTD Enplanements		881,912	864,389	17,523	845,203	4.3%	820,420	811,270
Revenue Per Enplanement:		\$0.63	\$0.60	\$0.03	\$0.58	8.6%	\$0.59	\$0.57

**** UNAUDITED - FOR INTERNAL REVIEW****



AvPort Airport Operations

Albany County Airport Authority
Summary of AvPorts Expenses

	2018	July 2019				July	2019 Actual/
	Adopted FY Budget	Budget YTD	Actual YTD	Variance YTD	Variance %	2018 Actual	& Prior Year Variance %
EXPENSES BY CATEGORY							
Personal Services	\$ 7,805,707	\$ 4,512,816	\$ 4,341,572	\$ 171,244	3.79%	\$ 4,120,828	-5.36%
Employee Benefits	3,694,377	2,171,034	1,984,644	186,391	8.59%	1,948,394	-1.86%
Utilities & Communications	2,019,051	1,335,735	1,139,123	196,612	14.72%	1,307,591	12.88%
Purchased Services							
Insurance	269,656	218,455	267,715	(49,260)	-22.55%	209,413	-27.84%
Public Safety	309,107	173,717	191,501	(17,784)	100.00%	149,057	-28.48%
Albany County Sheriffs	2,731,859	1,593,584	1,593,584	0	0.00%	1,532,799	-3.97%
Parking Valet Service	350,000	220,549	284,089	(63,540)	-28.81%	225,651	-25.90%
Employee Shuttle	25,000	12,500	15,000	(2,500)	-100.00%	12,500	-100.00%
Ground Transportation	0	0	33,600	(33,600)	-100.00%	0	-100.00%
Janitorial	479,141	279,499	304,874	(25,375)	-9.08%	273,155	-11.61%
Public Communications	518,420	282,723	279,873	2,850	1.01%	277,041	-1.02%
Special Studies	34,200	19,950	2,992	16,958	85.00%	12,378	75.83%
Professional Services	498,000	290,500	260,617	29,883	10.29%	277,346	6.03%
Total Purchased Services	5,215,383	3,091,477	3,233,845	(142,368)	-4.61%	2,969,340	-8.91%
Material & Supplies							
Airfield	914,500	541,376	366,485	174,891	32.30%	488,038	24.91%
Buildings	2,020,884	1,176,535	1,479,677	(303,142)	-25.77%	1,260,795	-17.36%
Grounds	874,185	566,122	510,473	55,649	9.83%	334,763	-52.49%
Vehicles	652,900	390,129	279,052	111,077	28.47%	328,309	15.00%
Total Material & Supplies	4,462,469	2,674,162	2,635,687	38,475	1.44%	2,411,905	-9.28%
Office Administration							
Office	212,248	122,498	60,960	61,539	50.24%	65,011	6.23%
Administration	601,950	358,301	356,598	1,703	0.48%	381,793	6.60%
Total Expenses	\$ 24,011,185	\$ 14,266,023	\$ 13,752,429	\$ 513,596	3.60%	\$ 13,204,862	-4.15%
DEPARTMENT SUMMARY (DIRECT & INDIRECT)							
Direct Cost Centers							
Airfield	\$ 3,408,313	\$ 2,043,556	\$ 1,675,410	\$ 368,146	18.01%	\$ 1,939,977	13.64%
Terminal	5,575,507	3,330,827	3,427,691	(96,863)	-2.91%	3,266,823	-4.92%
Loading Bridges	311,452	180,085	188,706	(8,622)	-4.79%	187,087	-0.87%
Parking	4,725,138	2,836,388	2,672,341	164,047	5.78%	2,397,115	-11.48%
Landside	1,271,568	781,291	870,594	(89,304)	-11.43%	674,143	-29.14%
Total Direct Cost Centers	15,291,978	9,172,147	8,834,742	337,404	3.68%	8,465,145	-4.37%
Indirect Cost Center							
ARFF	2,144,562	1,236,577	1,130,187	106,390	8.60%	1,043,750	-8.28%
Operations	1,005,988	583,949	602,455	(18,506)	-3.17%	578,886	-4.07%
Security	3,152,170	1,838,701	1,789,951	48,750	2.65%	1,756,897	-1.88%
Vehicles & Equipment	1,505,340	906,343	789,062	117,281	12.94%	851,731	7.36%
Airport Mgmt Administration	911,147	528,308	606,032	(77,724)	-14.71%	508,454	-19.19%
Total Indirect Cost Centers	8,719,207	5,093,878	4,917,687	176,191	3.46%	4,739,718	-3.75%
Total Expenses	\$ 24,011,185	\$ 14,266,025	\$ 13,752,429	\$ 513,595	3.60%	\$ 13,204,863	-4.15%

ALBANY COUNTY AIRPORT AUTHORITY
Detail of AvPorts Departments
For the Seven Months Ending Wednesday, July 31, 2019

	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
EXPENSES							
Personal Services							
11000 Salaries	\$7,088,746	\$545,288	\$516,200	\$29,088	\$4,089,661	\$3,763,758	\$325,903
12010 Overtime 1.5	678,976	44,637	65,095	(20,458)	395,405	542,618	(147,213)
12020 Overtime 2.0	37,985	1,189	212	977	27,750	35,196	(7,446)
Total Personal Services	7,805,707	591,114	581,507	9,607	4,512,816	4,341,572	171,244
Employee Benefits							
21000 Social Security	563,085	47,199	43,155	4,045	330,771	321,846	8,925
22000 Health Insurance	2,173,435	181,120	158,488	22,632	1,267,837	1,174,920	92,917
24000 Medical Exams	21,600	1,800	1,031	769	12,600	9,424	3,176
25000 Uniforms & Laundry	46,700	3,892	5,696	(1,804)	27,242	30,520	(3,278)
25005 Uniform Purchases	32,600	1,881	8,121	(6,240)	18,358	14,588	3,770
26010 Disability Insurance	135,481	11,290	0	11,290	79,031	81,759	(2,728)
26020 Unemployment Insurance	52,123	(334)	457	(791)	49,078	43,243	5,835
26030 Workers Compensation	506,275	42,190	29,463	12,727	295,327	206,238	89,089
29001 Airport & FBO 401K	163,078	9,949	13,721	(3,772)	90,790	102,105	(11,315)
Total Employee Benefits	3,694,377	298,987	260,131	38,856	2,171,034	1,984,644	186,391
Utilities & Communications							
31000 Electric	1,456,250	111,260	82,429	28,831	930,985	768,802	162,184
33000 Natural Gas	273,500	4,047	6,677	(2,630)	206,337	183,241	23,096
34000 Sewer	92,400	0	0	0	92,400	79,331	13,069
35000 Water	106,150	0	0	0	53,075	62,742	(9,667)
36010 Telephone Charges-Local	13,870	1,156	1,146	9	8,091	8,011	79
36011 Tele Chg-Long Dist	675	56	67	(11)	394	317	77
36012 Telephone - Sheriff	4,200	350	338	12	2,450	2,344	106
36017 Payphones-Annual & Mo Serv	21,271	1,773	1,449	323	12,408	7,149	5,259
36018 Payphones-Monthly Usage	300	25	20	5	175	143	32
36020 Telephone Repairs	5,000	417	334	83	2,917	3,345	(428)
36030 Telephone-Cellular	42,000	3,500	4,890	(1,390)	24,500	22,279	2,221
36040 Paging Service	0	0	348	(348)	0	348	(348)
36060 Cable Television	3,435	286	(1,185)	1,471	2,004	1,071	933
Total Utilities & Communications	2,019,051	122,870	96,513	26,357	1,335,735	1,139,123	196,612
PURCHASED SERVICES							
Insurance							
42010 Airport Liability Insurance	5,750	479	485	(6)	3,354	3,391	(36)
42020 Automotive Insurance	68,378	5,615	6,333	(718)	57,148	64,395	(7,247)
42060 Property Insurance	180,028	15,559	18,507	(2,948)	148,911	186,882	(37,971)
42095 Insurance Claims	15,500	1,292	0	1,292	9,042	13,047	(4,005)
Total Insurance	269,656	22,945	25,325	(2,381)	218,455	267,715	(49,260)
Public Safety							
44000 Public Safety	2,731,859	227,655	227,655	0	1,593,584	1,593,584	0
44005 Outside Security Services	298,107	22,817	28,970	(6,152)	167,301	187,070	(19,770)
44010 Armored Car Service	11,000	917	0	917	6,417	4,431	1,986
44020 Parking Valet Service	350,000	27,052	39,111	(12,058)	220,549	284,089	(63,540)
44030 Employee Shuttle Service	25,000	0	0	0	12,500	15,000	(2,500)
44035 Ground Transportation	0	0	5,040	(5,040)	0	33,600	(33,600)
Total Public Safety	3,415,966	278,441	300,775	(22,334)	2,000,351	2,117,775	(117,424)

ALBANY COUNTY AIRPORT AUTHORITY
Detail of AvPorts Departments
For the Seven Months Ending Wednesday, July 31, 2019

	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
Janitorial							
45000 Janitorial Services	413,081	34,423	41,424	(7,001)	240,964	267,858	(26,894)
45010 Refuse Removal Services	66,060	5,505	260	5,245	38,535	37,016	1,519
Total Janitorial	479,141	39,928	41,684	(1,756)	279,499	304,874	(25,375)
Public Communications							
46012 Artistic Exhibits	100,817	5,722	3,004	2,719	55,498	54,691	806
46013 Museum Shop	266,471	22,604	21,454	1,150	139,065	137,024	2,041
46020 Passenger Information Booth	151,132	12,594	25,188	(12,594)	88,160	88,158	2
Total Public Communications	518,420	40,920	49,646	(8,726)	282,723	279,873	2,850
Studies							
47000 Special Studies	22,000	1,833	0	1,833	12,833	0	12,833
47010 GIS Services	12,200	1,017	0	1,017	7,117	2,992	4,125
Total Studies	34,200	2,850	0	2,850	19,950	2,992	16,958
Professional Services							
49010 Architectural	40,000	3,333	0	3,333	23,333	(7)	23,340
49020 Engineering Services	33,000	2,750	0	2,750	19,250	13,956	5,294
49040 Professional Management	425,000	35,417	35,417	0	247,917	246,667	1,250
Total Professional Services	498,000	41,500	35,417	6,083	290,500	260,617	29,883
Total Purchased Services	5,215,383	426,584	452,847	(26,263)	3,091,478	3,233,845	(142,367)
MATERIALS & SUPPLIES							
Airfield							
51010 Fencing	10,000	331	79	253	8,315	2,775	5,541
51011 Airfield Lighting	100,000	534	661	(126)	48,494	18,547	29,947
51014 Pavement Repairs	10,000	833	0	833	5,833	133	5,700
51015 Apron Maintenance	50,000	0	0	0	10,634	18	10,616
51016 Runway Painting	40,000	0	0	0	32,862	0	32,862
51017 Airfield Shop Supplies	25,000	2,083	1,085	999	14,583	14,058	526
51019 Snow Removal Supplies	250,000	0	0	0	155,569	140,259	15,310
51020 Rubber Removal	35,000	6,701	0	6,701	13,401	22,192	(8,791)
51030 EMS Supplies	12,000	1,000	5,059	(4,059)	7,000	8,020	(1,020)
51031 ARFF Supplies	25,000	2,083	9,655	(7,571)	14,583	11,850	2,734
51032 Hazardous Material Supplies	6,000	500	0	500	3,500	140	3,360
51033 Foam	24,000	2,000	0	2,000	14,000	0	14,000
51052 Wastewater Conveyance	7,500	0	0	0	7,500	7,500	0
51053 Electric	95,000	3,099	2,417	683	78,642	57,559	21,083
51054 Sewer District Charges	5,000	0	0	0	5,000	0	5,000
51055 Water District Charges	20,000	1,259	376	883	14,575	23,961	(9,386)
51057 System Maint & Repairs	200,000	4,071	1,854	2,218	106,883	59,473	47,410
Total Airfield	914,500	24,496	21,184	3,312	541,376	366,485	174,891
Buildings							
52010 Alarm & PA Systems	107,995	9,000	1,291	7,709	62,997	42,314	20,683
52012 Card Access Control	55,000	4,583	3,581	1,002	32,083	33,536	(1,453)
52013 CTV Repair	35,000	2,917	1,520	1,397	20,417	20,090	327
52014 Key Access System	25,000	2,083	0	2,083	14,583	4,246	10,338
52020 Baggage System	20,000	1,667	0	1,667	11,667	78,457	(66,790)
52031 Electrical Repairs & Supplies	209,000	17,417	25,289	(7,873)	121,917	155,111	(33,194)

ALBANY COUNTY AIRPORT AUTHORITY
Detail of AvPorts Departments
For the Seven Months Ending Wednesday, July 31, 2019

	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
52032 Elevator Repairs & Supplies	120,000	10,000	14,065	(4,065)	70,000	79,976	(9,976)
52033 HVAC	211,000	17,583	5,782	11,801	123,083	124,378	(1,294)
52034 Roof	28,000	2,333	1,107	1,226	16,333	9,932	6,401
52035 Plumbing Repairs & Supplies	66,000	5,500	3,190	2,310	38,500	52,716	(14,216)
52036 Automatic Door Repairs	9,000	750	0	750	5,250	1,873	3,377
52037 Pest Control	16,640	1,387	2,459	(1,073)	9,707	15,559	(5,853)
Building Maintenance Contract							
52038 Services	0	0	0	0	0	7,542	(7,542)
52040 Fire Equipment Services	6,000	500	0	500	3,500	3,252	248
52041 Fire Equipment Testing	3,800	317	606	(289)	2,217	784	1,433
52050 US Customs	25,000	4,204	124	4,080	12,269	9,032	3,237
52051 Control Tower	300,000	25,000	23,738	1,262	175,000	241,130	(66,130)
52060 Building Maintenance	437,500	36,458	72,129	(35,671)	255,208	439,819	(184,610)
52062 Janitorial Supplies	153,500	12,792	24,864	(12,072)	89,542	91,466	(1,924)
52063 Window Washing	64,907	5,409	29,974	(24,565)	37,862	30,041	7,821
52071 ID Tags	27,000	2,250	3,216	(966)	15,750	20,942	(5,192)
52080 Sign Expense	4,000	333	1,285	(952)	2,333	4,296	(1,963)
52090 Flight Information Displays	96,542	8,045	6,650	1,395	56,316	13,187	43,129
Total Buildings	2,020,884	170,528	220,872	(50,344)	1,176,535	1,479,677	(303,142)
Grounds							
53010 Landscaping	19,200	3,840	96	3,744	11,520	1,951	9,569
53020 Fencing	1,500	125	0	125	875	14,264	(13,389)
53030 Pavement Repairs	120,000	24,000	414	23,586	72,000	32,902	39,098
53035 Utility Repairs	500	42	0	42	292	0	292
53040 Sign Expense	15,000	1,250	1,450	(200)	8,750	9,163	(413)
53041 Traffic Light Repairs	2,000	167	0	167	1,167	1,350	(183)
53045 Catch Basin Maintenance	3,000	250	0	250	1,750	0	1,750
53048 Snow Removal Supplies	70,000	0	0	0	19,064	0	19,064
53050 Snow Removal Services	265,600	0	0	0	230,563	262,644	(32,081)
53051 NYS Police Hangar Maint	125,000	10,417	2,410	8,006	72,917	73,498	(581)
53060 Dump Fees - Landfill	9,150	763	0	763	5,338	1,543	3,795
53070 Hazardous Waste Mgmt	12,300	1,025	0	1,025	7,175	919	6,256
53071 Wildlife Hazard Management	38,000	3,167	7,080	(3,913)	22,167	26,525	(4,358)
53078 Liquid Waste Disposal	30,000	2,500	0	2,500	17,500	3,110	14,390
53085 Land Lease	22,935	1,911	1,286	625	13,379	30,004	(16,625)
53090 T-Hangar Facility Maintenance	140,000	11,667	6,768	4,899	81,667	52,600	29,067
Total Grounds	874,185	61,122	19,503	41,619	566,122	510,473	55,649
Vehicles							
54010 Gasoline	67,000	5,216	2,665	2,551	41,263	31,012	10,251
54011 Diesel Fuel	137,000	4,157	2,053	2,104	90,637	72,131	18,506
54012 Oil / Grease	28,000	2,333	1,329	1,005	16,333	6,597	9,736
54015 CNG Fuel	23,000	1,668	1,780	(112)	14,401	12,095	2,307
54013 Vehicle / Equipment Tires	43,000	3,583	711	2,872	25,083	12,787	12,296
54021 Vehicle Repair & Maintenance	62,000	5,167	3,829	1,338	36,167	44,757	(8,591)
54022 Vehicle Communication Equip	7,000	583	590	(6)	4,083	3,635	448
54023 Sheriff Vehicle Repair & Maint	100	8	0	8	58	0	58
54030 General Equip Repair & Maint	70,800	5,900	1,396	4,504	41,300	10,918	30,382
54040 Heavy Equipment Maint	60,000	3,423	1,192	2,231	33,339	23,324	10,015
54045 ARFF Vehicle Repair & Maint	20,000	1,667	721	946	11,667	8,855	2,812
54050 Snow Equip Repair & Maint	80,000	1,069	904	165	44,705	14,991	29,714
54060 Mower Repair & Maintenance	15,000	2,843	3,649	(806)	7,758	9,856	(2,098)
54070 Vehicle Shop Tools & Supplies	40,000	3,333	3,084	249	23,333	28,094	(4,761)

ALBANY COUNTY AIRPORT AUTHORITY
Detail of AvPorts Departments
For the Seven Months Ending Wednesday, July 31, 2019

	<u>Total Annual Budget</u>	<u>This Month Budget</u>	<u>This Month Actual</u>	<u>Var this Mo To Budget</u>	<u>Year to Date Budget</u>	<u>Year to Date Actual</u>	<u>Var this Yr to Budget</u>
Total Vehicles	652,900	40,951	23,900	17,050	390,129	279,052	111,077
Total Material & Supplies	4,462,469	297,097	285,460	11,636	2,674,163	2,635,687	38,476
Office							
55010 Office Equipment Rental	5,794	483	476	6	3,380	3,047	333
55011 Copy Machine Use	25	2	0	2	15	0	15
55012 Office Equipment Serv Agrmnt	3,292	187	502	(315)	2,360	2,669	(309)
55013 Office Equipment Repairs	700	58	0	58	408	0	408
55014 Computer System Supplies	31,850	2,654	2,127	528	18,579	2,908	15,671
55015 Hardware/Software Maint	82,637	6,886	6,009	877	48,205	16,578	31,627
55016 Computer Equipment	13,500	1,125	6,440	(5,315)	7,875	8,868	(993)
55020 Office Furniture & Fixtures	6,750	563	0	563	3,938	368	3,570
55030 Printed Forms / Letterhead	3,200	267	0	267	1,867	89	1,777
55031 Parking Ticket Stock	16,000	1,333	0	1,333	9,333	5,647	3,687
55032 Printing Outside Services	100	8	0	8	58	0	58
55041 Express Mail	600	50	27	23	350	231	119
55050 Reference Materials	700	58	0	58	408	736	(327)
55060 Office Supplies	13,100	1,092	0	1,092	7,642	4,009	3,633
55070 Payroll Services	34,000	2,909	2,974	(65)	18,081	15,811	2,270
Total Office	212,248	17,675	18,555	(880)	122,498	60,960	61,539
Administration							
66000 Dues & Subscriptions	8,850	100	195	(95)	8,101	6,707	1,394
66002 A.A.A.E. Memberships	1,100	0	0	0	550	550	0
66010 AvPorts/MA Training & Travel	70,600	9,641	3,721	5,919	39,627	37,185	2,442
66030 Advertising - Public Meetings	2,000	167	0	167	1,167	0	1,167
66031 Economic Development	10,000	833	0	833	5,833	0	5,833
66040 License & Permits	2,400	0	0	0	0	0	0
66050 Property Taxes	37,000	0	0	0	18,500	11,224	7,276
66060 Credit Card Service Charges	350,000	27,214	29,875	(2,661)	210,954	232,751	(21,797)
66061 EZ Pass Fees	120,000	9,800	8,702	1,098	73,569	68,182	5,387
Total Administration	601,950	47,755	42,493	5,262	358,301	356,598	1,703
Total Expenses	24,011,186	1,802,082	1,737,507	64,575	14,266,025	13,752,428	513,597
83000 Non Capital Equipment	432,090	36,008	43,813	(7,806)	252,053	304,363	(52,310)
Total Exp & Non Cap Equip.	<u>24,443,276</u>	<u>1,838,090</u>	<u>1,781,320</u>	<u>56,769</u>	<u>14,518,077</u>	<u>14,056,791</u>	<u>461,286</u>

Albany International Airport
Employee Count 2019

	Budget	As of	As of	As of	As of	As of	As of	As of	As of	As of	As of	As of	As of	Variance
	2019	Jan 31, 19	Feb 28, 19	Mar 31, 19	Apr 30, 19	May 31, 19	Jun 30, 19	Jul 31, 19	Aug 31, 19	Sep 30, 19	Oct 31, 19	Nov 30, 19	Dec 31, 19	Budget vs. Jul 31, 19
AIRPORT MANAGEMENT - AVPORTS:														
Airfield														
Maintenance Manager	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00						0.00
Deputy Maintenance Manager	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00						0.00
Airport Maintenance Supervisor	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00						0.00
Airport Maintenance Lead-Airfield	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00						0.00
Electrician	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00						0.00
Airport Maintenance Tech-Electrical	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00						0.00
Airport Maintenance Lead-Grounds	1.00	1.00	1.00	1.00	1.00	2.00	2.00	2.00						1.00
Airport Maint Tech Lead-Glycol	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00						0.00
Airport Maint Tech -Chief Glycol	0.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00						1.00
Airport Maint Tech-Glycol	4.00	1.00	1.00	1.00	2.00	2.00	3.00	3.00						-1.00
Airport Maint Tech Airfield	12.00	9.00	10.00	11.00	11.00	9.50	8.75	7.75						-4.25
Secretary	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50						0.00
Terminal														
Facilities Manager	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00						0.00
Facilities Coordinator	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50						0.00
Facilities Maint Lead	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00						0.00
Facilities Maint - HVAC	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00						0.00
Facilities Maint Technician	5.00	4.00	5.00	5.00	5.00	5.00	5.00	5.25						0.25
Custodial Supervisor	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00						0.00
Custodial Lead	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00						0.00
Custodial Worker	18.00	18.00	18.00	18.00	18.00	17.00	16.00	16.00						-2.00
Floor Care Technician	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00						0.00
Airport Custodial Technician	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00						0.00
Artistic Exhibits	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50						0.00
Museum Shop	5.50	3.50	3.50	3.50	3.50	3.50	3.50	3.50						-2.00
Loading Bridges														
Facilities Maint Lead-Loading Bridge	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00						0.00
Parking														
Deputy, Commercial Services	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00						0.00
Parking Supervisor	2.00	2.00	2.00	2.00	2.00	2.00	2.00	1.00						-1.00
Lead Cashier	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00						0.00
Cashier, Full Time	14.00	14.00	13.00	13.00	10.00	12.00	12.00	14.00						0.00
Cashier, Part Time - FTE	2.50	0.50	0.00	0.00	0.00	0.00	0.00	0.00						-2.50
Shuttle Operator Lead	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00						0.00
Shuttle Detailer	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00						0.00
Shuttle Operator, Full Time	12.00	12.00	12.00	12.00	14.00	14.00	14.00	13.00						1.00
Shuttle Operator, Part Time - FTE	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00						0.00
Lead Parking Maint Tech	1.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00						-1.00
Parking Assistant	1.00	0.00	0.00	0.00	0.00	1.00	1.00	1.00						0.00
Parking Maint Technician	4.00	4.00	4.00	4.00	4.00	4.00	3.00	3.00						-1.00
Security														
Curbside Monitors, Full Time	4.00	2.00	3.00	4.00	4.00	3.00	3.00	3.00						-1.00
Curbside Monitors, Part Time - FTE	2.50	2.00	2.00	2.00	2.00	2.00	2.00	2.00						-0.50
Landside														
Tower/Custodial	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00						0.00
Admin Building/Custodial	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50						0.00
ARFF														
Chief/Safety Manager	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00						0.00
Captains/Safety Supervisor	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00						0.00
Firefighters/Safety Officer	16.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00						-1.00
Operations														
Airport Operations Manager	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00						0.00
Airport Security Supervisor	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00						0.00
Asst Airport Security Supervisor	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00						0.00
Airport Operations Supervisor	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00						0.00
Airport Operations Officer	4.00	4.00	4.00	3.00	3.00	3.00	4.00	4.25						0.25
Receptionist	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00						0.00
Vehicles & Equipment														
Airport Maint Lead-Vehicle Maint	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00						0.00
Inventory Control Specialist	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00						0.00
Airport Maint Tech-Vehicle Maint	8.00	7.00	8.00	7.00	7.00	7.00	6.00	6.00						-2.00
Administration														
	3.50	3.50	3.50	4.50	5.50	5.50	5.50	6.50						3.00
Total AvPORTS Positions	173.00	156.50	159.00	160.00	161.00	161.50	159.75	160.25	0.00	0.00	0.00	0.00	0.00	-12.75

Personnel Services & Benefits

For the seven months ended July 31, 2019

	AFCO (AvPorts)		
	Year to Date Budget	Year to Date Actual	Variance
Personnel Services			
Regular - Salaries	\$ 3,290,794	\$ 3,219,570	\$ 71,224
Holiday Pay	130,054	105,352	24,702
Other Dollars/Funeral/Jury/Retro	289,218	127,517	161,701
Shift Premium	51,462	48,346	3,116
Lead Pay	5,197	4,026	1,171
Sick Pay	70,481	80,747	(10,266)
Personal Pay	-	-	-
Vacation Pay	252,455	178,200	74,255
Sub Total	4,089,661	3,763,758	325,903
Overtime	395,405	542,618	(147,213)
Double Time Pay	27,750	35,196	(7,446)
Total	4,512,816	4,341,572	171,244
Employee Benefits			
Social Security & Medicare	330,771	321,846	8,925
Federal Unemployment Tax	7,964	7,065	899
NYS Unemployment	41,114	36,178	4,936
Workers Compensation	295,327	206,238	89,089
401 (K) Plan Match	90,790	102,105	(11,315)
Health & Dental Insurance	1,436,444	1,334,983	101,461
Employee Benefits Deductions	(168,607)	(160,063)	(8,544)
Disability/Life Insurance	79,031	81,759	(2,728)
Total	2,112,834	1,930,111	182,723
Total Salaries and Benefits	\$ 6,625,650	\$ 6,271,683	\$ 353,967

Albany International Airport 2019 AvPort's Performance Measurements For the seven months ended July 31

Airfield Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Number of vehicle accidents on Airfield over \$1,000	1	1	0	0	0
Airport remained open for all airline operations	100%	100%	100%	100%	100%
Electrical work-orders	727	868	1026	700	450
SPEDES permit sanctions	0	0	0	0	0
Gallons of deicing aircraft storm water fluid collected	13,606,000	18,499,000	17,013,812	25,000,000	16,330,000
water removed (the higher the better)	2.9%	3.3%	4.4%	3.5%	3.6%
Employees with CDL licenses	34	33	33	40	33
Runway incidents	0	0	0	0	1
Notices to Airmen (NOTAMs) for airfield lighting	66	28	37	0	100
Occupational Safety and Health Administration (OSHA) reportable incidents	2	2	2	0	0
Liquid potassium acetate used on runways (avg gallons per snow ice event)	785	2,418	2,419	4,000	3,596
Airfield electric usage (KWH)	636,751	659,988	678,226	675,000	446,760
Overtime/Personnel Services (%)	11.3%	14.0%	13.2%	10.6%	14.4%

Terminal Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
HVAC Equipment in operation	100.0%	100.0%	100.0%	100.0%	100.0%
Work Orders	3,586	3,548	4,228	4,000	2,194
Survey: cleanliness of the terminal	N/A	N/A	N/A	80%	N/A
Average # of days a work order remains open	2.5	2.5	2.5	2.5	2.6
Plumbing Equipment in operation	100%	100%	100%	100%	100%
Terminal Maintenance direct cost per square foot	\$18.38	\$17.77	\$20.34	\$19.43	\$11.96
Terminal electrical usage (KWH): 79 Building	1,547,262	1,337,120	1,412,191	1,400,000	833,078
Terminal electrical usage (KWH): 98 Building	7,339,716	7,041,849	6,945,277	7,000,000	4,075,342
Overtime/Personnel Services (%)	6.9%	7.6%	8.4%	6.2%	7.8%

Loading Bridge Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Direct Cost per Loading Bridge	\$20,933	\$23,787	\$26,868	\$23,958	\$14,516
Airline Employees trained	2	13	35	10	44
Over-the-Wing (OTW) Loading Bridge total operations	4,278	4,249	4,031	4,200	1,524
Loading Bridge electrical usage (KWH) (6.1% of 98 building gets allocated)	635,970	635,970	601,792	600,000	353,119
OTW Loading Bridge Maintenance calls (new measurement for 2009)	93	80	93	10	30
OTW Loading Bridge out of service (new measurement for 2009)	19.5%	30.2%	32.3%	0.0%	30.8%
Number of leased loading bridges	14	13	13	13	14
Overtime/Personnel Services (%)	16.8%	16.1%	15.4%	11.2%	19.4%

Parking Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Express parking transactions	327,771	345,998	336,899	350,000	170,548
Cashier parking transactions	322,647	292,572	301,127	300,000	208,817
Cashier parking transaction errors	110	67	53	50	47
Shuttle Bus Survey (new measurement for 2008)	N/A	N/A	80%	85%	N/A
Customer/Vehicle Contact	0	0	0	0	0
OSHA recordable accidents	6	2	2	0	1
Parking electrical usage (KWH)	348,356	348,356	351,034	345,000	201,017
Parking Garage electrical usage (KWH) (23.5% of 98 building gets allocated)	2,450,047	2,450,047	2,318,381	2,500,000	1,360,377
YTD Loss/Gain	-\$1,080	-\$636	\$165	\$0	-\$742
Overtime/Personnel Services (%)	18.0%	14.8%	16.2%	11.6%	16.7%

Landside Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Number of tenants	53	56	55	56	58
Landside building rental (Sq ft) *	327,108	329,478	428,094	429,165	399,615
Landside land rental (acres)*	34	36	36	36	37
Tenant complaints	0	0	0	0	0

*Includes rented space/land only

ARFF Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Annual Dispatch Calls	536	658	643	650	356
Tour conducted by ARFF	34	21	41	35	17
AED classes conducted	27	22	4	15	5
Fire Extinguishers inspected/serviced	5,711	5,970	5,920	5,800	2,743
NYS Fire Fighter training (training hours)	504	504	504	504	294
OSHA required fire training (training hours)	156	156	156	156	91
NYS EMT training (training hours)	480	480	480	480	280
FAA ARFF training (training hours)	516	516	516	516	301
Building code inspections	52	45	31	20	11
Overtime/Personnel Services (%)	16.2%	18.6%	15.2%	11.4%	16.2%

Operations Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Work Orders (Facility) Building Maintenance calls	3,698	3,644	4,236	3,500	2,124
Work Orders (139) aeronautical areas	729	999	1,030	1,000	498
Notice to airmen (NOTAMS)	978	1,471	2,488	1,500	1,498
Bird Strikes	48	71	28	15	9
Property Damage Reports	147	176	190	140	122
Bodily Injury Reports	248	246	227	200	134
FAA 139 Inspections discrepancies	18	9	7	5	17
Operations' employee accidents	0	0	0	0	0
Operations' property accidents	2	0	1	0	0
Overtime/Personnel Services (%)	13.1%	11.0%	12.3%	8.0%	20.0%

Security Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Security Trainees	686	697	797	700	473
Driver Trainees	408	422	501	400	351
Finger Printing	763	743	934	750	571
Badges Issued	166	186	260	200	158
Revalidations*	656	681	854	900	469
Escort Required Badges Issued	2,840	2,137	3,490	2,500	2,811
Business Center Security Passes	169	64	199	100	123
Curbside Accidents	0	0	0	0	0
Curbside Security - Overtime/Personnel Services (%)	8.6%	5.4%	5.2%	2.7%	6.7%

*Revalidations of badges are performed every other year

Vehicle Maintenance Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Heavy Equipment (Units)	47	47	45	45	45
Light Vehicles (Units)	34	34	35	36	38
Light Equipment (Units)	233	233	230	230	225
Average age of ARFF Fleet (yrs)	9	8	9	9	8
Average age of Shuttle Buses (yrs)	4	3	4	5	5
Average age of Fuel Trucks (yrs)	12	14	15	16	16
Average age of other large vehicles	17	16	17	18	17
Average age of Pick-ups	15	10	11	8	6
Shuttle Bus (Not less than 6 operational)	7	7	7	8	7
Fuel Truck (Not less than 7 operational)	7	7	7	7	10
Technicians trained	0	24	16	2	20
Overtime/Personnel Services (%)	9.7%	10.2%	9.0%	8.5%	11.6%

AvPort's Administration Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
AvPort's total full time employment equivalents	154.3	159.5	153.8	173.0	160.3
Total AvPort's overtime	12.4%	12.4%	12.2%	9.2%	13.3%
Budgetary needs met	Yes	Yes	Yes	Yes	Yes
Saving/revenue producing ideas	0	0	0	0	0
Total AvPorts Property Damage Reports	16	23	4	1	14
Administration Overtime/Personnel Services (%)	0.0%	0.0%	0.0%	0.0%	0.0%
Employee turnover	15.9%	12.9%	15.4%	13.0%	6.500%

**** UNAUDITED - FOR INTERNAL REVIEW****

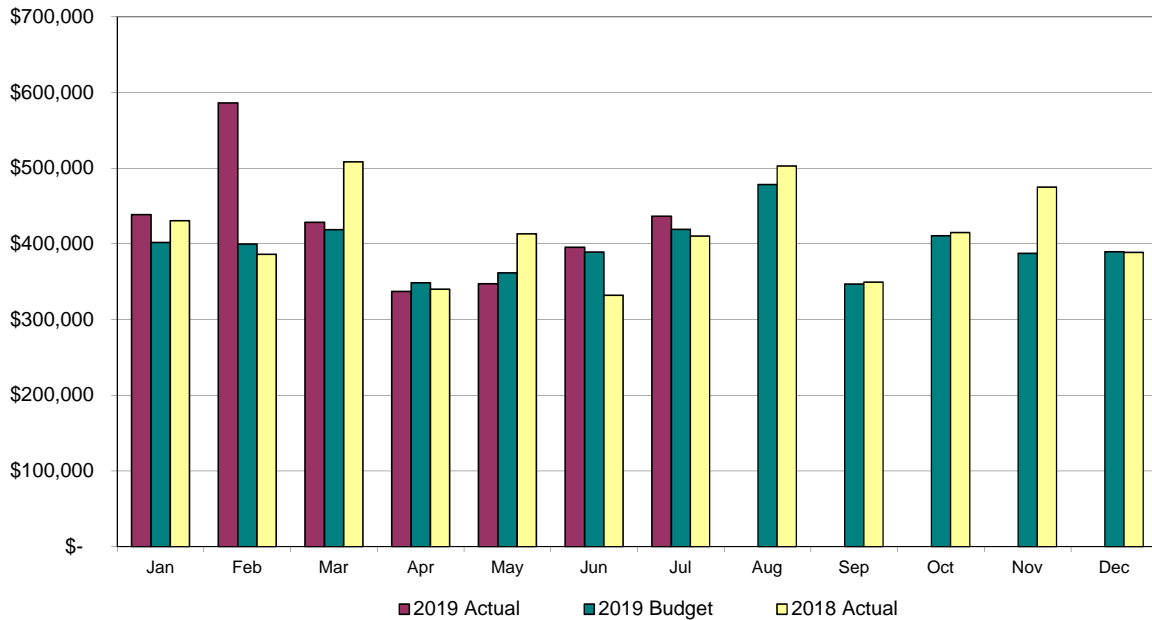


Million Air FBO Operations

Albany County Airport Authority
FBO Operations Summary
For the seven months ended July 31, 2019

	Commercial Fueling (60)		GA & Facilities (61)		Administration (69)		TOTAL		
	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Variance
REVENUES									
Retail Fuel									
Jet A Fuel Sales	\$ -	\$ -	\$ 3,265,188	\$ 3,067,840	\$ -	\$ -	\$ 3,265,188	\$ 3,067,840	\$ (197,348)
AvGas Fuel Sales	-	-	155,113	172,002	-	-	155,113	172,002	16,889
Commercial AvGas Fuel Sales	146,807	127,215	-	-	-	-	146,807	127,215	(19,592)
Auto & Diesel Fuel Sales	211,493	193,854	-	-	-	-	211,493	193,854	(17,639)
Retail Fuel Sales	358,300	321,069	3,420,301	3,239,842	-	-	3,778,601	3,560,911	(217,690)
Into Plane Fees	379,640	406,850	-	-	-	-	379,640	406,850	27,210
Fuel Farm Fees	366,564	385,279	-	-	-	-	366,564	385,279	18,715
General Aviation Landing Fees	-	-	155,401	156,727	-	-	155,401	156,727	1,326
Aircraft Parking Fees	-	-	108,060	99,967	-	-	108,060	99,967	(8,093)
Deicing Services	846,695	968,602	24,284	52,187	-	-	870,979	1,020,789	149,810
FBO Properties	-	-	237,310	210,557	-	-	237,310	210,557	(26,753)
FBO Services	-	-	29,022	39,112	-	-	29,022	39,112	10,090
TOTAL REVENUES	\$ 1,951,199	\$ 2,081,800	\$ 3,974,378	\$ 3,798,392	\$ -	\$ -	\$ 5,925,577	\$ 5,880,192	\$ (45,385)
COST OF SALES ()									
Fuel Costs - Jet A	-	-	1,910,338	1,737,629	-	-	1,910,338	1,737,629	(172,709)
Fuel Volume Discounts - Jet	-	-	197,632	212,050	-	-	197,632	212,050	14,418
Fuel Costs - AvGas	-	-	117,755	136,728	-	-	117,755	136,728	18,973
Fuel Volume Discounts - AvGas	-	-	2,258	2,313	-	-	2,258	2,313	55
Fuel Costs - Commercial AvGas	133,328	111,915	-	-	-	-	133,328	111,915	(21,413)
Fuel Costs - Auto & Diesel	165,404	146,498	-	-	-	-	165,404	146,498	(18,906)
Fuel Costs	298,732	258,413	2,227,983	2,088,720	-	-	2,526,715	2,347,133	(179,582)
Deicing Costs - Type I & IV	656,725	561,566	-	-	-	-	656,725	561,566	(95,159)
Catering, Oil & Other	-	-	2,917	1,913	-	-	2,917	1,913	(1,004)
Total Cost of Sales	955,457	819,979	2,230,900	2,090,633	-	-	3,186,357	2,910,612	(275,745)
Net Operating	\$ 995,742	\$ 1,261,821	\$ 1,743,478	\$ 1,707,759	\$ -	\$ -	\$ 2,739,220	\$ 2,969,580	\$ 230,360
EXPENSES ()									
Personal Services									
Salaries	\$ 262,348	\$ 236,454	\$ 348,660	\$ 365,790	\$ 123,958	\$ 122,456	\$ 734,966	\$ 724,700	\$ 10,266
Overtime	33,136	35,530	70,250	110,745	-	-	103,386	146,275	(42,889)
Total Personal Services	295,484	271,984	418,910	476,535	123,958	122,456	838,352	870,975	(32,623)
Employee Benefits	100,033	90,790	192,425	201,690	52,787	35,702	345,245	328,182	17,063
Utilities & Communications	13,590	11,007	48,143	43,055	954	699	62,687	54,761	7,926
Purchased Services	64,159	54,058	77,254	73,608	210,762	219,928	352,175	347,594	4,581
Materials & Supplies									
Buildings	7,408	3,962	40,671	35,931	-	-	48,079	39,893	8,186
Grounds	11,667	12,487	1,825	1,811	-	-	13,492	14,298	(806)
Vehicles	118,594	131,338	41,990	50,348	-	-	160,584	181,686	(21,102)
Total Materials & Supplies	137,669	147,787	84,486	88,090	-	-	222,155	235,877	(13,722)
Office & Administration	-	-	102,493	93,183	29,508	20,358	132,001	113,541	18,460
Non-Capital Equipment	-	-	-	-	-	-	-	-	-
TOTAL EXPENSES	610,935	575,626	923,711	976,161	417,969	399,143	1,952,615	1,950,930	1,685
FBO Net Direct Cost	\$ 384,807	\$ 686,195	\$ 819,767	\$ 731,598	\$ (417,969)	\$ (399,143)	\$ 786,605	\$ 1,018,650	\$ 232,045
Allocation of Indirect Cost Centers									
ARFF	37,097	33,906	37,097	33,906	-	-	74,195	67,811	6,383
Operations	29,197	30,123	29,197	30,123	-	-	58,395	60,246	(1,851)
Security	18,387	17,900	18,387	17,900	-	-	36,774	35,799	975
Vehicles & Equipment	45,317	39,453	27,190	23,672	-	-	72,507	63,125	9,382
Airport Mgmt Administration	24,436	22,407	28,880	37,670	-	-	53,316	60,077	(6,761)
FBO Administration	191,566	148,869	226,404	250,274	(417,970)	(399,143)	-	-	-
ACAA Administration	171,615	132,302	202,825	222,423	-	-	374,440	354,725	19,715
Total Allocation	517,615	424,959	569,981	615,966	(417,970)	(399,143)	669,626	641,782	27,844
FBO Net Results	\$ (132,808)	\$ 261,236	\$ 249,786	\$ 115,632	\$ -	\$ -	\$ 116,979	\$ 376,868	\$ 259,889

Albany International Airport FBO Net Revenue Before Operating and Maintenance Expenses For the seven months ended July 31

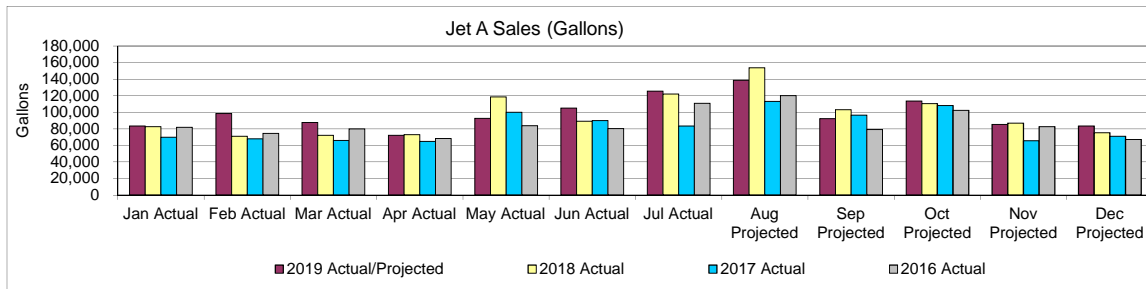


YTD Revenues	2019 Actual			2019 Budget			2018 Actual		
	Gross Revenues	Cost of Sales	Net Revenue	Gross Revenues	Cost of Sales	Net Revenue	Gross Revenues	Cost of Sales	Net Revenue
Jet A Fuel Sales	\$ 3,067,840	\$ 1,737,629	\$ 1,330,211	\$ 3,265,188	\$ 1,910,338	\$ 1,354,850	\$ 2,954,178	\$ 1,675,964	\$ 1,278,214
Fuel Volume Discounts-Jet A		212,050	(212,050)		197,632	(197,632)		209,493	(209,493)
AvGas Fuel Sales-Commercial	127,215	111,915	15,300	146,807	133,328	13,479	221,808	199,761	22,047
AvGas Fuel Sales	172,002	136,728	35,274	155,113	117,755	37,358	153,211	119,363	33,848
Fuel Volume Discounts-AvGas		2,313	(2,313)		2,258	(2,258)		2,042	(2,042)
Auto & Diesel Fuel Sales	193,854	146,498	47,356	211,493	165,404	46,089	205,636	161,224	44,412
Into-Plane Fees	406,850		406,850	379,640		379,640	391,716		391,716
Fuel Farm Fees	385,279		385,279	366,564		366,564	364,091		364,091
Landing Fees	156,727		156,727	155,401		155,401	149,895		149,895
Parking Fees	99,967		99,967	108,060		108,060	103,170		103,170
Deicing	1,020,790	561,565	459,225	870,979	656,725	214,254	1,135,237	749,160	386,077
FOB Services	210,557		210,557	237,310		237,310	230,688		230,688
FBO Services (Catering, etc)	39,112	1,913	37,199	29,022	2,916	26,106	29,979	2,190	27,789
Total	\$ 5,880,193	\$ 2,910,611	\$ 2,969,582	\$ 5,925,578	\$ 3,186,356	\$ 2,739,222	\$ 5,939,608	\$ 3,119,197	\$ 2,820,411

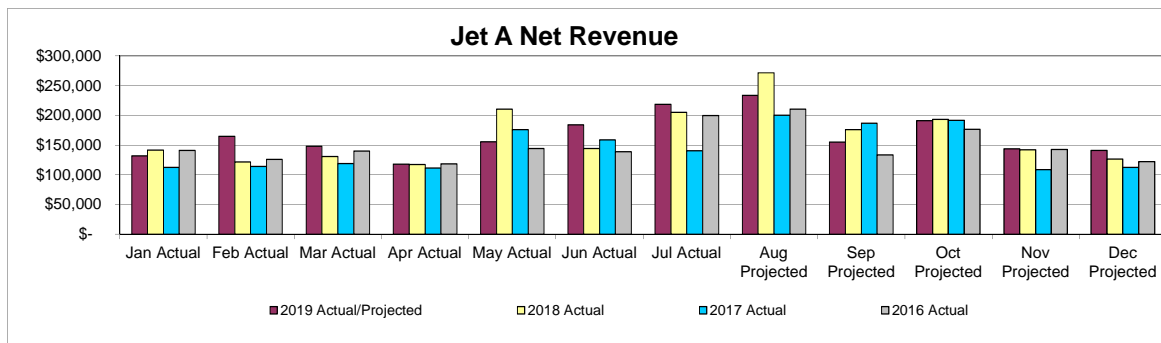
	2019 Actual			2019 Budget			2018 Actual		
	Gross Revenues	Cost of Sales	Net Revenue	Gross Revenues	Cost of Sales	Net Revenue	Gross Revenues	Cost of Sales	Net Revenue
January	\$ 930,877	\$ 492,248	\$ 438,629	\$ 968,749	\$ 566,759	\$ 401,990	\$ 981,904	\$ 551,280	\$ 430,624
February	1,207,502	621,512	585,990	973,400	573,590	399,810	838,732	452,647	386,085
March	852,990	424,464	428,526	880,075	461,376	418,699	1,060,934	552,644	508,290
April	642,494	305,445	337,049	715,370	366,690	348,680	682,197	342,099	340,098
May	664,298	316,871	347,427	722,868	361,190	361,678	843,555	430,353	413,202
June	729,804	334,297	395,507	801,318	412,050	389,268	673,250	341,233	332,017
July	852,228	415,774	436,454	863,799	444,701	419,098	859,036	448,941	410,095
August				980,582	502,274	478,308	1,057,757	555,130	502,627
September				693,298	346,517	346,781	738,734	389,209	349,525
October				864,159	453,603	410,556	857,474	442,605	414,869
November				833,239	445,685	387,554	1,054,884	579,770	475,114
December				949,515	559,811	389,704	778,895	390,318	388,577
Total	\$ 5,880,193	\$ 2,910,611	\$ 2,969,582	\$ 10,246,372	\$ 5,494,246	\$ 4,752,126	\$ 10,427,352	\$ 5,476,229	\$ 4,951,123

YTD \$ 5,880,193 \$ 2,910,611 \$ 2,969,582 \$ 5,925,578 \$ 3,186,356 \$ 2,739,222 \$ 5,939,608 \$ 3,119,197 \$ 2,820,411

Albany International Airport FBO Jet A Fuel Sales For the seven months ended July 31

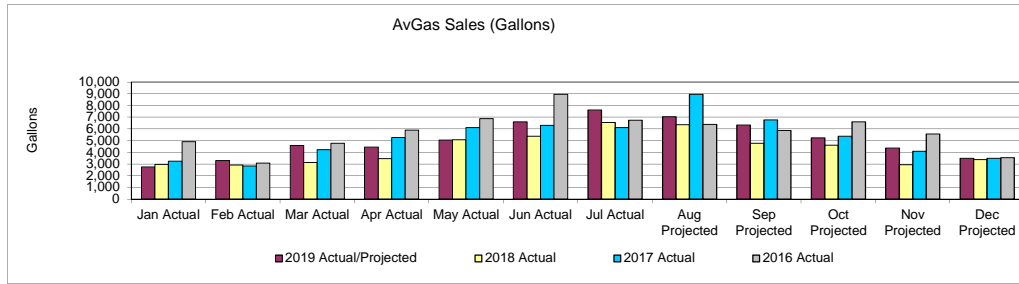


Jet A Gallons		2019	2019 Budget	# Variance	% Variance	2018	2019 vs 2018	2017	2016
January	(Actual)	83,336	87,543	(4,207)	-4.8%	82,592	0.9%	70,070	81,710
February	(Actual)	98,665	83,002	15,663	18.9%	71,125	38.7%	67,820	74,536
March	(Actual)	87,742	81,932	5,810	7.1%	72,099	21.7%	66,129	79,951
April	(Actual)	72,253	88,173	(15,920)	-18.1%	72,863	-0.8%	65,069	68,402
May	(Actual)	92,728	97,342	(4,614)	-4.7%	118,650	-21.8%	99,920	83,850
June	(Actual)	105,222	114,968	(9,746)	-8.5%	89,409	17.7%	89,950	80,224
July	(ACTUAL)	125,728	124,465	1,263	1.0%	122,091	3.0%	83,365	110,860
August	(Projected)	138,749	141,198	(2,449)	-1.7%	153,689	-9.7%	113,131	120,313
September	(Projected)	92,164	93,791	(1,627)	-1.7%	103,321	-10.8%	96,413	79,169
October	(Projected)	113,438	115,440	(2,002)	-1.7%	110,506	2.7%	107,989	102,474
November	(Projected)	85,257	86,762	(1,505)	-1.7%	86,915	-1.9%	65,483	82,517
December	(Projected)	83,605	85,081	(1,476)	-1.7%	75,434	10.8%	70,963	67,060
Total		1,178,888	1,199,698	(20,810)	-1.7%	1,158,694	1.7%	996,302	1,031,066
YTD Gallons		665,674	677,425	(11,751)	-1.7%	628,829	5.9%	542,323	579,533

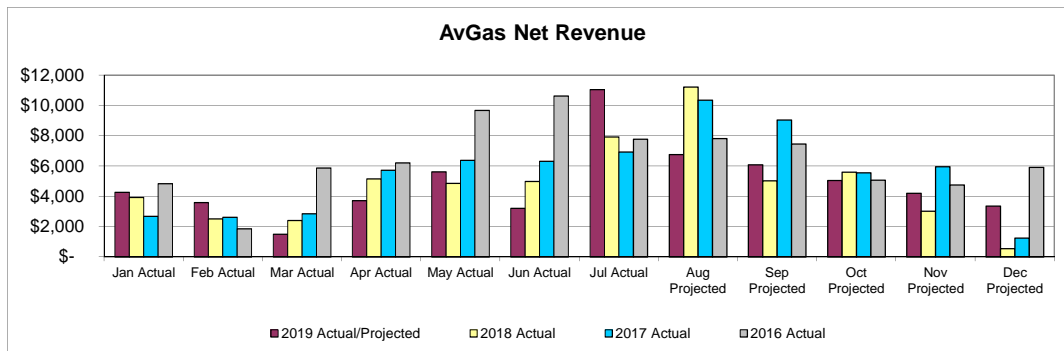


Jet A Net Revenue		2019	2019 Budget	# Variance	% Variance	2018	2019 vs 2018	2017	2016
January	(Actual)	\$ 131,406	\$ 149,546	\$ (18,140)	-12.1%	\$ 141,143	-6.9%	\$ 112,128	\$ 140,607
February	(Actual)	164,266	141,788	22,478	15.9%	121,451	35.3%	113,822	125,545
March	(Actual)	147,453	139,961	7,492	5.4%	130,403	13.1%	118,397	139,416
April	(Actual)	117,685	150,623	(32,938)	-21.9%	117,160	0.4%	111,173	117,903
May	(Actual)	155,129	166,285	(11,156)	-6.7%	210,246	-26.2%	175,376	143,880
June	(Actual)	183,921	196,396	(12,475)	-6.4%	143,769	27.9%	158,488	138,577
July	(ACTUAL)	218,301	212,619	5,682	2.7%	204,549	6.7%	140,062	199,181
August	(Projected)	233,063	241,203	(8,141)	-3.4%	271,633	-14.2%	199,745	210,063
September	(Projected)	154,812	160,220	(5,407)	-3.4%	175,786	-11.9%	186,356	132,912
October	(Projected)	190,546	197,201	(6,656)	-3.4%	192,929	-1.2%	191,217	176,189
November	(Projected)	143,211	148,213	(5,002)	-3.4%	141,572	1.2%	108,259	142,396
December	(Projected)	140,435	145,341	(4,905)	-3.4%	126,192	11.3%	111,976	121,863
Total		\$ 1,980,228	\$ 2,049,396	\$ (69,168)	-3.4%	\$ 1,976,833	0.2%	\$ 1,726,999	\$ 1,788,532
YTD Net Revenues		\$ 1,118,161	\$ 1,157,218	\$ (39,057)	-3.4%	\$ 1,068,721	4.6%	\$ 929,446	\$ 1,005,109

Albany International Airport FBO Av Gas Retail Sales For the seven months ended July 31

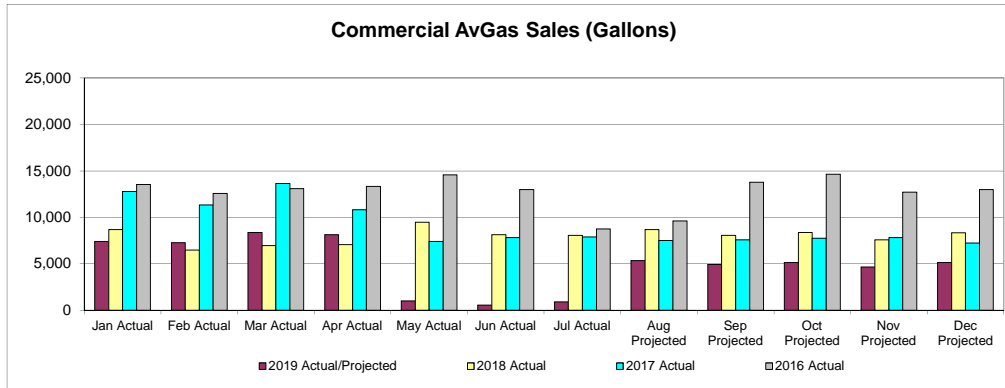


		2019		#	%	2018	2019 vs	2017	2016
		Actual	Budget						
January	(Actual)	2,738	3,016	(278)	-9.2%	2,978	-8.1%	3,248	4,915
February	(Actual)	3,291	2,706	585	21.6%	2,914	12.9%	2,836	3,087
March	(Actual)	4,578	3,250	1,328	40.9%	3,134	46.1%	4,236	4,773
April	(Actual)	4,431	4,482	(51)	-1.1%	3,471	27.7%	5,261	5,879
May	(Actual)	5,054	5,266	(212)	-4.0%	5,062	-0.2%	6,101	6,884
June	(Actual)	6,600	5,539	1,061	19.1%	5,378	22.7%	6,292	8,954
July	(ACTUAL)	7,604	5,627	1,977	35.1%	6,547	16.1%	6,118	6,733
August	(Projected)	7,032	6,128	904	14.8%	6,341	10.9%	8,939	6,380
September	(Projected)	6,331	5,517	814	14.8%	4,772	32.7%	6,751	5,863
October	(Projected)	5,245	4,571	674	14.8%	4,616	13.6%	5,359	6,588
November	(Projected)	4,367	3,805	561	14.8%	2,952	47.9%	4,090	5,563
December	(Projected)	3,494	3,044	449	14.8%	3,369	3.7%	3,479	3,537
Total		60,765	52,953	7,812	14.8%	51,534	17.9%	62,710	69,156
YTD Gallons		34,296	29,887	4,409	14.8%	29,484	16.3%	34,092	41,225

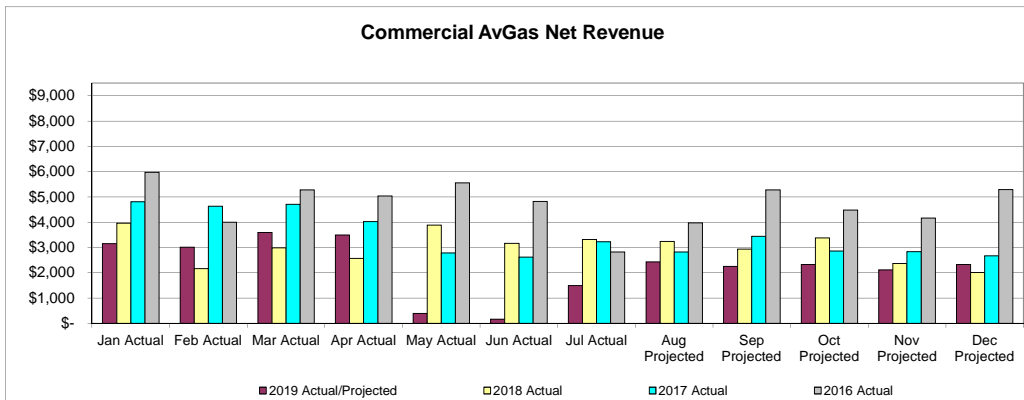


		2019		#	%	2018	2019 vs	2017	2016
		Actual	Budget						
January	(Actual)	\$ 4,275	\$ 3,542	\$ 733	20.7%	\$ 3,940	8.5%	\$ 2,687	\$ 4,839
February	(Actual)	3,582	3,178	404	12.7%	2,516	42.4%	2,618	1,857
March	(Actual)	1,504	3,817	(2,313)	-60.6%	2,405	-37.5%	2,843	5,885
April	(Actual)	3,722	5,264	(1,542)	-29.3%	5,159	-27.9%	5,721	6,205
May	(Actual)	5,614	6,185	(571)	-9.2%	4,869	15.3%	6,373	9,675
June	(Actual)	3,212	6,506	(3,294)	-50.6%	4,982	-35.5%	6,322	10,632
July	(ACTUAL)	11,052	6,609	4,443	67.2%	7,935	39.3%	6,925	7,786
August	(Projected)	6,759	7,197	(439)	-6.1%	11,213	-39.7%	10,360	7,815
September	(Projected)	6,085	6,480	(395)	-6.1%	5,023	21.1%	9,049	7,463
October	(Projected)	5,041	5,368	(327)	-6.1%	5,591	-9.8%	5,560	5,076
November	(Projected)	4,197	4,469	(272)	-6.1%	3,028	38.6%	5,967	4,755
December	(Projected)	3,358	3,576	(218)	-6.1%	554	506.1%	1,237	5,917
Total		\$ 58,399	\$ 62,191	\$ (3,792)	-6.1%	\$ 57,215	2.1%	\$ 65,662	\$ 77,905
YTD Net Revenues		\$ 32,961	\$ 35,100	\$ (2,139)	-6.1%	\$ 31,806	3.6%	\$ 33,489	\$ 46,879

Albany International Airport Commercial Av Gas Retail Sales For the seven months ended July 31

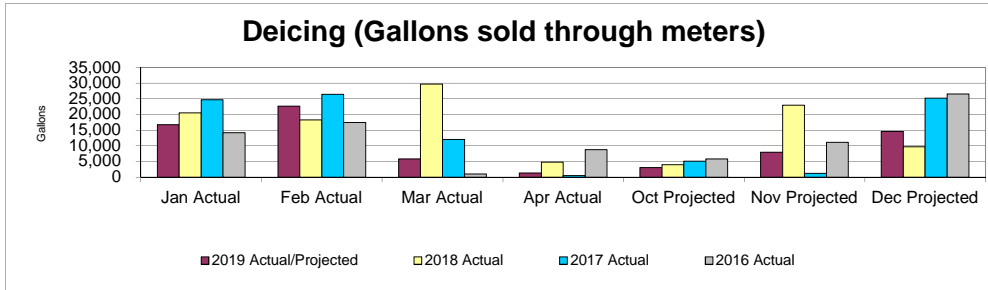


Commercial AvGas Gallons		2019	2019 Budget	# Variance	% Variance	2018	2019 vs 2018	2017	2016
January	(Actual)	7,400	5,765	1,635	28.4%	8,683	-14.8%	12,793	13,548
February	(Actual)	7,277	4,294	2,983	69.5%	6,467	12.5%	11,347	12,560
March	(Actual)	8,377	4,632	3,745	80.8%	6,977	20.1%	13,639	13,080
April	(Actual)	8,127	4,698	3,429	73.0%	7,076	14.9%	10,817	13,340
May	(Actual)	1,012	6,281	(5,269)	-83.9%	9,460	-89.3%	7,402	14,577
June	(Actual)	562	5,399	(4,837)	-89.6%	8,132	-93.1%	7,834	13,001
July	(ACTUAL)	884	5,358	(4,474)	-83.5%	8,070	-89.0%	7,875	8,754
August	(Projected)	5,327	5,769	(442)	-7.7%	8,689	-38.7%	7,506	9,604
September	(Projected)	4,944	5,354	(410)	-7.7%	8,064	-38.7%	7,594	13,774
October	(Projected)	5,129	5,555	(425)	-7.7%	8,366	-38.7%	7,743	14,650
November	(Projected)	4,641	5,026	(385)	-7.7%	7,569	-38.7%	7,820	12,715
December	(Projected)	5,123	5,548	(425)	-7.7%	8,356	-38.7%	7,223	12,983
Total		58,804	63,680	(4,876)	-7.7%	95,909	-38.7%	109,593	152,586
YTD Gallons		33,639	36,428	(2,789)	-7.7%	54,865	-38.7%	71,707	88,860

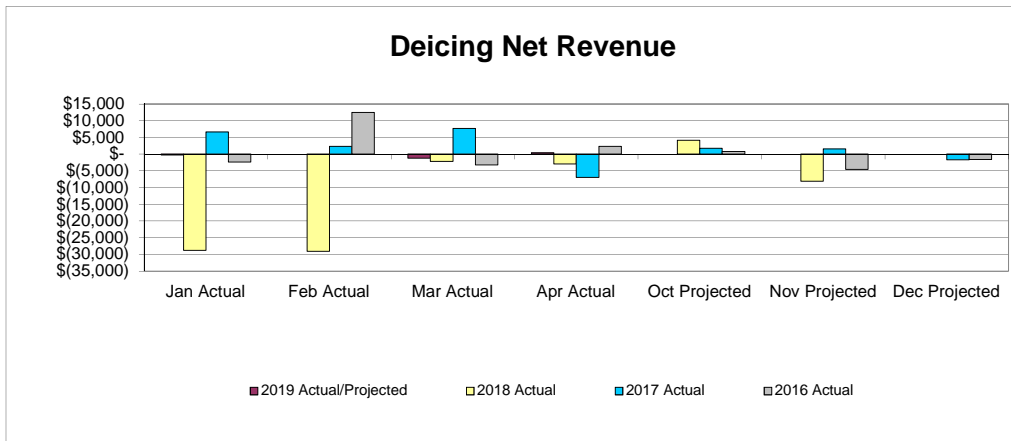


Commercial AvGas Net Revenue		2019	2019 Budget	# Variance	% Variance	2018	2019 vs 2018	2017	2016
January	(Actual)	\$ 3,154	\$ 2,133	\$ 1,021	47.9%	\$ 3,965	-20.5%	\$ 4,805	\$ 5,974
February	(Actual)	3,005	1,589	1,416	89.1%	2,165	38.8%	4,625	4,003
March	(Actual)	3,593	1,714	1,879	109.6%	2,981	20.5%	4,706	5,277
April	(Actual)	3,497	1,738	1,759	101.2%	2,564	36.4%	4,016	5,040
May	(Actual)	393	2,324	(1,931)	-83.1%	3,889	-89.9%	2,780	5,548
June	(Actual)	161	1,998	(1,837)	-91.9%	3,168	-94.9%	2,619	4,822
July	(ACTUAL)	1,497	1,983	(486)	-24.5%	3,315	-54.8%	3,229	2,817
August	(Projected)	2,423	2,135	288	13.5%	3,242	-25.3%	2,825	3,970
September	(Projected)	2,249	1,981	268	13.5%	2,933	-23.3%	3,443	5,271
October	(Projected)	2,333	2,055	278	13.5%	3,372	-30.8%	2,860	4,476
November	(Projected)	2,111	1,859	251	13.5%	2,369	-10.9%	2,831	4,165
December	(Projected)	2,330	2,053	277	13.5%	2,008	16.0%	2,668	5,293
Total		\$ 26,746	\$ 23,562	\$ 3,184	13.5%	\$ 35,971	-25.6%	\$ 41,407	\$ 56,656
YTD Net Revenues		\$ 15,300	\$ 13,479	\$ 1,821	13.5%	\$ 22,047	-30.6%	\$ 26,780	\$ 33,481

**Albany International Airport
FBO Deicing Sales Consortium
For the seven months ended July 31**

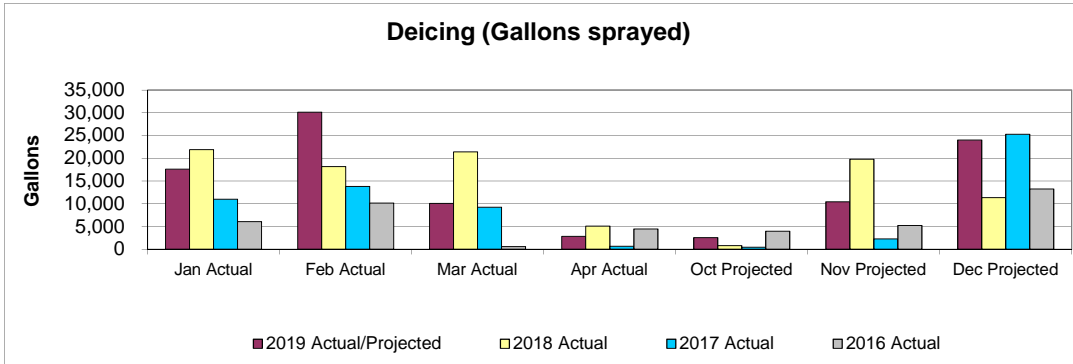


Deicing gallons sold through meters		2019	2019	#	%	2019	2019 vs	2017	2016
		2019	Budget	Variance	Variance	2018	2018	2017	2016
January	(Actual)	16,742	20,776	(4,034)	-19.4%	20,525	-18.4%	24,685	14,145
February	(Actual)	22,642	25,024	(2,382)	-9.5%	18,289	23.8%	26,437	17,437
March	(Actual)	5,746	13,494	(7,748)	-57.4%	29,689	-80.6%	11,991	981
April	(Actual)	1,282	3,259	(1,977)	-60.7%	4,758	-73.1%	530	8,786
October	(Projected)	3,033	4,088	(1,055)	-25.8%	3,917	-22.6%	5,049	5,767
November	(Projected)	7,974	10,747	(2,773)	-25.8%	22,905	-65.2%	1,184	11,114
December	(Projected)	14,552	19,613	(5,061)	-25.8%	9,627	51.2%	25,203	26,507
Total		71,971	97,000	(25,029)	-25.8%	109,710	-34.4%	95,079	84,737
YTD Gallons		46,412	62,552	(16,140)	-25.8%	73,261	-36.6%	63,643	41,349

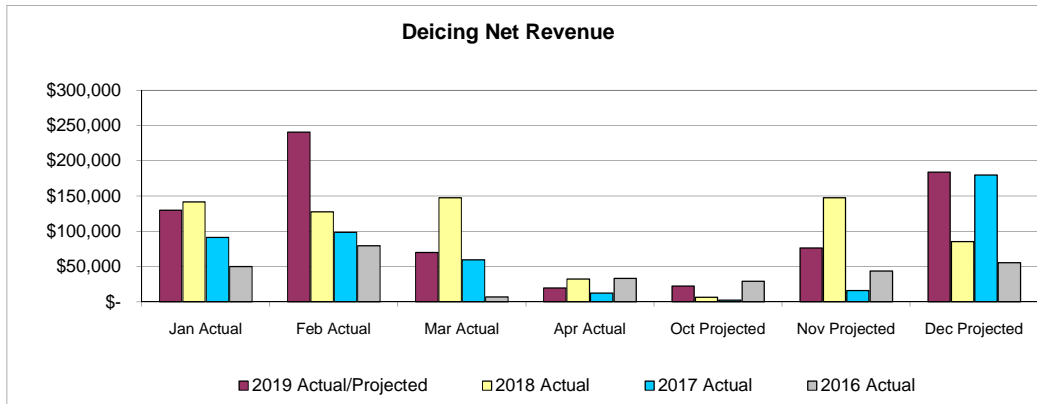


Deicing gallons sold through meters Net Revenue		2019	2019	#	%	2019	2019 vs	2017	2016
		2019	Budget	Variance	Variance	2018	2018	2017	2016
January	(Actual)	\$ (276)	0	-276	100.0%	\$ (28,775)	-99.0%	\$ 6,670	\$(2,395)
February	(Actual)	0	0	0	0.0%	\$(29,046)	-100.0%	2,322	12,514
March	(Actual)	\$(1,247)	0	-1,247	0.0%	\$(2,171)	-42.6%	7,706	\$(3,199)
April	(Actual)	378	0	378	0.0%	\$(2,912)	0.0%	6,980	2,292
October	(Projected)	0	0	0	0.0%	4,102	-100.0%	1,749	778
November	(Projected)	0	0	0	0.0%	\$(8,081)	-100.0%	1,574	\$(4,603)
December	(Projected)	0	0	0	0.0%	0	0.0%	\$(1,730)	\$(1,648)
Total		\$(1,145)	0	\$(1,145)	100.0%	\$(66,883)	-98.3%	\$ 11,311	\$ 3,739
YTD Net Revenues		\$ (1,145)	\$ -	\$(1,145)	100.0%	\$(62,904)	-98.2%	\$ 9,718	\$ 9,212

**Albany International Airport
FBO Deicing Sales Sprayed
For the seven months ended July 31**

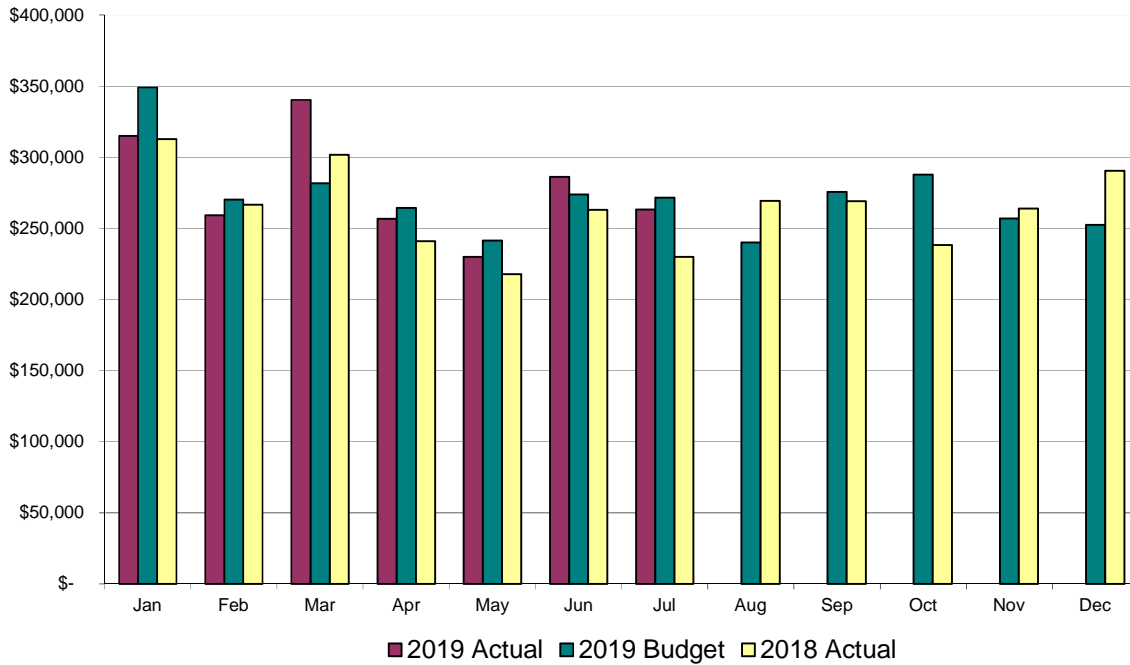


Deicing gallons sprayed		2019	2019 Budget	# Variance	% Variance	2018	2019 vs 2018	2017	2016
January	(Actual)	17,624	12,057	5,567	46.2%	21,867	-19.4%	10,964	6,053
February	(Actual)	30,117	13,908	16,209	116.5%	18,176	65.7%	13,776	10,149
March	(Actual)	10,043	8,511	1,532	18.0%	21,401	-53.1%	9,246	551
April	(Actual)	2,846	2,471	375	15.2%	5,064	-43.8%	675	4,433
October	(Projected)	2,565	1,563	1,002	64.1%	772	232.3%	431	3,928
November	(Projected)	10,430	6,356	4,074	64.1%	19,799	-47.3%	2,231	5,209
December	(Projected)	24,014	14,634	9,380	64.1%	11,339	111.8%	25,237	13,260
Total		97,639	59,500	38,139	64.1%	98,418	-0.8%	62,560	43,583
YTD Gallons		60,630	36,947	23,683	64.1%	66,508	-8.8%	34,661	21,186



Deicing gallons sprayed Net Revenue		2019	2019 Budget	# Variance	% Variance	2018	2019 vs 2018	2017	2016
January	(Actual)	\$ 129,840	\$ 69,385	\$ 60,455	87.1%	\$ 141,663	-8.3%	\$ 91,123	\$ 49,782
February	(Actual)	240,751	81,868	158,883	194.1%	127,744	88.5%	98,604	79,410
March	(Actual)	70,039	49,120	20,919	42.6%	147,445	-52.5%	59,441	6,732
April	(Actual)	19,740	13,882	5,858	42.2%	32,128	-38.6%	12,121	33,181
October	(Projected)	22,190	10,327	11,863	114.9%	6,556	238.5%	2,237	28,882
November	(Projected)	76,514	35,609	40,905	114.9%	147,769	-48.2%	16,093	43,735
December	(Projected)	183,835	85,556	98,279	114.9%	85,365	115.4%	179,788	55,253
Total		742,909	\$ 345,747	\$ 397,162	114.9%	\$ 688,670	7.9%	\$ 459,407	\$ 296,975
YTD Net Revenues		\$ 460,370	\$ 214,254	\$ 246,116	114.9%	\$ 448,980	2.5%	\$ 261,289	\$ 169,105

Albany International Airport FBO Operating and Maintenance Expenses For the seven months ended July 31



YTD Expenses	2019 Actual	2019 Budget	2018 Actual
Personal Services			
Salaries	\$ 724,701	\$ 734,966	\$ 695,594
Overtime	146,275	103,386	126,646
Total Personal Services	870,976	838,352	822,240
Employee Benefits	328,182	345,246	287,425
Utilities & Communications	54,760	62,687	60,091
Purchased Services	347,594	352,175	332,180
Material & Supplies			
Buildings	39,893	48,079	54,139
Grounds	14,298	13,492	8,852
Vehicles	181,686	160,584	127,578
Total Materials & Supplies	235,877	222,155	190,569
Administration	113,541	132,002	140,618
Non-Capital Equipment	-	-	-
Total Expenses	\$ 1,950,930	\$ 1,952,619	\$ 1,833,121

	2019 Actual	2019 Budget	2018 Actual
January	\$ 315,065	\$ 349,105	\$ 312,720
February	259,182	270,382	266,639
March	340,320	281,675	301,868
April	256,693	264,505	241,095
May	230,092	241,383	217,740
June	286,279	273,886	263,094
July	263,299	271,679	229,965
August	-	240,138	269,334
September	-	275,642	269,166
October	-	287,887	238,330
November	-	257,095	263,932
December	-	252,395	290,514
Total	\$ 1,950,930	\$ 3,265,772	\$ 3,164,397

YTD \$ 1,950,930 \$ 1,952,615 \$ 1,833,121

ALBANY COUNTY AIRPORT AUTHORITY
Detail of FBO/Million Air Departments
For the Seven Months Ending Wednesday, July 31, 2019

	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
EXPENSES							
Personal Services							
11000 Salaries	\$1,273,941	\$97,995	\$96,906	\$1,089	\$734,966	\$724,701	\$10,265
12010 Overtime 1.5	175,277	18,514	21,648	(3,134)	103,386	146,275	(42,890)
Total Personal Services	1,449,218	116,510	118,555	(2,045)	838,352	870,976	(32,624)
Employee Benefits							
21000 Social Security	110,866	10,116	8,819	1,298	65,910	64,676	1,233
22000 Health Insurance	410,237	34,186	32,774	1,412	239,305	234,918	4,387
24000 Medical Exams	1,500	125	0	125	875	1,335	(460)
25000 Uniforms & Laundry	6,650	554	447	107	3,879	2,719	1,160
25005 Uniform Purchases	11,500	958	1,430	(472)	6,708	7,730	(1,021)
26010 Disability Insurance	3,470	289	(353)	642	2,024	315	1,709
26020 Unemployment Insurance	19,910	321	85	236	18,490	5,978	12,511
29001 Airport & FBO 401K	13,967	1,220	1,501	(282)	8,054	10,509	(2,455)
Total Employee Benefits	578,100	47,769	44,704	3,066	345,246	328,182	17,064
Utilities & Communications							
31000 Electric	53,000	4,108	3,531	577	31,473	27,674	3,799
33000 Natural Gas	33,000	209	76	133	26,991	21,054	5,937
35000 Water	1,400	0	0	0	700	514	186
36010 Telephone Charges-Local	550	46	33	13	321	191	129
36011 Tele Chg-Long Dist	650	54	29	25	379	187	192
36033 Wireless	2,414	201	0	201	1,408	1,201	207
36035 Radio Communications	400	0	0	0	400	397	3
36060 Cable Television	1,740	145	0	145	1,015	3,543	(2,528)
Total Utilities & Communications	93,154	4,763	3,669	1,095	62,687	54,760	7,927
PURCHASED SERVICES							
Insurance							
42010 Airport Liability Insurance	120,868	25,665	21,086	4,579	90,012	99,178	(9,167)
42041 Environmental Liability	7,642	0	0	0	7,642	0	7,642
42060 Property Insurance	52,017	1,228	1,461	(233)	49,562	51,769	(2,208)
42095 Insurance Claims	20,000	1,667	0	1,667	11,667	0	11,667
Total Insurance	200,527	28,560	22,547	6,013	158,882	150,947	7,935
Janitorial							
45010 Refuse Removal Services	3,000	250	220	30	1,750	1,542	208
Total Janitorial	3,000	250	220	30	1,750	1,542	208
Public Communications							
46010 Public Relations	42,000	3,500	3,500	0	24,500	38,113	(13,613)
Total Public Communications	42,000	3,500	3,500	0	24,500	38,113	(13,613)
Professional Services							
49020 Engineering Services	0	0	0	0	0	1,940	(1,940)
49040 Professional Management	280,000	25,350	26,589	(1,239)	167,043	155,053	11,990
Total Professional Services	280,000	25,350	26,589	(1,239)	167,043	156,992	10,050
Total Purchased Services	525,527	57,660	52,856	4,804	352,175	347,594	4,581

ALBANY COUNTY AIRPORT AUTHORITY
Detail of FBO/Million Air Departments
For the Seven Months Ending Wednesday, July 31, 2019

	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
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MATERIALS & SUPPLIES

FBO

51101	Fuel Costs - Jet A	3,383,148	350,992	328,990	22,002	1,910,338	1,737,629	172,709
51102	Fuel Discounts - Jet A	350,000	36,311	42,887	(6,576)	197,632	212,050	(14,418)
51103	Fuel Costs - AvGas	208,635	22,172	27,072	(4,900)	117,755	136,728	(18,974)
51104	Fuel Discount - AvGas	4,000	425	446	(21)	2,258	2,313	(55)
51108	Fuel Costs - Comm AvGas	233,069	19,611	1,975	17,636	133,328	111,915	21,413
51105	Fuel Costs - Auto Gas	78,000	3,120	4,308	(1,188)	48,215	49,403	(1,188)
51107	Fuel Costs - Diesel	200,000	11,652	10,096	1,556	117,189	97,095	20,094
51110	Deicing Type I - Sprayed	344,414	0	0	0	213,171	203,440	9,730
51111	Deicing Type I - Consortium	505,500	0	0	0	328,041	260,932	67,108
51112	Deicing Type IV - Sprayed	44,759	0	0	0	28,614	47,933	(19,319)
51113	Deicing Type IV - Consortium	137,720	0	0	0	86,899	49,260	37,639
51120	Catering	1,000	83	0	83	583	0	583
51125	Oil	3,000	250	0	250	1,750	885	865
51126	TKS	1,000	83	0	83	583	1,028	(444)
	Total FBO	5,494,246	444,701	415,774	28,926	3,186,356	2,910,611	275,744

Buildings

52010	Alarm & PA Systems	6,200	517	0	517	3,617	(2,672)	6,289
52031	Electrical Repairs & Supplies	10,000	833	2,144	(1,311)	5,833	6,282	(449)
52032	Elevator Repairs & Supplies	5,000	417	288	129	2,917	3,526	(609)
52033	HVAC	10,500	875	2,742	(1,867)	6,125	11,161	(5,036)
52034	Roof	5,500	458	0	458	3,208	559	2,649
52035	Plumbing Repairs & Supplies	3,500	292	0	292	2,042	5,433	(3,391)
52036	Automatic Door Repairs	4,000	333	0	333	2,333	0	2,333
52037	Pest Control	744	62	62	0	434	434	0
52060	Building Maintenance	27,000	2,250	405	1,845	15,750	6,799	8,951
52062	Janitorial Supplies	5,000	417	800	(383)	2,917	6,306	(3,389)
52063	Window Washing	4,477	373	2,066	(1,693)	2,612	2,066	545
52080	Sign Expense	500	42	0	42	292	0	292
	Total Buildings	82,421	6,868	8,508	(1,639)	48,079	39,893	8,186

Grounds

53010	Landscaping	500	100	0	100	300	0	300
53030	Pavement Repairs	500	100	0	100	300	0	300
53040	Sign Expense	100	8	0	8	58	0	58
53070	Hazardous Waste Mgmt	10,000	833	0	833	5,833	0	5,833
53078	Liquid Waste Disposal	12,000	1,000	2,509	(1,509)	7,000	14,298	(7,298)
	Total Grounds	23,100	2,042	2,509	(467)	13,492	14,298	(807)

Vehicles

54010	Gasoline	10,000	505	652	(146)	5,413	6,453	(1,040)
54011	Diesel Fuel	64,000	4,315	4,418	(103)	39,158	43,124	(3,966)
54013	Vehicle / Equipment Tires	10,500	875	887	(12)	6,125	6,984	(859)
54021	Vehicle Repair & Maintenance	1,500	125	0	125	875	150	725
54022	Vehicle Communication Equip	2,000	167	813	(646)	1,167	813	354
54030	General Equip Repair & Maint	57,500	4,792	0	4,792	33,542	36,987	(3,445)
54031	Quality Control Testing Equip	15,000	1,250	152	1,098	8,750	2,465	6,285
54040	Heavy Equipment Maint	125,000	4,285	4,307	(22)	61,764	80,791	(19,027)
54070	Vehicle Shop Tools & Supplies	6,500	542	1,069	(527)	3,792	3,920	(129)
	Total Vehicles	292,000	16,856	12,297	4,559	160,584	181,686	(21,102)

ALBANY COUNTY AIRPORT AUTHORITY
 Detail of FBO/Million Air Departments
 For the Seven Months Ending Wednesday, July 31, 2019

	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
Total Material & Supplies	5,891,767	470,467	439,088	31,379	3,408,511	3,146,488	262,022
Office							
55010 Office Equipment Rental	1,912	159	170	(11)	1,115	407	708
55012 Office Equipment Serv Agrmnt	600	0	360	(360)	0	360	(360)
55013 Office Equipment Repairs	100	8	0	8	58	0	58
55014 Computer System Supplies	6,250	521	0	521	3,646	0	3,646
55015 Hardware/Software Maint	8,390	699	0	699	4,894	3,793	1,101
55016 Computer Equipment	650	54	644	(590)	379	644	(265)
55020 Office Furniture & Fixtures	2,000	167	0	167	1,167	0	1,167
55030 Printed Forms / Letterhead	1,000	83	0	83	583	0	583
55032 Printing Outside Services	300	25	0	25	175	294	(119)
55041 Express Mail	250	21	0	21	146	0	146
55060 Office Supplies	5,000	417	51	366	2,917	2,332	585
55070 Payroll Services	18,000	1,397	1,522	(125)	10,511	11,400	(888)
Total Office	44,452	3,552	2,747	805	25,592	19,230	6,361
Administration							
66000 Dues & Subscriptions	17,300	0	325	(325)	16,441	15,052	1,389
66010 AvPorts/MA Training & Travel	11,500	958	1,100	(142)	6,708	1,862	4,846
66013 Function Refreshments	1,000	83	0	83	583	0	583
66015 Incentives	43,000	3,457	4,159	(702)	22,904	23,119	(216)
66031 Economic Development	1,000	83	0	83	583	0	583
66060 Credit Card Service Charges	104,000	11,077	11,872	(795)	59,190	54,277	4,913
Total Administration	177,800	15,659	17,456	(1,797)	106,410	94,311	12,099
Total Expenses	8,760,018	716,380	679,074	37,306	5,138,971	4,861,541	277,430
Total Exp & Non Cap Equip.	<u>8,760,018</u>	<u>716,380</u>	<u>679,074</u>	<u>37,306</u>	<u>5,138,971</u>	<u>4,861,541</u>	<u>277,430</u>

Albany International Airport
Employee Count 2019

	Budget	As of	As of	As of	As of	As of	As of	As of	As of	As of	As of	As of	As of	Variance
	2019	Jan 31, 19	Feb 28, 19	Mar 31, 19	Apr 30, 19	May 31, 19	Jun 30, 19	Jul 31, 19	Aug 31, 19	Sep 30, 19	Oct 31, 19	Nov 30, 19	Dec 31, 19	Budget vs.
														Jul 31, 19
<u>FBO MANAGEMENT - MILLION AIR:</u>														
Commercial														
Fuel Farm Technician	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00						0.00
Line Service Technician	9.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00						-1.00
Fuel Farm /Facility Manager	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00						0.00
General Aviation														
Line Service Technician	15.00	16.00	15.00	14.00	15.00	16.00	17.00	17.00						2.00
Facilities Maintenance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00						0.00
Customer Service Representative	5.00	5.00	5.00	5.00	5.00	5.00	6.00	6.00						1.00
Administration														
General Manager	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00						0.00
LSM-GA Trainer	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00						0.00
Operations Supervisors/PM	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00						0.00
Total Million Air Positions	35.00	35.00	34.00	33.00	34.00	35.00	37.00	37.00	0.00	0.00	0.00	0.00	0.00	2.00

Personnel Services & Benefits

For the seven months ended July 31, 2019

	Million Air		
	Year to Date Budget	Year to Date Actual	Variance
Personnel Services			
Regular - Salaries	\$ 643,028	\$ 643,919	\$ (891)
Holiday Pay	-	-	-
Other Dollars/Funeral/Jury/Retro	39,614	31,113	8,501
Shift Premium	3,591	3,571	20
Lead Pay	1,123	2,212	(1,089)
Sick Pay	12,172	12,638	(466)
Personal Pay	18,869	15,317	3,552
Vacation Pay	16,570	15,931	639
Sub Total	734,966	724,701	10,265
Overtime	103,386	146,275	(42,889)
Double Time Pay	-	-	-
Total	838,352	870,976	(32,624)
Employee Benefits			
Social Security & Medicare	65,910	64,676	1,234
Federal Unemployment Tax	3,785	1,555	2,230
NYS Unemployment	14,705	4,423	10,282
Workers Compensation	-	-	-
401 (K) Plan Match	8,054	10,509	(2,455)
Health & Dental Insurance	267,233	261,541	5,692
Employee Benefits Deductions	(27,928)	(26,623)	(1,305)
Disability/Life Insurance	2,024	315	1,709
Total	333,783	316,396	17,387
Total Salaries and Benefits	\$ 1,172,135	\$ 1,187,372	\$ (15,237)

Albany International Airport 2019 FBO Performance Measurements For the seven months ended July 31

Commercial Aviation Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Number of accidents/incidents	5	1	4	0	2
Number of airline delays counted against MA	14	14	36	0	12
Into-plane gallons pumped	18,602,032	19,495,122	21,013,458	20,590,563	13,007,638
Number of Audits performed by Airlines/ Quality Control-Employee Training Records	25	28	31	5	15
Number of non-compliance items reported in Airline Audits	10	9	6	4	12
AvGas fuel sales commercial	152,586	109,593	95,909	63,680	33,639
Deicing gallons pumped	128,320	157,039	208,128	156,500	106,042
Workers' compensation cases	4	0	0	0	0
Employees who have completed Safety Programs	20	55	60	15	32
Quality control audits at the Fuel Farm (less the better)	13	25	17	5	11
Completed monthly training programs	12	12	12	12	10
Monthly survey of airlines	100%	100%	100%	100%	100%
Overtime/Personnel Services (%)	13.3%	14.3%	13.9%	10.7%	13.1%

General Aviation Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
AvGas fuel sales (gallons)	69,156	62,710	51,534	52,953	34,296
Jet A fuel sales (gallons)	1,031,066	996,302	1,158,694	1,199,698	665,674
Number of international flights	517	456	426	500	276
General Aviation Aircraft customer transactions	7,392	6,931	7,479	7,687	4,236
Number of Aircraft Arrivals	7,349	7,260	7,822	8,000	4,224
Number of Aircraft fueled	5,958	6,307	5,833	6,000	3,528
Number of ramp fees collected	2,102	1,743	2,071	2,200	1,201
Number of landing fees collected	4,147	3,637	3,682	3,800	2,279
Employees who completed the NATA Safety 1st Program	20	9	21	20	5
Employees who completed all Safety Programs	15	54	79	14	34
Property Accidents	5	0	2	0	0
Quarterly reports from monthly safety meetings	100%	100%	100%	100%	100%
Overtime/Personnel Services (%)	16.4%	17.6%	20.7%	16.6%	23.2%

Million Air's Administrative Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Million Air's total full time employment equivalents	33	36	32	35.0	37.0
Total Million Air overtime	13.0%	13.9%	15.5%	12.1%	16.8%
Number of marketing events attended	1	2	3	4	0
Number of based tenants	15	18	16	16	17
Employee turnover annum	30%	16%	25%	10%	6%
Workers' compensation cases	2	3	1	0	0
Number of customers gained (prior year comparison)	6%	-6%	8%	1%	0%
Overtime/Personnel Services (%)	0.0%	0.0%	0.0%	0.0%	0.0%

**** UNAUDITED - FOR INTERNAL REVIEW****



Authority Operations

Albany County Airport Authority
Expense Summary

	2018	July 2019				July 2018 Actual	2019 Actual/ Prior Year Variance %
	Adopted FY Budget	Budget YTD	Actual YTD	Variance YTD	Variance %		
EXPENSES BY CATEGORY							
Personal Services	\$ 1,976,885	\$ 1,153,183	\$ 1,149,032	\$ 4,151	0.36%	\$ 1,126,653	-1.99%
Employee Benefits	1,396,127	820,418	787,385	33,034	4.03%	778,222	-1.18%
Utilities & Communications	92,918	56,906	51,198	5,708	10.03%	53,317	3.97%
Purchased Services							
Accounting & Auditing	61,000	48,501	103,761	(55,260)	-113.94%	49,427	-109.93%
Insurance	337,994	330,437	345,682	(15,245)	-4.61%	331,586	-4.25%
Legal Services	50,000	29,167	10,798	18,369	62.98%	55,841	80.66%
Janitorial	17,063	9,844	9,451	393	3.99%	9,802	3.58%
Public Communications	414,954	242,057	104,626	137,430	56.78%	110,653	5.45%
Special Studies	35,000	20,417	25,500	(5,083)	-24.90%	25,907	1.57%
Professional Services	101,160	59,010	67,731	(8,721)	100.00%	51,375	-31.84%
Total Purchased Services	1,017,171	739,433	667,549	71,883	9.72%	634,591	-5.19%
Material & Supplies							
Buildings	31,263	18,237	14,839	3,398	18.63%	10,592	-40.10%
Grounds	500	300	0	300	100.00%	104	100.00%
Total Material & Supplies	31,763	18,537	14,839	3,698	19.95%	10,696	-38.73%
Office	220,506	137,049	141,770	(4,721)	-3.44%	127,640	-11.07%
Administration	127,020	82,799	82,468	331	0.40%	70,153	-17.55%
Total Expenses	\$ 4,862,390	\$ 3,008,325	\$ 2,894,241	\$ 114,084	3.79%	\$ 2,801,272	-3.32%

ALBANY COUNTY AIRPORT AUTHORITY
 ACAA
 For the Seven Months Ending Wednesday, July 31, 2019

	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
EXPENSES							
Personal Services							
11000 Salaries	\$1,976,885	\$164,740	\$164,683	\$58	\$1,153,183	\$1,133,989	\$19,194
12010 Overtime 1.5	0	0	0	0	0	47	(47)
13000 Temporary Help	0	0	0	0	0	14,996	(14,996)
Total Personal Services	1,976,885	164,740	164,683	58	1,153,183	1,149,032	4,151
Employee Benefits							
21000 Social Security	151,803	13,530	12,457	1,073	93,104	85,764	7,340
22000 Health Insurance	598,427	49,869	43,247	6,622	349,082	318,867	30,216
22105 OPEB	325,000	27,083	27,083	0	189,583	189,583	0
22200 Health-Dental	45,232	3,769	3,424	346	26,385	23,966	2,419
22300 Health-Vision	6,643	554	516	37	3,875	3,615	261
23000 Health - AFLAC	7,560	630	606	24	4,410	4,196	214
24010 EAP Program	970	0	0	0	792	791	1
24015 Smoking Cessation Class	1,200	100	0	100	700	0	700
26010 Disability Insurance	644	54	0	54	376	171	204
26020 Unemployment Insurance	3,259	44	26	18	3,133	2,384	750
26030 Workers Compensation	4,812	401	(72)	473	2,807	6,256	(3,449)
29000 NYS Retirement	250,577	20,881	21,700	(818)	146,170	151,792	(5,622)
Total Employee Benefits	1,396,127	116,915	108,987	7,928	820,418	787,385	33,034
Utilities & Communications							
31000 Electric	23,000	1,421	1,667	(247)	14,714	10,879	3,835
33000 Natural Gas	5,500	34	43	(9)	4,615	4,449	166
36010 Telephone Charges-Local	5,500	458	409	49	3,208	2,883	325
36011 Tele Chg-Long Dist	1,500	125	556	(431)	875	2,409	(1,534)
36015 Telephones-Monthly Service	15,000	1,250	1,291	(41)	8,750	7,456	1,294
36016 Telephones-Monthly Usage	1,500	125	146	(21)	875	2,030	(1,155)
36020 Telephone Repairs	23,585	1,965	0	1,965	13,758	10,911	2,846
36032 Internet Access	17,100	1,425	1,437	(12)	9,975	10,059	(84)
36060 Cable Television	233	19	20	(1)	136	122	14
Total Utilities & Communications	92,918	6,823	5,569	1,254	56,906	51,198	5,708
PURCHASED SERVICES							
Accounting & Auditing							
41010 Financial Services	55,000	2,857	21,705	(18,848)	42,501	98,439	(55,937)
41020 Rates & Charges	6,000	0	0	0	6,000	5,322	678
Total Accounting & Auditing	61,000	2,857	21,705	(18,848)	48,501	103,761	(55,260)
Insurance							
42010 Airport Liability Insurance	227,168	0	0	0	227,168	227,186	(18)
42041 Environmental Liability	38,705	0	0	0	38,705	38,705	0
42060 Property Insurance	2,027	166	197	(31)	1,695	1,994	(298)
42065 Crime Insurance	2,397	0	0	0	2,397	6,577	(4,180)
42090 Fiduciary Insurance	1,272	0	0	0	0	0	0
42070 Public Official Liability	24,519	0	0	0	24,519	25,061	(542)
42080 Cyber Liability	11,906	0	11,087	(11,087)	5,953	16,160	(10,207)
42093 Agency Fee	30,000	0	0	0	30,000	30,000	0
Total Insurance	337,994	166	11,284	(11,118)	330,437	345,682	(15,245)

ALBANY COUNTY AIRPORT AUTHORITY
 ACAA
 For the Seven Months Ending Wednesday, July 31, 2019

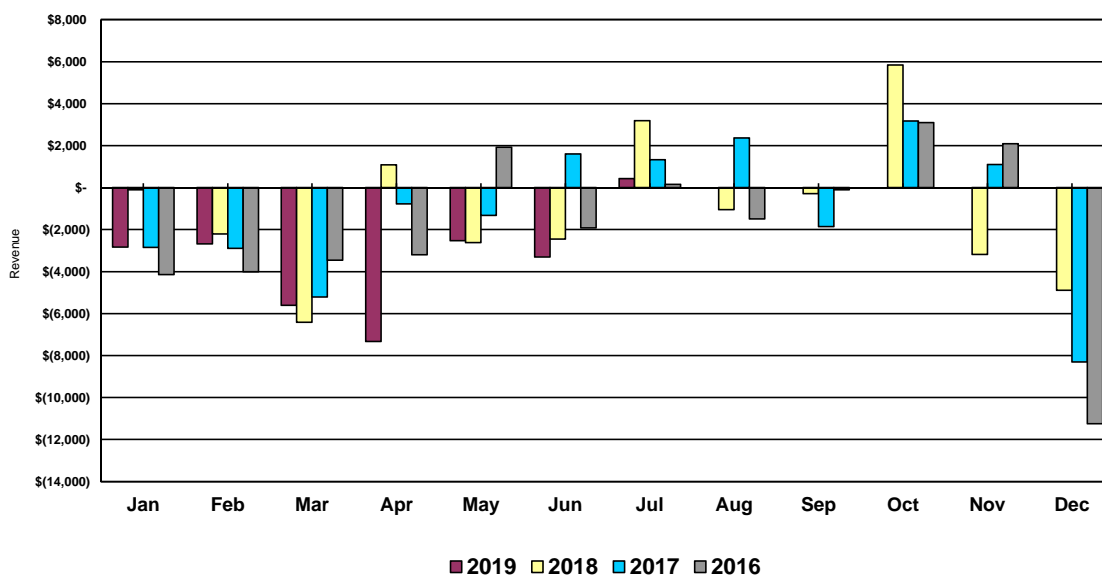
	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
Legal							
43000 Legal Services	50,000	4,167	3,110	1,056	29,167	10,798	18,369
Total Legal	50,000	4,167	3,110	1,056	29,167	10,798	18,369
Janitorial							
45000 Janitorial Services	17,063	1,313	1,350	(38)	9,844	9,451	393
Total Janitorial	17,063	1,313	1,350	(38)	9,844	9,451	393
Public Communications							
46010 Public Relations	85,389	7,116	11,144	(4,028)	49,810	69,133	(19,322)
46015 Advertising	329,565	27,464	3,385	24,079	192,246	35,494	156,753
Total Public Communications	414,954	34,580	14,529	20,051	242,057	104,626	137,430
Studies							
47000 Special Studies	35,000	2,917	15,200	(12,283)	20,417	25,500	(5,083)
Total Studies	35,000	2,917	15,200	(12,283)	20,417	25,500	(5,083)
Professional Services							
49005 Appraisal	5,000	417	0	417	2,917	0	2,917
49010 Architectural	30,000	2,500	0	2,500	17,500	0	17,500
49015 Consultant	18,000	1,500	2,813	(1,313)	10,500	23,688	(13,188)
49020 Engineering Services	3,000	250	0	250	1,750	17,700	(15,950)
49060 Code Enforcement	45,160	3,763	3,763	0	26,343	26,343	0
Total Professional Services	101,160	8,430	6,576	1,854	59,010	67,731	(8,721)
Total Purchased Services	1,017,171	54,428	73,754	(19,326)	739,432	667,549	71,883
MATERIALS & SUPPLIES							
Buildings							
52010 Alarm & PA Systems	3,000	250	0	250	1,750	5,285	(3,535)
52031 Electrical Repairs & Supplies	8,000	667	79	588	4,667	1,422	3,245
52032 Elevator Repairs & Supplies	3,000	250	288	(38)	1,750	3,526	(1,776)
52033 HVAC	1,500	125	0	125	875	0	875
52034 Roof	500	42	0	42	292	0	292
52035 Plumbing Repairs & Supplies	1,500	125	0	125	875	770	105
52036 Automatic Door Repairs	500	42	0	42	292	0	292
52037 Pest Control	1,500	125	0	125	875	0	875
52059 Storage Space Rental	7,500	625	0	625	4,375	3,667	708
52060 Building Maintenance	3,000	250	0	250	1,750	169	1,581
52063 Window Washing	1,263	105	0	105	737	0	737
Total Buildings	31,263	2,605	367	2,239	18,237	14,839	3,398
Grounds							
53010 Landscaping	500	100	0	100	300	0	300
Total Grounds	500	100	0	100	300	0	300
Total Material & Supplies	31,763	2,705	367	2,339	18,537	14,839	3,698
Office							
55010 Office Equipment Rental	10,133	844	690	154	5,911	5,791	120
55011 Copy Machine Use	0	0	0	0	0	839	(839)
55012 Office Equipment Serv Agrmnt	3,297	275	287	(12)	1,923	2,109	(186)

ALBANY COUNTY AIRPORT AUTHORITY
 ACAA
 For the Seven Months Ending Wednesday, July 31, 2019

	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
55013 Office Equipment Repairs	500	42	0	42	292	0	292
55014 Computer System Supplies	26,500	2,208	6,170	(3,962)	15,458	12,051	3,408
55015 Hardware/Software Maint	107,356	14,971	8,647	6,324	70,475	79,685	(9,210)
55016 Computer Equipment	10,720	893	3,220	(2,327)	6,253	7,520	(1,267)
55020 Office Furniture & Fixtures	10,000	833	0	833	5,833	778	5,055
55030 Printed Forms / Letterhead	1,000	83	99	(15)	583	202	382
55032 Printing Outside Services	20,000	1,667	610	1,057	11,667	14,171	(2,504)
55040 Postage	8,500	708	1,159	(451)	4,958	5,691	(733)
55041 Express Mail	500	42	38	3	292	339	(48)
55050 Reference Materials	1,000	83	0	83	583	0	583
55060 Office Supplies	15,000	1,250	719	531	8,750	8,112	638
55070 Payroll Services	6,000	398	326	72	4,070	4,481	(412)
Total Office	220,506	24,299	21,966	2,333	137,049	141,770	(4,721)
Administration							
66000 Dues & Subscriptions	18,000	996	757	238	11,274	8,454	2,820
66001 Airport Membership (ACI)	14,000	0	0	0	14,000	14,217	(217)
66002 A.A.A.E. Memberships	550	275	0	275	550	275	275
66003 G.F.O.A.	800	67	0	67	467	780	(313)
66005 NYS Bar Association	670	0	0	0	0	0	0
66006 NY Airport Managers Assoc	5,000	0	0	0	5,000	8,000	(3,000)
66007 Local Chamber Of Commerce	6,000	416	0	416	5,565	5,236	329
66008 Center For Economic Growth	3,000	0	3,000	(3,000)	0	3,000	(3,000)
66011 Authority Travel & Education	500	42	0	42	292	0	292
66012 Authority Mgmt Travel & Educ	20,000	1,667	300	1,367	11,667	5,691	5,976
66013 Function Refreshments	20,000	1,667	845	822	11,667	6,809	4,858
66014 Outside Functions	5,000	417	0	417	2,917	2,828	89
66020 Tuition Reimbursement	0	0	0	0	0	1,946	(1,946)
66030 Advertising - Public Meetings	20,000	1,667	874	793	11,667	14,368	(2,701)
66031 Economic Development	1,000	83	0	83	583	0	583
66060 Credit Card Service Charges	2,500	213	0	213	1,317	1,526	(209)
66062 Bank & Paying Agent Fees	10,000	833	4,229	(3,396)	5,833	9,338	(3,505)
Total Administration	127,020	8,341	10,005	(1,664)	82,799	82,468	331
Total Expenses	4,862,390	378,252	385,331	(7,079)	3,008,324	2,894,240	114,084
83000 Non Capital Equipment	0	0	(598)	598	0	(598)	598
Total Exp & Non Cap Equip.	<u>4,862,390</u>	<u>378,252</u>	<u>384,733</u>	<u>(6,481)</u>	<u>3,008,324</u>	<u>2,893,642</u>	<u>114,682</u>

Albany International Airport Departure Revenue and Expenses 2016 - 2019

Departure Operating Results



	2019 Gross Revenues	2019 Direct Expenses	2019 Operating Results	2018 Gross Revenues	2018 Direct Expenses	2018 Operating Results	2017 Operating Results	2016 Operating Results
YTD Revenues								
Museums	\$64,063	\$37,864	\$26,199	\$71,217	\$40,377	\$30,841	\$37,634	\$29,660
Direct Purchase	48,461	18,398	30,063	55,908	20,443	35,465	30,242	24,442
Salaries	0	77,809	(77,809)	0	72,891	(72,891)	(73,470)	(66,675)
Misc Rev/Exp (*)	646	2,953	(2,307)	291	3,234	(2,943)	(4,521)	(2,075)
Total	\$113,169	\$137,024	(\$23,855)	\$127,417	\$136,945	(\$9,528)	(\$10,114)	(\$14,647)

(*) Supplies, shipping, parking discounts, credit card expenses

	2019 Gross Revenues	2019 Direct Expenses	2019 Operating Results	2018 Gross Revenues	2018 Direct Expenses	2018 Operating Results	2017 Operating Results	2016 Operating Results
January	\$ 10,529	\$ 13,361	\$ (2,832)	\$ 14,604	\$ 14,713	\$ (109)	\$ (2,845)	\$ (4,146)
February	\$ 15,134	\$ 17,818	(2,685)	14,215	16,419	(2,204)	(2,900)	(4,010)
March	16,570	22,177	(5,607)	15,175	21,595	(6,420)	(5,204)	(3,459)
April	13,689	21,018	(7,329)	18,944	17,859	1,085	(769)	(3,193)
May	18,740	21,271	(2,530)	22,284	24,897	(2,613)	(1,320)	1,929
June	16,625	19,924	(3,299)	19,899	22,354	(2,455)	1,602	(1,923)
July	21,882	21,454	428	22,297	19,108	3,188	1,322	154
August				21,174	22,218	(1,044)	2,359	(1,491)
September				19,849	20,137	(288)	(1,863)	(107)
October				24,362	18,519	5,842	3,178	3,092
November				21,398	24,578	(3,180)	1,093	2,089
December				27,917	32,813	(4,896)	(8,310)	(11,250)
Total	\$113,169	\$ 137,024	(\$23,855)	\$ 242,117	\$ 255,211	(\$13,094)	(\$13,658)	(\$22,315)

YTD \$ 113,169 \$ 137,024 \$ (23,855) \$ 242,117 \$ 255,211 \$ (9,528) \$ (10,114) \$ (14,647)

Albany International Airport Departure Operating Summary For the seven months ended July 31

	Total 2019 Budget	This Month		Year to Date		
		Budget	Actual	Budget	Actual	Variance
Revenue						
Museum Shop	\$141,607	13,807.39	\$11,860	\$77,420	\$64,063	(\$13,357)
Direct Buy	113,560	10,825	9,936	60,793	48,461	(12,331)
Shipping	926	72	86	536	396	(140)
Layaway	0	0	0	0	0	0
Miscellaneous	0	0	0	0	0	0
Over/(Short)	0	0	0	0	(0)	(0)
Gift Cert. Redeemed/(Sold)	0	0	0	0	250	250
Total Revenues	\$256,092	\$24,705	\$21,882	\$138,749	\$113,169	(\$25,579)
Expenses						
Salaries and Benefits						
Salaries	\$101,593	\$8,985	\$8,435	\$56,259	\$59,329	-\$3,070
Benefits	31,574	3,161	2,501	18,520	18,480	40
Total Salaries and Benefits	133,166	12,146	10,936	74,779	77,809	(3,030)
Museum Shop	80,751	8,329	6,687	41,438	37,864	3,575
Direct Buy	38,213	1,941	3,563	19,664	18,398	1,266
Shipping	610	72	43	293	230	64
Parking	584	69	47	299	487	(188)
Telephone	156	15	13	88	80	8
Travel/Membership/Donations	285	32	0	285	50	235
Equipment/Repairs/Loss/Supplies	3,345	0	165	2,218	2,106	112
Credit Card Fees	9,362	0	0	0	0	0
Total Expenses	\$266,471	\$22,604	\$21,454	\$139,065	\$137,024	\$2,041
Net Revenues	(\$10,379)	\$2,101	\$428	(\$317)	(\$23,855)	(\$23,538)

Albany International Airport
Employee Count 2019

	Budget 2019	As of Jan 31, 19	As of Feb 28, 19	As of Mar 31, 19	As of Apr 30, 19	As of May 31, 19	As of Jun 30, 19	As of Jul 31, 19	As of Aug 31, 19	As of Sep 30, 19	As of Oct 31, 19	As of Nov 30, 19	As of Dec 31, 19	Variance Budget vs. Jul 31, 19
<u>AUTHORITY</u>														
Administration	23.00	22.00	22.00	22.00	22.00	22.00	22.00	22.00						-1.00
Total Authority Positions	23.00	22.00	22.00	22.00	22.00	22.00	22.00	22.00	0.00	0.00	0.00	0.00	0.00	-1.00
Total Airport Positions	231.00	213.50	215.00	215.00	217.00	218.50	218.75	219.25	0.00	0.00	0.00	0.00	0.00	-11.75

Albany International Airport 2019 ACAA Performance Measurements For the seven months ended July 31

ACAA Performance Measurements						
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual	
ACAA's total full time employment equivalents	22	22	22	23	22	
Community meetings	70	62	86	50	49	
Aviation conferences/meetings	29	30	51	30	24	
Open Accounts Receivable/Total Operating Revenues	4.2%	4.3%	4.0%	3.0%	4.0%	
Open Accounts Payable/Total Operating Expenses	1.9%	1.8%	2.9%	1.6%	2.9%	
SPDES Permit	yes	yes	yes	yes	yes	
FAA: Part 139 Operation Compliance	yes	yes	yes	yes	yes	
Part 77 Airspace Compliance	yes	yes	yes	yes	yes	
Part 150 Noise Program	yes	yes	yes	yes	yes	
Part 121 Air Cargo Carriers	yes	yes	yes	yes	yes	
Update maps & charts of Airport	yes	yes	yes	yes	yes	
Landside building rent increase/(decrease) from previous year	8%	2%	1%	10%	10%	
T Hangar rent increase/(decrease) from previous year	-3%	1%	4%	-2%	9%	
Tie Down rent increase/(decrease) from previous year	-6%	26%	2%	0%	2%	
Landside land rent increase/(decrease) from previous year	4%	14%	2%	0%	6%	
DBE Participation for construction/engineer contractors	9%	9%	7%	7%	7%	
MWBE Participation for construction/engineer contractors	30%	30%	30%	20%	30%	
Minority Representation in the Workforce-Concessions						
HMS Host	28%	29%	38%	30%	35%	
Paradies	37%	43%	54%	38%	62%	
Dunkin Donuts	33%	44%	48%	50%	53%	
OHM (New concessionaire as of March 2018)	N/A	N/A	33%	20%	71%	
Terminal Survey Results (average, 5 being the highest)	N/A	N/A	4.8	5.0	4.6	
Ambassador Program-hours volunteered	15,879	15,827	14,963	15,000	7,064	N/A for July
Ambassador assistance - landside	66,111	120,038	21,750	20,000	18,981	N/A for July
Ambassador assistance - airside	31,768	29,670	27,568	30,000	12,837	N/A for July
Canine assistance-landside (new for 2015)	45,294	93,060	80,333	80,000	35,094	N/A for July
Canine assistance-airside (new for 2015)	6,442	7,024	4,375	5,000	1,726	N/A for July
Concession revenue increase from previous year	3.7%	7.0%	2.4%	1.3%	6.5%	
Business Center Visitors (new for 2017)	1278	2670	3275	3,500	1822	N/A for July
Community tours	33	44	30	40	13	N/A for July

**** UNAUDITED - FOR INTERNAL REVIEW****



Investment Schedule

**ALBANY COUNTY AIRPORT AUTHORITY
INVESTMENT SCHEDULE
JULY 31, 2019**

DEBT SERVICE RESERVE FUNDS:

	SECURITY	DATES		AMOUNT	RATE
		INV.	MAT.		
<u>Series:</u>					
1999 EFC	SLGS *	6/24/2010	10/15/2019	\$ 277,389	3.093%

* SLGS are State and Local Government Series Securities sold by the U.S. Treasury and offered only to issuers of state and local government tax-exempt debt to assist with compliance of yield restriction or arbitrage rebate provisions of the Internal Revenue Code. Purchasers may only invest Tax-Exempt Bond Proceeds. The Authority makes purchases of SLGS directly from the U.S. Treasury without a broker or dealer and with maturities of generally no more than twelve months.

AGENDA ITEM NO. 5.2

COMPARISON OF ENPLANEMENTS

Comparison of Enplanements 2018 - 2019

	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	TOTAL
Albany International Airport (ALB)													
Current Year	139,520	113,139	132,723	119,639	116,482	106,622	106,760	131,398	133,722	129,868	129,585	143,957	1,503,415
Prior Year	135,306	111,208	127,281	115,758	107,862	104,011	102,852	126,052	122,342	126,345	128,470	137,983	1,445,470
% of Change	3.11%	1.74%	4.28%	3.35%	7.99%	2.51%	3.80%	4.24%	9.30%	2.79%	0.87%	4.33%	4.01%
Bradley International Airport (BDL)													
Current Year	312,711	255,985	295,060	285,639	270,790	241,312	238,652	286,170	302,915	302,763	290,619	N/A	3,082,616
Prior Year	296,002	240,489	287,873	264,878	264,878	237,215	235,556	269,481	288,401	284,122	285,063	N/A	2,953,958
% of Change	5.64%	6.44%	2.50%	7.84%	2.23%	1.73%	1.31%	6.19%	5.03%	6.56%	1.95%	N/A	4.36%
Buffalo Niagara International Airport (BUF)													
Current Year	244,123	206,248	222,735	201,219	191,142	158,054	153,200	214,190	218,968	232,113	225,693	237,078	2,504,763
Prior Year	226,490	193,870	196,194	189,261	180,112	162,717	158,607	212,421	213,631	237,279	232,716	246,058	2,449,356
% of Change	7.79%	6.38%	13.53%	6.32%	6.12%	-2.87%	-3.41%	0.83%	2.50%	-2.18%	-3.02%	-3.65%	2.26%
Greater Rochester International Airport (ROC)													
Current Year	115,854	100,068	114,121	109,024	100,547	91,034	90,318	110,297	109,411	121,722	109,801	116,857	1,289,054
Prior Year	111,901	95,523	109,805	104,404	99,445	89,012	91,691	107,777	108,161	117,556	112,539	121,371	1,269,185
% of Change	3.53%	4.76%	3.93%	4.43%	1.11%	2.27%	-1.50%	2.34%	1.16%	3.54%	-2.43%	-3.72%	1.57%
Plattsburgh International Airport (PBG)													
Current Year	9,432	5,020	8,227	9,787	11,404	10,083	15,177	17,328	13,794	7,491	7,448	11,783	126,974
Prior Year	12,255	3,988	6,903	7,568	10,783	9,945	13,711	17,305	12,352	6,803	5,832	9,943	117,388
% of Change	-23.04%	25.88%	19.18%	29.32%	5.76%	1.39%	10.69%	0.13%	11.67%	10.11%	27.71%	18.51%	8.17%
Stewart International Airport (SWF)													
Current Year	38,163	30,074	31,647	28,417	28,589	22,330	17,736	21,118	22,945	27,430	26,283	N/A	294,730
Prior Year	28,311	22,997	25,849	22,562	23,242	21,466	19,631	23,893	25,249	32,325	34,999	N/A	280,522
% of Change	34.80%	30.78%	22.43%	25.95%	23.01%	4.02%	-9.65%	-11.62%	-9.13%	-15.14%	-24.90%	N/A	5.06%
Syracuse International Airport (SYR)													
Current Year	109,613	94,907	107,426	98,723	94,647	85,812	88,986	107,201	102,828	114,544	109,483	123,947	1,238,117
Prior Year	95,736	83,242	98,274	89,892	85,481	75,835	81,317	91,908	97,947	96,879	96,337	110,919	1,103,767
% of Change	14.50%	14.01%	9.31%	9.82%	10.72%	13.16%	9.43%	16.64%	4.98%	18.23%	13.65%	11.75%	12.17%
Westchester County Airport (HPN)													
Current Year	73,990	58,935	68,356	55,952	66,193	60,594	60,693	71,484	73,250	74,590	70,960	77,854	812,851
Prior Year	66,218	54,319	67,530	61,476	62,600	57,087	56,060	62,078	64,854	63,429	63,828	70,569	750,048
% of Change	11.74%	8.50%	1.22%	-8.99%	5.74%	6.14%	8.26%	15.15%	12.95%	17.60%	11.17%	10.32%	8.37%

N/A - Not Available

AGENDA ITEM NO. 5.3

SUMMARY AIRLINES SCHEDULED

FLIGHTS AND MARKETS

**ALBANY INTERNATIONAL AIRPORT
DAILY DEPARTURES
CHANGES TO BE IMPLEMENTED BY SEPTEMBER 11, 2019**

<u>JET SERVICE</u>	<u>Destination</u>	<u># of Flights</u>		<u>Inc/(Dec) in Flights</u>	<u>Daily Seat Changes</u>
		<u>This Month</u>	<u>Last Month</u>		
AMERICAN AIRLINES	Charlotte	3	1	2	310
AMERICAN EAGLE					
PSA	Charlotte	0	1	-1	-75
	Washington National-Equipment Change	3	3	0	13
Republic	Charlotte	0	1	-1	-76
	Philadelphia	0	1	-1	-76
DELTA AIR LINES	Atlanta - Equipment Change	3	3	0	27
DELTA CONNECTION					
Endeavor	Atlanta	0	1	-1	-76
	Detroit Wayne County	1	0	1	76
SkyWest	Detroit Wayne County	2	3	-1	-76
SOUTHWEST	Baltimore-Washington	5	6	-1	-143
	Chicago Midway - Equipment Change	2	2	0	32
	Orlando - Equipment Change	1	1	0	-32
	Tampa	0	1	-1	-175
UNITED AIRLINES	Chicago O'Hare - Equipment Change	4	4	0	-32
UNITED EXPRESS					
Commutair	Washington Dulles	2	1	1	50
Mesa	Washington Dulles	0	1	-1	-70
TOTAL				-4	-323

RECAP OF CHANGES BY MARKET

Atlanta	Delta	-49
Baltimore-Washington	Southwest	-143
Charlotte	American	159
Chicago Midway	Southwest	32
Chicago O'Hare	United	-32
Orlando	Southwest	-32
Philadelphia	American	-76
Tampa	Southwest	-175
Washington Dulles	United	-20
Washington National	American	13
TOTAL		-323

**ALBANY COUNTY AIRPORT AUTHORITY
SUMMARY AIRLINE SCHEDULED FLIGHTS AND MARKETS**

AS OF DATES	1/17/18	2/14/18	3/14/18	4/18/18	5/16/18	6/13/18	7/18/18	8/15/18	9/12/18	10/17/18	11/14/18	12/12/18
DAILY DEPARTURES												
American Airlines	2	2	2	2	3	3	3	3	3	3	3	3
American Eagle/Envoy	2	2	2	2	2	2	2	2	2	3	3	3
American Eagle/Piedmont	3	3	1	4	4	3	3	3	5	5	5	5
American Eagle/PSA	6	6	5	1	1	1	4	2	4	4	5	5
American Eagle/Republic	2	2	4	4	5	3	2	2				
American Eagle/Trans States				1		3	1	3				
Delta Air Lines	4	3	4	4	4	4	4	4	4	4	4	4
Delta Connection/Endeavor			1					1	3	1		
Delta Connection/GoJet						2	3	3	1	2	1	2
Delta Connection/SkyWest	2	2	3	4	4	2	1			1	3	1
jetBlue Airways	2	2	2	2	3	2	2	2	2	2	2	2
OneJet		2	4	3	2	3	3	2	2			
Southwest Airlines	12	13	15	13	13	12	12	11	10	12	11	10
United Airlines				2	2	4	4	4	3	4	1	1
United Express/Air Wisconsin				2	2	1	1	1	1			2
United Express/Commutair	5	5	8	8	5	6	6	6	7	7	8	8
United Express/Expressjet	2	2	1							1	2	1
United Express/GoJet										1		
United Express/Mesa						1	1	1				
United Express/Republic					1							
United Express/SkyWest	1	1	2		2						1	1
United Express/Transtates	2	2	1		1				1		1	
	45	47	55	52	54	52	52	50	48	50	50	48
Boutique Air	2	2	2	2	2	2						
Cape Air	6	6	6	6	6	6	6	6	6	6	6	6
	8	8	8	8	8	8	6	6	6	6	6	6
TOTAL DAILY FLIGHTS	53	55	63	60	62	60	58	56	54	56	56	54
MAXIMUM SEATS AVAILABLE												
Enplanements	133,025	123,950	154,243	147,265	155,012	152,309	154,730	154,351	138,536	153,820	141,065	143,531
YTD Load Factor 84%	104,011	102,852	126,052	122,342	126,345	125,618	137,983	139,520	113,139	132,723	119,639	116,462
	78%	83%	82%	83%	82%	82%	89%	90%	82%	86%	85%	81%
DIRECT FLIGHT MARKETS												
Atlanta	3	2	3	3	3	3	3	3	3	3	3	3
Baltimore	5	5	5	6	6	6	6	6	6	6	4	4
Buffalo			2	2	2	2	2	2	2			
Charlotte	3	3	3	2	3	3	3	3	3	3	3	3
Chicago Midway	2	2	2	2	2	2	2	2	2	2	2	2
Chicago O'Hare	5	5	6	6	7	6	6	6	6	8	8	8
Denver	1	1	1	1	1	1	1	1	1	1	1	1
Detroit	3	3	4	4	4	4	4	4	4	4	4	4
Fort Lauderdale/Hollywood	2	2	2	2	2	2	2	1	1	1	2	2
Fort Myers			1									
Las Vegas										1		
Minneapolis			1	1	1	1	1	1	1	1	1	
New York-Newark	5	5	5	5	5	5	5	5	5	5	5	5
Orlando	3	4	4	3	3	2	2	2	2	2	3	3
Philadelphia	5	5	5	6	6	6	6	6	5	5	6	6
Pittsburgh		2	2	1	1	1	1					
Tampa	1	1	2	1	1	1	1	1		1	1	1
Washington Dulles	2	2	3	3	3	3	3	3	3	3	3	3
Washington National	5	5	4	4	4	4	4	4	4	4	4	4
	45	47	55	52	54	52	52	50	48	50	50	48
Boston	3	3	3	3	3	3	3	3	3	3	3	3
Massena	2	2	2	2	2	2						
Ogdensburg	3	3	3	3	3	3	3	3	3	3	3	3
	8	8	8	8	8	8	6	6	6	6	6	6
TOTAL MARKETS	53	55	63	60	62	60	58	56	54	56	56	54
AIRCRAFT TYPE												
Jets	20	20	23	23	25	25	25	24	22	25	21	20
RJ's	25	27	32	29	29	27	27	26	26	25	29	28
Commuters	8	8	8	8	8	8	6	6	6	6	6	6
	53	55	63	60	62	60	58	56	54	56	56	54

** Effective 4/5/18, Elite Airways has 2 flights a week direct to Myrtle Beach, SC (ceased operations 9/30/18)
 ** Effective 9/17/18, Frontier Airlines has 3 flights a week direct to Denver, CO (ceased operations 11/13/18)
 ** Effective 10/2/18, Frontier Airlines has 3 flights a week direct to Orlando, FL
 ** Effective 11/21/18, Frontier Airlines has 2 flights a week direct to Fort Myers, FL
 ** Effective 12/12/18, Allegiant Air has 3 flights a week to St. St. Pete / Clearwater / Tampa, FL
 ** Effective 12/13/18, Allegiant Air has 3 flights a week to Orlando / Sanford, FL
 ** Effective 12/13/18, Allegiant Air has 2 flights a week to Punta Gorda / Fort Myers, FL

**ALBANY INTERNATIONAL AIRPORT
AIRLINES ARRIVALS AND DEPARTURES**

As of September 11, 2019

TIME	TOTAL FLIGHTS			CONCOURSE "A"		CONCOURSE "B"				CONCOURSE "C"		DAILY SEATS			
	Arr	Dep	On Ground	United & Expresses Arr	Dep	American & Eagle Arr	Dep	jetBlue Arr	Dep	Delta & Connections Arr	Dep	Southwest Arr	Dep	Arrivals	Departures
05:00 - 05:59		1	15				1								50
06:00 - 06:59		7	8		1		1				3		2		812
07:00 - 07:59		3	5		2		1								267
08:00 - 08:59		4	1		1		2						1		371
09:00 - 09:59	2	2	1	1	1					1	1			249	126
10:00 - 10:59	4	3	2	1	2	2						1	1	319	366
11:00 - 11:59	3	3	2			1	3			2				284	176
12:00 - 12:59	5	2	5	1		3	1				1		1	553	208
13:00 - 13:59	1	5	1		1	1	2				1		1	50	579
14:00 - 14:59	1	2	0	1	1		1							50	100
15:00 - 15:59	4		4	1		1		1				1		438	
16:00 - 16:59	3	5	2		1	1	1	1	1			1	2	356	581
17:00 - 17:59	4	3	3	1		1	1		1	2	1	1		495	289
18:00 - 18:59	2	4	1	1	1	1	1				1		1	200	569
19:00 - 19:59			1												
20:00 - 20:59	2		3			1						1		193	
21:00 - 21:59	4		7	2		2								317	
22:00 - 22:59	1		8									1		143	
23:00 - 23:59	6		14	2		1				3				544	
00:00 - 00:59	2		16			1						1		303	
01:00 - 01:59			16												
	44	44			11		15		2		8		8	4,494	4,494
Overnights	Gates		15		5		5				3		2		
	Remote		1										1		
	Total		16												
Times	First Departure			6:00		5:31		16:30		6:00		6:20			
	Last Departure			18:30		18:52		17:35		18:15		18:10			
	Last Arrival			23:43		0:04		16:50		23:59		0:05			

AGENDA ITEM NO. 5.4

USDOT ARRIVAL AND DEPARTURE STATISTICS

U.S. DEPARTMENT OF TRANSPORTATION AIR TRAVEL CONSUMER REPORT

	MAY 19	APR 19	3 MO 2019	MAR 19	FEB 19	JAN 19	12 MO 2018	DEC 18	NOV 18	OCT 18	9 MO 2018	SEP 18	AUG 18	JUL 18	6 MO 2018	JUN 18	MAY 18	APR 18
ALBANY ON-TIME (%)																		
Arrivals	78.2	79.6	-	82.4	75.1	71.9	-	75.2	78.2	84.6	-	83.3	71.8	72.6	-	76.7	78.1	82.0
Departures	83.3	82.8	-	85.1	76.5	74.0	-	82.2	83.0	87.7	-	89.5	79.4	77.2	-	83.2	83.8	86.3
ON-TIME ARRIVALS (%)																		
Allegiant	79.5	81.6	78.0	85.3	75.2	73.4	77.4	78.8	78.7	83.5	76.4	82.2	78.2	67.0	76.8	69.7	76.7	78.8
American	70.4	75.6	78.0	78.3	75.8	80.0	78.4	79.6	80.9	78.8	77.9	78.3	72.5	70.0	78.1	72.4	78.6	83.9
Delta	86.7	86.2	85.5	88.3	81.6	86.7	85.7	89.1	83.3	90.0	85.1	88.3	83.3	83.4	82.6	81.5	85.0	86.4
Endeavor	84.0	78.9	79.4	83.7	76.2	78.3	79.3	82.9	77.3	83.3	78.7	82.3	74.7	77.5	78.9	81.2	83.2	77.9
Envoy	74.1	79.6	72.8	82.3	66.5	69.5	76.7	76.7	78.5	80.6	76.1	79.7	74.3	74.3	76.1	70.4	77.3	80.0
Express Jet	69.0	68.8	71.4	75.1	69.6	69.6	76.3	70.3	71.6	75.5	77.5	75.9	74.0	77.2	78.5	78.3	83.0	80.9
Frontier	67.0	77.6	75.5	78.3	74.3	73.9	69.4	74.4	70.1	68.2	69.2	66.3	61.4	59.7	72.6	60.3	71.8	76.4
Jetblue	77.6	73.4	71.1	73.8	70.0	69.4	71.0	74.5	71.2	78.8	69.7	77.5	66.7	67.2	69.4	73.8	71.0	67.6
Mesa	74.3	79.6	76.7	78.6	72.3	79.1	77.3	76.1	76.1	73.0	78.1	71.9	75.4	74.7	80.1	79.0	82.2	85.4
Republic	78.4	78.4	77.3	82.5	76.8	72.6	78.6	82.2	78.2	82.0	77.8	80.4	74.0	75.6	78.4	76.9	79.8	79.4
Southwest	75.8	78.7	78.5	80.0	73.5	81.9	81.1	78.8	81.7	83.5	78.5	85.0	77.9	74.5	78.3	77.7	76.4	77.7
Skywest	80.5	82.0	74.1	79.2	69.5	73.5	79.8	78.3	78.6	83.4	79.6	84.3	76.4	80.4	79.3	78.7	80.8	82.8
United	75.5	79.7	78.2	78.8	77.0	78.8	79.7	80.6	77.8	81.9	79.5	82.2	70.8	75.1	78.8	74.1	78.9	83.9

SUMMARY ALL AIRLINES - MAY - On-time 77.88%; Cancelled 2.04%; Diverted 0.32%; Delays: Air Carrier 5.42%; Weather 0.73%; Aviation System 6.12%; Security 0.03%; Late Arrivals 7.47%

	MAY 19	APR 19	3 MO 2019	MAR 19	FEB 19	JAN 19	12 MO 2018	DEC 18	NOV 18	OCT 18	9 MO 2018	SEP 18	AUG 18	JUL 18	6 MO 2018	JUN 18	MAY 18	APR 18
COMPLAINTS/100,000 PASSENGERS (%)																		
Allegiant	1.55	1.71	1.56	0.66	2.53	1.49	1.65	1.02	1.55	1.28	1.79	1.48	1.68	1.70	1.88	1.81	1.57	2.39
American	1.76	1.88	1.38	1.46	1.33	1.36	1.38	1.25	1.20	1.56	1.39	1.68	1.65	1.69	1.24	1.57	1.24	1.11
Delta	0.52	0.46	0.42	0.31	0.53	0.41	0.65	0.44	1.11	0.39	0.65	0.50	0.78	0.61	0.65	0.65	0.51	0.55
Endeavor	0.08	0.73	0.26	0.15	0.42	0.20	0.43	0.34	0.26	0.25	0.53	0.37	0.61	0.47	0.56	0.47	0.24	0.34
Envoy	0.59	1.00	0.93	0.72	1.29	0.78	0.84	0.62	0.90	0.42	0.91	0.55	1.23	1.61	0.80	0.78	0.50	0.98
Express Jet	0.48	0.21	0.57	0.53	0.21	0.96	0.36	0.50	0.31	0.28	0.36	0.88	0.37	0.36	0.28	0.35	0.00	0.49
Frontier	1.73	2.03	2.33	2.19	2.47	2.34	4.02	2.47	3.60	4.37	4.07	6.00	7.23	5.82	2.93	3.03	3.30	3.15
Jetblue	0.78	0.79	0.68	0.71	0.70	0.64	0.99	0.87	0.71	0.92	1.04	0.81	1.61	1.11	0.96	0.35	0.74	0.86
Mesa	1.00	0.41	0.54	0.38	0.56	0.68	0.63	0.67	0.40	0.86	0.61	0.25	0.76	0.66	0.64	0.66	0.42	0.45
Republic	0.18	0.38	0.28	0.31	0.23	0.31	0.50	0.39	0.52	0.12	0.51	0.56	0.85	0.60	0.43	0.50	0.71	0.38
Southwest	0.30	0.44	0.38	0.38	0.51	0.26	0.36	0.21	0.31	0.27	0.39	0.32	0.43	0.51	0.38	0.41	0.37	0.46
Skywest	0.24	0.23	0.48	0.39	0.61	0.44	0.43	0.31	0.41	0.44	0.45	0.38	0.36	0.41	0.49	0.49	0.27	0.51
United	1.29	1.19	1.06	0.97	1.32	0.88	1.28	0.84	1.09	1.08	1.38	1.38	1.51	1.21	1.39	1.19	0.97	1.12

SUMMARY ALL AIRLINES - MAY - 0.94%; 2019 THREE MONTHS - 0.82%

	MAY 19	APR 19	3 MO 2019	MAR 19	FEB 19	JAN 19	12 MO 2018	DEC 18	NOV 18	OCT 18	9 MO 2018	SEP 18	AUG 18	JUL 18	6 MO 2018	JUN 18	MAY 18	APR 18
MISHANDLED BAGS/1,000 PASSENGERS (%)																		
Allegiant	1.64	1.59	1.70	1.54	1.71	1.94	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
American	10.06	8.85	7.64	7.38	7.73	7.85	3.77	4.53	3.39	3.34	3.86	3.58	4.34	4.39	3.73	4.42	3.36	3.05
Delta	5.06	4.54	4.78	4.47	5.23	4.74	1.80	1.68	1.75	1.30	1.86	1.39	1.94	1.83	1.93	2.15	1.54	1.53
Endeavor	4.60	4.04	4.53	4.1	4.89	4.73	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Envoy	12.73	9.01	8.63	8.2	9.04	8.74	5.3	6.76	5.18	5.01	5.19	5.00	6.21	6.37	4.86	5.94	4.81	4.95
Express Jet	6.25	2.70	3.06	2.88	2.77	3.51	4.98	6.06	4.11	3.97	5.2	4.31	5.87	5.46	5.10	6.00	4.58	4.01
Frontier	4.35	3.70	4.01	3.6	3.93	4.52	2.6	1.95	2.00	2.19	2.7	2.32	2.77	3.10	2.75	2.81	2.65	2.47
Jetblue	5.60	5.59	5.30	5.1	5.25	5.59	1.75	2.24	1.63	1.45	1.8	1.60	1.97	1.96	1.77	1.76	1.62	1.59
Mesa	12.37	6.39	6.51	6.3	6.65	6.54	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Republic	8.02	6.99	6.44	5.9	6.25	7.34	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Southwest	4.73	4.42	4.70	4.23	5.08	4.91	2.81	3.79	2.66	2.50	2.87	2.50	2.90	3.39	2.82	3.03	2.84	2.56
Skywest	8.18	3.98	5.74	5.3	6.22	5.84	4.0	6.18	4.44	3.57	3.72	3.65	4.69	4.32	3.48	4.20	3.37	3.91
United	6.24	5.95	6.99	6.63	7.41	7.03	2.51	3.10	2.33	1.96	2.59	2.08	3.15	2.77	2.54	2.77	2.33	1.98

SUMMARY ALL AIRLINES - MAY - 6.39%; 2019 THREE MONTHS - 5.63%

Consistent with the Department's introduction of new on-time performance data into the ATCR last year, the Department is delaying the publication of the new mishandled baggage data to give the Department and airlines an opportunity to verify the accuracy of the data.

OVERSALES/10,000 PASSENGERS (Denied Boarding= "V" Voluntary, "INV" Involuntary) (%)

	Three Months	V	INV	Twelve Months	V	INV	Nine Months	V	INV	Six Months	V	INV
Delta	8.67	0.00	0.00	5.89	0.00	0.00	4.77	0.01	0.01	4.86	0.00	0.00
Express Jet	10.10	0.01	0.01	n/a	n/a	n/a	n/a	n/a	n/a	9.46	0.05	0.05
Jetblue	0.80	0.03	0.03	0.66	0.01	0.01	0.62	0.01	0.01	0.56	0.01	0.01
Southwest	2.67	0.43	0.43	1.34	0.15	0.15	1.61	0.24	0.24	1.43	0.09	0.09
United	3.91	0.01	0.01	3.59	0.01	0.01	4.19	0.01	0.01	3.32	0.01	0.01
American	8.57	0.52	0.52	4.58	0.20	0.20	3.71	0.11	0.11	3.67	0.06	0.06
ALL AIRLINES	6.05	0.31	0.31	4.49	0.14	0.14	4.35	0.13	0.13	3.91	0.10	0.10

COMPLAINTS			
	Screening Procedures	Processing Time	Personal Property
Courtesy	821	78	538
0.00121%	0.00004%	0.00011%	0.00079%

Animal Incidents	
Death	1
Injury	0
Loss	0

AGENDA ITEM NO. 6

Project Development



ALBANY COUNTY AIRPORT AUTHORITY
ALBANY INTERNATIONAL AIRPORT
ADMINISTRATION BUILDING
SUITE 200
ALBANY, NEW YORK 12211-1057

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PROJECT STATUS REPORT

September 16, 2019

I. AIRSIDE IMPROVEMENTS

A) Airport Aeronautical Survey and Obstruction Evaluation (Contract No. S-886)

Stantec Engineering has collected all data required by the FAA including flights over the Airport to collect photogrammetry information. All data was compiled, reviewed and will be submitted in accordance with FAA regulations. The Airport Authority and Stantec Engineering collated the data collected and a final report was submitted to the FAA. Stantec and ACAA are addressing the FAA comments.

B) Runway 10-28 and Taxiway C Edge Light Replacement (Contract No. S-946)

DLC Electric, the low bid contractor, mobilized and began removing existing light bases along Runway 1-19 and Taxiway "A", working at night to allow for runway and taxiway closures. The contractor is also working days doing survey and layout work on Runway 10-28 and Taxiway "C". The contractor will be working weekends, weather permitting, to do the light installations at the intersection of the two Runways. The project is scheduled to be completed by the end of 2019.

C) Airport Drainage Culvert Replacement (Contract No. SD-930)

This project was bid in June 2019, with Rifenburg Contracting having the low bid. The Board approved their contract at the August Board Meeting. Rifenburg is mobilizing to the site to begin pipe installation across Albany Shaker Road. Rifenburg and C.T. Male are coordinating the work with NYS DOT due to the overlap of work zones with the Exit 4 project. Rifenburg plans on starting work by the end of September 2019. The airfield work will be done in the Spring of 2020.

D) Passenger Boarding Bridges B5, B7, B8 & C3 (Contract S-945)

Oxford Airport Technical Services installed all four new bridges and has been working on a Final punchlist with technical assistance from the JBT the manufacturers. This project will be closing out in October 2019.

II. LANDSIDE IMPROVEMENTS

A) Million Air Hangar Door Replacement (Contract No. 971-GC)

The existing hangar door system at the Million Air Hangar (building #109) was removed and a new ASSA Abloy “Mega Door” was installed. ASSA Abloy is working on setting the restricted height limits for the door opening to meet the NYS Building Codes. Million Air has full use of the hangar.

B) New Parking Garage (Contract No. S-989)

The project was divided into 4 separate contracts to expedite the construction. The Precast Concrete Contract 989-PC which is the fabrication and erection of the precast garage which Unistress Corporation is working on is currently 100% fabricated and 70% erected. The erection is ongoing and should be completed by the end of September 2019. Contract 989-SF which is the site and utility relocations, pile driving and concrete pile caps which LeChase Construction is working on is 90% complete. All steel H-piles have been driven, all pile caps and all but one grade beam concrete has been completed. Contract 989-ES is for the elevators (3 units) two for the Garage and one for the Pedestrian Bridge was awarded to Kone, Inc. Kone has ordered the equipment and expects delivery in November 2019. Contract 989-GCR which includes the pedestrian bridge to the Terminal, the vehicle bridge to the garage, electrical, communication and plumbing work inside the new precast structure was awarded to LeChase Construction. The contractor has begun work on both the vehicular and pedestrian bridges and also the plumbing and electrical work inside the new garage structure.

C) Terminal Amenities (Contract No. S-991)

This project was divided into 5 separate contracts. Contract 991-GC is for the new Terminal flooring (terrazzo tile and carpet), soffit lighting, new ceiling in Times Square and various wall finishes was awarded to VMJR Companies. VMJR has completed removal of the existing flooring materials and set up partitions in B Concourse to begin the Terrazzo floor installation. Contract 991-P is for the Toilet Rooms Rehab and Upgrades, the Pet Relief Area, the ceiling and lighting in the baggage carousel area, HVAC upgrade at the ticket counters and door refinishing and replacements has been awarded to VMJR Companies. VMJR has completed the bathrooms in A Concourse and begun the removal and remodeling of the bathrooms in B Concourse. Contract 991-R is for the removal of the existing skylight in A Concourse and replacement with a metal roof and photovoltaic panels mounted on top which was awarded to Kasselmann Electric. Kasselmann has completed the installation of the new metal roof and is working on the installation of the photovoltaic panels. Kasselmann is continuing work inside the Terminal to close up the area where the skylights were. Contract 991-ES is for the replacement of the escalators in the existing parking garage was awarded to Wainschaf Associates. Wainschaf has set up their partitions and begun removal of the existing escalators. The new escalator equipment is scheduled for delivery in early October 2019. Contract 991-W is for all new Wayfinding signs throughout the Terminal and

new parking garage to guide people to all the Terminal amenities. Color Ad, the contractor, has been working with Turner to formalize a schedule and with C & S Companies to get all the sign submittals in and approved. Color Ad is currently fabricating mock ups of the signs for final approval.

D) CommutAir Alterations (Contract 1003-GC)

CommutAir, the tenant, asked to increase their aircraft parts storage area within the existing building. Rosch Brothers was awarded the contract and has completed the demolition and installation of the new walls, ceilings and lighting. The HVAC work has been completed. The new flooring is complete and the contractor is currently completing punchlist items.

E) Escalator Replacement (Contract 960-GC)

Wainschaf was awarded the contract and completed the installation of the escalators in the main Terminal. Due to the award of the Terminal Amenities contracts the replacement of the escalators in Concourse A was deferred until the Contract 991-R work was completed. Wainschaf has all the materials stored on site and will be erecting partitions and removal of the existing escalators starting October 1, 2019.

AGENDA ITEM NO. 7

Counsel

AGENDA ITEM NO. 8

Concessions/Ambassador Program



ALBANY COUNTY AIRPORT AUTHORITY
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September 16, 2019

Marketing, Concessions & Ambassador Program

Minority Percentages in the Concession’s Workforce

Date	HMS Host	OHM	Paradies	Dunkin Donuts
Sept 2018	25/56=44.6%	1/7= 14.2%	11/20=55%	5/10= 50%
Oct 2018	22/54=40.7%	41/50=82%	13/21=61.9%	5/10= 50%
Nov 2018	23/62=37%	49/59=83%	13/21=61.9%	6/11 = 54.5%
Dec 2018	23/53=43.4%	40/47=85%	15/23=65%	5/10=50%
Jan 2019	21/54=38.8%	42/50=84%	15/25=60%	5/10=50%
Feb 2019	24/60 =40%	42/51=82.3%	12/22=54.5%	5/9=55.5%
Mar 2019	26/61=42.6%	34/52=65.3%	14/22=63.6%	4/9=44.4%
Apr 2019	21/57= 36.8%	35/42=83.3%	14/23=60%	4/8=50%
May 2019	18/67=26.8%	28/43=65%	15/22=68%	5/9=55%
June 2019	20/64=31.2%	24/41=58.5%	15/24=62.5%	6/10=60%
July 2019	20/64=31.2%	23/40=57.5%	15/24=62.5%	7/12=58.3%
Aug 2019	20/58=34.5%	27/33=81.8%	13/22=59%	6/10=60%
Sept 2019	21/55=38.2%	25/32=78%	12/20=65%	6/9=66.6%

Concessions

Wolfgang Puck Pizza – It is anticipated that WPP will be open mid-October.

Burger King – There has been a delay in the opening of Burger King. The duct work will not arrive until the 23rd. This delays the opening to the first week of October.

Silks of Saratoga – This remodel is planned to start in October.

HVWB – This remodel is planned to start in January, 2020 and will be the Hudson Valley Beer Union.

Dunkin Donuts - A remodel is planned to start in the Spring.



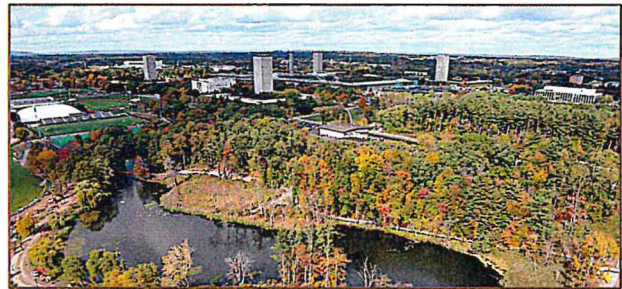
UNIVERSITY AT ALBANY

State University of New York

J.F. Oberlin University Airline Hospitality Program Intensive English Study in New York State August 19 – December 18, 2019

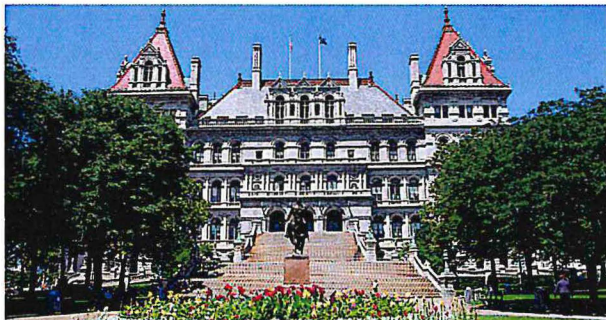
University at Albany, State University of New York

The University at Albany, the State University of New York, is a major public institution, premier research center, and leader in innovation. UAlbany enrolls students from nearly all 50 states of the United States as well as 100 nations around the world. UAlbany students choose from 117 undergraduate majors and minors and 150 graduate programs. Many of these programs are nationally ranked.



Albany, New York

Albany is located at the Crossroads of Northeast North America – the center of the world's richest marketplace. It is the state capital of New York and one of the Best College Towns in America! Albany has won the All-American City Award twice, and *U.S. News and World Report* has called the City of Albany one of the Top 30 Best Places to Live in the United States.



English Language Classes for JFOU Students

The Intensive English Language Program (IELP) at the University at Albany offers 7 levels of English from basic to advanced. JFOU students take a placement test on arrival to determine their level.

JFOU Students study 22 hours per week. A class equals 50 minutes.

<u>Classes</u>	<u>Hours per Week</u>
Listening/Speaking	8 hours per week
Conversational English	4 hours per week
English for Tourism	4 hours per week
Airline Hospitality	6 hours per week



Volunteer Work for JFOU Students



JFOU students volunteer at Albany International Airport at the Ambassador Program Information Counter.

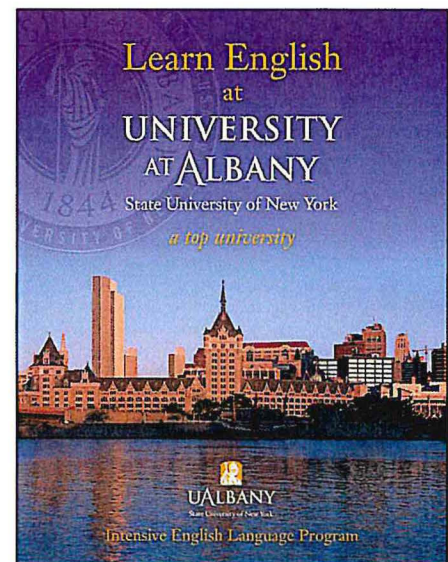
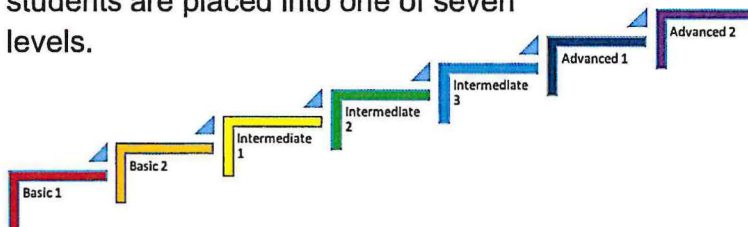
JFOU students complete campus work and projects through UAlbany's Center for Leadership and Service.

Intensive English Language Program

The IELP at UAlbany has been offering specially designed intensive English instruction since 1978 to more than 10,000 international students from more than 112 countries.

With small class sizes and all teachers with Master's degrees or higher, the IELP is dedicated to helping international students meet their goals.

On Orientation Day, students take an English language placement test to determine their level of English. Then, students are placed into one of seven levels.



Airline Hospitality Field-Based Learning Tours



One-Day Trip to John F. Kennedy International Airport (JFK)

JFK is the primary international airport serving New York City. It is the busiest international air passenger gateway into North America. JFK handled more than 59 million passengers in 2017. More than 90 airlines operate from JFK, with nonstop or direct flights to destinations in all six inhabited continents.

While at JFK, students will visit:

- Japan Airlines (JAL)
- JetBlue (JBL) – the sixth largest airline in the U.S. with over 90 destinations and its headquarters in Long Island City, NY.

Day Trip to Albany International Airport

Albany International Airport, the Capital Region's Gateway Airport, is the oldest municipal airport in the United States.

While at Albany International, students will:

- Tour JetBlue operations



Sightseeing Field Trips During the Fall Semester

The IELP hosts social and cultural activities and events for students. These activities help students learn and use language, meet new friends, explore new and exciting places, experience American culture, and become part of a community. At UAlbany, JFOU students have the chance to enjoy beauty, diversity, history, culture, and world-famous places.

- Niagara Falls (Fall A Field Trip)



- New York City (Fall B Field Trip)



Social and Cultural Activities – An English Ecosystem

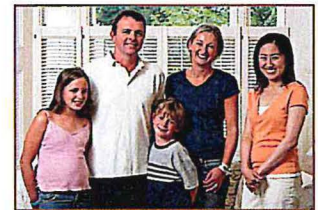
At UAlbany, it is our mission to immerse students into American culture. We combine English language learning with American cultural experiences so students can:

Use Language **Form Friendships**
Explore Culture **Build Community**



Live with an American Family

JFOU students live with an American family in order to practice their English and learn about American culture. A private bedroom and two meals per day are provided. The host family will also meet you at the airport upon arrival and departure. Contact OVECS Ltd. at homestay@ovecs.com.



Contact

Questions? Contact Mark Rentz, IELP Managing Director, mrentz@albany.edu.



Intensive English Language Program
University at Albany
State University of New York
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518-591-8172 IELP@albany.edu www.albany.edu/ielp

AGENDA ITEM NO. 9

Public Affairs



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Public Affairs Report September 16, 2019

Pearl Harbor Victim Charles Stern Dignified Transfer

The arrival on July 19 of the remains of Navy Ensign Charles Stern who perished December 7, 1941 onboard the USS Oklahoma while docked in Pearl Harbor attracted over 60 individuals. The program was a coordinated effort that included Airport Operations, Delta Air Lines, Million Air, the Albany County Sheriff's Office and the Transportation Security Administration. Additional security was required due to the large number of people that were on the Delta Air Lines ramp.



Delta Blood Drive

Delta Air Lines conducted another of its quarterly Blood Drives on Tuesday, July 23 on the Observation Level. The Delta Blood Drives typically collect 25-30 pints of blood. The next Delta Blood Drive is scheduled for November.

Baseball Hall of Fame

The annual Baseball Hall of Fame Induction Ceremony seemed to attract more autograph seekers this year. The autograph seekers are confined to several tables in baggage claim so as not to interfere with passengers and normal airport operations. Several of the players offered their autographs on baseballs, gloves and bats. Some of the players charged for their autograph. The Sheriff's Office and Airport OPS watch over the group to maintain order if necessary.

Colonie Bisons Baseball Team

Public Affairs coordinated the send-off of the Colonie Bisons' baseball team to the Cal Ripken World Series in Branson, MO on July 31. The event was hosted by Albany County Executive Daniel McCoy and highlighted by American Idol runner-up Madison VanDenburg who sang *Take Me Out To The Ball Game* as the team prepared to leave. Unfortunately, the team lost its first game and was eliminated from the series.



Plug Power

Plug Power conducted a news conference on August 15 to showcase its hydrogen-power tugs and delivery vehicles used by FedEx at Albany International Airport. Congressman Paul Tonko and John O'Donnell were featured speakers at the event held at the Plug Power headquarters on Albany-Shaker Road.



Construction Workers BBQ

The Airport Authority hosted a BBQ luncheon on August 30 for more than 100 workers involved with the parking garage construction and terminal improvements.

9-11 Memorial Event

The Airport's annual 9-11 observance will be held at 8:30 a.m. on Wednesday, September 11th. Representatives of American and United Airlines as well as the TSA, Sheriff's Office, ARFF and Airport Operations will take part.

AGENDA ITEM NO. 10

**Authorization of Contracts/Leases/Contract
Negotiations/Contract Amendments**

AGENDA ITEM NO. 10.1

**Issue Purchase Order for Purchase of Materials
at Fixed Cost Option**

AGENDA ITEM NO: 10.1
MEETING DATE: September 16, 2019

ALBANY COUNTY AIRPORT AUTHORITY
REQUEST FOR AUTHORIZATION

DEPARTMENT: *Finance*

ACAA Approved
09/16/2019

Contact Person: *John A. O'Donnell, Chief Executive Officer*

PURPOSE OF REQUEST:

Issue Purchase Order for Purchase of Materials at Fixed Cost Option

CONTRACT AMOUNT:

Total Contract Amount: *\$751,250 (estimated usage)*

BUDGET INFORMATION:

Anticipated in Current Budget: Yes ✓ No NA
Funding Account Number: *51109.60.0000 / 51111.60.0000*

JUSTIFICATION:

Request is made to approve the purchase of Type I and Type IV glycol from Ascent Aviation Group, Inc. Type I and Type IV glycol are used in two ways: 1) for resale to the commercial airlines for their own use and 2) for use in deicing services performed by Million Air for commercial airlines that do not deice their own aircraft and other general aviation customers. The resale of glycol to airlines that do their own deicing is at cost plus 30 cents per gallon flowage fee and a \$2.30/gallon glycol recovery fee. Deicing services performed by Million Air are priced at cost plus \$5.50 a gallon and a \$2.30/gallon Airport glycol recovery fee to the airlines which covers the cost of owning and operating the deicing equipment and staff required to perform the deicing service. The glycol recovery fee covers part of the cost of treating glycol contaminated water collected from the runoff.

Competitive price quotes were received from three vendors who supply Type I and Type IV glycol. Ascent Aviation Group, Inc. provided the only fixed price for the 2019-2020 season, ending May 31, 2020. Ascent Aviation Group, Inc. has provided the current product and will require no change in product.

CHIEF EXECUTIVE OFFICER'S RECOMMENDATION:

Recommend approval.

FINAL AGREEMENT SUBJECT TO APPROVAL BY COUNSEL: YES N/A ✓

A standard purchase order will be issued.

AGENDA ITEM NO: 10.1
MEETING DATE: September 16, 2019

PROCUREMENT DEPARTMENT APPROVAL:

Procurement complies with Authority Procurement Guidelines. YES J NA.

BACK-UP MATERIAL:

Please refer to the attached quote summary, quote form issued with response from Ascent Aviation.

Albany County Airport Authority
 Quote 19-0724 7/24/19
 Quote Results for Winter Season 2019-2020

	Est Usage	Current Product/Pricing	Ascent Aviation		Clariant		Cryotech	
			Year 1	Year 2	Year 1	Year 2	Year 1	Year 2
Type I	100,000	\$ 6.74	\$ 6.09	\$ 6.69	\$ 5.79	N/A	\$ 5.80	\$ 5.80
Type I Product		UCAR PG Conc ADF	UCAR PG Conc ADF		Safewing MP I LFD 88		Cryotech Polar Plus	
Type IV	25,000	\$ 6.29	\$ 5.69	\$ 6.29	\$ 5.25	N/A	\$ 5.47	\$ 5.47
Type IV Product		UCAR Flighguard AD-49	UCAR Flightguard AD-49		Safewing MP IV Launch		Cryotech Polar Guard	
Total Est. Annual Cost			\$ 751,250	\$ 826,250	\$ 710,250	N/A	\$ 716,750	\$ 716,750
Delivery Time			24 Hours		24 Hours		48 Hours	
Exceptions					Prices one are only valid through August 31, 2019. Price above is the base price which will be adjusted monthly by fluctuations in the propylene market.		Prices one are only valid through August 31, 2019. Price above is the base price which will be adjusted monthly by fluctuations in the propylene market.	

REQUEST FOR QUOTATION

ALBANY COUNTY AIRPORT AUTHORITY

PURCHASING OFFICE
ADMINISTRATOR BUILDING, SUITE 204
ALBANY SHAKER ROAD
ALBANY, NEW YORK 12211-1057
PHONE (518)242-2213 FAX (518)242-2640

TAX EXEMPT ID # 14-1768979

Quotation Request Number: 19-0724 dated July 24, 2019

Quote MUST be submitted: NO LATER THAN: August 22, 2019 / 2:00 P.M. (EST)

ITEMS REQUESTED: Qualified Deicing/Anti-Icing Fluids per FAA Table 7 - Heavy Snow
Procedures for Winter: 2019-2020/ 2020-2021.

		Fixed Pricing One Year Ending May-2020 <u>Quantity</u> <u>Including Freight</u>	Fixed Pricing Two Years Ending May-2021 <u>Including Freight</u>
1) TYPE I Concentrate - Cost to the Airport Identify Fluid Product Name:	100,000 gals	\$ <u>6.09</u> ea	\$ <u>6.69</u> ea
		<u>UCAR PG Concentrate ADF</u>	
2) TYPE IV - Cost to the Airport Identify Fluid Product Name:	25,000 gals	\$ <u>5.69</u> ea	\$ <u>6.29</u> ea
		<u>Flightguard AD-49 Type IV</u>	

Delivery to Airport: 24 Hours after receipt of order (Maximum 2 Days).

Do you meet or exceed required FAA specifications YES NO
(Submit supporting documentation)

COMPANY SUBMITTING QUOTE:

Name: Ascent Aviation Group, Inc
Address: One mill Street
Parish, Ny 13131
Contact Person: April Andrews
Telephone: 800-272-3681
Fax: 315-625-7371
E-Mail: aandrews@wfsCorp.com

** If vendor would like to also submit a variable price structure, please explain how prices will be determined and a base price for the beginning of the season on a separate page.

All questions should be directed to Margaret Herrmann at (518) 242-2226.

SAE AMS1424 Type I Qualified Fluids*
Fluids Qualified at AMIL

for

Aerodynamic and Anti-icing Endurance Performance

(AMS1424 revision current with testing)

Last update: 2019-07-23

Company Name	Fluid Name	Type of Fluid	Type of Glycol	Qualified until (yyyy-mm-dd)		
				Aerodynamic (paragraph 3.5.3)		Anti-icing Performance (paragraph 3.5.2)
				High ramp	Low ramp	
ABAX Industries SPCA	DE-950	AMS1424/1	PG	2022-04-25	2022-04-25	2022-04-25
ADDCON EUROPE GmbH	IceFree I.80	AMS1424/1	PG	2021-03-14	2021-03-23	2021-03-14
ALAB Industries	WDF 1	AMS1424/1	EG	2022-03-02	2022-03-19	2022-03-05
AllClear Systems LLC	Lift-Off P-88	AMS1424/1	PG	2022-05-15	2022-05-15	2022-05-15
	Lift-Off E-188	AMS1424/1	EG	2022-05-15	2022-05-15	2022-05-15
Arcton Ltd.	Arctica DG ready-to-use	AMS1424/1	DEG	2022-03-28	2022-04-11	2022-03-26
	Arctica DG 91 Concentrate	AMS1424/1	DEG	2017-07-16	2015-07-25	2017-07-29
AVIAFLUID International Ltd	AVIAFLO PG	AMS1424/1	PG	2015-07-23	-	2015-08-12
	AVIAFLO EG	AMS1424/1	EG	2021-07-05	2021-07-12	2021-06-19
Aviation Shaanxi Hi-Tech Physical Chemical Co. Ltd.	Cleanwing I	AMS1424/1	PG	2019-09-30	-	2023-05-14
Aviation Xi'an High-Tech Physical Chemical Co. Ltd.	KHF-1	AMS1424/1	PG	2023-05-24	-	2023-05-24
Beijing Wangve Aviation Chemical Product Co Ltd.	KLA-1	AMS1424/1	EG	2019-09-09	-	2019-09-08
	KLA-1A	AMS1424/1	EG	2022-05-22	-	2022-05-23
Beijing Yadilite Aviation Advanced Materials Corporation	YD-101 Type I	AMS1424/1	PG	2021-03-07	-	2021-03-07
	YD-101A Type I	AMS1424/1	EG	2021-03-07	-	2021-03-09
Boryszew S.A.	Borygo Plane I	AMS1424/1	PG	2017-12-04	2018-02-01	2017-12-04
CHEMCO Inc.	CHEMR EG I	AMS1424/1	EG	2020-04-01	2020-04-18	2020-04-01
	CHEMR REG I	AMS1424/1	EG	2022-05-25	2022-05-31	2022-05-29
Clariant Produkte (Deutschland) GmbH	Octaflo EF Concentrate	AMS1424/1	PG	2022-03-28	2022-04-04	2022-03-29
	Octaflo EG Concentrate	AMS1424/1	EG	2017-07-23	2018-08-08	2017-08-13
	Octaflo LYOD	AMS1424/1	EG	2020-03-31	2020-03-16	2020-03-23
	Safewing EG I 1996 (88)	AMS1424/1	EG	2019-10-15	2019-10-15	2019-10-15
	Safewing MP I 1938 ECO	AMS1424/1	PG	2020-05-11	2020-05-17	2020-05-25
	Safewing MP I 1938 ECO (80)	AMS1424/1	PG	2020-06-02	2020-05-20	2020-05-27
	Safewing MP I 1938 ECO (80) Premix 55% i.g. ready-to-use	AMS1424/1	PG	2021-03-06	-	2021-02-24
	Safewing MP I ECO PLUS (80)	AMS1424/1	PG	2023-04-12	2023-04-12	2023-04-12
	Safewing MP I LFD 80	AMS1424/1	PG	2021-05-16	2021-06-04	2021-04-29
	Safewing MP I LFD 88	AMS1424/1	PG	2023-06-12	2023-07-19	2023-06-12

SAE AMS1424 Type I Qualified Fluids - Continued

Company Name	Fluid Name	Type of Fluid	Type of Glycol	Qualified until (yyyy-mm-dd)		
				Aerodynamic (paragraph 3.5.3)		Anti-icing Performance (paragraph 3.5.2)
				High ramp	Low ramp	
Cryotech Deicing Technology	Polar Plus®	AMS1424/1	PG	2020-01-13	2020-01-13	2020-01-13
	Polar Plus® LT	AMS1424/1	PG	2020-02-05	2020-02-10	2020-01-26
	Polar Plus® LT (80)	AMS1424/1	PG	2020-04-12	2020-04-20	2020-04-26
	Polar Plus® (80)	AMS1424/1	PG	2017-09-12	2017-11-07	2017-09-12
Dow Chemical Company	UCAR™ ADF Concentrate	AMS1424/1	EG	2023-03-29	2023-04-23	2023-03-26
	UCAR™ ADF XL54	AMS1424/1	EG	Refer to primary site qualification of UCAR™ ADF Concentrate		
	UCAR™ PG ADF Concentrate	AMS1424/1	PG	2023-05-08	2023-05-29	2023-04-16
	UCAR™ PG ADF Dilute 55/45	AMS1424/1	PG	Refer to primary site qualification of UCAR™ PG ADF Concentrate		
DR ENERGY GROUP Ltd	Northern Guard I	AMS1424/1	EG	2017-06-16	-	2017-06-16
Gansu xiexin huineng Science and technology development Co.,Ltd.	XHN-1	AMS1424/1	PG DEG	2019-10-04	-	2019-10-13
Heilongjiang Hangjie Aerochemical Technology Co. Ltd.	HJF-1	AMS1424/1	EG	2021-07-03	-	2021-06-14
	HJF-1A	AMS1424/1	EG	2016-09-02	-	2016-09-12
HOC Industries	SafeTemp® ES Plus	AMS1424/1	PG	2020-04-12	2020-04-20	2020-04-28
Hokkaido NOF Corporation	Fever Snow AG	AMS1424/1	NCG	2017-07-15	2017-07-30	2017-07-23
Inland Technologies Inc.	DuraGly-E Type I ADF Concentrate	AMS1424/1	EG	2023-02-20	2023-04-24	2023-02-08
	DuraGly-P Type I ADF Concentrate	AMS1424/1	PG	2015-02-13	2015-02-20	2015-02-04
	Inland ADF Concentrate ⁽²⁾ (Multiple Location)	AMS1424/1	EG	Qualified from 2015-09-04	Qualified from 2017-03-23	Qualified from 2015-09-04
	SafeTemp® ES Plus ⁽¹⁾ (Multiple Location)	AMS1424/1	PG	Qualified from 2017-11-20	Qualified from 2017-11-20	Qualified from 2017-11-20
Kilfroast Limited	Kilfroast DF Plus	AMS1424/1	PG	2023-06-27	2023-07-18	2023-06-18
	Kilfroast DF Plus (80)	AMS1424/1	PG	2020-05-05	2020-05-17	2020-05-02
	Kilfroast DF Plus (88)	AMS1424/1	PG	2023-06-19	2023-07-18	2023-06-05
	Kilfroast DF ^{Sustain}	AMS1424/1	NCG	2019-08-06	2019-08-12	2019-09-02
LNT Solutions	LNT E188	AMS1424/1	EG	2021-08-22	2021-09-21	2021-08-22
	LNT P180	AMS1424/1	PG	2022-11-05	2022-11-12	2022-11-02
	LNT P188	AMS1424/1	PG	2018-11-28	2018-12-12	2018-11-28
Newave Aerochemical Co. Ltd.	FCY-1A	AMS1424/1	EG	2023-05-08	2023-06-04	2023-04-08
	FCY-1Bio ⁺	AMS1424/1	EG	2020-07-28	-	2020-07-22
Oksavd Co. Ltd.	DEFROST ECO 1	AMS1424/2	NG	2016-07-15	-	2016-07-09
	DEFROST EG 88.1	AMS1424/1	EG	2021-04-27	2023-05-29	2021-04-25
	DEFROST PG 1	AMS1424/1	PG	2019-10-18	2019-10-26	2019-10-18
ROMCHIM PROTECT SRL	ADD-PROTECT Type I	AMS1424/1	PG	2021-03-11	2021-04-12	2020-12-12
Shaanxi Cleanway Aviation Chemical Co., Ltd	Cleansurface I	AMS1424/1	EG	2021-08-22	-	2021-08-22
	Cleansurface I-BIO	AMS1424/1	EG	2022-05-02	-	2022-05-03
Xinjiang Zhongtian Liyang Chemical Technology Co.,Ltd	Clearice-I	AMS1424/1	EG	2019-05-24	-	2019-05-25
Velvana a.s.	AIRVEL OK 1	AMS1424/1	PG	2017-01-28	2017-02-11	2017-02-02

⁽¹⁾ : Refer to preproduction qualification of SafeTemp® ES Plus submitted by HOC Industries.

⁽²⁾ : DOW UCAR™ ADF Concentrate, sold under the product name Inland ADF Concentrate.

NOTE:

* : These fluids are qualified according to the tests shown in the table. Other qualification tests, such as fluid stability, toxicity and materials compatibility, are equally required and should be obtained from the fluid manufacturer.

SAE AMS1428 Type IV Qualified Fluids*

Fluids Qualified at AMIL

for

Aerodynamic and Anti-icing Endurance Performance

(AMS1428 revision current with testing)

Last update: 2019-06-12

Company Name	Fluid Name	Initial Qualification Date (yyyy-mm-dd)		Type of Fluid	Type of Glycol	Qualified until (yyyy-mm-dd)		
		Aerodynamic Performance (paragraph 3.2.5)	Anti-Icing Performance (paragraph 3.2.4)			Aerodynamic Performance (paragraph 3.2.5)		Anti-icing Performance (paragraph 3.2.4)
						High ramp	Low ramp	
ABAX Industries SPCA	Ecowing AD-49	2008-12-12	2008-12-12	AMS1428/1	PG	2020-04-25	-	2020-04-25
AllClear Systems LLC	ClearWing EG	2019-02-28	2019-01-31	AMS1428/1	EG	2021-02-28		2021-01-31
CHEMCO Inc.	CHEMR EG IV	2017-03-20	2017-03-17	AMS1428/1	EG	2021-04-05		2021-04-02
Clariant Produkte (Deutschland) GmbH	Max Flight 04	2004-05-10	2004-05-05	AMS1428/1	PG	2016-07-23	-	2016-07-23
	Max Flight AVIA	2016-04-28	2016-04-25	AMS1428/1	EG	2020-06-06	-	2020-06-12
	Max Flight SNEG	2014-02-20	2014-02-20	AMS1428/1	PG	2020-05-25	-	2020-05-31
	Safewing EG IV NORTH	2016-04-06	2016-04-06	AMS1428/1	EG	2020-07-13	-	2020-11-05
	Safewing MP IV LAUNCH	2006-05-18	2006-05-16	AMS1428/1	PG	2020-03-07	-	2020-03-14
	Safewing MP IV LAUNCH PLUS	2013-07-19	2013-07-24	AMS1428/1	PG	2021-04-30	-	2021-04-01
Cryotech Deicing Technology	Polar Guard® Advance	2011-07-25	2011-07-27	AMS1428/1	PG	2021-03-15	-	2021-01-31
	Polar Guard® Xtend	2019-05-16	2019-05-15	AMS1428/1	PG	2021-05-16	-	2021-05-15
Dow Chemical Company	UCAR™ Endurance EG106 De/Anti-Icing Fluid	2006-01-25	2006-02-02	AMS1428/1	EG	2021-03-29	-	2021-03-01
	UCAR™ FlightGuard AD-49 ⁽²⁾	2008-12-12	2008-12-12	AMS1428/1	PG	2021-05-07	-	2021-04-25
Inland Technologies Inc.	ECO-SHIELD®	2016-02-23	2016-02-22	AMS1428/1	PG	2020-08-16	-	2020-08-21
Kilfrost Limited	ABC-S Plus	2007-03-07	2007-03-08	AMS1428/1	PG	2021-06-12	-	2021-06-07
LNT Solutions	LNT E450	2015-07-29	2015-07-30	AMS1428/1	EG	2017-07-29	-	2017-07-30
Newave Aerochemical Co. Ltd.	FCY 9311	2013-12-20	2013-12-20	AMS1428/1	PG	2020-01-23	-	2020-01-23
Oksayd Co. Ltd.	Defrost ECO 4	2017-06-22	2017-06-19	AMS1428/1	PG	2021-05-24	-	2021-05-24
	DEFROST EG 4	2018-05-17	2018-05-23	AMS1428/1	EG	2020-05-17	-	2020-05-23
Shaanxi Cleanway Aviation Chemical Co.,Ltd	Cleansurface IV	2015-05-25	2015-06-17	AMS1428/1	PG	2019-02-24	-	2019-03-13

* : These fluids are qualified according to the tests shown in the table. Other qualification tests, such as fluid stability, toxicity and materials compatibility, are equally required and should be obtained from the fluid manufacturer.

AGENDA ITEM NO. 10.2

**Contract Amendment: Authorization for
Amendment #1 to Professional Services Contract:
Contract No. SD-930 Airport Drainage Culvert
Replacement Project for Construction Inspection
to C.T. Male Associates.**

AGENDA ITEM NO: 10.2
MEETING DATE: September 16, 2019

ALBANY COUNTY AIRPORT AUTHORITY
REQUEST FOR AUTHORIZATION

ACAA Approved
09/16/2019

DEPARTMENT: *Engineering*

Contact Person: *John LaClair, P.E. Airport Engineer*

PURPOSE OF REQUEST:

Contract Amendment: *Authorization for Amendment #1 to Professional Services Contract: Contract No. SD-930 Airport Drainage Culvert Replacement Project for Construction Inspection to C.T. Male Associates.*

CONTRACT AMOUNT:

Base Amount: \$263,011.00
Amendment #1: 162,490.00*
Total Contract: \$425,501.00

**To be approved at this meeting.*

BUDGET INFORMATION:

Anticipated in Current ALB Capital Plan: Yes J No NA
Funding Account No.: CPN 2218

AWARD CONDITIONS MET:

Apprenticeship N/A DBE Y MWBE N/A

Service Disable Veteran Owned Business (SDVOB) N/A

FISCAL IMPACT - FUNDING (Dollars or Percentages)

Federal 90% State 5% Airport 5% NA
Term of Funding: 2018-2020
Grant No.: 3-36-0001-xx-18 State PIN: <pending>

JUSTIFICATION:

Authorization is requested for Amendment #1 to the Professional Services Contract SD-930 Airport Drainage Culvert Replacement to C.T. Male Associates. The firm was previously selected as the most qualified firm responding to a competitive Request for Qualifications process. Their fee for services was subsequently established by negotiation as provided for in the Federal Aviation Administration Advisory Circular 150/5100-14-D. The proposed fee will include all construction inspection services during the execution of the construction contract and is in conformance with the Disadvantaged Business Enterprise requirements

AGENDA ITEM NO: 10.2
MEETING DATE: September 16, 2019

CHIEF EXECUTIVE OFFICER'S RECOMMENDATION:

Recommend approval.

FINAL AGREEMENT SUBJECT TO APPROVAL BY COUNSEL: YES ✓ NA _____

PROCUREMENT DEPARTMENT APPROVAL:

Procurement complies with Authority Procurement Guidelines. YES ✓ NO _____.

BACK-UP MATERIAL: *Please refer to attached Scope and Fee proposal.*

C.T. MALE ASSOCIATES

Engineering, Surveying, Architecture, Landscape Architecture & Geology, D.P.C.

50 Century Hill Drive, Latham, NY 12110
518.786.7400 FAX 518.786.7299 ctmale@ctmale.com



August 5, 2019

***VIA EMAIL

John LaClair, P.E., Airport Engineer
Department of Planning & Engineering
Albany County Airport Authority
Administration Building, Suite 205
737 Albany Shaker Road
Albany International Airport
Albany, New York 12212-1057

**RE: *Proposal for Construction Administration Services Scope of Services
Culvert Replacements Project
Albany County Airport Authority***

Dear John:

C.T. Male Associates Engineering, Surveying, Architectural, Landscape Architecture, & Geology D.P.C. (C.T. Male) is pleased to provide this Civil Engineering Proposal to the Albany County Airport Authority (ACAA) related to the planned culvert replacements and other drainage improvements.

The overall scope of work includes review of submittals, responses to RFI's, field observation and specialty testing. We are proposing to team with Atlantic Testing Laboratory (ATL) to perform the field testing.

The civil engineering lead at C.T. Male for this work will be Jim Houston, P.E., and John Munsey, P.G. will serve as the overall Project Manager.

A. SCOPE OF SERVICES

1.0 CONSTRUCTION ADMINISTRATION

- 1.1 Response to Requests for Information (RFIs) from the contractor(s).
- 1.2 Review submittals and shop drawings.
- 1.3 Attendance at bi-weekly construction progress meetings. Ten (10) meetings are assumed and included in this scope of work. We intend to have the Engineer of Record and the construction observer attend the meetings in person.

C.T. MALE ASSOCIATES

*Proposal for Construction Administration Services
Culvert Replacements – Albany International Airport Authority
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- 1.4 Site visits during construction (three (3) site visits for each design discipline – Site Civil and Structural – six (6) total). Prepare field reports for each visit.
- 1.5 Site visits at substantial completion (one (1) site visit for each design discipline – two (2) total). Prepare a punchlist of items remaining to complete.
- 1.6 Site visits at final completion (one (1) site visit for each design discipline – Site Civil and Structural, two (2) visits total).
- 1.7 Review materials testing reports.
- 1.8 Record Drawings - proposal includes three (3) days of CAD operator time.

2.0 CONSTRUCTION OBSERVATION/TESTING

- 2.1 Construction observation services performed by badged personnel will be provided on a full-time basis. For the purposes of establishing a budget, we have assumed 1,000 hours of construction observation (5 month duration x 50 hrs/week). It is assumed that ½ of the observation time (500 hours) will be performed during the night or on weekends.
- 2.2 Testing services will be provided by Atlantic Testing for earthwork, concrete, and asphalt concrete materials. The testing included in this task will be limited to the materials testing required by the specifications. Scheduling and coordination of testing will be coordinated between the Airport and CT Male. It is assumed that ½ of the inspections will be performed during the night or on weekends.
- 2.3 Job site safety and means and methods of construction are solely the responsibility of the Contractor.
- 2.4 Discrepancies that have not been corrected, that require additional time or design by a Registered Design Professional in Responsible Charge, are not included in this proposal.

Fee

As the schedule and costs required to conduct construction observation is dependent upon the construction schedule of the contractor, C.T. Male Associates proposes to complete the scope of services on an hourly basis, plus expenses, at our Standard Billing Rates in effect at the time of service. All

C.T. MALE ASSOCIATES

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Culvert Replacements – Albany International Airport Authority
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subcontracted work will be billed at cost plus ten percent. A breakdown of the anticipated costs is presented below:

Inspections and Testing

Cast-in-Place Concrete

2 full day inspections x \$1,050/each = \$2,100
2 full night inspections x \$1,312.50/each = \$2,625
4 trip charges x \$25/each = \$100
2 sets of 6 cylinders = 12 cylinders x \$14/each = \$168
2 cylinder pickup charges x \$80/each = \$160
Subtotal = \$5,153

3.0 STORMWATER POLLUTION PREVENTION PLAN (SWPPP) INSPECTIONS

4.1 Stormwater discharges from the project site will be covered under the New York State Department of Environmental Conservation (NYSDEC) State Pollutant Discharge Elimination System General Permit for Stormwater Discharges from Construction Activity (General Permit) No. GP-0-15-002. We propose to conduct site inspections in accordance with the prepared Stormwater Pollution Prevention Plan and the General Permit according to the following frequency:

- o Once every 7 days for construction sites when soil disturbance activities are on-going and the disturbance is less than 5 acres.
- o Once every 30 days when soil disturbance activities have been temporarily suspended and temporary stabilization measures have been applied to all disturbed areas.

C.T. Male shall terminate SWPPP site inspections once all areas of the project site have achieved 80% grass growth, as required by the General Permit requirements.

A Notice of Termination (NOT) will be filed with the NYSDEC once the site inspections are terminated as described above.

C.T. MALE ASSOCIATES

Proposal for Construction Administration Services
Culvert Replacements – Albany International Airport Authority
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B. FEES

1) *Fee*

		Labor Total
1.0	Construction Administration (Lump Sum)	\$ 24,540
2.0a	Daytime Construction Observation / Testing (\$110/hour x 500 hrs) for CO; Testing	\$55,000
2.0b	Night-time Construction Observation / Testing (\$137.50/hour x 500 hrs) for CO; Testing	\$68,750
3.0	SWPPP Inspections (\$440/inspection, 30 total estimated; \$1,000 for closeout and filing the NOT, Estimated) (1)	\$13,200
	SUBTOTAL	\$161,490

(1) Value added service – the cost to perform the SWPPP inspections can be reduced, if CTM is providing Construction Observation services.

2) *Reimbursable Expenses*

For the purposes of this proposal, reimbursable expenses have been estimated to be \$1,000. Reimbursable expenses will be invoiced according to the 2019 Reimbursable Expense Rate or as amended.

CONSTRUCTION PHASE TOTAL: \$161,490 + \$1,000 (reim) = \$162,490

C. ASSUMPTIONS, CLARIFICATIONS AND EXCLUSIONS

1.0 The Client shall provide:

- 1.1 Supplemental contract.
- 1.2 Access to the site grounds and structures. C.T. Male site representative will assist contractor arranging access with Airport Operations.

2.0 Exclusions to this scope of work are as follows:

- 2.1 Anything not explicitly outlined in this Scope of Services.

C.T. MALE ASSOCIATES

*Proposal for Construction Administration Services
Culvert Replacements – Albany International Airport Authority
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D. SCHEDULE

The construction phase services will be provided in coordination with the construction schedule.

Should you have any questions or comments, please feel free to contact me at (518) 265-1889 at your convenience. We look forward to being of assistance to ACAA on this project and working collaboratively once again with your team.

Thank you for providing C.T. Male with this professional services opportunity.

Sincerely,

C.T. MALE ASSOCIATES



T. James Houston, P.E.
Project Engineer

cc: Steve Iachetta, Airport Planner
John Munsey, P.G.
Chad Kortz, P.E., Division Manager

- ⁽¹⁾ : Refer to preproduction qualification of AD-480 submitted by ABAX Industries.
⁽²⁾ : Refer to preproduction qualification of Ecowing AD-49 submitted by ABAX Industries.

AGENDA ITEM NO. 10.3

**Construction Contract: Authorization to Award
Construction Contract #1029-GC Roof
Placement and Coating at CommutAir
(Building #211) to Mid-State Industries.**

AGENDA ITEM NO: 10.3
MEETING DATE: September 16, 2019

ALBANY COUNTY AIRPORT AUTHORITY
REQUEST FOR AUTHORIZATION

DEPARTMENT: *Engineering*

Contact Person: *John LaClair P.E., Chief Engineer*

ACAA Approved
09/16/2019
Contingent Upon
Compliance with M/
WBE Requirements.

PURPOSE OF REQUEST:

Construction Contract: *Authorization to Award Construction Contract #1029-GC
Roof Replacement and Coating at CommutAir (Building #211)
to Mid-State Industries.*

CONTRACT AMOUNT:

Base Amount: *\$334,811.00*

BUDGET INFORMATION:

Anticipated in Current Budget: Yes No NA
Funding Account No.: _____

AWARD CONDITIONS MET:

Apprenticeship: **DBE:** **MWBE:**

Service Disabled Veteran Owned Business: _____

FISCAL IMPACT - FUNDING (Dollars or Percentages)

Federal _____ **State** _____ **Airport** **NA** _____
Funding Source: *Airport Operating Budget*
Grant No: _____ **State PIN:** _____

JUSTIFICATION:

Request to award Contract # 1029-GC to Mid-State Industries of Schenectady, NY for the amount of \$334,811.00. The project includes removal and/or abatement of existing asbestos materials and the replacement of the hangar roof and parts storage roof at Building #211 that is the current location for CommutAir. Award of the is contract is contingent upon compliance with M/WBE requirements.

AGENDA ITEM NO: 10.3
MEETING DATE: September 16, 2019

CHIEF EXECUTIVE OFFICER'S RECOMMENDATION:

Recommend approval.

FINAL AGREEMENT SUBJECT TO APPROVAL BY COUNSEL: YES NA

BACK-UP MATERIAL: *Please refer to attached bid opening summary and legal notice.*

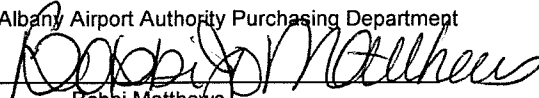
ALBANY COUNTY AIRPORT AUTHORITY
INVITATION FOR BID

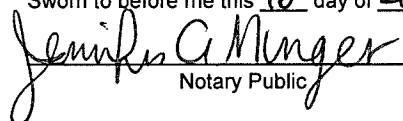
Sealed bids are hereby requested by the Albany County Airport Authority for **Contract No. 1029-GC Roofing Replacement and Coating CommutAir (Building #211) at Albany International Airport**. This project includes a single prime contract for multi level roofing project consisting of removal of 7,700 square feet EPDM roofing and insulation and replacement with TPO / rigid insulation assembly (lower roofs). Repair and coating of 15,400 square feet of standing seam roof with liquid membrane waterproofing (upper roof). DOCUMENTS MAY BE OBTAINED beginning at 10:00 AM on **August 22, 2019**, from Bid Net Direct by visiting www.bidnetdirect.com//albany-county-airport-authority or AT THE ALBANY COUNTY AIRPORT AUTHORITY PURCHASING OFFICE for a non-refundable fee of \$75.00. No bid shall be considered unless the organization making the bid has first obtained a copy of the IFB. In accordance with Article 15A of the Executive Law, this project includes a combined Minority Owned Business Enterprise Participation and Woman Owned Business Enterprise Participation goal of thirty percent (30%). A participation goal of (6%) six percent for Service Disabled Veterans is requested for this project. In accordance with State Finance Law §§139-j and 139-k, this solicitation includes and imposes certain restrictions on communications between the Airport Authority and an Offerer/bidder during the procurement process. An Offerer/bidder is restricted from making contacts from the earliest notice of intent to solicit offers by this solicitation through final award and approval of the Procurement Contract by the Authority (“restricted period”) to other than designated staff unless it is a contact that is included among certain statutory exceptions set forth in State Finance Law §139-j(3)(a). Designated staff, as of the date hereof, is Bobbi Matthews, Purchasing Agent. Authority employees are also required to obtain certain information when contacted during the restricted period and make a determination of the responsibility of the Offerer/bidder pursuant to these two statutes. Certain findings of non-responsibility can result in rejection for contract award and in the event of two findings within a 4 year period the Offerer/bidder is debarred from obtaining governmental Procurement Contracts. Further information about these requirements can be found by request to the designated staff and the New York State Office of General Services Advisory Council on Procurement Lobbying Web site at: <https://www.ogs.ny.gov/acpl/>. A non-mandatory pre-bid meeting will be held on **August 29, 2019 at 10:00 A.M.** in the Albany County Airport Authority Conference Room, located in the Administration Building, Second Floor at Albany International Airport. Only those bids in the hands of the ALBANY COUNTY AIRPORT AUTHORITY, PURCHASING OFFICE, ADMINISTRATION BUILDING, ROOM 204, SECOND FLOOR, ALBANY, NEW YORK 12211 available to read at **2:00 P.M. (EST) September 12, 2019**, shall be considered. Bids shall be opened read aloud at such time in the Albany County Airport Authority Conference Room, Administration Building, Second Floor, Room 202, Albany, New York. All interested parties may attend. MWBE / SDVOB RESPONSES ARE ENCOURAGED.

CONTRACT #1029-GC
Roof Replacement and Coating CommutAir (Building #211)

Company Name	Titan Roofing	Monahan & Loughlin	Mid-State Industries
Addendum #1	X	X	X
Addendum #2	X	X	X
Lump Sum Bid	\$417,000.00	\$342,500.00	\$334,811.00
Bid Bond	5%	5%	5%
Board of Directors	X	X	X
Non-Collusion	X	X	X
Qualification Questionnaire	X	X	
Acknowledgment		X	

I, Bobbi Matthews, certify that this bid tabulation is a true copy of the prices submitted by each bidder for the construction project shown above.

Albany Airport Authority Purchasing Department

 Bobbi Matthews
 Purchasing Agent

Sworn to before me this 12th day of September 2019.

 Notary Public

JENNIFER A. MUNGER
 Notary Public, State of New York
 No. 01MU6246332
 Qualified in Schenectady County
 Commission Expires Aug. 08, 2023

AGENDA ITEM NO. 10.4

**Construction Contract: Authorization to Award
Emergency Construction Contract 990-GC
Sitework for Revenue Island Extensions for
PARCS to HMA Contracting Corp.**

ADD ON

AGENDA ITEM NO: 10.4

MEETING DATE: September 16, 2019

**ALBANY COUNTY AIRPORT AUTHORITY
REQUEST FOR AUTHORIZATION**

DEPARTMENT: *Engineering*

**ACAA Approved
09/16/2019**

Contact Person: *John LaClair, P.E., Airport Engineer*

PURPOSE OF REQUEST:

Construction Contract: *Authorization to Award Emergency Construction Contract
990-GC Sitework for Revenue Island Extensions for PARCS
to HMA Contracting Corp.*

CONTRACT AMOUNT:

Base Amount \$388,113.00

BUDGET INFORMATION:

Anticipated in Current ALB Capital Plan: Yes J No NA
Funding Account No.: CPN 2263

AWARD CONDITIONS MET:

Apprenticeship Y DBE N/A MWBE N/A

Service Disable Veteran Owned Business (SDVOB) N/A

FISCAL IMPACT - FUNDING (Dollars or Percentages)

***State - 87.2%**

***Airport - 12.8%**

Federal 0%* *State 37%* *Airport 53%*

Term of Funding: 2018-2020

Grant No.: N/A STATE PIN: N/A

**To be corrected at the October 7, 2019
Special Meeting.**

JUSTIFICATION:

Request to award Emergency Contract 990-GC for the Site work for Revenue Island Extensions for the PARCS system to HMA Contracting Corp., Mechanicville, N.Y. for \$388,113.00. In order for the new PARCS system to function properly the LPR's (License Plate Readers) need to be installed 20' from the access gate arm for the system to function. This work was anticipated, however scheduling dictated that the work be advanced immediately. The PARCS project needed to provide details and electrical connections prior to advancing the island extensions. Bergmann Associates put together plans that were supplied to three contractors to provide quotes based upon a compressed schedule. HMA quote was the lowest and the contractor is able to start immediately.

ADD ON

AGENDA ITEM NO: 10.4

MEETING DATE: September 16, 2019

CHIEF EXECUTIVE OFFICER'S RECOMMENDATION:

Recommend approval.

FINAL AGREEMENT SUBJECT TO APPROVAL BY COUNSEL: YES NA

PROCUREMENT DEPARTMENT APPROVAL:

Procurement complies with Authority Procurement Guidelines and Chief Financial Officer has approved. YES NA

BACK-UP MATERIAL:

Please refer to the attached Contract 990-GC Contractor quotes.



"Building Pavements with Integrity"

P.O. Box 151 • Mechanicville, NY 12118 • (518) 664-1014 • FAX: (518) 664-2045 • www.hmacontracting.com

July 25, 2019

John LaClair
Albany County Airport Authority
Albany Shaker Road
Colonie, NY 12211

(518) 242-2255

jlaclair@albanyairport.com

Re: Parking Revenue Access Site Work

Dear John:

Thank you for giving HMA Contracting Corp. the opportunity to quote the above project.

HMA Contracting Corp. agrees to supply all necessary labor, materials and equipment to perform the following work in accordance with all applicable specifications.

Scope of work:

Removal of concrete, curbing, signs, bollards and existing asphalt in select areas, and replacement of same to facilitate parking lane island extension for installation of new revenue devices by separate entity.

Quote #1:

- A) Employee Parking Lot North Entry/Exit
 - B) Employee Parking Lot South Entrance
- For the price of: \$39,055

Quote#2:

- A) Main Lot Long Term Recirc Entry
 - B) Main Lot Maintenance Entry/Exit
- For the price of: \$52,323

Quote #3:

- A) Main Lot Entry
- For the price of: \$58,320

Quote #4:

- A) Main Lot Exit
- For the price of: \$66,900

Quote #5:

- A) Economy Lot South Entry/Exit
- For the price of: \$93,500

Quote #6:

- A) Economy Lot Northeast Entry/Exit
- B) Economy Lot Northeast Island Relocation
- C) Economy Lot Northeast Entry/Exit Canopy

For the price of: \$78,015

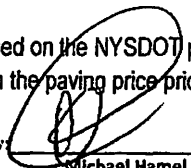
Price based on one mobilization. Additional mobilizations will be billed at a rate of \$2,500.00 each.

388,413.00

Exclusions: Installation or removal of ticketing equipment and attendant booths, and price escalation on material.

Paving the top course after November 1st is not recommended or warranted.

Price based on the NYSDOT posted price for liquid asphalt for the month quoted. Any change in the price of liquid may result in a change in the paving price prior to starting work. No M/P was figured in the above price.

Offered By:  Michael Hamel Date: 7/25/19 Accepted By: _____ Date: _____

Contract Limits: Terms: Payment due upon completion – 1.5% interest charged monthly there after.

THE TERMS SET FORTH BELOW ARE APPLICABLE TO THE PROPOSAL TO WHICH IT IS ATTACHED.

1. Prices quoted are valid for 30 days from the date of quote. Prices based on liquid asphalt posted prices on date of quote. Any change of liquid asphalt pricing may result in an increase in price for work performed.
2. HMA Contracting Corp. will not be responsible for delays due to other contractors' performance of work.
3. HMA Contracting Corp. will not be held responsible for weather conditions, delays caused by strike or labor disputes on the project or involving availability of materials for the project.
4. Quoted prices are based on Capital Improvements and taxes are included on materials only. A properly executed Capital Improvement Certificate or tax exempt certificate must be received by HMA Contracting Corp. or taxes will be added to billings.
5. Payment is due upon completion. Unpaid balances are subject to 1.5% services charges per month after 30 days. The customer shall make payment to HMA Contracting Corp. for the full value of work performed pursuant to this contract within 10 days from the date of invoice. If the customer is not the owner, payment is due to HMA Contracting Corp. within 5 days following receipt by the customer of payment for the owner with retainage of not more than 5%.
6. The customer acknowledges that in the event the services of an attorney are employed to enforce the terms of this agreement, customer shall pay all costs associated therewith including reasonable attorney's fees.
7. The customer agrees that it shall obtain and pay for all permits, licenses or other necessary approvals from any and all governmental bodies or agencies.
8. The customer acknowledges that it shall be responsible to "call before you dig" and have all utility service lines whether owned by public utilities or by the owner of the property clearly marked in advance of directing HMA Contracting Corp. to proceed with the work.
9. The customer shall pay all additional costs resulting from performance of work under this contract during cold weather conditions including but not limited to thermal protection, additional material production costs.
10. HMA Contracting Corp. warrants all work against defect and materials or workmanship for a period of one year following installation. However, asphalt paving work performed between November 15 and April 15 of any year will not be performed absent express written direction from the customer with an acknowledgement that HMA Contracting Corp. shall not be liable for or warranty or guaranty work with respect to the asphalt paving work installed during this period. This guarantee is in lieu of all other guarantees or warranties, whether express or implied, of whatever nature.

arise from the work performed pursuant to this contract shall be brought in a court of competent jurisdiction within the State of New York, regardless of the domicile or residence of the customer.

12. If the customer chooses to award the work described herein to HMA Contracting Corp., customer may use this proposal as a letter of intent, until formal agreement may be executed which specifically incorporates this proposal by signing and dating in the space below where indicated and returning the same to HMA Contracting Corp.)

13. The basis for the prices quoted herein is that this project is not subject to prevailing wages.

14. If the customer chooses not to have the top course of pavement placed within 48 hours after the binder course has been completed, an additional mobilization charge of \$2,500.00 will be applied to the quoted prices. The price of a later applied top course shall be subject to asphalt and fuel price increases and any required preparation of the binder course will be by others or at additional costs.

15. This proposal does not include any survey or stakeout. Grade stakes must be placed two feet off the curb line and/or roadway edges at intervals not to exceed 50 feet. All stakes must be marked with accurate grades and be capable of supporting string lines. The subgrade and/or the sub base must be firm, stable, unfrozen and unyielding under heavy traffic. Unless expressly stated herein, any subgrade and/or sub base material which is required to properly perform the fine grading work shall be promptly furnished and paid for by others.

16. If the customer accepting this offer is not the owner of the real property being improved by the labor and materials furnished herein, the customer expressly warrants that the performance of the labor and/or the furnishing of materials herein is being done for the improvement of real property with the consent of and at the request of the owner of the property.

17. This proposal excludes all rock excavation over one cubic yard, the undercutting of unsuitable material and/or handling or disposal of hazardous or polluted material, all landscaping work except for top soil and seeding, utilities from five feet outside the building to inside of building and all electric, telephone or gas utility work.



July 24, 2018

John LaClair, PE, GGP
Airport Engineer
Albany County Airport Authority

RE: Parking Revenue Access System Site Work
Albany International Airport | Albany, NY

Dear John:

Please find our proposal for the Albany Airport Parking Revenue Access System Site Work. We have based our proposal on the drawings completed by Bergmann dated 6/20/19 along with the revision for the Employee Lot South entrance dated 7/12/19. We also used the Amano McGann reference drawings as well as information obtained from Todd Schroeder at ATI Access Control and Katie Mahoney with Albany Airport parking team.

Scope of Work	Scheduled Value
Quote #1	\$92,000
- Employee Parking Lot North Entry/Exit	
- Employee Parking South Entrance	
Quote #2	\$103,000
- Main Lot Long Term Recirc Entry	
- Main Lot Maintenance Entry/Exit	
Quote #3	\$213,000
- Main Lot Entry	
Quote #4	\$215,000
- Main Lot Exit	
Quote #5	\$204,000
- Economy Lot South Entry/Exit	
Quote #6	\$148,000
- Economy Lot Northeast Entry/Exit	
- Economy Lot Northeast Island Relocation	
- Economy Lot Northeast Entry/Exit Canopy	
Total:	\$975,000

We look forward to the opportunity to work together on this project. Please feel free to reach out to me with any questions or concerns via email at bmaloy@jhmalo.com or via phone at 518-438-7881.

Thank you again.

Respectfully,

A handwritten signature in black ink, appearing to read "Brian Maloy". The signature is fluid and cursive, with the first name "Brian" being more prominent than the last name "Maloy".

Brian Maloy
Project Manager

cc: Peter Maloy, JHM
Jack Maloy, JHM

Clarifications:

1. All existing revenue equipment will be removed by ATI.
2. All new revenue equipment will be provided and installed by ATI. We have included power/data to the equipment but final termination and wiring of devices will be by ATI. The detector loops will be installed by ATI.
3. Wire ends as indicated on the drawings. We have not included pulling wire through the crawl space as indicated for the economy lot south entry/exit. We have assumed this will be terminated just outside the building.
4. We have assumed this work will be done during normal work hours. No nights/weekend work is included.
5. There is an approximately 6-week lead time on attendant booths from final submittal approval.

AGENDA ITEM NO. 11

Authorization of Change Orders

AGENDA ITEM NO. 11.1

**Change Order #1: Authorization to award
Change Order #1 to Contract # 990-PARCS New
Parking Access Revenue Control System to
Amano McGann, Inc.**

AGENDA ITEM NO: 11.1
MEETING DATE: September 16, 2019

ALBANY COUNTY AIRPORT AUTHORITY
REQUEST FOR AUTHORIZATION

ACAA Approved
09/16/2019

DEPARTMENT: *Engineering*

Contact Person: *John LaClair, P.E. Airport Engineer*

PURPOSE OF REQUEST:

Change Order #1: *Authorization to award Change Order #1 to Contract # 990-PARCS
New Parking Access Revenue Control System to Amano McGann, Inc.*

CONTRACT AMOUNT:

Base Amount:	\$3,029,600.66
Change Order #1:	<u>38,433.06*</u>
Total:	\$3,068,033.72

**To be approved at this meeting.*

BUDGET INFORMATION:

Federal Airport Improvement Program

Anticipated in Current ALB Capital Plan : Yes J No NA

Funding Account No.: CPN 2290

FISCAL IMPACT – FUNDING

Federal N/A * State 37% * Airport 63% NA NA

Term of Funding: 2018-2020

Grant No.: N/A State PIN: 1A00.97

*State - 87.2%

*Airport - 12.8%

To be corrected at the October 7, 2019 Special Meeting.

JUSTIFICATION:

Request for authorization of Change Order #1 for Contract 990-PARCS for New Parking Access Revenue Control System, to Amano McGann, Inc. of Roseville, MN in the amount of \$38,433.06 to address purchase of 18 Ea. LPR (License Plate Reader) pedestals to mount the equipment on. These pedestals were not in the original contract because the original plan was to mount them from above. Further discussions with the manufacturer showed that pedestal mounted LPRs are more reliable with less missed readings, which improves the accuracy of the entire system.

CHIEF EXECUTIVE OFFICER'S RECOMMENDATION:

Recommend approval.

FINAL AGREEMENT SUBJECT TO APPROVAL BY COUNSEL: YES J NA NA

AGENDA ITEM NO: 11.1
MEETING DATE: September 16, 2019


PROCUREMENT DEPARTMENT APPROVAL:

Procurement complies with Authority Procurement Guidelines. YES ✓ NO .

BACK-UP MATERIAL:

Please refer to attached Change Order backup information compiled by Amano McGann, Inc.

Amano McGann
Change Order Form
 Version September 4, 2019

Change Order ID#	Project ID	Project Name	Preparer Signature and Date
ALB09042019	007-402TP007	Albany Airport PARCS	09/04/2019 
Requestor Name: John LaClair Date: 09/04/2019 Request Reference Document:		Contract change requested by: <input type="checkbox"/> Amano McGann <input checked="" type="checkbox"/> Albany Airport <input type="checkbox"/> Architect/Engineer <input type="checkbox"/> Construction Manager <input type="checkbox"/> Code Enforcement Official <input type="checkbox"/> Other:	
Change order description: Provide 18 LPR Pedestals for Cameras that were to be installed on Airport provided infrastructure.		Reason(s) for change order: Requested by customer Supporting documentation provided:	
Time Extension Required: <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No Number of Days*: _____ Reason: Supporting documentation attached:		Cost Change Required: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No Amount* \$38,433.06 Reason: LPR Pedestals Supporting documentation attached:	
Customer Approval: Name/Date _____		Amano McGann Approval: Name/Date _____	



Amano McGann, Inc.

2699 Patton Road,
Roseville, MN 55113
Phone: (470) 217-1124
www.amanomcgann.com

September 4, 2019

John LaClair
Airport Engineer
Albany County Airport Authority

Subject: PARCS LPR Camera Pedestals

Dear Mr. LaClair,

Amano McGann is submitting a change request to provide eighteen (18) LPR Pedestals. Below reflects the additional cost.

LPR Pedestal - \$2,135.17 each

Total - \$2,135.17 X 18 = \$38,433.06

We have also included the MSRP from the manufacturer for reference. Our price includes the pedestals' inclusion in our warranty, installation, and overhead. Please let me know if you have any questions or concerns regarding this submission. You may reach me at (312) 399-5174.

Sincerely,

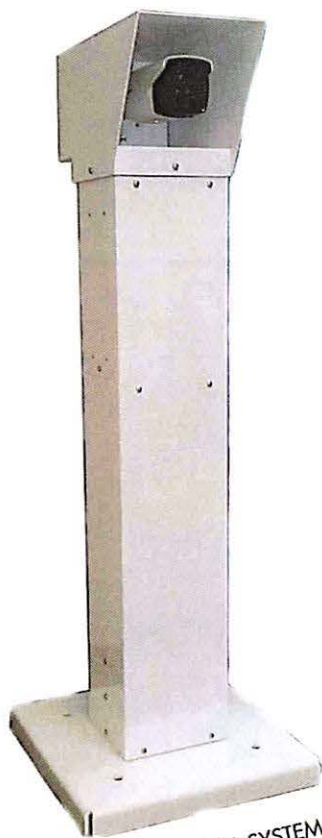
A handwritten signature in black ink that reads "Matt Librizzi".

Matt Librizzi
Project Manager
Amano McGann Inc.

ALPR PEDESTAL SYSTEM

INTEGRATED PLATFORM FOR DEPLOYMENT OF ALPR CAMERA TECHNOLOGIES

Mobile Pro Systems eases LPR setup and improves the data and quality of captured plates with this well engineered, integrated system that places cameras at the perfect height and angle for optimal recognition.



APLR PEDESTAL SYSTEM
Automated License Plate
Recognition Camera

KEY FEATURES

- **Flexible Design**
Engineered for placement of LPR cameras where they are needed most
- **Extreme Stability**
A sturdy housing for your LPR Technologies that is built to withstand the elements
- **All-in-one Configuration**
Pre-configured with all the video, network and communications technologies already embedded for a **mount - power - use** scenario

NUMEROUS APPLICATIONS

- Law enforcement
- Military bases
- Government properties
- Corporate parking areas
- Retail shopping malls/areas
- Homeowner associations (HOAs)
- Agricultural and food processing sites

DIMENSIONS

- 12" deep x 10" wide x 57" tall
- Base is 20" x 20" x 2" tall

\$ 2,064.00

Mfr. Suggested List Price

651-434-2333

3150 Mike Collins Drive, Suite 200, Eagan, MN 55121

www.mobileprosystems.com



AGENDA ITEM NO. 12

Authorization of Federal and State Grants

AGENDA ITEM NO. 13

**Emergency Procurement Approvals by CEO –
Informational Only**

Old Business

New Business

Executive Session

Attorney-Client Privilege Matters