



ACAA Approved
10/17/2022

Minutes of the Regular Meeting of the Albany County Airport Authority

September 12, 2022

Pursuant to notice duly given and posted, the regular meeting of the Albany County Airport Authority was called to order on Monday September 12, 2022 @ 11:30 a.m. in the 3rd Floor Conference Room of the main terminal located at the Albany International Airport by Chairman Samuel A. Fresina with the following present:

MEMBERS PRESENT

Samuel A. Fresina
Kevin R. Hicks
Lyon M. Greenberg, M.D.
Sari M. O'Connor
John-Raphael Pichardo
Thomas A. Nardacci (telephonic)

MEMBERS ABSENT

Steven H. Heider

STAFF

Philip F. Calderone, Esq.
Christine C. Quinn
Liz Charland
Steve Iachetta
Michael F. Zonsius
Doug Myers
Helen Chadderdon
Margaret Herrmann
John LaClair
Bobbi Matthews

ATTENDEES

Arturo Garcia, Chief Operating Officer, AvPorts
Fire Chief Dave Cook, AvPorts - ARFF
Captain Steve Dorsey, AvPorts - ARFF
Jim O'Brien Operations Manager
Ray Camilli Airfield Manager
Kevin Hehir Building Maintenance Manager
Katie Mahoney, AvPorts Parking Manager
Dave Collins, AvPorts Custodial Manager
Perry Blanchard, AvPorts
Jeffrey Jamison, Chief Counsel to the Albany County Executive



General:

1. Chairman's Remarks

2. Approval of Minutes

Mr. Nardacci moved to approve the minutes of the August 1, 2022 meeting. The motion was adopted unanimously.

Management Reports:

3. Communications and Report of Chief Executive Officer

Mr. Calderone presented the Communications and Report of the Chief Executive Officer for the month of September 2022.

4. 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**

Mr. Zonsius presented the Financial Report for the month of September 2022.

5. Project Development

Mr. LaClair presented the Project Development report for the month of September 2022.

6. Counsel.

7. Concessions/Ambassador Program

Ms. Chadderdon presented the Concessions/Ambassador report for the month of September 2022.

8. Public Affairs

Mr. Myers presented the Public Affairs report for the month of September 2022.

9. Business & Economic Development



Mr. Cannon presented the Business & Economic Development report for the month of September 2022

Action Items:

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

10.1 Contract with Airport Rates and Charges Consultant (“Airport Consultant”) to provide negotiation and advisory services in support of the renegotiations of the Signatory Airline Use and Lease Agreement (“ULA”) Contract No. S-22-1116.

Mr. Zonsius recommended authorization to award Airport Rates and Charges Consultant for Contract No. S-22-1116 to Frasca & Associates, LLC to provide negotiation and advisory services in support of the renegotiations of the Signatory Airline Use and Lease Agreement (“ULA”).

He advised the Airport Consultant renders ULA negotiation and advisory services. The current ULA has remaining options for one, one-year extension, and one, two-year extension, effectively expiring December 31, 2025. Airport Management has decided to engage an airport consultant early in the negotiation process with the intent of having a new ULA that has an initial start date of January 1, 2025. The Airport Consultant will also be render services in conjunction with the issuance of bonds and Passenger Facility Charge applications.

He further advise that the Airport master bond resolution requires that the Airport utilize the service of an “Airport Consultant” that meets the following definition: “Airport Consultant” means an independent person or firm or corporation (a) not under the control of the Authority or any airline or air carrier landing at the Airport on a routine basis, and (b) who shall have a widely known and favorable reputation for special skill, knowledge and experience in methods of the development, operation and management of airports of the approximate size and character as the proprieties constituting the Airport System.

The approval of Frasca & Associates, LLC, fulfills the need to appoint a firm well qualified to serve in the role of Airport Consultant. LeighFisher, Inc will continue in this role until the expiration of the current ULA (expected December 31, 2025).

The budget amount is \$100,000 (pending budget 2023 approval); Account Number 2023-41010-71-0000; to be Airport and PFC funded.

Mr. Nardacci moved to approve Contract No. S-22-1116 for Airport Rates and Charges Consultant (“Airport Consultant”) with Frasca & Associates, LLC in the



amount of \$100,000 pending Budget 2023 approval. The motion was adopted unanimously.

10.2 Authorization for the CEO to award the contract to the qualified bidder of Contract # 22-1131-GC Runway 10-28 Obstruction Tree Removal.

Mr. LaClair recommended authorization to authorize Philip F. Calderone, CEO to award Contract #22-1131-GC for Runway 10-28 Obstruction Tree Removal to the qualified bidder, after the bids are received on October 4, 2022 in order to expedite this project and allow for the removal work to be completed by December 31, 2022. He advised the tree removal will allow the Airport to maintain FAA published approach minimums for Runway 28 approach. He further advised this contact will be 100% Airport funded from account number CPN 2012.

Dr. Greenberg moved to authorize Mr. Calderone to award Contract No. 22-1131-GC to the qualified bidder for Runway 10-28 Obstruction Tree Removal to allow the Airport to maintain FAA published approach minimums for Runway 28 approach. The motion was adopted unanimously.

10.3 Issue Purchase Order for Purchase of Materials at Fixed Cost Option (Glycol)

Mr. Zonsius recommended authorization to approve a Purchase Order for the purchase of Type I and Type IV glycol from Ascent Aviation Group, Inc. The total Contract (Purchase Order) amount is \$1,911,250 (estimated usage) from funding account numbers 51109.60.0000 / 51111.60.0000.

Mr. Zonsius advised 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. He further advised competitive price quotes were received from only one vendor who supplies Type I and Type IV glycol. Ascent Aviation Group, Inc. stores the deicing fluids in Albany for easy and quick transport during snow events. Ascent Aviation Group, Inc. has provided the current product and will require no change in product. The prices for this current year increased due of a fire at one of the plants that makes the product and also the continued shortage of raw materials.



Mr. Hicks moved to approve the issuance of a purchase order for the purchase of Type I and Type IV glycol from Ascent Aviation Group, Inc. for the estimated usage amount of \$1,911,250 from funding account numbers 51109.60.0000 / 51111.60.0000. The motion was adopted unanimously.

10.4 Professional Services Contract: Negotiations: Contract No. S-22-1127 Design Services for the Rehabilitation of Concourse A

Mr. LaClair recommended authorization to approve negotiations for Professional Services Contract S-22-1127 Design Services for the Rehabilitation of Concourse A. He advised the RFQ evaluation committee met and discussed and scored each proposal. The firm receiving the highest score and recommendation for award is the design firm of Frennick McCredie Architecture of Boston, MA, New York. Subsequent contract award is contingent upon Board approval of negotiated fee established following the grant guidelines.

Dr. Greenberg moved to approve negotiations for Contract No. S-22-1127 for Design Services for the Rehabilitation of Concourse A with Frennick McCredie Architecture contingent upon Board approval of negotiated fee established following the grant guidelines. The motion was adopted unanimously.

11. Authorization of Change Orders

11.1 Change Order #3: Authorization to award Change Order #3 to Contract # 991-GC Terminal Amenities Concourse Renovations to VMJR Companies.

Mr. LaClair recommended authorization to approve Change Order #3 for Contract 991-GC for Terminal Amenities Concourse Renovations, to VMJR Companies of Glens Falls, N.Y. in the amount of \$75,000.00. He advised this change order is for unforeseen conditions encountered by the contractor during construction and the additional work item is for the complete removal and replacement of the existing stone cap along the parapet wall where the new lighted ALBANY INTERNATIONAL AIRPORT sign was erected on the front of the Terminal. He further advised this work was not in the original scope of work, but during construction it was determined that the entire stone cap would need to be removed and reattached with a much stronger attachment system to hold the proposed new sign. This change order will be 2.1% Federal Funded; 36.8% State Funded and 61.1% Airport Funded.



Ms. O'Connor moved to approve Change Order No. 3 to Contract 991-GC for Terminal Amenities Concourse Renovations, to VMJR Companies of Glens Falls, N.Y. in the amount of \$75,000.00. The motion was adopted unanimously.

12. Authorization of Federal and State Grants - None

13. Informational Only - None

Old Business: None

New Business: None

Executive Session - Attorney-Client Privilege Matters

ES-1 One Personnel Matter – No Action

There being no further business, the meeting was adjourned at 12:45 p.m.



ALBANY COUNTY AIRPORT AUTHORITY

REGULAR MEETING

AGENDA

September 12, 2022

General:

1. Chairman's Remarks
2. Approval of Minutes
Regular Meeting – August 1, 2022
3. Communications and Report of Chief Executive Officer

Reports:

4. Chief Financial Officer
5. Project Development
6. Counsel
7. Concessions/Ambassador Program
8. Public Affairs
9. Business & Economic Development

Action Items:

10. Authorization of Contracts/Leases/Contract Negotiations/Contract Amendments
 - 10.1 Contract with Airport Rates and Charges Consultant (“Airport Consultant”) to provide negotiation and advisory services in support of the renegotiations of the Signatory Airline Use and Lease Agreement (“ULA”) Contract No. S-22-1116.
 - 10.2 Authorization for the CEO to award the contract to the ~~low bidder~~ **qualified bidder** of Contract # 22-1131-GC Runway 10-28 Obstruction Tree Removal.
 - 10.3 Issue Purchase Order for Purchase of Materials at Fixed Cost Option (Glycol)
 - 10.4 Professional Services Contract: Negotiations: Contract No. S-22-1127 Design Services for the Rehabilitation of Concourse A



11. Authorization of Change Orders

11.1 Change Order #3: Authorization to award Change Order #3 to Contract # 991-GC Terminal Amenities Concourse Renovations to VMJR Companies.

12. Authorization of Federal and State Grants - None

13. Informational Only - None

Old Business:

New Business:

Executive Session - Attorney-Client Privilege Matters:

NOTICE

TIMES UNION

timesunion.com

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: 0004220587
Order Invoice Text: September 12, 2022

D LaCoppola / T Duquette / C Finnegan / A Tunstall 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

09-09-2022

D LaCoppola 9/12/22

Denise R LaCoppola

Sworn to before me, this 9 day of Sept 2022

SUSAN QUINE
NOTARY PUBLIC-STATE OF NEW YORK
No. 01QU6396414
Qualified in Rensselaer County
My Commission Expires 08-19-2023

Susan Quine

Notary Public
Albany County

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 12, 2022 at 11:30 a.m.** The meeting will be held in the Conference Room on the 3rd Floor located in the Main Terminal at the Albany International Airport, Albany, New York.

TU11 4220587

Posted - Lufthansa Desk -
Website .

LChaud

9/5/22

Liz Charland

From: Liz Charland
Sent: Sunday, September 4, 2022 6:30 PM
To: TU Legals
Subject: Account Number 061026000 - September 12, 2022 Meeting Notice

Please publish one time ASAP. Thank you. - Liz

**ALBANY COUNTY AIRPORT AUTHORITY
MEETING NOTICE**

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Liz Charland

From: Liz Charland
Sent: Sunday, September 4, 2022 6:29 PM
To: Brian King; Bobbi Matthews; Dave Collins; Doug Myers; Dwayne Lovely; Fire Chief Dave Cook; Helen Chadderdon; Jenn Munger; Jim O'Brien; John LaClair; Katie Kane; Katie Mahoney; Kevin Hehir; Margaret Herrmann; Matt Cannon; Michael Zonsius; Ray Camilli; Steve Iachetta
Subject: ACAA Board Meeting Monday September 12, 2022 at 11:30 am
Importance: High

If you have not already done so, please forward your items and reports ASAP.

Please let me know if you have any questions.

Thank you. - Liz

**ALBANY COUNTY AIRPORT AUTHORITY
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Liz Charland

From: Liz Charland
Sent: Sunday, September 4, 2022 6:27 PM
To: Bart Johnson; Brian King; Brandon Russell, Majority Counsel; County Executive Daniel P. McCoy; Dave Collins; Douglas A. Bullock, Albany County Mass Transit Committee Chair; Fire Chief Dave Cook; Frank Mauriello, Albany County Minority Leader; George Penn (Albany County); Jill Bryce; Larry Rulison (Times Union); LRulison (Times Union); Lynne Lekakis Mass Transit Committee; Majority Leader Dennis Feeney; Mike DeMasi (Business Review); mmangini; Pete Rea (prea@dot.state.ny.us); Rick Karlin; Spotlight News; WRGB News
Subject: ACAA Board Meeting - September 12, 2022 at 11:30 am

ALBANY COUNTY AIRPORT AUTHORITY MEETING NOTICE

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

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Liz Charland

From: Liz Charland
Sent: Sunday, September 4, 2022 6:26 PM
To: Saratogian Newspapers; The Colonie Spotlight; The Gazette; The Troy Record
Subject: ACAA Meeting Notice

**ALBANY COUNTY AIRPORT AUTHORITY
MEETING NOTICE**

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The Albany County Airport Authority will hold its regularly scheduled meeting on **Monday, September 12, 2022 at 11:30 a.m.** The meeting will be held in the Conference Room on the 3rd Floor located in the Main Terminal at the Albany International Airport, Albany, New York.

Liz Charland

From: Liz Charland
Sent: Sunday, September 4, 2022 6:25 PM
To: John-Raphael Pichardo; John-Raphael Pichardo - IPAD; Kevin R. Hicks, Sr. - IPAD; Kevin R. Hicks, Sr. (Personal); Lyon Greenberg, MD; Lyon Greenberg, MD - IPAD; Samuel A. Fresina; Samuel A. Fresina - IPAD; Sari O'Connor; Steve Heider; Steven H. Heider; Thomas A. Nardacci
Subject: ACAA Meeting Monday September 12, 2022 @ 11:30 AM
Importance: High

Please advise whether or not you will be attending the Board meeting on Monday, September 12, 2022 at 11:30 a.m.

Thank you.
Liz

**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 12, 2022 at 11:30 a.m.** The meeting will be held in the Conference Room on the 3rd Floor located in the Main Terminal at the Albany International Airport, Albany, New York.

AGENDA ITEM NO. 1

Chairman's Remarks

AGENDA ITEM NO. 2

Approval of Minutes



R

Minutes of the Regular Meeting of the Albany County Airport Authority **ACAA Approved**
09/12/2022

August 1, 2022

Pursuant to notice duly given and posted, the regular meeting of the Albany County Airport Authority was called to order on Monday, August 1, 2022 @ 11:30 a.m. in the 3rd Floor Conference Room of the main terminal located at the Albany International Airport by Chairman Samuel A. Fresina with the following present:

MEMBERS PRESENT

Samuel A. Fresina
Lyon M. Greenberg, M.D.
Steven H. Heider
Sari M. O'Connor
John-Raphael Pichardo
Thomas A. Nardacci (telephonic)

MEMBERS ABSENT

Kevin R. Hicks

STAFF

Philip F. Calderone, Esq.
Christine C. Quinn
Liz Charland
Steve Iachetta
Michael F. Zonsius
Doug Myers
Helen Chadderdon
Dwayne Lovely
Margaret Herrmann
John LaClair
Bobbi Matthews

ATTENDEES

Charles Marley, Gensler
Jeremy Martelle, Clough Harbor & Associates
Rich Amadon, Clough Harbor & Associates
Arturo Garcia, Chief Operating Officer, AvPorts
Ray Casey, Airport Consultant
Fire Chief Dave Cook, AvPorts - ARFF
Captain Steve Dorsey, AvPorts - ARFF
Jim O'Brien Operations Manager
Ray Camilli Airfield Manager
Kevin Hehir Building Maintenance Manager
Katie Mahoney, AvPorts Parking Manager
Dave Collins, AvPorts Custodial Manager
Bob Heitz, Million Air
Perry Blanchard, AvPorts



Dennis Feeney, Majority Leader
Jeffrey Jamison, Chief Counsel to the Albany County Executive

General:

1. Chairman's Remarks

2. Approval of Minutes

Mr. Heider moved to approve the minutes of the July 11, 2022 meeting. The motion was adopted unanimously.

Management Reports:

3. Communications and Report of Chief Executive Officer

Mr. Calderone presented the Communications and Report of the Chief Executive Officer for the month of August 2022.

4. 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**

Mr. Zonsius presented the Financial Report for the month of August 2022.

5. Project Development

Mr. LaClair presented the Project Development report for the month of August 2022.

6. Counsel.

7. Concessions/Ambassador Program

Ms. Chadderdon presented the Concessions/Ambassador report for the month of August 2022.

8. Public Affairs

Mr. Myers presented the Public Affairs report for the month of August 2022.

9. Business & Economic Development



Action Items:

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

10.1 Lease Amendment: License Agreement - Lease No. L-21-1093: 845 Watervliet Shaker Road with United Parcel Service, Inc.

Ms. Quinn recommended authorization to enter into a License Agreement with United Parcel Service, Inc. for 845 Watervliet Shaker Road, approximately 2.6 acres. She advised the rent is \$6,000 per month and the term is approximately three months.

Ms. O'Connor moved to approve the License Agreement with United Parcel Service, Inc. at 845 Watervliet Shaker Road with rent in the amount of \$6,000 per month for approximately three months. The motion was adopted unanimously.

11. Authorization of Change Orders - None

12. Authorization of Federal and State Grants - None

13. Informational Only - None

Old Business: None

New Business: None

Executive Session - Attorney-Client Privilege Matters

ES-1 One Matter of Attorney-Client Privilege – No Action

There being no further business, the meeting was adjourned at 11:25 a.m.



ALBANY COUNTY AIRPORT AUTHORITY

REGULAR MEETING

AGENDA

August 1, 2022

General:

- 1. Chairman's Remarks**
- 2. Approval of Minutes - Regular Meeting – July 11, 2022**
- 3. Communications and Report of Chief Executive Officer**

Reports:

- 4. Chief Financial Officer**
- 5. Project Development**
- 6. Counsel**
- 7. Concessions/Ambassador Program**
- 8. Public Affairs**
- 9. Business & Economic Development**

Action Items:

- 10. Authorization of Contracts/Leases/Contract Negotiations/Contract Amendments**
 - 10.1 Lease Amendment: License Agreement – License No. L-21-1093: 845 Watervliet Shaker Road with United Parcel Service, Inc.**
- 11. Authorization of Change Orders - None**
- 12. Authorization of Federal and State Grants - None**
- 13. Informational Only - None**

Old Business:

New Business:

Executive Session - Attorney-Client Privilege Matters:

AGENDA ITEM NO. 3

Communications and Report of Chief Executive Officer



MEMO: September 12, 2022

TO: Albany County Airport Authority Board Members

FROM: Philip F. Calderone, Esq., Chief Executive Officer

- Operations, Enplanements and Finances
- Proposed New Expansion Projects/Grant Update
- Recognitions

AGENDA ITEM NO. 4

Financials

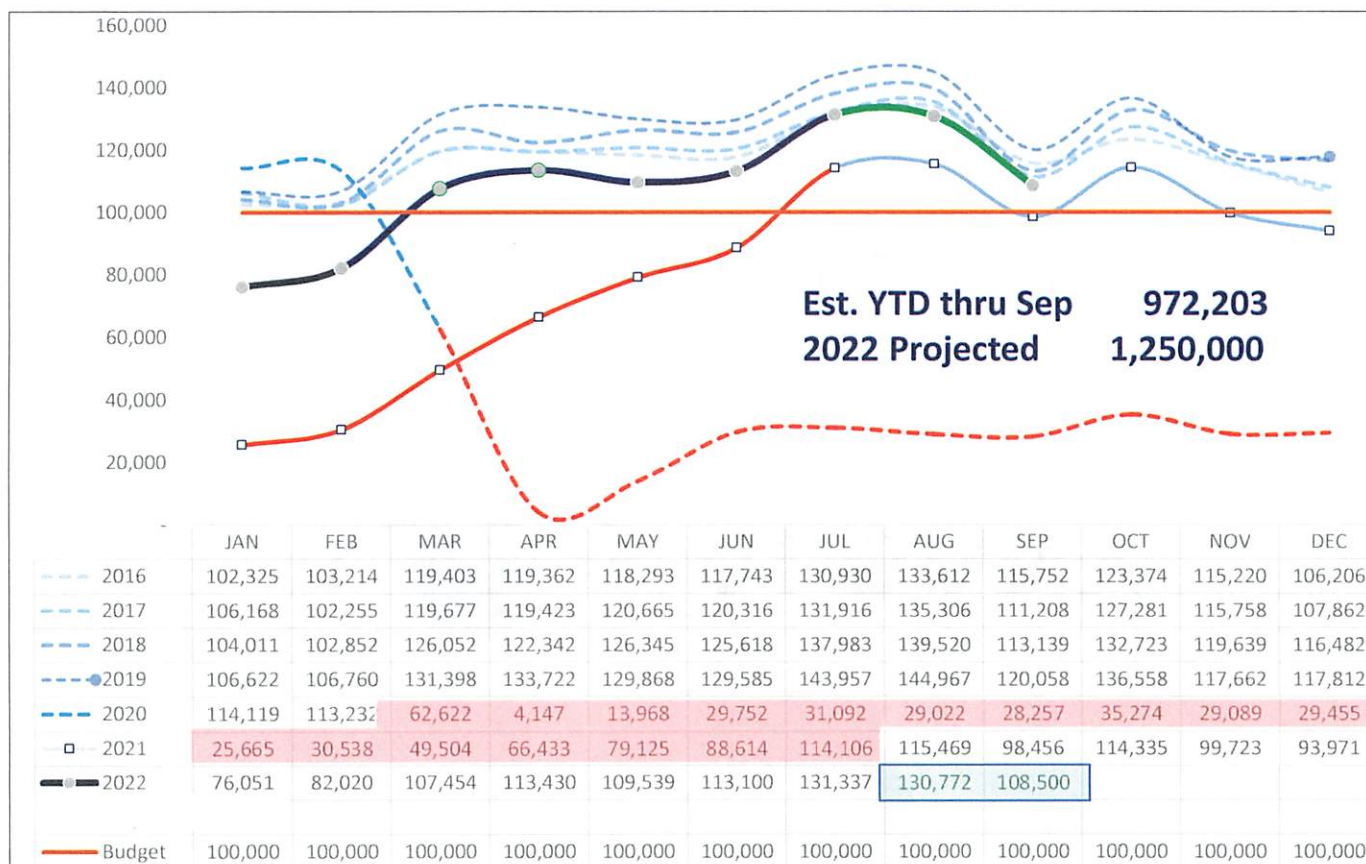


ALBANY
INTERNATIONAL AIRPORT

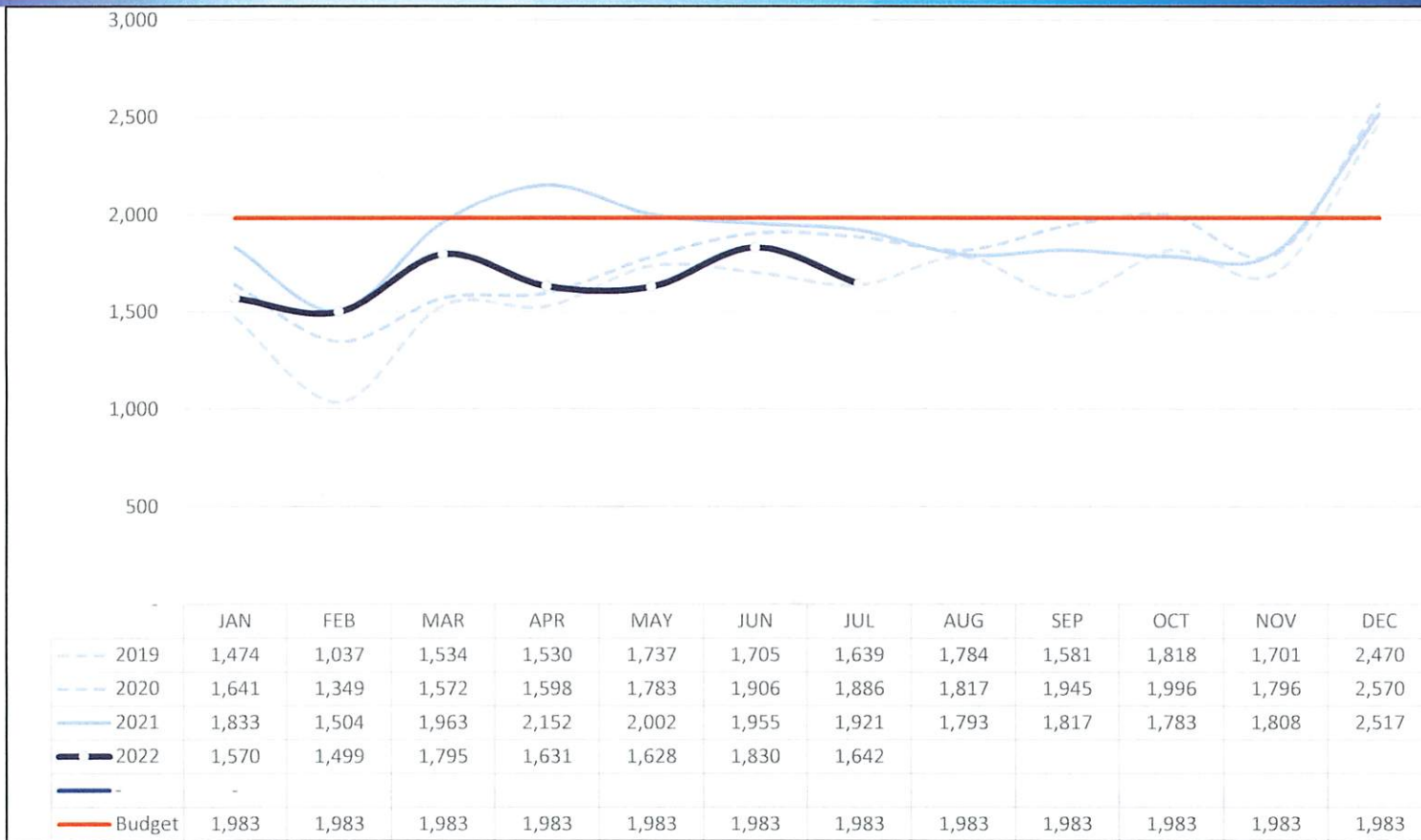
JULY 2022 FINANCIAL REPORT

September 12, 2022

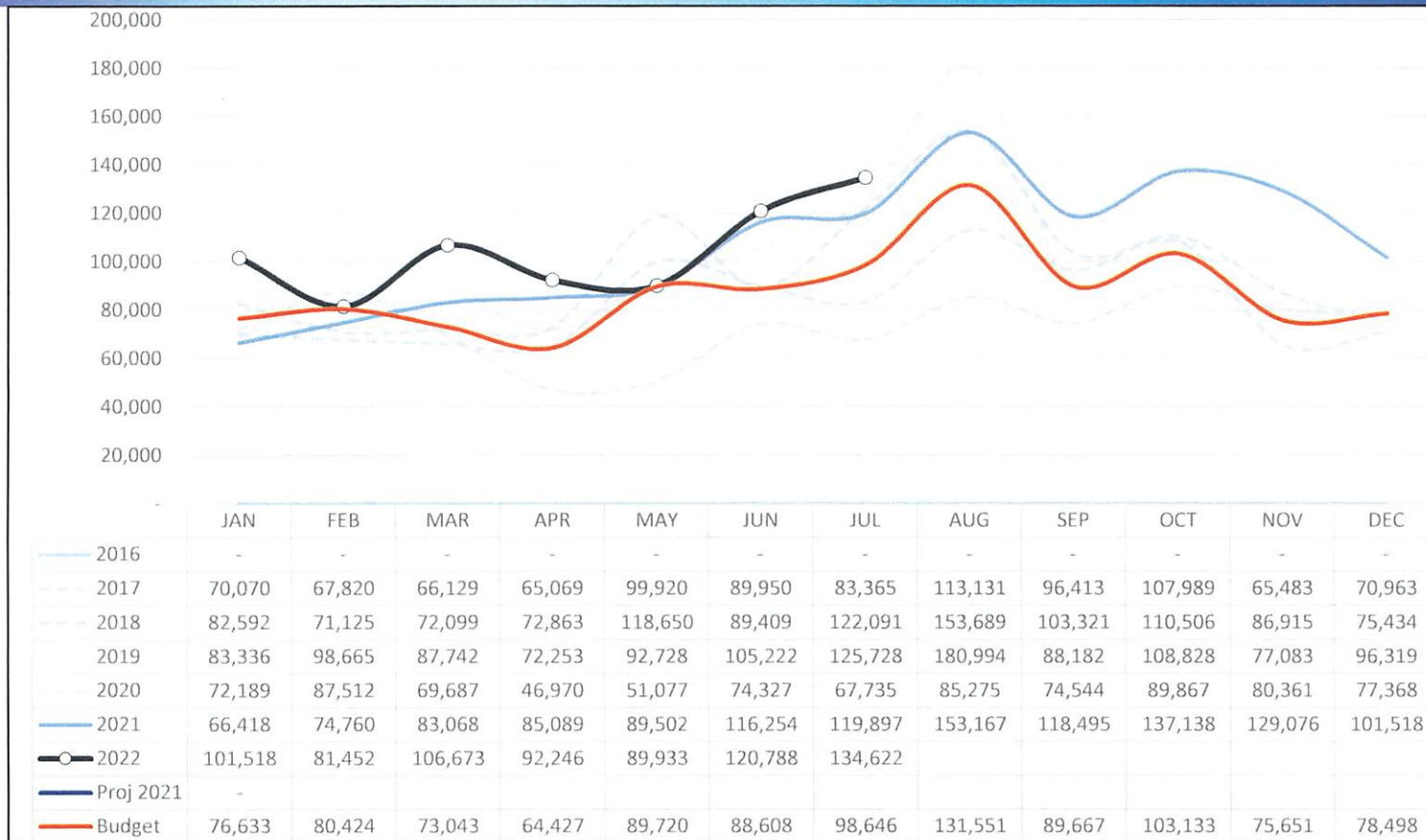
Monthly Enplanements



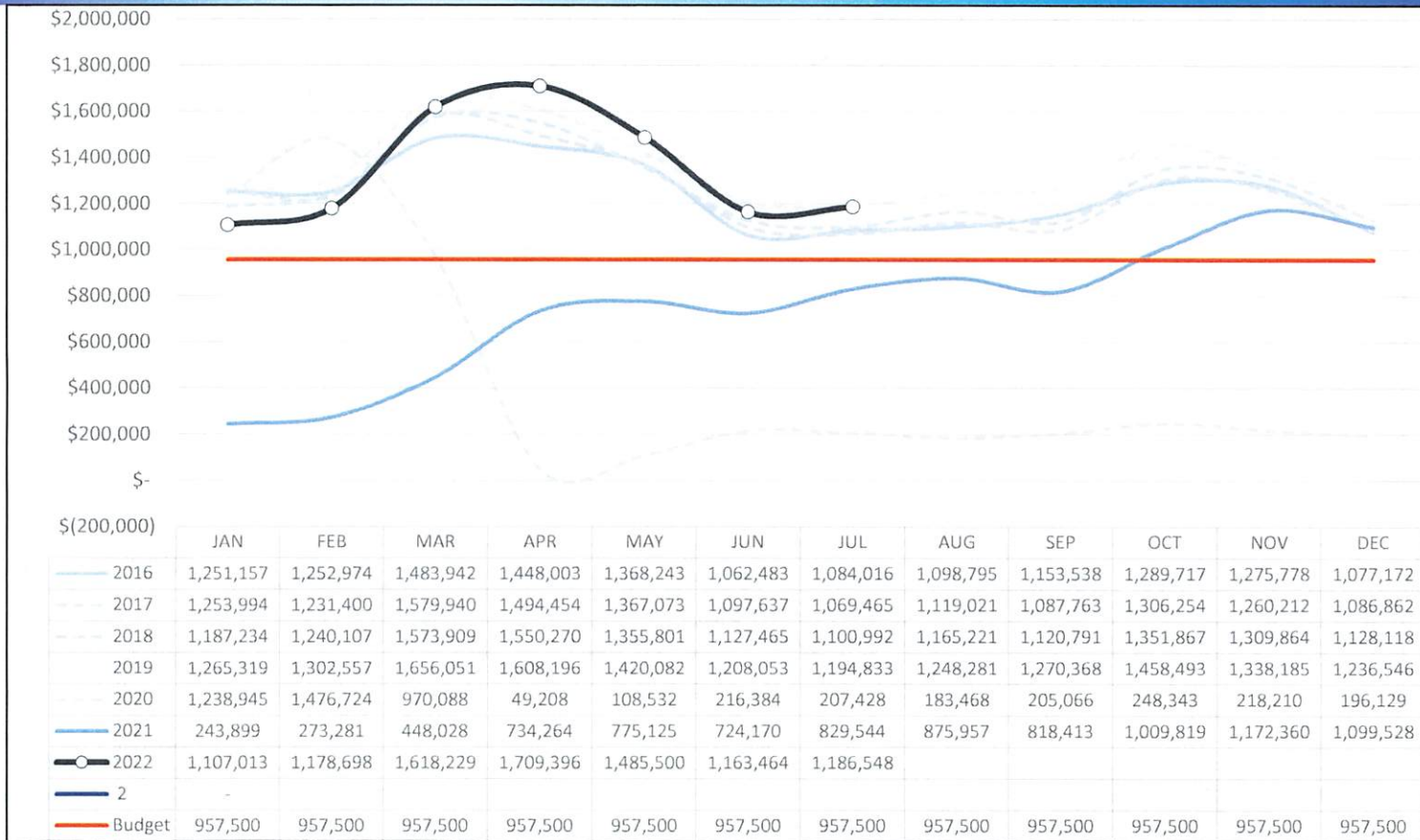
Monthly Cargo (tons)



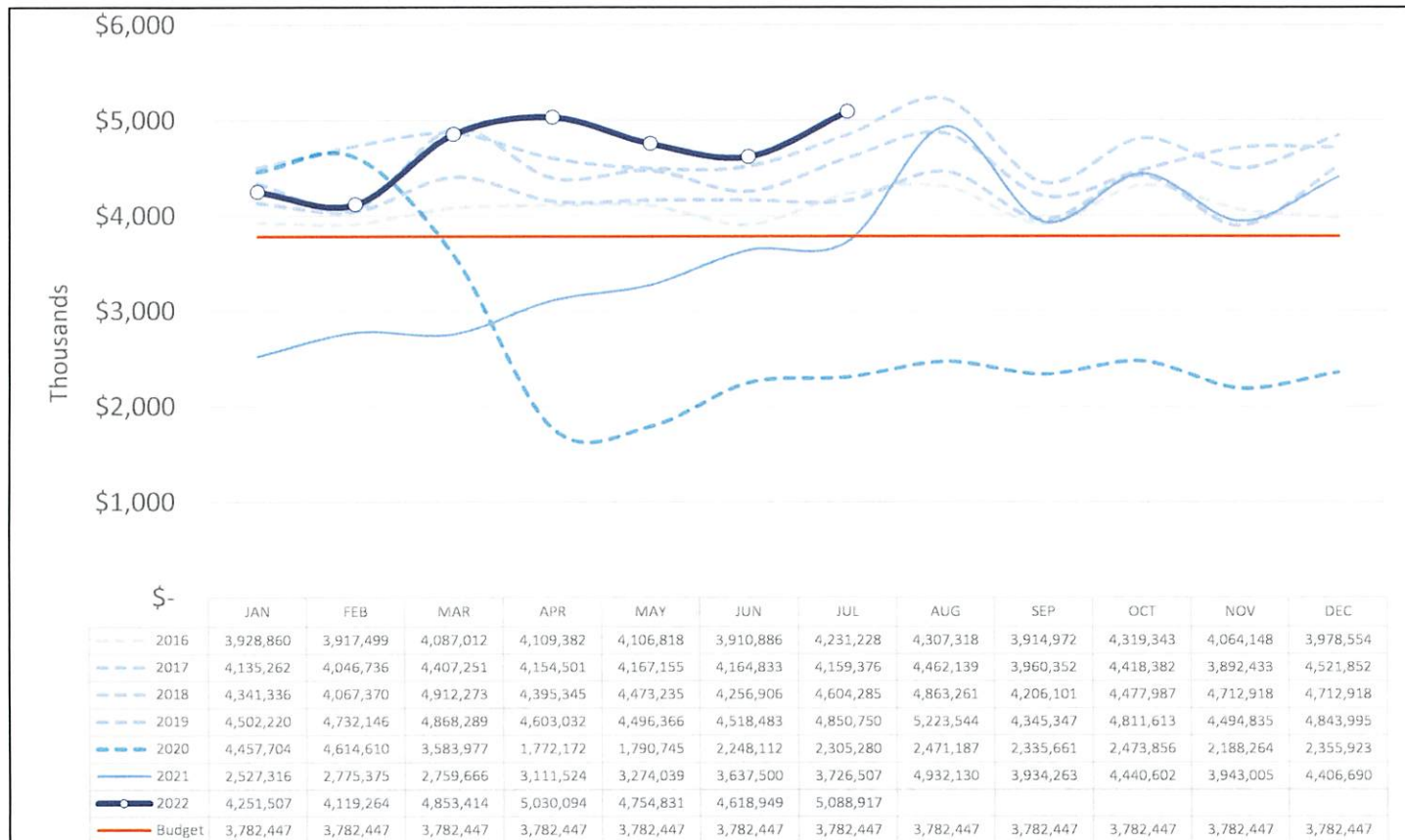
Monthly Jet A FBO only (gallons)



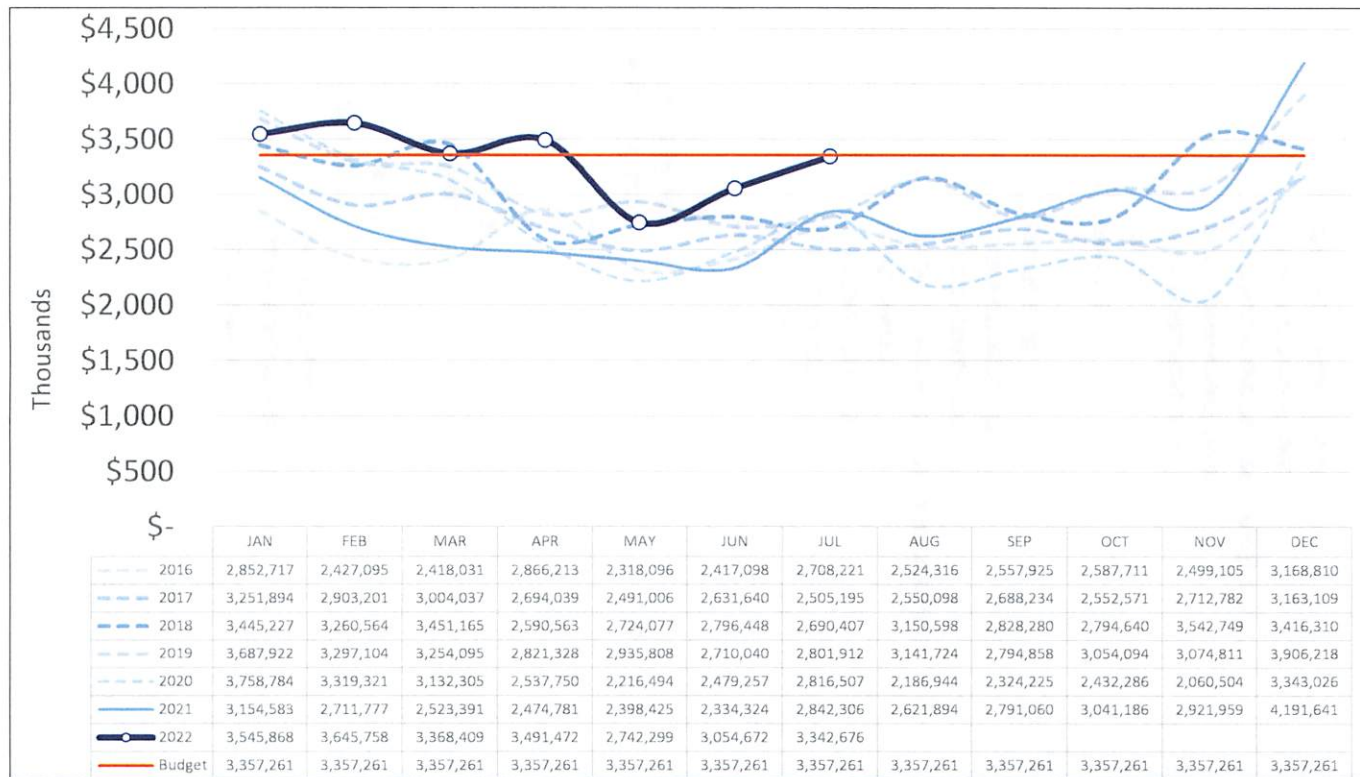
Parking Revenues



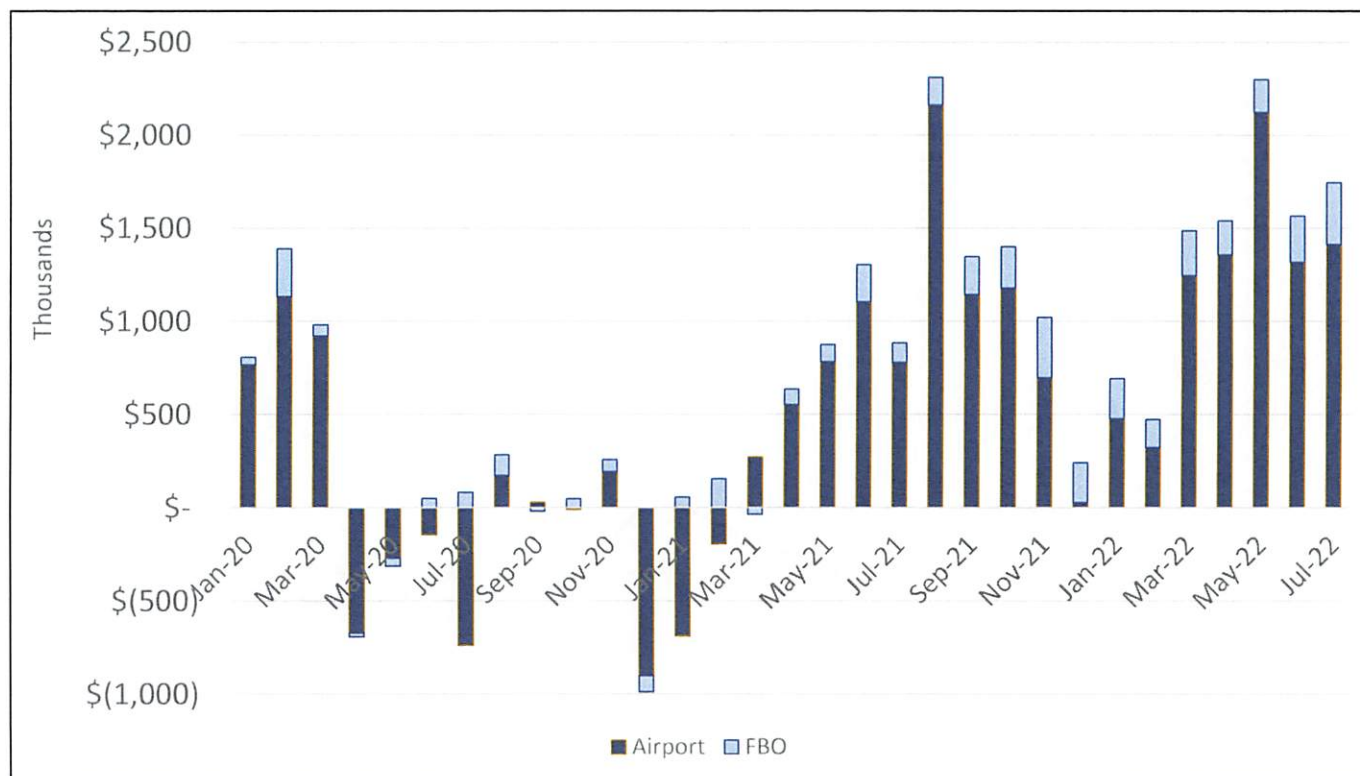
Operating Revenue (including FBO)



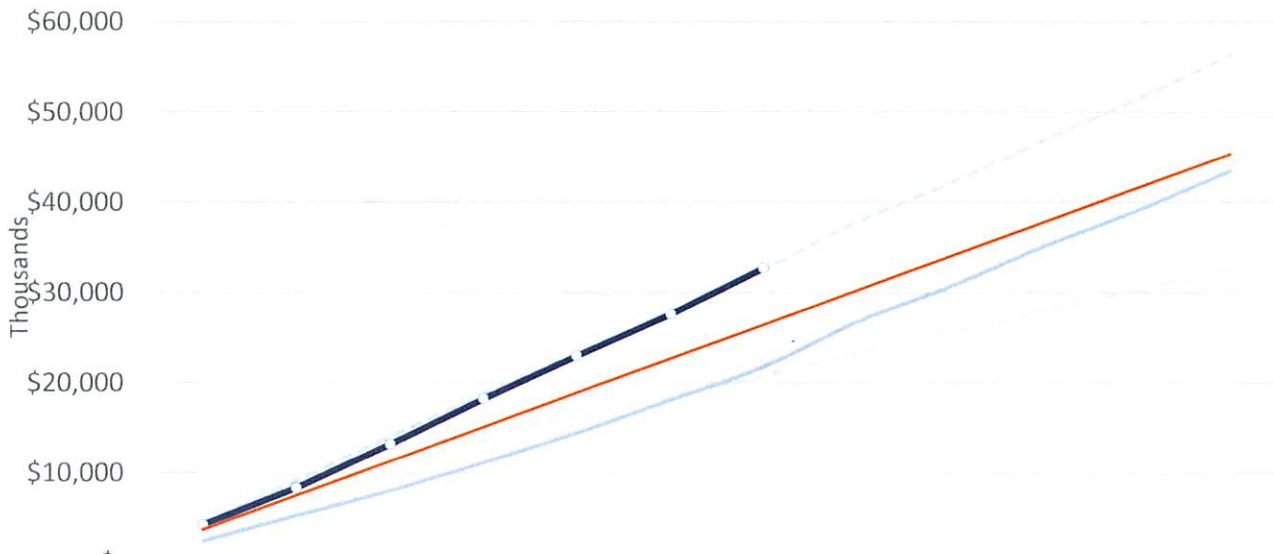
Operating Expense (including FBO)



Operating Net Profit, Airport and FBO

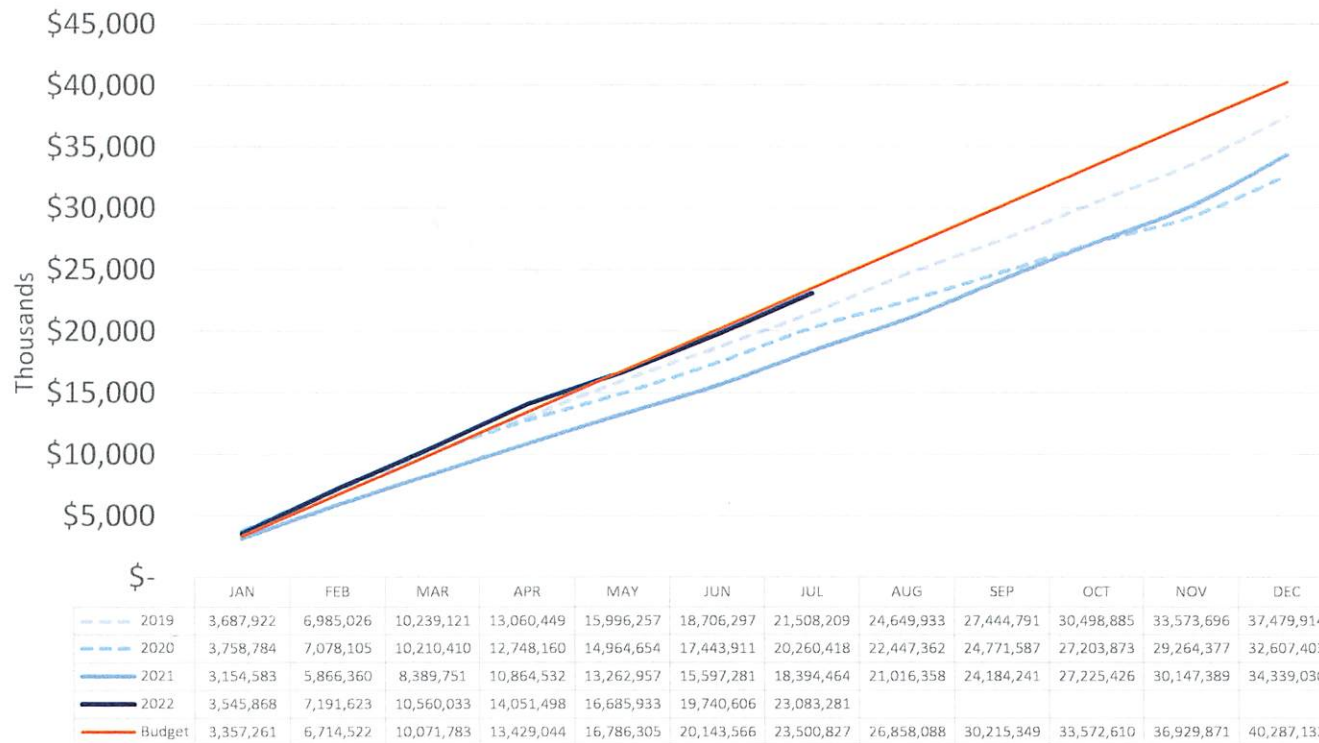


YTD Operating Revenue (excluding CARES) vs. YTD Budget (including FBO)



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2019	4,502,220	9,234,366	14,102,65	18,705,68	23,202,05	27,720,53	32,571,28	37,794,83	42,140,17	46,951,79	51,446,62	56,290,62
2020	4,457,704	9,072,314	12,656,29	14,428,46	16,219,20	18,467,32	20,772,60	23,243,78	25,579,44	28,053,30	30,241,56	32,597,49
2021	2,527,316	5,302,691	8,062,357	11,173,88	14,447,92	18,085,42	21,811,92	26,744,05	30,678,32	35,118,92	39,061,92	43,495,37
2022	4,251,507	8,330,953	13,184,36	18,214,46	22,969,29	27,588,24	32,677,15					
Budget	3,782,447	7,564,894	11,347,34	15,129,78	18,912,23	22,694,68	26,477,12	30,259,57	34,042,02	37,824,47	41,606,91	45,389,36

YTD Operating Expense vs. YTD Budget (including FBO)



Cash and Cash Equivalents - Operating



	2021	2022
Unrestricted	\$20,821,890	\$24,642,771
Restricted – Capital	15,988,094	18,626,402
Restricted - Reserves & Debt Service	18,473,043	19,091,001
	<u>\$55,283,027</u>	<u>\$62,360,174</u>

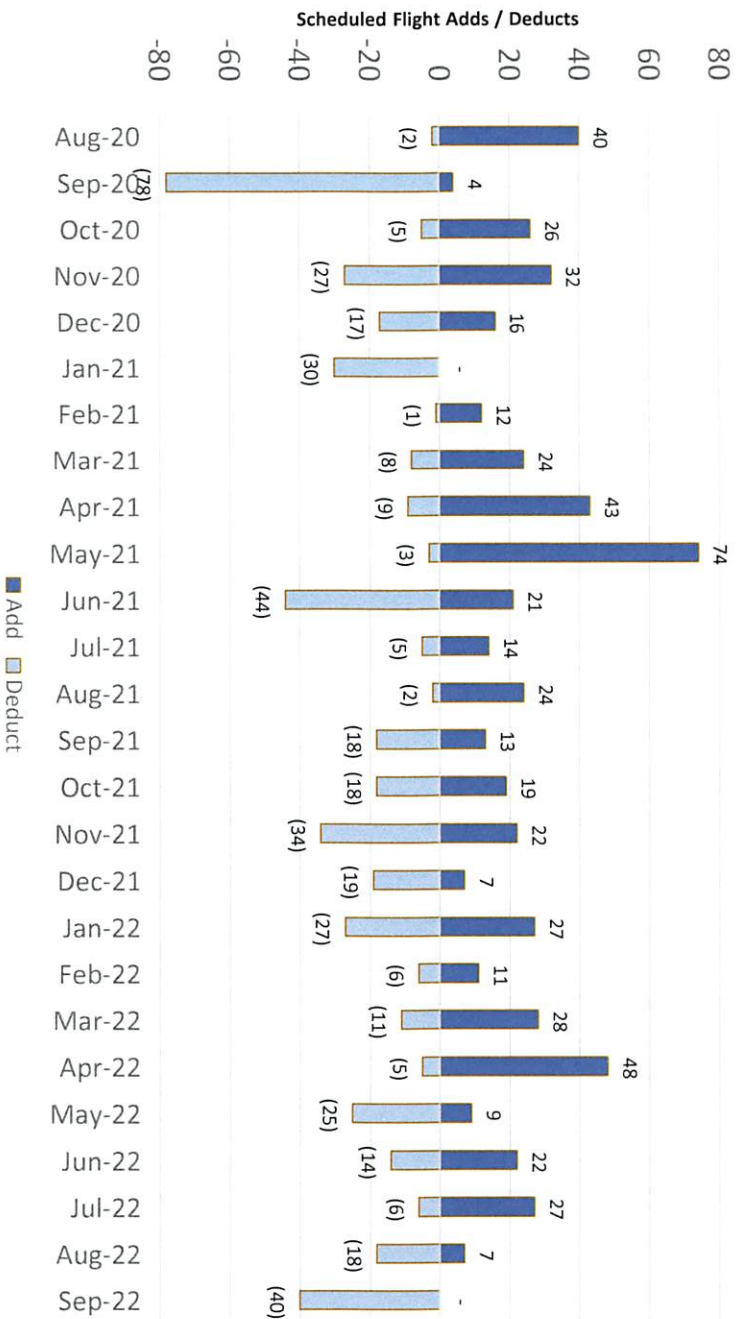
Monthly Scheduled Passenger Airline Service



	Airlines	Non-Stop Destination Airports	Non-Stop Destination Cities	Non-Stop Scheduled Flights	Average Flights per Day	Monthly Seats Available	Monthly Landed Weight
Jan20	7	17	13	1,391	44.9	141,803	147,829K
Jun21	7	19	14	991	33.0	97,420	96,960K
Jul21	7	19	14	1,100	35.5	114,081	111,304K
Aug21	7	19	15	1,165	37.9	123,051	125,165K
Sep21	7	17	13	1,129	37.6	120,713	116,139K
Oct21	7	18	13	1,182	38.1	125,324	115,091K
Nov21	7	17	12	1,120	37.3	118,803	112,293K
Dec21	7	17	12	1,096	35.4	114,381	111,014K
Jan22	7	18	13	1,066	34.4	111,340	107,377K
Feb22	7	19	13	999	35.7	105,195	99,654K
Mar22	7	18	12	1,175	37.9	121,434	116,508K
Apr22	7	19	13	1,275	42.5	130,529	125,315K
May22	7	21	15	1,282	41.4	133,592	129,745K
Jun22	7	22	15	1,274	42.5	139,005	131,609K
Jul22	7	22	13	1,394	45.0	154,418	148,924K



Weekly Scheduled Flight Adds and Deducts – Sep 2022



Beginning of Month 310

Weekly Flights Added

- -
- -
- -
- -
- -

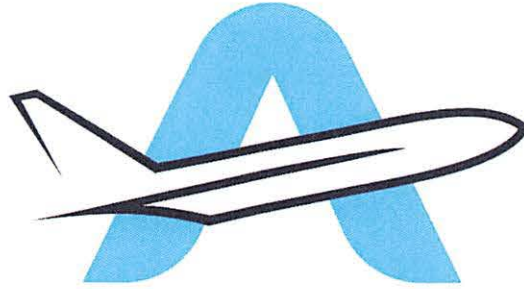
Weekly Flights Reduced

- -
- -
- -
- -
- -

End of Month 270

Thank You





ALBANY

INTERNATIONAL AIRPORT

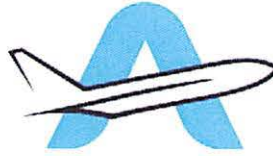
Monthly Financial Report

July 2022

(dated August 26, 2022)

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Schedule of Statistics	13
Schedule of Scheduled Passenger Airline Services	14



August 26, 2022

ACAA Members
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INTRODUCTION

Enplanement, Cargo and Operations continue to trend positively from the prior year, as shown below:

	2022 Current Year versus			
	2022 Month Budget	2021 Month Actual	2021 YTD	2021 Prev. 12 Mo.
Enplanements	31.3%	15.1%	61.0%	107.1%
Cargo	(17.2)	(14.5)	(13.0)	(9.1)
Operations	21.9	11.1	20.8	23.6

	Month	
	Jun21	May22
Destination Airports	14	15
Scheduled Monthly Flight	991	1,274
Average Daily Flights	33.0	42.5
Pax Lift (Pax Seats)	97,420	139,005
Enplanements	88,614	113,139

FINANCIAL INFORMATION

Cash Position – Unrestricted (Operating)

The Airport continues to maintain a strong cash position. The Statements of Net Position provided on Page 4 reports unrestricted cash of \$24,642,771 and equates to approximately 9.26 months of operating reserves (Notes to Financial Statements #2, Page 8), this is a nominal change from the prior month.

Cash Position – Restricted

Restricted cash available for capital purposes is as follows:

Projects	\$ 8,234,640
Projects – PFC	9,037,115
Projects – Other	1,354,647
	\$18,626,402

Accounts Receivable

The Accounts Receivable balance is approximately 4.6 of average day total operating revenues.

Equity – YTD Earnings

The Summary of Revenues, Expenses and Net results is provided on Page 5. The Airport recorded a change in net position for the month and year-to-date shown as follows:

	Month	YTD
Airport Operating	\$ 1,412,170	\$ 7,904,403
FBO Profit	334,071	1,689,473
	1,746,241	9,593,876
Other Rev/Exp (d.ser.)	(458,442)	(3,354,327)
Capital Contributions	-	134,818
Airline Incnt. Payts.	(20,678)	(141,541)
	(479,120)	(3,361,050)
	\$1,297,121	\$6,232,826*

*Please note, depreciation is not recorded on the monthly financial statements.

Operating Revenues

Monthly operating revenues were approximately \$3,974K and \$2,938K for 2022 and 2021, respectively. YTD operating revenues were \$25,425K and \$17,085 for 2022 and 2021, respectively.

Airport Operating Expenses

Monthly operating expenses were approximately \$2,562K and \$2,303K for 2022 and 2021, respectively. YTD operating expenses were \$17,521K and \$14,629K for 2022 and 2021, respectively.

AIRPORT OPERATING BUDGET

Monthly airport operating revenues were favorable by approximately **\$1,004K**, due in large part to the increase rental car revenue. Monthly airport operating expenses compared to budget were favorable by approximately **\$81K**.

YTD airport operating revenues were favorable by approximately **\$4,639K**. YTD airport operating expense were favorable by approximately **\$982K**.

Please see Budget vs. Actual High/Low by Category Reports, pages 10 – 12, for further details. High/Low by Category Report may not reconcile with the Summary of Revenues, Expenses and Net Results as some accounts need to be reflected in former.

MILLION AIR FBO OPERATIONS

Revenues derived from the sale of JetA and AvGas fuels is the largest contributor of FBO revenue. Below are the fuel sold in gallons for both JetA and AvGas:

	2022 Current Year versus			
	2022 Budget	2021 Month	2021 YTD	2021 Prev. 12 Mo.
JetA (gals)	36.5%	12.3%	14.4%	29.9%
AvGas (gals)	85.5	93.0	32.7	1.4

FBO Summary of Revenues, Expenses and Net results are shown on Page 7.

The FBO had operating profits of **\$334,071K** and **\$1,689K**, for the month and year-to-date, respectively, both favorable as compared to the budget.

Monthly FBO operating revenues were favorable to budget by approximately **\$302K**, due in large part to JetA fuel sales. Monthly FBO COGS (cost of goods sold-fuel) compared to budget were unfavorable by approximately **\$36K**. Monthly FBO operating expenses compared to budget were unfavorable by approximately **\$31K**.

YTD FBO operating revenues were favorable by approximately **\$1,561K**, due in large part to JetA fuel sales. YTD FBO COGS (cost of goods sold-fuel) compared to budget were unfavorable by approximately **\$235K**. YTD FBO operating expenses compared to budget were unfavorable by approximately **\$329K**.

PASSENGER AIRLINE SCHEDULES

Weekly Passenger Airline schedule flight changes over the past months are as follows:

		Begin	+	-	End
Aug20	(week #34)	183	40	(2)	221
Sep20	(week #39)	221	4	(78)	147
Oct20	(week #44)	147	26	(5)	168
Nov20	(week #49)	168	32	(27)	173
Dec20	(week #53)	173	16	(17)	172
Jan21	(week #21-03)	172	-	(30)	142
Feb21	(week #21-08)	131	12	(1)	142
Mar21	(week #21-12)	142	24	(8)	158
Apr21	(week #21-16)	158	43	(9)	192
May21	(week #21-21)	192	74	(3)	263
Jun21	(week #21-25)	263	21	(44)	240
Jul21	(week #21-29)	240	14	(5)	249
Aug21	(week #21-34)	249	24	(2)	271
Sep21	(week #21-38)	271	13	(18)	266
Oct21	(week #21-42)	266	19	(18)	267
Nov21	(week#21-46)	267	22	(34)	255
Dec21	(week#21-50)	255	7	(19)	243
Jan22	(week#22-04)	243	27	(27)	243
Feb22	(week#22-08)	243	11	(6)	248
Mar22	(week#22-13)	248	28	(11)	265
Apr22	(week#22-17)	265	48	(5)	308
May22	(week#22-21)	308	9	(25)	292
Jun22	(week#22-26)	288	22	(14)	300
Jul22	(week#22-31)	300	27	(6)	321
Aug22	(week#22-35)	321	7	(18)	310
Sep22					

PROJECTIONS

2022 and 2023 enplanement projections are as follows:

	2022	2023
Jan 2022	1,200,000	1,400,000
Feb2022	1,200,000	1,400,000
Mar 2022	1,200,000	1,400,000
Apr 2022	1,200,000	1,400,000
May2022	1,225,000	1,425,000
Jun 2022	1,225,000	1,425,000
Jul 2022	1,250,000	1,425,000
Aug 2022		
Sep 2022		
Oct 2022		
Nov 2022		
Dec 2022		

BOND RATINGS

Apr21	Moody's	A3	Stable
Mar20	S&P Global Ratings	A-	Negative
Apr21	S&P Global Ratings	A-	Stable
	Fitch	Not Rated	

FULL TIME FILLED POSITIONS

Workforce consists of the following Full-Time Filled positions :

AvPORTS	128	4	(3)	129
Millionaire	23	3	-	26
ACAA	20	-	-	20
	<u>171</u>			<u>175</u>

	<u>Begin</u>	<u>+</u>	<u>-</u>	<u>End</u>
Mar 2022	173	2	(5)	170
Apr 2022	170	3	(2)	171
May 2022	171	7	(3)	175
Jun 2022	175	4	(2)	177
Jul 2022	173	-	(3)*	174

*adjustment

COMPARISON WITH NATIONAL

Comparison of enplanement and cargo levels with the North American (NAM) amounts as provided by ACI-NA are as follows:

Enplanements

	<u>Month YOY%</u>		<u>YTD YOY%</u>		<u>12YE YOY%</u>	
	<u>NAM</u>	<u>ALB</u>	<u>NAM</u>	<u>ALB</u>	<u>NAM</u>	<u>ALB</u>
Mar21	7.4	(20.9)	(45.8)	(63.5)	(66.5)	(77.1)
Apr21	*	*	(20.6)	(41.5)	(58.0)	(70.2)
May21	*	*	5.2	(18.4)	(47.7)	(62.0)
Jun21	*	*	27.6	0.6	(36.0)	(53.3)
Jul21	*	*	44.7	23.1	(22.3)	(39.9)
Aug21	*	*	55.2	43.1	(7.5)	(22.3)
Sep21	*	*	61.2	56.7	6.8	(4.6)
Oct21	*	*	66.2	69.5	25.2	20.6
Nov21	*	*	71.4	79.8	46.9	49.8
Dec21	*	*	75.1	87.7	75.1	87.7
Jan22	90.6	188.4	90.6	188.4	104.6	137.3
Feb22	104.2	168.6	95.5	177.6	142.3	208.4
Mar22	65.5	117.1	81.9	149.3	148.5	237.6
Apr22	46.8	70.7	69.8	119.0	122.9	196.6
May22	31.8	38.4	59.9	93.6	101.2	161.5
Jun22	18.1	21.7	49.6	43.3	82.2	136.7
Jul22		15.1		61.0		107.1

* Percentage reflects a meaningless amount due to the reduced number of enplanements in April 2020.

Month YOY% **YTD YOY%** **12YE YOY%**
NAM ALB **NAM ALB** **NAM ALB**

	<u>Cargo (tons)</u>		<u>YTD YOY%</u>		<u>12YE YOY%</u>	
	<u>NAM</u>	<u>ALB</u>	<u>NAM</u>	<u>ALB</u>	<u>NAM</u>	<u>ALB</u>
Mar21	16.2	24.9	12.6	16.2	10.1	10.1
Apr21*	16.2	34.7	13.5	21.0	11.1	12.4
May21	5.2	12.3	11.7	19.0	11.5	13.2
Jun21	2.3	2.6	9.7	15.9	10.5	12.4
Jul21	(0.8)	1.9	8.2	13.6	9.5	11.2
Aug21	4.4	(1.3)	7.5	11.6	9.4	10.9
Sep21	3.8	(6.6)	7.1	9.3	8.4	8.5
Oct21	(0.5)	(10.6)	6.4	7.0	7.6	6.6
Nov21	4.1	0.7	6.6	6.5	7.5	6.2
Dec21	0.4	(2.1)	5.8	5.5	5.8	5.5
Jan22	(7.3)	(14.3)	(7.3)	(14.3)	4.1	3.3
Feb22	3.3	(0.3)	(2.5)	(8.0)	4.0	2.6
Mar22	(0.8)	(8.5)	(1.8)	(8.2)	2.6	0.1
Apr22	(6.7)	(24.2)	(3.3)	(12.8)	0.5	(4.6)
May22	(6.3)	(18.7)	(3.9)	(14.1)	(0.4)	(7.1)
Jun22	(3.1)	(6.8)	(3.7)	(14.6)	(0.8)	(7.8)
Jul22		(14.5)		(13.0)		(9.1)

* adjusted

**Albany County Airport Authority
Statements of Net Position**

	Unaudited July 31, 2021	Unaudited July 31, 2022
<u>ASSETS</u>		
CURRENT ASSETS		
Unrestricted Assets		
Cash and cash equivalents	\$ 20,821,890	\$ 24,642,771
Accounts receivable - net	714,126	1,002,833
Lease receivable	--	2,683,477
Prepaid Expenses	450,519	538,224
Total Unrestricted Assets	21,986,535	28,867,305
Restricted Assets		
Operating and Renewal Reserves	7,105,568	7,295,112
CFC Funds	449,409	450,263
Capital Funds	5,425,714	8,234,640
PFC Funds	9,210,302	9,037,115
Revenue Bond Funds	11,367,475	11,795,889
FAA Restricted Funds	203,777	204,164
Concession Improvement Funds	698,892	700,220
Total Restricted Assets	34,461,137	37,717,403
Total Current Assets	56,447,672	66,584,708
NON-CURRENT ASSETS		
Capital Assets	286,895,519	278,543,616
Lease Receivable	--	20,212,167
Prepaid Expenses	225,103	209,668
Total Non-Current Assets	287,120,622	298,965,451
Total Assets	343,568,294	365,550,159
<u>DEFERRED OUTFLOWS OF RESOURCES</u>		
Refunding	1,802,374	1,344,959
OPEB Expenses	504,922	391,588
Pension Expenses	1,046,330	1,136,675
Total Deferred Outflows of Resources	3,353,626	2,873,222
TOTAL ASSETS AND DEFERRED OUTFLOWS	346,921,920	368,423,381
<u>LIABILITIES AND NET ASSETS</u>		
CURRENT LIABILITIES		
Payable from Unrestricted Assets	1,822,238	2,583,088
Payable from Restricted Assets	10,909,406	12,820,199
Total Current Liabilities	12,731,644	15,403,287
NON-CURRENT LIABILITIES		
Bonds and other debt obligations	77,033,440	68,233,168
Net OPEB liability	5,861,742	5,793,988
Net pension liability - proportionate share	1,250,081	177,133
Total Non-Current Liabilities	84,145,263	74,204,289
Total Liabilities	96,876,907	89,607,576
<u>DEFERRED INFLOWS OF RESOURCES</u>		
Concession Improvement Funds	667,086	750,750
OPEB expenses	1,552,848	1,156,601
Pension expenses	44,658	1,093,887
Leases	--	22,400,114
Total Deferred Inflows of Resources	2,264,592	25,401,352
<u>NET POSITION</u>		
Invested in Capital Assets, net of Related Debt	208,052,463	210,218,783
Restricted	26,464,830	25,633,609
Unrestricted	13,263,128	17,562,061
Net Position	247,780,421	253,414,453
TOTAL LIABILITIES, DEFERRED INFLOWS AND NET POSITION	\$ 346,921,920	\$ 368,423,381

Albany County Airport Authority
2022 Summary of Revenues, Expenses and Net Results
For the seven months ended July 31, 2022

	Current Month			Year to Date		
	2022 Budget	2021 Actual	2022 Actual	2022 Budget	2021 Actual	2022 Actual
AIRPORT						
OPERATING REVENUES						
Airline	\$ 920,213	\$ 1,078,482	\$ 1,142,621	\$ 6,441,488	\$ 6,635,041	\$ 7,591,799
Non-Airline	2,049,287	1,859,819	2,831,211	14,345,007	10,449,786	17,833,597
Total Revenues	2,969,500	2,938,301	3,973,832	20,786,495	17,084,827	25,425,396
OPERATING EXPENSES						
Personal Services	872,063	821,800	906,885	6,104,440	5,062,181	5,837,218
Employee Benefits	476,893	374,915	401,136	3,338,252	2,752,379	2,884,308
Utilities & Communications	165,058	136,584	90,525	1,155,403	1,131,404	1,525,165
Purchased Services	458,162	318,724	512,645	3,207,132	2,776,824	3,056,038
Material & Supplies	423,350	377,135	509,305	2,963,448	1,954,754	3,177,037
Office	61,460	46,478	49,540	430,217	314,756	385,361
Administration	64,765	85,061	82,470	453,355	357,914	545,888
Non-Capital Equipment	121,583	143,149	9,156	851,083	278,289	109,978
Total Expenses	2,643,334	2,303,846	2,561,662	18,503,330	14,628,501	17,520,993
AIRPORT OPERATING RESULTS	326,166	634,455	1,412,170	2,283,165	2,456,326	7,904,403
FBO OPERATING RESULTS	99,020	106,596	334,071	693,139	682,847	1,689,473
TOTAL OPERATING RESULTS	425,186	741,051	1,746,241	2,976,304	3,139,173	9,593,876
OTHER REVENUES (EXPENSES)						
Interest Earnings	52,408	5,631	30,729	366,854	44,258	71,770
Passenger Facility Charges	303,367	303,214	303,367	2,123,569	2,122,498	2,123,569
ACAA Debt Service	(835,018)	(844,235)	(835,018)	(5,845,126)	(5,909,645)	(5,845,126)
Insurance Recoveries	-	-	-	-	37,171	-
Grant Income	435,716	322,565	11,780	3,049,992	4,433,696	80,560
Improvement Charges	30,700	30,700	30,700	214,900	214,900	214,900
Total Other Revenues(Expenses)	(12,827)	(182,125)	(458,442)	(89,811)	942,878	(3,354,327)
INCOME/(LOSS) BEFORE CAPITAL CONTRIBUTIONS	412,359	558,926	1,287,799	2,886,493	4,082,051	6,239,549
AIRLINE INCENTIVES	(33,333)	-	(20,678)	(233,333)	(80,336)	(141,541)
CAPITAL CONTRIBUTIONS	-	1,864,584	-	-	3,496,577	134,818
INCREASE (DECREASE) IN NET POSITION	\$ 379,026	\$ 2,423,510	\$ 1,267,121	\$ 2,653,160	7,498,292	6,232,826
NET POSITION, BEGINNING OF PERIOD					240,282,129	247,181,627
NET POSITION, END OF PERIOD					\$ 247,780,421	\$ 253,414,453
RECONCIATION TO AIRLINE FUNDS REMAINING:						
NET RESULTS BEFORE RESERVES	412,359	558,926	1,287,799	2,886,493	4,082,051	6,239,549
Less: Capital Improvements	(275,000)	(275,000)	(275,000)	(1,925,000)	(1,925,000)	(1,925,000)
Less: Reserve Requirements	(43,789)	(10,473)	(43,789)	(306,524)	(73,311)	(306,524)
NET RESULTS	93,570	273,453	969,010	654,969	2,083,740	4,008,025
Revenue Sharing:						
Transfer to/from Airlines (50%)	46,785	136,727	484,505	327,485	1,041,870	2,004,013
Authority Share (50%)	46,785	136,727	484,505	327,485	1,041,870	2,004,013
Less: Airline Incentives	(33,333)	-	(20,678)	(233,333)	(80,336)	(141,541)
Net Authority Share	\$ 13,452	\$ 136,727	\$ 463,827	\$ 94,152	\$ 961,534	\$ 1,862,472

Albany County Airport Authority
Operating Revenues
For the seven months ended July 31, 2022

	Current Month			Year to Date		
	2022 Budget	2021 Actual	2022 Actual	2022 Budget	2021 Actual	2022 Actual
AIRLINE REVENUES						
COMMERCIAL						
Landing Fees-Signatory	\$ 414,865	\$ 462,752	\$ 503,757	\$ 2,904,054	\$ 2,135,601	\$ 2,944,896
Landing Fees-Non Signatory	4,440	0	0	31,080	14,090	0
Airline Apron Fees	65,328	66,296	65,412	457,296	464,074	457,886
Glycol Disposal Fee	25,120	0	0	175,837	161,246	172,817
CARGO						
Landing Fees-Signatory	0	55,671	47,344	0	396,102	330,904
Landing Fees-Non Signatory	0	3,958	3,736	0	27,812	25,405
TERMINAL						
Loading Bridges	48,040	44,841	48,040	336,279	313,886	336,279
Space Rental	361,670	443,951	473,853	2,531,692	3,118,576	3,316,971
Non-Signatory Per Turn Fee	750	1,013	479	5,250	3,655	6,640
TOTAL AIRLINE REVENUES	920,213	1,078,482	1,142,621	6,441,488	6,635,041	7,591,799
NON-AIRLINE REVENUES						
AIRFIELD						
Tenant Maintenance	2,500	2,673	158	17,500	23,942	47,989
Total Airfield	2,500	2,673	158	17,500	23,942	47,989
TERMINAL						
Utility Reimbursement	2,000	1,660	2,210	14,000	13,354	19,120
Tenant Maintenance	1,713	0	0	11,993	0	0
Space Rent - Non Airline	60,682	68,531	69,634	424,775	470,589	487,803
Food & Beverage	65,000	92,267	118,566	455,000	366,157	657,609
Retail	62,000	39,184	101,740	434,000	334,995	504,364
Advertising	12,500	0	0	87,500	104,432	54,397
ATM	1,450	1,450	1,963	10,150	16,357	9,238
Operating Permits	21,150	(39)	7,403	148,050	114,987	171,468
Vending Machines	3,000	0	2,503	21,000	7,596	13,763
Baggage Cart Rentals	1,100	911	1,873	7,700	5,012	8,824
Total Terminal	230,595	203,965	305,894	1,614,168	1,433,479	1,926,587
GROUND TRANSPORTATION						
Parking	960,897	844,002	1,186,548	6,726,282	4,048,959	9,451,518
Rental Cars	399,500	389,213	825,892	2,796,500	1,982,380	3,113,153
Access Fees	16,597	3,416	10,374	116,178	54,026	96,963
TNCs	14,583	5,000	27,479	102,083	56,002	139,035
Garage Space Rent	8,376	8,190	8,445	58,633	57,701	59,117
Total Ground Transportation	1,399,954	1,249,821	2,058,739	9,799,677	6,199,069	12,859,785
OTHER AIRPORT						
Telephone System - Tenants	3,801	4,362	4,480	26,606	22,409	31,323
Building Rental	9,586	7,494	6,349	67,103	51,715	74,688
Control Tower Rental	67,983	55,481	55,481	475,884	388,369	388,369
Air Cargo Facility	36,110	40,831	42,376	252,768	242,668	283,649
State Executive Hangar	103,924	103,924	103,924	727,465	727,465	727,465
T Hangars	10,102	14,928	11,496	70,717	74,498	78,623
Tie Downs	241	245	248	1,687	1,712	1,738
AV Gas Fuel Sales	4,213	6,321	0	29,491	31,083	140
Industrial Park	50,061	48,876	51,042	350,426	338,277	338,069
Land Rental	36,576	29,568	48,504	256,032	194,515	337,111
Eclipse Hangar	25,141	25,141	25,141	175,989	175,989	175,989
Hangar Rental	42,656	48,574	46,812	298,590	337,929	325,534
Internet and Cable Access	552	885	775	3,862	4,195	3,425
Fingerprinting	2,000	3,861	3,086	14,000	18,308	21,879
Tenant Maintenance	83	0	0	583	0	0
Purchasing Proposals	83	0	0	583	0	0
Ebay/Scrap/Equipment Sales	417	0	7,065	2,917	2,005	8,582
Utility Reimbursement	13,000	9,025	9,012	91,000	104,398	120,845
Reimb of Property Taxes	3,042	0	0	21,292	14,016	14,339
Other	6,667	3,846	50,630	46,667	63,745	67,468
Total Other Airport	416,237	403,361	466,421	2,913,661	2,793,297	2,999,236
TOTAL NON AIRLINE REVENUES	2,049,287	1,859,819	2,831,211	14,345,007	10,449,786	17,833,597
TOTAL REVENUES	\$ 2,969,499	\$ 2,938,301	\$ 3,973,832	\$ 20,786,495	\$ 17,084,827	\$ 25,425,396

Albany County Airport Authority
FBO Results
For the seven months ended July 31, 2022

	Current Month			Year to Date		
	2022 Budget	2021 Actual	2022 Actual	2022 Budget	2021 Actual	2022 Actual
REVENUES						
Retail Fuel						
Jet A Fuel Sales	\$ 437,500	\$ 575,298	\$ 747,513	\$ 3,062,500	\$ 2,913,791	\$ 4,084,934
AvGas Fuel Sales	21,315	23,657	58,176	149,205	138,045	241,555
Commercial AvGas Fuel Sales	1,750	2,414	1,010	12,250	12,782	10,542
Auto & Diesel Fuel Sales	18,333	14,653	15,905	128,333	115,732	162,140
Retail Fuel Sales	478,898	616,022	822,605	3,352,288	3,180,350	4,499,171
Into Plane Fees	42,855	45,425	68,705	299,985	237,035	417,725
Fuel Farm Fees	60,075	44,582	89,830	420,525	216,465	505,356
General Aviation Landing Fees	18,750	27,477	32,202	131,250	129,797	175,650
Aircraft Parking Fees	14,167	19,605	48,874	99,167	94,018	296,084
Deicing Services	152,785	0	0	1,069,496	606,025	1,053,702
FBO Properties	37,500	28,880	46,380	262,500	211,878	245,517
FBO Services	7,917	6,214	6,490	55,417	51,531	58,555
TOTAL REVENUES	812,947	788,206	1,115,085	5,690,628	4,727,099	7,251,761
COST OF SALES						
Fuel Costs - Jet A	261,675	317,616	385,494	1,831,725	1,491,568	2,166,016
Fuel Discounts - Jet A	28,333	45,983	15,643	198,333	203,776	134,199
Fuel Costs - AvGas	14,790	16,477	46,506	103,530	88,622	178,940
Fuel Discounts - AvGas	370	406	1,114	2,587	2,457	4,869
Fuel Costs - Commercial AvGas	1,417	1,923	944	9,917	10,348	8,407
Fuel Costs - Auto & Diesel	14,167	8,739	26,225	99,167	80,316	134,149
Total Fuel Costs	320,751	391,145	475,927	2,245,259	1,877,087	2,626,580
Deicing Costs - Type I & IV	119,163	0	0	834,139	323,528	691,288
Catering, Oil & Other	375	0	0	2,625	0	0
Total Cost of Sales	440,289	391,145	475,927	3,082,023	2,200,615	3,317,868
Net Operating	372,658	397,061	639,158	2,608,605	2,526,484	3,933,893
CATEGORY						
Personal Services						
Salaries	109,762	91,134	132,242	768,335	693,041	802,128
Overtime	17,116	20,643	16,695	119,814	97,233	93,637
Total Personal Services	126,878	111,778	148,937	888,149	790,274	895,765
Employee Benefits	40,894	47,187	34,565	286,260	314,383	269,739
Utilities & Communications	6,573	7,419	8,703	46,009	53,795	71,604
Purchased Services	47,811	78,663	25,643	334,678	387,871	297,127
Materials & Supplies						
Buildings	7,842	8,157	38,784	54,895	35,385	206,152
Grounds	3,167	2,270	1,075	22,167	7,595	3,213
Vehicles	27,418	21,784	14,672	191,926	158,084	249,567
Total Materials & Supplies	38,427	32,211	54,530	268,988	201,064	458,932
Administrative Expenses	13,055	13,207	32,709	91,382	96,251	228,669
Non-Capital Equipment	0	0	0	0	0	22,586
TOTAL EXPENSES	273,638	290,464	305,087	1,915,466	1,843,637	2,244,420
FBO Net Direct Cost	\$ 99,020	\$ 106,596	\$ 334,071	\$ 693,139	\$ 682,847	\$ 1,689,473

Albany County Airport Authority

Airport Operating Revenue (does not include FBO)
YTD Budget vs. Actual High/Low by Category Report

For the 7 month period ending July 30/31, 2022

			Budget	Actual	Variance	Cumulative Variance
Revenues						
31	01055	Control Tower Rental	(475,884)	(388,369)	(87,515)	(87,515)
31	02054	Advertising	(87,500)	(54,397)	(33,103)	(120,618)
31	03280	Fuel Sales - AV Gas	(29,491)	(140)	(29,351)	(149,969)
31	03024	Off-Airport Parking Facilities	(90,157)	(73,531)	(16,627)	(166,596)
31	03300	Industrial Park	(350,426)	(338,069)	(12,357)	(178,953)
31	02056	Vending Machine Concession	(21,000)	(13,763)	(7,237)	(186,190)
31	03410	Reimbursement of Property Taxes	(21,292)	(14,339)	(6,953)	(193,143)
31	01011	Landing Fees - Cargo/Non-Signator	(31,080)	(25,405)	(5,675)	(198,818)
31	01035	Glycol Disposal Fee	(175,837)	(172,817)	(3,020)	(201,838)
31	03020	Contract Taxi	(7,772)	(5,505)	(2,267)	(204,105)
31	02064	ATM Income	(10,150)	(9,238)	(912)	(205,017)
31	09007	Purchasing Proposals	(583)		(583)	(205,600)
31	02063	Internet & Cable Access	(3,862)	(3,425)	(437)	(206,037)
31	03022	Hotels	(14,029)	(13,650)	(379)	(206,416)
31	02012	Baggage Claim Room	(817,056)	(817,056)	0	(206,416)
31	01071	Hangar Maintenance NYS Executiv	(72,333)	(72,333)	0	(206,416)
31	02115	Payphones - Concessions	0		0	(206,416)
31	03023	Off-Airport Rental Cars	0		0	(206,416)
31	01075	Eclipse Hangar Rental	(175,989)	(175,989)	0	(206,416)
31	03012	Preferred Lot Parking	0		0	(206,416)
31	02011	Rental of Boarding Bridges	(336,279)	(336,279)	0	(206,416)
31	03200	Tie Downs	(1,687)	(1,738)	52	(206,364)
31	03021	Limousines	(4,220)	(4,277)	57	(206,307)
31	03017	Short & Over	0	(263)	263	(206,044)
31	03040	Garage Space Rent	(58,633)	(59,117)	484	(205,560)
31	01021	Apron Parking Fees - Commercial	(457,296)	(457,886)	590	(204,970)
31	03015	Lost Card Fees-Employees	0	(675)	675	(204,295)
31	02057	Baggage Cart Concession	(7,700)	(8,824)	1,124	(203,171)
31	02030	Non Signatory Per Turn Fee	(5,250)	(6,640)	1,390	(201,781)
31	02105	Telephone - Monthly Usage	0	(1,472)	1,472	(200,309)
31	02100	Telephone - Monthly Service	(26,606)	(29,852)	3,245	(197,064)
31	02025	Utility Reimbursement	(14,000)	(19,120)	5,120	(191,944)
31	09008	Ebay/Scrap/Equipment Sales	(2,917)	(8,582)	5,665	(186,279)
31	01060	Building Rental	(67,103)	(74,688)	7,586	(178,694)
31	09001	Fingerprinting	(14,000)	(21,879)	7,879	(170,814)
31	03100	T-Hangar Rentals	(70,717)	(78,623)	7,906	(162,909)
31	03014	Employee Parking	(23,783)	(34,955)	11,173	(151,736)
31	03500	Tenant Maintenance	(30,076)	(47,989)	17,913	(133,823)
31	09005	Miscellaneous Income	(46,667)	(67,468)	20,802	(113,021)
31	02062	Operating Permits	(148,050)	(171,468)	23,418	(89,603)
31	01070	Hangar Rental - Airline	(953,722)	(980,666)	26,944	(62,660)
31	03405	Utility Reimbursements	(91,000)	(120,845)	29,845	(32,815)
31	01065	NE Quad Cargo Facility	(252,768)	(283,649)	30,881	(1,933)
31	03027	TNCs	(102,083)	(139,035)	36,952	35,018
31	02010	Airline Space Rental	(2,453,420)	(2,499,914)	46,495	81,513
31	03010	Short Term Parking	(539,000)	(593,218)	54,218	135,731
31	02020	Non-Airline Space Rental	(424,775)	(487,803)	63,028	198,759
31	02053	Retail Concession	(434,000)	(504,364)	70,364	269,123
31	03013	Economy Parking	(724,500)	(803,403)	78,903	348,026
31	01050	Land Rental	(256,032)	(337,111)	81,079	429,105
31	01012	Airfield Revenue Sharing	184,696		184,696	613,801
31	01010	Landing Fees - Commercial/Signatc	(3,088,750)	(3,275,800)	187,050	800,851
31	02052	Food & Beverage Concession	(455,000)	(657,609)	202,609	1,003,460
31	02051	Rental Car Concession	(2,796,500)	(3,113,153)	316,653	1,320,113
31	02013	Terminal Revenue Sharing	738,785		738,785	2,058,898
31	03011	Long Term Parking	(5,439,000)	(8,019,004)	2,580,004	4,638,901
			<u>(20,786,495)</u>	<u>(25,425,396)</u>	<u>4,638,901</u>	
			\$ (20,786,495)	\$ (25,425,396)	\$ 4,638,901	

Albany County Airport Authority

Airport Operating Expenses (does not include FBO)
YTD Budget vs. Actual High/Low by Category Report

For the 7 month period ending July 30/31, 2022

		Budget	Actual	Variance	Cumulative Variance
Salaries Expense					
34	12010 Overtime 1.5	410,957	470,784	(59,827)	(59,827)
34	12020 Overtime 2.0	22,818	47,756	(24,938)	(84,765)
34	13000 Temporary Help	5,833		5,833	(78,932)
34	11005 Part Time/Seasonal Salaries	194,268	84,212	110,056	31,125
34	11000 Salaries	5,470,563	5,234,466	236,098	267,222
		6,104,440	5,837,218	267,222	
Other Employee Expenses					
35	26010 NYS Disability	71,921	92,253	(20,331)	(20,331)
35	22300 Health Insurance - Vision	4,036	7,470	(3,434)	(23,766)
35	25000 Uniforms & Laundry	30,304	31,443	(1,139)	(24,904)
35	29000 NYS Retirement	187,430	187,868	(438)	(25,342)
35	22105 Other Post Employment Benefits (C	101,847	101,847	0	(25,342)
35	23000 Health Insurance - AFLAC	3,791	3,755	36	(25,306)
35	24010 Employee EAP Program	565	356	210	(25,096)
35	24015 Smoking Cessation Class	700		700	(24,396)
35	24000 Medical Exams/Abstracts	12,892	10,222	2,670	(21,726)
35	29001 TBI Retirement	124,529	113,505	11,025	(10,701)
35	25005 Uniform Purchases	21,184	7,623	13,561	2,860
35	21000 Social Security	464,388	431,690	32,698	35,558
35	26020 Unemployment Insurance	94,785	37,415	57,370	92,928
35	22200 Dental Insurance	82,703	21,277	61,426	154,354
35	26030 Workers Compensation	342,188	233,165	109,023	263,377
35	22000 Health Insurance	1,794,987	1,604,421	190,566	453,943
		3,338,252	2,884,308	453,943	
Utilities					
36	31000 Electric	752,063	1,091,577	(339,515)	(339,515)
36	34000 Sewer	53,375	132,884	(79,509)	(419,024)
36	33000 Natural Gas	141,964	194,301	(52,337)	(471,361)
36	36032 Internet Access	26,607	31,282	(4,675)	(476,036)
36	36015 Telephones-Monthly Service	8,654	10,710	(2,056)	(478,092)
36	36060 Cable Television	3,351	4,099	(748)	(478,839)
36	36017 Payphones Annual & Monthly Servi	0		0	(478,839)
36	36012 Telephone - Sheriff	2,392	2,362	30	(478,810)
36	36018 Payphones - Monthly Usage	88		88	(478,722)
36	36010 Telephone Charges-Local	10,124	9,598	525	(478,197)
36	36016 Telephones-Monthly Usage	1,750	13	1,737	(476,460)
36	36011 Telephone Charges-Long Distance	9,269	687	8,582	(467,878)
36	36030 Telephone-Cellular	37,800	22,972	14,828	(453,049)
36	36020 Telephone Repairs	32,397	2,815	29,581	(423,468)
36	35000 Water	75,571	21,865	53,706	(369,762)
		1,155,403	1,525,165	(369,762)	
Purchased Services					
37	44005 Perimeter Security	127,040	201,747	(74,707)	(74,707)
37	45000 Janitorial Services	339,029	360,981	(21,952)	(96,659)
37	47000 Special Studies	37,917	49,455	(11,538)	(108,197)
37	42045 Builders Risk	0	10,878	(10,878)	(119,075)
37	49020 Engineering Services	17,500	28,019	(10,519)	(129,594)
37	41010 Financial Services	58,333	68,295	(9,962)	(139,556)
37	42080 Cyber Liability Insurance	11,667	20,676	(9,010)	(148,565)
37	42093 Agency Fee	17,500	26,250	(8,750)	(157,315)
37	49015 Consultant	28,000	33,813	(5,813)	(163,128)
37	44030 Employee Shuttle Service	7,293	12,500	(5,207)	(168,335)
37	42095 Insurance Claims	9,042	13,591	(4,549)	(172,884)
37	42070 Public Official Liability	20,417	23,994	(3,577)	(176,461)
37	42065 Crime Insurance	4,083	4,478	(395)	(176,856)
37	45010 Refuse Removal Services	43,344	43,401	(57)	(176,913)
37	44000 Public Safety	1,220,256	1,220,256	0	(176,913)
37	41020 Rates & Charges	0		0	(176,913)
37	44020 Parking Valet Service	0		0	(176,913)
37	49010 Architectural Services	0		0	(176,913)
37	49040 Professional Management	247,917	247,917	0	(176,913)
37	49060 Code Enforcement	67,783	67,783	0	(176,913)
37	42041 Environmental Liability	20,621	20,621	0	(176,913)
37	44010 Armored Car Service	2,917	2,149	768	(176,145)
37	42090 Fiduciary Liability	10,500	9,316	1,184	(174,961)
37	42010 Airport Liability	147,848	146,487	1,361	(173,600)

Albany County Airport Authority

Airport Operating Expenses (does not include FBO)
YTD Budget vs. Actual High/Low by Category Report

For the 7 month period ending July 30/31, 2022

		Budget	Actual	Variance	Cumulative Variance	
37	42020	Automotive Insurance	43,750	41,750	2,000	(171,600)
37	47010	GIS Services	14,000	2,662	11,338	(160,262)
37	49005	Appraisal	14,583		14,583	(145,679)
37	46010	Public Relations	58,333	42,815	15,518	(130,161)
37	42060	Property Insurance	171,041	154,090	16,950	(113,211)
37	46020	Passenger Info Booth	88,158	70,706	17,452	(95,759)
37	46012	Artistic Exhibits	57,426	30,910	26,517	(69,242)
37	43000	Legal Services	29,167		29,167	(40,075)
37	46015	Advertising	87,500	44,892	42,608	2,532
37	49070	Other Professional Services	204,167	49,500	154,667	157,199
			<u>3,207,132</u>	<u>3,049,933</u>	<u>157,199</u>	
Material & Supplies						
38	51019	Snow Removal Supplies	145,542	495,324	(349,782)	(349,782)
38	52051	Control Tower Maintenance	175,000	324,511	(149,511)	(499,293)
38	53010	Landscaping	7,554	84,384	(76,829)	(576,122)
38	54011	Diesel Fuel	64,167	112,868	(48,701)	(624,823)
38	54010	Gasoline	26,635	74,866	(48,231)	(673,054)
38	52012	Card Access System	46,667	76,199	(29,532)	(702,586)
38	51011	Airfield Lighting	40,833	66,883	(26,050)	(728,636)
38	51053	Electric	64,167	82,998	(18,831)	(747,467)
38	51017	Airfield Shop Supplies	13,125	27,433	(14,308)	(761,775)
38	53050	Snow Removal Services	173,833	186,632	(12,799)	(774,574)
38	54060	Mower Repair & Maintenance	8,167	19,311	(11,144)	(785,718)
38	51052	Wastewater Conveyance	4,375	12,500	(8,125)	(793,843)
38	54045	ARFF Vehicle Repair & Maintenan	10,500	17,742	(7,242)	(801,085)
38	52075	Advertising Displays	0	6,881	(6,881)	(807,966)
38	54021	Vehicle Repair & Maintenance	42,583	48,475	(5,892)	(813,858)
38	52063	Window Washing	48,516	51,450	(2,935)	(816,793)
38	54030	General Equipment Repair & Maint	25,375	27,525	(2,150)	(818,942)
38	53071	Wildlife Hazard Management	22,167	24,207	(2,040)	(820,982)
38	54070	Vehicle Shop Tools & Supplies	26,250	28,058	(1,808)	(822,790)
38	52010	Alarm & PA Systems	49,026	50,626	(1,600)	(824,390)
38	53040	Sign Expense	7,729	9,057	(1,328)	(825,718)
38	52061	Building Materials	0	571	(571)	(826,288)
38	52041	Fire Equipment Testing	2,687	2,703	(16)	(826,304)
38	53085	Land Lease	9,004	9,004	0	(826,304)
38	52059	Storage Space Rental	4,375	4,346	29	(826,275)
38	52040	Fire Equipment Services	3,422	3,320	102	(826,173)
38	52071	ID Tags	20,417	20,295	122	(826,051)
38	53020	Fencing	525		525	(825,526)
38	51032	Hazardous Material Supplies	2,917	2,341	576	(824,951)
38	53070	Hazardous Waste Management	2,100	1,504	596	(824,355)
38	51010	Fencing	5,250	4,201	1,050	(823,305)
38	51055	Water District Charges	14,583	13,439	1,144	(822,161)
38	53041	Traffic Light Repairs	1,167		1,167	(820,994)
38	53078	Liquid Waste Disposal	2,100		2,100	(818,894)
38	53045	Catch Basin Maintenance	2,333		2,333	(816,561)
38	51020	Rubber Removal	46,667	44,183	2,484	(814,077)
38	54022	Vehicle Communication Equipment	3,733	1,139	2,594	(811,483)
38	52080	Sign Expense	3,792	856	2,936	(808,547)
38	53090	T-Hangar Maintenance	55,431	52,420	3,011	(805,535)
38	52036	Automatic Door Repairs & Supplies	7,000	3,629	3,371	(802,164)
38	51014	Pavement Repairs	3,500		3,500	(798,664)
38	53060	Dump Fees - Landfill	4,830	1,065	3,765	(794,899)
38	52035	Plumbing Repairs & Supplies	91,000	86,359	4,641	(790,258)
38	51016	Runway Painting	20,417	15,760	4,657	(785,601)
38	54012	Oil / Grease	13,708	8,559	5,150	(780,452)
38	54013	Vehicle/Equipment Tires	19,833	14,624	5,210	(775,242)
38	52032	Elevator Repairs & Supplies	67,083	61,383	5,700	(769,542)
38	52013	CCTV Repair	29,167	22,276	6,891	(762,651)
38	54015	CNG Fuel	13,417	6,156	7,261	(755,390)
38	53051	NYS Police Hangar Maintenance	72,917	65,530	7,386	(748,004)
38	52031	Electrical Repairs & Supplies	134,138	125,999	8,139	(739,865)
38	51030	EMS Supplies	9,441	579	8,861	(731,004)
38	52014	Key Access System	9,625		9,625	(721,379)
38	51015	Apron Maintenance	29,167	19,497	9,670	(711,709)
38	54040	Heavy Equipment Maintenance	35,000	24,605	10,395	(701,314)
38	52037	Pest Control	35,821	25,141	10,680	(690,634)

Albany County Airport Authority

Airport Operating Expenses (does not include FBO)
YTD Budget vs. Actual High/Low by Category Report

For the 7 month period ending July 30/31, 2022

		Budget	Actual	Variance	Cumulative Variance	
38	52034	Roof	14,583	2,921	11,662	(678,972)
38	51031	ARFF Supplies	34,995	21,944	13,051	(665,920)
38	52050	US Customs	29,517	12,045	17,471	(648,449)
38	52020	Baggage System	26,250	8,535	17,715	(630,734)
38	51054	Sewer District Charges	18,375		18,375	(612,359)
38	51033	ARFF Foam	19,400		19,400	(592,960)
38	52062	Janitorial Supplies	141,129	120,140	20,989	(571,971)
38	52090	Flight Information Displays	22,910	592	22,318	(549,652)
38	53048	Snow Removal Supplies	35,583		35,583	(514,069)
38	54050	Snow Equipment Repair & Mainten:	52,500	12,260	40,240	(473,829)
38	53030	Pavement Repairs	58,333	8,978	49,356	(424,474)
38	51057	System Maintenance & Repairs	105,000	44,154	60,846	(363,628)
38	52060	Building Maintenance	462,035	390,128	71,907	(291,721)
38	52033	HVAC	164,063	76,798	87,264	(204,456)
			<u>2,963,448</u>	<u>3,167,904</u>	<u>(204,456)</u>	
Office/Administration						
39	66060	Credit Card Service Charges	228,667	325,630	(96,963)	(96,963)
39	66070	2008A Remarketing & LOC Fees	0	42,447	(42,447)	(139,410)
39	66000	Dues & Subscriptions	31,760	45,901	(14,141)	(153,551)
39	66061	EZ Pass Fees	70,000	83,346	(13,346)	(166,897)
39	55014	Computer Systems	26,892	36,736	(9,845)	(176,742)
39	55015	Hardware/Software Maint Support	257,092	263,625	(6,533)	(183,274)
39	55031	Parking Ticket Stock	3,500	6,545	(3,045)	(186,319)
39	66062	Bank & Paying Agent Fees	4,083	6,460	(2,377)	(188,696)
39	66040	Licenses & Permits	2,246	2,900	(654)	(189,350)
39	66003	G.F.O.A.	0	595	(595)	(189,945)
39	55041	Express Mail	0	509	(509)	(190,454)
39	55011	Copy Machine Use	583	970	(387)	(190,841)
39	55012	Office Equipment Service Agreemer	5,482	5,247	235	(190,606)
39	66011	Authority Board Travel & Education	292		292	(190,314)
39	66002	AAAE	379		379	(189,935)
39	55070	Payroll Services	24,792	24,223	568	(189,367)
39	55050	Reference Materials	992	165	827	(188,540)
39	66020	Tuition Reimbursement	1,458		1,458	(187,082)
39	55040	Postage	5,250	3,149	2,101	(184,981)
39	55032	Printing Outside Services	11,667	8,841	2,826	(182,155)
39	66014	Outside Functions	2,917		2,917	(179,238)
39	66012	Authority Management Travel & Edu	13,650	10,568	3,082	(176,156)
39	55030	Printed Forms / Letterhead	4,725	819	3,906	(172,250)
39	55060	Office Supplies	17,060	12,161	4,898	(167,352)
39	55010	Office Equipment Rental	10,379	5,399	4,981	(162,371)
39	66013	Function Refreshments	8,750	3,626	5,124	(157,247)
39	55020	Office Furniture & Fixtures	10,471	2,572	7,899	(149,348)
39	66030	Advertising - Public Meetings	12,833	4,757	8,076	(141,271)
39	66050	Property Taxes	22,167		22,167	(119,105)
39	66010	Training / Travel	54,153	19,505	34,648	(84,456)
39	55016	Computer Equipment	51,333	13,896	37,436	(47,020)
			<u>883,571</u>	<u>930,591</u>	<u>(47,020)</u>	
Non-Capital Equipment						
41	83000	Equipment	851,083	94,859	756,225	756,225
			<u>851,083</u>	<u>94,859</u>	<u>756,225</u>	
			<u>\$ 18,503,328</u>	<u>\$ 17,489,978</u>	<u>\$ 1,013,350</u>	

Notes to Financial Statements

1. Accounting Basis

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 on a monthly basis. The financial information presented herewith is prepared on the Albany County Airport Authority's budgetary basis of accounting.

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.

2. Cash Reserves

2022 Operating Budget - Airport	\$32,120,020
2022 Operating Budget – FBO	<u>8,567,123</u>
	<u>\$40,687,143</u>
Monthly Operating Outflow	(\$40,687,143/12)
	<u>\$3,390,595</u>

Months Operating Reserves Unrestricted
 \$24,642,771/\$3,390,595 ~ 7.26 months

Months Operating and Renewal Reserves
 \$6,786,305/\$3,390,595 ~ 2.0 months

	Unrest.	Restr	Total
Aug20	4.85	2.0	6.85
Sep20	5.37	2.0	7.37
Oct20	5.31	2.0	7.31
Nov20	5.14	2.0	7.14
Dec20	5.63	2.0	7.63
Jan21	5.30	2.0	7.30
Feb21	5.22	2.0	7.22
Mar21	5.26	2.0	7.26
Apr21	4.63	2.1	6.73
May21	5.23	2.1	7.33
Jun21	5.50	2.1	7.71
Jul21	5.98	2.1	8.08
Aug21	5.99	2.1	8.09
Sep21	6.22	2.1	8.32
Oct21	6.11	2.1	8.21
Nov21	6.19	2.1	8.29
Dec21	6.09	2.1	8.19
Jan22	6.51	2.0	8.51
Feb	6.51	2.0	8.51
Mar	6.72	2.0	8.72
Apr	6.88	2.0	8.88
May	6.95	2.0	8.95
Jun	6.93	2.0	8.93
Jul	7.26	2.0	9.26

3. Accounts Receivable

The amount of accounts receivables, shown as days of average annual (2022 Budget) daily revenues, is as follows:

$\$50,481,110 / 365 = \$138,304$

$\$1,002,833 / \$138,304 = 7.25$

Oct20	4.65
Nov20	4.46
Dec20	3.75
Jan21	8.52
Feb21	11.47
Mar21	2.36
Apr21	0.74
May21	4.10
Jun21	4.98
Jul21	5.70
Aug21	14.74
Sep21	12.92
Oct21	19.20
Nov21	17.06
Dec21	17.14
Jan22	14.98
Feb	12.53
Mar	7.80
Apr	11.80
May	17.96
Jun	4.60
Jul	7.26

4. Capital Assets

The following are capital expenditures that are greater than \$50,000 and have a useful life greater than one year:

	Collected
Land	\$ 48,201,829
Buildings	247,884,827
Equipment	19,762,574
Improvements	<u>273,662,249</u>
	589,511,479
Accumulated Depreciation	<u>(321,208,749)</u>
	268,302,730
Construction In Progress	<u>10,240,886</u>
	<u>\$278,543,616</u>

5. COVID Relief Funding

The following are grant amounts awarded to the Authority. Revenue is recognized when expenses are submitted for reimbursement, not when they are awarded.

	Awarded	Collected
AIP143-CARES	\$15,277,876	\$15,277,876 C
AIP144-CHRSSA ³	5,093,917	-
AIP145-CHRSSA ²	320,510	320,510 C
AIP148-ARPA	12,113,224	-
AIP149-Con Relief	1,282,039	-
Jobs Act of 21 ¹	<u>28,551,945</u>	-
	<u>\$62,639,511</u>	<u>\$15,277,876</u>

¹ Aka Bipartisan Infrastructure Law, 2022 appropriation \$5,568,244, award pending.

² Closed, March 2022

³ Must collect by March 19, 2025

**Albany International Airport
Statistics
For the seven month period ending July 31, 2022**

	Current Month			Year to Date			12 Month Running	
	Budget	2021	2022	Budget	2021	2022	2021	2022
Total Enplanements	100,000	114,106	131,337	700,000	453,985	730,943	605,082	1,252,897
	21.3%		15.1%			31.0%		107.1%
Operations								
<i>Passenger</i>	2,462	2,346	2,780	17,233	11,958	16,860	19,128	28,600
<i>Cargo</i>	205	276	272	1,433	1,914	1,874	3,294	3,378
<i>Charter, Corporate & Divers</i>	240	383	430	1,680	1,805	2,189	2,803	3,760
<i>General Aviation</i>	1,010	1,316	1,485	7,070	7,742	8,076	14,507	14,452
<i>Military</i>	292	296	161	2,042	1,932	1,618	3,233	2,925
Total Operations	4,208	4,617	5,128	29,458	25,351	30,617	42,965	53,115
	21.3%		11.1%			20.9%		23.8%
Landed Weight (000)	125,000	113,482	142,598	875,000	528,648	833,752	845,824	1,400,014
	14.1%		25.7%			57.7%		58.3%
Cargo/Mail & Express	1,983	1,921	1,642	13,883	13,331	11,597	23,454	21,315
	1.72%		1.45%			13.0%		1.6%
Jet A Gallons	98,646	119,897	134,622	571,500	634,988	726,473	1,009,000	1,250,391
	35.5%		12.3%			14.3%		27.8%
AvGas Gallons	4,350	4,181	8,068	30,450	26,292	34,883	57,586	58,406
	35.5%		93.0%			32.7%		1.4%
Deicing Consortium	6,313	0	0	44,188	34,548	38,453	50,754	56,324
Deicing sprayed/retail	7,441	0	0	52,086	38,864	40,792	49,159	58,550
Parking Revenue	\$ 960,898	\$ 844,002	\$ 1,186,548	\$ 6,726,283	\$ 4,048,959	\$ 9,451,518	\$ 5,101,610	\$ 14,441,372
Revenue per enplanement	\$ 9.61	\$ 7.40	\$ 9.03	\$ 9.61	\$ 8.92	\$ 12.93	\$ 8.43	\$ 11.53
Transactions		44,699	47,336		192,143	301,585	258,873	511,131
Average transaction		\$ 18.88	\$ 25.07		\$ 21.07	\$ 31.34	\$ 19.71	\$ 28.25
Concession Sales								
Rental Cars		\$ 7,203,303	\$ 7,291,553		\$ 23,134,918	\$ 30,422,361	\$ 33,345,206	\$ 57,139,952
Food and Beverage		\$ 647,642	\$ 951,053		\$ 2,507,670	\$ 5,222,972	\$ 3,221,053	\$ 8,255,523
Revenue per enplanement		\$ 5.68	\$ 7.24		\$ 5.52	\$ 7.15	\$ 5.32	\$ 6.59
Retail		\$ 412,268	\$ 451,739		\$ 1,653,293	\$ 2,350,933	\$ 2,189,760	\$ 4,024,529
Revenue per enplanement		\$ 3.61	\$ 3.44		\$ 3.64	\$ 3.22	\$ 3.62	\$ 3.21

SCHEDULED AIRLINE PASSENGER SERVICE

Monthly Scheduled Flights are as follows:

	Airlines	Non-Stop Destination Airports	Non-Stop Destination Cities ⁽¹⁾	Scheduled Flights	Average Flights per Day	Monthly Seats Available	Monthly Landed Weight (lbs.)	Enplane.	Projected Load Factor
Jan2020	7	17	13	1,391	44.9	141,803	147,829,062	114,119	80.5%
Jan2021	7	15	11	622	20.6	56,129	58,693,922	25,665	45.7
Jul21	7	19	15	1,100	35.5	114,081	111,304,466	114,106	100.0
Aug21	7	19	15	1,165	37.9	123,051	125,168,610	115,469	94.8
Sep21	7	17	13	1,129	37.6	120,713	116,138,848	98,456	81.6
Oct21	7	18	13	1,182	38.1	125,324	115,091,066	114,335	91.2
Nov21	7	17	12	1,120	37.3	118,803	112,293,096	99,723	83.9
Dec21	7	17	12	1,096	35.4	114,381	111,014,472	93,971	82.1
Jan22	7	18	13	1,066	34.4	111,340	107,337,992	74,020	66.5
Feb22	7	19	13	999	35.7	105,195	99,654,094	82,020	78.0
Mar22	7	18	12	1,175	37.9	121,434	116,508,440	107,454	88.4
Apr22	7	19	13	1,275	42.5	130,529	125,318,092	113,430	86.9
May22	7	21	15	1,282	41.4	133,592	129,745,040	109,543	82.0
Jun22	7	22	15	1,274	42.5	139,005	131,608,948	113,139	81.4
Jul22	7	22	15	1,394	45.0	154,418	148,924,672	131,337	85.0
Aug22	7	20	13	1,372	44.3	152,326	150,210,904	130,772	85.8E
Sep22	7	20	13	1,208	40.3	132,256	123,038,424	108,500	82.0E

⁽¹⁾ Five (5) cities may be served by two or more airports; Chicago (ORD/MDW), New York (EWR/LGA) Orlando (MCO/SFB), Tampa (TPA/PIE/PGD), and Washington DC (DCA/IAD).

Weekly schedule flight changes are as follows:

	Airlines	Destination	Year-To-Date (net)							
			Week		Week		Week		Week	
			#35-2022	+	(-) #39-2022		#04-2022	+	(-) #39-2022	
1	ATL	Atlanta, GA	21	-	(1)	20	20	2	(2)	20
2	BDL	Hartford, CT	-	-	-	-	-	-	-	-
3	BWI	Baltimore, MD	33	-	(3)	30	25	17	(12)	30
4	MDW	Chicago-Midway	20	-	(7)	13	13	7	(7)	13
5	ORD	Chicago-O'Hare	41	-	(10)	31	28	14	(11)	31
6	CLT	Charlotte, NC	20	-	(2)	18	13	9	(4)	18
7	DEN	Denver, CO	4	-	-	4	-	4	-	4
8	DTW	Detroit, MI	25	-	-	25	27	6	(8)	25
9	FLL	Fort Lauderdale, FL	7	-	(3)	4	4	4	(4)	4
10	RSW	Fort Myers, FL	-	-	-	-	1	-	(1)	-
11	MIA	Miami, FL	-	-	-	-	1	1	(2)	-
12	MSP	Minneapolis, MN	-	-	-	-	-	-	-	-
13	MYR	Myrtle Beach, SC	3	-	(1)	2	-	3	(1)	2
14	BNA	Nashville, TN	2	-	-	2	-	2	-	2
15	EWR	Newark, NJ	19	-	(12)	7	12	24	(29)	7
16	LGA	New York, LaGuardia	24	-	-	24	13	11	-	24
17	MCO	Orlando, FL	17	-	(1)	16	16	4	(4)	16
18	SFB	Orlando/Sanford, FL	2	-	-	2	-	5	(3)	2
19	PHL	Philadelphia, PA	21	-	-	21	17	18	(14)	21
20	RDU	Raleigh-Durham, NC	-	-	-	-	-	4	(4)	-
21	PGD	Tampa/Punta Gorda, FL	2	-	-	2	2	4	(4)	2
22	TPA	Tampa, FL	1	-	-	1	2	6	(7)	1
23	PIE	Tampa/St. Pete, FL	2	-	-	2	2	5	(5)	2
24	DCA	Washington DC-Reagan	25	-	-	25	26	1	(2)	25
25	IAD	Washington DC-Dulles	21	-	-	21	21	1	(1)	21
			310	-	40	270	243	152	(125)	270

July 2022 Monthly Financial Report

Jul 31, 2022
Full Time Positions

	Budget Full Time	Budget Part Time	Budget Total	Filled Full Time	Vacant Full Time	In Process To Fill
AvPORTS						
Aug(1)	157	19	176	134	23	6
Sep	157	19	176	135	21	4
Oct	157	19	176	131	26	7
Nov	157	19	176	130	25	7
Dec	157	19	176	130	27	6
Jan22	165	15	180	132	33	6
Feb	165	15	180	129	36	8
Mar	165	15	180	125	40	9
Apr	165	15	180	128	37	13
May	165	15	180	129	36	13
Jun	165	15	180	128	37	13
Jul	166	15	181	127	39	18
FBO						
Aug	33	-	33	26	7	7
Sep	33	-	33	26	7	7
Oct	33	-	33	26	7	7
Nov	33	-	33	26	7	7
Dec	33	-	33	24	9	9
Jan22	33	-	33	25	8	8
Feb	33	-	33	26	7	6
Mar	33	-	33	25	8	8
Apr	34	2	36	23	11	11
May	34	2	36	26	8	8
Jun	34	2	36	27	7	7
Jul	34	2	36	27	7	7
ACAA						
Aug	20	3	23	20	-	-
Sep	20	3	23	20	-	-
Oct	20	3	23	20	-	-
Nov	20	3	23	20	-	-
Dec	20	3	23	20	-	-
Jan22	20	3	23	20	-	-
Feb	20	3	23	20	-	-
Mar	20	3	23	20	-	-
Apr	20	3	23	20	-	-
May	20	3	23	20	-	-
Jun	20	3	23	20	-	-
Jul	20	3	23	20	-	-
Total						
Sep	210	22	231	181	28	11
Oct	210	22	232	177	33	14
Nov	210	22	232	176	32	14
Dec	210	22	232	174	36	9
Jan22	218	18	236	177	41	14
Feb	218	18	236	175	43	14
Mar	218	18	236	170	48	17
Apr	219	20	239	171	48	25
May	219	20	239	175	44	21
Jun	219	20	239	175	44	21
Jul	220	20	240	174	46	25

July 31, 2022

Full Time Positions

	Budget Full Time	Budget Part Time	Budget Total	Filled Full Time	Vacant Full Time	In Process To Fill
10 Airfield	29	1	30	16	13	10
20 Terminal-Custodial	29	1	30	26(1)	3	2
20 Terminal-Facilities	10	1	11	10	-	-
21 Loading Bridge	2	-	2	2	-	-
30 Parking	25	5	30	15(2)	10	-
30 Parking – Shuttle	14	2	16	10(3)	4	-
32 Landside	-	-	-	-	-	-
41 Operations	17	-	17	13	4	4
42 ARFF	21	-	21	20	1	-
43 Security	4	5	9	3	1	-
50 Vehicle Maint.	11	-	11	10	1	-
59 Airport Mgmt.	4 (4)	-	4	2	2	2
60 FBO Comm.	10	-	10	8	2	2
61 FBO GA	20	-	20	15	5	5
69 FBO Admin (added)	4	2	6	4	-	-
71 CAA	20	3	23	20	-	-
	220	20	240	174	46	21

(1) 4 PFL, 1 WC

(2) 2 PFL

(3) 1 PFL

(4) Added IT position, 3 to 4

	Balance	Hire	Vacated	Balance
Jan22		2	2	
Feb		2	2	
Mar	171	2	5	168
Apr	168	3	2	169
May	169	7	3	173
June	173	4	2	175
July	175	-	2	174

Snowfall

	2019/2020				2020/2021				2021/2022			
	Trace	Events	Amt.	Cum. Amt.	Trace	Events	Amt.	Cum. Amt.	Trace	Events	Amt.	Cum. Amt.
Oct	0	0	0.0"	0.0"	0	0	0.0"	0.0"	0	0	0.0"	0.0"
Nov	4	3	2.3	2.3	7	0	0.0	0.0	3	2	1.4	1.4
Dec	7	4	27.9	30.2	9	3	26.2	26.2	11	6	4.1	5.5
Jan	9	3	5.1	35.3	11	6	12.1	38.3	6	11	8.3	13.8
Feb	9	6	7.0	42.3	9	7	13.8	52.1	9	6	10.7	24.5
Mar	6	3	6.4	48.7	4	1	0.8	52.9	4	3	9.1	33.6
Apr	6	2	1.0	49.7	4	2	0.5	53.4	1	14	2.8	36.4

Event – Measurable snowfall, 0.1" or greater.

Source: <https://www.ncdc.gov/cdo-web/quickdata>

AGENDA ITEM NO. 5

Project Development



PROJECT STATUS REPORT

September 12, 2022

I. AIRSIDE IMPROVEMENTS

A) Rehabilitation of Concourse A (Contract S-22-1127)

An RFQ was advertised in August and out of the five submittals, one design firm was chosen by the selection committee. The selected firm will be an action item later in this Board meeting.

B) Air Cargo Pavement Rehabilitation

Negotiations with Passero Associates were approved by the Board in May 2022. Passero will need to do investigation of the concrete pavement failure on the south end of the Air Cargo apron (leased by UPS) and then design the repair and replacement of the pavement. Passero has been working with ACAA to determine the extent of the investigation and compile a proposal to complete the work. Passero's has scheduled investigative drilling for later this month to determine the cause of failure.

C) Runway 10-28 Rehabilitation (Contract #S-21-1100)

Callanan Industries was the low bidder and their contract was approved at the May Board meeting. Collier Engineering is the inspection firm. Callanan Ind. mobilized in early August to begin prep work. Callanan will begin milling and paving Runway 10-28 in mid- September to get all the runway work done this year and then will return in the Spring of 2023 to complete the Taxiway work in accordance with the FAA funding.

II. LANDSIDE IMPROVEMENTS

A) Air Traffic Control Tower (Contract 1013-R & EV)

The FAA as part of the lease renewal, requested some upgrades to their facility. The roof replacement project (1013-R) the roof project will be bid in 2023 when materials are more readily available. The elevator replacement project (1013-EV) was awarded to Kone under NYS Contract pricing. Kone started work in mid-July and plans to have the elevator back in service before the end of September.

B) Main Terminal Fire Alarm Replacement (Contract 20-1075-FP)

Hewitt & Young Electric was awarded the contract and is continuing the installation of the new Terminal Fire alarm system. The contractor are currently pulling wires and installing sensors and panels throughout the Terminal. Installation of the alarm system will continue with the contractor working two shifts. All installation work and testing of the new system continues as the contractor works to tie in existing Terminal systems as required by NYS Code.

C) MDF (Main Distribution Frame) Room Fire Protection (Contract 1053-FP)

Condor Fire Sprinkler was contracted to install a new dry fire protection system in the MDF room where all the Airport computer, telephone and security system are routed back to. This project is replacing the existing sprinkler system that currently serves as fire protection, eliminating the possibility system failure due to sprinklers going off. Condor has completed the testing the system as required by NYS Fire Code. The contractor has removed the existing wet system and is currently testing it for NYS Code compliance.

D) Main Terminal Elevator #6 Replacement

Elevator #6 in the Terminal, which is the main public use elevator to and from the TSA checkpoint was found to have a faulty hydraulic piston. Kone has provided the Airport plans to eliminate the piston system and convert the elevator to an MRL cable system under State Contract pricing. The removal of the existing equipment will be started mid-August and installation of the new equipment is currently on schedule to be done by the end of September.

E) Main Terminal Elevator #8 Replacement

Elevator #8 in the Terminal, which is currently the main public use elevator to and from the TSA checkpoint is experiencing a very high volume of passengers since Elevator #6 is Out-Of-Service. The elevator is being maintained by Kone the elevator maintenance company for the Airport. Kone has provided the Airport a proposal to eliminate the piston system and convert the elevator to an MRL cable system under State Contract pricing once Elevator #6 is back in service. The equipment is in production.

F) HVCC Aircraft Technician School Sprinkler System (Contract#S-22-1109FP)

HVCC and ACAA are working together to get the Aircraft Mechanic classrooms and lab set up in 6 Jetway Drive and Hangar #1. HVCC is currently getting their work spaces prepped for classes to begin. The HVCC sprinkler system will be connected to the lab and the hangar. Absolute Fire Protection continues to work installing the dry sprinkler system in the hangar and the alarm system in the 6 Jetway Drive classrooms.

G) Runway 10-28 Obstruction Tree Removal (22-1131-GC)

As part of the Airport's efforts to maintain FAA mandated minimum approaches to the runways, there are a number of trees that have been determined to be obstructions to the Runway 28 approach. The ACAA has put together a bid package to have the trees removed. This Contract will be an action item later in this Board meeting.

AGENDA ITEM NO. 6

Counsel

AGENDA ITEM NO. 7

Concessions/Ambassador Program



R

Monday, September 12, 2022

Concessions & Ambassador Program Report

Minority Percentages in the Concessions' Workforce

Date	min/total	HMSHost	OHM	Paradies	Dunkin
August 2021	35/70 = 50%	12/23=52%	14/30=47%	5/10=50%	4/7=57%
September 2021	35/70 = 50%	11/25=44%	15/23=65%	5/14=36%	4/8=50%
October 2021	41/85 = 48%	13/33=39%	20/29=69%	5/14=36%	3/9=33%
November 2021	50/100=50%	14/33=42%	27/43=63%	5/14=36%	4/10=40%
December 2021	67/104=65%	17/37=46%	37/46=80%	8/14=57%	5/7=71%
January 2022	72/105=69%	23/42=55%	37/42=88%	8/14=57%	4/7=57%
February 2022	69/100=69%	20/37=54%	38/41=93%	7/15=46%	4/7=57%
March 2022	66/102=65%	21/43=49%	33/36=92%	7/15=46%	5/8=62%
April 2022	66/106=62%	20/43=47%	35/39=80%	7/16=44%	4/8=50%
May 2022	64/109=59%	15/38=40%	36/43=84%	9/21=43%	4/7=57%
June 2022	62/109=57%	17/42=40%	35/42=83%	7/19=39%	3/6=50%
July 2022	63/109=58%	17/41=41%	35/42=83%	7/18=38%	4/8=50%
August 2022	70/115=61%	19/41=46%	38/46= 82%	9/21=43%	4/7=57%

Concessions

HMSHost

- Silks of Saratoga – Open (10:00 a.m. – 6:00 p.m.) Daily
- Starbucks – Open (4:00 a.m. – 6:00 p.m.) Daily
- The Local – Open (10:00 a.m. – 6:00 p.m.) Daily
- Burger King – Open (10:00 a.m. – 6:00 p.m.)
- Adirondack Lodge – Opening this month
- Hudson Valley Beer Union – Open (10:00 a.m. – 6:00 p.m.) Daily
- Dunkin Donuts – Open (4:00 a.m. – 8:00 p.m.) Daily

OHM

- Empire Deli – Open (11:00 a.m. - 6:00 p.m.) Daily
- Wolfgang Puck Pizza - Open (11:00 a.m. – 6:00 p.m.)
- Chick fil A – Open (5:00 a.m. – 7:00 p.m.) Closed Sunday

Paradies

- Gift/News on A – intermittent hours
- Gift News on B – intermittent hours
- Gift/News on C – open 4:30 am through to the last departure

Vending

Vending options are now on all three concourses. Additional vending has been added in employee areas as well.



Ambassador Program 2022

Tours												YTD
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
0	0	0	1	0	3	1	0					5

Canines												
1838	1722	2934	4319	3028	3763	3599	4263					25,466

Ambassador Hours												
418	401	719	981	804	935	679	685					5,622

Guests Served												
2220	2742	4337	4586	4661	5388	6396	5962					36,292

Ambassador Shifts												
-	-	216	282	199	244	186	213					1340

Business Center												
86	55	141	123	136	151	167	175					1034

AGENDA ITEM NO. 8

Public Affairs

Public Affairs Report September 2022

Mr. Ding A Ling

With temperatures reaching the 90's, the Airport Authority turned to a trusted neighbor to provide relief. An Ice Cream truck operated by Mr. Ding-A-Ling traveled across the Airport as the temperatures rose to 99-degrees on August 1st, delivering frozen treats to Airport and Airline employees.



TSA Tools

Passengers routinely surrender prohibited items at the TSA security checkpoint. The Airport Authority suggested that the TSA consider donating the prohibited tools to the Tool Box, a not-for-profit branch of the Colonie Senior Citizen Centers, Inc. The Tool Box sells used tools from its store located on Troy-Schenectady Road in Latham.



TSA Federalization

The Transportation Security Administration celebrated its 20th anniversary at Albany International Airport on August 30th. Several TSA staff members received awards for their continued service. The TSA was created following the September 11, 2001 attack on the World Trade Center.



9-11 Anniversary

September 11 will mark the 21st anniversary of the attack on the World Trade Center, the Pentagon and the crash of flight 93 in Pennsylvania. Each year we honor those that were lost on that day by laying a wreath at the foot of the 911 Memorial located across from the terminal. Representatives of American Airlines, United Airlines, ARFF and the ACSO as well as TSA will participated in the event which begins at 8:30am Sunday, September 11.



AGENDA ITEM NO. 10

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

AGENDA ITEM NO. 10.1

**Contract with Airport Rates and Charges
Consultant (“Airport Consultant”) to provide
negotiation and advisory services in support
of the renegotiations of the Signatory Airline
Use and Lease Agreement (“ULA”)
Contract No. S-22-1116.**

AGENDA ITEM NO: 10.1
MEETING DATE: September 12, 2022

**ALBANY COUNTY AIRPORT AUTHORITY
REQUEST FOR AUTHORIZATION**

**ACAA Approved
09/12/2022**

DEPARTMENT: FINANCE

Contact Person: *Michael F. Zonsius, Chief Financial Officer
Christina Quinn, Legal Counsel*

PURPOSE OF REQUEST:

Contract with Airport Rates and Charges Consultant ("Airport Consultant") to provide negotiation and advisory services in support of the renegotiations of the Signatory Airline Use and Lease Agreement ("ULA") Contract No. S-22-1116.

*Frasca & Associates, LLC
521 Madison Ave, Seventh Floor
New York, NY 10022*

CONTRACT AMOUNT:

*Budget Amount: \$100,000.00 (pending Budget 2023 approval)
Account String: 2023-41010-71-0000*

FISCAL FUNDING:

Federal ___ State ___ Airport PFC

JUSTIFICATION:

The Airport Consultant renders ULA negotiation and advisory services. The current ULA has remaining options for one, one-year extension, and one, two-year extension, effectively expiring December 31, 2025. Airport Management has decided to engage an airport consultant early in the negotiation process with the intent of having a new ULA that has an initial start date of January 1, 2025. The Airport Consultant will also be render services in conjunction with the issuance of bonds and Passenger Facility Charge applications.

On May 5, the Albany County Airport Authority ("Authority") solicited request for qualifications for Contract No. S-22-1116 Re-Issue for Use & Lease Agreement Consultant. Three (3) firms responded to the solicitation and all three respondents were granted an interview. Subsequent to the interviews, Frasca & Associates, LLC was chosen as the successful respondent to the Airport Consultant solicitation.

AGENDA ITEM NO: 10.1
MEETING DATE: September 12, 2022

JUSTIFICATION CONTINUED:

The Airport master bond resolution requires that the Airport utilize the service of an "Airport Consultant" that meets the following definition: "Airport Consultant" means an independent person or firm or corporation (a) not under the control of the Authority or any airline or air carrier landing at the Airport on a routine basis, and (b) who shall have a widely known and favorable reputation for special skill, knowledge and experience in methods of the development, operation and management of airports of the approximate size and character as the properties constituting the Airport System.

The approval of Frasca & Associates, LLC, fulfills the need to appoint a firm well qualified to serve in the role of Airport Consultant. LeighFisher, Inc will continue in this role until the expiration of the current ULA (expected December 31, 2025).

CHIEF EXECUTIVE OFFICER'S RECOMMENDATION:

Recommend approval.

BACK-UP MATERIAL:

- 1. Notice – Request for Qualifications*
- 2. Hourly Rate Schedule*

ALBANY COUNTY AIRPORT AUTHORITY

REQUEST FOR QUALIFICATIONS

The Albany County Airport Authority hereby solicits request for qualifications for **Contract No. S-22-1116-Re-Issue for Use & Lease Agreement Consultant** at Albany International Airport. The Authority is seeking services to provide negotiation and advisory services in support of the renegotiations of the Signatory Airline Use and Lease Agreement. The Authority invites you to submit a Statement of Qualifications if you wish to be considered. Complete sets of Request for Qualification Documents MAY BE OBTAINED beginning **May 5, 2022**, AT THE ALBANY COUNTY AIRPORT AUTHORITY PURCHASING OFFICE, Albany International Airport, Main Terminal, Third Floor, Albany, New York. For an electronic version of the RFQ document go to www.bidnetdirect.com//albany-county-airport-authority. The submission Deadline is **11:00 A.M. (EST), June 2, 2022**. 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. 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: <http://www.ogs.state.ny.us/aboutOgs/regulations/defaultAdvisory Council.html>. Please submit your Statement of Qualification, by delivery to: Bobbi Matthews, Purchasing Agent, Albany County Airport Authority, Albany International Airport, Main Terminal, Third Floor, Albany, New York 12211-1057. MWBE/SDVOB RESPONSES ARE ENCOURAGED



FRASCA & ASSOCIATES, LLC

521 MADISON AVENUE, SEVENTH FLOOR
NEW YORK, NY 10022

TEL: 212 355-4050

Hourly Rate Schedule

Title	Professionals	Rate
Principal	Cushine	\$375
Managing Director	Bean, Shanahan	\$350
Director	Richardson, Townsend	\$300
Senior Associate	--	\$200
Associate	--	\$150
Administrative	--	No Charge

AGENDA ITEM NO. 10.2

**Authorization for the CEO* to award the
contract to the ~~low bidder~~ of
Contract # 22-1131-GC
Runway 10-28 Obstruction Tree Removal**

***qualified bidder**

AGENDA ITEM NO: 10.2
MEETING DATE: September 12, 2022

ALBANY COUNTY AIRPORT AUTHORITY
REQUEST FOR AUTHORIZATION

DEPARTMENT:

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

ACAA Approved
09/12/2022

PURPOSE OF REQUEST:

Authorization for the CEO to award the contract to the ~~low-bidder~~ ^{qualified bidder} of Contract # 22-1131-GC Runway 10-28 Obstruction Tree Removal.

CONTRACT AMOUNT:

Total Contract Amount: N/A

BUDGET INFORMATION:

Federal Airport Improvement Program
Anticipated in Current ALB Capital Plan : Yes ✓ No NA
Funding Account No.: CPN 2012

FISCAL IMPACT – FUNDING

Federal N/A State N/A Airport 100% NA _____
Term of Funding: 2022-2023

JUSTIFICATION:

*Request is made to authorize Philip F. Calderone, CEO to award Contract #22-1131-GC Runway 10-28 Obstruction Tree Removal to the competent ~~low-bidder~~ ^{*qualified bidder}, after the bids are received on October 4, 2022 to expedite this project and allow for the removal work to be completed by December 31, 2022. This will allow the Airport to maintain FAA published approach minimums for Runway 28 approach.*

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 ✓ NO _____.

BACK-UP MATERIAL:

N/A

AGENDA ITEM NO. 10.3

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

AGENDA ITEM NO: 10.3
MEETING DATE: September 12, 2022

ALBANY COUNTY AIRPORT AUTHORITY
REQUEST FOR AUTHORIZATION

ACAA Approved
09/12/2022

DEPARTMENT: *Finance Department*

Contact Person: *Michael F. Zonsius, Chief Financial Officer*

PURPOSE OF REQUEST:

Issue Purchase Order for Purchase of Materials at Fixed Cost Option

CONTRACT AMOUNT:

Total Contract Amount: *\$1,911,250 (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 is 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 only one vendor who supplies Type I and Type IV glycol. Ascent Aviation Group, Inc. stores the deicing fluids in Albany for easy and quick transport during snow events. Ascent Aviation Group, Inc. has provided the current product and will require no change in product. The prices for this current year increased due of a fire at one of the plants that makes the product and also the continued shortage of raw materials. Even with the supply shortage, DOW has assured Ascent that supply will be available. Attached is an email from Ascent explaining the reasons for the increase in price.

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: 10.3
MEETING DATE: September 12, 2022

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 quote summary, quote form issued with response from Ascent Aviation Group, Inc.

Albany County Airport Authority
Quote 22-0727 August 24, 2022
Quote Results for Winter Season 2022-2023

	Est Usage	Current Product/Pricing	Ascent Aviation	
			Year 1	Year 2
Type I	100,000	\$ 11.44	\$ 16.29	No bid
Type I Product		UCAR PG Conc ADF	UCAR PG Conc ADF	
Type IV	25,000	\$ 8.99	\$ 11.29	No bid
Type IV Product		UCAR Flighguard AD-49	UCAR Flightguard AD-49	
Total Est. Annual Cost			\$ 1,911,250	
Delivery Time			48 Hours	
Exceptions				

Margaret Herrmann

From: April Andrews <AAndrews@wfscorp.com>
Sent: Thursday, July 28, 2022 2:35 PM
To: Kathryn Kane; Margaret Herrmann
Subject: RE: [EXTERNAL] RE: Deicing RFP for 2022-23 season
Attachments: Albany County RFQ 22-0727 Deicing Anti-icing fluid.pdf

Hello Katie and Margaret,
Hope all is well with you. Please find attached, the 2022/23 deicing/anti-icing pricing. The pricing is up a bit because there is a nationwide shortage on the raw materials. One of the PG plants burnt in March and it is still not online. DOW Chemical has secured enough raw material from Europe to cover our customers.

Please let me know if you have any questions. We look forward to hearing from you.

Warmest Regards,

April Andrews

Director, Customer Experience
Deicing Manager

tel +1 800 272 3681
direct +1 315 279 3915
cel +1 315 440 7360
e-mail:aandrews@wfscorp.com

World Fuel Services, Inc.
(including Ascent Aviation Group and World Fuel Services Canada)
One Mill Street
Parish, NY 13131

From: Kathryn Kane <KKane@albanyairport.com>
Sent: Wednesday, July 27, 2022 9:11 AM
To: April Andrews <AAndrews@wfscorp.com>; Margaret Herrmann <mherrmann@albanyairport.com>
Subject: RE: [EXTERNAL] RE: Deicing RFP for 2022-23 season

Good Morning April,

Please see the attached Request for Quote #22-0727. We look forward to getting a response from you. Let me know if you have any questions.

Thank you,
Katie

Katie Kane

Deputy Purchasing Agent

AGENDA ITEM NO. 10.4

**Negotiations:
Professional Services Contract No. S-22-1127
Design Services for the Rehabilitation of
Concourse A**

AGENDA ITEM NO: 10.4
MEETING DATE: September 12, 2022

ALBANY COUNTY AIRPORT AUTHORITY
REQUEST FOR AUTHORIZATION

ACAA Approved
09/12/2022

DEPARTMENT:

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

PURPOSE OF REQUEST:

NEGOTIATIONS: Professional Services Contract: *Contract No. S-22-1127 Design Services for the Rehabilitation of Concourse A with Frennick McCredie Architecture of Boston, MA*

CONTRACT AMOUNT:

Base Amount: N/A

BUDGET INFORMATION:

Anticipated in Current ALB Capital Plan: Yes J No ___ NA
Funding Account No.: N/A

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 _____ State _____ Airport 100% NA _____
Term of Funding: 2022-2024
Grant No.: <pending> State PIN: <pending>

JUSTIFICATION:

Authorization is requested to negotiate for Professional Services Contract S-22-1127 Design Services programmed for the Rehabilitation of Concourse A. The RFQ evaluations committee met and discussed each proposal. Each committee member completed the evaluation score sheet with the criteria outlined in the RFQ document. The firm receiving the highest score and recommendation for award is the design firm of Frennick McCredie Architecture of Boston, MA, New York. Subsequent prospective contract award is contingent upon Board approval of negotiated fee established following grant guidelines.

CHIEF EXECUTIVE OFFICER'S RECOMMENDATION:

Recommend approval.

AGENDA ITEM NO: 10.4
MEETING DATE: September 12, 2022

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 NO .

BACK-UP MATERIAL: N/A

AGENDA ITEM NO. 11

Authorization of Change Orders

AGENDA ITEM NO. 11.1

**Change Order #3: Authorization to
award Change Order #3 to
Contract # 991-GC
Terminal Amenities Concourse Renovations
to VMJR Companies.**

AGENDA ITEM NO: 11.1
MEETING DATE: September 12, 2022

ALBANY COUNTY AIRPORT AUTHORITY
REQUEST FOR AUTHORIZATION

ACAA Approved
09/12/2022

DEPARTMENT:

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

PURPOSE OF REQUEST:

Change Order #3: *Authorization to award Change Order #3 to Contract # 991-GC Terminal Amenities Concourse Renovations to VMJR Companies.*

CONTRACT AMOUNT:

Base Amount:	\$ 3,935,000.00
Change Order #1 & 2:	\$ -155,918.00
Change Order #3:	<u>\$ 75,000.00*</u>
Total:	\$ 3,854,082.00

**Pending approval at this meeting.*

BUDGET INFORMATION:

Federal Airport Improvement Program
Anticipated in Current ALB Capital Plan: Yes No NA
Funding Account No.: CPN 2263

FISCAL IMPACT – FUNDING

Federal 2.1% State 36.8% Airport 61.1% NA _____
Term of Funding: 2018-2020
Grant No.: N/A State PIN: 1A00.97

JUSTIFICATION:

Request for authorization of Change Order #3 for Contract 991-GC for Terminal Amenities Concourse Renovations, to VMJR Companies of Glens Falls, N.Y. in the amount of \$75,000.00 for unforeseen conditions encountered by the contractor during construction. The additional work item is for the complete removal and replacement of the existing stone cap along the parapet wall where the new lighted ALBANY INTERNATIONAL AIRPORT sign was erected on the front of the Terminal. This work was not in the original scope of work but during construction it was determined that the entire stone cap would need to be removed and reattached with a much stronger attachment system to hold the proposed new sign.

CHIEF EXECUTIVE OFFICER'S RECOMMENDATION:

Recommend approval.

AGENDA ITEM NO: 11.1
MEETING DATE: September 12, 2022

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 NO .

BACK-UP MATERIAL:

Please refer to attached Change Order backup information compiled by Turner Construction.

AIA[®] Document G701/CMA[™] - 1992

Change Order - Construction Manager-Adviser Edition

PROJECT (Name and address):
Albany County Airport Authority
Terminal Amenities: Concourse
Renovations
737 Albany Shaker Road
Albany, New York 12211

CHANGE ORDER NUMBER: 003
INITIATION DATE: 09/06/22

OWNER:
CONSTRUCTION MANAGER:
ARCHITECT:
CONTRACTOR:
FIELD:
OTHER:

TO CONTRACTOR (Name and address):
VMJR Companies
PO Box 578
Glens Falls, New York 12801

PROJECT NUMBERS: 991-GC
CONTRACT DATE: 02/27/2019
CONTRACT FOR: Concourse Renovations

THE CONTRACT IS CHANGED AS FOLLOWS:

I. NOC-006 Parapet Wall Stone Cap [Add \$75,000.00]

The original Contract Sum was	\$	3,935,000.00
Net change by previously authorized Change Orders	\$	-155,918.00
The Contract Sum prior to this Change Order was	\$	3,779,082.00
The Contract Sum will be increased by this Change Order in the amount of	\$	75,000.00
The new Contract Sum including this Change Order will be	\$	3,854,082.00

The Contract Time will be increased by Zero (0) days.

The date of Substantial Completion as of the date of this Change Order therefore is March 27, 2020.

NOTE: This summary does not reflect changes in the Contract Sum, Contract Time or Guaranteed Maximum Price which have been authorized by Construction Change Directive.

NOT VALID UNTIL SIGNED BY THE OWNER, CONSTRUCTION MANAGER, ARCHITECT AND CONTRACTOR.

Turner Construction Company
CONSTRUCTION MANAGER (Firm name)
1 Computer Drive South
Albany, New York 12205
ADDRESS

C+S Companies
ARCHITECT (Firm name)
499 Col. Eileen Collins Blvd.
Syracuse, New York 13212
ADDRESS

BY (Signature)
Robert Wagner
(Typed name)

DATE:

BY (Signature)
Mike LaMontagne, AIA
(Typed name)

DATE

VMJR Companies
CONTRACTOR (Firm name)
PO Box 578
Glens Falls, New York 12801
ADDRESS

Albany County Airport Authority
OWNER (Firm name)
Albany, New York 12211
ADDRESS

BY (Signature)
Tim Hughes
(Typed name)

DATE:

BY (Signature)
Phil Calderone
(Typed name)

DATE:

AGENDA ITEM NO. 12

Authorization of Federal and State Grants

AGENDA ITEM NO. 13

Informational Only

Old Business

New Business

Executive Session

Attorney-Client Privilege Matters