



## Minutes of the Regular Meeting of the Albany County Airport Authority

**ACAA Approved  
12/05/2022**

November 7, 2022

Pursuant to notice duly given and posted, the regular meeting of the Albany County Airport Authority was called to order on Monday November 7, 2022 @ 11:30 a.m. in the 3<sup>rd</sup> 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.  
Sari M. O'Connor  
John-Raphael Pichardo  
Steven H. Heider

### MEMBERS ABSENT

Thomas A. Nardacci  
Kevin R. Hicks, Sr.

### STAFF

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

### ATTENDEES

Ray Casey, Airport Consultant  
Arturo Garcia, Chief Operating Officer, AvPorts  
Fire Chief Dave Cook, AvPorts - ARFF  
Jim O'Brien, AvPorts Operations Manager  
Kevin Hehir, AvPorts Building Maintenance Manager  
Jeffrey Jamison, Chief Counsel to the Albany County Executive  
George Penn, Director of Operations Albany County  
Brian King, Million Air Manager  
Rich Amadon CHA  
Jeremy Martelle, CHA  
Perry Blanchard, AvPorts  
Katherine Mahoney, AvPorts  
Dave Dague, Arthur Little Co.  
Janet Thayer, Esq.



Chair Fresina noted that there was a quorum.

**General:**

**1. Chairman's Remarks**

Chair Fresina requested a moment of silence for former ACAA Board Chair Rev. Kenneth J. Doyle who passed away October 28.

**2. Approval of Minutes**

Ms. O'Connor moved to approve the minutes of the October 17, 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 November 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 November 2022.

**5. Project Development**

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

**6. Counsel.**

**7. Concessions/Ambassador Program**

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

**8. Public Affairs**

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

**9. Business & Economic Development**



Mr. Cannon introduced David Dague, Principal Arthur D. Little

Mr. Dague presented an air service update.

**Action Items:**

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

**10.1 Purchase: One (1) 1500 Gallon GSE (Ground Service Equipment) Refueler**

Mr. Zonsius recommended authorization to approve the purchase of One (1) 1500 Gallon GSE (Ground Service Equipment) Refueler to replace the current GSE Refueler, F-24, purchased in October 2005. He advised this vehicle is used to refuel all of the ground service equipment, including belt loaders, baggage carts, ground power units, pushback tractors, deice trucks, heaters, a/c carts and fuel trucks. Million Air will use this truck daily to keep the airport's fleet moving. This purchase will be 100% Airport funded.

Ms. O'Connor moved to approve the purchase of One (1) 1500 Gallon GSE (Ground Service Equipment) Refueler in the amount of \$240,550. The motion was adopted unanimously.

**11. Authorization of Change Orders - None**

**12. Authorization of Federal and State Grants - None**

**13. Adoption of Budget 2023 in the amount of \$228,684,996 (includes \$164,353,548 of Contributed Capital) and authorization to transfer \$110,552 from the Authority to the Albany County Airport Authority OPEB Trust.**

Mr. Zonsius advised the Finance Committee met on October 17, 2022 and the committee recommends Adoption of the 2023 Airport Operating Budget in the amount of \$228,684,996 (includes \$164,353,548 of Contributed Capital) and also recommends authorization to transfer \$110,552 from the Authority to the Albany County Airport Authority OPEB Trust.

Ms. O'Connor moved to adopt the 2023 Airport Operating Budget in the amount of \$228,684,996 (includes \$164,353,548 of Contributed Capital) with inclusion of adjustments of the Million Air Budget and also recommends authorization to transfer \$110,552 from the Authority to the Albany County Airport Authority OPEB Trust. The motion was adopted unanimously.

**Old Business: None**

**New Business: None**



**Executive Session - Attorney-Client Privilege Matters**

Ms. O'Connor made a motion to go into executive session to discuss:

**ES-1 – Appointment of a particular corporation.**

The motion was adopted unanimously.

There being no further business, the meeting was adjourned at 1:45 p.m.



**ALBANY COUNTY AIRPORT AUTHORITY  
REGULAR MEETING  
AGENDA**

**November 7, 2022**

**General:**

- 1. Chairman's Remarks**
- 2. Approval of Minutes - Regular Meeting – October 17, 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 Purchase: One (1) 1500 Gallon GSE (Ground Service  
Equipment) Refueler**
- 11. Authorization of Change Orders - None**
- 12. Authorization of Federal and State Grants - None**
- 13. Adoption of Budget 2023 in the amount of \$228,684,996 (includes  
\$164,353,548 of Contributed Capital) and authorization to transfer  
\$110,552 from the Authority to the Albany County Airport  
Authority OPEB Trust.**

**Old Business:**

**New Business:**

**Executive Session - Attorney-Client Privilege Matters:**

# NOTICE

**ALBANY COUNTY AIRPORT AUTHORITY**

**GOVERNANCE COMMITTEE**

**MEETING NOTICE**

Notice is hereby given of the following Governance Committee Meeting of the Albany County Airport Authority:

The Albany County Airport Authority will hold a Governance Committee meeting on Monday, November 7, 2022 at 11:00 a.m. The meeting will be held in the Conference Room in the 3rd Floor Conference Room located in the Main Terminal at the Albany International Airport, Albany, New York.

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# 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: 0004226993  
Order Invoice Text: Meeting Notice -

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

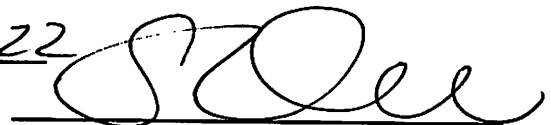
11-04-2022

  
\_\_\_\_\_ 11/4/22

  
Denise R. LaCoppola

Sworn to before me, this 4<sup>th</sup> day of NOV 2022

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

  
\_\_\_\_\_

Notary Public  
Albany County





**ALBANY COUNTY AIRPORT AUTHORITY**

**GOVERNANCE COMMITTEE**

**MEETING NOTICE**

*Posted:  
Website  
Information Desk  
11/1/22  
KCharland*

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**Liz Charland**

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**From:** Liz Charland  
**Sent:** Tuesday, November 1, 2022 12:06 PM  
**To:** Bart Johnson; Brandon Russell, Majority Counsel; Brian King; 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; Todd Pennington; WRGB News  
**Subject:** Monday November 7, 2022 Meeting Notices - Governance Committee at 11:00 a.m. & Regular Meeting at 11:30 a.m.

**ALBANY COUNTY AIRPORT AUTHORITY**

**GOVERNANCE COMMITTEE**

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## Liz Charland

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**From:** Liz Charland  
**Sent:** Tuesday, November 1, 2022 12:04 PM  
**To:** TU Legals  
**Subject:** Meeting Notice - November 2022  
**Attachments:** ACAA Regular & Committee.docx

**Importance:** High

PO Number 148632  
Account Number 061026000

Please publish the attached notice one time ASAP.

Thank you.  
Liz

**Liz Charland**

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**From:** Liz Charland  
**Sent:** Tuesday, November 1, 2022 12:11 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:** Monday November 7 , 2022 Meeting Notices - Governance Committee at 11:00 a.m. and Regular Board Meeting at 11:30 a.m.  
**Importance:** High

**Please advise if you will be attending these meetings. Thank you. - Liz**

**Governance Committee Members:**

**Sari M. O'Connor, Chair**  
**Lyon M. Greenberg, M.D., Committee Member**  
**Thomas A. Nardacci, Committee Member**  
**Samuel A. Fresina, Ex Officio**

**ALBANY COUNTY AIRPORT AUTHORITY**

**GOVERNANCE COMMITTEE**

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**Liz Charland**

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**From:** Liz Charland  
**Sent:** Tuesday, November 1, 2022 12:12 PM  
**To:** Saratogian Newspapers; The Colonie Spotlight; The Gazette; The Troy Record  
**Subject:** ACAA Meeting Notices - Please publish in the Community Section of your paper. Thank you.

**ALBANY COUNTY AIRPORT AUTHORITY**

**GOVERNANCE COMMITTEE**

**MEETING NOTICE**

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**Liz Charland**

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**From:** Liz Charland  
**Sent:** Tuesday, November 1, 2022 12:13 PM  
**To:** Bobbi Matthews; Brian King; Chris Quinn; 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; Liz Charland; Margaret Herrmann; Matt Cannon; Michael Zonsius; Phil Calderone; Ray Camilli; Steve Iachetta; Todd Pennington  
**Subject:** ACAA Board Meeting Notice - November 7, 2022 at 11:30 a.m.  
**Importance:** High

**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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# **AGENDA ITEM NO. 1**

## **Chairman's Remarks**

## **AGENDA ITEM NO. 2**

### **Approval of Minutes**





## Minutes of the Regular Meeting of the Albany County Airport Authority

October 17, 2022

Pursuant to notice duly given and posted, the regular meeting of the Albany County Airport Authority was called to order on Monday October 17, 2022 @ 11:30 a.m. in the 3<sup>rd</sup> 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  
Steven H. Heider

### MEMBERS ABSENT

Thomas A. Nardacci

### STAFF

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

### ATTENDEES

Arturo Garcia, Chief Operating Officer, AvPorts  
Pete Scherer, AvPorts  
Fire Chief Dave Cook, AvPorts - ARFF  
Jim O'Brien Operations Manager  
Ray Camilli Airfield Manager  
Kevin Hehir Building Maintenance Manager  
Jeffrey Jamison, Chief Counsel to the Albany County Executive  
George Penn, Director of Operations Albany County  
John DeCatur, Vice President Alliant Insurance Company  
Brian King, Million Air Manager  
Rich Amadon CHA  
Jeremy Martelle, CHA  
Kelly Melaragno, CHA  
Chan Byun, CHA  
Carl Stewart, III Turner Construction



**General:**

1. **Chairman's Remarks**
2. **Approval of Minutes**

Ms. O'Connor moved to approve the minutes of the September 12, 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 October 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 October 2022.

5. **Project Development**

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

6. **Counsel.**

7. **Concessions/Ambassador Program**

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

8. **Public Affairs**

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

9. **Business & Economic Development**



## Action Items:

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

#### 10.1 Amendment No. 1 to 2020-2024 Capital Plan

Ms. Quinn recommended authorization to approve amendments to the Authority Five-Year Capital Program for 2020-2024. She advised the proposed amendment would increase the amounts for potential expenditure (and potential borrowing) for Pre TSA Expansion and several other projects as outlined in the amendment. An increase in the amounts in the Capital Program is not an authorization to make the expenditure and any such expenditure would be subject to future Board approval. The enabling legislation of the Authority provides that no capital project shall be undertaken by the Authority unless it shall first have been approved by the county legislature as part of a five-year capital program plan. Application has been made to the Albany County Legislature to approve the capital program amendments.

Ms. O'Connor moved to approve the amendments to the Authority Five-Year Capital Program for 2020-2024 for Pre TSA Expansion and several other projects as outlined in the amendment and the increase in the amounts in the Capital Program is not an authorization to make the expenditure and any such expenditure would be subject to future Board approval. The motion was adopted unanimously.

#### 10.2 Negotiate - NTE - Contract No. S-22-1129 Construction Manager for Terminal Expansion

Ms. O'Connor made a motion to table Item 10.2 - Negotiate – NTE – Contract No. S-22-1129 Construction Manager for Terminal Expansion. The motion was adopted unanimously.

*Note this item was approved to negotiate after an executive session later in this meeting. See approval at the end of the minutes.*

#### 10.3 Professional Service Agreement: Contract No. - S-21-1082 - Terminal Pre-TSA Expansion with CHA CONSULTING, INC.

Mr. Quinn recommended authorization to approve Professional Services Contract S-21-1082 Design Services for the proposed Terminal Pre-TSA Expansion in the amount of \$8,118,078.00 to CHA Companies. She advised that at the July 12, 2021 ACAA Board meeting the Board approved negotiations with CHA Companies.



Mr. Heider moved to approve Professional Services Contract S-21-1082 Design Services for the proposed Terminal Pre-TSA Expansion in the amount of \$8,118,078.00 to CHA Companies. The motion was adopted unanimously.

#### **10.4 Intentionally Omitted**

#### **10.5 Operating Permit with Unifi - Permit No. 22-1134**

Ms. Quinn recommended authorization to approve an Operating Permit with Unifi Aviation, LLC to provide Aircraft Cleaning and Ground Handling Services to United Airlines, Inc. She advised Unifi Aviation, LLC has contracted with United Airlines, Inc. (United), to provide aircraft cleaning and ground handling services to United at Albany International Airport. Unifi Aviation, LLC will provide services in spaces exclusively used and leased by United. The operating permit will expire on December 31, 2024. The agreement may also be extended beginning the first day of January 2025. The permit requires payment to the Authority of five (5) percent of all Unifi Aviation's gross revenue generated from United at the Airport along with other appropriate terms and conditions that include but are not limited to insurance, indemnification, contract assignment, and reporting obligations under the Agreement.

Mr. Heider moved to approve the Operating Permit with Unifi Aviation, LLC to provide Aircraft Cleaning and Ground Handling Services to United Airlines, Inc. The motion was adopted unanimously.

### **11. Authorization of Change Orders**

#### **11.1 Change Order No. 2 Contract No. 20-1075-FP; Hewitt Young; Fire Alarm Replacement**

Mr. LaClair recommended authorization to approve Change Order #2 for Contract S-20-1075-FP for Terminal Fire Alarm Replacement to Hewitt & Young Electric in the amount of \$129,235.00 (PFC funded). He advised the additional items of work include supplying and installing new modules where existing modules for the existing deluge system were not compatible to maintain the fire protection system currently in place with the new system. Additionally the contractor has requested an extension of the contract time to November 18, 2022. The additional onsite investigation work of the existing smoke hatches, deluge system and smoke ventilation system reduced the contractor's production. The cost escalation for the electrician's hourly rate increased on June 1, 2022. This change order will be 100% Airport Funded from CPN 2002.

Ms. O'Connor moved to approve Change Order #2 for Contract S-20-1075-FP for Terminal Fire Alarm Replacement to Hewitt & Young Electric in the amount of \$129,235.00 (PFC funded). The motion was adopted unanimously.



**12. Authorization of Federal and State Grants - None**

**ADD-ON 13. Appointment of Special Committee - Capital Improvement Committee (CIC)  
Adoption of the Capital Improvements Committee Charter**

Ms. O'Connor requested authorization to approve the creation of the Capital Improvement Committee and also requested approval of the proposed Capital Improvement Committee Charter. She advised that pursuant to the By-Laws of the ACAA, the Chair of the Authority may, from time to time, with the approval of the Authority, appoint special committees to further the purposes, powers, and approved actions of the Authority.

Mr. Pichardo moved to approve the creation of the Capital Improvement Committee and approve the proposed Capital Improvement Committee Charter. The motion was adopted unanimously.

**Old Business:               None**

**New Business:             None**

**Executive Session - Attorney-Client Privilege Matters**

Ms. O'Connor made a motion to go into executive session to discuss:

**ES-1 – Negotiations of a contract.**

The motion was adopted unanimously.

Ms. O'Connor made a motion to go out of executive session and back into regular session. The motion was adopted unanimously.

**10.2           NEGOTIATIONS - Professional Services Contract: Contract No. S-22-1129  
Construction Management Services with Turner Construction Company.**

Ms. Quinn requested authorization to negotiate Professional Services Contract S-22-1129 Construction Management Services for the execution of the NYSDOT Grant. She advised the RFQ evaluation committee met and discussed each proposal. Each committee member completed the evaluation score sheet with the criteria outlined in the RFQ document. The committee voted to recommend the selection of Turner Construction Company as the Construction Manager for the Terminal Pre TSA Expansion. Staff will negotiate a Scope of Work and fee schedule to be billed on a time card basis, for a fee not to exceed \$3,500,000.00. The Construction Manager shall be the Authority representative on the project, coordinate master schedules, evaluate adverse conditions, coordinate and expedite the design professionals in designing the project, review design and construction documents, prepare estimates, maintain project budget control, monitor



and coordinate the construction phase, review payment applications of contractors, review and process change orders and process and coordinate close-out.

**Ms. Quinn further noted this item had been tabled earlier in this meeting.**

Mr. Hicks moved to approve negotiations for Professional Services Contract S-22-1129 Construction Management Services for the execution of the NYSDOT Grant for a fee to be billed on a time card basis and not to exceed \$3,500,000.00. The motion was adopted unanimously.

There being no further business, the meeting was adjourned at 1:45 p.m.



**ALBANY COUNTY AIRPORT AUTHORITY**

**REGULAR MEETING**

**AGENDA**

**October 17, 2022**

**General:**

- 1. Chairman's Remarks**
- 2. Approval of Minutes  
Regular Meeting – September 12, 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 Amendment No. 1 to 2020-2024 Capital Plan**
  - 10.2 Negotiate - NTE - Contract No. S-22-1129 Construction  
Manager for Terminal Expansion**
  - 10.3 Professional Service Agreement: Contract No. - S-21-  
1082 - Terminal Pre-TSA Expansion with CHA  
CONSULTING, INC.**
  - 10.4 Intentionally Omitted**
  - 10.5 Operating Permit with Unifi - Permit No. 22-1134**



**11. Authorization of Change Orders**

**11.1 Change Order No. 2 Contract No. 20-1075-FP; Hewitt Young; Fire Alarm Replacement**

**12. Authorization of Federal and State Grants - None**

**ADD-ON 13. Appointment of Special Committee Capital Improvement Committee (CIC) Adoption of the Capital Improvements Committee Charter**

**Old Business:**

**New Business:**

**Executive Session - Attorney-Client Privilege Matters:**



## **AGENDA ITEM NO. 3**

### **Communications and Report of Chief Executive Officer**



**MEMO:** November 7, 2022  
**TO:** Albany County Airport Authority Board Members  
**FROM:** Philip F. Calderone, Esq., Chief Executive Officer

- Operations, Enplanements and Finances

## **AGENDA ITEM NO. 4**

### **Financials**



# **ALBANY**

INTERNATIONAL AIRPORT

**Monthly Financial Report**

**September 2022**

(dated October 28, 2022)

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October 28, 2022

ACAA Members  
Philip F. Calderone, Esq.

**INTRODUCTION**

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

|              | 2022 Current Year versus |                         |             |                         |
|--------------|--------------------------|-------------------------|-------------|-------------------------|
|              | 2022<br>Month<br>Budget  | 2021<br>Month<br>Actual | 2021<br>YTD | 2021<br>Prev.<br>12 Mo. |
| Enplanements | 10.2%                    | 10.6%                   | 31.4%       | 21.8%                   |
| Cargo        | (10.4 )                  | ( 2.3 )                 | (11.7 )     | ( 9.5 )                 |
| Operations   | 10.8                     | 1.6                     | 13.6        | 16.0                    |

|                          | 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 \$27,251,972 and equates to approximately 10.03 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         | \$ 7,444,576        |
| Projects – PFC   | 9,393,414           |
| Projects – Other | 1,357,196           |
|                  | <b>\$18,195,186</b> |

Accounts Receivable

The Accounts Receivable balance is approximately 2.86 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      | \$ 1,058,693       | \$10,466,808        |
| FBO Profit             | 141,865            | 2,068,551           |
|                        | 1,200,558          | 12,535,359          |
| Other Rev/Exp (d.ser.) | ( 435,264)         | (4,231,535)         |
| Capital Contributions  | 498,108            | 819,263             |
| Airline Incnt. Payts.  | ( 27,142)          | ( 190,433)          |
|                        | 35,702             | ( 3,602,705)        |
|                        | <b>\$1,236,260</b> | <b>\$8,932,654*</b> |

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

Operating Revenues

Monthly operating revenues increased \$601,650 from the same month the prior year. YTD operating revenues increased \$9,125,403 over the same time period the prior year.

Airport Operating Expenses

Monthly operating expenses were approximately \$2,699K and \$2,217K for 2022 and 2021, respectively. YTD operating expenses were \$22,859K and \$18,742K for 2022 and 2021, respectively.

**AIRPORT OPERATING BUDGET**

Monthly airport operating revenues were favorable by approximately **\$601,650K**, due in large part to the increase in parking and rental car revenue. Monthly airport operating expenses compared to budget were favorable by approximately **\$5K**.

YTD airport operating revenues were favorable by approximately **\$6,600K**. YTD airport operating expense were favorable by approximately **\$931K**.

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)  | 23.9                     | ( 6.7%)    | 6.2%     | 13.0%             |
| AvGas (gals) | 90.7                     | 44.4       | 26.3     | 19.1              |

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

The FBO had operating profits of \$141,865 and \$2,069, 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 **\$116K**, due in large part to JetA fuel sales. Monthly FBO COGS (cost of goods sold-fuel) compared to budget were favorable by approximately **\$18K**. Monthly FBO operating expenses compared to budget were unfavorable by approximately **\$73K**.

YTD FBO operating revenues were favorable by approximately **\$2,019K**, due in large part to JetA fuel sales. YTD FBO COGS (cost of goods sold-fuel) compared to budget were unfavorable by approximately **\$283K**. YTD FBO operating expenses compared to budget were unfavorable by approximately **\$449K**.

**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 (week#22-39)  | 310   | -  | (40) | 270 |
| Oct22 (week#22-44)  | 270   | 13 | ( 6) | 277 |
| Nov22 (week#22-48)  | 277   | 4  | (38) | 243 |

**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 | 1,250,000 | 1,425,000 |
| Sep 2022 | 1,250,000 | 1,425,000 |
| 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   |
| Aug22 | S&P Global Ratings | A         | Stable   |
|       | Fitch              | Not Rated |          |

**FULL TIME FILLED POSITIONS**

Workforce consists of the following Full-Time Filled positions:

|          | <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                |
| Aug 2022 | 174          | 8        | (1)      | 181 <sup>(1)</sup> |
| Sep 2022 | 181          | 5        | (3)      | 183                |

(1) 6 positions are on LOA (Leave of Absence)

\*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 | 7.8               | 15.1       | 40.3            | 61.0       | 65.5             | 107.1      |
| Aug22 | 12.4              | 15.1       | 35.6            | 51.7       | 54.5             | 83.7       |
| Sep22 |                   | 10.6       |                 | 31.4       |                  | 21.8       |

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

|                     | <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> |
| <u>Cargo (tons)</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               | (5.5)             | (14.5)     | (4.0)           | (13.0)     | (1.3)            | (9.1)      |
| Aug22               | (1.1)             | ( 0.1)     | (3.7)           | (11.5)     | (1.7)            | (9.0)      |
| Sep22               |                   | ( 2.3)     |                 | (11.7)     |                  | (9.5)      |

\* adjusted



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

|   | <u>Unaudited</u><br>September 30, 2021 | <u>Unaudited</u><br>September 30, 2022 |
|---|--|--|
| <b><u>ASSETS</u></b>  |  |  |
| <b>CURRENT ASSETS</b>                                       |  |  |
| Unrestricted Assets   |  |  |
| Cash and cash equivalents                                   | \$22,808,209                           | \$27,251,972                           |
| Accounts receivable - net                                   | 1,618,917                              | 396,071                                |
| Lease receivable  | --                                     | 2,683,477                              |
| Prepaid Expenses  | 458,241                                | 557,676                                |
| Total Unrestricted Assets                                   | 24,885,367                             | 30,889,196                             |
| Restricted Assets   |  |  |
| Operating and Renewal Reserves                              | 7,107,057                              | 7,308,850                              |
| CFC Funds   | 449,503                                | 451,110                                |
| Capital Funds   | 5,182,119                              | 7,444,576                              |
| PFC Funds   | 9,366,906                              | 9,393,414                              |
| Revenue Bond Funds  | 13,058,559                             | 13,489,058                             |
| FAA Restricted Funds  | 203,819                                | 204,548                                |
| Concession Improvement Funds                                | 699,038                                | 701,538                                |
| Total Restricted Assets                                     | 36,067,001                             | 38,993,094                             |
| Total Current Assets  | 60,952,368                             | 69,882,290                             |
| <b>NON-CURRENT ASSETS</b>                                   |  |  |
| Capital Assets  | 288,246,105                            | 279,744,130                            |
| Lease Receivable  | --                                     | 20,212,167                             |
| Prepaid Expenses  | 225,103                                | 209,668                                |
| Total Non-Current Assets                                    | 288,471,208                            | 300,165,965                            |
| Total Assets  | 349,423,576                            | 370,048,255                            |
| <b><u>DEFERRED OUTFLOWS OF RESOURCES</u></b>                |  |  |
| 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                              |
| <b>TOTAL ASSETS AND DEFERRED OUTFLOWS</b>                   | 352,777,202                            | 372,921,477                            |
| <b><u>LIABILITIES AND NET ASSETS</u></b>                    |  |  |
| <b>CURRENT LIABILITIES</b>                                  |  |  |
| Payable from Unrestricted Assets                            | 2,027,282                              | 2,792,089                              |
| Payable from Restricted Assets                              | 12,816,460                             | 14,329,556                             |
| Total Current Liabilities                                   | 14,843,742                             | 17,121,645                             |
| <b>NON-CURRENT LIABILITIES</b>                              |  |  |
| Bonds and other debt obligations                            | 77,033,440                             | 68,233,168                             |
| Net OPEB liability  | 5,901,243                              | 5,823,087                              |
| Net pension liability - proportionate share                 | 1,289,052                              | 226,745                                |
| Total Non-Current Liabilities                               | 84,223,735                             | 74,283,000                             |
| Total Liabilities   | 99,067,477                             | 91,404,645                             |
| <b><u>DEFERRED INFLOWS OF RESOURCES</u></b>                 |  |  |
| Concession Improvement Funds                                | 687,920                                | 751,949                                |
| OPEB expenses   | 1,552,848                              | 1,156,601                              |
| Pension expenses  | 44,658                                 | 1,093,887                              |
| Leases  | --                                     | 22,400,114                             |
| Total Deferred Inflows of Resources                         | 2,285,426                              | 25,402,551                             |
| <b><u>NET POSITION</u></b>                                  |  |  |
| Invested in Capital Assets, net of Related Debt             | 208,015,429                            | 210,082,908                            |
| Restricted  | 27,551,112                             | 26,735,014                             |
| Unrestricted  | 15,857,758                             | 19,296,359                             |
| <b>Net Position</b>   | 251,424,299                            | 256,114,281                            |
| <b>TOTAL LIABILITIES, DEFERRED INFLOWS AND NET POSITION</b> |  |  |
|   | \$ 352,777,202                         | \$ 372,921,477                         |

**Albany County Airport Authority**  
**2022 Summary of Revenues, Expenses and Net Results**  
**For the nine months ended September 30, 2022**

|   | Current Month     |                     |                     | Year to Date        |                       |                       |
|---|-------------------|---------------------|---------------------|---------------------|-----------------------|-----------------------|
|   | 2022<br>Budget    | 2021<br>Actual      | 2022<br>Actual      | 2022<br>Budget      | 2021<br>Actual        | 2022<br>Actual        |
| <b>AIRPORT</b>                                    |                   |                     |                     |                     |                       |                       |
| <b>OPERATING REVENUES</b>                         |                   |                     |                     |                     |                       |                       |
| Airline   | \$ 920,213        | \$ 1,054,512        | \$ 1,062,095        | \$ 8,281,913        | \$ 8,773,404          | \$ 9,789,294          |
| Non-Airline                                       | 2,049,287         | 2,102,013           | 2,696,080           | 18,443,580          | 15,426,710            | 23,536,223            |
| <b>Total Revenues</b>                             | <b>2,969,500</b>  | <b>3,156,525</b>    | <b>3,758,175</b>    | <b>26,725,493</b>   | <b>24,200,114</b>     | <b>33,325,517</b>     |
| <b>OPERATING EXPENSES</b>                         |                   |                     |                     |                     |                       |                       |
| Personal Services                                 | 872,063           | 903,148             | 884,337             | 7,848,566           | 6,620,976             | 7,500,592             |
| Employee Benefits                                 | 476,893           | 410,811             | 395,576             | 4,292,038           | 3,538,804             | 3,673,072             |
| Utilities & Communications                        | 165,058           | 136,638             | 143,004             | 1,485,518           | 1,366,535             | 1,989,676             |
| Purchased Services                                | 458,162           | 344,271             | 411,564             | 4,123,455           | 3,520,771             | 3,841,591             |
| Material & Supplies                               | 423,350           | 307,611             | 528,304             | 3,810,147           | 2,423,848             | 4,243,711             |
| Office  | 61,460            | 33,528              | 105,881             | 553,136             | 372,073               | 523,202               |
| Administration                                    | 64,765            | 53,709              | 119,919             | 582,884             | 494,927               | 744,907               |
| Non-Capital Equipment                             | 121,583           | 26,846              | 110,897             | 1,094,250           | 403,671               | 341,958               |
| <b>Total Expenses</b>                             | <b>2,643,334</b>  | <b>2,216,562</b>    | <b>2,699,482</b>    | <b>23,789,994</b>   | <b>18,741,605</b>     | <b>22,858,709</b>     |
| <b>AIRPORT OPERATING RESULTS</b>                  | <b>326,166</b>    | <b>939,963</b>      | <b>1,058,693</b>    | <b>2,935,499</b>    | <b>5,458,509</b>      | <b>10,466,808</b>     |
| <b>FBO OPERATING RESULTS</b>                      | <b>99,020</b>     | <b>203,240</b>      | <b>141,865</b>      | <b>891,179</b>      | <b>1,035,570</b>      | <b>2,068,551</b>      |
| <b>TOTAL OPERATING RESULTS</b>                    | <b>425,186</b>    | <b>1,143,203</b>    | <b>1,200,558</b>    | <b>3,826,678</b>    | <b>6,494,079</b>      | <b>12,535,359</b>     |
| <b>OTHER REVENUES (EXPENSES)</b>                  |                   |                     |                     |                     |                       |                       |
| Interest Earnings                                 | 52,408            | 3,888               | 54,287              | 471,669             | 54,068                | 173,664               |
| Passenger Facility Charges                        | 303,367           | 303,214             | 303,367             | 2,730,303           | 2,728,926             | 2,730,303             |
| ACAA Debt Service                                 | (835,018)         | (844,235)           | (835,018)           | (7,515,162)         | (7,598,115)           | (7,515,162)           |
| Insurance Recoveries                              | -                 | 15,957              | -                   | -                   | 53,128                | -                     |
| Grant Income                                      | 435,713           | 11,400              | 11,400              | 3,921,418           | 4,456,876             | 103,360               |
| Improvement Charges                               | 30,700            | 30,700              | 30,700              | 276,300             | 276,300               | 276,300               |
| <b>Total Other Revenues(Expenses)</b>             | <b>(12,830)</b>   | <b>(479,076)</b>    | <b>(435,264)</b>    | <b>(115,472)</b>    | <b>(28,817)</b>       | <b>(4,231,535)</b>    |
| <b>INCOME/(LOSS) BEFORE CAPITAL CONTRIBUTIONS</b> | <b>412,356</b>    | <b>664,127</b>      | <b>765,294</b>      | <b>3,711,206</b>    | <b>6,465,262</b>      | <b>8,303,824</b>      |
| <b>AIRLINE INCENTIVES</b>                         | <b>(33,333)</b>   | <b>-</b>            | <b>(27,142)</b>     | <b>(299,999)</b>    | <b>(126,162)</b>      | <b>(190,433)</b>      |
| <b>CAPITAL CONTRIBUTIONS</b>                      | <b>-</b>          | <b>433,596</b>      | <b>498,108</b>      | <b>-</b>            | <b>4,803,070</b>      | <b>819,263</b>        |
| <b>INCREASE (DECREASE) IN NET POSITION</b>        | <b>\$ 379,023</b> | <b>\$ 1,097,723</b> | <b>\$ 1,236,260</b> | <b>\$ 3,411,207</b> | <b>11,142,170</b>     | <b>8,932,654</b>      |
| <b>NET POSITION, BEGINNING OF PERIOD</b>          |                   |                     |                     |                     | <b>240,282,129</b>    | <b>247,181,627</b>    |
| <b>NET POSITION, END OF PERIOD</b>                |                   |                     |                     |                     | <b>\$ 251,424,299</b> | <b>\$ 256,114,281</b> |
| <b>RECONCIATION TO AIRLINE FUNDS REMAINING:</b>   |                   |                     |                     |                     |                       |                       |
| <b>NET RESULTS BEFORE RESERVES</b>                | 412,356           | 664,127             | 765,294             | 3,711,206           | 6,465,262             | 8,303,824             |
| Less: Capital Improvements                        | (275,000)         | (275,000)           | (275,000)           | (2,475,000)         | (2,475,000)           | (2,475,000)           |
| Less: Reserve Requirements                        | (43,789)          | (10,473)            | (43,789)            | (394,102)           | (94,257)              | (394,102)             |
| <b>NET RESULTS</b>                                | <b>93,567</b>     | <b>378,654</b>      | <b>446,505</b>      | <b>842,104</b>      | <b>3,896,005</b>      | <b>5,434,722</b>      |
| Revenue Sharing:                                  |                   |                     |                     |                     |                       |                       |
| Transfer to/from Airlines (50%)                   | 46,783            | 189,327             | 223,252             | 421,052             | 1,948,003             | 2,717,361             |
| Authority Share (50%)                             | 46,783            | 189,327             | 223,252             | 421,052             | 1,948,003             | 2,717,361             |
| Less: Airline Incentives                          | (33,333)          | -                   | (27,142)            | (299,999)           | (126,162)             | (190,433)             |
| <b>Net Authority Share</b>                        | <b>\$ 13,450</b>  | <b>\$ 189,327</b>   | <b>\$ 196,110</b>   | <b>\$ 121,053</b>   | <b>\$ 1,821,841</b>   | <b>\$ 2,526,928</b>   |

**Albany County Airport Authority**  
**Operating Revenues**  
**For the nine months ended September 30, 2022**

|                                    | Current Month       |                     |                     | Year to Date         |                      |                      |
|------------------------------------|---------------------|---------------------|---------------------|----------------------|----------------------|----------------------|
|                                    | 2022<br>Budget      | 2021<br>Actual      | 2022<br>Actual      | 2022<br>Budget       | 2021<br>Actual       | 2022<br>Actual       |
| <b>AIRLINE REVENUES</b>            |                     |                     |                     |                      |                      |                      |
| <b>COMMERCIAL</b>                  |                     |                     |                     |                      |                      |                      |
| Landing Fees-Signatory             | \$ 414,865          | \$ 443,461          | \$ 424,005          | \$ 3,733,783         | \$ 3,047,531         | \$ 3,861,728         |
| Landing Fees-Non Signatory         | 4,440               | 0                   | 0                   | 39,960               | 14,090               | 0                    |
| Airline Apron Fees                 | 65,328              | 66,296              | 65,412              | 587,952              | 596,667              | 588,711              |
| Glycol Disposal Fee                | 25,120              | 0                   | 0                   | 226,077              | 161,246              | 172,817              |
| <b>CARGO</b>                       |                     |                     |                     |                      |                      |                      |
| Landing Fees-Signatory             | 0                   | 52,220              | 46,934              | 0                    | 503,992              | 433,107              |
| Landing Fees-Non Signatory         | 0                   | 3,742               | 3,851               | 0                    | 35,513               | 29,256               |
| <b>TERMINAL</b>                    |                     |                     |                     |                      |                      |                      |
| Loading Bridges                    | 48,040              | 44,841              | 48,040              | 432,358              | 403,568              | 432,359              |
| Space Rental                       | 361,670             | 443,951             | 473,853             | 3,255,032            | 4,006,479            | 4,264,677            |
| Non-Signatory Per Turn Fee         | 750                 | 0                   | 0                   | 6,750                | 4,319                | 6,640                |
| <b>TOTAL AIRLINE REVENUES</b>      | <b>920,213</b>      | <b>1,054,512</b>    | <b>1,062,095</b>    | <b>8,281,913</b>     | <b>8,773,404</b>     | <b>9,789,294</b>     |
| <b>NON-AIRLINE REVENUES</b>        |                     |                     |                     |                      |                      |                      |
| <b>AIRFIELD</b>                    |                     |                     |                     |                      |                      |                      |
| Tenant Maintenance                 | 2,500               | 13,068              | 4,497               | 22,500               | 42,031               | 58,399               |
| <b>Total Airfield</b>              | <b>2,500</b>        | <b>13,068</b>       | <b>4,497</b>        | <b>22,500</b>        | <b>42,031</b>        | <b>58,399</b>        |
| <b>TERMINAL</b>                    |                     |                     |                     |                      |                      |                      |
| Utility Reimbursement              | 2,000               | 3,085               | 3,426               | 18,000               | 18,608               | 25,467               |
| Tenant Maintenance                 | 1,713               | 0                   | 0                   | 15,419               | 0                    | 0                    |
| Space Rent - Non Airline           | 60,682              | 72,856              | 69,634              | 546,140              | 611,984              | 627,072              |
| Food & Beverage                    | 65,000              | 80,631              | 100,996             | 585,000              | 534,521              | 878,316              |
| Retail                             | 62,000              | 66,966              | 73,204              | 558,000              | 553,813              | 666,661              |
| Advertising                        | 12,500              | 10,404              | (28,100)            | 112,500              | 136,249              | 40,297               |
| ATM                                | 1,450               | 1,695               | 1,728               | 13,050               | 20,140               | 12,719               |
| Operating Permits                  | 21,150              | 15,756              | 20,683              | 190,350              | 179,680              | 242,745              |
| Vending Machines                   | 3,000               | 1,649               | 1,519               | 27,000               | 13,559               | 17,220               |
| Baggage Cart Rentals               | 1,100               | 1,422               | 1,943               | 9,900                | 8,572                | 12,509               |
| <b>Total Terminal</b>              | <b>230,595</b>      | <b>254,462</b>      | <b>245,032</b>      | <b>2,075,359</b>     | <b>2,077,125</b>     | <b>2,523,006</b>     |
| <b>GROUND TRANSPORTATION</b>       |                     |                     |                     |                      |                      |                      |
| Parking                            | 960,897             | 820,414             | 1,251,942           | 8,648,077            | 5,751,932            | 11,975,533           |
| Rental Cars                        | 399,500             | 554,298             | 710,474             | 3,595,500            | 3,659,455            | 4,724,279            |
| Access Fees                        | 16,597              | 9,607               | 17,405              | 149,372              | 86,180               | 117,039              |
| TNCs                               | 14,583              | 18,030              | 26,854              | 131,250              | 108,996              | 196,201              |
| Garage Space Rent                  | 8,376               | 8,190               | 8,445               | 75,386               | 74,080               | 76,008               |
| <b>Total Ground Transportation</b> | <b>1,399,954</b>    | <b>1,410,539</b>    | <b>2,015,121</b>    | <b>12,599,585</b>    | <b>9,680,644</b>     | <b>17,089,059</b>    |
| <b>OTHER AIRPORT</b>               |                     |                     |                     |                      |                      |                      |
| Telephone System - Tenants         | 3,801               | 4,423               | 4,401               | 34,208               | 31,518               | 40,173               |
| Building Rental                    | 9,586               | 11,357              | 11,633              | 86,275               | 70,565               | 103,007              |
| Control Tower Rental               | 67,983              | 55,481              | 55,481              | 611,851              | 499,332              | 499,332              |
| Air Cargo Facility                 | 36,110              | 41,478              | 41,579              | 324,987              | 325,895              | 363,548              |
| State Executive Hangar             | 103,924             | 103,924             | 103,924             | 935,312              | 935,312              | 935,312              |
| T Hangars                          | 10,102              | 10,451              | 11,844              | 90,922               | 95,399               | 111,620              |
| Tie Downs                          | 241                 | 245                 | 248                 | 2,168                | 2,201                | 2,235                |
| AV Gas Fuel Sales                  | 4,213               | 6,698               | 0                   | 37,917               | 43,859               | 140                  |
| Industrial Park                    | 50,061              | 48,953              | 41,430              | 450,548              | 437,125              | 427,401              |
| Land Rental                        | 36,576              | 38,347              | 48,504              | 329,184              | 269,337              | 434,119              |
| Eclipse Hangar                     | 25,141              | 25,141              | 25,141              | 226,271              | 226,271              | 226,271              |
| Hangar Rental                      | 42,656              | 26,912              | 49,437              | 383,901              | 413,416              | 421,782              |
| Internet and Cable Access          | 552                 | 385                 | 275                 | 4,965                | 4,965                | 3,975                |
| Fingerprinting                     | 2,000               | 2,947               | 3,625               | 18,000               | 23,690               | 27,836               |
| Tenant Maintenance                 | 83                  | 0                   | 0                   | 750                  | 0                    | 0                    |
| Purchasing Proposals               | 83                  | 40                  | 0                   | 750                  | 40                   | 0                    |
| Ebay/Scrap/Equipment Sales         | 417                 | 4,069               | 233                 | 3,750                | 14,198               | 9,721                |
| Utility Reimbursement              | 13,000              | 19,979              | 15,842              | 117,000              | 132,636              | 147,386              |
| Reimb of Property Taxes            | 3,042               | 11,904              | 11,984              | 27,375               | 25,920               | 26,323               |
| Other                              | 6,667               | 11,211              | 5,848               | 60,000               | 75,229               | 85,578               |
| <b>Total Other Airport</b>         | <b>416,237</b>      | <b>423,944</b>      | <b>431,430</b>      | <b>3,746,136</b>     | <b>3,626,909</b>     | <b>3,865,759</b>     |
| <b>TOTAL NON AIRLINE REVENUES</b>  | <b>2,049,287</b>    | <b>2,102,013</b>    | <b>2,696,080</b>    | <b>18,443,580</b>    | <b>15,426,710</b>    | <b>23,536,223</b>    |
| <b>TOTAL REVENUES</b>              | <b>\$ 2,969,499</b> | <b>\$ 3,156,525</b> | <b>\$ 3,758,174</b> | <b>\$ 26,725,493</b> | <b>\$ 24,200,114</b> | <b>\$ 33,325,517</b> |

**Albany County Airport Authority**  
**FBO Results**  
**For the nine months ended September 30, 2022**

|                               | Current Month    |                   |                   | Year to Date      |                     |                     |
|-------------------------------|------------------|-------------------|-------------------|-------------------|---------------------|---------------------|
|                               | 2022<br>Budget   | 2021<br>Actual    | 2022<br>Actual    | 2022<br>Budget    | 2021<br>Actual      | 2022<br>Actual      |
| <b>REVENUES</b>               |                  |                   |                   |                   |                     |                     |
| Retail Fuel                   |                  |                   |                   |                   |                     |                     |
| Jet A Fuel Sales              | \$ 437,500       | \$ 574,134        | \$ 607,080        | \$ 3,937,500      | \$ 4,215,396        | \$ 5,438,266        |
| AvGas Fuel Sales              | 21,315           | 25,022            | 51,210            | 191,835           | 199,306             | 341,702             |
| Commercial AvGas Fuel Sales   | 1,750            | 1,410             | 1,395             | 15,750            | 16,675              | 12,810              |
| Auto & Diesel Fuel Sales      | 18,333           | 12,816            | 16,822            | 165,000           | 146,728             | 192,470             |
| Retail Fuel Sales             | 478,898          | 613,381           | 676,507           | 4,310,085         | 4,578,106           | 5,985,248           |
| Into Plane Fees               | 42,855           | 43,235            | 59,320            | 385,695           | 326,085             | 543,515             |
| Fuel Farm Fees                | 60,075           | 41,117            | 68,160            | 540,675           | 303,476             | 657,236             |
| General Aviation Landing Fees | 18,750           | 25,735            | 26,795            | 168,750           | 190,404             | 238,915             |
| Aircraft Parking Fees         | 14,167           | 17,496            | 40,598            | 127,500           | 140,432             | 399,305             |
| Deicing Services              | 152,785          | 0                 | 0                 | 1,375,066         | 606,025             | 1,053,702           |
| FBO Properties                | 37,500           | 26,854            | 28,473            | 337,500           | 265,695             | 269,038             |
| FBO Services                  | 7,917            | 9,920             | 10,160            | 71,250            | 67,984              | 78,569              |
| <b>TOTAL REVENUES</b>         | <b>812,947</b>   | <b>777,738</b>    | <b>910,014</b>    | <b>7,316,521</b>  | <b>6,478,206</b>    | <b>9,225,528</b>    |
| <b>COST OF SALES</b>          |                  |                   |                   |                   |                     |                     |
| Fuel Costs - Jet A            | 261,675          | 304,203           | 350,122           | 2,355,075         | 2,165,108           | 2,943,626           |
| Fuel Discounts - Jet A        | 28,333           | 34,070            | 15,460            | 255,000           | 287,507             | 168,880             |
| Fuel Costs - AvGas            | 14,790           | 19,162            | 41,342            | 133,110           | 134,092             | 264,815             |
| Fuel Discounts - AvGas        | 370              | 430               | 976               | 3,326             | 3,768               | 7,054               |
| Fuel Costs - Commercial AvGas | 1,417            | 1,244             | 1,233             | 12,750            | 13,717              | 10,436              |
| Fuel Costs - Auto & Diesel    | 14,167           | 9,587             | 12,193            | 127,500           | 117,441             | 157,846             |
| Total Fuel Costs              | 320,751          | 368,696           | 421,327           | 2,886,761         | 2,721,633           | 3,552,656           |
| Deicing Costs - Type I & IV   | 119,163          | 0                 | 0                 | 1,072,465         | 323,528             | 691,288             |
| Catering, Oil & Other         | 375              | 0                 | 0                 | 3,375             | 1,081               | 1,474               |
| Total Cost of Sales           | 440,289          | 368,696           | 421,327           | 3,962,601         | 3,046,243           | 4,245,418           |
| Net Operating                 | 372,658          | 409,042           | 488,686           | 3,353,920         | 3,431,963           | 4,980,109           |
| <b>CATEGORY</b>               |                  |                   |                   |                   |                     |                     |
| Personal Services             |                  |                   |                   |                   |                     |                     |
| Salaries                      | 109,762          | 84,868            | 119,589           | 987,859           | 893,846             | 1,044,176           |
| Overtime                      | 17,116           | 14,295            | 18,502            | 154,046           | 126,421             | 124,468             |
| Total Personal Services       | 126,878          | 99,163            | 138,091           | 1,141,905         | 1,020,266           | 1,168,644           |
| Employee Benefits             | 40,894           | 35,602            | 45,699            | 368,048           | 388,239             | 349,346             |
| Utilities & Communications    | 6,573            | 6,564             | 8,943             | 59,154            | 62,928              | 88,833              |
| Purchased Services            | 47,811           | 30,788            | 27,494            | 430,301           | 547,325             | 353,497             |
| Materials & Supplies          |                  |                   |                   |                   |                     |                     |
| Buildings                     | 7,842            | 3,626             | 17,763            | 70,580            | 40,383              | 241,298             |
| Grounds                       | 3,167            | 0                 | 0                 | 28,500            | 7,657               | 5,293               |
| Vehicles                      | 27,418           | 17,615            | 83,504            | 246,762           | 194,949             | 383,124             |
| Total Materials & Supplies    | 38,427           | 21,241            | 101,267           | 345,842           | 242,989             | 629,715             |
| Administrative Expenses       | 13,055           | 12,443            | 25,327            | 117,491           | 134,645             | 298,938             |
| Non-Capital Equipment         | 0                | 0                 | 0                 | 0                 | 0                   | 22,586              |
| <b>TOTAL EXPENSES</b>         | <b>273,638</b>   | <b>205,802</b>    | <b>346,821</b>    | <b>2,462,741</b>  | <b>2,396,393</b>    | <b>2,911,558</b>    |
| <b>FBO Net Direct Cost</b>    | <b>\$ 99,020</b> | <b>\$ 203,240</b> | <b>\$ 141,865</b> | <b>\$ 891,179</b> | <b>\$ 1,035,570</b> | <b>\$ 2,068,551</b> |

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

For the 9 month period ending September 30/31, 2022

|                 |       | <b>Budget</b>                     | <b>Actual</b>          | <b>Variance</b>     | <b>Cumulative<br/>Variance</b> |           |
|-----------------|-------|-----------------------------------|------------------------|---------------------|--------------------------------|-----------|
| <b>Revenues</b> |       |                                   |                        |                     |                                |           |
| 31              | 01055 | Control Tower Rental              | (611,851)              | (499,332)           | (112,520)                      | (112,520) |
| 31              | 02054 | Advertising                       | (112,500)              | (40,297)            | (72,203)                       | (184,722) |
| 31              | 01035 | Glycol Disposal Fee               | (226,077)              | (172,817)           | (53,260)                       | (237,982) |
| 31              | 03280 | Fuel Sales - AV Gas               | (37,917)               | (140)               | (37,777)                       | (275,759) |
| 31              | 03024 | Off-Airport Parking Facilities    | (115,917)              | (90,374)            | (25,543)                       | (301,302) |
| 31              | 03300 | Industrial Park                   | (450,548)              | (427,401)           | (23,146)                       | (324,448) |
| 31              | 01011 | Landing Fees - Cargo/Non-Signator | (39,960)               | (29,256)            | (10,704)                       | (335,152) |
| 31              | 02056 | Vending Machine Concession        | (27,000)               | (17,220)            | (9,780)                        | (344,932) |
| 31              | 03022 | Hotels                            | (18,038)               | (13,866)            | (4,172)                        | (349,104) |
| 31              | 03020 | Contract Taxi                     | (9,993)                | (7,104)             | (2,889)                        | (351,993) |
| 31              | 03410 | Reimbursement of Property Taxes   | (27,375)               | (26,323)            | (1,052)                        | (353,045) |
| 31              | 02063 | Internet & Cable Access           | (4,965)                | (3,975)             | (990)                          | (354,035) |
| 31              | 09007 | Purchasing Proposals              | (750)                  |                     | (750)                          | (354,785) |
| 31              | 02064 | ATM Income                        | (13,050)               | (12,719)            | (332)                          | (355,117) |
| 31              | 02030 | Non Signatory Per Turn Fee        | (6,750)                | (6,640)             | (110)                          | (355,226) |
| 31              | 01071 | Hangar Maintenance NYS Executiv   | (93,000)               | (93,000)            | 0                              | (355,226) |
| 31              | 02012 | Baggage Claim Room                | (1,050,501)            | (1,050,501)         | 0                              | (355,226) |
| 31              | 02115 | Payphones - Concessions           | 0                      |                     | 0                              | (355,226) |
| 31              | 03023 | Off-Airport Rental Cars           | 0                      |                     | 0                              | (355,226) |
| 31              | 01075 | Eclipse Hangar Rental             | (226,271)              | (226,271)           | 0                              | (355,226) |
| 31              | 03012 | Preferred Lot Parking             | 0                      |                     | 0                              | (355,226) |
| 31              | 02011 | Rental of Boarding Bridges        | (432,358)              | (432,359)           | 0                              | (355,226) |
| 31              | 03200 | Tie Downs                         | (2,168)                | (2,235)             | 66                             | (355,159) |
| 31              | 03021 | Limousines                        | (5,425)                | (5,695)             | 270                            | (354,890) |
| 31              | 03017 | Short & Over                      | 0                      | (371)               | 371                            | (354,519) |
| 31              | 03040 | Garage Space Rent                 | (75,386)               | (76,008)            | 622                            | (353,897) |
| 31              | 01021 | Apron Parking Fees - Commercial   | (587,952)              | (588,711)           | 758                            | (353,138) |
| 31              | 03015 | Lost Card Fees-Employees          | 0                      | (775)               | 775                            | (352,363) |
| 31              | 02105 | Telephone - Monthly Usage         | 0                      | (1,840)             | 1,840                          | (350,523) |
| 31              | 02057 | Baggage Cart Concession           | (9,900)                | (12,509)            | 2,609                          | (347,914) |
| 31              | 02100 | Telephone - Monthly Service       | (34,208)               | (38,333)            | 4,124                          | (343,789) |
| 31              | 09008 | Ebay/Scrap/Equipment Sales        | (3,750)                | (9,721)             | 5,971                          | (337,818) |
| 31              | 02025 | Utility Reimbursement             | (18,000)               | (25,467)            | 7,467                          | (330,351) |
| 31              | 03014 | Employee Parking                  | (30,578)               | (39,635)            | 9,058                          | (321,294) |
| 31              | 09001 | Fingerprinting                    | (18,000)               | (27,836)            | 9,836                          | (311,458) |
| 31              | 01060 | Building Rental                   | (86,275)               | (103,007)           | 16,732                         | (294,726) |
| 31              | 03500 | Tenant Maintenance                | (38,669)               | (58,399)            | 19,730                         | (274,996) |
| 31              | 03100 | T-Hangar Rentals                  | (90,922)               | (111,620)           | 20,698                         | (254,298) |
| 31              | 09005 | Miscellaneous Income              | (60,000)               | (85,578)            | 25,578                         | (228,720) |
| 31              | 03405 | Utility Reimbursements            | (117,000)              | (147,386)           | 30,386                         | (198,334) |
| 31              | 01070 | Hangar Rental - Airline           | (1,226,214)            | (1,264,095)         | 37,881                         | (160,453) |
| 31              | 01065 | NE Quad Cargo Facility            | (324,987)              | (363,548)           | 38,561                         | (121,892) |
| 31              | 02062 | Operating Permits                 | (190,350)              | (242,745)           | 52,395                         | (69,497)  |
| 31              | 02010 | Airline Space Rental              | (3,154,397)            | (3,214,176)         | 59,779                         | (9,718)   |
| 31              | 03027 | TNCs                              | (131,250)              | (196,201)           | 64,951                         | 55,233    |
| 31              | 03010 | Short Term Parking                | (693,000)              | (767,674)           | 74,674                         | 129,907   |
| 31              | 02020 | Non-Airline Space Rental          | (546,140)              | (627,072)           | 80,932                         | 210,839   |
| 31              | 01050 | Land Rental                       | (329,184)              | (434,119)           | 104,934                        | 315,773   |
| 31              | 02053 | Retail Concession                 | (558,000)              | (666,661)           | 108,661                        | 424,434   |
| 31              | 03013 | Economy Parking                   | (931,500)              | (1,122,577)         | 191,077                        | 615,511   |
| 31              | 01012 | Airfield Revenue Sharing          | 237,467                |                     | 237,467                        | 852,977   |
| 31              | 02052 | Food & Beverage Concession        | (585,000)              | (878,316)           | 293,316                        | 1,146,294 |
| 31              | 01010 | Landing Fees - Commercial/Signatc | (3,971,250)            | (4,294,834)         | 323,585                        | 1,469,878 |
| 31              | 02013 | Terminal Revenue Sharing          | 949,866                |                     | 949,866                        | 2,419,744 |
| 31              | 02051 | Rental Car Concession             | (3,595,500)            | (4,724,279)         | 1,128,779                      | 3,548,523 |
| 31              | 03011 | Long Term Parking                 | (6,993,000)            | (10,044,501)        | 3,051,501                      | 6,600,024 |
|                 |       | <u>(26,725,493)</u>               | <u>(33,325,517)</u>    | <u>6,600,024</u>    |                                |           |
|                 |       | <b>\$ (26,725,493)</b>            | <b>\$ (33,325,517)</b> | <b>\$ 6,600,024</b> |                                |           |

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

For the 9 month period ending September 30/31, 2022

|                                |       | <b>Budget</b>                     | <b>Actual</b>    | <b>Variance</b>  | <b>Cumulative<br/>Variance</b> |           |
|--------------------------------|-------|-----------------------------------|------------------|------------------|--------------------------------|-----------|
| <b>Salaries Expense</b>        |       |                                   |                  |                  |                                |           |
| 34                             | 12010 | Overtime 1.5                      | 528,373          | 563,189          | (34,815)                       | (34,815)  |
| 34                             | 12020 | Overtime 2.0                      | 29,337           | 63,626           | (34,289)                       | (69,104)  |
| 34                             | 13000 | Temporary Help                    | 7,500            |                  | 7,500                          | (61,604)  |
| 34                             | 11005 | Part Time/Seasonal Salaries       | 249,774          | 110,151          | 139,622                        | 78,018    |
| 34                             | 11000 | Salaries                          | 7,033,581        | 6,763,626        | 269,956                        | 347,974   |
|                                |       |                                   | <u>7,848,566</u> | <u>7,500,592</u> | <u>347,974</u>                 |           |
| <b>Other Employee Expenses</b> |       |                                   |                  |                  |                                |           |
| 35                             | 26010 | NYS Disability                    | 92,470           | 112,360          | (19,890)                       | (19,890)  |
| 35                             | 22300 | Health Insurance - Vision         | 5,189            | 7,978            | (2,790)                        | (22,679)  |
| 35                             | 29000 | NYS Retirement                    | 240,981          | 241,544          | (563)                          | (23,242)  |
| 35                             | 22105 | Other Post Employment Benefits (O | 130,946          | 130,946          | 0                              | (23,242)  |
| 35                             | 23000 | Health Insurance - AFLAC          | 4,874            | 4,827            | 47                             | (23,195)  |
| 35                             | 24010 | Employee EAP Program              | 727              | 533              | 193                            | (23,002)  |
| 35                             | 24015 | Smoking Cessation Class           | 900              |                  | 900                            | (22,102)  |
| 35                             | 24000 | Medical Exams/Abstracts           | 16,575           | 15,092           | 1,483                          | (20,619)  |
| 35                             | 25000 | Uniforms & Laundry                | 38,963           | 37,011           | 1,952                          | (18,668)  |
| 35                             | 25005 | Uniform Purchases                 | 27,237           | 11,718           | 15,519                         | (3,149)   |
| 35                             | 29001 | TBI Retirement                    | 160,109          | 141,827          | 18,282                         | 15,133    |
| 35                             | 21000 | Social Security                   | 597,071          | 554,594          | 42,477                         | 57,610    |
| 35                             | 22200 | Dental Insurance                  | 106,333          | 28,334           | 77,999                         | 135,609   |
| 35                             | 26020 | Unemployment Insurance            | 121,867          | 39,687           | 82,180                         | 217,789   |
| 35                             | 26030 | Workers Compensation              | 439,956          | 298,082          | 141,874                        | 359,662   |
| 35                             | 22000 | Health Insurance                  | 2,307,841        | 2,048,537        | 259,304                        | 618,966   |
|                                |       |                                   | <u>4,292,038</u> | <u>3,673,072</u> | <u>618,966</u>                 |           |
| <b>Utilities</b>               |       |                                   |                  |                  |                                |           |
| 36                             | 31000 | Electric                          | 966,938          | 1,544,873        | (577,935)                      | (577,935) |
| 36                             | 33000 | Natural Gas                       | 182,525          | 215,234          | (32,709)                       | (610,645) |
| 36                             | 36032 | Internet Access                   | 34,209           | 40,704           | (6,495)                        | (617,140) |
| 36                             | 36015 | Telephones-Monthly Service        | 11,126           | 13,357           | (2,231)                        | (619,371) |
| 36                             | 36060 | Cable Television                  | 4,309            | 4,665            | (357)                          | (619,728) |
| 36                             | 36017 | Payphones Annual & Monthly Servi  | 0                |                  | 0                              | (619,728) |
| 36                             | 36012 | Telephone - Sheriff               | 3,075            | 3,033            | 42                             | (619,686) |
| 36                             | 36018 | Payphones - Monthly Usage         | 113              |                  | 113                            | (619,573) |
| 36                             | 36010 | Telephone Charges-Local           | 13,016           | 12,147           | 870                            | (618,704) |
| 36                             | 36016 | Telephones-Monthly Usage          | 2,250            | 15               | 2,235                          | (616,469) |
| 36                             | 34000 | Sewer                             | 68,625           | 63,308           | 5,317                          | (611,152) |
| 36                             | 36011 | Telephone Charges-Long Distance   | 11,917           | 772              | 11,145                         | (600,006) |
| 36                             | 36030 | Telephone-Cellular                | 48,600           | 33,511           | 15,089                         | (584,917) |
| 36                             | 36020 | Telephone Repairs                 | 41,653           | 10,245           | 31,407                         | (553,510) |
| 36                             | 35000 | Water                             | 97,163           | 47,811           | 49,352                         | (504,158) |
|                                |       |                                   | <u>1,485,518</u> | <u>1,989,676</u> | <u>(504,158)</u>               |           |
| <b>Purchased Services</b>      |       |                                   |                  |                  |                                |           |
| 37                             | 44005 | Perimeter Security                | 163,337          | 280,750          | (117,413)                      | (117,413) |
| 37                             | 42045 | Builders Risk                     | 0                | 14,355           | (14,355)                       | (131,768) |
| 37                             | 42080 | Cyber Liability Insurance         | 15,000           | 26,584           | (11,584)                       | (143,352) |
| 37                             | 42093 | Agency Fee                        | 22,500           | 33,750           | (11,250)                       | (154,602) |
| 37                             | 49020 | Engineering Services              | 22,500           | 30,625           | (8,125)                        | (162,727) |
| 37                             | 41010 | Financial Services                | 75,000           | 81,605           | (6,605)                        | (169,332) |
| 37                             | 42070 | Public Official Liability         | 26,250           | 30,849           | (4,599)                        | (173,931) |
| 37                             | 47000 | Special Studies                   | 48,750           | 52,455           | (3,705)                        | (177,636) |
| 37                             | 44030 | Employee Shuttle Service          | 9,376            | 12,500           | (3,124)                        | (180,759) |
| 37                             | 42095 | Insurance Claims                  | 11,625           | 14,732           | (3,107)                        | (183,866) |
| 37                             | 42065 | Crime Insurance                   | 5,250            | 5,758            | (508)                          | (184,374) |
| 37                             | 44010 | Armored Car Service               | 3,750            | 4,024            | (274)                          | (184,648) |
| 37                             | 45010 | Refuse Removal Services           | 55,728           | 55,889           | (160)                          | (184,808) |
| 37                             | 44000 | Public Safety                     | 1,568,901        | 1,568,901        | 0                              | (184,809) |
| 37                             | 41020 | Rates & Charges                   | 0                |                  | 0                              | (184,809) |
| 37                             | 44020 | Parking Valet Service             | 0                |                  | 0                              | (184,809) |
| 37                             | 49010 | Architectural Services            | 0                |                  | 0                              | (184,809) |
| 37                             | 49040 | Professional Management           | 318,750          | 318,750          | 0                              | (184,809) |
| 37                             | 49060 | Code Enforcement                  | 87,150           | 87,150           | 0                              | (184,809) |
| 37                             | 42041 | Environmental Liability           | 26,512           | 26,512           | 0                              | (184,809) |
| 37                             | 42090 | Fiduciary Liability               | 13,500           | 11,978           | 1,522                          | (183,286) |
| 37                             | 42010 | Airport Liability                 | 190,091          | 188,325          | 1,766                          | (181,520) |
| 37                             | 49015 | Consultant                        | 36,000           | 33,813           | 2,188                          | (179,333) |
| 37                             | 42020 | Automotive Insurance              | 56,250           | 53,679           | 2,571                          | (176,762) |

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

For the 9 month period ending September 30/31, 2022

|                                |       | <b>Budget</b>                     | <b>Actual</b>    | <b>Variance</b>  | <b>Cumulative<br/>Variance</b> |             |
|--------------------------------|-------|-----------------------------------|------------------|------------------|--------------------------------|-------------|
| 37                             | 47010 | GIS Services                      | 18,000           | 5,566            | 12,434                         | (164,328)   |
| 37                             | 46010 | Public Relations                  | 75,000           | 59,182           | 15,818                         | (148,510)   |
| 37                             | 42060 | Property Insurance                | 219,909          | 202,471          | 17,439                         | (131,071)   |
| 37                             | 49005 | Appraisal                         | 18,750           |                  | 18,750                         | (112,321)   |
| 37                             | 46020 | Passenger Info Booth              | 113,346          | 90,907           | 22,439                         | (89,883)    |
| 37                             | 46012 | Artistic Exhibits                 | 73,834           | 43,855           | 29,978                         | (59,904)    |
| 37                             | 43000 | Legal Services                    | 37,500           |                  | 37,500                         | (22,404)    |
| 37                             | 45000 | Janitorial Services               | 435,895          | 396,987          | 38,908                         | 16,504      |
| 37                             | 46015 | Advertising                       | 112,500          | 49,547           | 62,953                         | 79,456      |
| 37                             | 49070 | Other Professional Services       | 262,500          | 49,500           | 213,000                        | 292,456     |
|                                |       |                                   | <u>4,123,455</u> | <u>3,830,999</u> | <u>292,456</u>                 |             |
| <b>Material &amp; Supplies</b> |       |                                   |                  |                  |                                |             |
| 38                             | 51019 | Snow Removal Supplies             | 187,125          | 495,324          | (308,199)                      | (308,199)   |
| 38                             | 52051 | Control Tower Maintenance         | 225,000          | 420,864          | (195,864)                      | (504,063)   |
| 38                             | 53010 | Landscaping                       | 9,713            | 112,518          | (102,805)                      | (606,868)   |
| 38                             | 52060 | Building Maintenance              | 594,045          | 670,962          | (76,917)                       | (683,786)   |
| 38                             | 54010 | Gasoline                          | 34,245           | 97,020           | (62,775)                       | (746,561)   |
| 38                             | 52012 | Card Access System                | 60,000           | 103,964          | (43,964)                       | (790,525)   |
| 38                             | 54011 | Diesel Fuel                       | 82,500           | 121,577          | (39,077)                       | (829,602)   |
| 38                             | 51011 | Airfield Lighting                 | 52,500           | 88,847           | (36,347)                       | (865,949)   |
| 38                             | 52010 | Alarm & PA Systems                | 63,033           | 93,229           | (30,196)                       | (896,145)   |
| 38                             | 53051 | NYS Police Hangar Maintenance     | 93,750           | 116,656          | (22,906)                       | (919,051)   |
| 38                             | 54045 | ARFF Vehicle Repair & Maintenan   | 13,500           | 33,036           | (19,536)                       | (938,587)   |
| 38                             | 54030 | General Equipment Repair & Mainte | 32,625           | 51,539           | (18,914)                       | (957,502)   |
| 38                             | 54060 | Mower Repair & Maintenance        | 10,500           | 27,322           | (16,822)                       | (974,323)   |
| 38                             | 53090 | T-Hangar Maintenance              | 71,269           | 85,091           | (13,822)                       | (988,146)   |
| 38                             | 51017 | Airfield Shop Supplies            | 16,875           | 30,627           | (13,752)                       | (1,001,898) |
| 38                             | 52013 | CCTV Repair                       | 37,500           | 50,898           | (13,398)                       | (1,015,296) |
| 38                             | 54070 | Vehicle Shop Tools & Supplies     | 33,750           | 42,858           | (9,108)                        | (1,024,404) |
| 38                             | 53071 | Wildlife Hazard Management        | 28,500           | 37,111           | (8,611)                        | (1,033,014) |
| 38                             | 51053 | Electric                          | 82,500           | 90,738           | (8,238)                        | (1,041,253) |
| 38                             | 51015 | Apron Maintenance                 | 37,500           | 44,926           | (7,426)                        | (1,048,679) |
| 38                             | 52075 | Advertising Displays              | 0                | 6,881            | (6,881)                        | (1,055,560) |
| 38                             | 51052 | Wastewater Conveyance             | 5,625            | 12,500           | (6,875)                        | (1,062,435) |
| 38                             | 52063 | Window Washing                    | 62,377           | 68,388           | (6,011)                        | (1,068,446) |
| 38                             | 52031 | Electrical Repairs & Supplies     | 172,463          | 176,290          | (3,827)                        | (1,072,273) |
| 38                             | 54021 | Vehicle Repair & Maintenance      | 54,750           | 57,821           | (3,071)                        | (1,075,344) |
| 38                             | 52036 | Automatic Door Repairs & Supplies | 9,000            | 11,739           | (2,739)                        | (1,078,083) |
| 38                             | 52071 | ID Tags                           | 26,250           | 26,975           | (725)                          | (1,078,808) |
| 38                             | 52061 | Building Materials                | 0                | 571              | (570)                          | (1,079,379) |
| 38                             | 54012 | Oil / Grease                      | 17,625           | 17,799           | (174)                          | (1,079,553) |
| 38                             | 52059 | Storage Space Rental              | 5,625            | 5,723            | (98)                           | (1,079,651) |
| 38                             | 52041 | Fire Equipment Testing            | 3,454            | 3,506            | (52)                           | (1,079,702) |
| 38                             | 53085 | Land Lease                        | 11,577           | 11,577           | 0                              | (1,079,702) |
| 38                             | 53040 | Sign Expense                      | 9,938            | 9,838            | 99                             | (1,079,603) |
| 38                             | 53070 | Hazardous Waste Management        | 2,700            | 2,403            | 297                            | (1,079,306) |
| 38                             | 52040 | Fire Equipment Services           | 4,399            | 3,795            | 605                            | (1,078,701) |
| 38                             | 53020 | Fencing                           | 675              |                  | 675                            | (1,078,026) |
| 38                             | 54013 | Vehicle/Equipment Tires           | 25,500           | 24,517           | 983                            | (1,077,043) |
| 38                             | 51032 | Hazardous Material Supplies       | 3,750            | 2,596            | 1,154                          | (1,075,890) |
| 38                             | 53041 | Traffic Light Repairs             | 1,500            |                  | 1,500                          | (1,074,390) |
| 38                             | 51010 | Fencing                           | 6,750            | 4,856            | 1,895                          | (1,072,495) |
| 38                             | 52050 | US Customs                        | 37,950           | 35,783           | 2,167                          | (1,070,328) |
| 38                             | 52080 | Sign Expense                      | 4,875            | 2,363            | 2,512                          | (1,067,816) |
| 38                             | 53078 | Liquid Waste Disposal             | 2,700            |                  | 2,700                          | (1,065,116) |
| 38                             | 53045 | Catch Basin Maintenance           | 3,000            |                  | 3,000                          | (1,062,116) |
| 38                             | 51055 | Water District Charges            | 18,750           | 15,384           | 3,366                          | (1,058,750) |
| 38                             | 54022 | Vehicle Communication Equipment   | 4,800            | 1,139            | 3,661                          | (1,055,089) |
| 38                             | 51014 | Pavement Repairs                  | 4,500            |                  | 4,500                          | (1,050,589) |
| 38                             | 53060 | Dump Fees - Landfill              | 6,210            | 1,065            | 5,145                          | (1,045,444) |
| 38                             | 52032 | Elevator Repairs & Supplies       | 86,250           | 79,902           | 6,348                          | (1,039,097) |
| 38                             | 51030 | EMS Supplies                      | 12,138           | 3,674            | 8,464                          | (1,030,633) |
| 38                             | 52062 | Janitorial Supplies               | 181,451          | 172,827          | 8,624                          | (1,022,008) |
| 38                             | 51031 | ARFF Supplies                     | 44,994           | 35,889           | 9,105                          | (1,012,903) |
| 38                             | 52014 | Key Access System                 | 12,375           | 3,249            | 9,126                          | (1,003,777) |
| 38                             | 54015 | CNG Fuel                          | 17,250           | 7,300            | 9,950                          | (993,827)   |
| 38                             | 51016 | Runway Painting                   | 26,250           | 15,760           | 10,490                         | (983,336)   |
| 38                             | 52037 | Pest Control                      | 46,056           | 33,213           | 12,843                         | (970,493)   |

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

For the 9 month period ending September 30/31, 2022

|                              |  | <b>Budget</b>       | <b>Actual</b>       | <b>Variance</b>     | <b>Cumulative<br/>Variance</b> |
|------------------------------|--|---------------------|---------------------|---------------------|--------------------------------|
| 38                           | 51020 Rubber Removal                     | 60,000              | 44,183              | 15,818              | (954,676)                      |
| 38                           | 52034 Roof                               | 18,750              | 2,921               | 15,829              | (938,847)                      |
| 38                           | 54040 Heavy Equipment Maintenance        | 45,000              | 28,715              | 16,285              | (922,561)                      |
| 38                           | 52035 Plumbing Repairs & Supplies        | 117,000             | 98,165              | 18,835              | (903,726)                      |
| 38                           | 51054 Sewer District Charges             | 23,625              |                     | 23,625              | (880,101)                      |
| 38                           | 51033 ARFF Foam                          | 24,942              |                     | 24,942              | (855,158)                      |
| 38                           | 52020 Baggage System                     | 33,750              | 8,535               | 25,215              | (829,944)                      |
| 38                           | 52090 Flight Information Displays        | 29,455              | 3,293               | 26,162              | (803,781)                      |
| 38                           | 53050 Snow Removal Services              | 223,500             | 186,632             | 36,868              | (766,913)                      |
| 38                           | 53048 Snow Removal Supplies              | 45,750              |                     | 45,750              | (721,163)                      |
| 38                           | 54050 Snow Equipment Repair & Maintena   | 67,500              | 15,058              | 52,442              | (668,721)                      |
| 38                           | 51057 System Maintenance & Repairs       | 135,000             | 73,517              | 61,483              | (607,238)                      |
| 38                           | 53030 Pavement Repairs                   | 75,000              | 11,764              | 63,236              | (544,001)                      |
| 38                           | 52033 HVAC                               | 210,938             | 90,346              | 120,591             | (423,410)                      |
|                              |  | <u>3,810,147</u>    | <u>4,233,557</u>    | <u>(423,410)</u>    |                                |
| <b>Office/Administration</b> |  |                     |                     |                     |                                |
| 39                           | 66060 Credit Card Service Charges        | 294,000             | 411,075             | (117,075)           | (117,075)                      |
| 39                           | 66070 2008A Remarketing & LOC Fees       | 0                   | 49,797              | (49,797)            | (166,872)                      |
| 39                           | 55015 Hardware/Software Maint Support    | 330,547             | 373,874             | (43,327)            | (210,199)                      |
| 39                           | 66061 EZ Pass Fees                       | 90,000              | 110,587             | (20,587)            | (230,786)                      |
| 39                           | 66062 Bank & Paying Agent Fees           | 5,250               | 25,407              | (20,157)            | (250,943)                      |
| 39                           | 55014 Computer Systems                   | 34,575              | 42,498              | (7,923)             | (258,866)                      |
| 39                           | 66000 Dues & Subscriptions               | 40,834              | 46,975              | (6,141)             | (265,007)                      |
| 39                           | 55031 Parking Ticket Stock               | 4,500               | 6,545               | (2,045)             | (267,052)                      |
| 39                           | 55041 Express Mail                       | 0                   | 792                 | (791)               | (267,843)                      |
| 39                           | 66003 G.F.O.A.                           | 0                   | 595                 | (595)               | (268,438)                      |
| 39                           | 55012 Office Equipment Service Agreeemer | 7,049               | 7,380               | (331)               | (268,770)                      |
| 39                           | 55011 Copy Machine Use                   | 750                 | 970                 | (220)               | (268,990)                      |
| 39                           | 66040 Licenses & Permits                 | 2,887               | 3,025               | (138)               | (269,127)                      |
| 39                           | 66013 Function Refreshments              | 11,250              | 10,960              | 290                 | (268,837)                      |
| 39                           | 66011 Authority Board Travel & Education | 375                 |                     | 375                 | (268,462)                      |
| 39                           | 66002 AAAE                               | 488                 |                     | 488                 | (267,975)                      |
| 39                           | 66030 Advertising - Public Meetings      | 16,500              | 15,926              | 574                 | (267,401)                      |
| 39                           | 66020 Tuition Reimbursement              | 1,875               | 765                 | 1,110               | (266,291)                      |
| 39                           | 55050 Reference Materials                | 1,275               | 165                 | 1,110               | (265,181)                      |
| 39                           | 66050 Property Taxes                     | 28,500              | 26,934              | 1,566               | (263,615)                      |
| 39                           | 55070 Payroll Services                   | 31,875              | 29,998              | 1,877               | (261,738)                      |
| 39                           | 55040 Postage                            | 6,750               | 4,119               | 2,631               | (259,107)                      |
| 39                           | 55032 Printing Outside Services          | 15,000              | 11,774              | 3,226               | (255,881)                      |
| 39                           | 66014 Outside Functions                  | 3,750               |                     | 3,750               | (252,131)                      |
| 39                           | 55060 Office Supplies                    | 21,934              | 17,256              | 4,678               | (247,454)                      |
| 39                           | 55030 Printed Forms / Letterhead         | 6,075               | 819                 | 5,256               | (242,198)                      |
| 39                           | 66012 Authority Management Travel & Edu  | 17,550              | 11,691              | 5,859               | (236,339)                      |
| 39                           | 55010 Office Equipment Rental            | 13,345              | 7,194               | 6,150               | (230,188)                      |
| 39                           | 55020 Office Furniture & Fixtures        | 13,462              | 2,717               | 10,746              | (219,442)                      |
| 39                           | 66010 Training / Travel                  | 69,626              | 31,015              | 38,610              | (180,832)                      |
| 39                           | 55016 Computer Equipment                 | 65,999              | 16,598              | 49,402              | (131,431)                      |
|                              |  | <u>1,136,020</u>    | <u>1,267,451</u>    | <u>(131,431)</u>    |                                |
| <b>Non-Capital Equipment</b> |  |                     |                     |                     |                                |
| 41                           | 83000 Equipment                          | 1,094,250           | 126,228             | 968,022             | 968,022                        |
|                              |  | <u>1,094,250</u>    | <u>126,228</u>      | <u>968,022</u>      |                                |
|                              |  | <b>\$23,789,994</b> | <b>\$22,621,574</b> | <b>\$ 1,168,420</b> |                                |



## 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>  |
|                                 | \$40,687,143      |
| Monthly Operating Outflow       | (\$40,687,143/12) |
|                                 | \$3,390,595       |

Months Operating Reserves Unrestricted  
\$27,251,972/\$3,390,595 ~ 8.03 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  |
| Aug   | 7.65    | 2.0   | 9.65  |
| Sep   | 8.03    | 2.0   | 10.03 |

### 3. Accounts Receivable

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

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

$$\$396,071 / \$138,304 = 2.86$$

|       |       |
|-------|-------|
| 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  |
| Aug   | 8.34  |
| Sep   | 2.86  |

### 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>11,441,400</u>    |
|                          | <b>\$279,744,130</b> |

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

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

<sup>2</sup> Closed, March 2022

<sup>3</sup> Must collect by March 19, 2025

**Albany International Airport  
Statistics  
For the nine months period ending September 30, 2022**

|   | Current Month    |              |                  | Year to Date       |               |                    | 12 Month Running |                    |
|---|------------------|--------------|------------------|--------------------|---------------|--------------------|------------------|--------------------|
|   | Budget           | 2021         | 2022             | Budget             | 2021          | 2022               | 2021             | 2022               |
| <b>Total Enplanements</b>               | 100,000<br>10.2% | 98,456       | 110,178<br>10.6% | 900,000<br>8.2%    | 667,910       | 974,013<br>31.4%   | 761,728          | 974,013<br>21.8%   |
| <b>Operations</b>                       |                  |              |                  |                    |               |                    |                  |                    |
| <i>Passenger</i>                        | 2,462            | 2,242        | 2,404            | 22,157             | 16,562        | 21,954             | 20,836           | 29,090             |
| <i>Cargo</i>                            | 205              | 262          | 276              | 1,843              | 2,450         | 2,440              | 3,390            | 3,408              |
| <i>Charter, Corporate &amp; Diversi</i> | 240              | 312          | 328              | 2,160              | 2,596         | 3,000              | 3,152            | 3,780              |
| <i>General Aviation</i>                 | 1,010            | 1,440        | 1,518            | 9,090              | 10,815        | 11,124             | 14,245           | 14,427             |
| <i>Military</i>                         | 292              | 331          | 136              | 2,625              | 2,526         | 1,950              | 3,196            | 2,663              |
| <b>Total Operations</b>                 | 4,208<br>10.8%   | 4,587        | 4,662<br>1.6%    | 37,875<br>6.8%     | 34,949        | 40,468<br>13.6%    | 44,819           | 53,368<br>16.0%    |
| <b>Landed Weight (000)</b>              | 125,000<br>-3.9% | 109,663      | 120,115<br>8.7%  | 1,125,000<br>-2.8% | 753,636       | 1,093,478<br>31.1% | 934,042          | 1,434,751<br>34.9% |
| <b>Cargo/Mail &amp; Express</b>         | 1,983<br>-10.4%  | 1,817        | 1,777<br>-2.3%   | 17,850<br>-15.0%   | 16,941        | 15,164<br>-11.7%   | 23,302           | 21,272<br>-9.5%    |
| <b>Jet A Gallons</b>                    | 89,667<br>23.9%  | 118,495      | 111,081<br>-6.7% | 792,719<br>22.0%   | 906,650       | 966,743<br>6.2%    | 1,161,077        | 1,334,475<br>13.0% |
| <b>AvGas Gallons</b>                    | 4,350<br>90.7%   | 4,613        | 8,296<br>44.4%   | 39,150<br>29.9%    | 37,471        | 50,860<br>26.3%    | 51,115           | 63,204<br>19.1%    |
| <b>Deicing Consortium</b>               | 6,313            | -            | -                | 56,813             | 34,548        | 38,453             | 50,754           | 56,324             |
| <b>Deicing sprayed/retail</b>           | 7,441            | -            | -                | 66,968             | 38,864        | 40,792             | 49,159           | 58,550             |
| Parking Revenue                         | \$ 960,898       | \$ 820,414   | \$ 1,251,942     | \$ 8,648,078       | \$ 5,751,932  | \$ 11,975,533      | \$ 6,415,387     | \$ 15,262,414      |
| Revenue per enplanement                 | \$ 9.61          | \$ 8.33      | \$ 11.36         | \$ 9.61            | \$ 8.61       | \$ 12.30           | \$ 8.42          | \$ 15.67           |
| Transactions                            |                  | 38,554       | 43,850           |                    | 274,801       | 394,473            | 315,612          | 521,361            |
| Average transaction                     |                  | \$ 21.28     | \$ 28.55         |                    | \$ 20.93      | \$ 30.36           | \$ 20.33         | \$ 29.27           |
| <b>Concession Sales</b>                 |                  |              |                  |                    |               |                    |                  |                    |
| Rental Cars                             |                  | \$ 5,543,017 | \$ 6,653,620     |                    | \$ 36,594,512 | \$ 46,655,262      | \$ 42,104,106    | \$ 59,913,258      |
| Revenue per enplanement                 |                  | \$ 56.30     | \$ 60.39         |                    | \$ 54.79      | \$ 47.90           | \$ 55.27         | \$ 61.51           |
| Food and Beverage                       |                  | \$ 566,112   | \$ 800,632       |                    | \$ 3,708,270  | \$ 6,983,551       | \$ 4,162,511     | \$ 8,815,502       |
| Revenue per enplanement                 |                  | \$ 5.75      | \$ 7.27          |                    | \$ 5.55       | \$ 7.17            | \$ 5.46          | \$ 9.05            |
| Retail                                  |                  | \$ 304,391   | \$ 366,018       |                    | \$ 2,361,979  | \$ 3,162,419       | \$ 2,672,947     | \$ 4,127,328       |
| Revenue per enplanement                 |                  | \$ 3.09      | \$ 3.32          |                    | \$ 3.54       | \$ 3.25            | \$ 3.51          | \$ 4.24            |

**SCHEDULED AIRLINE PASSENGER SERVICE**

Monthly Scheduled Flights are as follows:

|         | Airlines | Non-Stop<br>Destination<br>Airports | Non-Stop<br>Destination<br>Cities <sup>(1)</sup> | Scheduled<br>Flights | Average<br>Flights<br>per Day | Monthly<br>Seats<br>Available | Monthly<br>Landed<br>Weight (lbs.) | Enplane. | Projected<br>Load<br>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                        |
| 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                                  | 14   | 1,372                | 44.3                          | 152,326                       | 150,210,904                        | 132,892  | 87.2                        |
| Sep22   | 7        | 20                                  | 14   | 1,208                | 40.3                          | 132,256                       | 123,038,424                        | 110,210  | 83.3                        |
| Oct22   | 7        | 20                                  | 14   | 1,218                | 39.4                          | 131,673                       | 122,245,126                        | 120,000  | 91.1E                       |
| Nov22   | 6        | 21                                  | 15   | 1,145                | 38.2                          | 120,716                       | 116,088,296                        | 108,000  | 91.1E                       |

<sup>(1)</sup> 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:

|    |                           | <u>Year-To-Date (net)</u> |          |                     |            |                 |            |                     |            |
|----|---------------------------|---------------------------|----------|---------------------|------------|-----------------|------------|---------------------|------------|
|    |                           | <u>Week</u>               |          | <u>Week</u>         |            | <u>Week</u>     |            | <u>Week</u>         |            |
|    |                           | <u>#39-2022</u>           | <u>+</u> | <u>(-) #44-2022</u> |            | <u>#04-2022</u> | <u>+</u>   | <u>(-) #39-2022</u> |            |
| 1  | ATL Atlanta, GA           | 20                        | -        | ( 2)                | 18         | 20              | 2          | ( 4)                | 18         |
| 2  | BDL Hartford, CT          | -                         | -        | -                   | -          | -               | -          | -                   | -          |
| 3  | BWI Baltimore, MD         | 31                        | -        | (14)                | 17         | 25              | 18         | (26)                | 17         |
| 4  | MDW Chicago-Midway        | 13                        | -        | -                   | 13         | 13              | 7          | ( 7)                | 13         |
| 5  | ORD Chicago-O'Hare        | 34                        | -        | ( 2)                | 32         | 28              | 17         | (13)                | 32         |
| 6  | CLT Charlotte, NC         | 18                        | 1        | -                   | 19         | 13              | 10         | ( 4)                | 19         |
| 7  | DEN Denver, CO            | 1                         | -        | -                   | 1          | -               | 4          | ( 3)                | 1          |
| 8  | DTW Detroit, MI           | 24                        | -        | (2)                 | 22         | 27              | 6          | (11)                | 22         |
| 9  | FLL Fort Lauderdale, FL   | 4                         | 2        | -                   | 6          | 4               | 6          | ( 4)                | 6          |
| 10 | RSW Fort Myers, FL        | -                         | -        | -                   | -          | 1               | -          | ( 1)                | -          |
| 11 | MIA Miami, FL             | -                         | 1        | -                   | 1          | 1               | 2          | ( 2)                | 1          |
| 12 | MSP Minneapolis, MN       | -                         | -        | -                   | -          | -               | -          | -                   | -          |
| 13 | MYR Myrtle Beach, SC      | 2                         | -        | -                   | 2          | -               | 3          | ( 1)                | 2          |
| 14 | BNA Nashville, TN         | 2                         | -        | -                   | 2          | -               | 2          | -                   | 2          |
| 15 | EWR Newark, NJ            | 13                        | -        | (2)                 | 11         | 12              | 30         | (31)                | 11         |
| 16 | LGA New York, LaGuardia   | 24                        | -        | (6)                 | 18         | 13              | 11         | ( 6)                | 18         |
| 17 | MCO Orlando, FL           | 14                        | -        | -                   | 14         | 16              | 4          | ( 6)                | 14         |
| 18 | SFB Orlando/Sanford, FL   | 2                         | -        | -                   | 2          | -               | 5          | ( 3)                | 2          |
| 19 | PHL Philadelphia, PA      | 21                        | -        | (3)                 | 18         | 17              | 18         | (17)                | 18         |
| 20 | RDU Raleigh-Durham, NC    | -                         | -        | -                   | -          | -               | 4          | ( 4)                | -          |
| 21 | PGD Tampa/Punta Gorda, FL | 3                         | -        | -                   | 3          | 2               | 5          | ( 4)                | 3          |
| 22 | TPA Tampa, FL             | 2                         | -        | (1)                 | 1          | 2               | 7          | ( 8)                | 1          |
| 23 | PIE Tampa/St. Pete, FL    | 2                         | -        | -                   | 2          | 2               | 5          | ( 5)                | 2          |
| 24 | DCA Washington DC-Reagan  | 26                        | -        | (6)                 | 20         | 26              | 2          | ( 8)                | 20         |
| 25 | IAD Washington DC-Dulles  | 21                        | -        | -                   | 21         | 21              | 1          | ( 1)                | 21         |
|    |                           | <b>277</b>                | <b>4</b> | <b>(38)</b>         | <b>243</b> | <b>243</b>      | <b>169</b> | <b>(169)</b>        | <b>243</b> |

September 2022 Monthly Financial Report

Sep 30, 2022

## Full Time Positions

|                | Budget<br>Full<br>Time | Budget<br>Part<br>Time | Budget<br>Total | Filled<br>Full<br>Time | Vacant<br>Full<br>Time | In Process<br>To<br>Fill |
|----------------|------------------------|------------------------|-----------------|------------------------|------------------------|--------------------------|
| <b>AvPORTS</b> |                        |                        |                 |                        |                        |                          |
| 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                       |
| Aug            | 166+3                  | 15                     | 184             | 127                    | 42                     | 18                       |
| Sep            | 169                    | 15                     | 184             | 136                    | 33                     | 18                       |
| <b>FBO</b>     |                        |                        |                 |                        |                        |                          |
| 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                        |
| Aug            | 34+1                   | 2                      | 37              | 28                     | 8                      | 8                        |
| Sep            | 35                     | 2                      | 37              | 28                     | 7                      | 7                        |
| <b>ACAA</b>    |                        |                        |                 |                        |                        |                          |
| 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                     | -                      | -                        |
| Aug            | 20                     | 3                      | 23              | 20                     | -                      | -                        |
| Sep            | 20                     | 3                      | 23              | 20                     | -                      | -                        |
| <b>Total</b>   |                        |                        |                 |                        |                        |                          |
| 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                       |
| Aug            | 220+4                  | 20                     | 244             | 176                    | 50                     | 27                       |
| Sep            | 224                    | 20                     | 244             | 184                    | 55                     | 25                       |

|     | 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

November 7, 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, Fennick McCredie Architecture was selected. FM submitted a scope and fee which is currently under ACAA review.

#### B) Air Cargo Pavement Rehabilitation

Passero Associates were approved by the Board in May 2022. Passero is in the process of investigating of the concrete pavement failure on the south end of the Air Cargo apron (leased by UPS) and then they will supply a design for 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 is awaiting lab results from the samples of concrete and the subsurface soils.

#### 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 get the existing centerline lights removed. Runway 10-28 was shutdown for 7days in September that Callanan used to mill, pave and stripe the Runway. The runway grooving is currently in progress and then Callanan will shutdown for the Winter and 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 & M)**

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. Sage Engineering is in the process of completing the design for the HVAC system upgrade, which will be let as a project next year.

### **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 installing sensors and panels throughout the Terminal. Installation of the alarm system continues 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. There is an action item for this project on today's Board agenda.

### **C) Terminal Pre-TSA Expansion (Contract S-21-1082)**

The Board approved negotiations with CHA Companies last fall pending the receipt of Grant funding for the Project. ACAA received grant funding from New York State and the FAA to advance this project. ACAA has negotiated the design scope and fee with CHA Companies. CHA's design team

### **D) Main Terminal Elevator #8 Replacement**

Elevator #8 in the Terminal, which was the main public use elevator to and from the TSA checkpoint is experiencing a very high volume of passengers while Elevator #6 was Out-Of-Service. 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 was delivered on November 1, 2022. Work will begin after January 1, 2023 to maintain two working elevators for the holidays.

### **E) 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 has been connected to the lab and the hangar. Absolute Fire Protection completed installing the dry sprinkler system in the hangar and the alarm system in the 6 Jetway Drive classrooms. The system is currently being tested for code compliance, before activating the system.



**F) 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. Bids for this project were received on October 18, 2022 and A & J Lawncare was the low bidder. The contractor is in the process of getting the contracts signed. The contractor plans to start removal on November 14, 2022 and be done within 10 days.

**AGENDA ITEM NO. 6**

**Counsel**

**AGENDA ITEM NO. 7**

**Concessions/Ambassador Program**



Monday, November 7, 2022

## Concessions & Ambassador Program Report

### Minority Percentages in the Concessions' Workforce

| Date           | min/total   | HMSHost   | OHM        | Paradies  | Dunkin   |
|----------------|-------------|-----------|------------|-----------|----------|
| 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%  |
| September 2022 | 65/112=58%  | 19/43=44% | 28/40=70%  | 14/22=63% | 4/7=57%  |
| October 2022   | 68/120=56%  | 28/55=50% | 21/33=63%  | 14/24=58% | 5/8=62%  |

Total concession employment numbers continue to rise.

February 2020 – 170

May – 2020 – 14

October 2021 – 85

Today back up to 120

The number of hours of operation continues to grow. (Beer Union, Starbucks and Burger King)

Remodeling plans, which had been on hold, will now move forward. Silks remodel is to start in January and Starbucks in April.

### HMSHost

Silks of Saratoga – Open 10:00 a.m. – 6:00 p.m.

Starbucks – Open 4:00 a.m. – 7:00 p.m.

The Local – Open 10:00 a.m. – 6:00 p.m.

Burger King – Open 10:00 a.m. – 6:00 p.m.

Sun, Mon, Tues Open at 4:00 a.m.

Adirondack Lodge – Open 10:00 a.m. – 6:00 p.m.

Hudson Valley Beer Union – Open 10:00 a.m. – 6:00 p.m.

Dunkin Donuts – Open (4:00 a.m. – 8:00 p.m.) Daily



**OHM**

Empire Deli – Open 11:00 a.m. - 6:00 p.m.  
 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.

**Ambassador Program  
2022**

| <b>Tours</b> |     |     |     |     |     |     |     |     |     |     |     | <b>YTD</b> |
|--------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------------|
| Jan          | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |            |
| 0            | 0   | 0   | 1   | 0   | 3   | 1   | 0   | 1   | 3   | 3   |     | 12         |

| <b>Canines</b> |      |      |      |      |      |      |      |      |      |  |  |        |
|----------------|------|------|------|------|------|------|------|------|------|--|--|--------|
| 1838           | 1722 | 2934 | 4319 | 3028 | 3763 | 3599 | 4263 | 3487 | 3495 |  |  | 32,448 |

| <b>Ambassador Hours</b> |     |     |     |     |     |     |     |     |     |  |  |       |
|-------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|--|--|-------|
| 418                     | 401 | 719 | 981 | 804 | 935 | 679 | 685 | 808 | 846 |  |  | 7,276 |

| <b>Guests Served</b> |      |      |      |      |      |      |      |      |      |  |  |        |
|----------------------|------|------|------|------|------|------|------|------|------|--|--|--------|
| 2220                 | 2742 | 4337 | 4586 | 4661 | 5388 | 6396 | 5962 | 6294 | 3653 |  |  | 46,239 |

| <b>Ambassador Shifts</b> |   |     |     |     |     |     |     |     |     |  |  |       |
|--------------------------|---|-----|-----|-----|-----|-----|-----|-----|-----|--|--|-------|
| -                        | - | 216 | 282 | 199 | 244 | 186 | 213 | 270 | 286 |  |  | 1,896 |

| <b>Business Center</b> |    |     |     |     |     |     |     |     |     |  |  |       |
|------------------------|----|-----|-----|-----|-----|-----|-----|-----|-----|--|--|-------|
| 86                     | 55 | 141 | 123 | 136 | 151 | 167 | 175 | 177 | 145 |  |  | 1,356 |



Tours this year:

Hudson High School

Schenectady ARC

Bell Top Elementary – East Greenbush Central School District

Camp Mashana Meleck - Greenville

Girl Scouts – Columbia County

The Leah Home School Group

South Colonie High School

Green Meadow Elementary – East Greenbush Central School District

Students in Orientation and Mobility for the Blind

Van Corlaer Elementary – Schenectady City School District

## **AGENDA ITEM NO. 8**

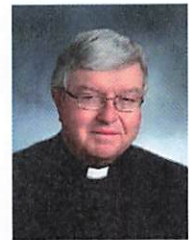
**Public Affairs**



## Public Affairs Report November 2022

### Father Doyle

Public Affairs responded to the unfortunate passing of former Authority Chairman Father Ken Doyle with a joint statement from both Chairman Sam Fresina and CEO Phil Calderone.



### Terminal Expansion

The Times Union dedicated considerable space to the recent Albany County Legislature's Mass Transit committee meeting during which CEO Phil Calderone presented the Airport planned terminal expansion plan.

### NYS DMV REAL ID

The New York State Department of Motor Vehicles has postponed a planned Airport & TSA news conference to remind travelers of the need to obtain a REAL ID by the May 3, 2023 deadline. DMV plans multiple news conferences at other airports throughout New York during next few months and will reschedule the Albany event early in 2023.





## **AGENDA ITEM NO. 9**

### **Business & Economic Development**



re

**MEMO:** November 7, 2022

**TO:** Albany County Airport Authority Board Members

**FROM:** Matthew J. Cannon, Director of Development & Government Affairs

- Airline Affairs



**ALBANY**  
INTERNATIONAL AIRPORT

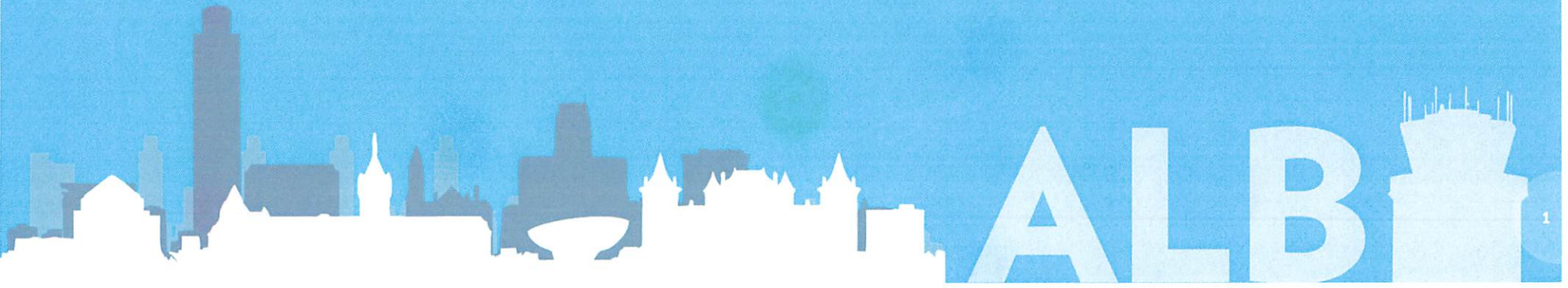
# Air Service Update

November 7, 2022 Board Meeting



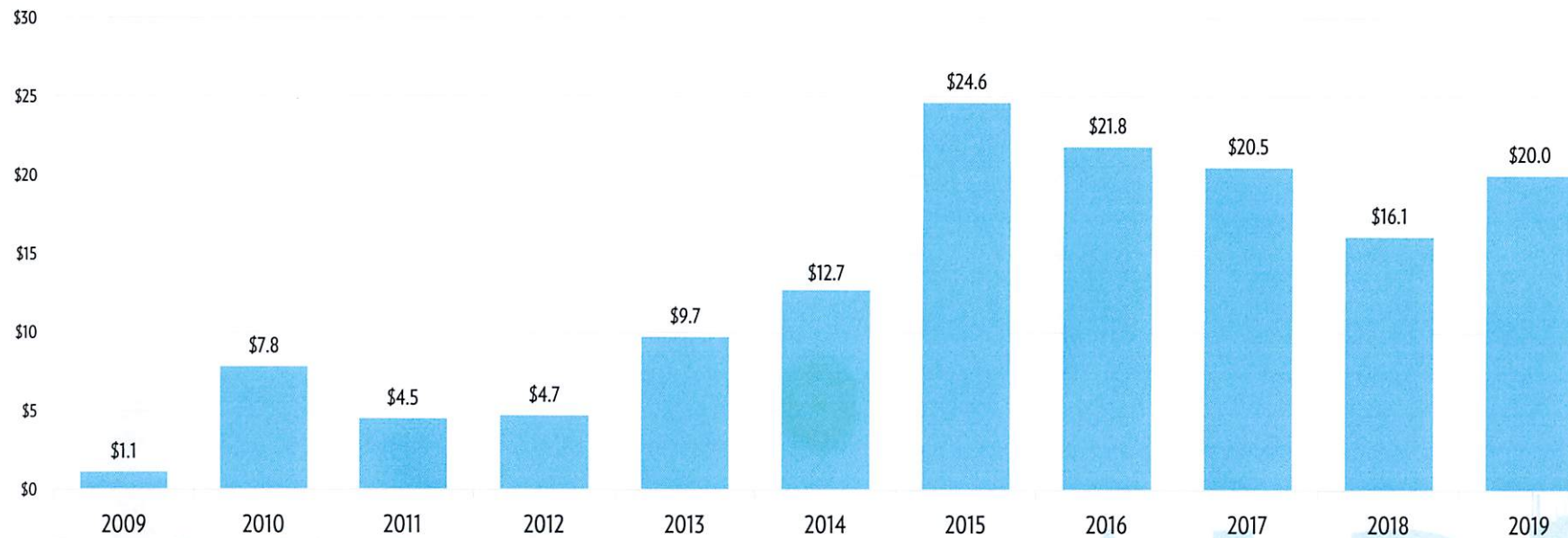


# Industry Overview



# Prior to the Pandemic, the U.S. Airlines Experienced Ten Consecutive Years of Profits – Totaling Over \$145 Billion

Operating Profit (\$ Billions) for Major U.S. Airlines, CY 2009 - CY 2019



ALBANY

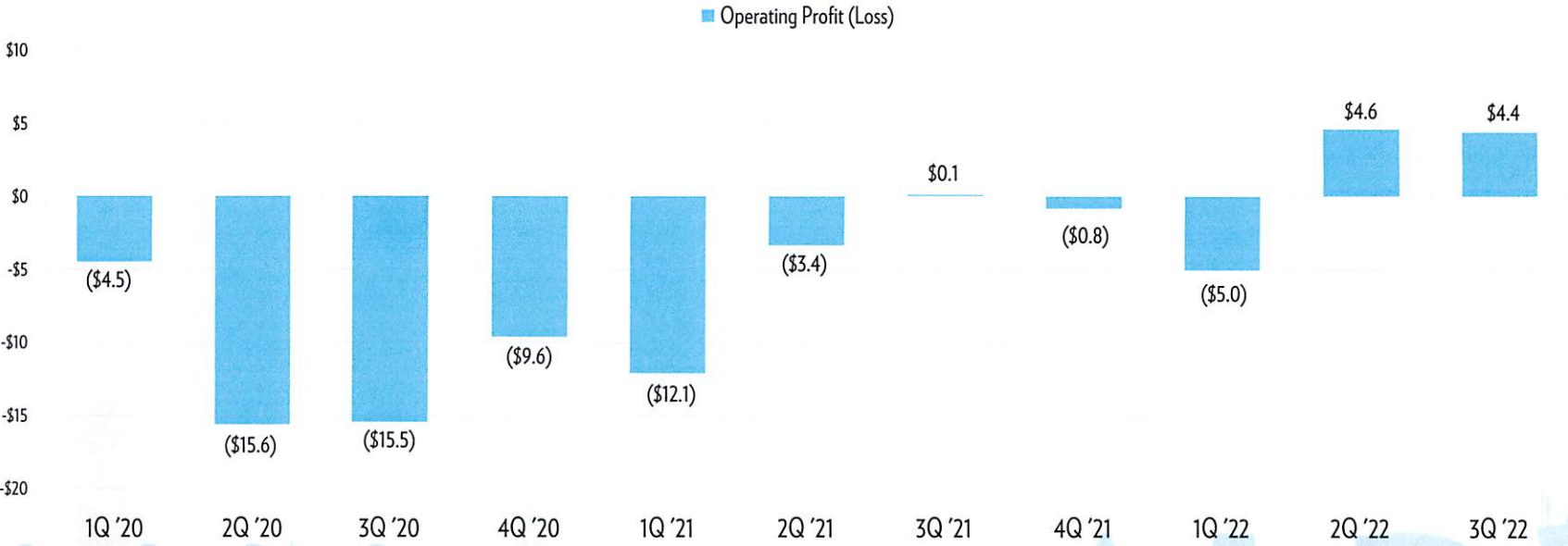
ARTHUR LITTLE

Source: USDOT, Form 41, via Cirium.



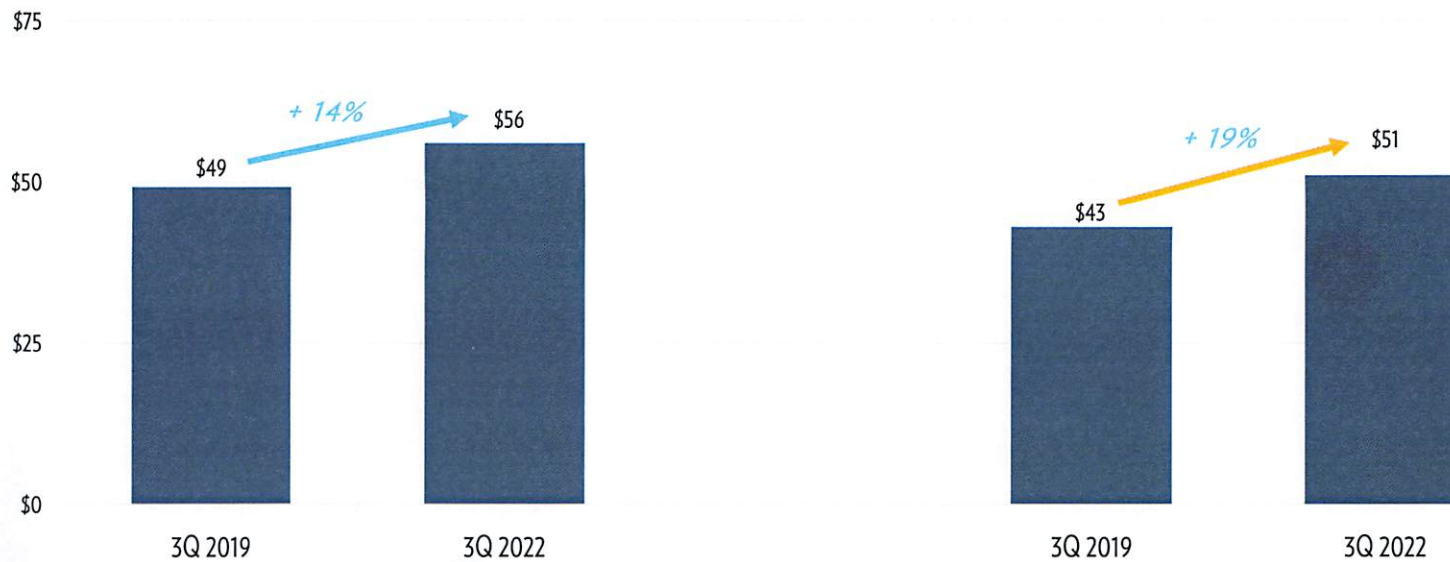
# Between 2020-2021, the U.S Airlines Experienced a Total of \$66 Billion in Operating Losses, Profitability Has Returned in 2022

U.S. Majors Operating Profit (Loss) \$Billions, 1Q 2020 – 3Q 2022



# Despite Record Revenue in 3Q 2022, Rising Expenses, Muted the Overall Financial Performance

U.S. Majors Revenue and Expenses (\$Billions), 3Q 2019 vs. 3Q 2022



Operating Revenue

Operating Expense



ALBANY

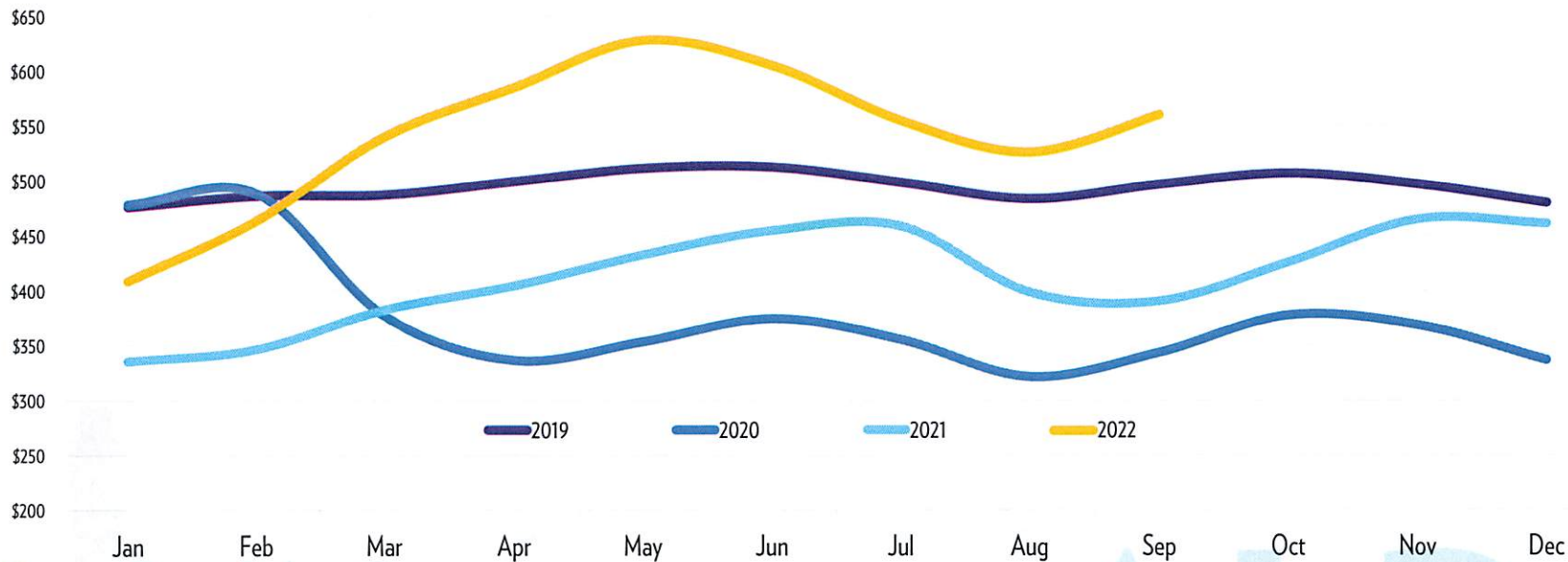
ARTHUR LITTLE

Source: Carrier Financial Reports.

ALB

# Record Average Airfares Have Declined off the May 2022 Peak, Still Over 44% Higher Than 2021 Levels

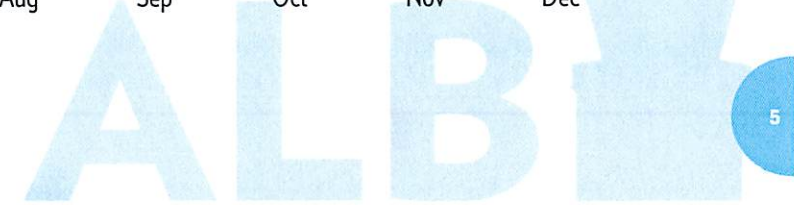
Average Round-Trip Ticket Price, Jan 2019 – Sept 2022



ALBANY

ARTHUR LITTLE

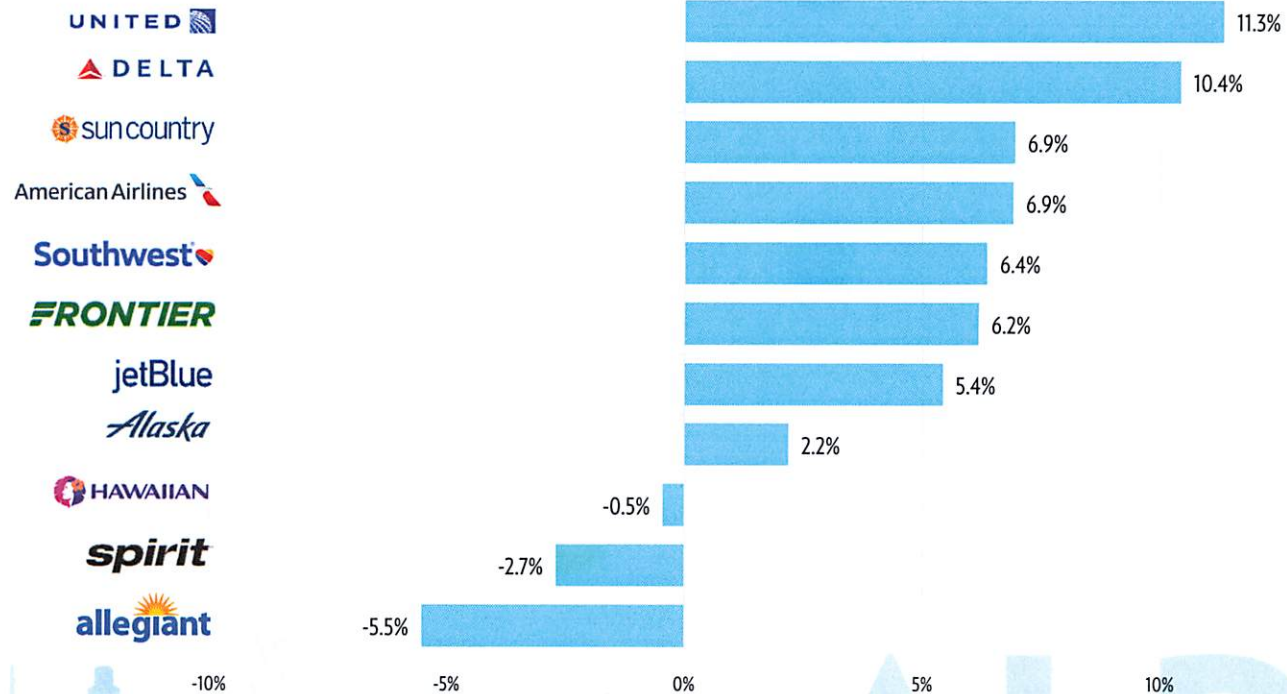
Source: Airlines Reporting Corp (ARC).





# The Big 4 (United, Delta, American, and Southwest) Account for Four of the Top Five Performing Airlines

Operating Margin,  
3Q 2022



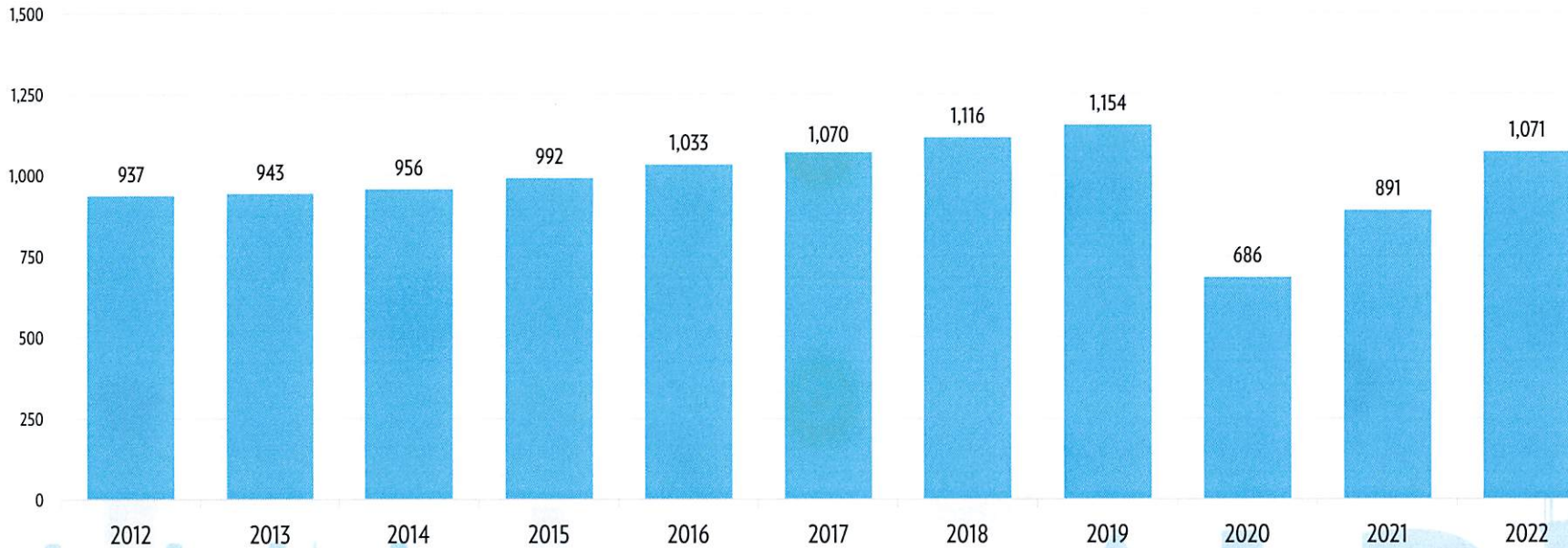
ARTHUR LITTLE

Source: Carrier Financial Reports.

ALB

# U.S. Airport Seat Departures Will End the Year at 1.1 Billion, 93% of the CY 2019 Level

Annual Seat Departures, (Millions), CY 2012 - CY 2022



ALBANY

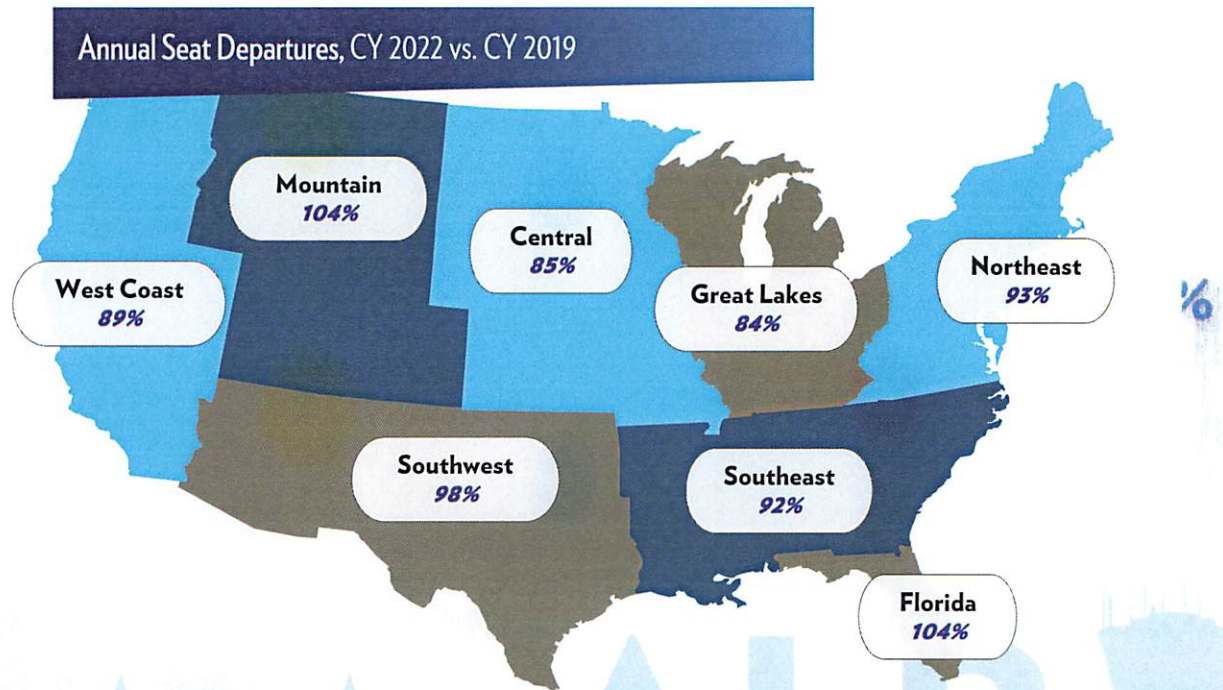
ARTHUR LITTLE

Source: Innovata Schedules, via Cirium.



# Seat Recovery in the U.S. Continues to be Uneven with Only Florida and the Mountain Region Recovered

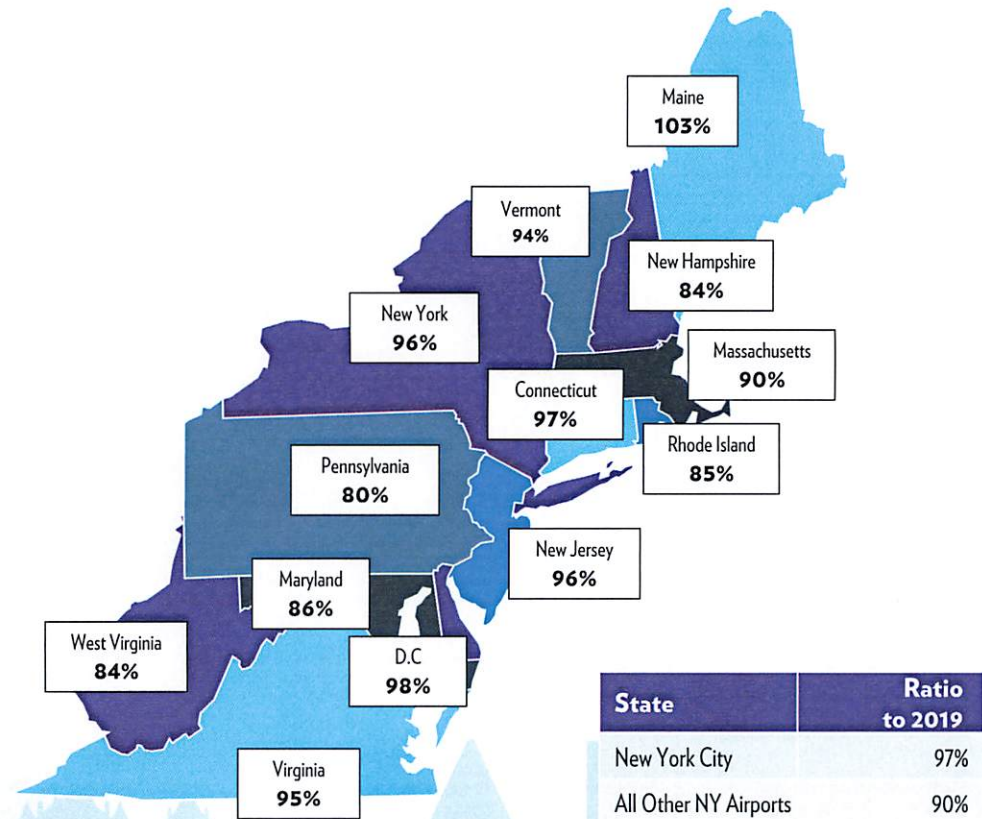
| Rank               | Region      | Ratio to 2019 |
|--------------------|-------------|---------------|
| 1                  | Florida     | 104%          |
| 2                  | Mountain    | 104%          |
| 3                  | Southwest   | 98%           |
| 4                  | Northeast   | 93%           |
| 5                  | Southeast   | 92%           |
| 6                  | West Coast  | 89%           |
| 7                  | Central     | 85%           |
| 8                  | Great Lakes | 84%           |
| Nationwide Average |             | 93%           |



# Among the Northeast States, New York Ranks 5th in Service Recovery

Annual Seat Departures, CY 2022 vs. CY 2019

| Rank | State                | Ratio to 2019 |
|------|----------------------|---------------|
| 1    | Maine                | 103%          |
| 2    | District of Columbia | 98%           |
| 3    | Connecticut          | 97%           |
| 4    | New Jersey           | 96%           |
| 5    | New York             | 96%           |
| 6    | Virginia             | 95%           |
| 7    | Vermont              | 94%           |
| 8    | Massachusetts        | 90%           |
| 9    | Maryland             | 86%           |
| 10   | Rhode Island         | 85%           |
| 11   | West Virginia        | 84%           |
| 12   | New Hampshire        | 84%           |
| 13   | Pennsylvania         | 80%           |
|      | Northeast Average    | 93%           |

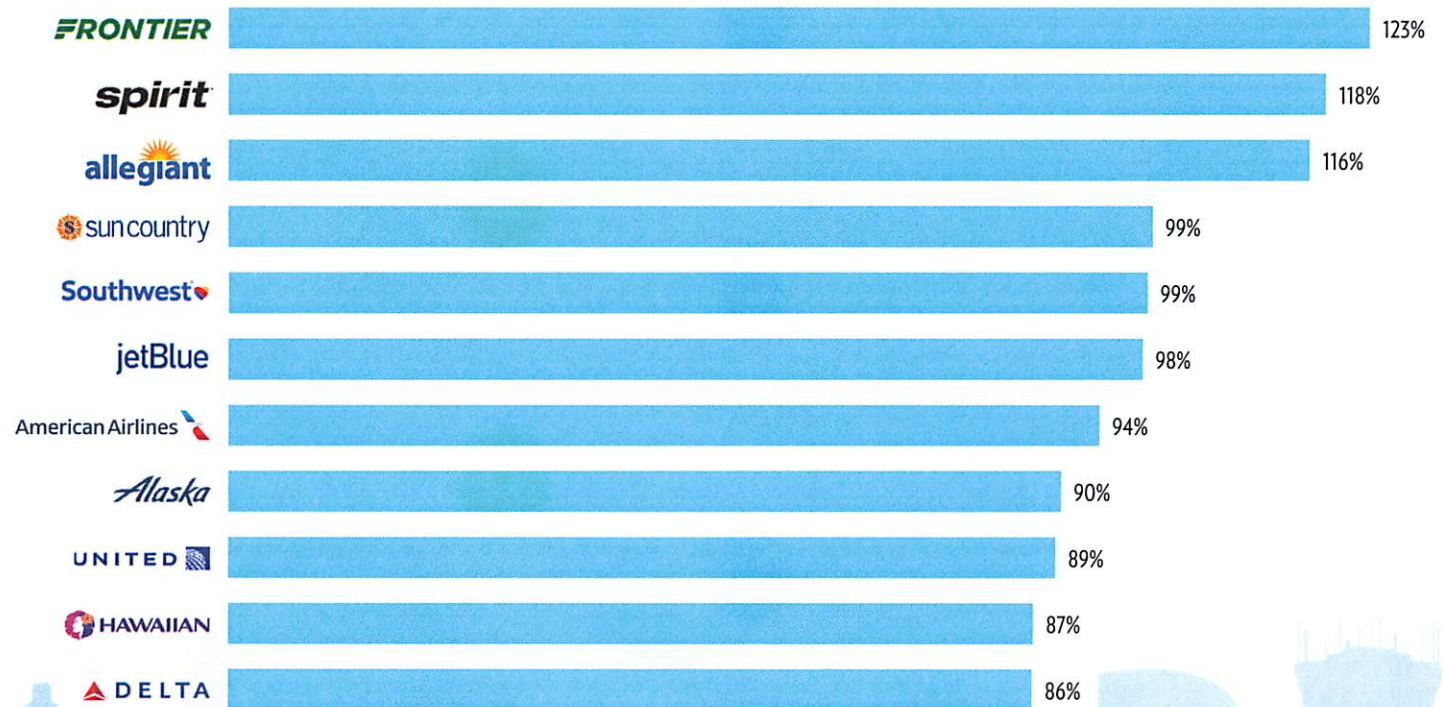


| State                 | Ratio to 2019 |
|-----------------------|---------------|
| New York City         | 97%           |
| All Other NY Airports | 90%           |



# Among the Major U.S. Airlines, the ULCC's Hold the Top Four Places in Seat Recovery vs. 2019

Annual Seat Departures,  
CY 2022 vs. CY 2019



# The Industry Faces an Unprecedented Complexity of Trends

## The Covid-19 Pandemic

After over two years of living with Covid-19, we are learning to adapt to a world with this disease. In the first two years of the pandemic, nearly 15 million more people died globally than would have been expected during normal times, and over one million Americans have died.

**JetBlue and Spirit to Create a National Low-Fare Challenger to the Dominant Big Four Airlines**

Date: 1 March 2022

**Air Passenger Numbers to Recover in 2024**

The world must brace itself for a further surge in oil prices

Soaring gas and food prices

**Flight Prices Hit Record High and Raise Red Flags for Summer Travel**

**Don't Expect Full Business Travel Recovery Now Until 2026**

A pilot shortage that's been brewing for years adds to the summer travel chaos

**Remote Work Is Here To Stay**

Comment: Can corporate travel take off again?

**Check Wait Times**

**Air rage**

EUROPE POLITICS

**Russian forces invade Ukraine** 5G and Aviation Safety

**The Labor Shortage Will Get Worse and May Last for Decades** Monkeypox

**Rising Air Fares: Are Higher Flight Prices The 'New Normal'?**

Airlines want to make flight more sustainable. How will they do it?

**Is China preparing to invade Taiwan?**

Escaping Shanghai's COVID lockdown only to get trapped in Hainan

JetBlue Doubles Down On Transatlantic Service With Flights To London Gatwick As Quarantines Ease

**Everything you need to know about Canada's new low-cost airlines**

Going on Vacation This Summer? Welcome to the 'Revenge Travel' Economy

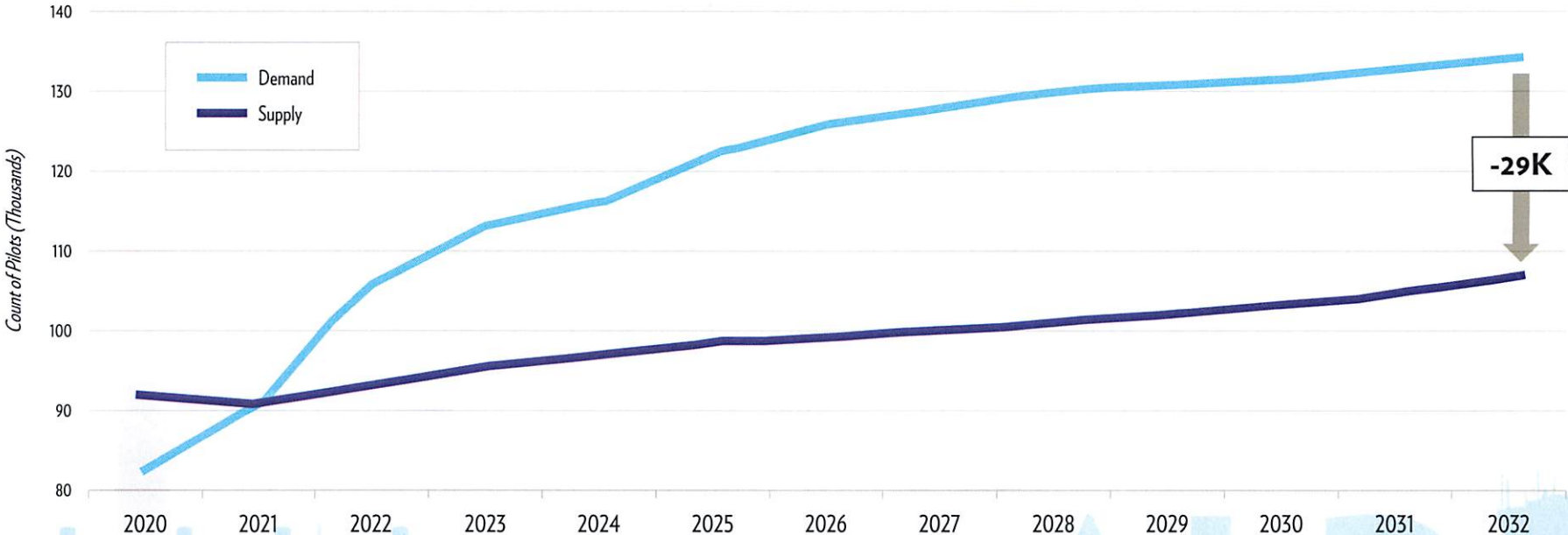
**Airlines cancel more than 1,500 US flights Friday**

**You Have No Idea How Bad Europe's Energy Crisis Is**

**Strong U.S. dollar is wreaking havoc across pretty much every country**

# The Supply of Pilots is Being Challenged by Multiple Factors - Shortage is Forecast to Get Worse

Pilot Demand vs. Supply: North America, 2020-2032, End of Year



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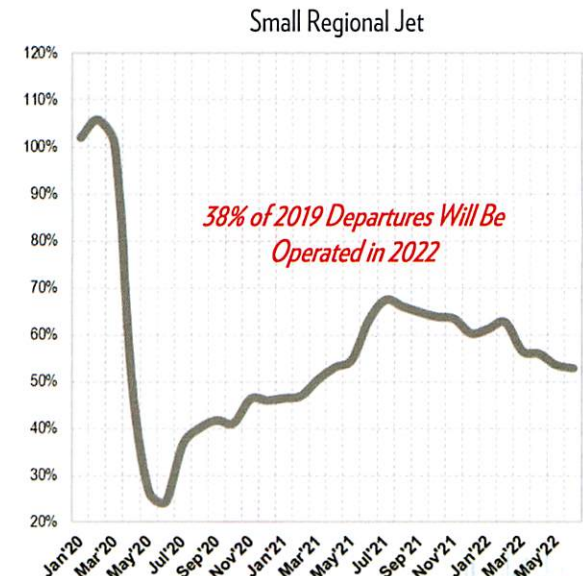
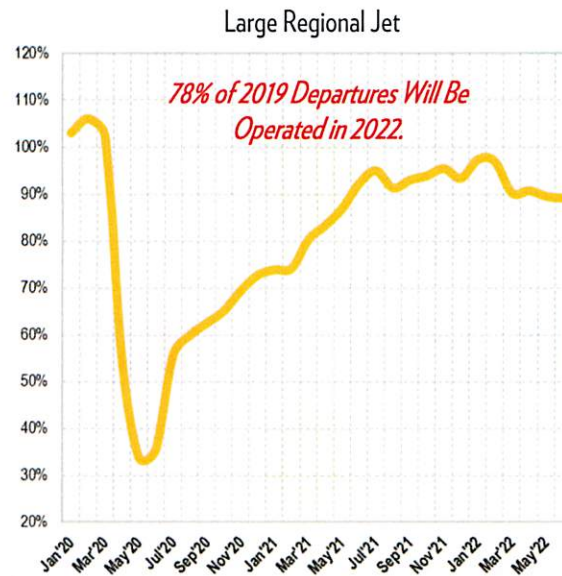
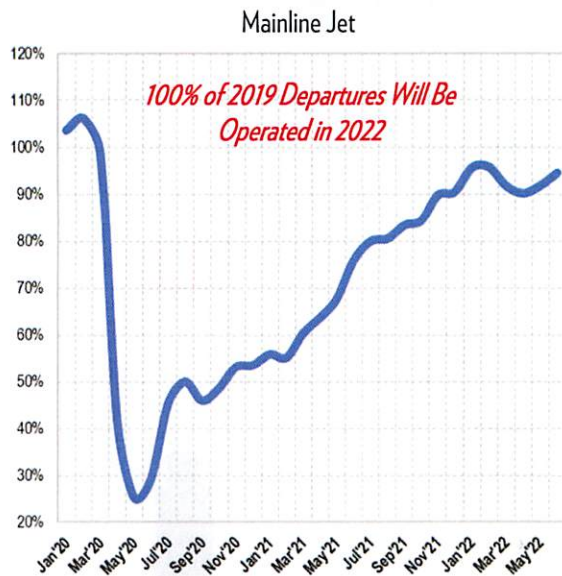
ARTHUR LITTLE

Source: Oliver Wyman.

ALB

# The Pilot Shortage and Other Economic Factors are Severely Impacting the Network Carriers Regional Operations

2020, 2021, and 2022 as a Percent of 2019



ARTHUR LITTLE

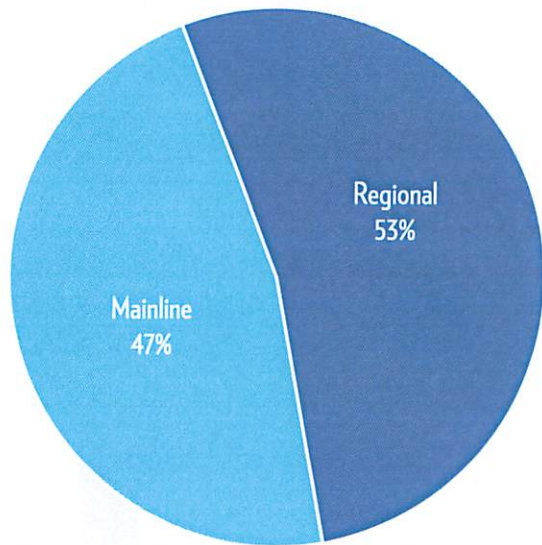
Note: Network carriers include American, Delta, and United; Large RJ includes CRJ-700/900, ERJ-170/175/190/195; Small RJ includes CRJ-100/200, ERJ-135/140/145.  
Source: Swelbar/Zhong Consulting





# Regional Operations Account for 53% of Albany's Departures With 8 Markets Having at Least One Daily Nonstop Flight

Percent of ALB Flights,  
November 2022



ALB Markets With at Least One Daily Regional Departure, November 2022



# The Look Ahead, as Described by Major Airlines from Recent Earnings Conference Calls

## Southwest

"We plan to allocate the vast majority of new 2023 capacity to network restoration and stronghold Southwest markets, which we consider to be lower-risk growth. Fleet utilization is expected to be limited by pilot staffing constraints for the majority of 2023, resulting in continued cost headwinds due to operating at suboptimal productivity levels until we are able to optimize staffing with our fleet—which is foundational to our plan to improve operating leverage."

## DELTA

"Demand has not come close to being quenched by a hectic summer travel season. At the same time, industry supply is constrained by aircraft availability, regional pilot shortages, and hiring and training needs. With record high fuel prices and increasing cost of capital, the hurdle rate is rising for incremental capacity across an industry that's still restoring its financial condition post pandemic."

## UNITED

"We recognize that the near-term geopolitical and macroeconomic growth and overall pessimism facing the global economy, including airlines are unusually high right now. However, a strong demand environment exists against the supply backdrop. Pilot shortages, aircraft delivery shortages from both Boeing and Airbus, air traffic control saturation and airport infrastructure constraints around the world are all real and they are constraints that will take years to fully resolve."

## American Airlines

"We have made the decision to greatly simplify our fleet and network focusing on our flying on where we can create outsized customer value and working with our partners to create choices and value in areas where it's cost prohibitive to do so ourselves. This means prioritizing the flying that can best generate a return today, not bringing back flying it was only marginally profitable before the pandemic or that we had hoped it would one day generate a return."

## jetBlue

Looking ahead, we expect the aviation ecosystem to continue to remain fragile, given supply chain challenges and ATC staffing headwinds. Therefore, we are maintaining a continued bias towards more conservative planning assumptions in the medium term, such as carrying higher levels of reserves versus 2019 to ensure that we are set up for operational success."

## spirit

"Our network team has plenty of other growth opportunities. A growing service in our home hometown state of Florida is key to our return to normalized operating margins. We are also facing high rates of labor inflation. Increasing productivity will help mitigate this, which is in part tied to the pace at which we can hire and train pilots. Attrition rates remain elevated, which means we've had to build a bigger schoolhouse and increased resources to train the number of pilots needed to support our growth and to cover the higher attrition. Additionally, attracting new pilot talent has been more challenging as regional airlines and major airlines have announced new pay structures."

# Capacity Growth is Limited by Aircraft and Pilot Availability, Exacerbated by a General Ecosystem Labor Shortage

## PILOT SHORTAGE



The pilot shortage does not affect the industry evenly, though a global pressure trend, will continue to **impact the ability to implement demand-driven airline networks and requires network redesign.** Will affect airport traffic levels, flow and infrastructure needs.

Other **skilled labor shortages** in the industry also need to be addressed, notably mechanics.

## AIRCRAFT DELIVERY DELAYS



**Aircraft production issues** will continue to impact schedule size, network design, and schedule resilience. Global supply and staffing issues have been exacerbated by aggressive demand forecasts by airframe manufacturers.

## ECOSYSTEM LABOR SHORTAGE



'The Great Reshuffle' is both a short- and long-term trend. Immediately expressed as a labor shortage trend, longer term it is the cause factor for enhanced adaptation of automation and smart tech to improve resilience.



ALBANY

ARTHUR D. LITTLE

Source: Arthur D. Little LLC

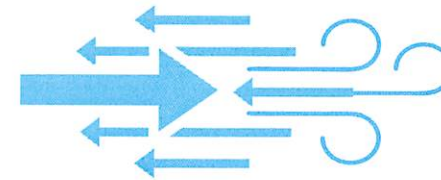
ALB

# In Summary, the Industry Continues to Evolve, Tailwinds and Headwinds Exist



**Tailwinds**

- Fare Environment Remains Strong
- Ancillary Revenue is Robust
- Segments of Business and Corporate Travel Returning
- International Markets Restrictions Easing

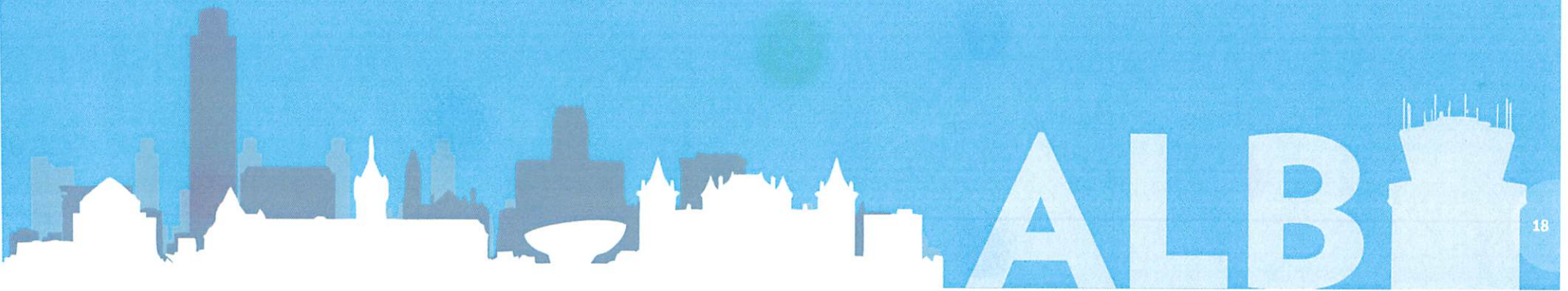


**Headwinds**

- Labor Shortages
- Regional Jet Pilot Shortage
- Increasing Airline Costs
- Inflation, Slowing Economy, Recession?
- Hurricane Ian Impacts on Florida
- Boeing, Airbus Supply Chain Issues



# Air Service Overview



# Albany's October Schedule Consists of 39 Average Daily Departures to 21 Nonstop Destinations

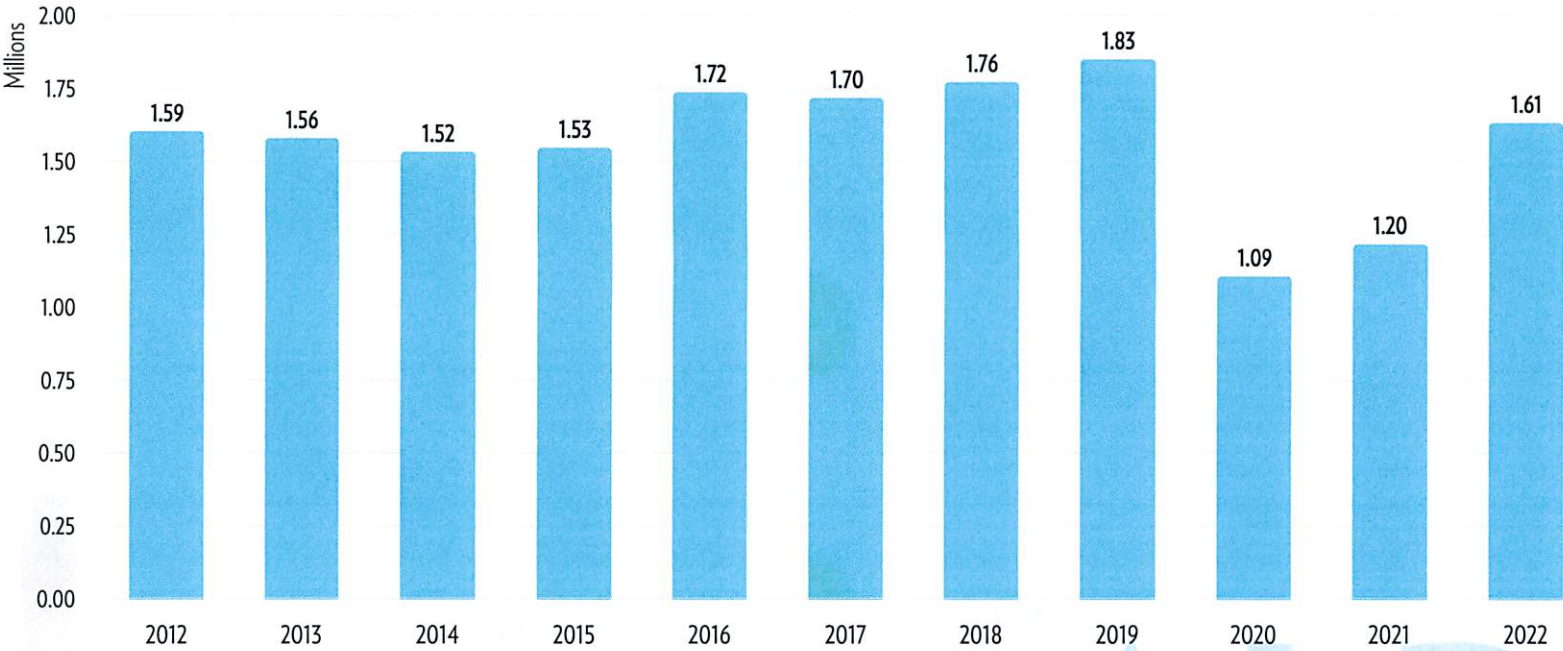


ARTHUR LITTLE

Source: Innovata Schedules, via Cirium.

# Albany's Seat Departures Will End the Year at 88% of 2019

ALB Seat Departures (Millions), CY 2012 - CY 2022



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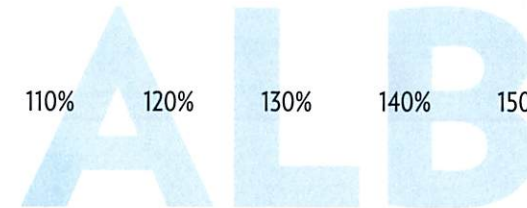
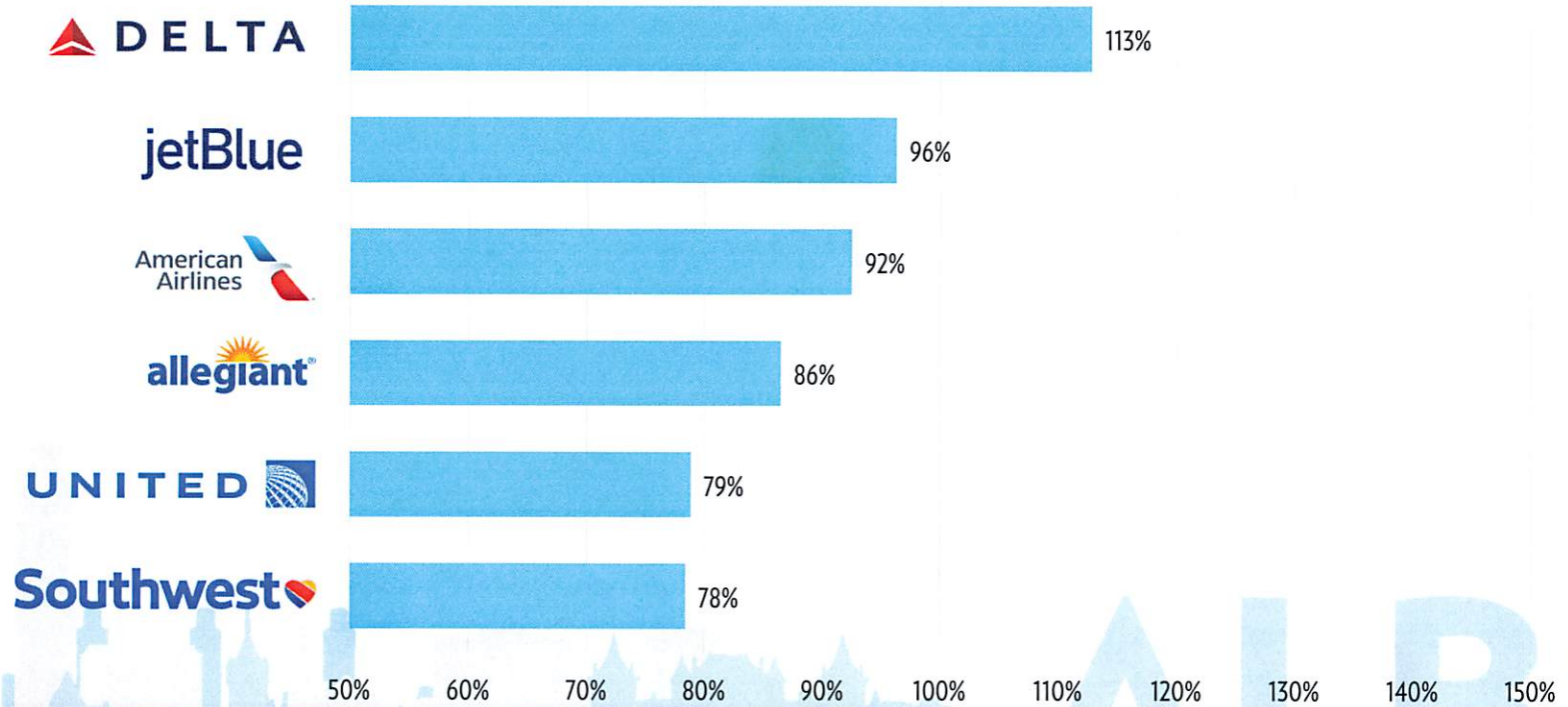
ARTHUR LITTLE

Source: Innovata Schedules, via Cirium.

ALB

# Delta Air Lines is the Only Airline to Fully Recover to 2019 Levels at Albany

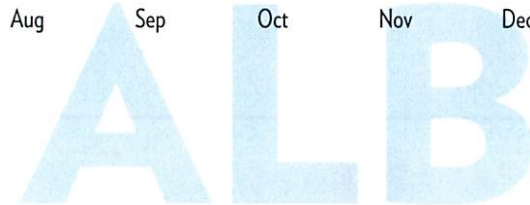
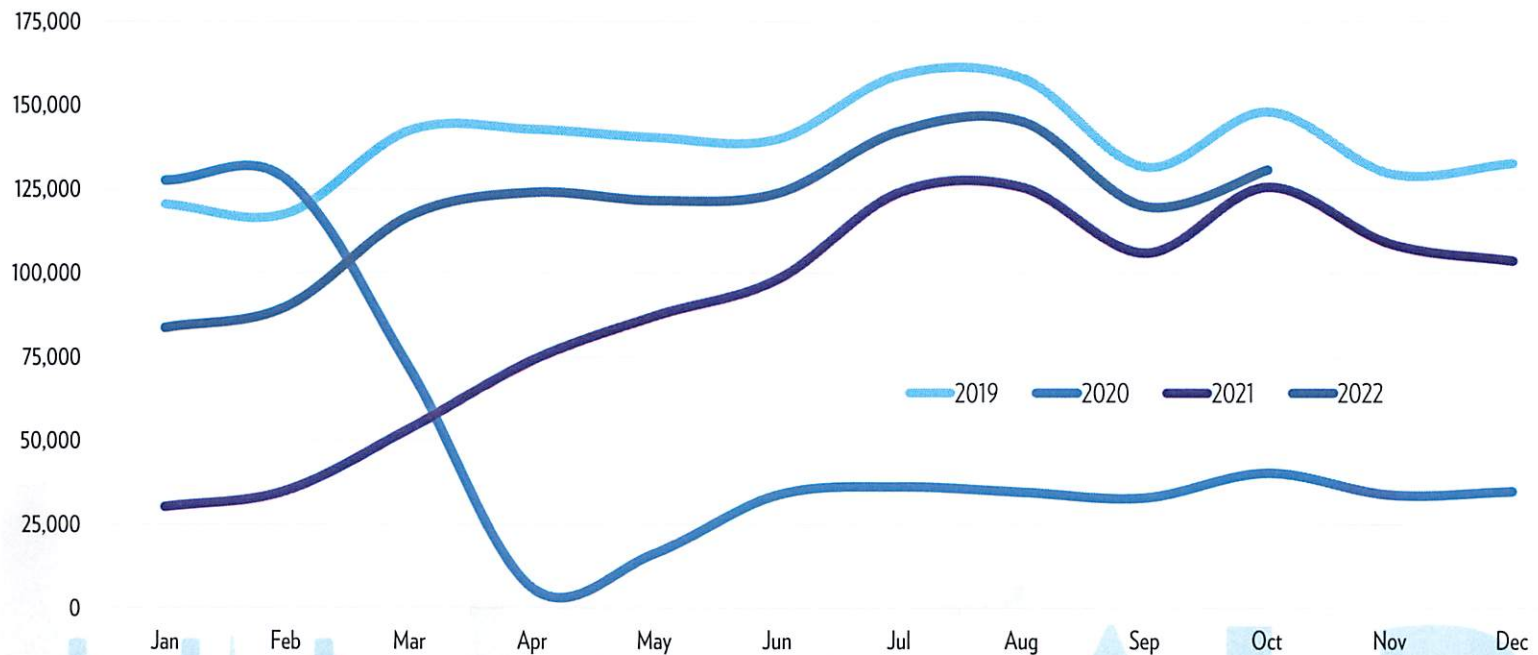
ALB Seat Recovery, CY 2022 vs CY 2019





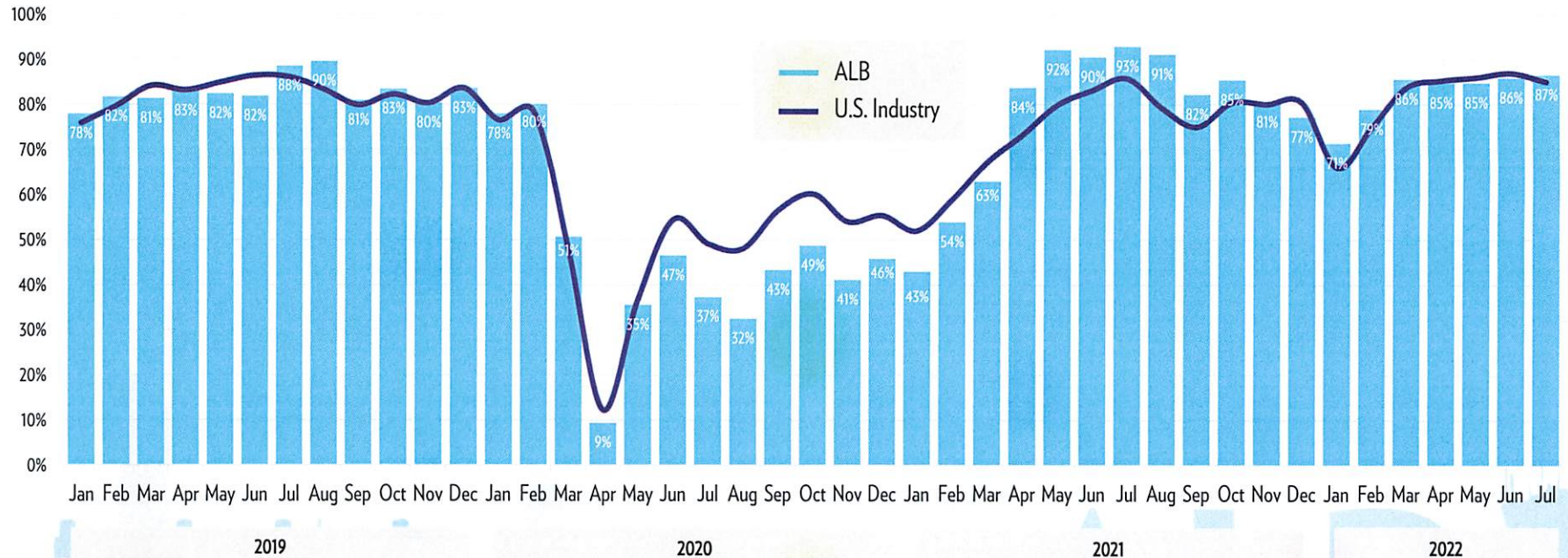
# Albany's Passenger Volume Has Also Continued to Recover Through 2022, With September at 88% of 2019

TSA Passengers, January 2019 - October 2022



# Albany's Domestic Load Factors Have Been in the Mid to Upper 80's the Past Five Months

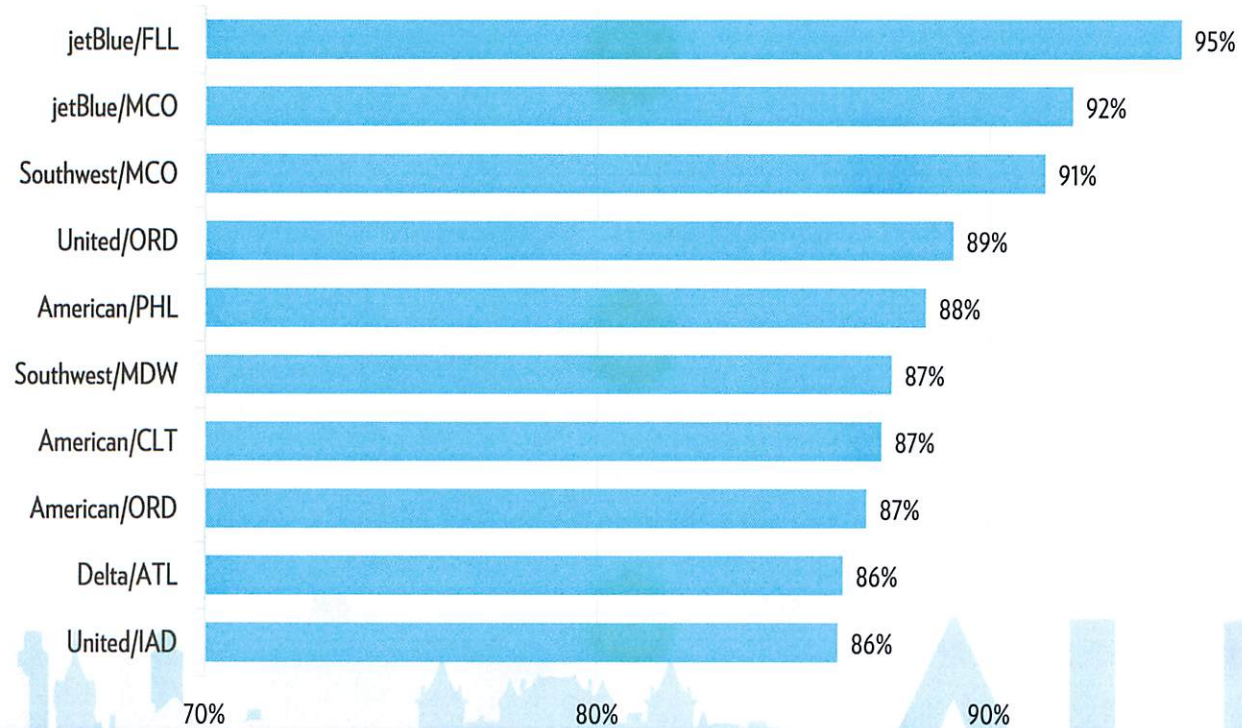
ALB Domestic Load Factors, Jan 2019 – July 2022



ARTHUR LITTLE Source: USDOT, T100, via Diio.

# jetBlue Operates the Two Highest Performing Routes at Albany

ALB Top 10 Routes by Load Factor, July 2022 (Markets Operated at Least Daily)



ALBANY

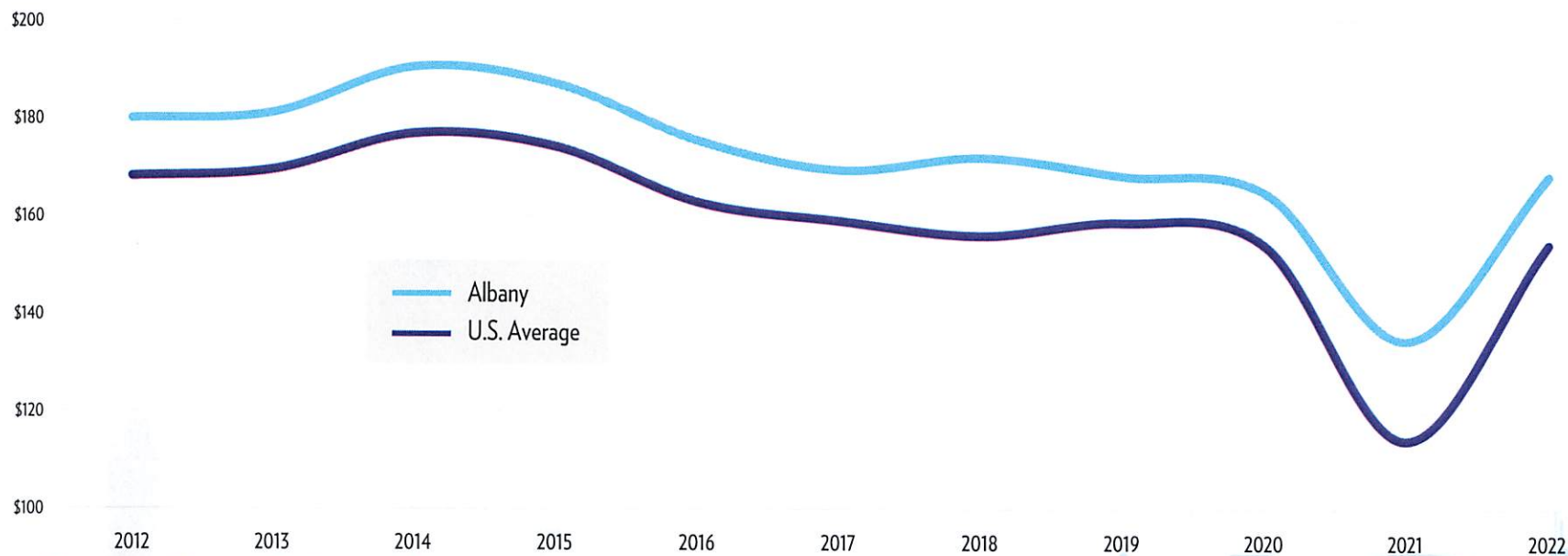
ARTHUR LITTLE

Source: USDOT, T100, via Cirium.



# Albany's Domestic Average Fares Increased 25% in 2022 and is at a 10% Premium Over the National Average

Stage Adjusted Domestic Average Fares, YE 2Q 2012 - YE 2Q 2022

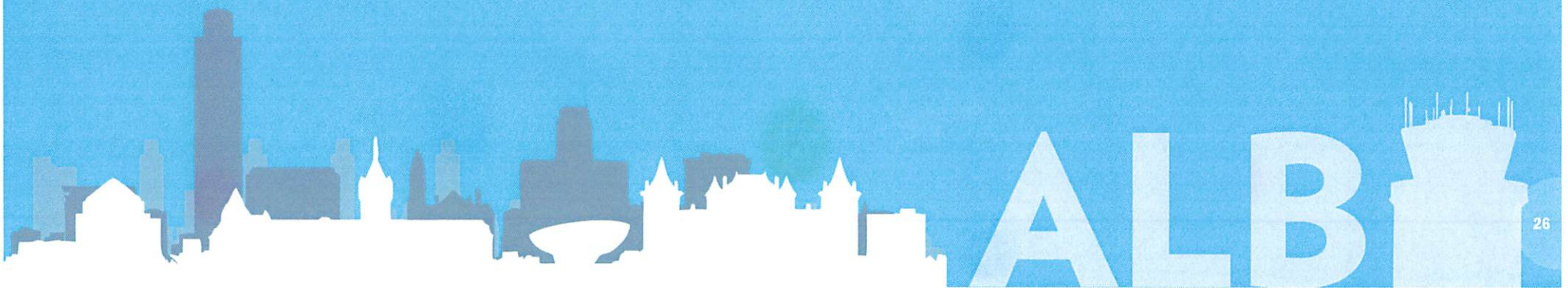


ARTHUR LITTLE Source: USDOT O&D Survey, via Diio.

ALBANY



# Albany Air Service Opportunities



# Nine out of Albany's Top 10 Passenger Markets are Served on a Nonstop Basis

## Top 30 Domestic O&D Markets, YE 2Q 2022

| Rank | City              | YE 2Q 2022 O&D Psgrs | YE 2Q 2019 O&D Psgrs | Percent Recovered | Served Nonstop |
|------|-------------------|----------------------|----------------------|-------------------|----------------|
| 1    | Orlando           | 307,993              | 334,910              | 92%               | ✓              |
| 2    | Fort Lauderdale   | 133,110              | 176,622              | 75%               | ✓              |
| 3    | Tampa             | 131,341              | 154,338              | 85%               | ✓              |
| 4    | Chicago           | 114,057              | 123,031              | 93%               | ✓              |
| 5    | Atlanta           | 92,454               | 103,523              | 89%               | ✓              |
| 6    | Denver            | 89,752               | 104,395              | 86%               | ✓              |
| 7    | Charlotte         | 64,045               | 68,262               | 94%               | ✓              |
| 8    | Washington        | 61,298               | 94,839               | 65%               | ✓              |
| 9    | Baltimore         | 52,658               | 92,234               | 57%               | ✓              |
| 10   | Los Angeles       | 49,777               | 70,749               | 70%               |                |
| 11   | Las Vegas         | 48,826               | 64,062               | 76%               |                |
| 12   | Nashville         | 45,918               | 36,966               | 124%              | ✓              |
| 13   | Phoenix           | 45,394               | 48,612               | 93%               |                |
| 14   | Dallas/Fort Worth | 43,425               | 54,968               | 79%               |                |
| 15   | Fort Myers        | 40,920               | 55,693               | 73%               |                |

| Rank | City               | YE 2Q 2022 O&D Psgrs | YE 2Q 2019 O&D Psgrs | Percent Recovered | Served Nonstop |
|------|--------------------|----------------------|----------------------|-------------------|----------------|
| 16   | Punta Gorda        | 40,222               | 31,310               | 128%              | ✓              |
| 17   | Raleigh/Durham     | 36,806               | 43,495               | 85%               |                |
| 18   | Myrtle Beach       | 36,567               | 12,569               | 291%              | ✓              |
| 19   | San Francisco      | 36,099               | 52,904               | 68%               |                |
| 20   | Houston            | 35,408               | 43,284               | 82%               |                |
| 21   | Detroit            | 35,390               | 38,545               | 92%               | ✓              |
| 22   | Austin             | 29,702               | 29,703               | 100%              |                |
| 23   | West Palm Beach    | 29,433               | 26,510               | 111%              |                |
| 24   | Sarasota/Bradenton | 28,163               | 7,881                | 357%              |                |
| 25   | San Diego          | 27,660               | 40,216               | 69%               |                |
| 26   | Seattle/Tacoma     | 27,637               | 34,731               | 80%               |                |
| 27   | Miami              | 26,539               | 13,728               | 193%              | ✓              |
| 28   | Jacksonville       | 24,966               | 28,665               | 87%               |                |
| 29   | Minneapolis        | 24,825               | 41,535               | 60%               |                |
| 30   | Charleston         | 22,013               | 23,927               | 92%               |                |

✓ Served seasonally.

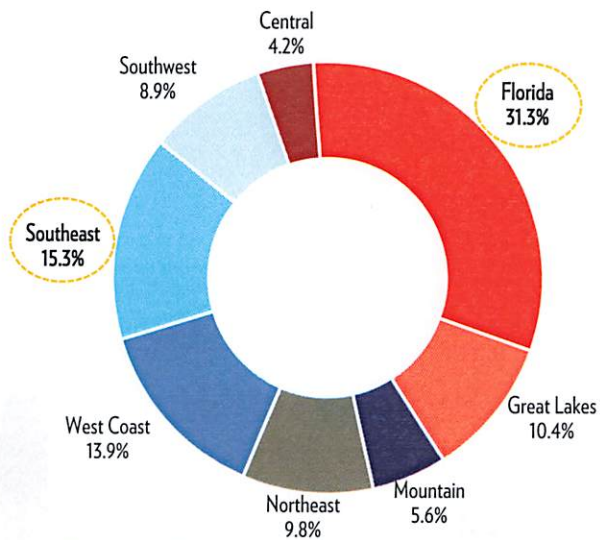


ARTHUR LITTLE Source: USDOT, O&D Survey, and Innovata Schedules, via Diio.

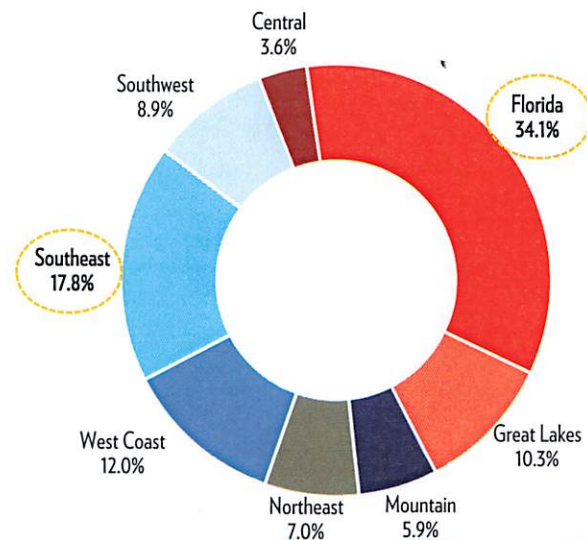


# Changing Passenger Behavior During the Pandemic Has Pushed Florida and the Southeast Even Higher as Albany's Top Regions

Region Share Albany Domestic O&D, YE 2Q 2019



Region Share Albany Domestic O&D, YE 2Q 2022



ALBANY

ARTHUR LITTLE

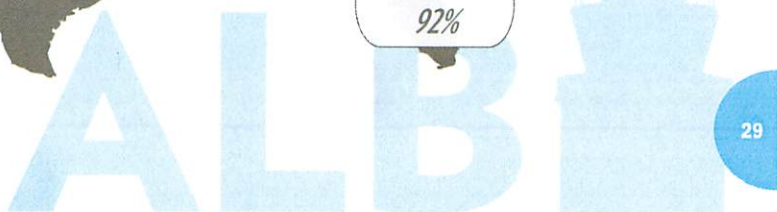
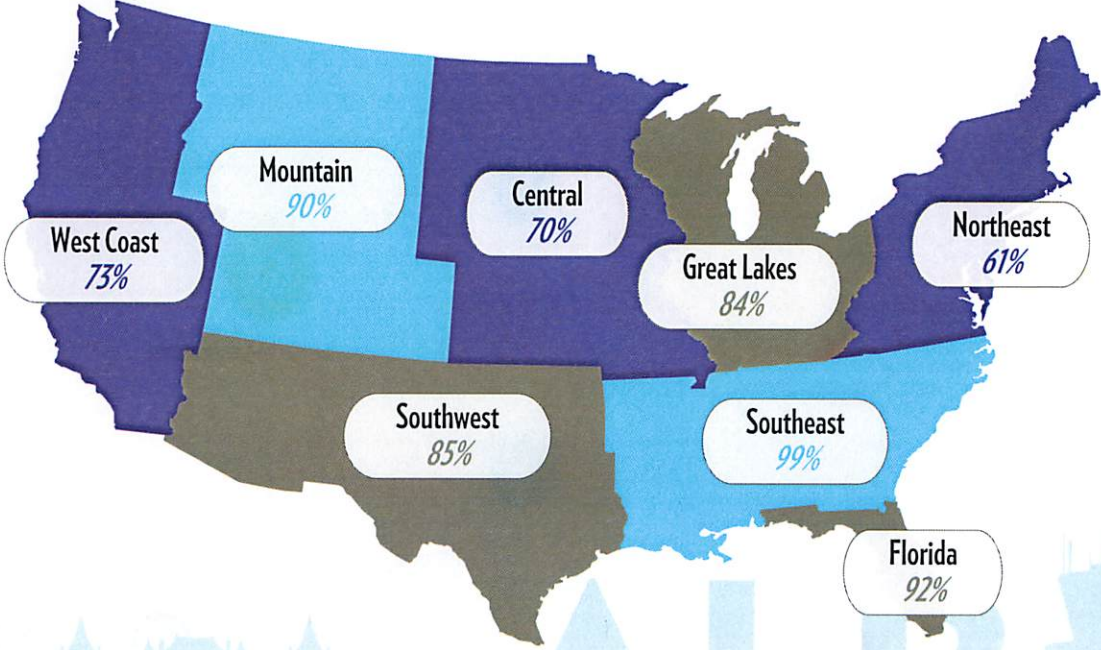
Source: USDOT O&D Survey, via Diio.

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# The Southeast Region Has Experienced the Highest O&D Recovery Among Albany's Domestic O&D

ALB O&D Passengers , YE 2Q 2022 vs. YE 2Q 2019

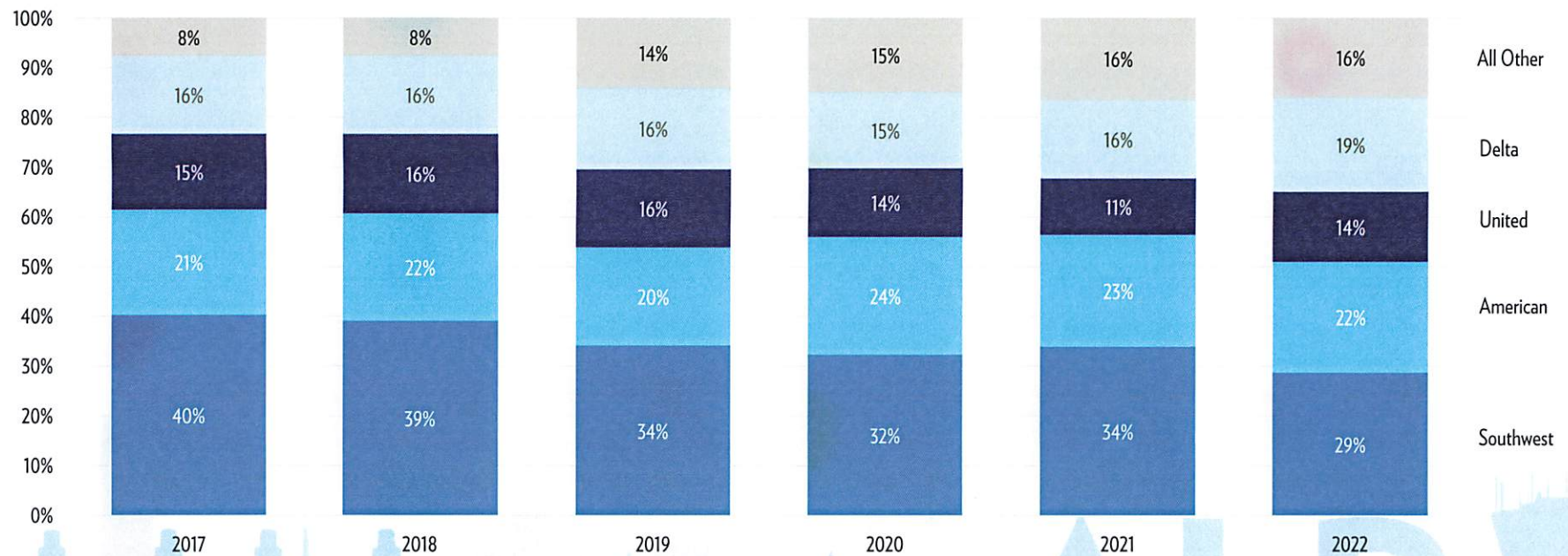
| Rank                     | Region      | Ratio to 2019 |
|--------------------------|-------------|---------------|
| 1                        | Southeast   | 99%           |
| 2                        | Florida     | 92%           |
| 3                        | Mountain    | 90%           |
| 4                        | Southwest   | 85%           |
| 5                        | Great Lakes | 84%           |
| 6                        | West Coast  | 73%           |
| 7                        | Central     | 70%           |
| 8                        | Northeast   | 61%           |
| Airport Domestic Average |             | 85%           |





# “Other Airlines”, Including Allegiant and jetBlue, Have Continued to Improve Market Share Over the Last Five Years

ALB Enplaned Passenger Share, YE August 2017 – YE August 2022

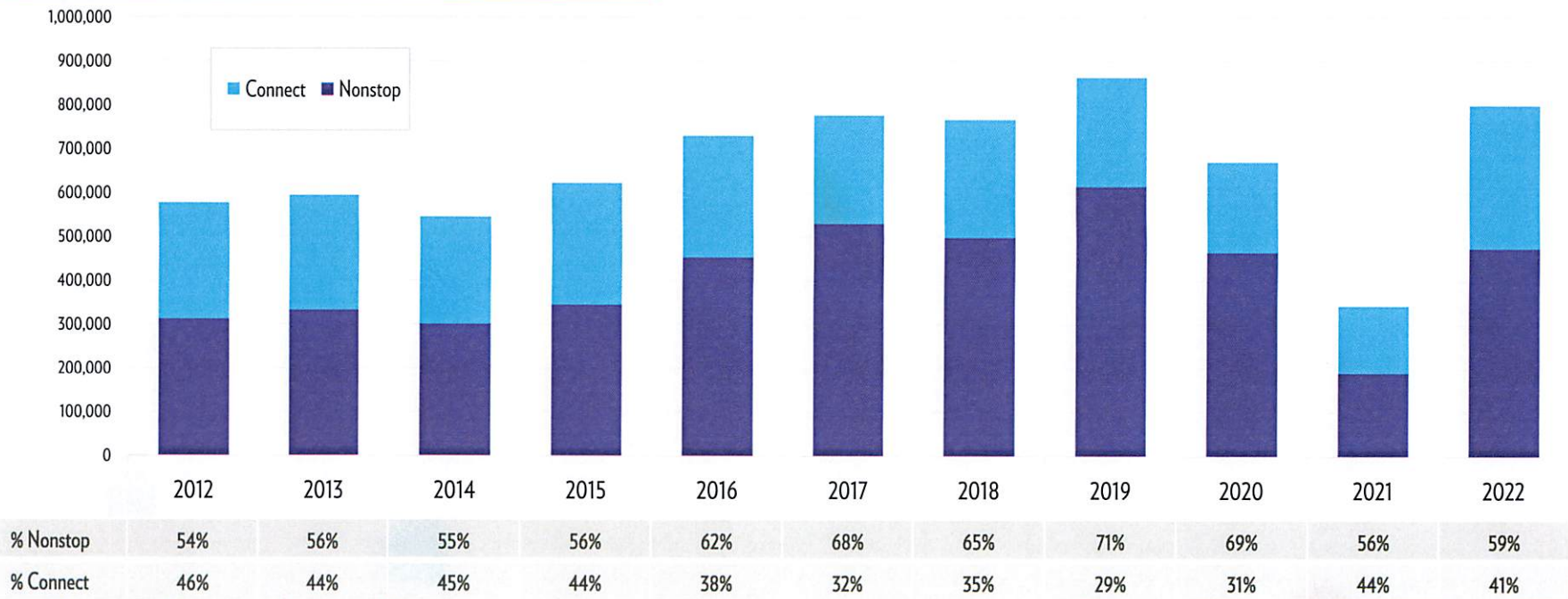


# Over the Last Year We Have Met With Every Major Airline in the U.S., Many Multiple Times



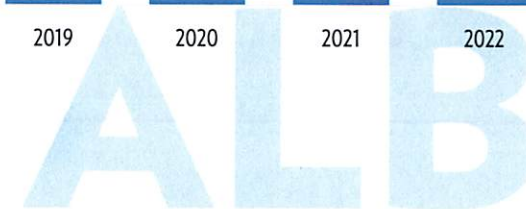
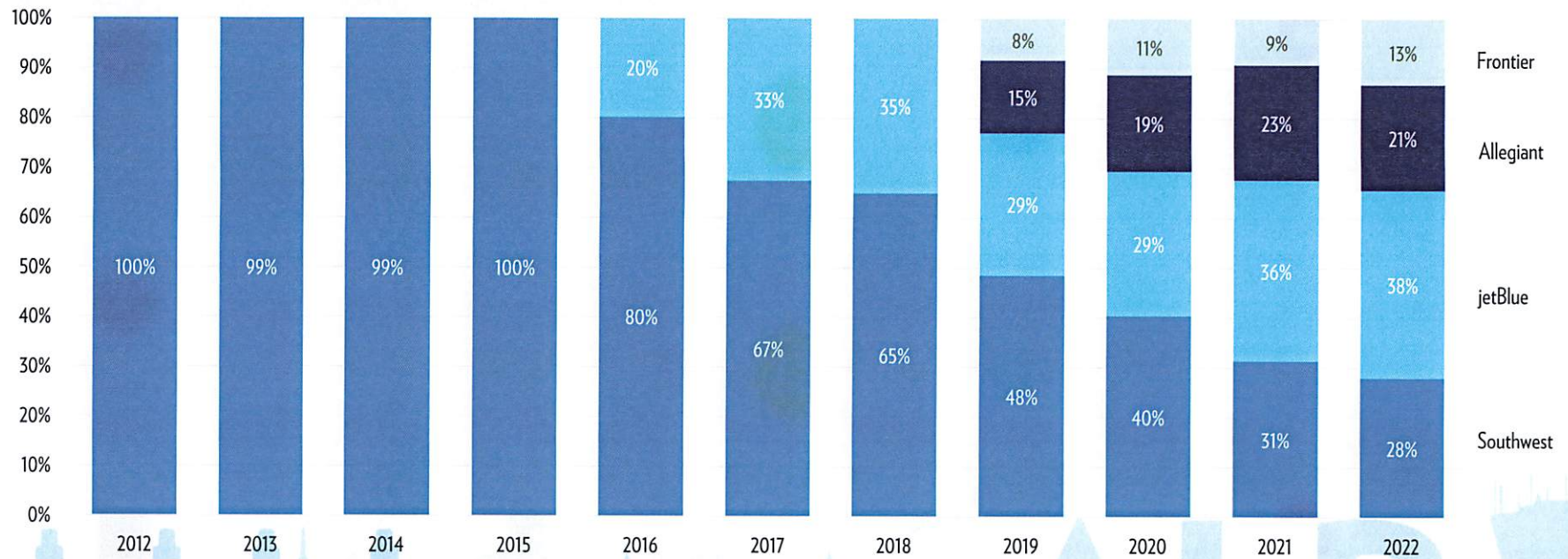
# Florida Expansion Opportunities Exist as a Large Percentage of Existing Albany Passengers are Connecting

ALB Florida O&D Passengers, YE 2Q 2012 - YE 2Q 2022



# jetBlue is Now the Leading Airline at Albany Carrying Nonstop O&D Passengers to/from Florida

Share of ALB-Florida O&D Psgrs Using Nonstop Service, YE 2Q 2012 – YE 2Q 2022

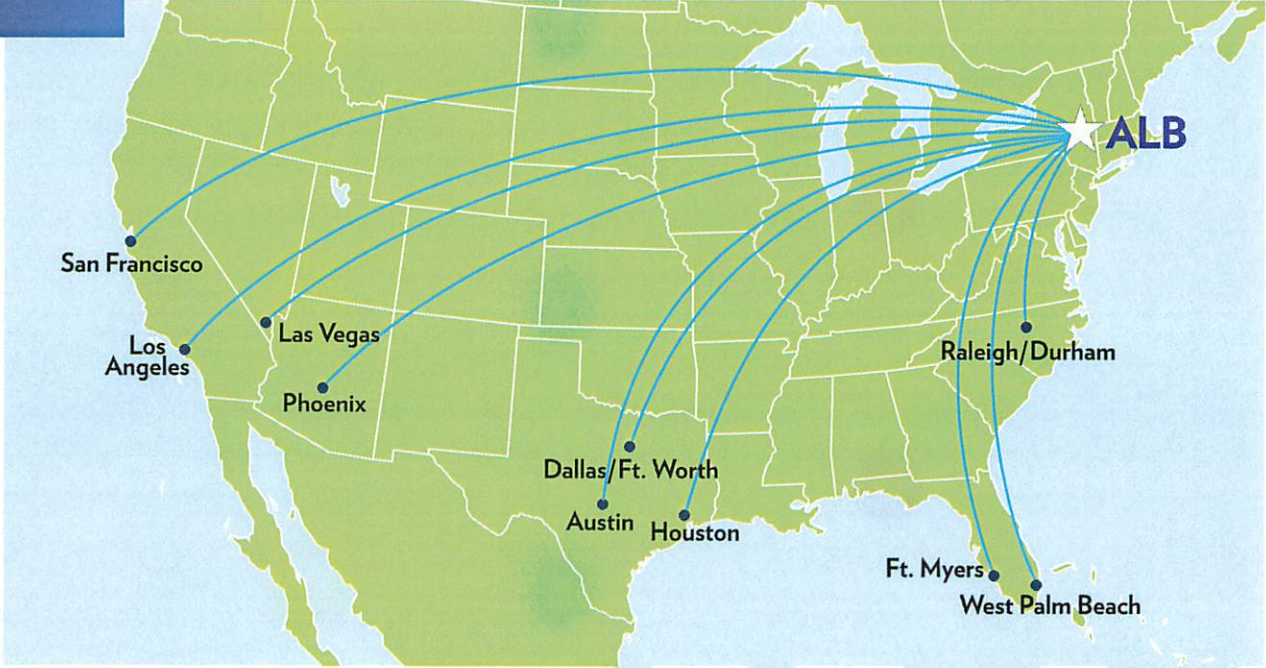


# The Top 10 Unserved Markets at Albany Offer Some Unique Opportunities

Top 10 Unserved Markets, YE 2Q 2022

| Rank | City              | O&D Psgs | PDEW |
|------|-------------------|----------|------|
| 1    | Los Angeles       | 49,777   | 68   |
| 2    | Las Vegas         | 48,826   | 67   |
| 3    | Phoenix           | 45,394   | 62   |
| 4    | Dallas/Fort Worth | 43,425   | 59   |
| 5    | Fort Myers        | 40,920   | 56   |
| 6    | Raleigh/Durham    | 36,806   | 50   |
| 7    | San Francisco     | 36,099   | 49   |
| 8    | Houston           | 35,408   | 49   |
| 9    | Austin            | 29,702   | 41   |
| 10   | West Palm Beach   | 29,433   | 40   |

PDEW = Passengers Per Day, Each Way.



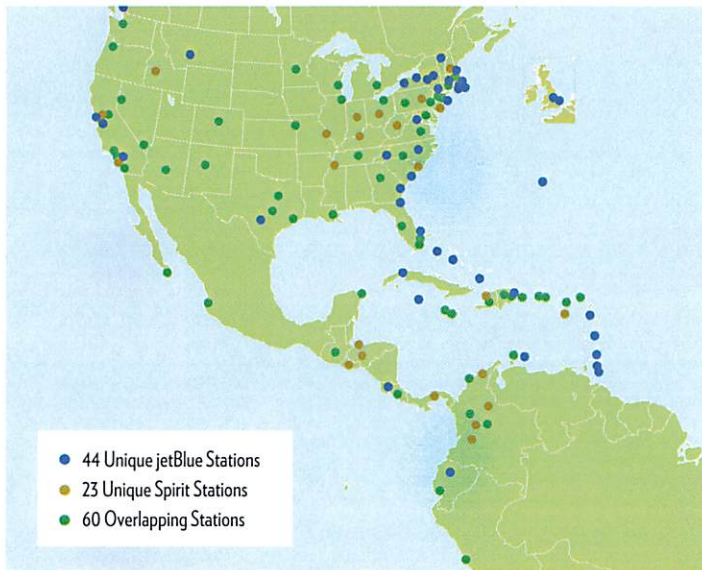
ARTHUR LITTLE Source: USDOT, O&D Survey, and Innovata Schedules, via Diio.



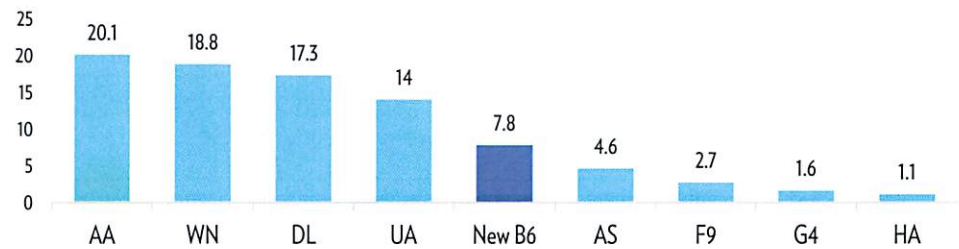
# jetBlue and Spirit Will Combine to be the 5th Largest U.S. Airline

## jetBlue spirit


- jetBlue is buying Spirit Airlines for \$3.8 billion, creating the 5th largest airline in the U.S.
- The deal still needs the required regulatory approvals. The companies expect to conclude the regulatory process and close the transaction no later than the first half of 2024.



Merged Carrier to Become the 5th Largest U.S. Carrier by Capacity (November 2022)



Combined Airline Operating Statistics

|                        | jetBlue       | spirit        | jetBlue  spirit |
|------------------------|---------------|---------------|--|
| 2019 Annual Revenues   | \$8.1 billion | \$3.8 billion | \$11.9 billion   |
| Annual Passengers      | 43 million    | 34 million    | 77 million   |
| Aircraft               | 282           | 176           | 458  |
| Aircraft in Order Book | 156           | 157           | 313  |
| Daily Flights          | 1,019         | 821           | 1,700+   |
| Destinations           | 98            | 90            | 125 Unique   |
| Crewmembers            | 24,000        | 10,000        | 34,000   |



# The jetBlue-Spirit Merger Creates Potential Expansion Opportunities

jetBlue ALB Nonstop Network (November 2022)



Combined jetBlue/Spirit Top 20 System-Wide Stations (November 2022)

| Rank | Station | Monthly Seats | Seat Share | jetBlue ALB Service |
|------|---------|---------------|------------|---------------------|
| 1    | JFK     | 843,914       | 28%        |                     |
| 2    | FLL     | 746,426       | 55%        | ✓                   |
| 3    | MCO     | 633,119       | 28%        | ✓                   |
| 4    | BOS     | 604,443       | 30%        |                     |
| 5    | LAS     | 491,672       | 17%        |                     |
| 6    | LAX     | 331,611       | 10%        |                     |
| 7    | LGA     | 265,415       | 16%        |                     |
| 8    | EWR     | 258,097       | 12%        |                     |
| 9    | SJU     | 193,017       | 48%        |                     |
| 10   | ATL     | 190,381       | 4%         |                     |
| 11   | MIA     | 173,687       | 8%         |                     |
| 12   | DFW     | 162,235       | 4%         |                     |
| 13   | DTW     | 154,794       | 11%        |                     |
| 14   | ORD     | 154,453       | 4%         |                     |
| 15   | IAH     | 147,441       | 7%         |                     |
| 16   | MSY     | 124,360       | 20%        |                     |
| 17   | BWI     | 123,369       | 10%        |                     |
| 18   | TPA     | 121,605       | 13%        |                     |
| 19   | MYR     | 120,483       | 50%        |                     |
| 20   | PHL     | 107,238       | 8%         |                     |



## Closing Thoughts – Embracing the New Normal

- Taking a Blank Canvas View
- Going Beyond Conventional Data
- Thinking Like Aviation Specialists, but Also Like Economists, Anthropologists, Psychologists and Realtors
- Embracing Changing Passenger Behavior and Choices
- Open-Mindedness
- Credibility with Airlines is Key
- Patience



**AGENDA ITEM NO. 10**

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

**AGENDA ITEM NO. 10.1**

**Purchase: One (1) 1500 Gallon GSE (Ground Service Equipment) Refueler**

**Westmor Fluid Solutions, LLC  
14044 W. Freeway Dr.  
Columbus, MN 55038**

AGENDA ITEM NO: 10.1  
MEETING DATE: November 7, 2022

**ALBANY COUNTY AIRPORT AUTHORITY  
REQUEST FOR AUTHORIZATION**

**ACAA Approved  
November 7, 2022**

**DEPARTMENT:** *Finance*

Contact Person: *Michael Zonsius, Chief Financial Officer*

**PURPOSE OF REQUEST:**

Purchase: One (1) 1500 Gallon GSE (Ground Service Equipment) Refueler

Westmor Fluid Solutions, LLC  
14044 W. Freeway Dr.  
Columbus, MN 55038

**AMOUNT:**

*\$240,550.00*

**BUDGET INFORMATION:**

Anticipated in Current Budget: Yes:  (\$225,000)  
Account String: 2022 00350-70

**FISCAL IMPACT - FUNDING (Dollars or Percentages)**

Federal: NA      State: NA      Airport: 100%

**JUSTIFICATION:**

Request is made to approve the purchase of One (1) 1500 Gallon GSE (Ground Service Equipment) Refueler. This unit will replace the current GSE Refueler, F-24, purchased in October 2005.

This vehicle is used to refuel all of the ground service equipment, including belt loaders, baggage carts, ground power units, pushback tractors, deice trucks, heaters, a/c carts and fuel trucks. Million Air uses this truck daily to keep the airport's fleet moving. This truck was out of service multiple times this year due to electrical and hydraulic issues and parts for the truck are not readily available.

AGENDA ITEM NO: 10.1  
MEETING DATE: November 7, 2022

**CHIEF EXECUTIVE OFFICER'S RECOMMENDATION:**

Recommend approval.

**FINAL AGREEMENT SUBJECT TO APPROVAL BY COUNSEL:**

YES:  NA:

**PROCUREMENT DEPARTMENT APPROVAL:**

Please see attached memorandum.

**BACK-UP MATERIAL:**

Procurement Memorandum  
Specifications  
Price Quote



## MEMORANDUM

To: Michael Zonsius  
Chief Financial Officer

From: Bobbi Matthews  
Purchasing Agent

DATE: November 3, 2022

RE: Request to Purchase one (1) 1500 Gallon Dual Compartment GSE Refueler

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Request for Proposals were released on May 12, 2022, for the lease of Aviation Fuel Trucks for use by Million Air (Contract # LFV-22-1115). On June 16, 2022, two proposals were received and acknowledged from Rampmaster and Skymark. The Airport Authority Board approved award to Rampmaster on July 11, 2022 for said Aviation Fuel Trucks.

Contract # LFV-22-1115 included an option to lease (not purchase) of one 1,400 - 1,500 gallon Split Diesel/Gas Refueler. No proposals were received for this vehicle.

Million Air manager, Brian King, requested and received a quote (attached) to purchase of one (1) 1500 Gallon Dual Compartment GSE refueler from Westmor Fluid Solutions per our specifications.

Upon approval a Purchase Order will be sent to Westmor Fluid Solutions, LLC.

## **OPTION 2:**

### **VEHICLE TYPE 4**

**Lease of:**

One (1) 1,400 – 1,500 gallon split diesel/gas refueler

|                                      |   |
|--------------------------------------|---|
| Chassis:                             | Isuzu with Diesel Engine or Equal and Automatic Transmission  |
| Standard Flow System:                | Duel (2) 30 GPM Flow Systems (1 for Gasoline and 1 for Diesel)  |
| Standard Configuration:              | (2) Isolated Systems, (2) Dispensing Reels, (2) Flow Meters, (2) Canister Filters, mounted on rear equipment deck           |
| Discharge Lines:                     | 3" aluminum sumps in bottom of compartments   |
| Flashing Drains:                     | Two external 1 ½" O.D. drains at front of tank  |
| Calibration:                         | Marker Rod installed in each compartment and set to rated capacity  |
| Manholes:                            | 20" Manholes with 10" Fills   |
| Tank Gauges:                         | Tank equipped with tank level system with digital display at main control panel   |
| Ladder:                              | One ladder with small platform installed in rear of tank. Ladder to be installed on the center rear.                        |
| Product Pumps:                       | 2" product pumps with relief valves and strainer  |
| Fueling Platform:                    | Open pumping equipment platform installed off of drivers side frame to mount all pumping equipment for diesel and gasoline. |
| Delivery Hose:                       | Two ¾" x 100' fueling hose  |
| Hose Reel:                           | Two electric rewind hose reels with explosion proof motors.   |
| Metering:                            | (2) Liquid Controls 800 GPM meter, LCR 600 with Wireless modem, Large digital desk readout                                  |
| Shutdowns:                           | Two emergency shutdowns. One driver side front and one passenger side rear of tank.   |
| Fire Extinguisher:                   | Two U.L rated 20-B dry chemical with mounting brackets.   |
| Ticket Printer:                      | In-cab, Roll paper type   |
| DEF Fluid Saddle Tank with Dispenser |   |
| Back Up Camera                       |   |
| Scully System with Secondary Shutoff |   |
| Air Conditioning                     |   |
| Aluminum Storage Box                 |   |
| Chock Holder                         |   |



October 12, 2022

Brian King  
Million Air Albany  
16 Jetway Drive  
Albany, NY 12111

Reference: 1500 Gallon GSE Refueler  
Quote #: 220809-47241a

Brian,

Thank you for the opportunity to present this proposal and I look forward to working with you. Please review the attached quotation and feel free to contact me with any questions.

### The Equipment

| Description   | Quantity | Unit Price        | Extended Price    |
|---|----------|-------------------|-------------------|
| Brand new 1500 Gallon dual compartment GSE Refueler on an Isuzu NQR chassis with a gas engine with dual 20 gpm pumping systems, LC IQ electronic meter registers and Fleet Connect and a DEF dispensing system. Note; this does not include in-service. | 1        | \$ 239,650        | \$ 239,650        |
| Option: Backup camera system  | 1        | \$ 1,000          | \$ 1,000          |
| <b>Total</b>  | <b>1</b> | <b>\$ 240,550</b> | <b>\$ 240,550</b> |

**Payment Terms:** Domestic sales in excess of \$10,000 require a 25% down payment with the purchase order or payment for the chassis when received at Westmor, balance due upon completion of order (required to ship). Payment terms must be on the PO.

**Taxes:** Applicable taxes are not included in this quotation. Domestically, we are registered to collect sales tax for the states of Minnesota, Iowa, Wisconsin, Kansas, North Dakota, Illinois and South Dakota, unless an exemption form is provided.

**Warranty:** Equipment is under warranty for 12 months starting either 1) when the product is ready to ship or 2) after optional on-site startup by Westmor, given start up occurs within six months after equipment is ready to ship.



**Acceptance:** The equipment will be manufactured and ready for delivery on a date that is mutually agreeable to both parties. Westmor will present the final invoice upon completion of equipment. Westmor may agree to hold the equipment beyond the agreed upon completion date subject to payment.

**Delivery:** Due to supply chain issues, we will confirm the delivery at time of order.

**Shipping:** All units are quoted exWorks Columbus, MN. Please let us know if you would like us to provide a freight quotation.

**Validity of Offer:** 30 calendar days from date of quotation.

*Reviewed and Submitted:*

*Thank you again for this opportunity.*

**Pete Buffkin**  
Aviation Product Manager  
Westmor Fluid Solutions  
E-mail: [pete.pbuffkin@westmor-ind.com](mailto:pete.pbuffkin@westmor-ind.com)  
Phone: 816-863-6898  
[www.westmor-ind.com](http://www.westmor-ind.com)





#### TERMS AND CONDITIONS

**1. OFFER AND ACCEPTANCE.** Westmor Fluid Solutions, LLC ("Seller") acceptance of Buyer's order to purchase products (the term products includes any services being provided by Seller) described in the proposal to which these Terms and Conditions are made a part of ("Proposal") is expressly made conditional on assent to these Terms and Conditions, which constitute a binding "Contract" between the parties. This Contract constitutes the complete and final agreement between Seller and Buyer for the products. Any additional or different terms or conditions contained in any document furnished by Buyer, including but not limited to, any purchase order or any acknowledgment, are deemed to be material and are hereby objected to and rejected by Seller. If such agreement shall be deemed an offer or counter-offer by Buyer, Seller expressly rejects such offer or counter-offer and limits acceptance to these Contract terms and expressly objects to any different or additional terms proposed by Buyer. Any actual performance by Buyer or Seller thereafter shall be deemed a renewal of the offer contained in this Contract and acceptance of this Contract without change. In the event of a conflict between the terms of this Contract and the terms of any other document, the terms of this Contract shall control. The offer to sell Seller's products is valid for thirty (30) days from the date of the Proposal.

**2. PAYMENT TERMS.** All prices specified in this Contract are FOB Seller's designated location for delivery. All risk of damage to or loss of the products from any cause whatsoever shall pass to Buyer upon delivery, even if Seller arranges for shipment of the product. Unless otherwise expressly provided on the reverse hereof, payment shall be made within thirty (30) days from the earlier of the date of delivery or the date of an invoice, without discount. Any discount which may be expressly provided in the Proposal applies to the sale price of the products at the shipping point, and does not apply to any charges made for taxes, storage, loading or transportation. All payments shall be made in United States dollars. Interest will be charged at the rate of eighteen percent (18%) per annum, or the maximum interest rate allowable by applicable law, whichever is lower, on all unpaid invoices. Buyer shall pay all taxes and charges of any nature imposed by any federal, state, or local governmental authority by reason of the sale or delivery of the products whether levied or assessed against Seller, Buyer, or the products. Such applicable taxes or charges, if not included in this Contract, shall be invoiced separately. If, in Seller's opinion, reasonable doubt exists as to Buyer's financial condition, Seller may, at any time and without prejudice to any other remedies, suspend or terminate performance of any order, decline to ship, stop any material in transit, or require full or partial payment by Seller in advance.

**3. DELIVERY; TITLE.** Any delivery or promise date indicated on the Proposal is an estimate of the date Seller believes the products will be available for delivery, provided, however, Seller shall not be responsible for any delays in delivery. Title to the products will not pass to Buyer until all required payments have been made to Seller.

#### 4. WARRANTY.

a. **Limited Warranty; Exclusion of Third Party Components.** Subject to the terms, conditions and limitations contained herein, Seller warrants only to the original Buyer that Seller's new products will not fail to operate in accordance with their specifications due to defects in material or workmanship during the period which ends one (1) year from the date of delivery, normal wear and tear excluded. The foregoing period is sometimes referred to as "original warranty period." The foregoing limited warranty does not apply to any part, portion or component of any product which is manufactured by a third-party ("Third-Party Component").

b. **DISCLAIMER OF ALL OTHER WARRANTIES, EXPRESS, IMPLIED OR STATUTORY.** THE LIMITED WARRANTY SET FORTH IN THE FOREGOING PARAGRAPH IS THE SOLE AND EXCLUSIVE WARRANTY WITH RESPECT TO THE PRODUCTS. SELLER MAKES NO OTHER EXPRESS WARRANTY OF ANY KIND OR NATURE AS TO THE PRODUCTS OR THEIR PERFORMANCE EXCEPT FOR THOSE LIMITED WARRANTIES EXPRESSLY SET FORTH IN THE FOREGOING PARAGRAPH AND SPECIFICALLY DISCLAIMS ANY AND ALL REPRESENTATIONS OR WARRANTIES OF ANY KIND OR NATURE CONCERNING THE PRODUCTS, INCLUDING, BUT NOT LIMITED TO, ANY REPRESENTATION OR WARRANTY THAT THE PRODUCTS COMPLY WITH ANY LAW, RULE OR REGULATION. SELLER MAKES NO WARRANTIES WITH RESPECT TO ANY THIRD PARTY COMPONENT AND SELLER SPECIFICALLY SELLS SUCH THIRD-PARTY COMPONENTS "AS IS" WITHOUT ANY WARRANTY. FURTHER, SELLER MAKES NO IMPLIED WARRANTY OF ANY KIND OR NATURE WITH RESPECT TO ITS PRODUCTS OR ANY THIRD-PARTY COMPONENT AND SPECIFICALLY DISCLAIMS ANY AND ALL IMPLIED WARRANTIES, INCLUDING, BUT NOT LIMITED TO, ANY AND ALL IMPLIED WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, NON-INFRINGEMENT, OR COMPLIANCE WITH ANY FEDERAL, STATE OR LOCAL LAW, RULE OR REGULATION. IN ADDITION, SELLER EXPRESSLY DISCLAIMS TO THE FULLEST EXTENT ALLOWED BY LAW, RULE OR REGULATION ANY WARRANTY PROVIDED UNDER ANY FEDERAL, STATE OR LOCAL LAW, RULE OR REGULATION.

c. **Terms and Conditions of Warranty; Voiding of Warranty; Notice Requirements.** The limited warranties set forth above shall be null and void if (a) any alterations or modifications are made to a product, (b) a product is not maintained in strict compliance with the maintenance requirements set forth in the maintenance manual for such product or otherwise provided to Buyer, (c) any repairs are made to a product which are not authorized by Seller in writing, (d) any failure of a product to comply with the above limited warranty is not reported to Seller in writing within thirty (30) days of the date such failure first occurs, (e) a product is operated after the failure of any warranty first occurs, (f) a product is used for any purpose other than for the purpose for which it was manufactured, (g) a product is not operated in strict compliance with the terms and conditions set forth in any operating manual for the product (including but not limited to exceeding the load bearing capacity of the product), (h) a product is abused or damaged, (i) Buyer fails to deliver the product to Seller for inspection and testing if requested by Seller or Buyer disposes of the product or any part or component on or before the sixtieth (60th) day after sending a written claim under the warranty to Seller, or (j) such failure of the limited warranty results from a failure of any Third-Party Component.

d. **Course of Dealing; Course of Performance; Usage of Trade.** No course of dealing or course of performance of Seller with respect to the products sold under this Contract and no usage of trade shall be considered in interpreting this Contract or any part thereof and none of the foregoing shall be considered a waiver or modification of any such terms, conditions, disclaimers or limitation of the limited warranties or disclaimers contained in this Contract. No statement, whether written or oral, made by any employee, sales person, distributor, agent or contractor of Seller which is not set forth in this Contract shall be considered a covenant, representation or warranty with respect to any product, its specifications or its performance and all such statements are hereby disclaimed.

e. **Exclusive Remedies for Breach of Warranty.** The sole and exclusive remedy for any failure of any product to comply with the limited warranty set forth above or any other warranty imposed upon Seller by law, if any, shall, at the election of Seller, in its sole discretion, be either (a) the repair or replacement of the product which failed to comply with such warranty or (b) the refund of the purchase price of the product. Buyer is responsible for all labor costs in connection with the repair or replacement of any equipment; however, Seller will be responsible for its own labor performed in connection with any repair of equipment products at Seller's location. Except as provided below, any repair or replacement shall carry the same warranty as the original product but only for the remainder of the original warranty period. Buyer's exclusive remedy with respect to any claim arising out of or as a result of Third-Party Component shall be against the third-party manufacturer.



f. **Warranty Claims; Notice Requirement; Limited Time to Bring Claims.** Any and all claims under the above limited warranty shall be made to Seller only in writing and not later than thirty (30) days after the date the product first fails to comply with the above limited warranty but in no event later than the expiration of the original warranty period with respect to which the claim is being made. Any claim under the above limited warranty made after such period for making a claim shall be null and void. After receiving written notice of the warranty claim, Seller shall determine whether to (a) repair or replace the product or part or (b) refund the purchase price of the product. Seller may require Buyer to return any product or part thereof which Buyer claims to be defective to Seller at Buyer's cost for inspection as a condition to any claim under the above limited warranty. No product or part may be returned to Seller without Seller's prior written authorization. If a product which is returned is determined by Seller in its sole discretion not to have failed to comply with the limited warranty, Buyer shall pay costs of removal, repair and/or replacement for such product. If a product which is returned is determined by Seller in its sole discretion to have failed to comply with the limited warranty, Seller shall pay for all repair and/or replacement costs for such product (or refund the purchase price if so elected by Seller) and Seller shall reimburse Buyer for the reasonable costs of shipping the defective product or part to Seller.

g. **Limitation on Liability for Breach of Warranty and Other Claims.** If the warranty and the remedy for any failure of any product to comply with any warranty are deemed for any reason to fail their intended purpose, Seller's liability for any failure of any product to comply with any such warranty, together with any and all other liability, if any, arising out of or in connection with such product, including, but not limited to, all claims, whether in contract, tort, or otherwise, arising out of, connected with, or resulting from the manufacture, sale, delivery, resale, repair, replacement, or use of the product, shall not exceed the purchase price for such product. In no event shall Seller be responsible or liable to Buyer or any third party under any circumstances for any indirect, consequential, special, punitive or exemplary, damages or losses, including, but not limited to, damages for loss of profits, goodwill, use of the product or any other equipment or other intangible losses which may be incurred in connection with the product regardless of the type of claim or the nature of the cause of action, even if Seller has been advised of the possibility of such damage or loss. Any and all claims that Buyer has against Seller, whether or not Buyer is aware of such claims, must be brought by Buyer within thirty (30) days after the date that such claim first arose, but in any event within the applicable warranty period set forth above. Any claim not brought by Buyer within the applicable thirty (30) day period shall be deemed null and void.

**5. INDEMNIFICATION.** Buyer will indemnify and hold harmless Seller, its affiliates and their respective officers, directors, employees, agents and other representatives and will, at Seller's option, defend any action brought against same with respect to any claims, judgments, actions, suits, demands, damages, liabilities, costs or expenses (including, but not limited to, reasonable attorneys' fees and legal expenses) associated with or arising from the ownership, use or operation of the products by Buyer or any third party.

**6. TERMINATION OF PERFORMANCE.** Buyer may cancel its purchase only with the written consent of Seller and upon terms that will indemnify and compensate Seller from any loss, damage and expense arising from such cancellation. Seller may terminate this Contract pursuant to Sections 2 and/or 11 hereof, and in such event, Seller shall have no further liability to produce or ship any products hereunder and shall have no liability for damages to Buyer or any third party.

**7. TECHNICAL ADVICE.** No obligation or liability shall arise out of Seller's rendering of technical advice in connection with Buyer's order of products. Any technical advice furnished, or recommendation made by Seller or any employee or representative of Seller, concerning any use or application of any products or parts furnished under this Contract is believed to be reliable, but Seller makes no warranty, express or implied, of results to be obtained. Buyer assumes all responsibility for loss or damage resulting from the handling or use of any such products or parts in accordance with such technical advice or recommendation. The selection of the products ordered, or design of any custom products, shall be Buyer's sole and ultimate responsibility, and Seller shall have no liability whatsoever for any design defects of custom products, or if the products ordered are unsuitable for Buyer's intended use. Any advice or assistance provided by Seller to Buyer in connection with Buyer's selection or design of the products is at Buyer's risk, and Seller makes no representation or warranty whatsoever in connection with such advice or assistance.

**8. ASSIGNMENT.** Buyer shall not assign its rights or obligations under this Contract without the prior written consent of Seller, which consent may be withheld for any reason in the sole discretion of Seller. Any attempt at such assignment by Buyer without the prior written consent of Seller shall be deemed null and void. This Contract will be binding upon the parties hereto, and their successors and permitted assigns.

**9. GOVERNING LAW.** This Contract shall be construed, interpreted, and governed by the laws of the State of Minnesota without regard to its conflict of laws principles. The exclusive forum for any disputes arising out of or relating to this Contract shall be any federal or state court sitting in the State of Minnesota. The parties irrevocably consent to such exclusive jurisdiction in such courts and to the proper venue therein. If Seller must resort to legal action or remedies, Buyer shall reimburse Seller for all of Seller's legal fees and expenses, whether or not suit is filed by Seller.

**10. FORCE MAJEURE.** Seller does not assume the risk of and shall not be liable for failure to perform any obligation caused by civil insurrection, war, fire, strike, labor stoppages or other labor disturbances, acts of God, acts or omissions of Buyer, acts or omissions of any government body or entity, floods, epidemics, freight embargoes, shortages of fuel, energy or materials, failure of suppliers or subcontractors to satisfactorily meet scheduled deliveries, or any other cause beyond the reasonable commercial control of Seller.

**11. NOTICES.** Any notices, consents or other communications required or permitted under this Contract must be in writing and delivered personally, overnight air courier, registered or certified mail or facsimile. Unless otherwise stated in this Contract, notices, consents or other communication will be deemed received (a) on the date delivered, if delivered personally or by facsimile transmission; (b) on the next business day if sent via overnight air courier; or (c) three (3) business days after being sent, if sent by registered or certified mail.

**12. SEVERABILITY; WAIVER.** The invalidity or unenforceability of any provision of this Contract shall not affect the validity or enforceability of any other provision of this Contract. No waiver of any of the provisions of this Contract shall be deemed, or shall constitute a waiver of any other provision, whether or not similar, nor shall any waiver constitute a continuing waiver. No waiver shall be binding unless executed in writing by the party making the waiver. The Section headings included herein are for the convenience of the parties only and in no way alter, modify, amend, limit or restrict the contractual obligations of the parties.

**13. NO THIRD-PARTY BENEFICIARIES; SETOFF.** Nothing in this Contract is intended to, or shall, create any third-party beneficiaries, whether intended or incidental, and neither party shall make any representations to the contrary. Seller shall have the right to deduct from any sums it owes to Buyer, any sums or the value of any obligation owed by Buyer to Seller.

**14. SURVIVAL.** The provisions of Sections 3, 4, 5, and 7 through 14 shall survive the termination and performance of this Contract.

**AGENDA ITEM NO. 11**

**Authorization of Change Orders**

**AGENDA ITEM NO. 12**

**Authorization of Federal and State Grants**

## **AGENDA ITEM NO. 13**

**Adoption of Budget 2023 in the amount of \$228,684,996 (includes \$164,353,548 of Contributed Capital) and authorization to transfer \$110,552 from the Authority to the Albany County Airport Authority OPEB Trust.**

AGENDA ITEM NO: 13  
MEETING DATE: November 7, 2022

ALBANY COUNTY AIRPORT AUTHORITY  
REQUEST FOR AUTHORIZATION

ACAA Approved  
11/07/2022 with inclusion  
of adjustments of Million  
Air Budget.

**DEPARTMENT: FINANCE**

Contact Person: Michael F. Zonsius, Chief Financial Officer

**PURPOSE OF REQUEST:**

Adoption of Budget 2023 in the amount of \$228,684,996 (includes \$164,353,548 of Contributed Capital) and authorization to transfer \$110,552 from the Authority to the Albany County Airport Authority OPEB Trust.

**BACKUP MATERIALS:**

- Attached Budget 2023 Memo to Finance Committee including:
  - Introduction
  - Economic Drivers
  - Significant Assumptions;
  - Budgeted Staff Positions;
  - Summary of Revenues and Expenses
  - Airline Rates & Charges;
  - Projected 2021 End of Year Settlement with Airlines;
  - Adoption of 2023 Budget;
  
- Please refer to Budget 2023 for the Year Beginning January 1, 2023; and

**JUSTIFICATION:**

On October 17, 2022, the ACAA Finance Committee met and approved revisions to the preliminary budget that are incorporated therein. The Authority's Airline Rates & Charges consultant has also reviewed the budgetary data and airline rates and charges for consistency with the Airline Use and Lease Agreement and the Master Bond Resolution.

**FINANCE COMMITTEE RECOMMENDATION:**

Recommend adoption of the 2023 Operating Budget.

**CHIEF EXECUTIVE OFFICER'S RECOMMENDATION:**

Recommend adoption of the 2023 Operating Budget.

# **Albany County Airport Authority**

## **Annual Budget for the Year Beginning January 1, 2023**

Adopted November 7, 2022



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

|                                   | Actual<br>2021     | Budget<br>2022   | Projection<br>2022 | Budget<br>2023     |
|-----------------------------------|--------------------|------------------|--------------------|--------------------|
| <b>Airport Operating Revenues</b> |                    |                  |                    |                    |
| 03 Airfield                       | \$6,213,007        | \$7,646,161      | \$7,617,568        | \$8,968,622        |
| 07 Terminal                       | 5,363,152          | 5,698,266        | 5,045,082          | 5,519,897          |
| 11 Ground Transportation          | 9,327,909          | 11,904,933       | 16,607,170         | 16,399,418         |
| 15 Concessions                    | 6,891,504          | 6,834,011        | 7,824,239          | 7,444,551          |
| 23 Other                          | 3,653,825          | 3,550,621        | 3,438,939          | 3,446,291          |
| 25 CARES Act/CHRSSA               | 4,683,836          | 5,091,757        | -                  | 5,091,757          |
|                                   | 36,133,232         | 40,725,748       | 40,532,998         | 46,870,536         |
| <b>Airport Operating Expenses</b> |                    |                  |                    |                    |
| Salaries Expense                  | (9,032,301)        | (10,464,754)     | (10,006,659)       | (11,554,656)       |
| Other Employee Expenses           | (4,259,233)        | (5,722,717)      | (4,944,529)        | (5,921,347)        |
| Utilities                         | (1,858,062)        | (2,068,926)      | (2,614,569)        | (2,417,552)        |
| Purchased Services                | (4,922,807)        | (5,497,939)      | (5,238,923)        | (6,610,090)        |
| Material & Supplies               | (3,936,707)        | (5,079,015)      | (5,446,348)        | (5,989,341)        |
| Office/Administration             | (1,449,924)        | (1,899,967)      | (1,839,089)        | (2,463,144)        |
| Non-Capital Equipment             | (822,578)          | (1,459,000)      | (188,534)          | (763,500)          |
|                                   | (26,281,612)       | (32,192,319)     | (30,278,652)       | (35,719,629)       |
|                                   | 9,851,621          | 8,533,429        | 10,254,346         | 11,150,907         |
| <b>FBO Revenues</b>               |                    |                  |                    |                    |
|                                   | 9,326,060          | 9,755,362        | 12,431,590         | 11,416,878         |
| Cost of Good Sold (FBO)           | (4,354,919)        | (5,283,468)      | (5,687,774)        | (5,863,132)        |
|                                   | 4,971,142          | 4,471,894        | 6,743,816          | 5,553,746          |
| <b>FBO Expenses</b>               |                    |                  |                    |                    |
| Salaries Expense                  | (1,358,269)        | (1,522,540)      | (1,535,596)        | (2,017,569)        |
| Other Employee Expenses           | (497,395)          | (490,731)        | (462,409)          | (711,385)          |
| Utilities                         | (79,489)           | (81,632)         | (122,749)          | (81,387)           |
| Purchased Services                | (632,247)          | (573,734)        | (509,360)          | (621,167)          |
| Material & Supplies               | (370,887)          | (461,122)        | (786,740)          | (619,297)          |
| Office/Administration             | (191,790)          | (156,655)        | (392,003)          | (161,969)          |
| Non-Capital Equipment             | -                  | -                | (38,718)           | (97,018)           |
|                                   | (3,130,077)        | (3,286,415)      | (3,847,577)        | (4,309,792)        |
|                                   | 1,841,065          | 1,185,479        | 2,896,239          | 1,243,953          |
| Other Expenses                    | (44,076)           | -                | -                  | -                  |
| Other Income                      | 4,892,481          | 4,774,494        | 4,269,939          | 6,044,034          |
| Debt Service                      | (2,531,083)        | (10,020,200)     | (10,020,200)       | (10,022,650)       |
| Capital Expenditure               | (73,063,326)       | (16,641,806)     | (7,000,000)        | (164,346,005)      |
| Contributed Capital               | 61,561,768         | 12,753,190       | 231,117            | 164,353,548        |
|                                   | (9,184,235)        | (9,134,322)      | (12,519,144)       | (3,971,073)        |
|                                   | (9,184,235)        | (9,134,322)      | (12,519,144)       | (3,971,073)        |
|                                   | <b>\$2,508,450</b> | <b>\$584,586</b> | <b>\$631,441</b>   | <b>\$8,423,787</b> |

Revenue Sharing provided to the Signatory Airlines is \$3,492,060 and \$3,317,931 for Projected 2022 and Budget 2023, respectively.

CARES Act funding is shown as an Airport Operating Revenue on this page only. Elsewhere in this document it will be shown as Other Income in Section 5.



**Albany County Airport Authority  
Albany, New York**

**Chairman**

Samuel A. Fresina

**Board Members**

Lyon M. Greenberg, M.D.

Steven H. Heider

Kevin R. Hicks, Sr.

Thomas A. Nardacci

Sari M. O'Connor

John-Raphael Pichardo

**Chief Executive Officer**

Philip F. Calderone, Esq.

**Chief Financial Officer**

Michael F. Zonsius, CPA, AAE

**Chief Accountant**

Margaret Herrmann

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BUDGET  
MESSAGE

DEPARTMENT /  
COST CENTER

DEBT  
SERVICE

CAPITAL  
IMPROVEMENT  
PROGRAM

RATES  
AND  
CHARGES

SUPPLEMENTAL  
INFORMATION

## Acronyms

ACAA Albany County Airport Authority  
AIP Airport Improvement Program  
ARFF Aircraft Rescue Firefighting  
FBO Fixed Base Operator  
FONSI Finding of No Significant Impact  
GA General Aviation  
PAX Passenger  
PFC Passenger Facility Charge  
SEQR State Environmental Quality Review

To allow this document to become more “reader friendly”, Acronyms have been relocated from the Supplemental Section to this location immediately before the Budget Message.

November 7, 2022

Samuel A. Fresina, chairman;  
Board Members, Albany County Airport Authority;  
Philip F. Calderone, Esq;  
Fellow Employees:



Presented herewith is the 2023 Annual Budget for the Albany County Airport Authority as approved by the Board on November 7, 2022.

This budget incorporates the operations of two companies that operate under cost recovery/reimbursement agreements with the Authority: AFCO AvPORTS Management, LLC (d/b/a AvPORTS), responsible for the daily operations of the Airport; and, REW Investments, Inc., (d/b/a Million Air-ALB) responsible for the daily operations of the Fixed Base Operation (FBO).

This budget document is divided into six components: Budget Message, Department Overview and Detail, Debt Service, Capital Budget, Rates & Charges and Supplemental Information.

**BUDGET OVERVIEW**

As lasting affects of COVID-19 lessen, the Authority begins a period of post-pandemic operations as business and leisure travel resumes. Year-end 2022 enplanements of 1,250,000 are estimated, a 17.8 percent decrease from 2019’s 1,520,000 enplanements. The Authority is confident in the airport’s future growth and is expecting to surpass 2019 enplanements in 2025.

Budget 2023 was prepared based on 1,400,000 enplanements, approximately 92.1 percent level of 2019 enplanement activity. With this number of enplanements, the combined operating revenues of the airport and the FBO are budgeted at \$58,287,414, an increase of \$7,806,304 from Budget 2022. Combined operating expenses are budgeted at \$45892,553, an increase of \$5,130,351 from Budget 2022.

- Budget 2023 priorities are as follows:
- Maintaining a safe airport; and,
  - Increasing liquidity by controlling costs; and,
  - Updating facilities and equipment; and,
  - Providing necessary resources for Staff.

The achievement of these priorities, however, are challenged in these COVID-19 era times. The COVID-19 pandemic made readily apparent the difficulty in financial/budget management of an airport that has disproportionate variable revenues versus fixed costs. Approximately 75 percent of the airports revenue is variable based directly on the number of airport passengers, i.e. revenues derived from parking, concessions, and rental cars. As passengers in/decrease, so does 75 percent of the airport’s corresponding revenue. Unlike the revenues however, the costs of operating the airport are predominantly fixed, attributable largely to personnel expenses. Regardless of the number of passengers, the number of personnel, their salaries and wages, and benefits remain the same or moderately increase with annual pay adjustments. To address this issue, the Authority’s action is to diversify its revenue portfolio with non-aviation fixed revenue streams including off-airport leasing and development.

Lessening the impact on operating revenues is the additional in CARES Act (CRRSA) funding. This funding is used for both salary and debt service and has been budgeted for receipt of \$5,091,757 in 2023.

As our times become more certain, Staff remains steadfast in efforts to, not only maintain, but enhance a safe airport and assure it’s financial survivability for many years to come.

**OVERVIEW AND ECONOMIC CONDITIONS**

The economic barometers of the airport - enplanements, operations and cargo tonnage - have been adjusted to reflect the recovery to pre-pandemic levels, expected recovery to Pre-COVID levels is not expected until 2024/2025:

|       | Enplanements | Operations | Cargo Tonnage |
|-------|--------------|------------|---------------|
| 2019  | 1,518,969    | 60,748     | 20,009        |
| 2020  | 520,029      | 43,745     | 21,163        |
| 2021  | 976,037      | 47,849     | 23,049        |
| 2022P | 1,200,000    | 53,500     | 22,000        |
| 2023P | 1,400,000    | 56,000     | 22,050        |

**OVERVIEW AND ECONOMIC CONDITIONS, continued**

The best measurement of a region’s economy is the unemployment rate. As shown below, the unemployment rate remained stable for the past five years, save the COVID-19 year.

|                | Capital Region | State of New York | United States |
|----------------|----------------|-------------------|---------------|
| 2018           | 3.5%           | 4.0%              | 3.9%          |
| 2019           | 3.5            | 3.9               | 3.6           |
| 2020           | 5.0            | 8.8               | 6.7           |
| 2021           | 2.6            | 5.4               | 3.9           |
| 2022, thru Jun | 2.9            | 4.4               | 3.6           |

Source: U.S. Bureau of Labor Statistics, <https://data.bls.gov/cgi-bin/surveymost>

**PROFILE**

The Albany International Airport (“ALB”) is categorized by the Federal Aviation Administration (“FAA”) as a small hub airport and comprises 1,164.9 acres. The Airport is served by five legacy, one ultra low cost passenger carrier (Frontier vacated ALB in 2023) and two cargo carriers with enplanements as follows:

|                     | 2019         | 2021       | 2023E      |
|---------------------|--------------|------------|------------|
| <b>Enplanements</b> |              |            |            |
| Allegiant           | 78,107       | 50,033     | 75,500     |
| American            | 312,378      | 222,576    | 335,800    |
| Delta               | 250,816      | 161,142    | 243,200    |
| Frontier            | 60,804       | 31,693     | *          |
| JetBlue             | 92,149       | 75,211     | 113,500    |
| Southwest           | 488,147      | 319,869    | 482,700    |
| United              | 230,993      | 114,964    | 173,500    |
| Others (Charters)   | <u>5,572</u> | <u>549</u> | <u>800</u> |
|                     | 1,518,969    | 976,037    | 1,425,000  |

\* Suspended service

As shown below are the number of weekly departures in January 2020 (pre-pandemic) and October 2021 and 2022.

|                       | Weekly Departures Jan 2020 | Weekly Departures Oct 2021 | Weekly Departures Oct 2022 |
|-----------------------|----------------------------|----------------------------|----------------------------|
| 1. Atlanta            | 20                         | 20                         | 20                         |
| 2. Hartford, CT       | -                          | -                          | -                          |
| 3. Baltimore          | 26                         | 26                         | 31                         |
| 4. Charlotte          | 19                         | 21                         | 18                         |
| 5. Chicago - Midway   | 12                         | 9                          | 13                         |
| 6. Chicago - O’Hare   | 40                         | 42                         | 34                         |
| 7. DC - Dulles        | 21                         | 27                         | 21                         |
| 8. DC - National      | 33                         | 21                         | 26                         |
| 9. Denver*            | -                          | 4                          | 1                          |
| 10. Detroit           | 25                         | 25                         | 24                         |
| 11. Fort Lauderdale   | 10                         | 7                          | 4                          |
| 12. Fort Meyers       | 4                          | -                          | -                          |
| 13. Miami             | -                          | -                          | -                          |
| 14. Minneapolis       | -                          | -                          | -                          |
| 15. Myrtle Beach*     | -                          | 2                          | 2                          |
| 16. Nashville         | -                          | -                          | 2                          |
| 17. Newark            | 31                         | 14                         | 13                         |
| 18. New York, LGA     | -                          | -                          | 24                         |
| 19. Orlando           | 27                         | 14                         | 14                         |
| 20. Orlando - Sanford | 2                          | 2                          | 2                          |
| 21. Philadelphia      | 30                         | 28                         | 21                         |
| 22. Raleigh-Durham    | -                          | -                          | -                          |
| 17. Tampa Punta Gorda | 2                          | 2                          | 3                          |
| 18. Tampa             | 9                          | 1                          | 2                          |
| 19. Tampa - St. Pete  | <u>2</u>                   | <u>2</u>                   | <u>2</u>                   |
|                       | 313                        | 267                        | 277                        |

\* Seasonal

Air cargo services are provided primarily by two cargo carriers as follows:

|                        | FY2020 Cargo  | FY2021 Cargo  | FY2022E Cargo |
|------------------------|---------------|---------------|---------------|
| <b>Cargo (in tons)</b> |               |               |               |
| FedEx                  | 12,125        | 9,294         | 9,200         |
| United Parcel Service  | 14,460        | 12,202        | 11,000        |
| Others                 | <u>1,938</u>  | <u>1,134</u>  | <u>1,100</u>  |
|                        | <b>28,523</b> | <b>22,630</b> | <b>21,300</b> |

ALB’s Primary Air Trade Area comprises an area within a 60 to 70 mile radius of the Airport. This area encompasses a total of 13 counties, including the Albany-Schenectady-Troy Metropolitan Statistical Area (MSA), with the New York counties of Albany (the county in which the Airport is located), Saratoga, Schenectady, Schoharie, and Rensselaer; the Glens Falls MSA, with the New York counties of Warren and Washington; the additional New York counties of Columbia, Fulton, Greene, Montgomery; Berkshire County, Massachusetts; and Bennington County, Vermont. The Airport is the sole provider of



**PROFILE**, continued

commercial service in the air trade area.

The Primary Air Trade Area Population has remained relatively the same in the past five years as follows:

|                      | <b>Primary<br/>Air Trade Area<br/>Population</b> |
|----------------------|--|
| 2015                 | 1,385,661  |
| 2016                 | 1,382,901  |
| 2017                 | 1,387,354  |
| 2018                 | 1,381,063  |
| 2019, Census         | 1,405,031  |
| 2021, Thru June 2021 | 1,404,730  |

The area includes over 31 employers with more than 1,000 employees, the largest employer being the State of New York with approximately 52,000 employees. The area includes 33 colleges and universities, 16 general-care hospitals, and offers a rich variety of cultural, recreational, educational resources, and activities.

**FINANCIAL POLICIES**

Financial policies, provided later in this section, set forth the basic framework for the overall fiscal management of the Authority. Operating independently of changing economic circumstances and conditions, these policies help the decision-making process of the Authority Board and administration. These policies provide guidelines and guidance for evaluating both current activities and proposals for future activities and programs.

Most of the policies represent long-standing principles (i.e. traditions and practices) that have guided the Authority for most of its existence. These traditions and practices have been further defined and refined over the past twenty-five plus years and have helped maintain the fiscal and financial stability in both the community and its government.

A guiding principle and policy is that of a balanced budget whereby current revenues equal or exceed current expenses.

Fiscal policies were designed to formalize and memorialize many of the traditions and practices that have long been followed; more clearly define the fiscal discipline of the Authority; and set standards to be maintained in the future. Within this context, it also compiles, assembles, and references the various policies that the Authority Board had previously formally adopted that bear clear fiscal and financial ramifications.

It has been identified that there are certain things that an Authority needs to do to protect itself and succeed, including:

- Maintain strong fiscal management
- Build cash reserves
- Maximize strengths
  - Good location
  - Transportation advantages
  - Strong fiscal management
- Minimize uncertainty
- Establish policy predictability
- Invest in the infrastructure that the Authority needs to succeed

The Authority Board has long incorporated these activities and practices in its planning and budgetary processes. This practice has arguably been beneficial for the financial well-being of the community and the Authority itself.

**BUDGET PROCESS**

The Public Authorities Reporting Information System (PARIS) is an online reporting system that allows the Authority to enter its budget information and submit reports to both the Authorities Budget Office and the Office of the State Comptroller, as required by law. Budget Reports are due sixty days prior to the start of the fiscal year.

**BUDGET PROCESS, continued**

New York Public Authorities Law requires the Authority make certain information is available online on its website. Posted website information must include:

- Mission Statement; and,
- Current Activities; and,
- Annual Financial Reports; and,
- Current Budget; and,
- Audit Report.

Budget Adoption The budget is adopted by resolution of the Authority Board.

Budget Calendar The FY2023 budget process is provided later in this section.

The Budget was discussed with the Board on three occasions:

1. In September a Draft #1 budget is provided to the Board.
2. On October 17th Draft #2 was presented and discussed with the Finance Committee.
3. On November 7th the budget was formally adopted.

After the final approval, the budget is filed with

- Public Authority Reporting Information System
- The ALB website
- Submitted to the GFOA Distinguished Budget Presentation Program.

Budget Amendment The Budget may be amended during the year. In the event the Authority recognizes such an occurrence, the budget is amended by resolution approved by the Board .

Budget Monitoring The independent monitoring of the budget continues throughout the fiscal year for management control purposes. Monthly financial statements comparing budget to actuals are presented to all senior staff and Board members for review.

**REVENUES**

Total revenues, both airport and FBO, are shown as follows:

|                     | Actual       | Budget       | Variance     |
|---------------------|--------------|--------------|--------------|
| 2019                | \$51,732,939 | \$53,926,386 | \$ 2,193,446 |
| 2020                | 41,733,874   | 53,762,544   | (12,028,670) |
| 2021                | 45,459,292   | 45,833,662   | ( 374,370)   |
| 2022 <sup>(1)</sup> | 52,964,588   | 50,481,110   | 2,483,478    |
| 2023 <sup>(1)</sup> | na           | 58,287,414   |              |

<sup>(1)</sup> estimated/budgeted

Budgeted 2023 Airport Revenue (not including FBO) increased \$6,144,788 from Budget 2022, largely as result increased enplanement activity driving ground transportation and concession revenue.

More so than in prior years, the financial activities of the Airport have been segregated from those activities of the Fixed Based Operator. This segregation allows the reader to better understand the financial activities of each, on an individual basis.

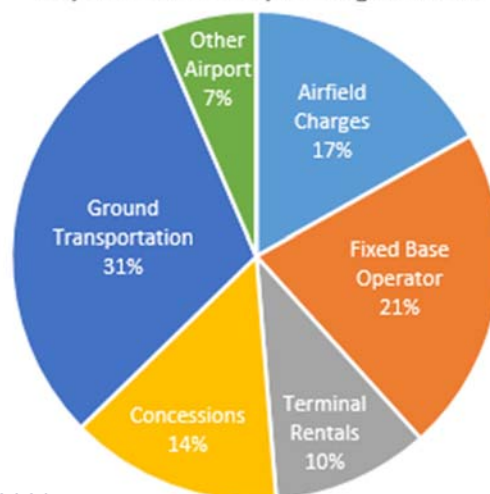
Segregated Airport and FBO actual revenues (not including CAREs Act Funding are shown as follows:

|                         | Airport      | FBO          | Total        |
|-------------------------|--------------|--------------|--------------|
| 2019                    | \$41,306,048 | \$10,426,891 | \$51,732,939 |
| 2020 <sup>(1)</sup>     | 24,511,916   | 6,307,407    | 30,819,323   |
| 2021 <sup>(1) (2)</sup> | 31,449,396   | 9,326,060    | 40,775,456   |
| 2022 <sup>(1) (2)</sup> | 40,532,998   | 12,431,590   | 52,964,588   |
| 2023 <sup>(2)</sup>     | 46,870,536   | 11,416,878   | 58,287,414   |

<sup>(1)</sup> Does not include CAREs Act funding.

<sup>(2)</sup> Budgeted/Projected

**Airport and FBO Operating Revenue**



**REVENUES, continued**

Budgeted 2023 FBO Revenue increased \$1,661,516 from the prior year's budget as a result anticipated increases in general aviation activity and the cost of fuel sold, the largest contributor of FBO revenue, that is passed on to the customer.

Similar to other airports, the Authority has the largest portion of its expenses (26% + 14% = 40.0%) attributable to personnel salaries, wages, payroll taxes and fringe benefits as shown below:

**EXPENDITURES**

Operating expenditures, those expenses related to the day-to-day operations are the Airport such as personnel, contractual services, and commodities. As mentioned in the Budget Overview, these expenditures are predominantly fixed and do not change all that much from year-to-year as shown below:

Like revenues, Airport and FBO actual expenses are segregated and shown as follows:

|                   | Actual       | Budget       | Variance     |
|-------------------|--------------|--------------|--------------|
| 2019              | \$39,772,833 | \$38,065,674 | \$ 1,707,159 |
| 2020              | 33,441,068   | 38,790,993   | (5,349,925)  |
| 2021              | 33,766,602   | 37,534,328   | (3,767,726)  |
| 2022 <sup>1</sup> | 39,814,003   | 40,762,202   | ( 948,199)   |
| 2023 <sup>1</sup> | na           | 45,892,553   |              |

|                   | Airport      | FBO          | Total        |
|-------------------|--------------|--------------|--------------|
| 2019              | \$31,312,534 | \$ 8,460,299 | \$39,772,833 |
| 2020              | 27,686,238   | 5,754,830    | 33,441,068   |
| 2021              | 26,281,612   | 7,484,990    | 33,766,602   |
| 2022 <sup>1</sup> | 30,278,652   | 9,535,351    | 39,814,003   |
| 2023 <sup>1</sup> | 35,719,629   | 10,111,394   | 45,892,553   |

<sup>1</sup> Projection/Budget

<sup>1</sup> Projection/Budget

The \$5,068,821 increase in the 2023 budgeted airport operating expenses is primarily due to salary, full and part-time position, increases (\$1,150,609), public safety increases (\$798,674), control tower maintenance (\$469,000), engineering services (\$215,000), hardware/software support (\$160,678), snow removal supplies (160,486), and, credit card charge fees (\$158,000).

**PERSONNEL**

Ten positions will be added in the 2023 Budget and all full time positions have been budgeted as follows:

|   | Budget 2021 | Budget 2022       | Budget 2023 |
|---|-------------|-------------------|-------------|
| 10 Airfield <sup>(1)</sup>                | 27          | 29                | 29          |
| 20 Terminal                               | 35          | 36                | 43          |
| Control Tower                             | 2           | 2                 | 2           |
| 21 Loading Bridges                        | 2           | 2                 | 3           |
| 30 Parking                                | 36          | 39                | 33          |
| 41 Operations                             | 14          | 17                | 18          |
| 42 ARFF                                   | 21          | 21                | 23          |
| 43 Security                               | 4           | 4                 | 4           |
| 50 Vehicle Maintenance                    | 11          | 12 <sup>(2)</sup> | 13          |
| 59 Airport Management Admin. <sup>1</sup> | 4           | 5 <sup>(3)</sup>  | 7           |
|   | 156         | 167               | 175         |
| 60 FBO Commercial (Airline)               | 10          | 11 <sup>(4)</sup> | 11          |
| 61 FBO General Aviation                   | 20          | 20                | 21          |
| 69 FBO Administration                     | 3           | 3                 | 4           |
|   | 33          | 34                | 36          |
| 71 Authority Administration               | 22          | 23                | 23          |
|   | 22          | 23                | 23          |
|   | 211         | 224               | 234         |

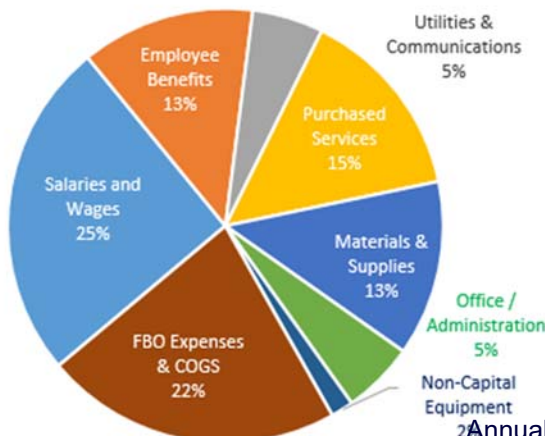
<sup>(1)</sup>One Administrative Assistant allocated in 0.5 Dept 10 and 0.5 Dept 59 is not included in 2020 count.

<sup>(2)</sup>One (1) Vehicle Maintenance position added outside of Budget 2022.

<sup>(3)</sup>One (1) Chief Technology Officer position added outside of Budget 2022.

<sup>(4)</sup>One (1) Facility Manager position added outside of Budget 2022.

**Airport and FBO Operating Expenditures**



**PERSONNEL, continued**

**Position Changes**

|                   |                                       |          |
|-------------------|---------------------------------------|----------|
| 20 Terminal       | Airport Custodian                     | 6        |
| 20 Terminal       | Custodial Lead                        | 1        |
| 21 Loading Bridge | Loading Bridge Technician             | 1        |
| 30 Parking        | Cashier / Shuttle Detailer            | (6)      |
| 41 Operations     | Assistant Airport Security Supervisor | 1        |
| 42 ARFF           | Firefighter / Safety Officer          | 2        |
| 50 Vehicle Maint. | Airport Maintenance Technician        | 1        |
| 59 Airport Mgmt.  | IT Technicians                        | 2        |
| 61 FBO Gen. Av.   | Customer Service Manger               | 1        |
| 69 FBO Admin.     | Manager                               | <u>1</u> |
|                   |                                       | 10       |

In August 2022, S&P Global Ratings upgraded outstanding debt from A- to A citing “the rating action reflects our expectation that ALB’s strong rebound in enplanement levels to near pre-pandemic levels will be sustained, supporting a return to business-as-usual rate-making with an improved market position assessment and a return of its enterprise risk profile assessment back to the pre-pandemic level of strength. We expect ALB will maintain financial metrics (S&P Global Ratings-calculated) consistent with an unchanged strong financial risk profile.”

Current bond ratings area as follows:

|                    |    |        |
|--------------------|----|--------|
| Moody’s            | A3 | Stable |
| S&P Global Ratings | A  | Stable |

**CAPITAL IMPROVEMENT PROGRAM**

The Capital Improvement Program (CIP) identifies all capital expenditures and their respective legal and regulatory funding sources within a five year time-frame. Capital expenditures are in excess of at least \$50,000 depending upon the asset category and have a useful life of greater than one year. The expenditures include replacement of rolling stock, building and infrastructure repairs, and contributions for grant-funded projects.

Before issuing new debt, the Authority carefully reviews its own financial position, and its ability to repay new debt issues with the least impact on the airlines. New issues are often structured in recognition of our existing debt obligations and when those obligations are retired.

Prudent financial and budget management mandates the segregation and isolation of not only operating from capital funds, but the related cash inflow and cash outflow as well. It is imperative that segregation occur between operating from capital funds and also important that certain capital funds be segregated as well for statutory or other legal requirements.

The debt service schedule for the next five years is as follows:

| <b>Year Ending<br/>December 31</b> | <b>Principal</b> | <b>Interest</b> | <b>Total</b> |
|------------------------------------|------------------|-----------------|--------------|
| 2022                               | 6,685,000        | 3,335,200       | 10,020,000   |
| 2023                               | 7,020,000        | 3,002,650       | 10,022,650   |
| 2024                               | 7,280,000        | 2,653,400       | 9,933,400    |
| 2025                               | 7,625,000        | 2,291,250       | 9,916,250    |
| 2026                               | 8,030,000        | 1,910,000       | 9,940,000    |

**DEBT SERVICE**

Debt service has remained relatively stable over the last five years. The payments not including Passenger Facility Charges (PFC’s) applied for the last five years is shown below.

**USE OF ESTIMATES**

Both budgeted revenues and expenditures are estimated based on historical trends and, when applicable, underlying assumptions. Underlying assumptions may include enplanements, aircraft landed weights and aircraft operations.

|      | <b>Debt<br/>Service</b> |
|------|-------------------------|
| 2019 | 11,643,027              |
| 2020 | 11,066,097              |
| 2021 | 11,819,269              |
| 2022 | 10,020,200              |
| 2023 | 10,022,650              |

**BASIS OF BUDGETING**

As a Proprietary Fund, the Authority uses a flow of economic resources, which is similar to the accrual basis of accounting with the below noted exceptions:

- Revenues are budgeted in the period they are earned and measurable:
- Expenses are budgeted in the period in which the liability was incurred:
- Depreciation of assets is not budgeted
- Capital outlay is budgeted as an expense not the year purchased;
- Principal payments are budgeted as an expense rather than a reduction to the liability.

**GAAP FINANCIAL STATEMENTS**

The Authority has adopted December 31 as its fiscal year end and issued its first financial statements in 1994. An audited comprehensive annual financial report has been issued each year thereafter. The Authority’s financial statements are prepared on an accrual basis of accounting in accordance with generally accepted accounting principles (GAAP) promulgated by the Governmental Accounting Standards Board (GASB). The 2020 financial statements are available at [www.albanyairport.com](http://www.albanyairport.com).

The Authority operates as a single enterprise fund. Enterprise funds distinguish operating revenues and expenses from non-operating items in accordance with the flow of economic resources measurement focus and the accrual basis of accounting. All assets, liabilities, net position, revenues, and expenses are accounted for through a single enterprise fund with revenues recorded when earned and expenses are recorded at the time liabilities are incurred. Capital assets are capitalized (except land) and depreciated over their useful lives. Funds are restricted for debt service and, where applicable, for construction projects.

**DISTINGUISHED BUDGET PRESENTATION AWARD**

For the Budget Year Beginning, January 1, 2022, the Government Finance Officers Association of the United States and Canada (GFOA) has presented the twentieth Distinguished Budget Presentation Award to the Albany County Airport Authority.

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

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

**ACKNOWLEDGEMENT**

I would like to express my appreciation for the contributions of Ms. Margaret Herrmann for her efforts in the preparation of this document in a coherent manner for all to read and digest.

The publication of this budget would not occur without the efficient and dedicated services of all the members of the Authority’s Finance Department, plus those from AvPORTS and Million Air, who contributed to the process.

I would also like to thank Mr. Philip Calderone, Authority CEO, and the members of the Board for their support in planning and conducting the financial operations of the Authority in a responsible and progressive manner. Without their leadership and ongoing support, preparation of this report could not have been accomplished.

Respectfully submitted,

Michael F. Zonsius, AAE, CPA  
Chief Financial Officer



GOVERNMENT FINANCE OFFICERS ASSOCIATION

*Distinguished  
Budget Presentation  
Award*

PRESENTED TO

**Albany County Airport Authority  
New York**

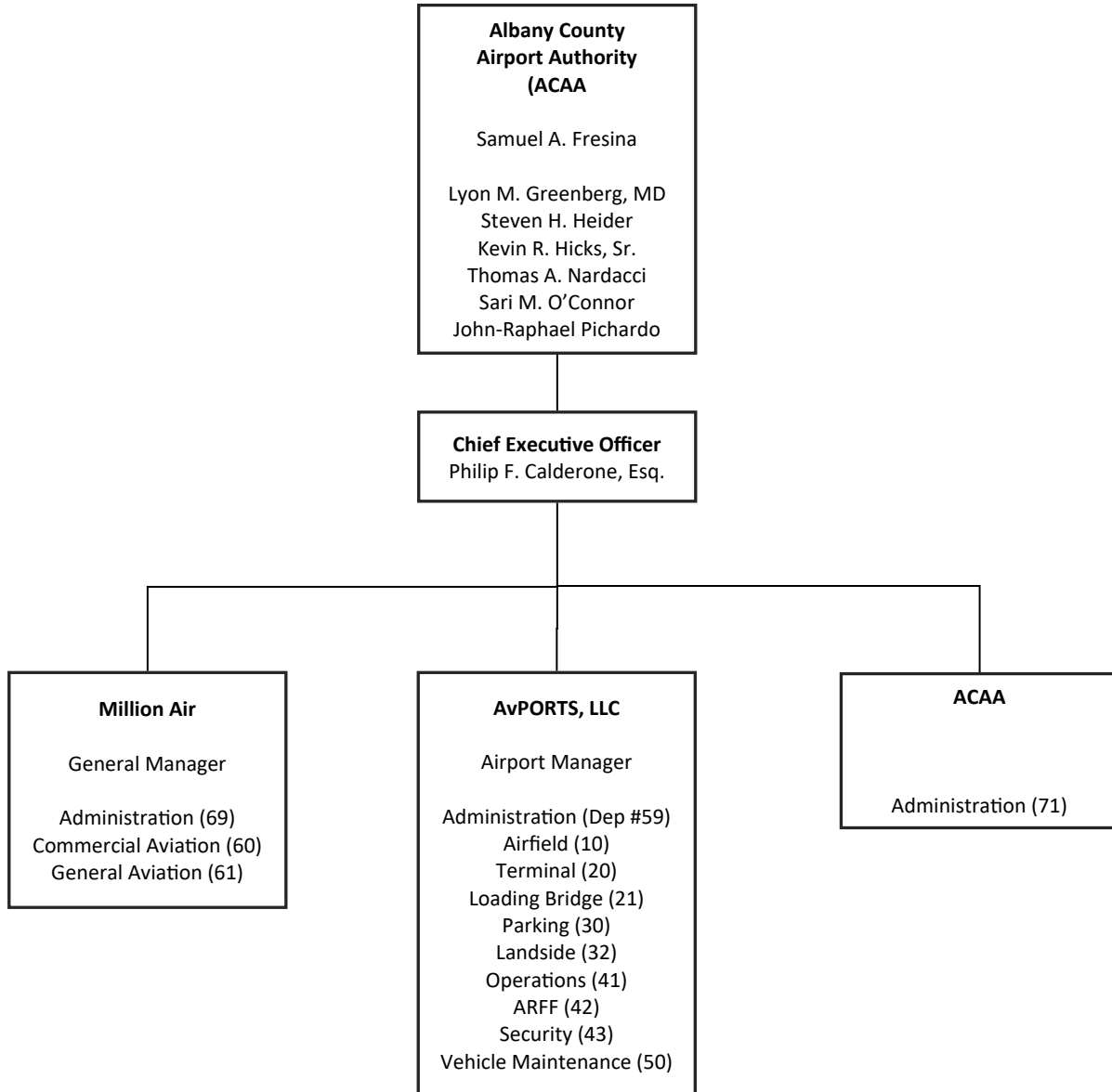
For the Fiscal Year Beginning

**January 1, 2022**

*Christopher P. Morill*

Executive Director

**ORGANIZATION CHART**



Number in parenthesis represents department number.

**ORGANIZATION**

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

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

**Samuel A. Fresina**  
Chairman of the Board

**Kevin R. Hicks, Sr.**  
Vice Chair

**Steven H. Heider**  
Secretary

**Lyon M. Greenberg, MD**  
Treasurer

**Sari M. O'Connor**

**Thomas A Nardacci**

**John-Raphael Pichardo**

**Philip F. Calderone, Esq**  
Chief Executive Officer

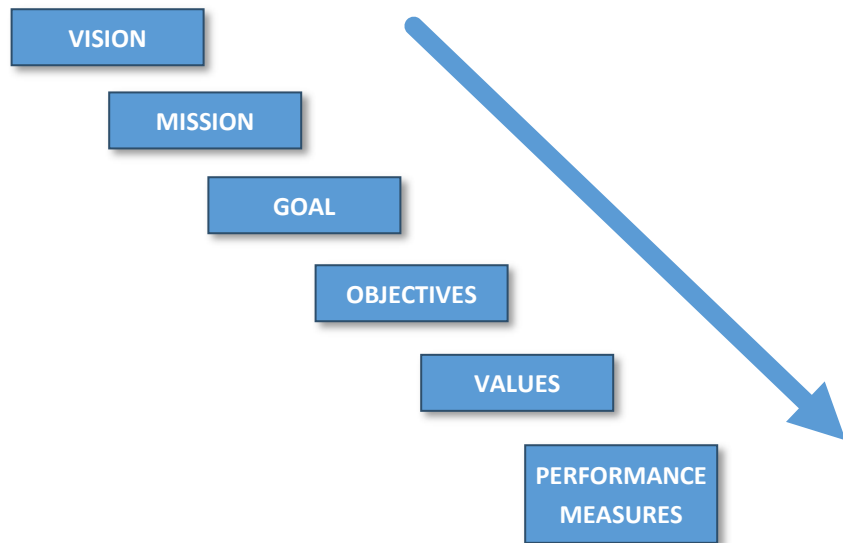


**STRATEGIC PLAN**

The Public Authorities Reform Act of 2009 introduced a requirement that Public Authorities adopt a mission statement and performance measurements. During 2010, the Albany County Airport Authority adopted a new Mission Statement and related Performance Measurements. The Albany County Airport Authority adopted Mission Statement Performance Measurements that at the time, were consistent with the recommendations found in the Transportation Research Board ACRP Report 19—Development and Airport Performance Measurement System issued in 2010 and sponsored by the Federal Aviation Administration. Since then, having had time to, digest and interpret the performance measures, the Authority has pared down the number of these measures to those that are priorities and readily and objectively identifiable.

The Authority continues to develop and refine its plans and programs with regard to its infrastructure, terminal and hangar buildings, equipment and staffing to maintain acceptable levels of service to its customers. The Authority has developed programmed schedules for vehicle and equipment replacements. Similarly, it has developed the Pavement Management Program in order to maintain runways, taxiways and aprons to an acceptable service level. Similar programs have been and are being developed for other components of the Authority’s infrastructure.

The Authority’s Strategic Plan is used as a source for the department’s annual goals and is provided later in this section. The purpose of this plan is to identify and prioritize the issues facing the Albany International Airport and address those issues within the context of creating the annual budget. Provided that the Authority’s vision, mission, goal, objectives, and values remain cogent for the Authority, the next step is to devise strategies to accomplish those goals and objectives.



At the department level, performance measures were developed to assess whether the Authority was successful in meeting its goals and objectives. As shown in the Supplemental Information Section of this budget report, are those performance measures.

As a matter of practice and for public review, the Authority prepares the performance measurements each year and incorporates them into both the annual financial report and the annual budget.

**VISION**

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

**MISSION**

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

- Provide world-class, customer-oriented transportation services at Albany International Airport;
- Promote airline, cargo, business, and general aviation services at Albany International Airport by providing quality airport facilities;
- Operate the airport and provide services in the most cost-effective manner;
- Foster inter-modal transportation;
- Implement the airport's Capital Improvement Plan; and,
- Maintain financial security.

**GOAL**

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

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

**OBJECTIVES**

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

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

**VALUES**

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

- Responsiveness – being proactive; having a bias for action and sense of urgency in getting things done; anticipating the needs of tenants and passengers by taking fast action to surpass their expectations; encouraging tenant and passenger input.
- Integrity – possessing a commitment to doing the right things right, with consistent adherence to the highest professional standards; keeping commitments to our tenants, passengers, employees, and others.
- Innovation – dedicating ourselves to learning and growing; constantly searching for better ways to get the job done; using our collective imagination effectively to solve problems for our tenants, passengers and employees; going beyond perceived boundaries to get desired results.
- Teamwork – recognizing that every board member, employee, volunteer, tenant and others are important to the complete satisfaction of Albany International Airport; feeling personally responsible for successful outcomes; treating everyone with respect; communicating regularly, directly and honestly with our board members, employees, volunteers, tenants and others.

**Strategic Plan**

| Strategy                                     | Goal  | Key Initiatives   | Result   |
|--|---|---|--|
| 22-01<br>Ensure Long Term Financial Security | Provide the Albany International Airport (“ALB”) with the financial resources to meet operational needs and meet all debt service obligations.  | Maintain appropriate financial reserves.  | <ul style="list-style-type: none"> <li>→ Maintain at least a 125% debt service coverage of net revenues.</li> <li>→ Maintain its A3 / A- Bond Rating from Moody’s and S&amp;P Global Ratings , respectively.</li> <li>→ Maintain a minimum two-month operating reserve.</li> </ul> |
|  |   | Enforce cost saving measures— improve purchasing processes, assess and identify savings at service levels and cost/benefit analysis.                    | <ul style="list-style-type: none"> <li>→ Implement cost saving plans.</li> <li>→ Identify Savings.</li> </ul>  |
|  |   | Increase non-aeronautical revenue.  | <ul style="list-style-type: none"> <li>→ Identify new revenue streams.</li> <li>→ Generate new busines at ALB.</li> </ul>  |
| 22-02<br>Promote Customer Service            | Ensure ALB provides world-class customer service.   | Promote Albany International Airport to international and domestic airlines to increase air service.  | <ul style="list-style-type: none"> <li>→ Increase non-stop destinations.</li> <li>→ Increase flight frequency.</li> </ul>  |
|  |   | Evaluate customer service needs based on changing demographics of traveling public.   | <ul style="list-style-type: none"> <li>→ Increase concession revenues.</li> <li>→ Increase passenger activity.</li> </ul>  |
|  |   | Review roles and responsibilities for customer service between airlines and other Airport businesses.   | <ul style="list-style-type: none"> <li>→ Identify service responsibilities.</li> <li>→ Increase customer service.</li> </ul>   |
| 20-03<br>Strengthen Relationships            | Strengthen Albany International Airport’s effectiveness through interdepartmental relationships and alliances with regional businesses, public agencies, governmental units and airlines. | Encourage internal teamwork.  | <ul style="list-style-type: none"> <li>→ Improve effectiveness through cross department communications, coordination and sharing.</li> </ul>   |
|  |   | Strengthen partnerships with Federal and State agencies.  | <ul style="list-style-type: none"> <li>→ Improve communications and integration of efforts with Federal and State agencies.</li> </ul>   |
|  |   | Strengthen partnerships with the regional business communities.   | <ul style="list-style-type: none"> <li>→ Improve coordination efforts between ALB and the regional business communities</li> </ul>   |
|  |   | Build public support of Albany International Airport policies and initiatives through proactive communication and public relations outreach activities. | <ul style="list-style-type: none"> <li>→ Improve communications at ALB’s policies and programs.</li> <li>→ Increase support of ALB’s positions and activities.</li> </ul>  |

**Strategic Plan**

| Strategy  | Goal   | Key Initiatives   | Result   |
|---|--|---|--|
| 20-04<br>Utilize employee experience and knowledge to adjust to changing business needs | Ensure Albany International Airport acquires/retains employees with ability, experience and knowledge to fulfill its mission | Ensure employee wages and benefits are competitive.   | → Ensure Airport is competitive in the marketplace and able to attract and retain quality talent.  |
|   |  | Expand employee training programs.  | → Enhance employee knowledge and skill development in every department.  |
|   |  | Design and integrate leadership development process.  | → Leadership that supports organizational goals.<br>→ Preserve organizational knowledge.   |
|   |  | Build public support of Albany International Airport policies and initiatives through proactive communication and public relations outreach activities. | → Improve communications at ALB's policies and programs.<br>→ Increase support of ALB's positions and activities.  |
| 20-05<br>Utilize new technology   | Improve performance, increase productivity and deliver cost effective services.  | Establish strategic investments in new equipment and technology based on current industry standards.  | → Upgrade equipment and electronic technology that improves productivity.  |
|   |  | Evolve server equipment to virtual server technology.   | → Lower energy maintenance, hardware and disaster recovery costs<br>→ Greater efficiency and productivity<br>→ Lower capital and operational technology costs. |
|   |  | Distribute software updates, patches and new programs electronically.   | → Complete updates and installations.<br>→ Produce greater productivity and security.  |
|   |  | Evaluate common use system and support services at ALB.   | → Common use systems upgraded.   |

**Performance Measurements**

| Area of Measurement          | Performance Measure               | Performance Measure Component  | Final 2018  | Final 2019 | Final 2020 | Final 2021 | Budget 2023 |   |
|------------------------------|-----------------------------------|--|---|------------|------------|------------|-------------|---|
| Safety                       | Employee Accidents and incidents  | Construction Injuries Time Injury Rate   | 14  | 15         | 15         | 4          | 10          |   |
|                              |                                   | Airfield Violations  |   |            |            |            |             |   |
|                              |                                   | Runway Incursions  | 0   | 0          | 1          | 1          | 0           |   |
|                              |                                   | Runway Condition FAA Compliance  | 0   | 0          | 0          | 0          | 0           |   |
|                              |                                   | Inspection Discrepancies   | 3   | 3          | 4          | 9          | 0           |   |
| Security                     | Security Incidents and Violations | Security Badge Breaches:   |   |            |            |            |             |   |
|                              |                                   | Letters of investigation   | 1   | 0          | 0          | 1          | 0           |   |
|                              |                                   | Violations   | 0   | 0          | 1          | 3          | 0           |   |
| Financial                    | Revenue Management                | Total Airline Revenue per enplaned passenger w FBO   | \$9.72  | \$7.89     | \$19.22    | \$10.42    | \$9.61      |   |
|                              |                                   | Total Non-Airline Revenue per enplaned pax (passenger)   | \$24.93   | \$26.16    | \$39.69    | \$33.00    | \$30.05     |   |
|                              |                                   | Total Revenue per enplaned pax   | \$39.41   | \$39.48    | \$85.40    | \$48.35    | \$44.06     |   |
|                              | Cost Performance                  | Operating Cost per enplaned pax wo FBO   | -   | \$19.20    | \$51.66    | \$27.22    | \$24.79     |   |
|                              |                                   | Airline Cost per enplaned pax  | \$6.57  | \$5.90     | \$16.30    | \$8.49     | 7.30        |   |
|                              | Debt Management                   | Debt Service Coverage Ratio  | 1.44  | 1.78       | 1.30       | 1.57       | 2.12        |   |
|                              |                                   | Debt per enplaned pax  | \$64  | \$64       | \$161      | \$77       | \$39        |   |
|                              | Liquidity                         | Days Unrestricted Cash on Hand   | 261   | 294        | 292        | 241        |             |   |
|                              | Operational                       | Aircraft Delays caused by Airport  | Number of Aircraft Delay caused by Airport or Runway Closings | 0          | 0          | 0          | 0           | 0 |
|                              |                                   | Aircraft Delays caused by FBO  | Number of Aircraft Fueling Delays                             | 36         | 27         | 15         | 13          | 5 |
| Customer Service             | Service Quality                   | Terminal Cleanliness Concessions Quality and Variety (5 is the highest)                                  | 4.5   | 4.7        | note 1     | note 1     | note 1      |   |
|                              | Customer Satisfaction             | Customer Survey Results (5 is the highest)   | 4.5   | 4.6        | note 1     | note 1     | note 1      |   |
| Environmental Sustainability | Environmental Compliance          | Violations Identified by Regulatory Agency De-Icing Material Discharge Frequency and Severity of Spills: |   |            |            |            |             |   |
|                              |                                   | SPDES violations   | 0   | 0          | 0          | 0          | 0           |   |
|                              |                                   | DEC violations   | 0   | 0          | 0          | 0          | 0           |   |
|                              | Noise                             | Noise Levels/Noise Complaints  | 36  | 11         | 40         | 40         | 10          |   |
| People                       | Employee Satisfaction             | Employee Turnover  |   |            |            |            |             |   |
|                              |                                   | AFCO/AvPORTS   | 15.4%   | 15.4%      | 14.3%      | 10.0%      | 10.0%       |   |
|                              |                                   | Million Air FBO  | 19.0%   | 19.0%      | 9.0%       | 31.3%      | 10.0%       |   |
|                              |                                   | ACAA   | 0.0%  | 0.0        | 0.0%       | 0.0%       | 0.0%        |   |
|                              | Workforce Diversity               | Minority Representation in Workforce   | 19.3%   | 20.4%      | 19.7%      | 20.7%      | 20.0%       |   |

\* The increase in 2020 and 2022 is due to the large decrease in the enplanements (denominator) due to the COVID-19 pandemic

Note 1—An insufficient number of customer satisfaction survey were conducted to report on this performance measure.

## FINANCIAL POLICIES

### Guidelines

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

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

### Balanced Budget

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

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

### Budget Amendments

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

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

No amendments have been enacted during the year 2021.

### Budget Monitoring

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

Operating statements comparing actual financial results to budgets are reported monthly by the Chief Financial Officer and distributed to Board members, senior management and all key employees. Quarterly and annual financial reports are posted on the Authority's website – [www.albanyairport.com](http://www.albanyairport.com).

### Performance Measurements

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

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

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

### Planning

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

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

### Capital Improvement Policies

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

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

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

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

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

### Debt Policy

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

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

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

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

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

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

**FINANCIAL POLICIES, continued**

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

The Authority will comply with its Variable Rate Debt Policy which limits the use of net permanent variable rate debt to twenty percent of total debt outstanding.

Revenue Policy

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

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

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

Rates and Charges

The Authority and the airlines have negotiated a Use and Lease Agreement that became effective on January 1, 2016 to establish how the airlines that signed the agreement will be assessed annual rates and charges for their use of the Airport. Rates and charges are established annually. The calculation thereof is set forth later in this document. The agreement is effective through December 31, 2021 with an option to renew for two one-year options and one two-year option.

Compliance with Master Bond Resolution

The Authority has established the following funds and accounts as required by the Master Resolution and has set the policy on fund balance as follows:

- Revenue Fund - holding revenues collected by the Authority and applying revenues as required by the Master Resolution. Our policy is to keep only necessary amounts for working capital.
- O&M Fund, holding anticipated O&M expenses. Extra unused funds are applied to the accounts below;
- O&M Reserve - holding reserve for O&M expenses, equaling two months of O&M expenses as required by the Master Resolution;
- Bond Fund - including only principal and interest to be paid in the next payment dates;
- Bond Reserve Fund - including only amounts required by the Master Resolution;

- Renewal and Replacement Fund - The Authority's policy is to keep a minimum balance of \$500,000 in this account:

- Airport Development Fund - holding retained earnings of the Authority. The Authority's policy is to use this fund to build additional liquidity or avoid capital borrowing.

- Capital Construction Fund - to hold funds for Capital Project expense.

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

- PFC account - holding all Passenger Facility Charge revenues collected by the Authority, to be used for future rates and charges or pay-as-you-go projects. The Authority reviews airlines rates and charges annually to determine the fund balance;

- Concession Area Improvement funds - collected by the Authority for improvement to concession areas if needed at the Authority's discretion; and

Investment Policies

The investment of Authority funds is governed by provisions of its enabling legislation and by an Investment Policy last amended by the Authority July 23, 2018. Any State or Federally chartered commercial bank that can meet the Authority's requirements in its Cash Management and Investment Policy which specifies required ratings and capabilities is authorized for deposit of monies.

Monies not needed for immediate expenditure may be invested in

- (1) United States Treasury obligations
- (2) Obligations backed by the United States Government full faith and credit
- (3) Obligations of New York State
- (4) Obligations of any other state provided it has received the highest rating by one independent rating agency designated by the State Comptroller
- (5) Certificates of deposit fully collateralized from a bank or trust company in New York State
- (6) Repurchase agreements using United States Treasury obligations with maturities of seven years or less.

Investments are stated at cost or amortized cost if maturity at time of purchase is less than 1 year and fair value if greater than 1 year.

**BUDGET  
MESSAGE**

**DEPARTMENT /  
COST CENTER**

**DEBT  
SERVICE**

**CAPITAL  
IMPROVEMENT  
PROGRAM**

**RATES  
AND  
CHARGES**

**SUPPLEMENTAL  
INFORMATION**

**RATES and CHARGES**

|       |                                |                         | 2019        | 2020         | 2021         | BY2022      | BY2023      |
|-------|--------------------------------|-------------------------|-------------|--------------|--------------|-------------|-------------|
| 01010 | Landing Fees - Signatory       | /1,000 lbs.             | \$ 2.75     | \$ 3.20      | \$ 3.15      | \$ 3.53     | \$ 4.18     |
| 01011 | Landing Fees - Non Signatory   | /1,000 lbs.             | \$ 4.19     | \$ 4.00      | \$ 3.94      | \$ 4.41     | \$ 5.23     |
| 01021 | Apron Parking                  | Square Foot             | \$ 1.16     | \$ 1.30      | \$ 1.15      | \$ 1.48     | \$ 1.65     |
| 01035 | Glycol Disposal Fee            | /gallon                 | \$ 2.30     | \$ 2.30      | \$ 2.30      | \$ 2.30     | \$ 2.30     |
| 01050 | Land Rental                    | Square Foot             |             |              |              |             |             |
| 01060 | Building Rental                | Square Foot             |             |              |              |             |             |
| 01065 | NE Cargo Facility              |                         |             |              |              |             |             |
| 01070 | Hangar Rental                  | Square Foot             |             |              |              |             |             |
| 02010 | Airline Space Rental-Signatory | Square Foot             | \$ 90.57    | \$ 59.45     | \$ 71.82     | \$ 78.76    | \$ 94.08    |
| 02010 | Airline Space Rental-Non Sig   | Square Foot             | \$ 64.49    | \$ 74.31     | \$ 89.78     | \$ 98.45    | \$ 117.60   |
| 02011 | Passenger Boarding Bridge      | Per bridge              | \$40,948.00 | \$28,200.00  | \$36,287.00  | \$41,177.00 | \$54,821.05 |
| 02012 | Baggage Claim Room             | Square Foot             | \$ 90.57    | \$ 59.45     | \$ 71.82     | \$ 78.76    | \$ 78.76    |
| 02020 | Non-Airline Space Rental       | Square Foot             |             |              |              |             |             |
| 02020 | Non-Airline Space Rental       | Antennae                |             |              |              |             |             |
| 02030 | Non-Sig Per Turn Rate          | /enplanement            | \$ 6.50     | \$ 6.27      | \$ 8.80      | \$ 7.27     | \$ 7.12     |
| 03010 | Short Term Parking             | Maximum daily rate      | \$ 24.00    | \$ 24.00     | \$ 24.00     | \$ 24.00    | \$ 24.00    |
| 03011 | Long Term Parking (surface)    | Maximum daily rate      | \$ 10.00    | \$ 10./6.00  | \$ 10./6.00  | \$ 10.00    | \$ 10.00    |
|       | Long Term Parking (garage)     |                         | \$ 13.00    | \$ 14./10.00 | \$ 14./10.00 | \$ 14.00    | \$ 14.00    |
| 03013 | Economy Parking                | Maximum daily rate      | \$ 6.00     | \$ 6/Closed  | \$ 6.00      | \$ 6.00     | \$ 6.00     |
| 03014 | Employee Parking               | ee/space/year           | \$ 15.00    | \$ 15.00     | \$ 15.00     | \$ 20.00    | \$ 20.00    |
|       |                                | flight crew/space/year  | \$ 240.00   | \$ 240.00    | \$ 240.00    | \$ 240.00   | \$ 240.00   |
| 03020 | Contract Taxi                  | Per pickup              | \$ 2.09     | \$ 2.09      | \$ 2.09      | \$ 2.09     | \$ 2.09     |
| 03021 | Limousines                     | Per pickup              | \$ 2.09     | \$ 2.09      | \$ 2.09      | \$ 2.09     | \$ 2.09     |
| 03022 | Hotels                         | Per vehicle/year        | \$ 650.00   | \$ 650.00    | \$ 650.00    | \$ 650.00   | \$ 650.00   |
| 03023 | Off-Airport Rental Cars        | Gross revenues / MAG    | 10.0%       | 10.0%        | 10.0%        | 10.0%       | 10.0%       |
| 03024 | Off-Airport Parking Facilities | Gross revenues / MAG    | 10.0%       | 10.0%        | 10.0%        | 10.0%       | 10.0%       |
| 03027 | Transport. Net Charges (TNCs)  | Per pickup              | \$ 2.09     | \$ 2.09      | \$ 2.09      | \$ 2.09     | \$ 2.09     |
| 02051 | Rental Car Concession          | Gross revenue / MAG     | 10.0%       | 10.0%        | 10.0%        | 10.0%       | 10.0%       |
| 02052 | Food & Beverage (avg.)         | Gross Sales / MAG       | 13.0%       | 13.0%        | 13.0%        | 13.0%       | 13.0%       |
| 02056 | Vending Machine Concession     |                         |             |              |              |             |             |
| 02057 | Baggage Cart                   | /cart, \$1.00 at return | \$4.00      | \$4.00       | \$4.00       | \$ 4.00     | \$ 4.00     |
| 02062 | Operating Permits              |                         |             |              |              |             |             |
| 02063 | Internet & Cable Access        | Internet Hookup         | \$ 660.00   | \$ 660.00    | \$ 660.00    | \$ 660.00   | \$ 660.00   |
| 02063 | Internet & Cable Access        | Cable                   | \$ 400.00   | \$ 400.00    | \$ 400.00    | \$ 400.00   | \$ 400.00   |
| 03040 | Garage Space Rent              | Auto space              | \$ 251.44   |              | \$ 251.44    | \$ 251.44   | \$ 251.44   |
| 03040 | Garage Space Rent              | Kiosk                   | \$15,300.00 | \$15,300.00  | \$15,300.00  | \$15,300.00 | \$15,300.00 |
| 03100 | T-Hangar Rental - Small        | Square foot             | \$ 3.07     | \$ 3.07      | \$ 3.07      | \$ 3.47     | \$ 3.47     |
|       | T-Hangar Rental - Large        |                         | \$ 3.86     | \$ 3.86      | \$ 3.86      | \$ 3.91     | \$ 3.91     |
| 03200 | Tie-down                       | Per tie down            | \$ 1,451.00 | \$ 1,415.00  | \$ 1,451.00  | \$1,500.00  | \$1,500.00  |
| 09001 | Fingerprinting                 | Based tenant            |             | \$ 39.25     | \$ 39.25     | \$ 45.00    | \$ 45.00    |
|       |                                | Non Based Tenant        |             | \$ 49.25     | \$ 49.25     | \$ 55.00    | \$ 55.00    |
|       | Badge Renewal                  | Badge                   |             | \$ 22.00     | \$ 22.00     | \$ 25.00    | \$ 25.00    |
|       | Lost Badge                     | 1st Offense             |             | \$ 50.00     | \$ 50.00     | \$ 75.00    | \$ 75.00    |
|       |                                | 2nd Offense             |             | \$ 75.00     | \$ 75.00     | \$ 100.00   | \$ 100.00   |
|       |                                | 3rd Offense             |             | \$ 125.00    | \$ 125.00    | \$ 125.00   | \$ 125.00   |
| 79500 | Passenger Facility Charges     | Per Enplanement         | \$ 4.50     | \$ 4.50      | \$ 4.50      | \$ 4.50     | \$ 4.50     |



**RATES and CHARGES, continued**

|                             |   |                          | 2019     | 2020     | 2021     | BY2022   | BY2023   |
|-----------------------------|---|--------------------------|----------|----------|----------|----------|----------|
| <b>Fixed Based Operator</b> |   |                          |          |          |          |          |          |
| 01510                       | JetA Fuel Sales,                          | Per gallon, + cost +     | \$ 2.00  | \$ 2.00  | \$ 2.25  | \$ 2.75  | \$ 2.75  |
| 01511                       | AvGas Fuel Sales                          | Per gallon, + cost +     | \$ 1.50  | \$ 1.50  | \$ 1.50  | \$ 1.50  | \$ 1.50  |
| 01512                       | Auto Gas Fuel Sales                       | Per gallon, full service | \$ 1.00  | \$ 1.00  | \$ 1.00  | \$ 1.00  | \$ 1.00  |
|                             |   | Per gallon, self service | \$ 0.50  | \$ 0.50  | \$ 0.50  | \$ 0.50  | \$ 0.50  |
| 01513                       | Diesel Fuel Sales                         | Per gallon, full service | \$ 1.00  | \$ 1.00  | \$ 1.00  | \$ 1.00  | \$ 1.00  |
|                             |   | Per gallon, self service | \$ 0.50  | \$ 0.50  | \$ 0.50  | \$ 0.50  | \$ 0.50  |
| 01520                       | Into Plane Rev, Signatory                 | Per fuel operation       | \$ 35.00 | \$ 35.00 | \$ 35.00 | \$ 45.00 | \$ 45.00 |
|                             | Into Plane Rev, Non Sig                   |                          | \$ 45.00 | \$ 45.00 | \$ 45.00 | \$ 55.00 | \$ 55.00 |
| 01521                       | Fuel Farm Flow. Fee (1)                   | Per glycol gallon        | \$ 0.30  | \$ 0.30  | \$ 0.30  | \$ 0.30  | \$ 0.30  |
|                             | Fuel Farm Flow. Fee                       | Per fuel gallon          | \$ 0.03  | \$ 0.03  | \$ 0.03  | \$ 0.05  | \$ 0.05  |
| 01530                       | General Aviation Landing Fee              | Landed weight            |          | \$ 4.19  | \$ 4.19  | \$ 4.19  | \$ 4.19  |
| 01535                       | General Aviation Parking Fee              | Square Foot              |          |          |          |          |          |
| 01540                       | Deicing Type I - Sprayed                  | Per gallon+cost \$16.29  | \$ 5.50  | \$ 5.50  | \$ 5.50  | \$ 5.50  | \$ 5.50  |
| 01540                       | Deicing Type I - GA                       | Per gallon, + cost +     |          |          |          | \$ 21.00 | \$ 25.00 |
| 01540                       | Deicing Type IV - GA                      | Per gallon, + cost +     |          |          |          | \$ 23.00 | \$ 23.00 |
| 01541                       | Deicing Type I - Consortium <sup>1</sup>  | Per gallon, cost \$16.29 | \$ -     | \$ -     | \$ -     | \$ -     | \$ -     |
| 01542                       | Deicing Type IV - Sprayed                 | Per gallon cost \$11.29  | \$ 5.50  | \$ 5.50  | \$ 5.50  | \$ 5.50  | \$ 5.50  |
| 01543                       | Deicing Type IV - Consortium <sup>1</sup> | Per gallon, cost \$11.29 | \$ -     | \$ -     | \$ -     | \$ -     | \$ -     |
| 01545                       | Community Hangar                          | Sq.                      |          |          |          |          |          |

<sup>(1)</sup> Consortium - Airline sprays their own aircraft (SWA, AA, UPS, Fedex)

## GOVERNMENTAL BUDGETARY FUND STRUCTURE

The Authority uses a Proprietary Fund structure, defined below, to record the financial activities. This method is used because the Authority is a self-supporting entity whereby the payment of all Authority expenditures is supported by all Authority revenues.

Generally, however, governments use fund accounting to record their financial activities. Fund accounting means activities are separated so as to have its own set of financial records, this segregation is often caused by legal, statutory or practical purposes. This structure provides three broad categories of governmental fund types; governmental, proprietary, and fiduciary that may be further broken down as shown below.

**Governmental Funds** are those through which most governmental functions are financed and provided. Governmental fund types are broken down into three categories explained in further detail below.

- General Fund, is the primary operating fund of a government. It is used to account for all financial resources and activities except those required to be accounted for in another fund. This fund records the day-to-day financial activities that include, administration, police and fire protection, and public work activities.
- Special Revenue Funds are used to record revenue that has a restriction as to how the funds are to be used/ expended. Each special revenue fund provides a unique service or activity and is funded via taxes and/or user charges that are legally limited to being expended strictly on the purpose of that fund.
- Capital Projects Funds accounts for all fixed asset acquisitions and major capital projects not otherwise accounted for in other capital projects or enterprise funds.
- Debt Service Funds are used to accumulate funds for the payment of general long-term debt service. These funds are frequently stipulated by bond indentures.

**Proprietary Funds** are established to account for the financing and self-support operations and activities of governmental units which render services to the public on a user-fee basis. These operations are often similar to those found in the private sector operated for a profit.

- Enterprise Funds are used to account for private enterprise type activities whereby the intent, at a minimum, is to have the financial resources meet or exceed the activity's expenses. The Authority has one Enterprise Fund for the airport where the expenses are wholly supported by the fees charged for landings, property rent, fuel and other services provided.

**Fiduciary Funds** are used to record trustee type activities of the Authority, whereby the Authority holds the assets in trust.

- Pension Trust Funds are used to account for the accumulation of resources used to pay pension benefits.
- Agency Funds are used to account for assets held by the Authority as an agent for individuals, private organizations, other governments. The Authority has one agency fund.

**GOVERNMENTAL BUDGETARY FUND STRUCTURE**

To account for the financial activities of the Airport, the Authority categorizes all revenue and expenses into one of the following department/cost centers as shown below:

| Department Number | Department Name   | Revenue | Expense | Day-To-Day Responsibility |                     |                                 | Rates & Charges |          |                      |                 |
|-------------------|---|---------|---------|---------------------------|---------------------|---------------------------------|-----------------|----------|----------------------|-----------------|
|                   |   |         |         | AvPORTS                   | Fixed Base Operator | Albany County Airport Authority | Allocation      |          |                      | Revenue Sharing |
|                   |   |         |         |                           |                     |                                 | Direct          | Indirect | Allocat. of Allocat. |                 |
| 10                | Airfield  |         | ✓       | ✓                         |                     |                                 | ✓R              |          |                      | ✓               |
|                   | Apron <sup>1</sup>  |         | ✓       |                           |                     |                                 | ✓C              |          |                      |                 |
| 11                | Revenue   | ✓       |         |                           |                     | ✓                               |                 |          |                      | ✓               |
| 20                | Terminal  |         | ✓       | ✓                         |                     |                                 | ✓C              |          |                      | ✓               |
| 21                | Passenger Loading Bridge  | ✓       | ✓       | ✓                         |                     |                                 | ✓C              |          |                      | ✓               |
| 22                | Concession Revenue  | ✓       |         |                           |                     | ✓                               |                 |          |                      | ✓               |
| 30                | Parking   |         | ✓       | ✓                         |                     |                                 |                 |          |                      | ✓               |
| 31                | Parking Revenue   | ✓       |         |                           |                     | ✓                               |                 |          |                      | ✓               |
| 32                | Landside  | ✓       | ✓       | ✓                         |                     |                                 |                 |          |                      | ✓               |
| 41                | Operations  |         | ✓       | ✓                         |                     |                                 |                 | ✓        |                      | ✓               |
| 42                | ARFF  |         | ✓       | ✓                         |                     |                                 |                 | ✓        |                      | ✓               |
| 43                | Security  |         | ✓       | ✓                         |                     | ✓                               |                 | ✓        |                      | ✓               |
| 50                | Vehicle Maintenance   |         | ✓       | ✓                         |                     |                                 |                 | ✓        |                      | ✓               |
| 59                | AvPORTS Airport Mgmt.   |         | ✓       | ✓                         |                     |                                 |                 |          | ✓                    | ✓               |
| 60 <sup>2</sup>   | FBO - Air Carrier (Commercial)  | ✓       | ✓       |                           | ✓                   |                                 | ✓R              |          |                      | ✓               |
| 61                | FBO - General Aviation  | ✓       | ✓       |                           | ✓                   |                                 |                 |          |                      | ✓               |
| 69                | FBO - Administration  |         | ✓       |                           | ✓                   |                                 |                 |          | ✓                    | ✓               |
| 70                | Non-Operating Rev. and Exp.   | ✓       | ✓       |                           |                     | ✓                               |                 |          |                      | ✓               |
| 71                | Authority Administration  |         | ✓       |                           |                     | ✓                               |                 |          | ✓                    | ✓               |
|                   | R - Residual (see definition)   |         |         |                           |                     |                                 |                 |          |                      |                 |
|                   | C - Compensatory  |         |         |                           |                     |                                 |                 |          |                      |                 |
|                   | <sup>1</sup> Apron cost center is 10 percent of Department 10, Airfield.            |         |         |                           |                     |                                 |                 |          |                      |                 |
|                   | <sup>2</sup> Revenue and Expense reallocated to Department 10 Airfield in entirety. |         |         |                           |                     |                                 |                 |          |                      |                 |

**Budget Calendar**

| <b>Month</b> | <b>Action</b>   |
|--------------|---|
| Jun          | Million Air and AvPORTS calculate payroll and benefits and Full Time Employment (FTE) positions<br>Million Air, AvPORTS, and Albany County Airport Authority (ACAA) create new goals and objectives, actions to achieve the goals, and results to be achieved for current year and to state the results for budget year goals and objectives                |
| Jul          | Million Air, AvPORTS, and ACAA input line item-by-line item budget revenue and expenditures<br>Budget meetings are held with Million Air, AvPORTS and Department Heads for each cost center<br>Cost Center's goals and objectives and performance measurements completed  |
| Aug          | Finance Department due diligence review and updating budget<br>Capital section completed by Finance Department<br>Debt section completed by Finance Department  |
| Sep          | Final revisions received for budget<br>ACAA, AvPORTS, and MA Expense completed<br>Revenues and Airline Rates & Charges completed<br>Budget Summary completed<br>DRAFT #1 Budget assembled and printed<br>DRAFT #1 Budget distributed for review to the Board Members<br>DRAFT #1 Budget distributed for review to the Airlines 90 days prior to fiscal year |
| Oct          | Comments received from Airlines<br>DRAFT #2 Budget assembled and printed<br>DRAFT #2 Budget distributed and presented to Finance Committee<br>DRAFT #2 Budget recommended by Finance Committee (with any amendments) for approval<br>DRAFT #2 Budget input into PARIS<br>DRAFT #2 Budget sent to County Officials   |
| Nov          | DRAFT #3/Final Budget assembled and printed<br>DRAFT #3/Final Budget distributed and presented to ACAA Board Members<br>DRAFT #3/Final Budget adopted by ACAA Board Members at Board Meeting  |
|              | Adopted Budget uploaded to ACAA website<br>Adopted Budget sent to signatory airlines<br>Adopted Budget submitted to GFOA for Distinguished Budget Presentation Award<br>Twenty five copies of the approved budget are printed.  |

**CHANGES IN FUND BALANCE**

|   | <b>Operating</b> | <b>Development</b> | <b>Other</b> | <b>Total</b> |
|---|------------------|--------------------|--------------|--------------|
| <u>Unrestricted</u>                         |                  |                    |              |              |
| Balance at December 31, 2019                | \$15,312,405     | \$15,655,319       | \$ -         | \$30,967,724 |
| Balance at December 31, 2020                | 5,629,822        | 15,769,334         | -            | 21,399,156   |
| Balance at December 31, 2021                | 4,296,032        | 18,061,340         | -            | 22,357,372   |
| Balance at December 31, 2022 <sup>(1)</sup> | 8,830,600        | 19,500,000         |              | 28,330,600   |

|   | <b>Capital</b> | <b>PFCs</b>  | <b>Debt Service<br/>and Reserves</b> | <b>Operating<br/>Reserves</b> | <b>Other</b> | <b>Total</b> |
|---|----------------|--------------|--------------------------------------|-------------------------------|--------------|--------------|
| <u>Restricted</u>                           |                |              |                                      |                               |              |              |
| Balance at December 31, 2019                | \$6,538,342    | \$15,660,918 | \$12,831,704                         | Note 1                        | \$2,218,353  | \$37,249,317 |
| Balance at December 31, 2020                | 1,163,703      | 9,294,517    | 7,279,664                            | \$7,102,131                   | 1,350,566    | 26,190,581   |
| Balance at December 31, 2021*               | 4,559,084      | 8,289,838    | 7,403,497                            | 7,085,564                     | 1,352,701    | 28,690,684   |
| Balance at December 31, 2022 <sup>(1)</sup> | 4,600,000      | 9,000,000    | 7,500,000                            | 7,301,600                     | 1,350,000    | 29,751,600   |

<sup>(1)</sup> Projected

**Long-Range Financial Plan**

The importance of a Long-Range Financial Plan has become increasingly apparent during the recent COVID-19 pandemic. The Authority financially sustained itself as a result of long term financial planning that included the maintenance of operating reserves and prudent financial management.

Above all else, the safety of the airport’s passengers, employees and visitors is foremost. Thereafter, the Strategic Plan comes into play with the Long Term Financial Plan which includes; maintain at least 125% coverage of net revenues, maintain its A3/A–bond rating, and, maintain a minimum two-month operating reserve. The Authority also has its obligations under Airport Improvement Program to maintain a financially self-supporting, as possible, entity.

The major assumption is an inflation rate of approximately 2.5% percent.

As follows is the Authority’s three (3) year Long Term Financial Plan:

**Airport**

|      | <b>Enplane.</b> | <b>Operating Revenues</b> | <b>Operating Expenses</b> | <b>Operating Profit</b> | <b>Non Operating Revenue and Expenses</b> | <b>Debt Service</b> | <b>Capital Contribution</b> | <b>Total</b> |
|------|-----------------|---------------------------|---------------------------|-------------------------|---|---------------------|-----------------------------|--------------|
| 2022 | 1,200,000       | \$40,512,352              | (\$30,035,989)            | \$10,476,363            | \$4,269,939                               | (\$10,021,264)      | \$9,632,000                 | \$14,357,038 |
| 2023 | 1,425,000       | 41,783,066                | (35,319,626)              | 6,463,440               | 5,800,000                                 | (10,064,150)        | 6,875,625                   | 9,074,915    |
| 2024 | 1,525,000       | 46,752,427                | (36,202,617)              | 10,549,810              | 6,000,000                                 | (10,043,400)        | 6,881,800                   | 13,388,210   |
| 2025 | 1,550,000       | 48,361,744                | (37,107,876)              | 11,253,868              | 6,200,000                                 | (10,026,500)        | 7,000,000                   | 14,427,368   |
| 2026 |                 | 50,015,354                | (38,031,756)              | 11,983,598              | 6,400,000                                 | (10,050,250)        | 7,000,000                   | 15,333,348   |

**Fixed Based Operator (FBO)**

|      | <b>JetA Gallons</b> |            |               |           |   |   |   |           |
|------|---------------------|------------|---------------|-----------|---|---|---|-----------|
| 2022 | 1,050,000           | 12,431,589 | ( 9,535,348)  | 2,896,241 | - | - | - | 2,896,241 |
| 2023 | 1,076,250           | 11,416,878 | ( 10,111,395) | 1,305,483 | - | - | - | 1,305,483 |
| 2024 | 1,103,156           | 11,677,559 | ( 10,364,180) | 1,313,379 | - | - | - | 1,313,379 |
| 2025 | 1,130,735           | 11,954,019 | ( 10,623,284) | 1,330,735 | - | - | - | 1,330,735 |
| 2026 | 1,158,314           | 12,237,377 | ( 10,888,866) | 1,348,511 | - | - | - | 1,348,511 |

**Total**

|      |  |            |              |              |             |                |             |              |
|------|--|------------|--------------|--------------|-------------|----------------|-------------|--------------|
| 2022 |  | 52,943,941 | (39,571,337) | \$13,372,604 | \$4,269,939 | (\$10,021,264) | \$9,632,000 | \$17,253,279 |
| 2023 |  | 53,199,944 | (45,431,021) | 7,768,923    | 5,800,000   | (10,064,150)   | 6,875,625   | 10,380,398   |
| 2024 |  | 58,429,986 | (46,566,797) | 11,863,189   | 6,000,000   | (10,043,400)   | 6,881,800   | 14,701,589   |
| 2025 |  | 60,315,763 | (47,731,161) | 12,584,603   | 6,200,000   | (10,026,500)   | 7,000,000   | 15,758,103   |
| 2026 |  | 62,252,731 | (48,920,623) | 13,332,109   | 6,400,000   | (10,050,250)   | 7,000,000   | 16,681,859   |

BUDGET  
MESSAGE

DEPARTMENT /  
COST CENTER

DEBT  
SERVICE

CAPITAL  
IMPROVEMENT  
PROGRAM

RATES  
AND  
CHARGES

SUPPLEMENTAL  
INFORMATION

DEPARTMENT / COST CENTER

REVENUES - AIRPORT  
EXPENSES - AIRPORT

FIXED BASE OPERATOR  
REVENUES and EXPENSES

Department Overview                      Position Count                      Account Summary                      Account Detail

|                                   | Actual<br>2021      | Budget<br>2022      | Projection<br>2022  | Budget<br>2023      |
|-----------------------------------|---------------------|---------------------|---------------------|---------------------|
| <b>Airport Operating Revenues</b> |                     |                     |                     |                     |
| 03 Airfield                       | \$6,213,007         | \$7,646,161         | \$7,617,568         | \$8,968,622         |
| 07 Terminal                       | 5,363,152           | 5,698,266           | 5,045,082           | 5,519,897           |
| 11 Ground Transportation          | 9,327,909           | 11,904,933          | 16,607,170          | 16,399,418          |
| 15 Concessions                    | 6,891,504           | 6,834,011           | 7,824,239           | 7,444,551           |
| 23 Other                          | 3,653,825           | 3,550,621           | 3,438,939           | 3,446,291           |
| 25 CARES/CHRSSA Act               | 4,683,836           | 5,091,757           | -                   | 5,091,757           |
|                                   | <u>36,133,232</u>   | <u>40,725,748</u>   | <u>40,532,998</u>   | <u>46,870,536</u>   |
| <b>Airport Operating Expenses</b> |                     |                     |                     |                     |
| Salaries Expense                  | (9,032,301)         | (10,464,754)        | (10,006,659)        | (11,554,656)        |
| Other Employee Expenses           | (4,259,233)         | (5,722,717)         | (4,944,529)         | (5,921,347)         |
| Utilities                         | (1,858,062)         | (2,068,926)         | (2,614,569)         | (2,417,552)         |
| Purchased Services                | (4,922,807)         | (5,497,939)         | (5,238,923)         | (6,610,090)         |
| Material & Supplies               | (3,936,707)         | (5,079,015)         | (5,446,348)         | (5,989,341)         |
| Office/Administration             | (1,449,924)         | (1,899,967)         | (1,839,089)         | (2,463,144)         |
| Non-Capital Equipment             | (822,578)           | (1,459,000)         | (188,534)           | (763,500)           |
|                                   | <u>(26,281,612)</u> | <u>(32,192,319)</u> | <u>(30,278,652)</u> | <u>(35,719,629)</u> |
|                                   | 9,851,621           | 8,533,429           | 10,254,346          | 11,150,907          |
| <b>FBO Revenues</b>               |                     |                     |                     |                     |
|                                   | 9,326,060           | 9,755,362           | 12,431,590          | 11,416,878          |
| Cost of Good Sold (FBO)           | <u>(4,354,919)</u>  | <u>(5,283,468)</u>  | <u>(5,687,774)</u>  | <u>(5,863,132)</u>  |
|                                   | 4,971,142           | 4,471,894           | 6,743,816           | 5,553,746           |
| <b>FBO Expenses</b>               |                     |                     |                     |                     |
| Salaries Expense                  | (1,358,269)         | (1,522,540)         | (1,535,596)         | (2,017,569)         |
| Other Employee Expenses           | (497,395)           | (490,731)           | (462,409)           | (711,385)           |
| Utilities                         | (79,489)            | (81,632)            | (122,749)           | (81,387)            |
| Purchased Services                | (632,247)           | (573,734)           | (509,360)           | (621,167)           |
| Material & Supplies               | (370,887)           | (461,122)           | (786,740)           | (619,297)           |
| Office/Administration             | (191,790)           | (156,655)           | (392,003)           | (161,969)           |
| Non-Capital Equipment             | -                   | -                   | (38,718)            | (97,018)            |
|                                   | <u>(3,130,077)</u>  | <u>(3,286,415)</u>  | <u>(3,847,577)</u>  | <u>(4,309,792)</u>  |
|                                   | 1,841,065           | 1,185,479           | 2,896,239           | 1,243,953           |
| Other Expenses                    | (44,076)            | -                   | -                   | -                   |
| Other Income                      | 4,892,481           | 4,774,494           | 4,269,939           | 6,044,034           |
| Debt Service                      | (2,531,083)         | (10,020,200)        | (10,020,200)        | (10,022,650)        |
| Capital Expenditure               | (73,063,326)        | (16,641,806)        | (7,000,000)         | (164,346,005)       |
| Contributed Capital               | 61,561,768          | 12,753,190          | 231,117             | 164,353,548         |
|                                   | <u>(9,184,235)</u>  | <u>(9,134,322)</u>  | <u>(12,519,144)</u> | <u>(3,971,073)</u>  |
|                                   | <u>(9,184,235)</u>  | <u>(9,134,322)</u>  | <u>(12,519,144)</u> | <u>(3,971,073)</u>  |
|                                   | <b>\$2,508,450</b>  | <b>\$584,586</b>    | <b>\$631,441</b>    | <b>\$8,423,787</b>  |

Revenue Sharing provided to the Signatory Airlines is \$3,492,060 and \$3,317,931 for Projected 2022 and Budget 2023, respectively.

CARES Act funding is shown as an Airport Operating Revenue on this page only. Elsewhere in this document it will be shown as Other Income in Section 5.



BUDGET  
MESSAGE

DEPARTMENT /  
COST CENTER

DEBT  
SERVICE

CAPITAL  
IMPROVEMENT  
PROGRAM

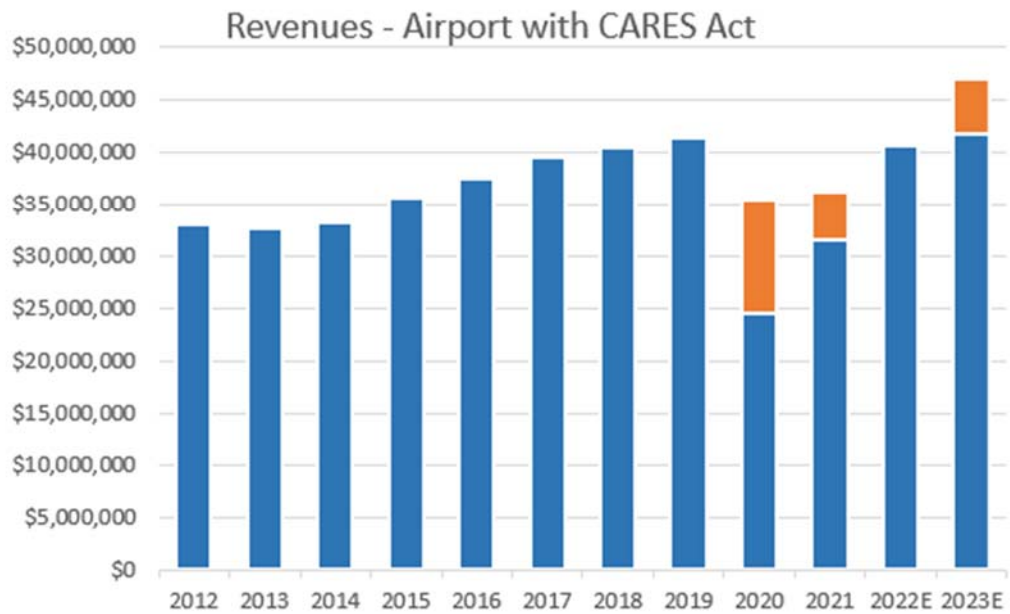
RATES  
AND  
CHARGES

SUPPLEMENTAL  
INFORMATION

## Section 2 Operating Revenue

### Airport

### REVENUE - AIRPORT



| BUDGET MESSAGE      | DEPARTMENT / COST CENTER | DEBT SERVICE   | CAPITAL IMPROVEMENT PROGRAM | RATES AND CHARGES | SUPPLEMENTAL INFORMATION |
|---------------------|--------------------------|----------------|-----------------------------|-------------------|--------------------------|
| Department Overview |                          | Position Count | Account Summary             |                   | Account Detail           |

|                           | Actual 2021         | Budget 2022         | Projection 2022     | Budget 2023         |
|---------------------------|---------------------|---------------------|---------------------|---------------------|
| <b>Operating Revenues</b> |                     |                     |                     |                     |
| 03 Airfield               | 6,213,007           | 7,646,161           | 7,617,568           | 8,968,622           |
| 07 Terminal               | 5,363,152           | 5,698,266           | 5,045,082           | 5,519,897           |
| 11 Ground Transportation  | 9,327,909           | 11,904,933          | 16,607,170          | 16,399,418          |
| 15 Concessions            | 6,898,124           | 6,840,631           | 7,830,110           | 7,453,851           |
| 23 Other                  | 3,647,205           | 3,544,001           | 3,433,068           | 3,436,991           |
| 30 Non Operating          | 0                   | 0                   | 0                   | 0                   |
|                           | <u>\$31,449,396</u> | <u>\$35,633,991</u> | <u>\$40,532,998</u> | <u>\$41,778,779</u> |

|                           |                                    | Actual<br>2021 | Budget<br>2022 | Projection<br>2022 | Budget<br>2023 |
|---------------------------|------------------------------------|----------------|----------------|--------------------|----------------|
| <b>Operating Revenues</b> |                                    |                |                |                    |                |
| 03 Airfield               |                                    |                |                |                    |                |
| 01010                     | Landing Fees - Cargo/Signatory     | 3,700,546      | 5,295,000      | 5,470,560          | 6,270,000      |
| 01011                     | Landing Fees - Cargo/Non-Signatory | 61,996         | 53,280         | 60,000             | 62,760         |
| 01012                     | Airfield Revenue Sharing           | -              | (316,622)      | (698,412)          | (663,586)      |
| 01021                     | Apron Parking Fees - Cargo         | 610,645        | 783,937        | 656,640            | 875,114        |
| 01035                     | Glycol Disposal Fee                | 239,623        | 301,436        | 296,258            | 301,436        |
| 01050                     | Land Rental                        | 399,061        | 438,913        | 577,904            | 439,681        |
| 01060                     | Building Rental - USPS             | 132,982        | 115,033        | 128,037            | 140,235        |
| 01065                     | NE Quad Cargo Facility             | 495,539        | 433,316        | 486,255            | 525,000        |
| 01070                     | Hangar Rental - Cargo              | 530,429        | 511,869        | 558,058            | 987,982        |
| 03500                     | Tenant Maintenance                 | 42,186         | 30,000         | 82,267             | 30,000         |
|                           |                                    | <hr/>          | <hr/>          | <hr/>              | <hr/>          |
|                           |                                    | 6,213,007      | 7,646,161      | 7,617,568          | 8,968,622      |
| 07 Terminal               |                                    |                |                |                    |                |
| 02010                     | Airline Space Rental               | 2,711,662      | 4,205,863      | 4,795,020          | 4,856,974      |
| 02011                     | Rental of Boarding Bridges         | 508,023        | 576,478        | 762,647            | 712,674        |
| 02012                     | Baggage Claim Room                 | 1,277,247      | 1,400,668      | 1,400,668          | 1,673,119      |
| 02013                     | Terminal Revenue Sharing           | -              | (1,266,488)    | (2,793,648)        | (2,654,345)    |
| 02020                     | Non-Airline Space Rental           | 826,959        | 728,186        | 836,234            | 877,917        |
| 02025                     | Utility Reimbursement              | 25,486         | 24,000         | 32,777             | 24,000         |
| 02030                     | Non Signatory Per Turn Fee         | 8,685          | 9,000          | 11,384             | 9,000          |
| 03500                     | Tenant Maintenance                 | 5,089          | 20,559         | -                  | 20,559         |
|                           |                                    | <hr/>          | <hr/>          | <hr/>              | <hr/>          |
|                           |                                    | 5,363,152      | 5,698,266      | 5,045,082          | 5,519,897      |
| 11 Ground Transportation  |                                    |                |                |                    |                |
| 03010                     | Short Term Parking                 | 759,044        | 924,000        | 1,016,945          | 1,111,500      |
| 03011                     | Long Term Parking                  | 8,147,509      | 9,324,000      | 13,746,864         | 11,898,750     |
| 03013                     | Economy Parking                    | 97,835         | 1,242,000      | 1,377,262          | 2,850,000      |
| 03014                     | Employee Parking                   | 33,645         | 40,770         | 59,923             | 91,289         |
| 03015                     | Lost Card Fees-Employees           | 175            | -              | 1,157              | -              |
| 03017                     | Short & Over                       | 605            | -              | 451                | -              |
| 03020                     | Contract Taxi                      | 11,044         | 13,324         | 9,437              | 34,224         |
| 03021                     | Limousines                         | 6,451          | 7,233          | 7,332              | 9,405          |
| 03022                     | Hotels                             | 19,500         | 24,050         | 23,400             | 19,500         |
| 03024                     | Off-Airport Parking Facilities     | 85,210         | 154,556        | 126,053            | 142,500        |
| 03027                     | TNCs                               | 166,891        | 175,000        | 238,346            | 242,250        |
|                           |                                    | <hr/>          | <hr/>          | <hr/>              | <hr/>          |
|                           |                                    | 9,327,909      | 11,904,933     | 16,607,170         | 16,399,418     |
| 15 Concessions            |                                    |                |                |                    |                |
| 02051                     | Rental Car Concession              | 4,985,255      | 4,794,000      | 5,336,833          | 5,130,000      |
| 02052                     | Food & Beverage Concession         | 742,735        | 780,000        | 1,127,331          | 997,500        |
| 02053                     | Retail Concession                  | 651,091        | 744,000        | 864,624            | 883,500        |
| 02054                     | Advertising                        | 161,059        | 150,000        | 93,253             | 108,600        |
| 02056                     | Vending Machine Concession         | 19,124         | 36,000         | 23,593             | 27,930         |
| 02057                     | Baggage Cart Concession            | 11,584         | 13,200         | 15,127             | 15,675         |
| 02062                     | Operating Permits                  | 250,480        | 253,800        | 293,945            | 219,600        |
| 02063                     | Internet & Cable Access            | 6,620          | 6,620          | 5,871              | 9,300          |
| 02064                     | ATM Income                         | 25,229         | 17,400         | 15,837             | 19,800         |
| 02100                     | Telephone - Monthly Service        | 43,226         | 45,611         | 51,174             | 41,946         |
| 02105                     | Telephone - Monthly Usage          | 1,719          | -              | 2,523              | -              |
|                           |                                    | <hr/>          | <hr/>          | <hr/>              | <hr/>          |
|                           |                                    | 6,898,124      | 6,840,631      | 7,830,110          | 7,453,851      |

|                     |                |                 |                |
|---------------------|----------------|-----------------|----------------|
| Department Overview | Position Count | Account Summary | Account Detail |
|---------------------|----------------|-----------------|----------------|

|   | Actual<br>2021      | Budget<br>2022      | Projection<br>2022  | Budget<br>2023      |
|---|---------------------|---------------------|---------------------|---------------------|
| 23 Other                                  |                     |                     |                     |                     |
| 01055 Control Tower Rental                | 890,792             | 815,802             | 665,776             | 815,802             |
| 01070 Hangar Rental NYS Executive Hangar  | 1,123,083           | 1,123,083           | 1,123,083           | 1,123,083           |
| 01071 Hangar Maintenance NYS Executive H: | 124,000             | 124,000             | 124,000             | 124,000             |
| 01075 Eclipse Hangar Rental               | 301,695             | 301,695             | 301,695             | 301,695             |
| 03040 Garage Space Rent                   | 112,384             | 100,514             | 101,344             | 100,514             |
| 03100 T-Hangar Rentals                    | 127,239             | 121,229             | 134,782             | 131,249             |
| 03200 Tie Downs                           | 2,935               | 2,891               | 2,980               | 2,891               |
| 03280 Fuel Sales - AV Gas                 | 47,801              | 50,556              | 240                 | -                   |
| 03300 Industrial Park                     | 583,169             | 600,730             | 579,546             | 535,399             |
| 03405 Utility Reimbursements              | 167,208             | 156,000             | 207,163             | 165,000             |
| 03410 Reimbursement of Property Taxes     | 25,920              | 36,500              | 24,581              | 25,357              |
| 03500 Tenant Maintenance                  | -                   | 1,000               | -                   | 2,000               |
| 09001 Fingerprinting                      | 37,231              | 24,000              | 37,507              | 25,000              |
| 09005 Miscellaneous Income                | 87,006              | 80,000              | 115,660             | 80,000              |
| 09007 Purchasing Proposals                | 40                  | 1,000               | -                   | -                   |
| 09008 Ebay/Scrap/Equipment Sales          | 16,702              | 5,000               | 14,712              | 5,000               |
|   | <u>3,647,205</u>    | <u>3,544,001</u>    | <u>3,433,068</u>    | <u>3,436,991</u>    |
|   | <u>\$31,449,396</u> | <u>\$35,633,991</u> | <u>\$40,532,998</u> | <u>\$41,778,779</u> |

BUDGET  
MESSAGE

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## Section 3 Operating Expenses

### Airport



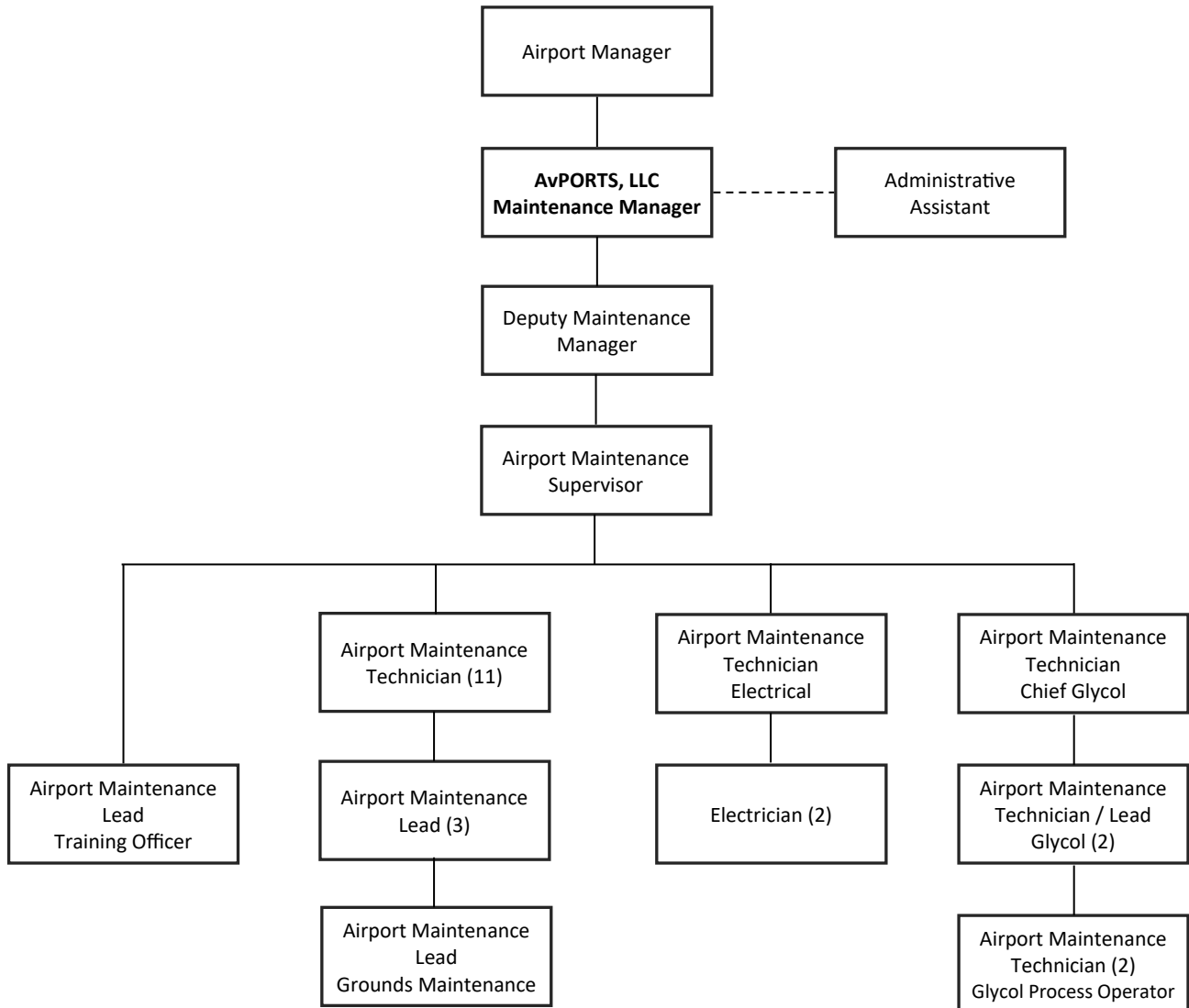


|                     |                          |                |                             |                   |                          |
|---------------------|--------------------------|----------------|-----------------------------|-------------------|--------------------------|
| BUDGET MESSAGE      | DEPARTMENT / COST CENTER | DEBT SERVICE   | CAPITAL IMPROVEMENT PROGRAM | RATES AND CHARGES | SUPPLEMENTAL INFORMATION |
| Department Overview |                          | Position Count | Account Summary             |                   | Account Detail           |

|                                   | Actual 2021         | Budget 2022         | Projection 2022     | Budget 2023         |
|-----------------------------------|---------------------|---------------------|---------------------|---------------------|
| <b>Airport Operating Expenses</b> |                     |                     |                     |                     |
| 10 Airfield                       | 2,663,881           | 4,024,310           | 3,977,979           | 4,259,617           |
| 20 Terminal                       | 5,539,497           | 6,186,986           | 5,699,050           | 7,038,757           |
| 21 Loading Bridges                | 282,974             | 324,412             | 405,458             | 410,800             |
| 30 Parking                        | 3,121,818           | 4,474,087           | 3,578,515           | 4,526,652           |
| 32 Landside                       | 1,467,810           | 1,277,332           | 1,690,943           | 1,462,361           |
| 41 OPERATIONS                     | 1,166,207           | 1,437,700           | 1,154,573           | 1,526,109           |
| 42 ARFF                           | 2,238,682           | 2,254,937           | 3,173,601           | 3,076,076           |
| 43 Security                       | 2,557,186           | 2,625,473           | 2,562,446           | 3,521,489           |
| 50 Vehicle Maintenance            | 1,337,036           | 2,006,678           | 1,585,590           | 1,896,844           |
| 59 Airport Management Admin       | 881,561             | 1,521,690           | 916,003             | 1,613,042           |
| 71 Authority Administration       | 5,024,959           | 6,058,714           | 5,534,494           | 6,387,883           |
|                                   | <b>\$26,281,612</b> | <b>\$32,192,319</b> | <b>\$30,278,652</b> | <b>\$35,719,629</b> |

|                                   |                     |                     |                     |                     |
|-----------------------------------|---------------------|---------------------|---------------------|---------------------|
| <b>Airport Operating Expenses</b> |                     |                     |                     |                     |
| 34 Salaries Expense               | 9,032,301           | 10,464,754          | 10,006,659          | 11,554,656          |
| 35 Other Employee Expenses        | 4,259,233           | 5,722,717           | 4,944,529           | 5,921,347           |
| 36 Utilities                      | 1,858,062           | 2,068,926           | 2,614,569           | 2,417,552           |
| 37 Purchased Services             | 4,922,807           | 5,497,939           | 5,238,923           | 6,610,090           |
| 38 Material & Supplies            | 3,936,707           | 5,079,015           | 5,446,348           | 5,989,341           |
| 39 Office/Administration          | 1,449,924           | 1,899,967           | 1,839,089           | 2,463,144           |
| 41 Non-Capital Equipment          | 822,578             | 1,459,000           | 188,534             | 763,500             |
|                                   | <b>\$26,281,612</b> | <b>\$32,192,319</b> | <b>\$30,278,652</b> | <b>\$35,719,629</b> |

10 AIRFIELD



10 AIRFIELD  
Position Count

**Full Time Positions**

|                                    | Budget<br>2021 | Budget<br>2022 | Budget<br>2023 |
|------------------------------------|----------------|----------------|----------------|
| MFZ-Airport Maintenance Manager    | 1              | 1              | 1              |
| MFZ-Airport Maintenance Supervisor | 1              | 1              | 1              |
| MFZ-Deputy Maintenance Manager     | 1              | 1              | 1              |
|                                    | 3              | 3              | 3              |

AIRFIELD

|  |    |    |    |
|--|----|----|----|
| MFZ-Airport Maintenance Lead - Airfield                                  | 2  | 2  | 2  |
| MFZ-Airport Maintenance Lead - Grounds                                   | 1  | 1  | 1  |
| MFZ-Airport Maintenance Tech - Airfield                                  | 11 | 5  | 4  |
| MFZ-Airport Maintenance Tech - Airfield                                  | -  | 6  | 9  |
| MFZ-Airport Maintenance Tech - Airfield Training Officer                 | 1  | 1  | 1  |
| MFZ-Airport Maintenance Tech - Budgeted Vacancies (seven (7) Airport Mai | -  | -  | -  |
| MFZ-Airport Maintenance Tech - Electrical                                | 1  | 1  | 1  |
| MFZ-Electrician  | 2  | 2  | 2  |
| MFZ-Longevity  | -  | -  | -  |
| RAC-Administrative Assistant .5 Airfield and .5 Admin                    | 1  | 1  | 1  |
|  | 19 | 19 | 21 |

GLYCOL

|  |   |   |   |
|--|---|---|---|
| MFZ-Airport Maintenance Tech - Chief Glycol            | 1 | 1 | 1 |
| MFZ-Airport Maintenance Tech - Glycol Process Operator | 2 | 3 | 2 |
| MFZ-Airport Maintenance Tech - Glycol Process Operator | 1 | - | - |
| MFZ-Airport Maintenance Tech Lead - Glycol             | 1 | 1 | 1 |
| MFZ-MFZ JPR-Airport Maintenance Tech Lead - Glycol     | - | - | 1 |
|  | 5 | 5 | 5 |

2023B

|  |   |   |   |
|--|---|---|---|
| MFZ-CSEA Contract expires 12/31/22, estimated adjustment | - | - | - |
|  | - | - | - |

REQUEST

|   |           |           |           |
|---|-----------|-----------|-----------|
| MFZ-Airport Maintenance Tech - Airfield | -         | 2         | -         |
|   | -         | 2         | -         |
|   | <b>27</b> | <b>29</b> | <b>29</b> |

**Part Time Positions**

AIRFIELD

|                                |   |   |   |
|--------------------------------|---|---|---|
| MFZ-Master Gardener / Seasonal | - | 1 | - |
| MFZ-Part Time / Seasonal       | 4 | - | - |
|                                | 4 | 1 | - |

AIRSIDE

|  |   |   |   |
|--|---|---|---|
| JPR-Airport Maintenance Technician - Airfield SEASONAL | - | - | 1 |
|  | - | - | 1 |

LANDSIDE

|  |           |           |              |
|--|-----------|-----------|--------------|
| MFZ-Airport Maintenance Technician - Part Time Summer (40hrs * 8 weeks ) | -         | -         | 3,200        |
| MFZ-Master Gardener / Seasonal   | -         | -         | 1            |
|  | -         | -         | 3,201        |
|  | <b>4</b>  | <b>1</b>  | <b>3,202</b> |
|  | <b>31</b> | <b>30</b> | <b>3,231</b> |

10 AIRFIELD  
Overview

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

Manager: Ray Camilli - AvPORTS LLC

Rates & Charges Allocation: Direct; cost bore by Signatory Airlines.

Goals / Objectives / Performance Measures:

1. Runway incidents, 0
2. SPEDES Permit Sactions, 0

|                         | <b>Actual<br/>2021</b> | <b>Budget<br/>2022</b> | <b>Projection<br/>2022</b> | <b>Budget<br/>2023</b> |
|-------------------------|------------------------|------------------------|----------------------------|------------------------|
| Salaries Expense        | \$ 1,032,031           | \$ 1,451,644           | \$ 1,052,912               | \$ 1,418,653           |
| Other Employee Expenses | 505,979                | 724,126                | 498,521                    | 622,653                |
| Utilities               | 123,016                | 118,871                | 227,315                    | 214,871                |
| Purchased Services      | 139,653                | 225,497                | 340,603                    | 229,120                |
| Material & Supplies     | 800,852                | 1,082,888              | 1,604,936                  | 1,354,136              |
| Office/Administration   | 18,556                 | 421,284                | 253,692                    | 420,184                |
| Non-Capital Equipment   | 43,795                 | -                      | -                          | -                      |
|                         | <b>\$ 2,663,881</b>    | <b>\$ 4,024,310</b>    | <b>\$ 3,977,979</b>        | <b>\$ 4,259,617</b>    |

10 AIRFIELD  
Account Summary

10

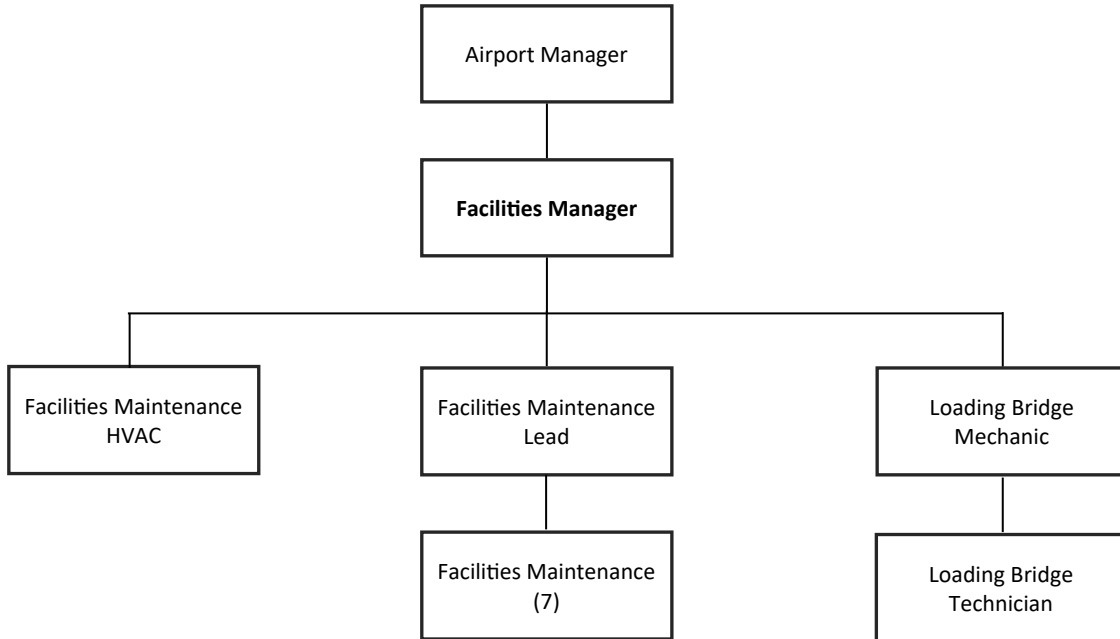
|       |                                 | Actual<br>2021 | Budget<br>2022 | Projection<br>2022 | Budget<br>2023 |
|-------|---------------------------------|----------------|----------------|--------------------|----------------|
| 34    | <b>Salaries Expense</b>         |                |                |                    |                |
| 11000 | Salaries                        | \$ 908,203     | \$ 1,286,117   | \$ 830,656         | \$ 1,169,608   |
| 11005 | Part Time/Seasonal Salaries     | 20,955         | 24,102         | 22,372             | 95,877         |
| 12010 | Overtime 1.5                    | 89,922         | 119,580        | 152,768            | 129,506        |
| 12020 | Overtime 2.0                    | 12,950         | 21,845         | 47,115             | 23,662         |
|       |                                 | 1,032,031      | 1,451,644      | 1,052,912          | 1,418,653      |
| 35    | <b>Other Employee Expenses</b>  |                |                |                    |                |
| 21000 | Social Security                 | 76,912         | 111,051        | 81,005             | 105,605        |
| 22000 | Health Insurance                | 292,466        | 385,934        | 265,558            | 284,995        |
| 22200 | Dental Insurance                | -              | 17,823         | -                  | 18,271         |
| 25000 | Uniforms & Laundry              | 11,541         | 12,000         | 7,786              | 12,844         |
| 25005 | Uniform Purchases               | 4,447          | 5,000          | 3,224              | 5,500          |
| 26010 | Disability Insurance            | 16,132         | 15,679         | 28,630             | 15,679         |
| 26020 | Unemployment Insurance          | 6,582          | 28,470         | 13,083             | 24,470         |
| 26030 | Workers Compensation            | 73,472         | 108,677        | 73,821             | 115,142        |
| 29001 | TBI Retirement                  | 24,425         | 39,493         | 25,416             | 40,147         |
|       |                                 | 505,979        | 724,126        | 498,521            | 622,653        |
| 36    | <b>Utilities</b>                |                |                |                    |                |
| 31000 | Electric                        | 120,138        | 116,000        | 222,042            | 212,000        |
| 33000 | Natural Gas                     | 616            | 291            | 1,933              | 291            |
| 34000 | Sewer                           | 1,530          | 1,200          | 2,697              | 1,200          |
| 35000 | Water                           | 732            | 1,200          | 643                | 1,200          |
| 36010 | Telephone Charges-Local         | -              | 105            | -                  | 105            |
| 36011 | Telephone Charges-Long Distance | -              | 75             | -                  | 75             |
|       |                                 | 123,016        | 118,871        | 227,315            | 214,871        |
| 37    | <b>Purchased Services</b>       |                |                |                    |                |
| 42060 | Property Insurance              | 25,269         | 34,212         | 27,493             | 34,212         |
| 42095 | Insurance Claims                | -              | 500            | -                  | 500            |
| 44005 | Perimeter Security              | 95,007         | 149,400        | 282,039            | 149,400        |
| 45000 | Janitorial Services             | 9,580          | 9,201          | 8,113              | 11,004         |
| 45010 | Refuse Removal Services         | 2,977          | 3,184          | 4,058              | 5,004          |
| 47010 | GIS Services                    | 6,820          | 24,000         | 4,563              | 24,000         |
| 49020 | Engineering Service             | -              | 5,000          | 14,336             | 5,000          |
|       |                                 | 139,653        | 225,497        | 340,603            | 229,120        |

10 AIRFIELD  
Account Summary

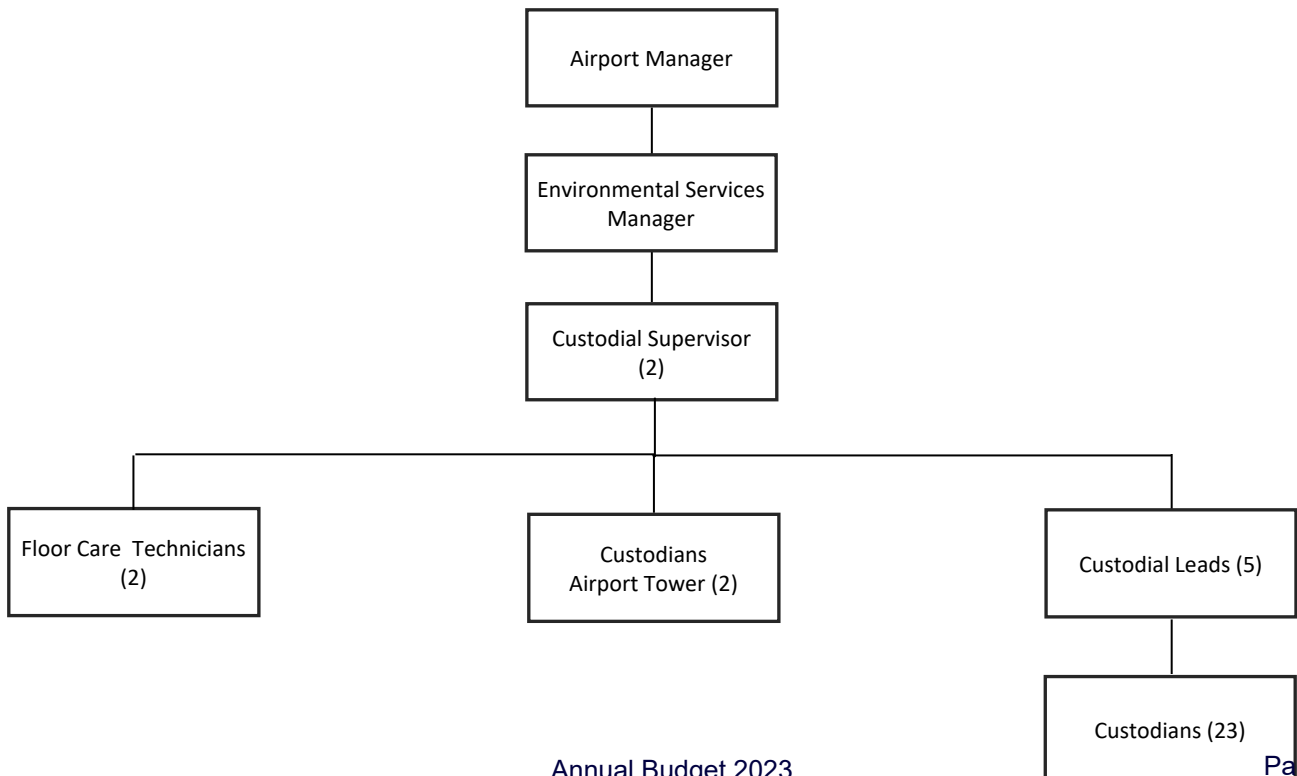
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|  | Actual<br>2021      | Budget<br>2022      | Projection<br>2022  | Budget<br>2023      |
|--|---------------------|---------------------|---------------------|---------------------|
| <b>38 Material &amp; Supplies</b>        |                     |                     |                     |                     |
| 51010 Fencing                            | 24,456              | 9,000               | 7,201               | 9,000               |
| 51011 Airfield Lighting                  | 61,369              | 70,000              | 114,657             | 100,000             |
| 51014 Pavement Repairs                   | 784                 | 6,000               | -                   | 6,000               |
| 51015 Apron Maintenance                  | 100,441             | 50,000              | 33,423              | 59,000              |
| 51016 Runway Painting                    | 32,240              | 35,000              | 27,016              | 45,000              |
| 51017 Airfield Shop Supplies             | 20,045              | 22,500              | 47,028              | 22,500              |
| 51019 Snow Removal Supplies              | 129,821             | 249,500             | 849,126             | 409,986             |
| 51020 Rubber Removal                     | 22,091              | 80,000              | 75,741              | 80,000              |
| 51052 Wastewater Conveyance              | 7,500               | 7,500               | 21,429              | 7,500               |
| 51053 Electric                           | 82,574              | 110,000             | 142,282             | 100,000             |
| 51054 Sewer District Charges             | -                   | 31,500              | -                   | 31,500              |
| 51055 Water District Charges             | 17,008              | 25,000              | 23,038              | 25,000              |
| 51057 System Maintenance & Repairs       | 169,857             | 180,000             | 75,692              | 200,000             |
| 52010 Alarm & PA Systems                 | 935                 | 500                 | -                   | 1,000               |
| 52031 Electrical Repairs & Supplies      | 2,077               | 5,000               | 12,796              | 7,500               |
| 52032 Elevator Repairs & Supplies        | -                   | -                   | -                   | 1,000               |
| 52033 HVAC                               | 2,691               | 1,000               | 2,129               | 1,000               |
| 52034 Roof                               | 697                 | 2,500               | 4,465               | 2,500               |
| 52035 Plumbing Repairs & Supplies        | 575                 | 1,000               | -                   | 1,000               |
| 52036 Automatic Door Repairs & Supplies  | 1,120               | -                   | -                   | -                   |
| 52037 Pest Control                       | 300                 | 288                 | 288                 | 450                 |
| 52050 US Customs                         | 33,818              | 50,600              | 20,649              | 48,600              |
| 52060 Building Maintenance               | 14,815              | 25,000              | 58,391              | 25,000              |
| 52080 Sign Expense                       | -                   | -                   | 1,183               | -                   |
| 53010 Landscaping                        | 26,305              | 2,250               | -                   | 2,500               |
| 53040 Sign Expense                       | 3,011               | 750                 | 959                 | 1,500               |
| 53045 Catch Basin Maintenance            | -                   | 4,000               | -                   | 20,000              |
| 53050 Snow Removal Services              | 10,825              | 70,000              | 45,397              | 100,000             |
| 53060 Dump Fees - Landfill               | 140                 | 5,400               | 549                 | 8,000               |
| 53071 Wildlife Hazard Management         | 32,483              | 35,000              | 41,497              | 35,000              |
| 53078 Liquid Waste Disposal              | 2,874               | 3,600               | -                   | 3,600               |
|  | <u>800,852</u>      | <u>1,082,888</u>    | <u>1,604,936</u>    | <u>1,354,136</u>    |
| <b>39 Office/Administration</b>          |                     |                     |                     |                     |
| 55010 Office Equipment Rental            | 374                 | 600                 | 403                 | 600                 |
| 55012 Office Equipment Service Agreement | 524                 | 524                 | 2,410               | 524                 |
| 55014 Computer Systems                   | 200                 | 1,200               | -                   | 2,000               |
| 55016 Computer Equipment                 | 1,282               | 6,610               | -                   | 4,710               |
| 55030 Printed Forms / Letterhead         | -                   | 450                 | 555                 | 450                 |
| 55060 Office Supplies                    | 460                 | 2,000               | 2,690               | 2,000               |
| 66010 Training / Travel                  | 450                 | 6,050               | -                   | 6,050               |
| 66040 Licenses & Permits                 | 2,300               | 3,850               | 4,971               | 3,850               |
| 66080 Airline Incentive Expenses         | 12,965              | 400,000             | 242,661             | 400,000             |
|  | <u>18,556</u>       | <u>421,284</u>      | <u>253,692</u>      | <u>420,184</u>      |
| <b>41 Non-Capital Equipment</b>          |                     |                     |                     |                     |
| 83000 Equipment                          | <u>43,795</u>       | <u>-</u>            | <u>-</u>            | <u>-</u>            |
| <b>Non Capital / Contingency</b>         | <u>43,795</u>       | <u>-</u>            | <u>-</u>            | <u>-</u>            |
|  | <b>\$ 2,663,881</b> | <b>\$ 4,024,310</b> | <b>\$ 3,977,979</b> | <b>\$ 4,259,617</b> |

20 TERMINAL / FACILITIES



20 TERMINAL / CUSTODIAL



20 TERMINAL  
Position Count

**Full Time Positions**

CUSTODIAL

|  |        | Budget<br>2021 | Budget<br>2022 | Budget<br>2023 |
|--|--------|----------------|----------------|----------------|
| MFZ-Airport Custodian                      |        | 16             | 16             | 17             |
| MFZ-Airport Custodian                      | Vacant | 1              | 2              | -              |
| MFZ-Airport Custodian - Budgeted Vacancies |        | -              | -              | -              |
| MFZ-Airport Tower/Custodian                |        | 2              | 2              | 2              |
| MFZ-Custodial Lead                         |        | 5              | 4              | 4              |
| MFZ-Custodial Supervisor                   |        | 1              | 1              | -              |
| MFZ-Custodial Supervisor                   | Vacant | -              | 1              | 2              |
| MFZ-Environmental Services Manager         |        | -              | 1              | 1              |
| RAC-Floor Care Technician                  |        | 2              | 2              | 2              |
|  |        | <u>27</u>      | <u>29</u>      | <u>28</u>      |

FACILITIES

|   |  |           |           |           |
|---|--|-----------|-----------|-----------|
| JPR-MFZ-Facilities Maintenance Technician |  | -         | -         | 5         |
| MFZ-Facilities Maintenance Coordinator    |  | 1         | 1         | 1         |
| MFZ-Facilities Maintenance Lead           |  | 2         | 2         | 2         |
| MFZ-Facilities Maintenance Lead - HVAC    |  | 1         | 1         | 1         |
| MFZ-Facilities Maintenance Technician     |  | 5         | 5         | -         |
| MFZ-Facilities Manager                    |  | 1         | 1         | 1         |
|   |  | <u>10</u> | <u>10</u> | <u>10</u> |

BY2023 REQUEST

|                       |        |           |           |           |
|-----------------------|--------|-----------|-----------|-----------|
| MFZ-Airport Custodian | Vacant | -         | -         | 6         |
| MFZ-Custodial Lead    | Vacant | -         | -         | 1         |
|                       |        | <u>-</u>  | <u>-</u>  | <u>7</u>  |
|                       |        | <b>37</b> | <b>39</b> | <b>45</b> |

**Part Time Positions**

CUSTODIAL

|               |  |          |          |          |
|---------------|--|----------|----------|----------|
| MFZ-Custodian |  | 1        | -        | -        |
|               |  | <u>1</u> | <u>-</u> | <u>-</u> |

FACILITIES

|  |        |           |           |           |
|--|--------|-----------|-----------|-----------|
| MFZ-Facilities Maintenance Technician          | Vacant | -         | 1         | 1         |
| MFZ-Facilities Maintenance Technician Seasonal | Vacant | 1         | 1         | 1         |
|  |        | <u>1</u>  | <u>2</u>  | <u>2</u>  |
|  |        | <b>2</b>  | <b>2</b>  | <b>2</b>  |
|  |        | <b>39</b> | <b>41</b> | <b>47</b> |



20 TERMINAL  
Overview

20

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

Manager: Facilities - Kevin Hehir - AvPORTS, LLC  
Custodial - David Collins - AvPORTS, LLC

Rates & Charges Allocation: Direct; costs bore by Signatory Airlines

Goals / Objectives / Performance Measures:

1. Limit overtime (% of salaries & wages) 7.1%
2. OSHA recordable accidents, 0
3. Response to workorders, 12 hours

|                         | <b>Actual<br/>2021</b> | <b>Budget<br/>2022</b> | <b>Projection<br/>2022</b> | <b>Budget<br/>2023</b> |
|-------------------------|------------------------|------------------------|----------------------------|------------------------|
| Salaries Expense        | \$ 1,484,017           | \$ 1,705,621           | \$ 1,532,471               | \$ 1,955,289           |
| Other Employee Expenses | 731,123                | 935,783                | 744,545                    | 989,661                |
| Utilities               | 928,557                | 946,955                | 1,333,877                  | 1,168,865              |
| Purchased Services      | 928,295                | 1,079,569              | 1,049,019                  | 1,239,661              |
| Material & Supplies     | 972,774                | 1,437,338              | 987,851                    | 1,584,472              |
| Office/Administration   | 201,627                | 81,720                 | 41,063                     | 100,810                |
| Non-Capital Equipment   | 293,105                | -                      | 10,224                     | -                      |
|                         | <b>\$ 5,539,497</b>    | <b>\$ 6,186,986</b>    | <b>\$ 5,699,050</b>        | <b>\$ 7,038,757</b>    |

20 TERMINAL  
Account Summary

20

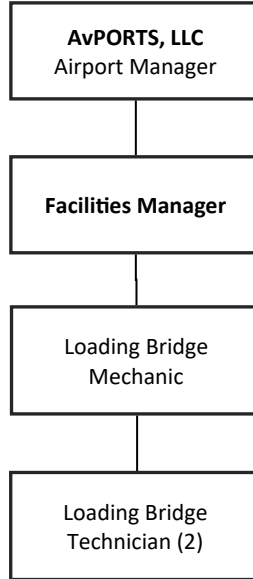
|       |                                    | Actual<br>2021 | Budget<br>2022 | Projection<br>2022 | Budget<br>2023 |
|-------|------------------------------------|----------------|----------------|--------------------|----------------|
| 34    | <b>Salaries Expense</b>            |                |                |                    |                |
| 11000 | Salaries                           | \$ 1,323,549   | \$ 1,592,111   | \$ 1,351,750       | \$ 1,840,975   |
| 11005 | Part Time/Seasonal Salaries        | 43,608         | 26,834         | 56,621             | 27,637         |
| 12010 | Overtime 1.5                       | 116,833        | 83,430         | 123,790            | 83,430         |
| 12020 | Overtime 2.0                       | 27             | 3,247          | 310                | 3,247          |
|       |                                    | 1,484,017      | 1,705,621      | 1,532,471          | 1,955,289      |
| 35    | <b>Other Employee Expenses</b>     |                |                |                    |                |
| 21000 | Social Security                    | 109,623        | 130,480        | 107,733            | 157,756        |
| 22000 | Health Insurance                   | 439,048        | 534,008        | 433,915            | 512,952        |
| 22200 | Dental Insurance                   | -              | 21,754         | -                  | 26,338         |
| 25000 | Uniforms & Laundry                 | 15,320         | 16,750         | 14,915             | 22,453         |
| 25005 | Uniform Purchases                  | 5,250          | 3,000          | 1,740              | 3,300          |
| 26010 | Disability Insurance               | 21,264         | 26,192         | 35,020             | 26,192         |
| 26020 | Unemployment Insurance             | 10,323         | 34,344         | 13,137             | 40,671         |
| 26030 | Workers Compensation               | 94,577         | 129,271        | 99,302             | 160,015        |
| 29001 | TBI Retirement                     | 35,718         | 39,983         | 38,783             | 39,983         |
|       |                                    | 731,123        | 935,783        | 744,545            | 989,661        |
| 36    | <b>Utilities</b>                   |                |                |                    |                |
| 31000 | Electric                           | 672,387        | 687,000        | 985,375            | 967,000        |
| 33000 | Natural Gas                        | 120,789        | 78,045         | 148,719            | 78,045         |
| 34000 | Sewer                              | 103,414        | 78,000         | 182,277            | 78,000         |
| 35000 | Water                              | 26,765         | 101,000        | 14,246             | 41,000         |
| 36010 | Telephone Charges-Local            | -              | 100            | -                  | 100            |
| 36011 | Telephone Charges-Long Distance    | -              | 10             | -                  | 10             |
| 36017 | Payphones Annual & Monthly Service | 17             | -              | -                  | -              |
| 36018 | Payphones - Monthly Usage          | 1              | 150            | -                  | 150            |
| 36020 | Telephone Repairs                  | 2,500          | -              | 514                | -              |
| 36060 | Cable Television                   | 2,684          | 2,650          | 2,745              | 4,560          |
|       |                                    | 928,557        | 946,955        | 1,333,877          | 1,168,865      |
| 37    | <b>Purchased Services</b>          |                |                |                    |                |
| 42060 | Property Insurance                 | 96,497         | 108,500        | 118,109            | 108,500        |
| 42095 | Insurance Claims                   | -              | 10,000         | -                  | 10,000         |
| 44005 | Perimeter Security                 | 35,479         | 68,383         | 63,812             | 68,383         |
| 45000 | Janitorial Services                | 513,325        | 571,992        | 602,311            | 723,164        |
| 45010 | Refuse Removal Services            | 39,293         | 71,121         | 70,344             | 76,811         |
| 46012 | Artistic Exhibits                  | 64,680         | 98,445         | 52,988             | 101,675        |
| 46013 | Museum Shop                        | (135)          | -              | 65                 | -              |
| 46020 | Passenger Info Booth               | 154,156        | 151,128        | 121,210            | 151,128        |
| 49010 | Architectural Services             | 25,000         | -              | -                  | -              |
| 49020 | Engineering Services               | -              | -              | 20,179             | -              |
|       |                                    | 928,295        | 1,079,569      | 1,049,019          | 1,239,661      |

20 TERMINAL  
Account Summary

20

|    |  | Actual<br>2021 | Budget<br>2022 | Projection<br>2022 | Budget<br>2023 |
|----|--|----------------|----------------|--------------------|----------------|
| 38 | <b>Material &amp; Supplies</b>           |                |                |                    |                |
|    | 52010 Alarm & PA Systems                 | 50,321         | 50,000         | 25,287             | 50,000         |
|    | 52020 Baggage System                     | 3,004          | 45,000         | 14,632             | 45,000         |
|    | 52031 Electrical Repairs & Supplies      | 141,676        | 161,500        | 91,909             | 180,000        |
|    | 52032 Elevator Repairs & Supplies        | 135,275        | 90,000         | 67,491             | 90,000         |
|    | 52033 HVAC                               | 143,839        | 185,000        | 58,460             | 185,000        |
|    | 52034 Roof                               | 1,546          | 5,000          | 542                | 6,000          |
|    | 52035 Plumbing Repairs & Supplies        | 32,592         | 75,000         | 112,547            | 80,000         |
|    | 52036 Automatic Door Repairs & Supplies  | 4,822          | 8,000          | 2,220              | 8,000          |
|    | 52037 Pest Control                       | 33,544         | 55,000         | 36,606             | 58,300         |
|    | 52040 Fire Equipment Services            | 319            | -              | -                  | -              |
|    | 52060 Building Maintenance               | 192,480        | 403,060        | 244,080            | 400,000        |
|    | 52061 Building Materials                 | -              | -              | 978                | -              |
|    | 52062 Janitorial Supplies                | 146,019        | 238,435        | 200,614            | 256,122        |
|    | 52063 Window Washing                     | 6,112          | 75,169         | 53,366             | 102,200        |
|    | 52075 Advertising Displays               | 8,607          | -              | 11,796             | -              |
|    | 52080 Sign Expense                       | 16,033         | -              | 1,147              | -              |
|    | 52090 Flight Information Displays        | 30,776         | 39,274         | 1,014              | 43,850         |
|    | 53010 Landscaping                        | 23,794         | 3,000          | 63,886             | 75,000         |
|    | 53030 Pavement Repairs                   | 1,342          | -              | -                  | -              |
|    | 53060 Dump Fees - Landfill               | 674            | 900            | 1,277              | 2,000          |
|    | 54011 Diesel Fuel                        | -              | 3,000          | -                  | 3,000          |
|    |  | 972,774        | 1,437,338      | 987,851            | 1,584,472      |
| 39 | <b>Office/Administration</b>             |                |                |                    |                |
|    | 55010 Office Equipment Rental            | 764            | 820            | 832                | 820            |
|    | 55012 Office Equipment Service Agreement | 40             | -              | -                  | -              |
|    | 55014 Computer Systems                   | 953            | 5,200          | 2,938              | 10,800         |
|    | 55015 Hardware/Software Maint Agreements | 23,996         | 23,950         | 27,886             | 46,000         |
|    | 55016 Computer Equipment                 | 3,806          | 49,750         | 6,362              | 40,370         |
|    | 55060 Office Supplies                    | 7,643          | 2,000          | 3,045              | 2,820          |
|    | 66070 COVID Related Expenses             | 97,037         | -              | -                  | -              |
|    | 66080 Airline Incentive Expenses         | 67,387         | -              | -                  | -              |
|    |  | 201,627        | 81,720         | 41,063             | 100,810        |
| 41 | <b>Non-Capital Equipment</b>             |                |                |                    |                |
|    | 83000 Equipment                          | 293,105        | -              | 10,224             | -              |
|    | <b>Non Capital / Contingency</b>         | 293,105        | -              | 10,224             | -              |
|    |  | \$ 5,539,497   | \$ 6,186,986   | \$ 5,699,050       | \$ 7,038,757   |

21 PASSENGER LOADING BRIDGE



BUDGET  
MESSAGE

DEPARTMENT /  
COST CENTER

DEBT  
SERVICE

CAPITAL  
IMPROVEMENT  
PROGRAM

RATES  
AND  
CHARGES

SUPPLEMENTAL  
INFORMATION

21 LOADING BRIDGES  
Position Count

**Full Time Positions**  
ADDED 2022

MFZ-Loading Bridge Technician

**Budget  
2021**      **Budget  
2022**      **Budget  
2023**

-      -      1  
-      -      1

LOADING BRIDGE

MFZ-Loading Bridge Mechanic

MFZ-Loading Bridge Technician

1      1      1  
1      1      1  
2      2      2  
**2**      **2**      **3**  
**2**      **2**      **3**

21 LOADING BRIDGES  
Overview

21

This department includes the maintenance expenses and related debt service payments associated with fourteen loading bridges. Revenues are collected in amounts sufficient to offset any expenses the Authority incurs.

Manager: Kevin Hehir, AvPORTS, LLC

Rates & Charges Allocation: Direct; costs bore by Signatory Airlines.

Goals / Objectives / Performance Measures:

1. Response to Passenger Load Bridge outages, 1 hour

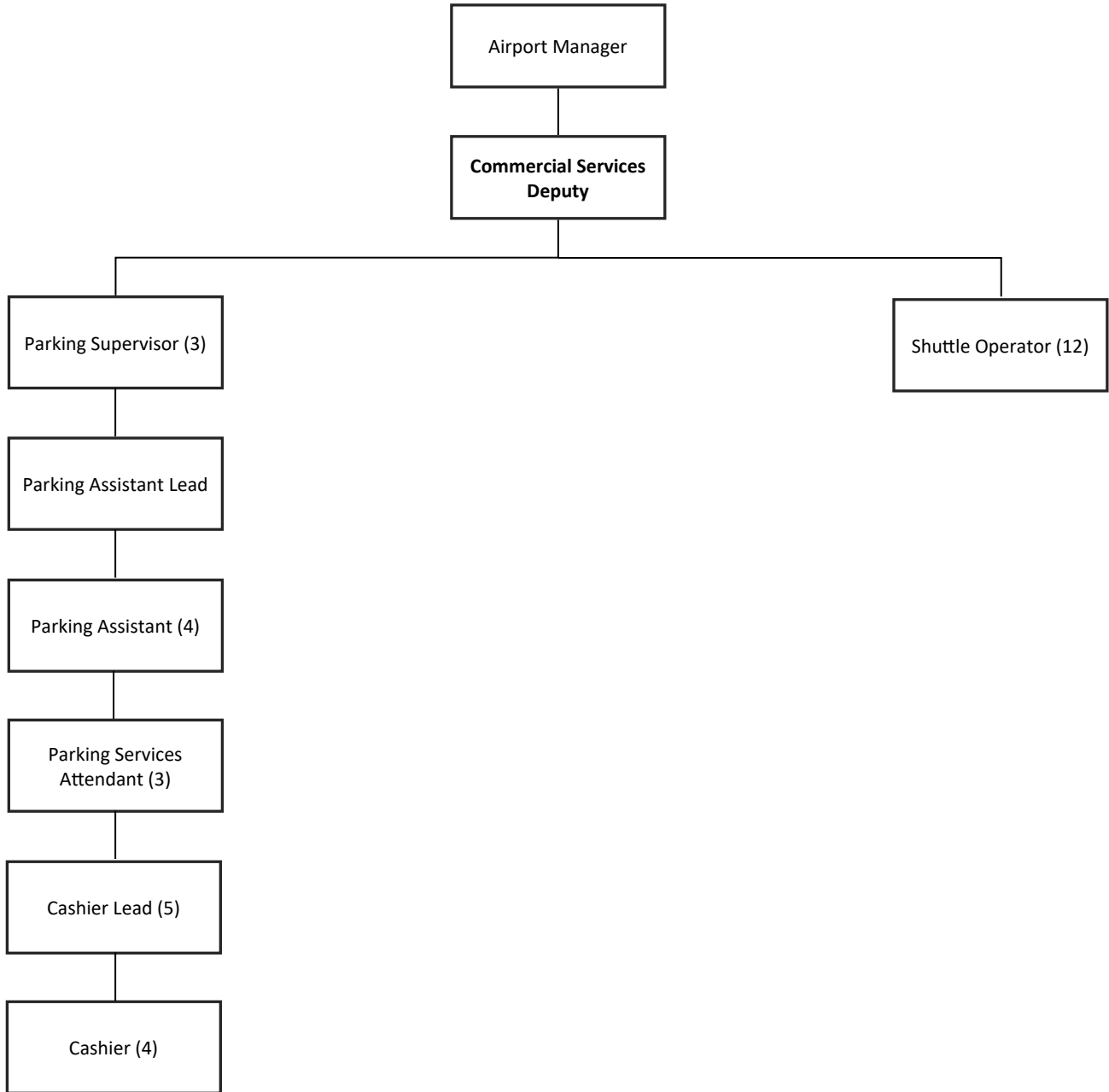
|                         | <b>Actual<br/>2021</b> | <b>Budget<br/>2022</b> | <b>Projection<br/>2022</b> | <b>Budget<br/>2023</b> |
|-------------------------|------------------------|------------------------|----------------------------|------------------------|
| Salaries Expense        | \$ 102,501             | \$ 99,507              | \$ 95,115                  | \$ 145,130             |
| Other Employee Expenses | 53,059                 | 73,905                 | 58,317                     | 110,420                |
| Utilities               | 68,250                 | 68,250                 | 68,250                     | 68,250                 |
| Purchased Services      | -                      | -                      | -                          | -                      |
| Material & Supplies     | 59,164                 | 82,750                 | 183,776                    | 87,000                 |
| Office/Administration   | -                      | -                      | -                          | -                      |
| Non-Capital Equipment   | -                      | -                      | -                          | -                      |
|                         | <b>\$ 282,974</b>      | <b>\$ 324,412</b>      | <b>\$ 405,458</b>          | <b>\$ 410,800</b>      |

21 LOADING BRIDGES  
Account Summary

21

|    |  | Actual<br>2021    | Budget<br>2022    | Projection<br>2022 | Budget<br>2023    |
|----|--|-------------------|-------------------|--------------------|-------------------|
| 34 | <b>Salaries Expense</b>                                    |                   |                   |                    |                   |
|    | 11000 Salaries   | \$ 87,998         | \$ 83,618         | \$ 86,422          | \$ 136,783        |
|    | 12010 Overtime 1.5   | 13,817            | 12,541            | 8,693              | 5,000             |
|    | 12020 Overtime 2.0   | 687               | 3,348             | -                  | 3,348             |
|    |  | <u>102,501</u>    | <u>99,507</u>     | <u>95,115</u>      | <u>145,130</u>    |
| 35 | <b>Other Employee Expenses</b>                             |                   |                   |                    |                   |
|    | 21000 Social Security                                      | 6,903             | 7,612             | 6,954              | 10,464            |
|    | 22000 Health Insurance                                     | 34,346            | 50,534            | 40,298             | 75,235            |
|    | 22200 Dental Insurance                                     | -                 | 1,437             | -                  | 2,156             |
|    | 25000 Uniforms & Laundry                                   | 875               | 1,200             | 553                | 5,138             |
|    | 25005 Uniform Purchases                                    | 170               | 200               | 180                | 200               |
|    | 26010 Disability Insurance                                 | 1,635             | 1,406             | 1,825              | 1,406             |
|    | 26020 Unemployment Insurance                               | 523               | 1,808             | 533                | 1,808             |
|    | 26030 Workers Compensation                                 | 5,549             | 6,773             | 5,122              | 11,079            |
|    | 29001 TBI Retirement                                       | 3,059             | 2,935             | 2,853              | 2,935             |
|    |  | <u>53,059</u>     | <u>73,905</u>     | <u>58,317</u>      | <u>110,420</u>    |
| 36 | <b>Utilities</b>   |                   |                   |                    |                   |
|    | 31000 Electric   | 68,250            | 68,250            | 68,250             | 68,250            |
|    |  | <u>68,250</u>     | <u>68,250</u>     | <u>68,250</u>      | <u>68,250</u>     |
| 37 | <b>Purchased Services</b>                                  | <u>-</u>          | <u>-</u>          | <u>-</u>           | <u>-</u>          |
| 38 | <b>Material &amp; Supplies</b>                             |                   |                   |                    |                   |
|    | 52010 Alarm & PA Systems                                   | 975               | 1,000             | -                  | 1,000             |
|    | 52031 Electrical Repairs & Supplies                        | 11,457            | 6,000             | 15,159             | 10,000            |
|    | 52033 HVAC   | 612               | 750               | 952                | 1,000             |
|    | 52060 Building Maintenance                                 | 46,121            | 75,000            | 167,665            | 75,000            |
|    |  | <u>59,164</u>     | <u>82,750</u>     | <u>183,776</u>     | <u>87,000</u>     |
| 39 | <b>Office/Administration</b>                               | <u>-</u>          | <u>-</u>          | <u>-</u>           | <u>-</u>          |
| 41 | <b>Non-Capital Equipment<br/>Non Capital / Contingency</b> | <u>-</u>          | <u>-</u>          | <u>-</u>           | <u>-</u>          |
|    |  | <u>\$ 282,974</u> | <u>\$ 324,412</u> | <u>\$ 405,458</u>  | <u>\$ 410,800</u> |

30 Parking





30 PARKING  
Position Count

|                        |                        |                        |
|------------------------|------------------------|------------------------|
| <b>Budget<br/>2021</b> | <b>Budget<br/>2022</b> | <b>Budget<br/>2023</b> |
|------------------------|------------------------|------------------------|

**Full Time Positions**

|                                 |          |          |          |
|---------------------------------|----------|----------|----------|
| MFZ-Deputy, Commercial Services | <u>1</u> | <u>1</u> | <u>1</u> |
|                                 | 1        | 1        | 1        |

**PARKING**

|  |           |           |           |
|--|-----------|-----------|-----------|
| JPR-MFZ-Parking Services Attendant (replaces Cashier)        | -         | -         | 1         |
| JPR-MFZ-Parking Services Attendant (replaces Cashier) Vacant | -         | -         | 2         |
| MFZ-Parking Assistant  | 2         | 2         | 4         |
| MFZ-Parking Assistant Lead                                   | 1         | 1         | 1         |
| MFZ-Parking Cashier  | 10        | 10        | 4         |
| MFZ-Parking Cashier Lead                                     | 5         | 5         | 5         |
| MFZ-Parking Maintenance Technician                           | 2         | 2         | -         |
| MFZ-Parking Supervisor                                       | 1         | 2         | 1         |
| MFZ-Parking Supervisor Vacant                                | -         | 1         | 2         |
|  | <u>21</u> | <u>23</u> | <u>20</u> |

**SHUTTLE**

|   |           |           |           |
|---|-----------|-----------|-----------|
| JPR-MFZ-Shuttle Operator non-CDL Vacant | -         | -         | 2         |
| MFZ-Shuttle Detailer                    | 1         | 1         | -         |
| MFZ-Shuttle Operator Lead               | 1         | -         | -         |
| MFZ-Shuttle Operator non-CDL            | 7         | 7         | 6         |
| MFZ-Shuttle Operator w/CDL              | 5         | 5         | 4         |
|   | <u>14</u> | <u>13</u> | <u>12</u> |

**ZREQUEST**

|                       |           |           |           |
|-----------------------|-----------|-----------|-----------|
| MFZ-Parking Assistant | -         | 2         | -         |
|                       | <u>-</u>  | <u>2</u>  | <u>-</u>  |
|                       | <b>36</b> | <b>39</b> | <b>33</b> |

**Part Time Positions**

**PARKING**

|  |          |          |          |
|--|----------|----------|----------|
| JPR-MFZ-Cashier PT Vacant              | -        | -        | 5        |
| JPR-Shuttle Operator Non CDL Part Time | -        | -        | 1        |
| MFZ-Cashier Vacant                     | 5        | 5        | -        |
|  | <u>5</u> | <u>5</u> | <u>6</u> |

**SHUTTLE**

|                              |           |           |           |
|------------------------------|-----------|-----------|-----------|
| MFZ-Shuttle Operator         | 1         | -         | -         |
| MFZ-Shuttle Operator non-CDL | 1         | 1         | -         |
|                              | <u>2</u>  | <u>1</u>  | <u>-</u>  |
|                              | <u>7</u>  | <u>6</u>  | <u>6</u>  |
|                              | <b>43</b> | <b>45</b> | <b>39</b> |

30 PARKING  
Overview

30

This department is used to account for all the cost necessary to maintain the parking garages, the parking lots, and the shuttle buses used between the terminal and economy parking lot. These costs include the salaries and benefits for the parking cashiers, maintenance workers, shuttle bus drivers and detailer, utilities, parking lot equipment maintenance and repair, parking ticket stock, maintenance of the shuttle buses, and snow removal services..

The overall parking capacity is 7,222 parking spaces; Garage North, 1,912; Garage South, 1,000; Long Term, 1,278; Long Term C, 187; Short Term, 222; Economy, 1,217; Overflow, 1,206; and Other, 200.

Manager: Katie Mahoney, AvPORTS, LLC

Rates & Charges Allocation: Direct; 100 percent cost bore by Authority.

Goals / Objectives / Performance Measures:

1. Overtime (percent of salaries), 10.2 percent

|                         | <b>Actual<br/>2021</b> | <b>Budget<br/>2022</b> | <b>Projection<br/>2022</b> | <b>Budget<br/>2023</b> |
|-------------------------|------------------------|------------------------|----------------------------|------------------------|
| Salaries Expense        | \$ 1,292,823           | \$ 1,773,463           | \$ 1,153,626               | \$ 1,659,037           |
| Other Employee Expenses | 648,166                | 867,546                | 583,656                    | 734,469                |
| Utilities               | 278,592                | 275,495                | 384,553                    | 368,495                |
| Purchased Services      | 84,515                 | 152,500                | 109,870                    | 146,856                |
| Material & Supplies     | 377,409                | 803,099                | 605,492                    | 846,555                |
| Office/Administration   | 378,505                | 601,984                | 719,566                    | 771,239                |
| Non-Capital Equipment   | 61,809                 | -                      | 21,751                     | -                      |
|                         | <b>\$ 3,121,818</b>    | <b>\$ 4,474,087</b>    | <b>\$ 3,578,515</b>        | <b>\$ 4,526,652</b>    |

|    |                                       |                        |                        |                            |                        |
|----|---------------------------------------|------------------------|------------------------|----------------------------|------------------------|
| 30 | PARKING<br>Account Summary            |                        |                        |                            | 30                     |
|    |                                       | <b>Actual<br/>2021</b> | <b>Budget<br/>2022</b> | <b>Projection<br/>2022</b> | <b>Budget<br/>2023</b> |
|    | <b>34 Salaries Expense</b>            |                        |                        |                            |                        |
|    | 11000 Salaries                        | \$ 1,140,408           | \$ 1,462,102           | \$ 931,926                 | \$ 1,338,036           |
|    | 11005 Part Time/Seasaonal Salaries    | 30,320                 | 93,516                 | 29,633                     | 103,157                |
|    | 12010 Overtime 1.5                    | 120,499                | 210,534                | 179,825                    | 210,534                |
|    | 12020 Overtime 2.0                    | <u>1,595</u>           | <u>7,311</u>           | <u>12,241</u>              | <u>7,311</u>           |
|    |                                       | 1,292,823              | 1,773,463              | 1,153,626                  | 1,659,037              |
|    | <b>35 Other Employee Expenses</b>     |                        |                        |                            |                        |
|    | 21000 Social Security                 | 94,926                 | 135,670                | 85,696                     | 77,145                 |
|    | 22000 Health Insurance                | 427,057                | 517,001                | 367,958                    | 452,561                |
|    | 22200 Dental Insurance                | -                      | 22,202                 | -                          | 19,910                 |
|    | 24000 Medical Exams                   | -                      | 600                    | -                          | 600                    |
|    | 25000 Uniforms & Laundry              | 10,115                 | 12,500                 | 21,296                     | 12,814                 |
|    | 25005 Uniform Purchases               | 6,848                  | 3,000                  | 620                        | 3,000                  |
|    | 26010 Disability Insurance            | 19,131                 | 25,139                 | 23,700                     | 25,139                 |
|    | 26020 Unemployment Insurance          | 9,943                  | 37,960                 | 10,549                     | 29,825                 |
|    | 26030 Workers Compensation            | 50,740                 | 74,084                 | 46,307                     | 74,084                 |
|    | 29001 TBI Retirement                  | <u>29,405</u>          | <u>39,390</u>          | <u>27,530</u>              | <u>39,390</u>          |
|    |                                       | 648,166                | 867,546                | 583,656                    | 734,469                |
|    | <b>36 Utilities</b>                   |                        |                        |                            |                        |
|    | 31000 Electric                        | 276,907                | 269,000                | 382,830                    | 362,000                |
|    | 33000 Natural Gas                     | -                      | 5,000                  | -                          | 5,000                  |
|    | 35000 Water                           | 316                    | 350                    | 276                        | 350                    |
|    | 36010 Telephone Charges-Local         | 1,370                  | 1,100                  | 1,446                      | 1,100                  |
|    | 36011 Telephone Charges-Long Distance | <u>-</u>               | <u>45</u>              | <u>-</u>                   | <u>45</u>              |
|    |                                       | 278,592                | 275,495                | 384,553                    | 368,495                |
|    | <b>37 Purchased Services</b>          |                        |                        |                            |                        |
|    | 42060 Property Insurance              | 68,959                 | 87,500                 | 75,028                     | 87,500                 |
|    | 42095 Insurance Claims                | 1,549                  | 5,000                  | 23,298                     | 5,000                  |
|    | 44010 Armored Car Service             | 1,863                  | 5,000                  | 3,684                      | 4,356                  |
|    | 47000 Special Studies                 | -                      | 30,000                 | -                          | 10,000                 |
|    | 49020 Engineering Services            | <u>12,144</u>          | <u>25,000</u>          | <u>7,860</u>               | <u>40,000</u>          |
|    |                                       | 84,515                 | 152,500                | 109,870                    | 146,856                |

30 PARKING  
Account Summary

30

|    |   | Actual<br>2021 | Budget<br>2022 | Projection<br>2022 | Budget<br>2023 |
|----|---|----------------|----------------|--------------------|----------------|
| 38 | <b>Material &amp; Supplies</b>            |                |                |                    |                |
|    | 52010 Alarm & PA Systems                  | 4,517          | 6,044          | 31,071             | 5,000          |
|    | 52031 Electrical Repairs & Supplies       | 34,821         | 30,000         | 38,779             | 30,000         |
|    | 52032 Elevator Repair & Supplies          | 41,496         | 25,000         | 33,961             | 25,000         |
|    | 52033 HVAC                                | 3,389          | 10,000         | -                  | -              |
|    | 52034 Roof                                | -              | 1,000          | -                  | 1,000          |
|    | 52035 Plumbing Repairs & Supplies         | 841            | 50,000         | -                  | 50,000         |
|    | 52036 Automatic door Repairs & Supplies   | 1,387          | 4,000          | 4,002              | 4,000          |
|    | 52037 Pest Control                        | 620            | 720            | 552                | 720            |
|    | 52060 Building Maintenance                | 45,672         | 140,000        | 31,916             | 65,000         |
|    | 52063 Window Washing                      | -              | 8,000          | 34,423             | 10,000         |
|    | 52080 Sign Expense                        | (655)          | 6,500          | -                  | 6,500          |
|    | 53010 Landscaping                         | -              | 2,500          | -                  | 40,000         |
|    | 53020 Fencing                             | -              | 900            | -                  | 900            |
|    | 53030 Pavement Repairs                    | 24,280         | 100,000        | -                  | 100,000        |
|    | 53040 Sign Expense                        | 39,761         | 12,500         | 9,898              | 12,500         |
|    | 53048 Snow Removal Supplies               | 29,073         | 58,500         | -                  | 58,500         |
|    | 53050 Snow Removal Services               | 49,691         | 200,000        | 228,581            | 250,000        |
|    | 53071 Wildlife Hazard Management          | -              | 3,000          | -                  | 3,000          |
|    | 53085 Land Lease                          | 15,435         | 15,435         | 15,435             | 15,435         |
|    | 54010 Gasoline                            | 41,344         | 30,000         | 84,164             | 30,000         |
|    | 54011 Diesel Fuel                         | 6,146          | 7,000          | 2,581              | 7,000          |
|    | 54013 Vehicle/Equipment Tires             | 5,351          | 9,000          | 6,388              | 9,000          |
|    | 54015 CNG Fuel                            | 337            | 23,000         | 10,553             | 23,000         |
|    | 54021 Vehicle Repair & Maintenance        | 20,362         | 38,000         | 41,791             | 44,000         |
|    | 54022 Vehicle Communications Equip & Repa | 50             | 1,000          | -                  | 1,000          |
|    | 54030 General Equipment Repair & Maintena | 13,493         | 21,000         | 31,397             | 55,000         |
|    |   | 377,409        | 803,099        | 605,492            | 846,555        |
| 39 | <b>Office/Administration</b>              |                |                |                    |                |
|    | 55010 Office Equipment Rental             | 605            | 1,200          | 428                | 1,200          |
|    | 55012 Office Equipment Service Agreement  | 315            | 1,000          | -                  | 1,000          |
|    | 55014 Computer Systems                    | -              | 5,200          | -                  | 8,700          |
|    | 55015 Hardware/Software Maint Support     | 12,588         | 59,984         | 10,918             | 60,889         |
|    | 55016 Computer Equipment                  | 1,282          | 5,600          | 3,599              | 11,300         |
|    | 55020 Office Furniture & Fixtures         | -              | 1,500          | 507                | 1,650          |
|    | 55030 Printed Forms / Letterhead          | 165            | 6,700          | 478                | 6,700          |
|    | 55031 Parking Ticket Stock                | -              | 6,000          | 11,220             | 7,000          |
|    | 55060 Office Supplies                     | 1,184          | 1,800          | 853                | 1,800          |
|    | 66010 Training / Travel                   | 100            | 3,000          | -                  | 3,000          |
|    | 66060 Credit Card Service Charges         | 286,741        | 390,000        | 548,685            | 548,000        |
|    | 66061 EZ Pass Fees                        | 75,524         | 120,000        | 142,878            | 120,000        |
|    |   | 378,505        | 601,984        | 719,566            | 771,239        |
| 41 | <b>Non-Capital Equipment</b>              |                |                |                    |                |
|    | 83000 Equipment                           | 61,809         | -              | 21,751             | -              |
|    | <b>Non Capital / Contingency</b>          | 61,809         | -              | 21,751             | -              |
|    |   | \$ 3,121,818   | \$ 4,474,087   | \$ 3,578,515       | \$ 4,526,652   |

32 LANDSIDE  
Overview

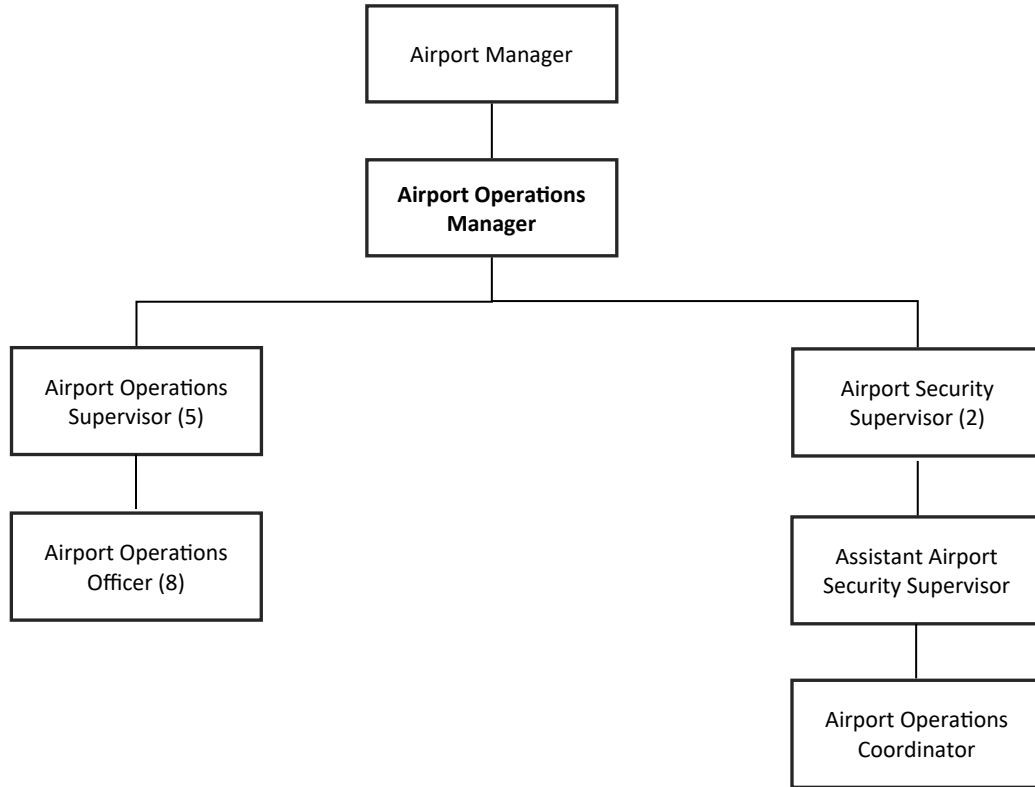
This department is used to account for expenses of the buildings and properties located outside the Air Operations Area (AOA) and includes costs to maintain the buildings, properties, and any of the Authority's responsibilities under lease agreements within this area.

Rates & Charges Allocation: Direct; 100 percent of the cost is bore by the Authority.

|                         | Actual<br>2021      | Budget<br>2022      | Projection<br>2022  | Budget<br>2023      |
|-------------------------|---------------------|---------------------|---------------------|---------------------|
| Salaries Expense        | \$ -                | \$ -                | \$ -                | \$ -                |
| Other Employee Expenses | -                   | -                   | -                   | -                   |
| Utilities               | 281,201             | 300,755             | 395,971             | 300,755             |
| Purchased Services      | 58,871              | 68,502              | 75,297              | 68,502              |
| Material & Supplies     | 1,071,890           | 867,825             | 1,219,400           | 1,052,704           |
| Office/Administration   | 38,954              | 40,250              | 274                 | 40,400              |
| Non-Capital Equipment   | 16,895              | -                   | -                   | -                   |
|                         | <b>\$ 1,467,810</b> | <b>\$ 1,277,332</b> | <b>\$ 1,690,943</b> | <b>\$ 1,462,361</b> |

|    |                                       |                        |                        |                            |                        |
|----|---------------------------------------|------------------------|------------------------|----------------------------|------------------------|
| 32 | LANDSIDE<br>Account Summary           |                        |                        |                            | 32                     |
|    |                                       | <b>Actual<br/>2021</b> | <b>Budget<br/>2022</b> | <b>Projection<br/>2022</b> | <b>Budget<br/>2023</b> |
|    | <b>34 Salaries Expense</b>            | -                      | -                      | -                          | -                      |
|    | <b>35 Other Employee Expenses</b>     | -                      | -                      | -                          | -                      |
|    | <b>36 Utilities</b>                   |                        |                        |                            |                        |
|    | 31000 Electric                        | 143,990                | 118,000                | 180,617                    | 118,000                |
|    | 33000 Natural Gas                     | 92,098                 | 139,830                | 146,089                    | 139,830                |
|    | 34000 Sewer                           | 12,514                 | 12,300                 | 42,826                     | 12,300                 |
|    | 35000 Water                           | 28,298                 | 27,000                 | 22,318                     | 27,000                 |
|    | 36010 Telephone Charges-Local         | 4,300                  | 3,600                  | 4,121                      | 3,600                  |
|    | 36011 Telephone Charges-Long Distance | -                      | 25                     | -                          | 25                     |
|    |                                       | 281,201                | 300,755                | 395,971                    | 300,755                |
|    | <b>37 Purchased Services</b>          |                        |                        |                            |                        |
|    | 42060 Property Insurance              | 57,567                 | 56,000                 | 37,810                     | 56,000                 |
|    | 44030 Employee Shuttle Service        | -                      | 12,502                 | 21,429                     | 12,502                 |
|    | 45000 Janitorial Contract             | -                      | -                      | 2,015                      | -                      |
|    | 49010 Architectural Services          | 1,304                  | -                      | 8,387                      | -                      |
|    | 49020 Engineering Services            | -                      | -                      | 5,657                      | -                      |
|    |                                       | 58,871                 | 68,502                 | 75,297                     | 68,502                 |
|    | <b>38 Material &amp; Supplies</b>     |                        |                        |                            |                        |
|    | 51019 Snow Removal Supplies           | -                      | -                      | 14,473                     | -                      |
|    | 52010 Alarm & PA Systems              | 49,841                 | 25,000                 | 29,925                     | 25,000                 |
|    | 52031 Electrical Repairs & Supplies   | 59,113                 | 22,500                 | 47,828                     | 18,000                 |
|    | 52033 HVAC                            | 30,233                 | 75,000                 | 53,317                     | 75,000                 |
|    | 52034 Roof                            | 4,694                  | 15,500                 | -                          | 15,500                 |
|    | 52035 Plumbing Repairs & Supplies     | 12,389                 | 27,500                 | 33,033                     | 30,000                 |
|    | 52037 Pest Control                    | 5,083                  | 4,800                  | 5,150                      | 6,204                  |
|    | 52051 Control Tower Maintenance       | 424,440                | 300,000                | 556,304                    | 556,000                |
|    | 52060 Building Maintenance            | 43,999                 | 140,000                | 130,056                    | 140,000                |
|    | 52080 Sign Expense                    | -                      | -                      | 320                        | -                      |
|    | 53010 Landscaping                     | 162,048                | 5,000                  | 80,772                     | 10,000                 |
|    | 53030 Pavement Repairs                | -                      | -                      | 15,391                     | -                      |
|    | 53040 Sign Repairs                    | 26,886                 | -                      | 4,670                      | -                      |
|    | 53041 Traffic Light Repairs           | 1,716                  | 2,000                  | -                          | 12,000                 |
|    | 53048 Snow Removal Supplies           | 2,834                  | 2,500                  | -                          | 2,500                  |
|    | 53050 Snow Removal Contract Svces     | 7,433                  | 28,000                 | 45,963                     | 28,000                 |
|    | 53051 NYS Police Hangar Maintenance   | 128,028                | 125,000                | 112,338                    | 125,000                |
|    | 53078 Liquid Waste Disposal           | 1,612                  | -                      | -                          | -                      |
|    | 53090 T-Hangar Maintenance            | 111,540                | 95,025                 | 89,863                     | 9,500                  |
|    |                                       | 1,071,890              | 867,825                | 1,219,400                  | 1,052,704              |
|    | <b>39 Office/Administration</b>       |                        |                        |                            |                        |
|    | 55014 Computer Systems                | -                      | 1,500                  | -                          | 1,500                  |
|    | 55016 Computer Equipment              | 641                    | 750                    | 274                        | 900                    |
|    | 66050 Property Taxes                  | 38,312                 | 38,000                 | -                          | 38,000                 |
|    |                                       | 38,954                 | 40,250                 | 274                        | 40,400                 |
|    | <b>41 Non-Capital Equipment</b>       |                        |                        |                            |                        |
|    | 83000 Equipment                       | 16,895                 | -                      | -                          | -                      |
|    | <b>Non Capital / Contingency</b>      | 16,895                 | -                      | -                          | -                      |
|    |                                       | \$ 1,467,810           | \$ 1,277,332           | \$ 1,690,943               | \$ 1,462,361           |

41 OPERATIONS



41 OPERATIONS  
Position Count

**Full Time Positions**

MFZ-Airport Operations Manager

| Budget<br>2021 | Budget<br>2022 | Budget<br>2023 |
|----------------|----------------|----------------|
| 1              | 1              | 1              |
| <u>1</u>       | <u>1</u>       | <u>1</u>       |

**OPERATIONS**

MFZ-Airport Operations Officer

MFZ-Airport Operations Officer Vacant

MFZ-Airport Operations Supervisor

MFZ-Airport Operations Supervisor Vacant

MFZ-Receptionist

|           |           |           |
|-----------|-----------|-----------|
| 4         | 7         | 5         |
| 1         | 1         | 3         |
| 5         | 5         | 4         |
| -         | -         | 1         |
| -         | -         | -         |
| <u>10</u> | <u>13</u> | <u>13</u> |

**SECURITY**

MFZ-Airport Security Supervisor

MFZ-Assistant Airport Security Supervisor

MFZ-Security / Operations Coordinator

|          |          |          |
|----------|----------|----------|
| 1        | 1        | 1        |
| 1        | 1        | 1        |
| 1        | 1        | 1        |
| <u>3</u> | <u>3</u> | <u>3</u> |

**ZREQUEST**

MFZ-Assistant Airport Security Supervisor Vacant

|           |           |           |
|-----------|-----------|-----------|
| -         | -         | 1         |
| -         | -         | 1         |
| <u>14</u> | <u>17</u> | <u>18</u> |
| <b>14</b> | <b>17</b> | <b>18</b> |



41 OPERATIONS  
Overview

41

The Albany International Airport is an Federal Aviation Administration certificated Part 139 Airport. As a Part 139 Airport, it is required to have a command center for the overall day-to-day operations of the airport. This department includes the costs for the 24/7/365 staffing of the command center as well as other Part 139 inspection and enforcement responsibilities.

Manager: James O'Brien, AvPORTS, LLC

Rates & Charges Allocation: Indirect; charges allocated 40% Airfield, 30% Terminal, 5% Loading Bridge, 5% Parking, 10% Landside, 5% FBO- Commercial, and 5% FBO- General Aviation.

Goals / Objectives / Performance Measures:

1. FAA Part 139 Discrepancies, 6

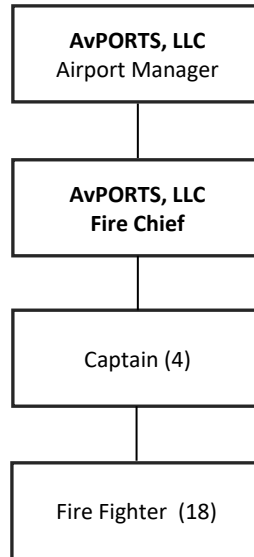
|                         | <b>Actual<br/>2021</b> | <b>Budget<br/>2022</b> | <b>Projection<br/>2022</b> | <b>Budget<br/>2023</b> |
|-------------------------|------------------------|------------------------|----------------------------|------------------------|
| Salaries Expense        | \$ 672,998             | \$ 835,112             | \$ 738,121                 | \$ 932,683             |
| Other Employee Expenses | 302,560                | 431,108                | 343,716                    | 424,470                |
| Utilities               | 58,532                 | 75,365                 | 50,329                     | 75,365                 |
| Purchased Services      | -                      | -                      | -                          | -                      |
| Material & Supplies     | -                      | -                      | -                          | -                      |
| Office/Administration   | 22,272                 | 47,115                 | 22,407                     | 93,590                 |
| Non-Capital Equipment   | 109,845                | 49,000                 | -                          | -                      |
|                         | <b>\$ 1,166,207</b>    | <b>\$ 1,437,700</b>    | <b>\$ 1,154,573</b>        | <b>\$ 1,526,109</b>    |

41 OPERATIONS  
Account Summary

41

|    |   | Actual<br>2021      | Budget<br>2022      | Projection<br>2022  | Budget<br>2023      |
|----|---|---------------------|---------------------|---------------------|---------------------|
| 34 | <b>Salaries Expense</b>                   |                     |                     |                     |                     |
|    | 11000 Salaries                            | \$ 580,002          | \$ 766,887          | \$ 645,255          | \$ 864,458          |
|    | 12010 Overtime 1.5                        | 92,995              | 68,225              | 88,856              | 68,225              |
|    | 12020 Overtime 2.0                        | -                   | -                   | 4,011               | -                   |
|    |   | <u>672,998</u>      | <u>835,112</u>      | <u>738,121</u>      | <u>932,683</u>      |
| 35 | <b>Other Employee Expenses</b>            |                     |                     |                     |                     |
|    | 21000 Social Security                     | 49,679              | 68,054              | 54,978              | 71,350              |
|    | 22000 Health Insurance                    | 181,701             | 231,950             | 212,296             | 231,134             |
|    | 22200 Dental Insurance                    | -                   | 8,527               | -                   | 10,437              |
|    | 25000 Uniforms & Laundry                  | 540                 | 1,500               | 1,108               | 1,664               |
|    | 25005 Uniform Purchases                   | 1,664               | 3,816               | 596                 | 3,816               |
|    | 26010 Disability Insurance                | 8,374               | 13,956              | 15,302              | 13,956              |
|    | 26020 Unemployment Insurance              | 4,586               | 15,365              | 5,349               | 16,268              |
|    | 26030 Workers Compensation                | 39,505              | 62,118              | 36,466              | 50,021              |
|    | 29001 TBI Retirement                      | 16,510              | 25,824              | 17,621              | 25,824              |
|    |   | <u>302,560</u>      | <u>431,108</u>      | <u>343,716</u>      | <u>424,470</u>      |
| 36 | <b>Utilities</b>                          |                     |                     |                     |                     |
|    | 36010 Telephone Charges-Local             | 7,210               | 7,600               | 7,233               | 7,600               |
|    | 36011 Telephone Charges-Long Distance     | -                   | 165                 | -                   | 165                 |
|    | 36030 Telephone-Cellular                  | 51,322              | 64,800              | 39,380              | 64,800              |
|    | 36060 Cable Television                    | -                   | 2,800               | 3,716               | 2,800               |
|    |   | <u>58,532</u>       | <u>75,365</u>       | <u>50,329</u>       | <u>75,365</u>       |
| 37 | <b>Purchased Services</b>                 | <u>-</u>            | <u>-</u>            | <u>-</u>            | <u>-</u>            |
| 38 | <b>Material &amp; Supplies</b>            | <u>-</u>            | <u>-</u>            | <u>-</u>            | <u>-</u>            |
| 39 | <b>Office/Administration</b>              |                     |                     |                     |                     |
|    | 55010 Office Equipment Rental             | 1,731               | 1,700               | 1,274               | 1,700               |
|    | 55012 Office Equipment Service Agreement  | 1,194               | 1,200               | 1,023               | 1,200               |
|    | 55014 Computer Systems                    | 4,952               | 2,900               | -                   | 2,700               |
|    | 55015 Hardware/Software Maintenance Agree | 1,575               | 9,300               | 10,181              | 50,600              |
|    | 55016 Computer Equipment                  | 641                 | 750                 | -                   | 5,550               |
|    | 55020 Office Furniture & Fixtures         | 546                 | 2,500               | -                   | 2,500               |
|    | 55030 Printed Forms / Letterhead          | 108                 | 300                 | -                   | 300                 |
|    | 55060 Office Supplies                     | 2,026               | 2,300               | 2,127               | 2,500               |
|    | 66000 Dues & Subscriptions                | 5,114               | 5,225               | 7,802               | 5,600               |
|    | 66010 Training / Travel                   | 4,385               | 20,940              | -                   | 20,940              |
|    |   | <u>22,272</u>       | <u>47,115</u>       | <u>22,407</u>       | <u>93,590</u>       |
| 41 | <b>Non-Capital Equipment</b>              |                     |                     |                     |                     |
|    | 83000 Equipment                           | 109,845             | 49,000              | -                   | -                   |
|    | <b>Non Capital / Contingency</b>          | 109,845             | 49,000              | -                   | -                   |
|    |   | <u>\$ 1,166,207</u> | <u>\$ 1,437,700</u> | <u>\$ 1,154,573</u> | <u>\$ 1,526,109</u> |

42 ARFF



42 ARFF  
Position Count

|                        |                        |                        |
|------------------------|------------------------|------------------------|
| <b>Budget<br/>2021</b> | <b>Budget<br/>2022</b> | <b>Budget<br/>2023</b> |
|------------------------|------------------------|------------------------|

**Full Time Positions**

|                                       |        |           |           |           |
|---------------------------------------|--------|-----------|-----------|-----------|
| MFZ-ARFF Captain / Safety Supervisor  |        | 4         | 4         | 4         |
| MFZ-ARFF Chief / Safety Manager       |        | 1         | 1         | 1         |
| MFZ-ARFF Firefighter / Safety Officer |        | 16        | 16        | 15        |
| MFZ-ARFF Firefighter / Safety Officer | Vacant | -         | -         | 1         |
| MFZ-Longevity Pay 2021, 1 @ \$300     |        | -         | -         | -         |
| MFZ-Longevity Pay 2021, 3 @ \$600     |        | -         | -         | -         |
| MFZ-Longevity Pay 2021, 6 @ \$850     |        | -         | -         | -         |
| MFZ-Longevity Pay 2022, 1 @ \$300     |        | -         | -         | -         |
| MFZ-Longevity Pay 2022, 3 @ \$600     |        | -         | -         | -         |
| MFZ-Longevity Pay 2022, 4 @ \$850     |        | -         | -         | -         |
| MFZ-Longevity Pay 2023, 2 @ \$250     |        | -         | -         | -         |
| MFZ-Longevity Pay 2023, 2 @ \$500     |        | -         | -         | -         |
| MFZ-Longevity Pay 2023, 3 @ \$1000    |        | -         | -         | -         |
| MFZ-Longevity Pay 2023, 5 @ \$1500    |        | -         | -         | -         |
| RAC-Longevity                         |        | -         | -         | -         |
|                                       |        | <u>21</u> | <u>21</u> | <u>21</u> |
| <b>BY2023 REQUEST</b>                 |        |           |           |           |
| MFZ-ARFF Firefighter / Safety Officer |        | -         | -         | 2         |
|                                       |        | -         | -         | 2         |
|                                       |        | <u>21</u> | <u>21</u> | <u>23</u> |
|                                       |        | <b>21</b> | <b>21</b> | <b>23</b> |

42 ARFF  
Overview

42

This department is a necessity pursuant to FAA Part 139. Based on the length of the largest aircraft providing service to the Airport, it is classified as Index C. This cost center includes the salaries and benefits for the ARFF employees, all the expenses for ARFF supplies, the maintenance expenses associated with the ARFF facility which includes HVAC, electrical, building maintenance, and the repair and maintenance of the ARFF vehicles and equipment.

Manager: David Cook, AvPORTS, LLC

Rates & Charges Allocation: Indirect; charges allocated 15% Airfield, 48% Terminal, 1% Loading Bridge, 6% Parking, 24% Landside, 3% FBO- Commercial, and 3% FBO- General Aviation.

Goals / Objectives / Performance Measures:

1. Fire Extinguishers Inspected/Services, 5,750
2. Building Code Inspections, 20
3. FAA ARFF Training Hours, 480

|                         | <b>Actual<br/>2021</b> | <b>Budget<br/>2022</b> | <b>Projection<br/>2022</b> | <b>Budget<br/>2023</b> |
|-------------------------|------------------------|------------------------|----------------------------|------------------------|
| Salaries Expense        | \$ 1,346,881           | \$ 1,298,664           | \$ 2,214,803               | \$ 1,650,123           |
| Other Employee Expenses | 570,251                | 661,725                | 720,132                    | 749,783                |
| Utilities               | 19,042                 | 31,365                 | 32,210                     | 31,365                 |
| Purchased Services      | 6,639                  | 7,000                  | 14,115                     | 10,500                 |
| Material & Supplies     | 116,525                | 177,225                | 155,260                    | 267,343                |
| Office/Administration   | 71,119                 | 48,959                 | 37,081                     | 167,462                |
| Non-Capital Equipment   | 108,225                | 30,000                 | -                          | 199,500                |
|                         | <b>\$ 2,238,682</b>    | <b>\$ 2,254,937</b>    | <b>\$ 3,173,601</b>        | <b>\$ 3,076,076</b>    |

42 ARFF

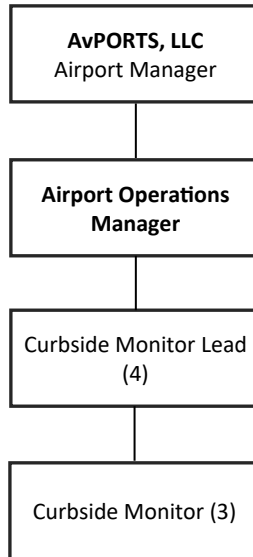
42

Account Summary

|                                   |                                   | Actual<br>2021   | Budget<br>2022   | Projection<br>2022 | Budget<br>2023   |
|-----------------------------------|-----------------------------------|------------------|------------------|--------------------|------------------|
| <b>34 Salaries Expense</b>        |                                   |                  |                  |                    |                  |
| 11000                             | Salaries                          | \$ 1,152,623     | \$ 1,141,203     | \$ 2,011,459       | \$ 1,548,987     |
| 12010                             | Overtime 1.5                      | 194,258          | 156,324          | 197,126            | 100,000          |
| 12020                             | Overtime 2.0                      | -                | 1,136            | 6,217              | 1,136            |
|                                   |                                   | <u>1,346,881</u> | <u>1,298,664</u> | <u>2,214,803</u>   | <u>1,650,123</u> |
| <b>35 Other Employee Expenses</b> |                                   |                  |                  |                    |                  |
| 21000                             | Social Security                   | 98,846           | 99,348           | 166,459            | 130,543          |
| 22000                             | Health Insurance                  | 336,921          | 346,951          | 383,269            | 328,967          |
| 22200                             | Dental Insurance                  | -                | 15,215           | -                  | 15,979           |
| 24000                             | Medical Exams                     | 1,953            | 3,500            | 2,337              | 3,500            |
| 25005                             | Uniform Purchases                 | 9,669            | 15,000           | 5,846              | 17,000           |
| 26010                             | Disability Insurance              | 16,861           | 20,884           | 27,059             | 20,884           |
| 26020                             | Unemployment Insurance            | 5,438            | 18,980           | 6,545              | 20,787           |
| 26030                             | Workers Compensation              | 62,666           | 105,193          | 67,303             | 125,468          |
| 29001                             | TBI Retirement                    | 37,897           | 36,655           | 61,314             | 86,655           |
|                                   |                                   | <u>570,251</u>   | <u>661,725</u>   | <u>720,132</u>     | <u>749,783</u>   |
| <b>36 Utilities</b>               |                                   |                  |                  |                    |                  |
| 31000                             | Electric                          | 13,935           | 24,000           | 22,591             | 24,000           |
| 33000                             | Natural Gas                       | 5,106            | 7,200            | 9,618              | 7,200            |
| 36010                             | Telephone Charges-Local           | -                | 125              | -                  | 125              |
| 36011                             | Telephone Charges-Long Distance   | -                | 40               | -                  | 40               |
|                                   |                                   | <u>19,042</u>    | <u>31,365</u>    | <u>32,210</u>      | <u>31,365</u>    |
| <b>37 Purchased Services</b>      |                                   |                  |                  |                    |                  |
| 42060                             | Property Insurance                | 5,253            | 7,000            | 5,715              | 7,000            |
| 45000                             | Janitorial Contract               | -                | -                | 8,400              | -                |
| 46010                             | Public Relations                  | -                | -                | -                  | 3,500            |
|                                   |                                   | <u>6,639</u>     | <u>7,000</u>     | <u>14,115</u>      | <u>10,500</u>    |
| <b>38 Material &amp; Supplies</b> |                                   |                  |                  |                    |                  |
| 51030                             | EMS Supplies                      | 13,795           | 16,184           | 993                | 20,800           |
| 51031                             | ARFF Supplies                     | 19,910           | 58,992           | 37,618             | 89,561           |
| 51032                             | Hazardous Material Supplies       | 4,711            | 5,000            | 4,013              | 5,000            |
| 51033                             | ARFF Foam                         | 4,590            | 33,257           | -                  | 42,030           |
| 52010                             | Alarm & PA Systems                | 2,912            | 1,500            | 504                | 1,500            |
| 52031                             | Electrical Repairs & Supplies     | 2,843            | 2,700            | 7,058              | 7,500            |
| 52033                             | HVAC                              | 3,344            | 9,500            | 16,796             | 9,500            |
| 52034                             | Roof                              | -                | 1,000            | -                  | -                |
| 52035                             | Plumbing Repairs & Supplies       | 1,986            | 2,500            | 2,464              | 3,000            |
| 52037                             | Pest Control                      | 504              | 600              | 504                | 780              |
| 52040                             | Fire Equipment Services           | 12,786           | 5,866            | 5,691              | 8,648            |
| 52041                             | Fire Equipment Testing            | 2,541            | 4,426            | 4,634              | 4,924            |
| 52060                             | Building Maintenance              | 12,478           | 9,000            | 36,633             | 50,000           |
| 52062                             | Janitorial Supplies               | 3,328            | 3,500            | 5,340              | 3,500            |
| 53010                             | Landscaping                       | -                | 200              | -                  | 1,000            |
| 53070                             | Hazardous Waste Management        | 5,561            | -                | -                  | 1,600            |
| 53078                             | Liquid Waste Disposal             | 1,768            | -                | -                  | -                |
| 54013                             | Vehicle/Equipment Tires           | -                | 5,000            | 2,598              | -                |
| 54045                             | ARFF Vehicle Repair & Maintenance | 23,470           | 18,000           | 30,414             | 18,000           |
|                                   |                                   | <u>116,525</u>   | <u>177,225</u>   | <u>155,260</u>     | <u>267,343</u>   |

|    |   |                            |                            |                            |                            |
|----|---|----------------------------|----------------------------|----------------------------|----------------------------|
| 42 | ARFF<br>Account Summary                   |                            |                            |                            | 42                         |
|    |   | <b>Actual<br/>2021</b>     | <b>Budget<br/>2022</b>     | <b>Projection<br/>2022</b> | <b>Budget<br/>2023</b>     |
|    | <b>39 Office/Administration</b>           |                            |                            |                            |                            |
|    | 55010 Office Equipment Rental             | 669                        | 400                        | 607                        | 400                        |
|    | 55012 Office Equipment Service Agreement  | 375                        | 375                        | 643                        | 375                        |
|    | 55014 Computer Systems                    | 263                        | 700                        | -                          | 1,000                      |
|    | 55015 Hardware/Software Maintenance Agree | 2,625                      | 7,119                      | 12,902                     | 10,147                     |
|    | 55016 Computer Equipment                  | -                          | 2,550                      | -                          | 35,450                     |
|    | 55020 Office Furniture & Fixtures         | 2,998                      | 3,000                      | 3,341                      | 22,000                     |
|    | 55030 Printed Forms / Letterhead          | 108                        | -                          | 370                        | 400                        |
|    | 55050 Reference Materials                 | -                          | 1,700                      | 283                        | 1,700                      |
|    | 55060 Office Supplies                     | 1,026                      | 1,700                      | 955                        | 1,700                      |
|    | 66000 Dues & Subscriptions                | 2,244                      | 2,070                      | 2,924                      | 2,328                      |
|    | 66010 Training / Travel                   | 60,811                     | 29,344                     | 15,056                     | 91,963                     |
|    |   | <u>71,119</u>              | <u>48,959</u>              | <u>37,081</u>              | <u>167,462</u>             |
|    | <b>41 Non-Capital Equipment</b>           |                            |                            |                            |                            |
|    | 83000 Equipment                           | <u>108,225</u>             | <u>30,000</u>              | <u>-</u>                   | <u>199,500</u>             |
|    | <b>Non Capital / Contingency</b>          | <u>108,225</u>             | <u>30,000</u>              | <u>-</u>                   | <u>199,500</u>             |
|    |   | <u><b>\$ 2,238,682</b></u> | <u><b>\$ 2,254,937</b></u> | <u><b>\$ 3,173,601</b></u> | <u><b>\$ 3,076,076</b></u> |

43 SECURITY





43 SECURITY  
Position Count

**Full Time Positions**  
SECURITY

|                          |        | <b>Budget<br/>2021</b> | <b>Budget<br/>2022</b> | <b>Budget<br/>2023</b> |
|--------------------------|--------|------------------------|------------------------|------------------------|
| JPR-MFZ-Curbside Monitor |        | -                      | -                      | 1                      |
| MFZ-Curbside Monitor     |        | 3                      | 2                      | 1                      |
| MFZ-Curbside Monitor     | Vacant | -                      | 1                      | 1                      |
| MFZ-Curbside Senior Lead |        | 1                      | 1                      | 1                      |
|                          |        | <u>4</u>               | <u>4</u>               | <u>4</u>               |
|                          |        | <b>4</b>               | <b>4</b>               | <b>4</b>               |

**Part Time Positions**  
SECURITY

|                      |        |          |          |            |
|----------------------|--------|----------|----------|------------|
| MFZ-Curbside Monitor |        | 3        | 3        | 2          |
| MFZ-Curbside Monitor | Vacant | 2        | 2        | 3          |
|                      |        | <u>5</u> | <u>5</u> | <u>5</u>   |
| Z2023-02             |        |          |          |            |
| MFZ-Vacancy          |        | -        | -        | (1)        |
|                      |        | <u>-</u> | <u>-</u> | <u>(1)</u> |
|                      |        | <b>5</b> | <b>5</b> | <b>4</b>   |
|                      |        | <b>9</b> | <b>9</b> | <b>8</b>   |

43 SECURITY  
Overview

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

Manager: James O'Brien, AvPORTS, LLC

Rates & Charges Allocation: Indirect; charges allocated: 15% Airfield, 50% Terminal, 3% Loading Bridge, 20% Parking, 10% Landside, 1% FBO- Commercial, and 1% FBO- General Aviation.

Goals / Objectives / Performance Measures:

1. Fingerprinting, 500
2. Driver Training, 100
3. Badges Issued and Revalidations, 1,000

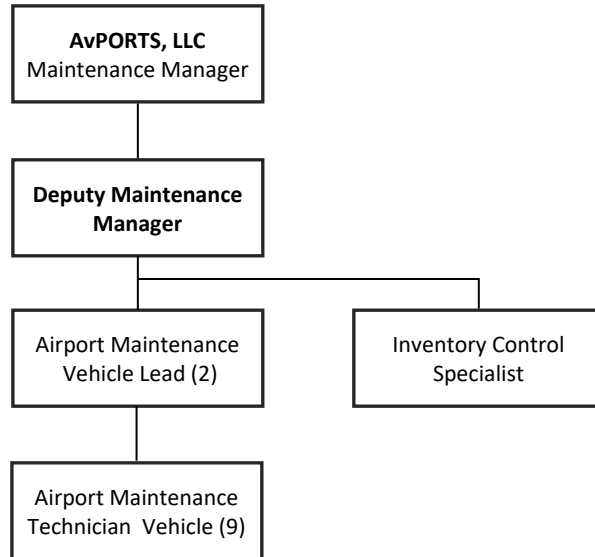
|                         | <b>Actual<br/>2021</b> | <b>Budget<br/>2022</b> | <b>Projection<br/>2022</b> | <b>Budget<br/>2023</b> |
|-------------------------|------------------------|------------------------|----------------------------|------------------------|
| Salaries Expense        | \$ 142,276             | \$ 195,529             | \$ 130,107                 | \$ 189,090             |
| Other Employee Expenses | 75,820                 | 121,351                | 80,452                     | 126,118                |
| Utilities               | 3,333                  | 4,100                  | 4,049                      | 4,100                  |
| Purchased Services      | 2,097,571              | 2,091,868              | 2,091,868                  | 2,890,541              |
| Material & Supplies     | 182,209                | 181,500                | 203,605                    | 258,500                |
| Office/Administration   | 29,457                 | 31,125                 | 36,669                     | 53,139                 |
| Non-Capital Equipment   | 26,520                 | -                      | 15,696                     | -                      |
|                         | <b>\$ 2,557,186</b>    | <b>\$ 2,625,473</b>    | <b>\$ 2,562,446</b>        | <b>\$ 3,521,489</b>    |

43 SECURITY  
Account Summary

43

|    |   | Actual<br>2021      | Budget<br>2022      | Projection<br>2022  | Budget<br>2023      |
|----|---|---------------------|---------------------|---------------------|---------------------|
| 34 | <b>Salaries Expense</b>                   |                     |                     |                     |                     |
|    | 11000 Salaries                            | \$ 102,306          | \$ 119,332          | \$ 91,025           | \$ 127,828          |
|    | 11005 Part Time/Seasonal Salaries         | 35,566              | 70,817              | 35,737              | 55,882              |
|    | 12010 Overtime 1.5                        | 4,404               | 5,380               | 3,345               | 5,380               |
|    |   | <u>142,276</u>      | <u>195,529</u>      | <u>130,107</u>      | <u>189,090</u>      |
| 35 | <b>Other Employee Expenses</b>            |                     |                     |                     |                     |
|    | 21000 Social Security                     | 10,420              | 14,957              | 9,524               | 15,995              |
|    | 22000 Health Insurance                    | 52,758              | 70,179              | 58,667              | 73,244              |
|    | 22200 Dental Insurance                    | -                   | 2,785               | -                   | 2,785               |
|    | 25000 Uniforms & Laundry                  | 1,784               | 2,000               | 1,830               | 2,000               |
|    | 25005 Uniform Purchases                   | 73                  | 1,300               | -                   | 1,300               |
|    | 26010 Disability Insurance                | 2,421               | 2,006               | 2,959               | 2,006               |
|    | 26020 Unemployment Insurance              | 2,275               | 8,134               | 1,630               | 8,134               |
|    | 26030 Workers Compensation                | 3,038               | 15,837              | 2,804               | 16,501              |
|    | 29001 TBI Retirement                      | 3,051               | 4,153               | 3,039               | 4,153               |
|    |   | <u>75,820</u>       | <u>121,351</u>      | <u>80,452</u>       | <u>126,118</u>      |
| 36 | <b>Utilities</b>                          |                     |                     |                     |                     |
|    | 36012 Telephone - Sheriff                 | 3,333               | 4,100               | 4,049               | 4,100               |
|    |   | <u>3,333</u>        | <u>4,100</u>        | <u>4,049</u>        | <u>4,100</u>        |
| 37 | <b>Purchased Services</b>                 |                     |                     |                     |                     |
|    | 44000 Public Safety                       | 2,097,571           | 2,091,868           | 2,091,868           | 2,890,541           |
|    |   | <u>2,097,571</u>    | <u>2,091,868</u>    | <u>2,091,868</u>    | <u>2,890,541</u>    |
| 38 | <b>Material &amp; Supplies</b>            |                     |                     |                     |                     |
|    | 52012 Card Access System                  | 118,467             | 80,000              | 130,627             | 146,000             |
|    | 52013 CCTV Repair                         | 33,227              | 50,000              | 38,187              | 60,000              |
|    | 52014 Key Access System                   | 4,151               | 16,500              | -                   | 16,500              |
|    | 52071 ID Tags                             | 26,364              | 35,000              | 34,791              | 36,000              |
|    |   | <u>182,209</u>      | <u>181,500</u>      | <u>203,605</u>      | <u>258,500</u>      |
| 39 | <b>Office/Administration</b>              |                     |                     |                     |                     |
|    | 55014 Computer Systems                    | 168                 | 2,500               | -                   | 2,500               |
|    | 55015 Hardware/Software Maintenance Agree | 18,040              | 21,500              | 24,023              | 27,322              |
|    | 55016 Computer Equipment                  | 6,697               | 7,125               | 12,528              | 20,982              |
|    | 55020 Office Furniture & Fixtures         | 1,379               | -                   | -                   | -                   |
|    | 66010 Training / Travel                   | 3,173               | -                   | 62                  | 2,335               |
|    | 66013 Function Refreshments               | -                   | -                   | 57                  | -                   |
|    |   | <u>29,457</u>       | <u>31,125</u>       | <u>36,669</u>       | <u>53,139</u>       |
| 41 | <b>Non-Capital Equipment</b>              |                     |                     |                     |                     |
|    | 83000 Equipment                           | 26,520              | -                   | 15,696              | -                   |
|    | <b>Non Capital / Contingency</b>          | 26,520              | -                   | 15,696              | -                   |
|    |   | <u>\$ 2,557,186</u> | <u>\$ 2,625,473</u> | <u>\$ 2,562,446</u> | <u>\$ 3,521,489</u> |

50 VEHICLE MAINTENANCE



Please note Deputy Maintenance Manager is in Dept 10, Airfield for budget purposes.

50 VEHICLE MAINTENANCE  
Position Count

|                        |                        |                        |
|------------------------|------------------------|------------------------|
| <b>Budget<br/>2021</b> | <b>Budget<br/>2022</b> | <b>Budget<br/>2023</b> |
|------------------------|------------------------|------------------------|

**Full Time Positions**

|  |           |           |           |
|--|-----------|-----------|-----------|
| MFZ-Airport Maintenance Lead - Vehicle Maintenance                   | 2         | 2         | 2         |
| MFZ-Airport Maintenance Technician - Vehicle Maintenance             | 8         | 6         | 8         |
| MFZ-Airport Maintenance Technician - Vehicle Maintenance      Vacant | -         | 2         | -         |
| MFZ-CSEA contract expires 12/31/22, estimated adjustment             | -         | -         | -         |
| MFZ-Inventory Control Specialist                                     | 1         | 1         | 1         |
| MFZ-Longevity Pay  | -         | -         | -         |
|  | <u>11</u> | <u>11</u> | <u>11</u> |
| <br><b>REQUEST</b>   |           |           |           |
| <u>MFZ-Airport Maintenance Technician - Vehicle Maintenance</u>      | <u>-</u>  | <u>-</u>  | <u>1</u>  |
|  | <u>-</u>  | <u>-</u>  | <u>1</u>  |
|  | <u>11</u> | <u>11</u> | <u>12</u> |
|  | <u>11</u> | <u>11</u> | <u>12</u> |

50 VEHICLE MAINTENANCE  
Overview

50

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

Manager: Chris Pasquini, AvPORTS, LLC

Rates & Charges Allocation: Indirect; charges allocated 35% Airfield, 5% Terminal, -% Loading Bridge, 15% Parking, 37% Landside, 5% FBO- Commercial, and 3% FBO- General Aviation.

|                         | <b>Actual<br/>2021</b> | <b>Budget<br/>2022</b> | <b>Projection<br/>2022</b> | <b>Budget<br/>2023</b> |
|-------------------------|------------------------|------------------------|----------------------------|------------------------|
| Salaries Expense        | \$ 546,764             | \$ 609,447             | \$ 559,743                 | \$ 718,028             |
| Other Employee Expenses | 314,265                | 368,352                | 308,577                    | 360,746                |
| Utilities               | 13,931                 | 20,035                 | 26,892                     | 20,035                 |
| Purchased Services      | 73,405                 | 75,000                 | 71,572                     | 78,729                 |
| Material & Supplies     | 346,739                | 438,890                | 473,982                    | 531,130                |
| Office/Administration   | 622                    | 14,954                 | 3,960                      | 24,176                 |
| Non-Capital Equipment   | 41,310                 | 480,000                | 140,864                    | 164,000                |
|                         | <b>\$ 1,337,036</b>    | <b>\$ 2,006,678</b>    | <b>\$ 1,585,590</b>        | <b>\$ 1,896,844</b>    |

50 VEHICLE MAINTENANCE  
Account Summary

50

|       |                                      | Actual<br>2021 | Budget<br>2022 | Projection<br>2022 | Budget<br>2023 |
|-------|--------------------------------------|----------------|----------------|--------------------|----------------|
| 34    | <b>Salaries Expense</b>              |                |                |                    |                |
| 11000 | Salaries                             | \$ 515,257     | \$ 558,734     | \$ 495,116         | \$ 677,315     |
| 12010 | Overtime 1.5                         | 25,962         | 48,483         | 52,654             | 38,483         |
| 12020 | Overtime 2.0                         | 5,545          | 2,230          | 11,973             | 2,230          |
|       |                                      | <u>546,764</u> | <u>609,447</u> | <u>559,743</u>     | <u>718,028</u> |
| 35    | <b>Other Employee Expenses</b>       |                |                |                    |                |
| 21000 | Social Security                      | 39,864         | 46,623         | 41,399             | 54,929         |
| 22000 | Health Insurance                     | 196,639        | 189,068        | 175,939            | 197,486        |
| 22200 | Dental Insurance                     | -              | 8,499          | -                  | 9,230          |
| 25000 | Uniforms & Laundry                   | 5,659          | 6,000          | 6,415              | 6,000          |
| 25005 | Uniform Purchases                    | 1,062          | 3,500          | 429                | 3,500          |
| 26010 | Disability Insurance                 | 7,788          | 9,394          | 14,237             | 9,394          |
| 26020 | Unemployment Insurance               | 2,398          | 10,846         | 1,830              | 10,846         |
| 26030 | Workers Compensation                 | 49,791         | 79,114         | 57,961             | 54,053         |
| 29001 | TBI Retirement                       | 11,065         | 15,309         | 10,367             | 15,309         |
|       |                                      | <u>314,265</u> | <u>368,352</u> | <u>308,577</u>     | <u>360,746</u> |
| 36    | <b>Utilities</b>                     |                |                |                    |                |
| 31000 | Electric                             | 1,820          | 7,000          | 3,276              | 7,000          |
| 33000 | Natural Gas                          | 12,111         | 13,000         | 23,616             | 13,000         |
| 36010 | Telephone Charges-Local              | -              | 25             | -                  | 25             |
| 36011 | Telephone Charges-Long Distance      | -              | 10             | -                  | 10             |
|       |                                      | <u>13,931</u>  | <u>20,035</u>  | <u>26,892</u>      | <u>20,035</u>  |
| 37    | <b>Purchased Services</b>            |                |                |                    |                |
| 42020 | Automotive Insurance                 | 73,405         | 75,000         | 71,572             | 78,729         |
|       |                                      | <u>73,405</u>  | <u>75,000</u>  | <u>71,572</u>      | <u>78,729</u>  |
| 38    | <b>Material &amp; Supplies</b>       |                |                |                    |                |
| 51019 | Snow Removal Supplies                | 800            | -              | -                  | -              |
| 52031 | Electrical Repairs & Supplies        | 556            | 2,250          | 2,114              | 2,250          |
| 52060 | Building Maintenance                 | 1,680          | -              | -                  | -              |
| 53060 | Dump Fees - Landfill                 | 48             | 1,980          | -                  | 1,980          |
| 53070 | Hazardous Waste Management           | 1,674          | 3,600          | 2,578              | 4,000          |
| 54010 | Gasoline                             | 22,967         | 15,660         | 44,177             | 50,000         |
| 54011 | Diesel Fuel                          | 64,628         | 100,000        | 190,906            | 150,000        |
| 54012 | Oil / Grease                         | 14,223         | 23,500         | 14,672             | 23,500         |
| 54013 | Vehicle/Equipment Tires              | 15,065         | 20,000         | 16,084             | 20,000         |
| 54021 | Vehicle Repair & Maintenance         | 33,356         | 35,000         | 41,309             | 40,000         |
| 54022 | Vehicle Communication Equipment      | 7,390          | 5,400          | 1,953              | 5,400          |
| 54030 | General Equipment Repair & Maintenac | 31,236         | 22,500         | 15,788             | 25,000         |
| 54040 | Heavy Equipment Maintenance          | 42,025         | 60,000         | 42,180             | 60,000         |
| 54050 | Snow Equipment Repair & Maintenance  | 46,894         | 90,000         | 21,018             | 90,000         |
| 54060 | Mower Repair & Maintenance           | 8,674          | 14,000         | 33,105             | 14,000         |
| 54070 | Vehicle Shop Tools & Supplies        | 55,521         | 45,000         | 48,099             | 45,000         |
|       |                                      | <u>346,739</u> | <u>438,890</u> | <u>473,982</u>     | <u>531,130</u> |
| 39    | <b>Office/Administration</b>         |                |                |                    |                |
| 55010 | Office Equipment Rental              | 219            | 300            | 242                | 300            |
| 55012 | Office Equipment Service Agreements  | -              | -              | 255                | -              |
| 55014 | Computer Systems                     | -              | 700            | -                  | 700            |
| 55015 | Hardware/Software Maintenance Agree  | -              | 5,544          | 2,571              | 7,388          |
| 55016 | Computer Equipment                   | -              | 4,460          | -                  | 10,288         |
| 55020 | Office Furniture & Fixtures          | -              | 450            | -                  | -              |
| 55060 | Office Supplies                      | 239            | 500            | 891                | 500            |
| 66010 | Training / Travel                    | 165            | 3,000          | -                  | 5,000          |
|       |                                      | <u>622</u>     | <u>14,954</u>  | <u>3,960</u>       | <u>24,176</u>  |

BUDGET  
MESSAGE

DEPARTMENT /  
COST CENTER

DEBT  
SERVICE

CAPITAL  
IMPROVEMENT  
PROGRAM

RATES  
AND  
CHARGES

SUPPLEMENTAL  
INFORMATION

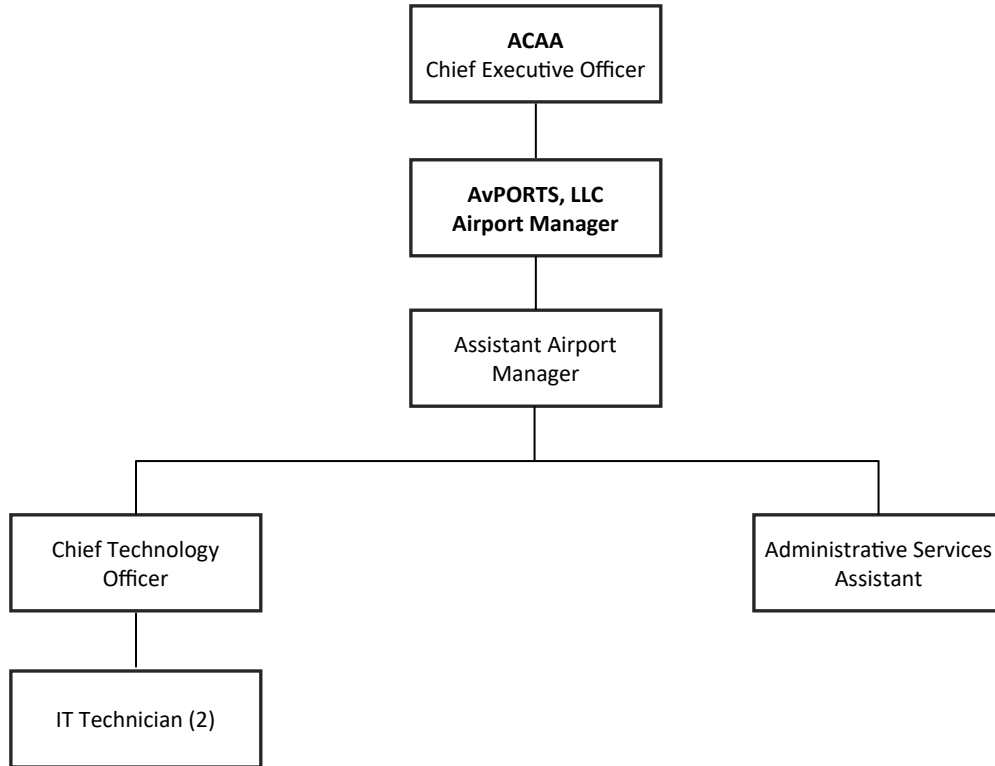
50 VEHICLE MAINTENANCE  
Account Summary  
  
41 **Non-Capital Equipment**  
83000 Equipment  
**Non Capital / Contingency**

| <b>Actual<br/>2021</b> | <b>Budget<br/>2022</b> | <b>Projection<br/>2022</b> | <b>Budget<br/>2023</b> |
|------------------------|------------------------|----------------------------|------------------------|
| <u>41,310</u>          | <u>480,000</u>         | <u>140,864</u>             | <u>164,000</u>         |
| 41,310                 | 480,000                | 140,864                    | 164,000                |
| <b>\$ 1,337,036</b>    | <b>\$ 2,006,678</b>    | <b>\$ 1,585,590</b>        | <b>\$ 1,896,844</b>    |

50



59 AIRPORT MANAGEMENT ADMINISTRATION



59 AIRPORT MANAGEMENT ADMIN  
Position Count

**Full Time Positions**

MFZ-Administrative Services Manager  
MFZ-Airport Manager  
MFZ-Assistant Airport Manager  
MFZ-Longevity Pay

|                        |                        |                        |
|------------------------|------------------------|------------------------|
| <b>Budget<br/>2021</b> | <b>Budget<br/>2022</b> | <b>Budget<br/>2023</b> |
|------------------------|------------------------|------------------------|

|          |          |          |
|----------|----------|----------|
| 1        | 1        | 1        |
| 1        | 1        | 1        |
| 1        | 1        | 1        |
| -        | -        | -        |
| <u>3</u> | <u>3</u> | <u>3</u> |

ADD IN 2022

JPR-Chief Technology Officer

|   |   |   |
|---|---|---|
| - | - | 1 |
| - | - | 1 |

ADMIN

MFZ-Add'l Discretionary  
RAC-Administrative Assistant .5 Airfield and .5 Admin

|          |          |          |
|----------|----------|----------|
| -        | -        | -        |
| 1        | 1        | 1        |
| <u>1</u> | <u>1</u> | <u>1</u> |

FYE23 REQUEST

MFZ-IT Technician

|          |          |          |
|----------|----------|----------|
| -        | -        | 2        |
| -        | -        | 2        |
| <u>4</u> | <u>4</u> | <u>7</u> |
| <b>4</b> | <b>4</b> | <b>7</b> |

59 AIRPORT MANAGEMENT ADMIN  
Overview

59

This cost center category includes the salaries and benefits for the AFCO AvPORTS administration and includes the office and administration expenses needed to support the AFCO AvPORTS operations.

Manager: Fred Acunto, AvPORTS, LLC

Rates & Charges Allocation: Indirect; charges allocated based on proportion of AvPORT responsible direct and indirect cost centers.

Goals / Objectives / Performance Measures:

1. Employee Bodily Injury Reports, 100
2. FAA Part 139 Discrepancies, 6

|                         | <b>Actual<br/>2021</b> | <b>Budget<br/>2022</b> | <b>Projection<br/>2022</b> | <b>Budget<br/>2023</b> |
|-------------------------|------------------------|------------------------|----------------------------|------------------------|
| Salaries Expense        | \$ 295,192             | \$ 354,584             | \$ 326,273                 | \$ 666,406             |
| Other Employee Expenses | 105,448                | 161,537                | 98,174                     | 248,866                |
| Utilities               | -                      | 720                    | -                          | 720                    |
| Purchased Services      | 430,338                | 432,254                | 430,270                    | 432,254                |
| Office/Administration   | 50,583                 | 72,595                 | 61,285                     | 64,795                 |
| Non-Capital Equipment   | -                      | 500,000                | -                          | 200,000                |
|                         | <b>\$ 881,561</b>      | <b>\$ 1,521,690</b>    | <b>\$ 916,003</b>          | <b>\$ 1,613,042</b>    |

59 AIRPORT MANAGEMENT ADMIN  
Account Summary

59

|       |                                    | Actual<br>2021 | Budget<br>2022 | Projection<br>2022 | Budget<br>2023 |
|-------|------------------------------------|----------------|----------------|--------------------|----------------|
| 34    | <b>Salaries Expense</b>            |                |                |                    |                |
| 11000 | Salaries                           | \$ 295,192     | \$ 354,584     | \$ 326,273         | \$ 666,406     |
|       |                                    | 295,192        | 354,584        | 326,273            | 666,406        |
| 35    | <b>Other Employee Expenses</b>     |                |                |                    |                |
| 21000 | Social Security                    | 20,392         | 27,126         | 17,148             | 50,980         |
| 22000 | Health Insurance                   | 59,732         | 89,795         | 47,790             | 138,214        |
| 22200 | Dental Insurance                   | -              | 4,075          | -                  | 5,155          |
| 24000 | Medical Exams/Abstracts            | 9,382          | 18,000         | 15,186             | 18,000         |
| 25005 | Uniform Purchases                  | 259            | 500            | 72                 | 500            |
| 26010 | NYS Disability                     | 6,271          | 8,039          | 8,703              | 8,039          |
| 26020 | Unemployment Insurance             | 773            | 3,615          | 1,199              | 6,327          |
| 26030 | Workers Compensation               | 454            | 649            | 419                | 11,914         |
| 29001 | Retirement                         | 8,185          | 9,738          | 7,657              | 9,738          |
|       |                                    | 105,448        | 161,537        | 98,174             | 248,866        |
| 36    | <b>Utilities</b>                   |                |                |                    |                |
| 36010 | Telephone Charges-Local            | -              | 200            | -                  | 200            |
| 36011 | Telephone Charges-Long Distance    | -              | 520            | -                  | 520            |
|       |                                    | -              | 720            | -                  | 720            |
| 37    | <b>Purchased Services</b>          |                |                |                    |                |
| 42010 | Airport Liability                  | 5,338          | 7,254          | 5,270              | 7,254          |
| 49040 | Professional Management            | 425,000        | 425,000        | 425,000            | 425,000        |
|       |                                    | 430,338        | 432,254        | 430,270            | 432,254        |
| 39    | <b>Office/Administration</b>       |                |                |                    |                |
| 55010 | Office Equipment Rental            | 2,626          | 3,000          | 2,781              | 3,000          |
| 55012 | Office Equipment Service Agreement | 1,044          | 1,200          | 895                | 1,200          |
| 55014 | Computer Systems                   | -              | 1,200          | 1,307              | 1,200          |
| 55015 | Hardware/Software Maint Agreements | -              | 6,000          | -                  | -              |
| 55016 | Computer Equipment                 | 724            | 3,500          | -                  | 1,700          |
| 55020 | Office Furniture and Fixtures      | -              | 500            | 561                | 500            |
| 55030 | Outside Printing Services          | 324            | 500            | -                  | 500            |
| 55041 | Express Mail                       | 28             | -              | 279                | -              |
| 55060 | Office Supplies                    | 2,300          | 2,045          | 759                | 2,045          |
| 55070 | Payroll Services                   | 33,693         | 36,000         | 36,175             | 36,000         |
| 66002 | AAAE                               | -              | 650            | -                  | 650            |
| 66010 | Training / Travel                  | 9,844          | 16,000         | 18,319             | 16,000         |
| 66013 | Function Refreshments              | -              | -              | 209                | -              |
| 66030 | Advertising & Public Meetings      | -              | 2,000          | -                  | 2,000          |
|       |                                    | 50,583         | 72,595         | 61,285             | 64,795         |
| 41    | <b>Non-Capital Equipment</b>       |                |                |                    |                |
| 83000 | Equipment                          | -              | 500,000        | -                  | 200,000        |
|       | <b>Non Capital / Contingency</b>   | -              | 500,000        | -                  | 200,000        |
|       |                                    | \$ 881,561     | \$ 1,521,690   | \$ 916,003         | \$ 1,613,042   |

71 AUTHORITY ADMINISTRATION  
Position Count

**Full Time Positions**

|  | Budget<br>2021 | Budget<br>2022 | Budget<br>2023 |
|--|----------------|----------------|----------------|
| MFZ-Account Technician   | 2              | 2              | 2              |
| MFZ-Add'l Discretionary  | -              | 1              | 1              |
| MFZ-Add'l Discretionary to bring total to \$40,000                     | -              | 1              | -              |
| MFZ-Adjustment to reflect Director of Exhibit Salary 4 days per week   | -              | 1              | 1              |
| MFZ-Administration   | -              | 1              | 1              |
| MFZ-Administrative Services  | -              | 1              | 1              |
| MFZ-Airport Engineer   | 1              | 1              | 1              |
| MFZ-Airport Planner  | 1              | 1              | 1              |
| MFZ-Budget and Performance Manager                                     | 1              | 1              | 1              |
| MFZ-Buyer/Deputy Purchasing Agent                                      | 1              | 1              | 1              |
| MFZ-Chief Accountant   | 1              | 1              | 1              |
| MFZ-Chief Executive Officer  | 1              | 1              | 1              |
| MFZ-Chief Financial Officer  | 1              | 1              | 1              |
| MFZ-Confidential Secretary - Business Development                      | 1              | 1              | 1              |
| MFZ-Confidential Secretary - Legal                                     | 1              | 1              | 1              |
| MFZ-Director of Administrative Services                                | 1              | -              | -              |
| MFZ-Director of Exhibits & Programs                                    | 1              | 1              | -              |
| MFZ-Director of Exhibits & Programs 80%                                | -              | -              | 1              |
| MFZ-Director of Exhibits & Programs Reduced to reflect 4 days per week | -              | 1              | 1              |
| MFZ-General Counsel  | 1              | 1              | 1              |
| MFZ-Government Relations/Business Development                          | 1              | 1              | 1              |
| MFZ-Marketing and Concessions  | 1              | 1              | 1              |
| MFZ-MFZ-Add'l Discretionary  | 1              | -              | -              |
| MFZ-Public Relations Officer   | 1              | 1              | 1              |
| MFZ-Purchasing Agent   | 1              | 1              | 1              |
| MFZ-Senior Account Technician  | 1              | 1              | 1              |
| MFZ-Telecom Technician / IT  | 1              | 1              | 1              |
| RAC-Total Salaries   | 1              | -              | -              |
|  | <u>22</u>      | <u>25</u>      | <u>24</u>      |

2021B

|                 |             |   |   |   |
|-----------------|-------------|---|---|---|
| MFZ-2021 Budget | \$1,977,836 | - | - | - |
|-----------------|-------------|---|---|---|

BY22-02-02

|   |   |   |   |   |
|---|---|---|---|---|
| MFZ-Reduce Discretionary \$15,000 to \$25,000 | - | 1 | - | - |
|---|---|---|---|---|

VACANT

|                                       |   |   |   |   |
|---------------------------------------|---|---|---|---|
| MFZ-Ground Transportation Coordinator | - | - | - | - |
|---------------------------------------|---|---|---|---|

ACAA

|   |           |           |           |   |
|---|-----------|-----------|-----------|---|
| - | -         | -         | -         | - |
|   | <u>22</u> | <u>26</u> | <u>24</u> |   |

**Part Time Positions**

|  |   |       |       |
|--|---|-------|-------|
| MFZ-Contract / Tenant Compliance Officer             | 1 | -     | -     |
| MFZ-Contract / Tenant Compliance Officer, 20hrs/week | - | 1,080 | 1,080 |
| MFZ-Courier / Mail Delivery                          | 1 | -     | -     |

71 AUTHORITY ADMINISTRATION  
Overview

71

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

Rates & Charges Allocation: Rates & Charges Allocation: Indirect; charges allocated based on proportion of expenses for all cost centers.

Goals / Objectives / Performance Measures:

1. GFOA Distinguished Budget Rating Form: 50% Proficient, 50% Outstanding

|                         | <b>Actual<br/>2021</b> | <b>Budget<br/>2022</b> | <b>Projection<br/>2022</b> | <b>Budget<br/>2023</b> |
|-------------------------|------------------------|------------------------|----------------------------|------------------------|
| Salaries Expense        | \$ 2,116,819           | \$ 2,141,183           | \$ 2,203,487               | \$ 2,220,216           |
| Other Employee Expenses | 952,562                | 1,377,285              | 1,508,438                  | 1,554,160              |
| Utilities               | 83,607                 | 227,015                | 91,124                     | 164,731                |
| Purchased Services      | 1,103,521              | 1,365,750              | 1,056,309                  | 1,513,926              |
| Material & Supplies     | 9,144                  | 7,500                  | 12,046                     | 7,500                  |
| Office/Administration   | 638,231                | 539,982                | 663,091                    | 727,349                |
| Non-Capital Equipment   | 121,075                | 400,000                | -                          | 200,000                |
|                         | <b>\$ 5,024,959</b>    | <b>\$ 6,058,714</b>    | <b>\$ 5,534,494</b>        | <b>\$ 6,387,883</b>    |

71 AUTHORITY ADMINISTRATION  
Account Summary

71

|       |                                     | Actual<br>2021 | Budget<br>2022 | Projection<br>2022 | Budget<br>2023 |
|-------|-------------------------------------|----------------|----------------|--------------------|----------------|
| 34    | <b>Salaries Expense</b>             |                |                |                    |                |
| 11000 | Salaries                            | \$ 2,116,819   | \$ 2,013,420   | \$ 2,203,487       | \$ 2,096,821   |
| 11005 | Part Time/Seasaonal Salaries        | -              | 117,763        | -                  | 120,895        |
| 13000 | Temporary Help                      | -              | 10,000         | -                  | 2,500          |
|       |                                     | 2,116,819      | 2,141,183      | 2,203,487          | 2,220,216      |
| 35    | <b>Other Employee Expenses</b>      |                |                |                    |                |
| 21000 | Social Security                     | 156,309        | 155,174        | 169,145            | 170,420        |
| 22000 | Health Insurance                    | 441,866        | 661,701        | 764,746            | 799,498        |
| 22105 | Other Post Employment Benefits (OPE | 128,259        | 174,595        | 174,595            | 174,595        |
| 22200 | Dental Insurance                    | 39,845         | 39,460         | 36,476             | 44,429         |
| 22300 | Health Insurance - Vision           | 5,919          | 6,918          | 12,806             | 6,918          |
| 23000 | Health Insurance - AFLAC            | 6,456          | 6,499          | 6,436              | 6,499          |
| 24010 | Employee EAP Program                | 1,854          | 969            | 610                | 969            |
| 24015 | Smoking Cessation Class             | -              | 1,200          | -                  | 1,200          |
| 25005 | Uniform Purchases                   | -              | 1,000          | 361                | 1,000          |
| 26010 | Disability Insurance                | 3,991          | 600            | 713                | 600            |
| 26020 | Unemployment Insurance              | 2,205          | 2,968          | 10,286             | 21,691         |
| 26030 | Workers Compensation                | 5,699          | 4,892          | 10,207             | 5,032          |
| 29000 | NYS Retirement                      | 160,160        | 321,309        | 322,059            | 321,309        |
|       |                                     | 952,562        | 1,377,285      | 1,508,438          | 1,554,160      |
| 36    | <b>Utilities</b>                    |                |                |                    |                |
| 31000 | Electric                            | (3,279)        | -              | 6,294              | -              |
| 33000 | Natural Gas                         | 3,279          | -              | 3,112              | -              |
| 36010 | Telephone Charges-Local             | 4,258          | 4,500          | 3,654              | 4,500          |
| 36011 | Telephone Charges-Long Distance     | 2,839          | 15,000         | 1,178              | 3,000          |
| 36015 | Telephones-Monthly Service          | 15,452         | 14,835         | 18,360             | 14,835         |
| 36016 | Telephones-Monthly Usage            | 22             | 3,000          | 23                 | 3,000          |
| 36020 | Telephone Repairs                   | 17,213         | 55,537         | 4,312              | 59,536         |
| 36030 | Telephone-Cellular                  | -              | 73,200         | -                  | 5,760          |
| 36032 | Internet Access                     | 43,447         | 60,648         | 53,626             | 74,100         |
| 36060 | Cable Television                    | 376            | 294            | 566                | -              |
|       |                                     | 83,607         | 227,015        | 91,124             | 164,731        |
| 37    | <b>Purchased Services</b>           |                |                |                    |                |
| 41010 | Financial Services                  | 87,924         | 100,000        | 117,077            | 200,000        |
| 42010 | Airport Liability Insurance         | 224,301        | 246,200        | 245,851            | 268,201        |
| 42041 | Environmental Liability             | 35,350         | 35,350         | 35,350             | 47,433         |
| 42045 | Builders Risk                       | 20,860         | -              | 18,649             | -              |
| 42060 | Propery Insurance                   | 1,197          | -              | -                  | 3,810          |
| 42065 | Crime Insurance                     | 6,868          | 7,000          | 7,677              | 8,081          |
| 42070 | Public Official Liability           | 33,726         | 35,000         | 41,132             | 45,245         |
| 42075 | Violent and Malicious Acts          | -              | -              | -                  | 16,929         |
| 42080 | Cyber Liability Insurance           | 14,616         | 20,000         | 35,445             | 53,168         |
| 42090 | Fiduciary Liability                 | 18,906         | 18,000         | 15,970             | 1,859          |
| 42093 | Agency Fee                          | 65,000         | 30,000         | 45,000             | 45,000         |
| 43000 | Legal Services                      | 23,431         | 50,000         | -                  | 50,000         |
| 46010 | Public Relations                    | 126,796        | 100,000        | 73,398             | 100,000        |
| 46015 | Advertising                         | 46,287         | 150,000        | 76,959             | 150,000        |
| 47000 | Special Studies                     | 108,626        | 35,000         | 84,780             | 35,000         |
| 49005 | Appraisal                           | 15,600         | 25,000         | -                  | 25,000         |
| 49010 | Architectural Services              | 1,140          | -              | -                  | -              |
| 49015 | Consultant                          | 48,465         | 48,000         | 57,964             | 48,000         |
| 49020 | Engineering Services                | 26,992         | -              | -                  | 200,000        |
| 49060 | Code Enforcement                    | 90,187         | 116,200        | 116,200            | 116,200        |
| 49070 | Other Professional Services         | 107,250        | 350,000        | 84,857             | 100,000        |
|       |                                     | 1,103,521      | 1,365,750      | 1,056,309          | 1,513,926      |

71 AUTHORITY ADMINISTRATION  
Account Summary

71

|    |  | Actual<br>2021 | Budget<br>2022 | Projection<br>2022 | Budget<br>2023 |
|----|--|----------------|----------------|--------------------|----------------|
| 38 | <b>Material &amp; Supplies</b>             |                |                |                    |                |
|    | 52031 Electrical Repair & Supplies         | -              | -              | 357                | -              |
|    | 52032 Elevator Repair & Supplies           | -              | -              | 3,777              | -              |
|    | 52059 Storage Space Rental                 | 9,144          | 7,500          | 7,450              | 7,500          |
|    | 52060 Building Maintenance                 | -              | -              | 51                 | -              |
|    | 52063 Window Washing                       | -              | -              | 411                | -              |
|    |  | 9,144          | 7,500          | 12,046             | 7,500          |
| 39 | <b>Office/Administration</b>               |                |                |                    |                |
|    | 55010 Office Equipment Rental              | 3,856          | 9,773          | 2,688              | 6,258          |
|    | 55011 Copy Machine Use                     | 2,025          | 1,000          | 1,663              | 1,000          |
|    | 55012 Office Equipment Service Agreement   | 3,720          | 5,099          | 3,769              | 5,099          |
|    | 55013 Office Equipment Repairs             | -              | -              | 862                | -              |
|    | 55014 Computer Systems                     | 23,502         | 25,000         | 58,732             | 35,000         |
|    | 55015 Hardware/Software Maint Support      | 188,750        | 307,155        | 363,446            | 398,885        |
|    | 55016 Computer Equipment                   | 101,377        | 6,904          | 1,059              | 95,856         |
|    | 55020 Office Furniture & Fixtures          | 4,411          | 10,000         | -                  | 10,000         |
|    | 55030 Printed Forms & Letterhead           | 357            | -              | -                  | -              |
|    | 55032 Printing Outside Services            | 17,720         | 20,000         | 15,156             | 20,000         |
|    | 55040 Postage                              | 3,531          | 9,000          | 5,398              | 9,000          |
|    | 55041 Express Mail                         | 166            | -              | 594                | -              |
|    | 55060 Office Supplies                      | 15,379         | 17,000         | 9,527              | 17,000         |
|    | 55070 Payroll Services                     | 4,510          | 6,500          | 5,351              | 6,500          |
|    | 66000 Dues & Subscriptions                 | 53,673         | 47,150         | 67,961             | 47,150         |
|    | 66003 G.F.O.A.                             | -              | -              | 1,020              | -              |
|    | 66007 Local Chamber of Commerce            | 400            | -              | -                  | -              |
|    | 66011 Authority Board Travel & Education   | -              | 500            | -                  | 500            |
|    | 66012 Authority Management Travel & Educal | 11,813         | 23,400         | 18,116             | 23,600         |
|    | 66013 Function Refreshments                | 22,204         | 15,000         | 6,216              | 15,000         |
|    | 66014 Outside Functions                    | -              | 5,000          | -                  | 5,000          |
|    | 66020 Tuition Reimbursement                | -              | 2,500          | -                  | 2,500          |
|    | 66030 Advertising - Public Meetings        | 14,990         | 20,000         | 8,155              | 20,000         |
|    | 66031 Economic Development                 | 4,000          | -              | -                  | -              |
|    | 66060 Credit Card Service Charges          | 9,371          | 2,000          | 9,537              | 2,000          |
|    | 66062 Bank & Paying Agent Fees             | 10,598         | 7,000          | 11,074             | 7,000          |
|    | 66070 COVID Related Expenses               | 96,067         | -              | 72,766             | -              |
|    | 66080 Airline Incentive Expenses           | 45,811         | -              | -                  | -              |
|    |  | 638,231        | 539,982        | 663,091            | 727,349        |
| 41 | <b>Non-Capital Equipment</b>               |                |                |                    |                |
|    | 83000 Equipment                            | 121,075        | 400,000        | -                  | 200,000        |
|    | <b>Non Capital / Contingency</b>           | 121,075        | 400,000        | -                  | 200,000        |
|    |  | \$ 5,024,959   | \$ 6,058,714   | \$ 5,534,494       | \$ 6,387,883   |



**Combined Operating Expenses by Account**

|  | Actual 2021 | Budget 2022 | Projection 2022 | Budget 2023 |
|--|-------------|-------------|-----------------|-------------|
| <b>Airport Operating Expenses</b>          |             |             |                 |             |
| <b>Salaries Expense</b>                    |             |             |                 |             |
| 11000 Salaries                             | 8,222,357   | 9,378,108   | 8,973,370       | 10,467,217  |
| 11005 Part Time/Seasonal Salaries          | 130,450     | 333,032     | 144,364         | 403,447     |
| 12010 Overtime 1.5                         | 658,690     | 704,498     | 807,059         | 640,559     |
| 12020 Overtime 2.0                         | 20,803      | 39,116      | 81,867          | 40,933      |
| 13000 Temporary Help                       | -           | 10,000      | -               | 2,500       |
|  | <hr/>       | <hr/>       | <hr/>           | <hr/>       |
|  | 9,032,301   | 10,464,754  | 10,006,659      | 11,554,656  |
| <b>Other Employee Expenses</b>             |             |             |                 |             |
| 21000 Social Security                      | 663,874     | 796,094     | 740,041         | 845,188     |
| 22000 Health Insurance                     | 2,462,533   | 3,077,121   | 2,750,436       | 3,094,286   |
| 22105 Other Post Employment Benefits (OPE) | 128,259     | 174,595     | 174,595         | 174,595     |
| 22200 Dental Insurance                     | 39,845      | 141,777     | 36,476          | 154,690     |
| 22300 Health Insurance - Vision            | 5,919       | 6,918       | 12,806          | 6,918       |
| 23000 Health Insurance - AFLAC             | 6,456       | 6,499       | 6,436           | 6,499       |
| 24000 Medical Exams                        | 11,335      | 22,100      | 17,523          | 22,100      |
| 24010 Employee EAP Program                 | 1,854       | 969         | 610             | 969         |
| 24015 Smoking Cessation Class              | -           | 1,200       | -               | 1,200       |
| 25000 Uniforms & Laundry                   | 45,835      | 51,950      | 53,902          | 62,913      |
| 25005 Uniform Purchases                    | 29,442      | 36,316      | 13,068          | 39,116      |
| 26010 Disability Insurance                 | 103,869     | 123,294     | 158,148         | 123,294     |
| 26020 Unemployment Insurance               | 45,046      | 162,489     | 64,141          | 180,828     |
| 26030 Workers Compensation                 | 385,491     | 586,608     | 399,711         | 623,309     |
| 29000 NYS Retirement                       | 160,160     | 321,309     | 322,059         | 321,309     |
| 29001 TBI Retirement                       | 169,316     | 213,479     | 194,580         | 264,133     |
|  | <hr/>       | <hr/>       | <hr/>           | <hr/>       |
|  | 4,259,233   | 5,722,717   | 4,944,529       | 5,921,347   |
| <b>Utilities</b>                           |             |             |                 |             |
| 31000 Electric                             | 1,294,149   | 1,289,250   | 1,871,276       | 1,758,250   |
| 33000 Natural Gas                          | 233,999     | 243,366     | 333,087         | 243,366     |
| 34000 Sewer                                | 117,458     | 91,500      | 227,800         | 91,500      |
| 35000 Water                                | 56,110      | 129,550     | 37,483          | 69,550      |
| 36010 Telephone Charges-Local              | 17,138      | 17,355      | 16,454          | 17,355      |
| 36011 Telephone Charges-Long Distance      | 2,839       | 15,890      | 1,178           | 3,890       |
| 36012 Telephone - Sheriff                  | 3,333       | 4,100       | 4,049           | 4,100       |
| 36015 Telephones-Monthly Service           | 15,452      | 14,835      | 18,360          | 14,835      |
| 36016 Telephones-Monthly Usage             | 22          | 3,000       | 23              | 3,000       |
| 36017 Payphones-Annual & Monthly Service   | 17          | -           | -               | -           |
| 36018 Payphones-Monthly Usage              | 1           | 150         | -               | 150         |
| 36020 Telephone Repairs                    | 19,713      | 55,537      | 4,827           | 59,536      |
| 36030 Telephone-Cellular                   | 51,322      | 138,000     | 39,380          | 70,560      |
| 36032 Internet Access                      | 43,447      | 60,648      | 53,626          | 74,100      |
| 36060 Cable Television                     | 3,060       | 5,745       | 7,027           | 7,360       |
|  | <hr/>       | <hr/>       | <hr/>           | <hr/>       |
|  | 1,858,062   | 2,068,926   | 2,614,569       | 2,417,552   |
| <b>Purchased Services</b>                  |             |             |                 |             |
| 41010 Financial Services                   | 87,924      | 100,000     | 117,077         | 200,000     |
| 42010 Airport Liability Insurance          | 229,639     | 253,454     | 251,121         | 275,455     |
| 42020 Automotive Insurance                 | 73,405      | 75,000      | 71,572          | 78,729      |
| 42041 Environmental Liability              | 35,350      | 35,350      | 35,350          | 47,433      |
| 42045 Builders Risk                        | 20,860      | -           | 18,649          | -           |
| 42060 Property Insurance                   | 254,741     | 293,212     | 264,155         | 297,023     |
| 42065 Crime Insurance                      | 6,868       | 7,000       | 7,677           | 8,081       |
| 42070 Public Official Liability            | 33,726      | 35,000      | 41,132          | 45,245      |
| 42075 Violent and Malicious Acts           | -           | -           | -               | 16,929      |
| 42080 Cyber Liability Insurance            | 14,616      | 20,000      | 35,445          | 53,168      |
| 42090 Fiduciary Liability                  | 18,906      | 18,000      | 15,970          | 1,859       |
| 42093 Agency Fee                           | 65,000      | 30,000      | 45,000          | 45,000      |
| 42095 Insurance Claims                     | 1,549       | 15,500      | 23,298          | 15,500      |
| 43000 Legal Services                       | 23,431      | 50,000      | -               | 50,000      |

**Combined Operating Expenses by Account**

|                                   | Actual<br>2021 | Budget<br>2022 | Projection<br>2022 | Budget<br>2023 |
|-----------------------------------|----------------|----------------|--------------------|----------------|
| <b>Purchased Services</b>         |                |                |                    |                |
| 44000 Public Safety               | 2,097,571      | 2,091,868      | 2,091,868          | 2,890,541      |
| 44005 Outside Security Services   | 130,486        | 217,783        | 345,852            | 217,783        |
| 44010 Armored Car Service         | 1,863          | 5,000          | 3,684              | 4,356          |
| 44030 Employee Shuttle Service    | -              | 12,502         | 21,429             | 12,502         |
| 45000 Janitorial Services         | 522,905        | 581,193        | 620,839            | 734,168        |
| 45010 Refuse Removal Services     | 42,269         | 74,305         | 74,402             | 81,815         |
| 46010 Public Relations            | 128,182        | 100,000        | 73,398             | 103,500        |
| 46012 Artistic Exhibits           | 64,680         | 98,445         | 52,988             | 101,675        |
| 46013 Museum Shop                 | (135)          | -              | 65                 | -              |
| 46015 Advertising                 | 46,287         | 150,000        | 76,959             | 150,000        |
| 46020 Passenger Information Booth | 154,156        | 151,128        | 121,210            | 151,128        |
| 47000 Special Studies             | 108,626        | 65,000         | 84,780             | 45,000         |
| 47010 GIS Services                | 6,820          | 24,000         | 4,563              | 24,000         |
| 49005 Appraisal                   | 15,600         | 25,000         | -                  | 25,000         |
| 49010 Architectural Services      | 27,444         | -              | 8,387              | -              |
| 49015 Consultant                  | 48,465         | 48,000         | 57,964             | 48,000         |
| 49020 Engineering Services        | 39,136         | 30,000         | 48,032             | 245,000        |
| 49040 Professional Management     | 425,000        | 425,000        | 425,000            | 425,000        |
| 49060 Code Enforcement            | 90,187         | 116,200        | 116,200            | 116,200        |
| 49070 Other Professional Services | 107,250        | 350,000        | 84,857             | 100,000        |
|                                   | 4,922,807      | 5,497,939      | 5,238,923          | 6,610,090      |

**Combined Operating Expenses by Account**

|  | Actual<br>2021 | Budget<br>2022 | Projection<br>2022 | Budget<br>2023 |
|--|----------------|----------------|--------------------|----------------|
| <b>Material &amp; Supplies</b>         |                |                |                    |                |
| 51010 Fencing                          | 24,456         | 9,000          | 7,201              | 9,000          |
| 51011 Airfield Lighting                | 61,369         | 70,000         | 114,657            | 100,000        |
| 51014 Pavement Repairs-DO NOT USE      | 784            | 6,000          | -                  | 6,000          |
| 51015 Apron Maintenance                | 100,441        | 50,000         | 33,423             | 59,000         |
| 51016 Runway Painting                  | 32,240         | 35,000         | 27,016             | 45,000         |
| 51017 Airfield Shop Supplies           | 20,045         | 22,500         | 47,028             | 22,500         |
| 51019 Snow Removal Supplies            | 130,621        | 249,500        | 863,599            | 409,986        |
| 51020 Rubber Removal                   | 22,091         | 80,000         | 75,741             | 80,000         |
| 51030 EMS Supplies                     | 13,795         | 16,184         | 993                | 20,800         |
| 51031 ARFF Supplies                    | 19,910         | 58,992         | 37,618             | 89,561         |
| 51032 Hazardous Material Supplies      | 4,711          | 5,000          | 4,013              | 5,000          |
| 51033 ARFF Foam                        | 4,590          | 33,257         | -                  | 42,030         |
| 51052 Wastewater Conveyance            | 7,500          | 7,500          | 21,429             | 7,500          |
| 51053 Electric                         | 82,574         | 110,000        | 142,282            | 100,000        |
| 51054 Sewer District Charges           | -              | 31,500         | -                  | 31,500         |
| 51055 Water District Charges           | 17,008         | 25,000         | 23,038             | 25,000         |
| 51057 System Maintenance & Repairs     | 169,857        | 180,000        | 75,692             | 200,000        |
| 52010 Alarm & PA System                | 109,501        | 84,044         | 86,787             | 83,500         |
| 52012 Card Access System               | 118,467        | 80,000         | 130,627            | 146,000        |
| 52013 CCTV Repair                      | 33,227         | 50,000         | 38,187             | 60,000         |
| 52014 Key Access System                | 4,151          | 16,500         | -                  | 16,500         |
| 52020 Baggage System                   | 3,004          | 45,000         | 14,632             | 45,000         |
| 52031 Electrical Repair & Supplies     | 252,544        | 229,950        | 215,998            | 255,250        |
| 52032 Elevator Repair & Supplies       | 176,771        | 115,000        | 105,228            | 116,000        |
| 52033 HVAC                             | 184,107        | 281,250        | 131,654            | 271,500        |
| 52034 Roof                             | 6,937          | 25,000         | 5,007              | 25,000         |
| 52035 Plumbing Repair & Supplies       | 48,382         | 156,000        | 148,044            | 164,000        |
| 52036 Automatic Door Repair & Supplies | 7,329          | 12,000         | 6,221              | 12,000         |
| 52037 Pest Control                     | 40,051         | 61,408         | 43,099             | 66,454         |
| 52040 Fire Equipment Services          | 13,105         | 5,866          | 5,691              | 8,648          |
| 52041 Fire Equipment Testing           | 2,541          | 4,426          | 4,634              | 4,924          |
| 52050 US Customs                       | 33,818         | 50,600         | 20,649             | 48,600         |
| 52051 Control Tower Maintenance        | 424,440        | 300,000        | 556,304            | 556,000        |
| 52059 Storage Space Rental             | 9,144          | 7,500          | 7,450              | 7,500          |
| 52060 Building Maintenance             | 357,245        | 792,060        | 668,791            | 755,000        |
| 52061 Building Materials               | -              | -              | 978                | -              |
| 52062 Janitorial Supplies              | 149,346        | 241,935        | 205,954            | 259,622        |
| 52063 Window Washing                   | 6,112          | 83,169         | 88,200             | 112,200        |
| 52071 ID Tags                          | 26,364         | 35,000         | 34,791             | 36,000         |
| 52075 Advertising Displays             | 8,607          | -              | 11,796             | -              |
| 52080 Sign Expense                     | 15,378         | 6,500          | 2,650              | 6,500          |
| 52090 Flight Information Displays      | 30,776         | 39,274         | 1,014              | 43,850         |
| 53010 Landscaping                      | 212,147        | 12,950         | 144,658            | 128,500        |
| 53020 Fencing                          | -              | 900            | -                  | 900            |
| 53030 Pavement Repairs                 | 25,621         | 100,000        | 15,391             | 100,000        |
| 53040 Sign Repairs                     | 69,658         | 13,250         | 15,526             | 14,000         |
| 53041 Traffic Light Repairs            | 1,716          | 2,000          | -                  | 12,000         |
| 53045 Catch Basin Maintenance          | -              | 4,000          | -                  | 20,000         |
| 53048 Snow Removal Supplies            | 31,908         | 61,000         | -                  | 61,000         |
| 53050 Snow Removal Contract Svces      | 67,948         | 298,000        | 319,940            | 378,000        |
| 53051 NYS Police Hangar Maintenance    | 128,028        | 125,000        | 112,338            | 125,000        |
| 53060 Dump Fees - Landfill             | 862            | 8,280          | 1,826              | 11,980         |
| 53070 Hazardous Waste Management       | 7,235          | 3,600          | 2,578              | 5,600          |
| 53071 Wildlife Hazard Management       | 32,483         | 38,000         | 41,497             | 38,000         |
| 53078 Liquid Waste Disposal            | 6,254          | 3,600          | -                  | 3,600          |
| 53085 Land Lease                       | 15,435         | 15,435         | 15,435             | 15,435         |
| 53090 T-Hangar Maintenance             | 111,540        | 95,025         | 89,863             | 9,500          |
| 54010 Gasoline                         | 64,311         | 45,660         | 128,342            | 80,000         |
| 54011 Diesel Fuel                      | 70,774         | 110,000        | 193,488            | 160,000        |
| 54012 Oil / Grease                     | 14,223         | 23,500         | 14,672             | 23,500         |

### Combined Operating Expenses by Account

|  | Actual<br>2021      | Budget<br>2022      | Projection<br>2022  | Budget<br>2023      |
|--|---------------------|---------------------|---------------------|---------------------|
| <b>Material &amp; Supplies</b>             |                     |                     |                     |                     |
| 54013 Vehicle/Equipment Tires              | 20,416              | 34,000              | 25,069              | 29,000              |
| 54015 CNG                                  | 337                 | 23,000              | 10,553              | 23,000              |
| 54021 Vehicle Repair & Maintenance         | 53,719              | 73,000              | 83,100              | 84,000              |
| 54022 Vehicle Communication Equipment      | 7,440               | 6,400               | 1,953               | 6,400               |
| 54030 General Equipment Repair & Maintenan | 44,729              | 43,500              | 47,185              | 80,000              |
| 54040 Heavy Equipment Maintenance          | 42,025              | 60,000              | 42,180              | 60,000              |
| 54045 ARFF Vehicle Repair & Maintenance    | 23,470              | 18,000              | 30,414              | 18,000              |
| 54050 Snow Equipment Repair & Maintenance  | 46,894              | 90,000              | 21,018              | 90,000              |
| 54060 Mower Repair & Maintenance           | 8,674               | 14,000              | 33,105              | 14,000              |
| 54070 Vehicle Shop Tools & Supplies        | 55,521              | 45,000              | 48,099              | 45,000              |
|  | 3,936,707           | 5,079,015           | 5,446,348           | 5,989,341           |
| <b>Office/Administration</b>               |                     |                     |                     |                     |
| 55010 Office Equipment Rental              | 10,844              | 17,793              | 9,255               | 14,278              |
| 55011 Copy Machine Use                     | 2,025               | 1,000               | 1,663               | 1,000               |
| 55012 Office Equipment Service Agreement   | 7,212               | 9,398               | 8,996               | 9,398               |
| 55013 Office Equipment Repairs             | -                   | -                   | 862                 | -                   |
| 55014 Computer Systems                     | 30,038              | 46,100              | 62,977              | 66,100              |
| 55015 Hardware/Software Maint Support      | 247,574             | 440,552             | 451,928             | 601,231             |
| 55016 Computer Equipment                   | 116,451             | 87,999              | 23,823              | 227,106             |
| 55020 Office Furniture & Fixtures          | 9,334               | 17,950              | 4,409               | 36,650              |
| 55030 Printed Forms & Letterhead           | 1,062               | 7,950               | 1,404               | 8,350               |
| 55031 Parking Ticket Stock                 | -                   | 6,000               | 11,220              | 7,000               |
| 55032 Printing Outside Services            | 17,720              | 20,000              | 15,156              | 20,000              |
| 55040 Postage                              | 3,531               | 9,000               | 5,398               | 9,000               |
| 55041 Express Mail                         | 194                 | -                   | 873                 | -                   |
| 55050 Reference Materials                  | -                   | 1,700               | 283                 | 1,700               |
| 55060 Office Supplies                      | 30,256              | 29,345              | 20,848              | 30,365              |
| 55070 Payroll Services                     | 38,203              | 42,500              | 41,526              | 42,500              |
| 66000 Dues & Subscriptions                 | 61,031              | 54,445              | 78,687              | 55,078              |
| 66002 A.A.A.E. Memberships                 | -                   | 650                 | -                   | 650                 |
| 66003 G.F.O.A.                             | -                   | -                   | 1,020               | -                   |
| 66007 Local Chamber of Commerce            | 400                 | -                   | -                   | -                   |
| 66010 Training / Travel                    | 78,928              | 78,334              | 33,437              | 145,288             |
| 66011 Authority Board Travel & Education   | -                   | 500                 | -                   | 500                 |
| 66012 Authority Management Travel & Educ   | 11,813              | 23,400              | 18,116              | 23,600              |
| 66013 Function Refreshments                | 22,204              | 15,000              | 6,482               | 15,000              |
| 66014 Outside Functions                    | -                   | 5,000               | -                   | 5,000               |
| 66020 Tuition Reimbursement                | -                   | 2,500               | -                   | 2,500               |
| 66030 Advertising - Public Meetings        | 14,990              | 22,000              | 8,155               | 22,000              |
| 66031 Economic Development                 | 4,000               | -                   | -                   | -                   |
| 66040 License & Permits                    | 2,300               | 3,850               | 4,971               | 3,850               |
| 66050 Property Taxes                       | 38,312              | 38,000              | -                   | 38,000              |
| 66060 Credit Card Service Charges          | 296,112             | 392,000             | 558,222             | 550,000             |
| 66061 EZ Pass Fees                         | 75,524              | 120,000             | 142,878             | 120,000             |
| 66062 Bank & Paying Agent Fees             | 10,598              | 7,000               | 11,074              | 7,000               |
| 66070 COVID Related Expenses               | 193,104             | -                   | 72,766              | -                   |
| 66080 Airline Incentive Expenses           | 126,162             | 400,000             | 242,661             | 400,000             |
|  | 1,449,924           | 1,899,967           | 1,839,089           | 2,463,144           |
| <b>Non-Capital Equipment</b>               |                     |                     |                     |                     |
|  | 822,578             | 1,459,000           | 188,534             | 763,500             |
|  | <b>\$26,281,612</b> | <b>\$32,192,319</b> | <b>\$30,278,652</b> | <b>\$35,719,629</b> |

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BUDGET  
MESSAGE

DEPARTMENT /  
COST CENTER

DEBT  
SERVICE

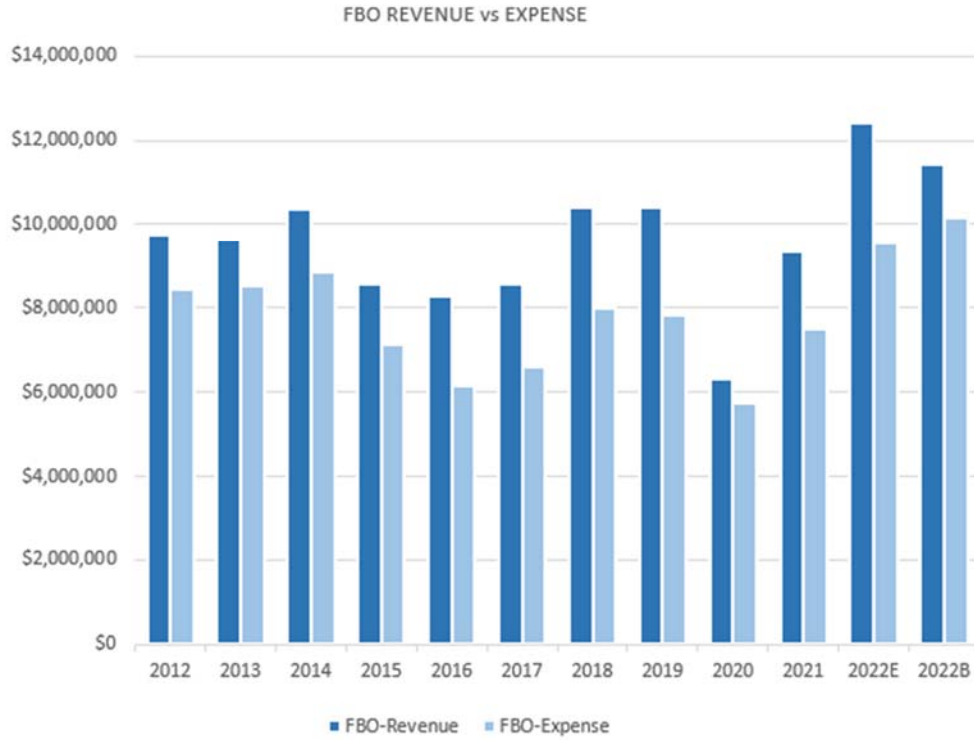
CAPITAL  
IMPROVEMENT  
PROGRAM

RATES  
AND  
CHARGES

SUPPLEMENTAL  
INFORMATION

## Section 4 Fixed Based Operator

### Revenue and Expense



|                     |                |                 |                |
|---------------------|----------------|-----------------|----------------|
| Department Overview | Position Count | Account Summary | Account Detail |
|---------------------|----------------|-----------------|----------------|

|                         | Actual<br>2021     | Budget<br>2022     | Projection<br>2022 | Budget<br>2023     |
|-------------------------|--------------------|--------------------|--------------------|--------------------|
| <b>FBO Revenues</b>     |                    |                    |                    |                    |
| Cost of Good Sold (FBO) | 9,326,060          | 9,755,362          | 12,431,590         | 11,416,878         |
|                         | (4,354,919)        | (5,283,468)        | (5,687,774)        | (5,863,132)        |
|                         | 4,971,142          | 4,471,894          | 6,743,816          | 5,553,746          |
| <b>FBO Expenses</b>     |                    |                    |                    |                    |
| Salaries Expense        | (1,358,269)        | (1,522,540)        | (1,535,596)        | (2,017,569)        |
| Other Employee Expenses | (497,395)          | (490,731)          | (462,409)          | (711,385)          |
| Utilities               | (79,489)           | (81,632)           | (122,749)          | (81,387)           |
| Purchased Services      | (632,247)          | (573,734)          | (509,360)          | (621,167)          |
| Material & Supplies     | (370,887)          | (461,122)          | (786,740)          | (619,297)          |
| Office/Administration   | (191,790)          | (156,655)          | (392,003)          | (161,969)          |
| Non-Capital Equipment   | -                  | -                  | (38,718)           | (97,018)           |
|                         | (3,130,077)        | (3,286,415)        | (3,847,577)        | (4,309,792)        |
|                         | 1,841,065          | 1,185,479          | 2,896,239          | 1,243,953          |
|                         | <b>\$1,841,065</b> | <b>\$1,185,479</b> | <b>\$2,896,239</b> | <b>\$1,243,953</b> |



FBO Revenue and Expense by Department

|                                    | Dep 60<br>Commercial | Dept 61<br>General<br>Aviation | Dep 69<br>Administration | Total<br>Budget<br>2023 |
|------------------------------------|----------------------|--------------------------------|--------------------------|-------------------------|
| 01510 Jet A Fuel Sales             | -                    | 6,060,000                      | -                        | 6,060,000               |
| 01511 AvGas Fuel Sales             | -                    | 254,800                        | -                        | 254,800                 |
| 01512 Auto Gas Fuel Sales          | 85,000               | -                              | -                        | 85,000                  |
| 01513 Diesel Fuel Sales            | 150,000              | -                              | -                        | 150,000                 |
| 01514 AvGas Fuel Sales-Commercial  | 21,000               | -                              | -                        | 21,000                  |
| 01520 Into Plane Revenues          | 540,000              | -                              | -                        | 540,000                 |
| 01521 Fuel Farm Revenues           | 691,500              | -                              | -                        | 691,500                 |
| 01530 GA Landing Fees              | -                    | 300,000                        | -                        | 300,000                 |
| 01535 GA Parking Fees              | -                    | 507,572                        | -                        | 507,572                 |
| 01540 Deicing Type I - Spraved     | 1,077,000            | -                              | -                        | 1,077,000               |
| 01540 Deicing Services-GA Retail   | -                    | 99,700                         | -                        | 99,700                  |
| 01541 Deicing Type I - Consortium  | 733,050              | -                              | -                        | 733,050                 |
| 01542 Deicing Type IV - Spraved    | 83,950               | -                              | -                        | 83,950                  |
| 01543 Deicing Type IV - Consortium | 169,350              | -                              | -                        | 169,350                 |
| 01545 Properties                   | -                    | 538,956                        | -                        | 538,956                 |
| 01550 Customer Services            | -                    | 105,000                        | -                        | 105,000                 |
|                                    | <u>3,550,850</u>     | <u>7,866,028</u>               | -                        | <u>11,416,878</u>       |
| 51101 Fuel Costs - Jet A           | -                    | (3,290,000)                    | -                        | (3,290,000)             |
| 51102 Jet A Discounts              | -                    | (400,000)                      | -                        | (400,000)               |
| 51103 Fuel Costs - AvGas           | -                    | (181,220)                      | -                        | (181,220)               |
| 51104 AvGas Discounts              | -                    | (4,435)                        | -                        | (4,435)                 |
| 51107 Fuel Costs - Diesel          | (120,000)            | -                              | -                        | (120,000)               |
| 51108 Fuel Costs-AvGas Commercial  | (15,000)             | -                              | -                        | (15,000)                |
| 51110 Deicing Type I - Spraved     | (882,918)            | -                              | -                        | (882,918)               |
| 51111 Deicing Type I - Consortium  | (733,050)            | -                              | -                        | (733,050)               |
| 51112 Deicing Type IV - Spraved    | (62,660)             | -                              | -                        | (62,660)                |
| 51113 Deicing Type IV - Consortium | (169,350)            | -                              | -                        | (169,350)               |
| 51125 Oil                          | -                    | (2,500)                        | -                        | (2,500)                 |
| 51126 TKS                          | -                    | (2,000)                        | -                        | (2,000)                 |
|                                    | <u>(1,982,978)</u>   | <u>(3,880,155)</u>             | -                        | <u>(5,863,132)</u>      |
|                                    | 1,567,873            | 3,985,873                      | -                        | 5,553,746               |
| Salaries Expense                   | (674,789)            | (1,037,466)                    | (305,314)                | (2,017,569)             |
| Other Employee Expenses            | (255,695)            | (350,504)                      | (105,186)                | (711,385)               |
| Utilities                          | (17,957)             | (62,710)                       | (720)                    | (81,387)                |
| Purchased Services                 | (103,333)            | (120,150)                      | (397,684)                | (621,167)               |
| Material & Supplies                | (394,715)            | (224,582)                      | -                        | (619,297)               |
| Office/Administration              | -                    | (114,700)                      | (47,269)                 | (161,969)               |
| Non-Capital Equipment              | -                    | (97,018)                       | -                        | (97,018)                |
| Other Expenses                     | -                    | -                              | -                        | -                       |
|                                    | <u>\$ 121,383</u>    | <u>\$ 1,978,743</u>            | <u>\$ (856,173)</u>      | <u>\$ 1,243,953</u>     |

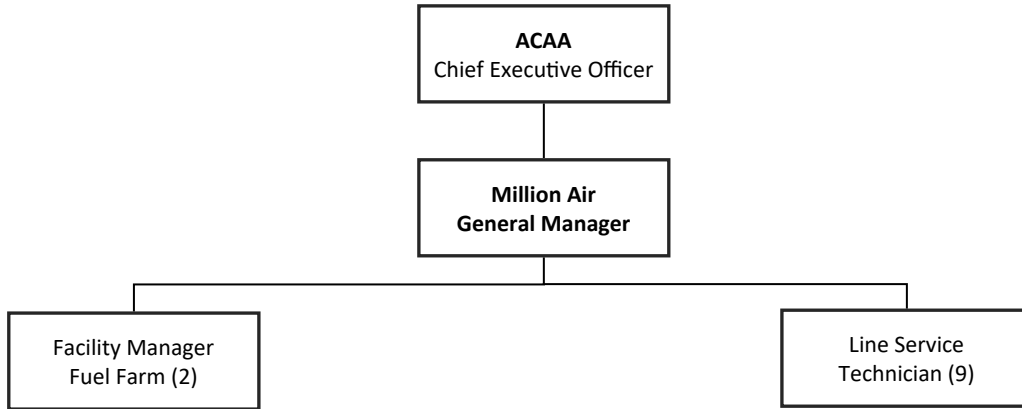
Account Summary

|                     |                              | Actual<br>2021     | Budget<br>2022     | Projection<br>2022  | Budget<br>2023      |
|---------------------|------------------------------|--------------------|--------------------|---------------------|---------------------|
| <b>FBO Revenues</b> |                              |                    |                    |                     |                     |
| 01510               | Jet A Fuel Sales             | 5,978,464          | 5,250,000          | 7,002,744           | 6,060,000           |
| 01511               | AvGas Fuel Sales             | 268,062            | 255,780            | 414,094             | 254,800             |
| 01512               | Auto Gas Fuel Sales          | 61,775             | 80,000             | 88,652              | 85,000              |
| 01513               | Diesel Fuel Sales            | 135,980            | 140,000            | 189,303             | 150,000             |
| 01514               | AvGas Fuel Sales-Commerc     | 21,824             | 21,000             | 18,072              | 21,000              |
| 01520               | Into Plane Revenues          | 463,025            | 514,260            | 716,100             | 540,000             |
| 01521               | Fuel Farm Revenues           | 432,502            | 720,900            | 866,325             | 691,500             |
| 01530               | GA Landing Fees              | 261,884            | 225,000            | 301,114             | 300,000             |
| 01535               | GA Parking Fees              | 186,399            | 170,000            | 507,573             | 507,572             |
| 01540               | Deicing Services-GA Retail   | 629,567            | 927,400            | 996,966             | 1,176,700           |
| 01541               | Deicing Type I - Consortium  | 298,554            | 640,640            | 652,335             | 733,050             |
| 01542               | Deicing Type IV - Sprayed    | 63,138             | 141,176            | 75,687              | 83,950              |
| 01543               | Deicing Type IV - Consortium | 84,212             | 124,206            | 81,357              | 169,350             |
| 01545               | Properties                   | 350,170            | 450,000            | 420,887             | 538,956             |
| 01550               | Customer Services            | 90,505             | 95,000             | 100,380             | 105,000             |
|                     |                              | <b>\$9,326,060</b> | <b>\$9,755,362</b> | <b>\$12,431,590</b> | <b>\$11,416,878</b> |

|                         | Actual 2021        | Budget 2022        | Projection 2022    | Budget 2023         |
|-------------------------|--------------------|--------------------|--------------------|---------------------|
| <b>FBO Expenses</b>     |                    |                    |                    |                     |
| 60 FBO Commercial       |                    |                    |                    |                     |
| Cost of Good Sold (FBO) | 660,606            | 1,616,953          | 1,429,447          | 1,982,978           |
| Salaries Expense        | 477,761            | 495,957            | 510,525            | 674,789             |
| Other Employee Expenses | 146,284            | 147,957            | 159,661            | 255,695             |
| Utilities               | 17,057             | 17,957             | 21,784             | 17,957              |
| Purchased Services      | 60,823             | 55,900             | 77,055             | 103,333             |
| Material & Supplies     | 244,622            | 275,040            | 291,257            | 394,715             |
| Office/Administration   | -                  | -                  | -                  | -                   |
| Non-Capital Equipment   | -                  | -                  | -                  | -                   |
| Other Expenses          | -                  | -                  | -                  | -                   |
|                         | <u>1,607,154</u>   | <u>2,609,765</u>   | <u>2,489,730</u>   | <u>3,429,467</u>    |
| 61 FBO General Aviation |                    |                    |                    |                     |
| Cost of Good Sold (FBO) | 3,694,312          | 3,666,515          | 4,258,326          | 3,880,155           |
| Salaries Expense        | 656,857            | 800,479            | 765,267            | 1,037,466           |
| Other Employee Expenses | 265,292            | 270,829            | 237,584            | 350,504             |
| Utilities               | 62,027             | 60,195             | 99,380             | 62,710              |
| Purchased Services      | 129,630            | 120,150            | 140,065            | 120,150             |
| Material & Supplies     | 126,265            | 186,082            | 495,483            | 224,582             |
| Office/Administration   | 156,573            | 112,500            | 362,222            | 114,700             |
| Non-Capital Equipment   | -                  | -                  | 38,718             | 97,018              |
|                         | <u>5,090,956</u>   | <u>5,216,750</u>   | <u>6,397,046</u>   | <u>5,887,285</u>    |
| 69 FBO Administration   |                    |                    |                    |                     |
| Salaries Expense        | 223,650            | 226,104            | 259,804            | 305,314             |
| Other Employee Expenses | 85,819             | 71,945             | 65,163             | 105,186             |
| Utilities               | 405                | 3,480              | 1,586              | 720                 |
| Purchased Services      | 441,794            | 397,684            | 292,240            | 397,684             |
| Office/Administration   | 35,216             | 44,155             | 29,781             | 47,269              |
|                         | <u>786,885</u>     | <u>743,368</u>     | <u>648,574</u>     | <u>856,173</u>      |
|                         | <u>\$7,484,996</u> | <u>\$8,569,883</u> | <u>\$9,535,350</u> | <u>\$10,172,925</u> |

|                         |                    |                     |                    |                     |
|-------------------------|--------------------|---------------------|--------------------|---------------------|
| <b>FBO Expenses</b>     |                    |                     |                    |                     |
| Cost of Good Sold (FBO) | 4,354,919          | 5,863,132           | 5,687,774          | 5,863,132           |
| Salaries Expense        | 1,358,269          | 2,017,569           | 1,535,596          | 2,017,569           |
| Other Employee Expenses | 497,395            | 711,385             | 462,409            | 711,385             |
| Utilities               | 79,489             | 81,387              | 122,749            | 81,387              |
| Purchased Services      | 632,247            | 621,167             | 509,360            | 621,167             |
| Material & Supplies     | 370,887            | 619,297             | 786,740            | 619,297             |
| Office/Administration   | 191,790            | 161,969             | 392,003            | 161,969             |
| Non-Capital Equipment   | -                  | 97,018              | 38,718             | 97,018              |
| Other Expenses          | -                  | -                   | -                  | -                   |
|                         | <u>\$7,484,996</u> | <u>\$10,172,925</u> | <u>\$9,535,350</u> | <u>\$10,172,925</u> |

60 FBO COMMERCIAL



BUDGET  
MESSAGE

DEPARTMENT /  
COST CENTER

DEBT  
SERVICE

CAPITAL  
IMPROVEMENT  
PROGRAM

RATES  
AND  
CHARGES

SUPPLEMENTAL  
INFORMATION

60 FBO COMMERCIAL  
Position Count

**Budget  
2021**      **Budget  
2022**      **Budget  
2023**

**Full Time Positions**

MFZ-Facility Manager - Fuel Farm

1                      1                      1

MFZ-Line Service Technician

9                      9                      6

MFZ-Line Service Technician

Vacant

-                      -                      3

10                      10                      10

ADDED IN 2022

MFZ-Facility Manager

-                      -                      1

-                      -                      1

10                      10                      11

**10**                      **10**                      **11**

60 FBO COMMERCIAL  
Overview

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

Manager: Brian King, Million Air

Rates & Charges Allocation: 100% of costs allocated to airfield cost center

|                         | <b>Actual<br/>2021</b> | <b>Budget<br/>2022</b> | <b>Projection<br/>2022</b> | <b>Budget<br/>2023</b> |
|-------------------------|------------------------|------------------------|----------------------------|------------------------|
| Salaries Expense        | \$ 477,761             | \$ 495,957             | \$ 510,525                 | \$ 674,789             |
| Other Employee Expenses | 146,284                | 147,957                | 159,661                    | 255,695                |
| Utilities               | 17,057                 | 17,957                 | 21,784                     | 17,957                 |
| Purchased Services      | 60,823                 | 55,900                 | 77,055                     | 103,333                |
| Material & Supplies     | 244,622                | 275,040                | 291,257                    | 394,715                |
| Office/Administration   | -                      | -                      | -                          | -                      |
| Non-Capital Equipment   | -                      | -                      | -                          | -                      |
|                         | <b>\$ 946,548</b>      | <b>\$ 992,812</b>      | <b>\$ 1,060,283</b>        | <b>\$ 1,446,490</b>    |

60 FBO COMMERCIAL  
Account Summary

60

|                                |                                  | Actual<br>2021 | Budget<br>2022   | Projection<br>2022 | Budget<br>2023   |
|--------------------------------|----------------------------------|----------------|------------------|--------------------|------------------|
| <b>Cost of Good Sold (FBO)</b> |                                  |                |                  |                    |                  |
| 51105                          | Fuel Costs - Auto Gas            | 62,025         | 50,000           | 78,117             | -                |
| 51107                          | Fuel Costs - Diesel              | 100,367        | 120,000          | 151,853            | 120,000          |
| 51108                          | Fuel Costs-AvGas Commercial      | 18,111         | 17,000           | 14,412             | 15,000           |
| 51110                          | Deicing Type I - Sprayed         | 154,639        | 575,720          | 364,354            | 882,918          |
| 51111                          | Deicing Type I - Consortium      | 216,577        | 640,640          | 671,806            | 733,050          |
| 51112                          | Deicing Type IV - Sprayed        | 40,119         | 89,388           | 67,440             | 62,660           |
| 51113                          | Deicing Type IV - Consortium     | 68,767         | 124,206          | 81,465             | 169,350          |
|                                |                                  | <u>660,606</u> | <u>1,616,953</u> | <u>1,429,447</u>   | <u>1,982,978</u> |
| <b>Salaries Expense</b>        |                                  |                |                  |                    |                  |
| 11000                          | Salaries                         | \$ 421,117     | \$ 433,937       | \$ 464,375         | \$ 612,769       |
| 12010                          | Overtime 1.5                     | 56,644         | 62,020           | 46,149             | 62,020           |
|                                |                                  | <u>477,761</u> | <u>495,957</u>   | <u>510,525</u>     | <u>674,789</u>   |
| <b>Other Employee Expenses</b> |                                  |                |                  |                    |                  |
| 21000                          | Social Security                  | 35,568         | 37,180           | 38,307             | 46,877           |
| 22000                          | Health                           | 93,810         | 86,867           | 92,723             | 180,527          |
| 22200                          | Dental Insurance                 | -              | 482              | -                  | 566              |
| 25000                          | Uniforms & Laundry               | 3,563          | 3,000            | 2,660              | 3,000            |
| 25005                          | Uniform Purchases                | 579            | 5,000            | 9,788              | 5,000            |
| 26010                          | NYS Disability                   | 910            | 988              | 780                | 988              |
| 26020                          | Unemployment Insurance           | 1,781          | 5,646            | 4,705              | 9,942            |
| 29001                          | Retirement                       | 10,073         | 8,796            | 10,697             | 8,796            |
|                                |                                  | <u>146,284</u> | <u>147,957</u>   | <u>159,661</u>     | <u>255,695</u>   |
| <b>Utilities</b>               |                                  |                |                  |                    |                  |
| 31000                          | Electric                         | 11,375         | 13,000           | 16,845             | 13,000           |
| 35000                          | Water                            | 2,982          | 2,000            | 2,623              | 2,000            |
| 36010                          | Telephone Charges-Local          | -              | 45               | -                  | 45               |
| 36011                          | Telephone Charges-Long Distance  | -              | 55               | -                  | 55               |
| 36033                          | Wireless                         | 2,701          | 2,857            | 2,316              | 2,857            |
|                                |                                  | <u>17,057</u>  | <u>17,957</u>    | <u>21,784</u>      | <u>17,957</u>    |
| <b>Purchased Services</b>      |                                  |                |                  |                    |                  |
| 42041                          | Environmental Liability          | -              | -                | -                  | 47,433           |
| 42060                          | Property Insurance               | 38,864         | 42,000           | 42,891             | 42,000           |
| 49020                          | Engineering Services             | 2,520          | -                | 11,914             | -                |
| 49040                          | Professional Management          | 19,439         | 13,900           | 22,250             | 13,900           |
|                                |                                  | <u>60,823</u>  | <u>55,900</u>    | <u>77,055</u>      | <u>103,333</u>   |
| <b>Material &amp; Supplies</b> |                                  |                |                  |                    |                  |
| 52010                          | Alarm & PA Systems               | 1,620          | 5,000            | 3,017              | 5,000            |
| 52031                          | Electrical Repairs & Supplies    | 9,298          | 4,500            | 4,839              | 4,500            |
| 52033                          | HVAC                             | -              | 500              | -                  | 1,000            |
| 52034                          | Roof                             | -              | 500              | -                  | -                |
| 52035                          | Plumbing Repair & Supplies       | -              | 500              | -                  | 1,000            |
| 52060                          | Building Maintenance             | 4,748          | 2,500            | 4,166              | -                |
| 53070                          | Hazardous Waste Management       | 1,499          | -                | -                  | -                |
| 53078                          | Liquid Waste Disposal            | 14,026         | 38,000           | 4,350              | 38,000           |
| 54010                          | Gasoline                         | 3,509          | 6,000            | 3,905              | 6,000            |
| 54011                          | Diesel Fuel                      | 32,129         | 35,000           | 55,861             | 35,000           |
| 54013                          | Vehicle/Equipment Tires          | 6,158          | 10,000           | 12,736             | 10,000           |
| 54021                          | Vehicle Repair & Maintenance     | -              | 1,500            | 1,244              | 1,500            |
| 54022                          | Vehicle Communications Equipment | 117            | 500              | -                  | 500              |
| 54030                          | General Equipment Repair/Maint   | 41,896         | 73,540           | 72,319             | 70,415           |
| 54031                          | Quality Control Equipment        | (222)          | 7,000            | 3,114              | 7,000            |
| 54040                          | Heavy Equipment Maintenance      | 118,564        | 90,000           | 117,337            | 90,000           |
| 54070                          | Vehicle Shop Tools & Supplies    | 11,281         | -                | 8,369              | -                |
| 54075                          | Fuel Truck Lease                 | -              | -                | -                  | 124,800          |
|                                |                                  | <u>244,622</u> | <u>275,040</u>   | <u>291,257</u>     | <u>394,715</u>   |

BUDGET  
MESSAGE

DEPARTMENT /  
COST CENTER

DEBT  
SERVICE

CAPITAL  
IMPROVEMENT  
PROGRAM

RATES  
AND  
CHARGES

SUPPLEMENTAL  
INFORMATION

60 FBO COMMERCIAL  
Account Summary

60

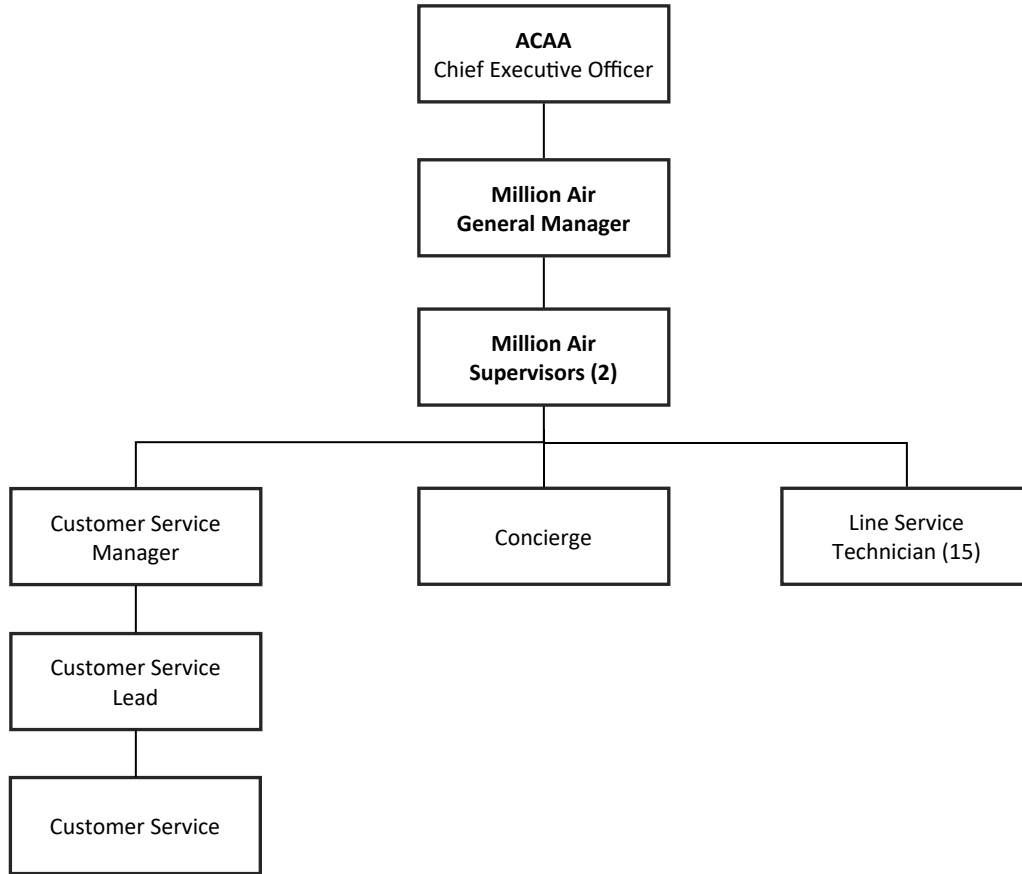
**Office/Administration**

| <b>Actual<br/>2021</b> | <b>Budget<br/>2022</b> | <b>Projection<br/>2022</b> | <b>Budget<br/>2023</b> |
|------------------------|------------------------|----------------------------|------------------------|
| -                      | -                      | -                          | -                      |
| <hr/>                  |                        |                            |                        |
| -                      | -                      | -                          | -                      |
| <hr/>                  |                        |                            |                        |
| <b>\$1,607,154</b>     | <b>\$2,609,765</b>     | <b>\$2,489,730</b>         | <b>\$3,429,467</b>     |

**Non-Capital Equipment  
Non Capital / Contingency**



61 FBO GENERAL AVIATION



BUDGET  
MESSAGE

DEPARTMENT /  
COST CENTER

DEBT  
SERVICE

CAPITAL  
IMPROVEMENT  
PROGRAM

RATES  
AND  
CHARGES

SUPPLEMENTAL  
INFORMATION

61 FBO GENERAL AVIATION  
Position Count

**Budget  
2021**      **Budget  
2022**      **Budget  
2023**

**Full Time Positions**

|   |           |           |           |
|---|-----------|-----------|-----------|
| MFZ-Concierge (name change from Customer Service)       | -         | -         | 1         |
| MFZ-Customer Service                                    | 3         | 3         | 1         |
| MFZ-Customer Service - Lead                             | -         | -         | 1         |
| MFZ-Line Service Technician                             | 17        | 17        | 13        |
| MFZ-Line Service Technician                      Vacant | -         | -         | 2         |
| MFZ-One time discretionary (BY2023) amount              | -         | -         | -         |
| MFZ-Supervisor (name change from LST)                   | -         | -         | 2         |
|   | <u>20</u> | <u>20</u> | <u>20</u> |
| <b>ADDED BY2023</b>                                     |           |           |           |
| <u>MFZ-Customer Service Manager</u>                     | -         | -         | 1         |
|   | -         | -         | 1         |
|   | <u>20</u> | <u>20</u> | <u>21</u> |
|   | <b>20</b> | <b>20</b> | <b>21</b> |

61 FBO GENERAL AVIATION  
Overview

61

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

Manager: Brian King, Million Air

Rates & Charges Allocation: 100 percent of the charges bore by the Authority.

|                         | <b>Actual<br/>2021</b> | <b>Budget<br/>2022</b> | <b>Projection<br/>2022</b> | <b>Budget<br/>2023</b> |
|-------------------------|------------------------|------------------------|----------------------------|------------------------|
| Salaries Expense        | \$ 656,857             | \$ 800,479             | \$ 765,267                 | \$ 1,037,466           |
| Other Employee Expenses | 265,292                | 270,829                | 237,584                    | 350,504                |
| Utilities               | 62,027                 | 60,195                 | 99,380                     | 62,710                 |
| Purchased Services      | 129,630                | 120,150                | 140,065                    | 120,150                |
| Material & Supplies     | 126,265                | 186,082                | 495,483                    | 224,582                |
| Office/Administration   | 156,573                | 112,500                | 362,222                    | 114,700                |
| Non-Capital Equipment   | -                      | -                      | 38,718                     | 97,018                 |
|                         | <b>\$ 1,396,644</b>    | <b>\$ 1,550,235</b>    | <b>\$ 2,138,720</b>        | <b>\$ 2,007,130</b>    |

61 FBO GENERAL AVIATION  
Account Summary

61

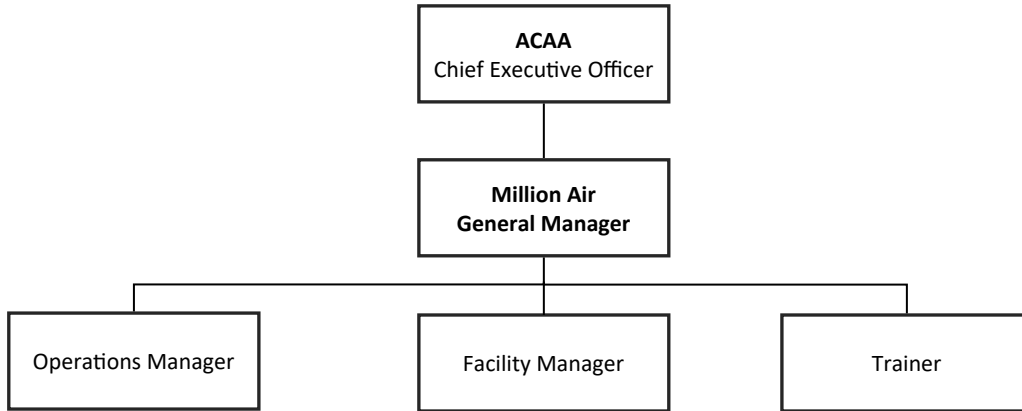
|                                | Actual<br>2021   | Budget<br>2022   | Projection<br>2022 | Budget<br>2023   |
|--------------------------------|------------------|------------------|--------------------|------------------|
| <b>Cost of Good Sold (FBO)</b> |                  |                  |                    |                  |
| 51101 Fuel Costs - Jet A       | 3,077,550        | 3,140,100        | 3,713,170          | 3,290,000        |
| 51102 Jet A Discounts          | 395,679          | 340,000          | 230,055            | 400,000          |
| 51103 Fuel Costs - AvGas       | 187,210          | 177,480          | 306,754            | 181,220          |
| 51104 AvGas Discounts          | 5,029            | 4,435            | 8,347              | 4,435            |
| 51114 SAF                      | 26,907           | -                | -                  | -                |
| 51125 Oil                      | 1,081            | 2,500            | -                  | 2,500            |
| 51126 TKS                      | 856              | 2,000            | -                  | 2,000            |
|                                | <u>3,694,312</u> | <u>3,666,515</u> | <u>4,258,326</u>   | <u>3,880,155</u> |
| <b>Salaries Expense</b>        |                  |                  |                    |                  |
| 11000 Salaries                 | \$ 534,360       | \$ 657,104       | \$ 650,896         | \$ 894,091       |
| 12010 Overtime 1.5             | 122,498          | 143,375          | 114,371            | 143,375          |
|                                | <u>656,857</u>   | <u>800,479</u>   | <u>765,267</u>     | <u>1,037,466</u> |
| <b>Other Employee Expenses</b> |                  |                  |                    |                  |
| 21000 Social Security          | 49,015           | 61,238           | 57,798             | 79,366           |
| 22000 Health                   | 199,195          | 177,384          | 164,096            | 238,931          |
| 22200 Dental Insurance         | -                | 1,084            | -                  | 1,084            |
| 25000 Uniforms & Laundry       | 3,035            | 3,000            | 2,147              | 3,000            |
| 25005 Uniform Purchases        | 2,129            | 6,000            | 1,759              | 6,000            |
| 26010 NYS Disability           | 1,615            | 2,760            | 693                | 2,760            |
| 26020 Unemployment Insurance   | 5,421            | 15,211           | 9,159              | 15,211           |
| 29001 Retirement               | 4,883            | 4,152            | 1,932              | 4,152            |
|                                | <u>265,292</u>   | <u>270,829</u>   | <u>237,584</u>     | <u>350,504</u>   |
| <b>Utilities</b>               |                  |                  |                    |                  |
| 31000 Electric                 | 33,534           | 29,300           | 50,259             | 29,300           |
| 33000 Natural Gas              | 26,385           | 26,800           | 44,264             | 26,800           |
| 36060 Cable Television         | 2,108            | 4,095            | 4,857              | 6,610            |
|                                | <u>62,027</u>    | <u>60,195</u>    | <u>99,380</u>      | <u>62,710</u>    |
| <b>Purchased Services</b>      |                  |                  |                    |                  |
| 42060 Property Insurance       | 21,011           | 21,000           | 22,860             | 21,000           |
| 42095 Insurance Claims         | -                | 20,000           | -                  | 20,000           |
| 45000 Janitorial Services      | -                | -                | 8,109              | -                |
| 45010 Refuse Removal Services  | 2,521            | 2,650            | 3,182              | 2,650            |
| 49040 Professional Management  | 106,098          | 76,500           | 105,914            | 76,500           |
|                                | <u>129,630</u>   | <u>120,150</u>   | <u>140,065</u>     | <u>120,150</u>   |

61 FBO GENERAL AVIATION  
Account Summary

61

|   | Actual<br>2021     | Budget<br>2022     | Projection<br>2022 | Budget<br>2023     |
|---|--------------------|--------------------|--------------------|--------------------|
| <b>Material &amp; Supplies</b>          |                    |                    |                    |                    |
| 52010 Alarm & PA Systems                | 6,417              | 2,500              | 2,229              | 2,500              |
| 52031 Electrical Repairs & Supplies     | 3,337              | 7,200              | 33,892             | 7,200              |
| 52032 Elevator Repairs & Supplies       | 3,658              | 3,500              | 9,003              | 3,500              |
| 52033 HVAC                              | 12,620             | 25,500             | 79,820             | 26,000             |
| 52034 Roof                              | 3,637              | 3,500              | 9,550              | 3,500              |
| 52035 Plumbing Repairs & Supplies       | 771                | 4,500              | 7,155              | 4,500              |
| 52036 Automatic Door Repairs & Supplies | 594                | 2,000              | 1,737              | 2,000              |
| 52037 Pest Control                      | 752                | -                  | 744                | -                  |
| 52060 Building Maintenance              | 18,866             | 20,840             | 172,589            | 40,840             |
| 52061 Building Maintenance Materials    | 89                 | -                  | 3,046              | -                  |
| 52062 Janitorial Supplies               | 5,264              | 9,000              | 8,499              | 9,000              |
| 52063 Window Washing                    | -                  | 2,066              | 10,394             | 2,066              |
| 52080 Sign Expense                      | -                  | -                  | 2,723              | -                  |
| 53010 Landscaping                       | 62                 | -                  | -                  | -                  |
| 53078 Liquid Waste Disposal             | 980                | -                  | 1,157              | -                  |
| 54010 Gasoline                          | 3,509              | 6,000              | 3,905              | 6,000              |
| 54011 Diesel Fuel                       | 32,129             | 35,000             | 55,861             | 35,000             |
| 54013 Vehicles/Equipment Tires          | 6,305              | 3,000              | 3,907              | 3,000              |
| 54021 Vehicle Repair & Maintenance      | -                  | 1,000              | 1,544              | 1,000              |
| 54022 Vehicle Communications Equipment  | 607                | 500                | 17,025             | 500                |
| 54030 General Equipment Repair/Maint    | -                  | 5,000              | 6,114              | 5,000              |
| 54040 Heavy Equipment Maintenance       | 22,230             | 31,500             | 28,924             | 31,500             |
| 54070 Vehicle Shop Tools & Supplies     | 2,691              | 2,500              | 106                | 2,500              |
| 54075 Fuel Truck Lease                  | 1,748              | 20,976             | 35,559             | 38,976             |
|   | 126,265            | 186,082            | 495,483            | 224,582            |
| <b>Office/Administration</b>            |                    |                    |                    |                    |
| 55010 Office Equipment Rental           | 1,031              | 1,000              | 532                | 1,000              |
| 55020 Office Furniture & Fixtures       | 10,771             | -                  | 46,355             | -                  |
| 66000 Dues & Subscriptions              | 17,250             | 15,000             | 25,205             | 17,200             |
| 66010 Training/Travel                   | -                  | 2,500              | -                  | 2,500              |
| 66013 Function Refreshments             | -                  | -                  | 34                 | -                  |
| 66015 Incentives                        | 5,993              | 30,000             | 42,781             | 30,000             |
| 66060 Credit Card Service Charges       | 121,529            | 64,000             | 247,315            | 64,000             |
|   | 156,573            | 112,500            | 362,222            | 114,700            |
| <b>Non-Capital Equipment</b>            |                    |                    |                    |                    |
| 83000 Equipment                         | -                  | -                  | 38,718             | 97,018             |
| <b>Non Capital / Contingency</b>        | -                  | -                  | 38,718             | 97,018             |
|   | <b>\$5,090,956</b> | <b>\$5,216,750</b> | <b>\$6,397,046</b> | <b>\$5,887,285</b> |

69 FBO ADMINISTRATION



BUDGET  
MESSAGE

DEPARTMENT /  
COST CENTER

DEBT  
SERVICE

CAPITAL  
IMPROVEMENT  
PROGRAM

RATES  
AND  
CHARGES

SUPPLEMENTAL  
INFORMATION

69 FBO ADMINISTRATION  
Position Count

**Budget  
2021**      **Budget  
2022**      **Budget  
2023**

**Full Time Positions**

MFZ-General Manager  
MFZ-Operations Manager  
MFZ-Trainer-QC

|          |          |          |
|----------|----------|----------|
| 1        | 1        | 1        |
| 1        | 1        | 1        |
| 1        | 1        | 1        |
| <u>3</u> | <u>3</u> | <u>3</u> |

ADDED IN 2022

MFZ-Facility Manager (Fuel Farm) Transferred to Dep 60 in 2023

|          |          |          |
|----------|----------|----------|
| -        | -        | -        |
| <u>-</u> | <u>-</u> | <u>-</u> |

Z2023-03

MFZ-Facility Manager/Other (late reqes)

|          |          |          |
|----------|----------|----------|
| -        | -        | 1        |
| <u>-</u> | <u>-</u> | <u>1</u> |
| <u>3</u> | <u>3</u> | <u>4</u> |
| <u>3</u> | <u>3</u> | <u>4</u> |

69 FBO ADMINISTRATION  
Overview

69

This cost center includes the salaries and benefits, utilities, insurances and office expenses for the administration of the Fixed Based Operator (FBO).

Manager: Brian King, Million Air

Rates & Charges Allocation: Indirect; charges allocated based on proportion of direct, FBO- Commercial, and FBO-General Aviation cost centers.

|                         | <b>Actual<br/>2021</b> | <b>Budget<br/>2022</b> | <b>Projection<br/>2022</b> | <b>Budget<br/>2023</b> |
|-------------------------|------------------------|------------------------|----------------------------|------------------------|
| Salaries Expense        | \$ 223,650             | \$ 226,104             | \$ 259,804                 | \$ 305,314             |
| Other Employee Expenses | 85,819                 | 71,945                 | 65,163                     | 105,186                |
| Utilities               | 405                    | 3,480                  | 1,586                      | 720                    |
| Purchased Services      | 441,794                | 397,684                | 292,240                    | 397,684                |
| Office/Administration   | 35,216                 | 44,155                 | 29,781                     | 47,269                 |
|                         | <b>\$ 786,885</b>      | <b>\$ 743,368</b>      | <b>\$ 648,574</b>          | <b>\$ 856,173</b>      |



69 FBO ADMINISTRATION  
Account Summary

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|   | Actual<br>2021   | Budget<br>2022   | Projection<br>2022 | Budget<br>2023   |
|---|------------------|------------------|--------------------|------------------|
| <b>Salaries Expense</b>                   |                  |                  |                    |                  |
| 11000 Salaries                            | \$ 223,650       | \$ 226,104       | \$ 259,804         | \$ 305,314       |
|   | 223,650          | 226,104          | 259,804            | 305,314          |
| <b>Other Employee Expenses</b>            |                  |                  |                    |                  |
| 21000 Social Security                     | 16,586           | 17,297           | 19,352             | 26,844           |
| 22000 Health                              | 60,566           | 45,657           | 42,831             | 67,472           |
| 22200 Dental Insurance                    | -                | 324              | -                  | 324              |
| 24000 Medical Exams                       | 1,145            | 1,500            | 1,671              | 1,500            |
| 25000 Uniforms & Laundry                  | 437              | 650              | 342                | 650              |
| 25005 Uniform Purchases                   | 83               | 500              | -                  | 500              |
| 26010 NYS Disability                      | 3,778            | 470              | 401                | 470              |
| 26020 Unemployment Insurance              | 421              | 1,736            | 2,079              | 3,615            |
| 29001 Retirement                          | 2,804            | 3,810            | (1,513)            | 3,810            |
|   | 85,819           | 71,945           | 65,163             | 105,186          |
| <b>Utilities</b>                          |                  |                  |                    |                  |
| 36010 Telephone Charges-Local             | -                | 175              | -                  | 175              |
| 36011 Telephone Charges-Long Distance     | -                | 140              | -                  | 140              |
| 36030 Telephone - Cellular                | -                | 2,760            | -                  | -                |
| 36035 Radio Communications                | 405              | 405              | 1,586              | 405              |
|   | 405              | 3,480            | 1,586              | 720              |
| <b>Purchased Services</b>                 |                  |                  |                    |                  |
| 42010 Airport Liability                   | 223,128          | 180,684          | 101,954            | 180,684          |
| 46010 Public Relations                    | 42,000           | 42,000           | 6,000              | 42,000           |
| 49040 Professional Management             | 176,667          | 175,000          | 184,286            | 175,000          |
|   | 441,794          | 397,684          | 292,240            | 397,684          |
| <b>Office/Administration</b>              |                  |                  |                    |                  |
| 55010 Office Equipment Rental             | 663              | 400              | 668                | 400              |
| 55012 Office Equipment Service Agreements | 509              | 500              | 401                | 500              |
| 55014 Computer Systems                    | -                | 1,000            | 1,639              | 1,000            |
| 55015 Hardware/Software Maint Agreement   | 6,504            | 13,505           | 6,081              | 13,269           |
| 55016 Computer Equipment                  | -                | 750              | 613                | 4,100            |
| 55020 Office Furniture & Fixtures         | -                | -                | 438                | -                |
| 55030 Printed Forms/Letterhead            | 1,332            | 200              | 207                | 200              |
| 55032 Printing Outside Services           | -                | 300              | -                  | 300              |
| 55060 Office Supplies                     | 4,933            | 5,000            | 5,788              | 5,000            |
| 55070 Payroll Services                    | 19,322           | 19,000           | 13,947             | 19,000           |
| 66000 Dues & Subscriptions                | 325              | 1,500            | -                  | 1,500            |
| 66010 Training / Travel                   | 1,628            | 2,000            | -                  | 2,000            |
|   | 35,216           | 44,155           | 29,781             | 47,269           |
|   | <b>\$786,885</b> | <b>\$743,368</b> | <b>\$648,574</b>   | <b>\$856,173</b> |

### Combined Operating Expenses by Account

|                                |                                 | Actual<br>2021 | Budget<br>2022 | Projection<br>2022 | Budget<br>2023 |
|--------------------------------|---------------------------------|----------------|----------------|--------------------|----------------|
| <b>FBO Expenses</b>            |                                 |                |                |                    |                |
| <b>Cost of Good Sold (FBO)</b> |                                 |                |                |                    |                |
| 51101                          | Fuel Costs - Jet A              | \$3,077,550    | \$3,140,100    | \$3,713,170        | \$3,290,000    |
| 51102                          | Jet A Discounts                 | 395,679        | 340,000        | 230,055            | 400,000        |
| 51103                          | Fuel Costs - AvGas              | 187,210        | 177,480        | 306,754            | 181,220        |
| 51104                          | AvGas Discounts                 | 5,029          | 4,435          | 8,347              | 4,435          |
| 51105                          | Fuel Costs - Auto Gas           | 62,025         | 50,000         | 78,117             | -              |
| 51107                          | Fuel Costs - Diesel             | 100,367        | 120,000        | 151,853            | 120,000        |
| 51108                          | Fuel Costs-AvGas Commercial     | 18,111         | 17,000         | 14,412             | 15,000         |
| 51110                          | Deicing Type I - Sprayed        | 154,639        | 575,720        | 364,354            | 882,918        |
| 51111                          | Deicing Type I - Constortium    | 216,577        | 640,640        | 671,806            | 733,050        |
| 51112                          | Deicing Type IV - Sprayed       | 40,119         | 89,388         | 67,440             | 62,660         |
| 51113                          | SAF                             | 68,767         | 124,206        | 81,465             | 169,350        |
| 51114                          | SAF                             | 26,907         | -              | -                  | -              |
| 51125                          | Oil                             | 1,081          | 2,500          | -                  | 2,500          |
| 51126                          | TKS                             | 856            | 2,000          | -                  | 2,000          |
|                                |                                 | <hr/>          | <hr/>          | <hr/>              | <hr/>          |
|                                |                                 | 4,354,919      | 5,283,468      | 5,687,774          | 5,863,132      |
| <b>Salaries Expense</b>        |                                 |                |                |                    |                |
| 11000                          | Salaries                        | 1,179,127      | 1,317,145      | 1,375,076          | 1,812,174      |
| 12010                          | Overtime 1.5                    | 179,142        | 205,395        | 160,521            | 205,395        |
|                                |                                 | <hr/>          | <hr/>          | <hr/>              | <hr/>          |
|                                |                                 | 1,358,269      | 1,522,540      | 1,535,596          | 2,017,569      |
| <b>Other Employee Expenses</b> |                                 |                |                |                    |                |
| 21000                          | Social Security                 | 101,168        | 115,714        | 115,458            | 153,087        |
| 22000                          | Health                          | 353,571        | 309,908        | 299,650            | 486,930        |
| 22200                          | Dental Insurance                | -              | 1,890          | -                  | 1,974          |
| 24000                          | Medical Exams                   | 1,145          | 1,500          | 1,671              | 1,500          |
| 25000                          | Uniforms & Laundry              | 7,035          | 6,650          | 5,149              | 6,650          |
| 25005                          | Uniform Purchases               | 2,792          | 11,500         | 11,548             | 11,500         |
| 26010                          | NYS Disability                  | 6,302          | 4,218          | 1,874              | 4,218          |
| 26020                          | Unemployment Insurance          | 7,622          | 22,592         | 15,943             | 28,768         |
| 29001                          | Retirement                      | 17,760         | 16,758         | 11,116             | 16,758         |
|                                |                                 | <hr/>          | <hr/>          | <hr/>              | <hr/>          |
|                                |                                 | 497,395        | 490,731        | 462,409            | 711,385        |
| <b>Utilities</b>               |                                 |                |                |                    |                |
| 31000                          | Electric                        | 44,909         | 42,300         | 67,104             | 42,300         |
| 33000                          | Natural Gas                     | 26,385         | 26,800         | 44,264             | 26,800         |
| 35000                          | Water                           | 2,982          | 2,000          | 2,623              | 2,000          |
| 36010                          | Telephone Charges-Local         | -              | 220            | -                  | 220            |
| 36011                          | Telephone Charges-Long Distance | -              | 195            | -                  | 195            |
| 36030                          | Telephone - Cellular            | -              | 2,760          | -                  | -              |
| 36033                          | Wireless                        | 2,701          | 2,857          | 2,316              | 2,857          |
| 36035                          | Radio Communications            | 405            | 405            | 1,586              | 405            |
| 36060                          | Cable Television                | 2,108          | 4,095          | 4,857              | 6,610          |
|                                |                                 | <hr/>          | <hr/>          | <hr/>              | <hr/>          |
|                                |                                 | 79,489         | 81,632         | 122,749            | 81,387         |
| <b>Purchased Services</b>      |                                 |                |                |                    |                |
| 42010                          | Airport Liability               | 223,128        | 180,684        | 101,954            | 180,684        |
| 42041                          | Environmental Liability         | -              | -              | -                  | 47,433         |
| 42060                          | Property Insurance              | 59,875         | 63,000         | 65,751             | 63,000         |
| 42095                          | Insurance Claims                | -              | 20,000         | -                  | 20,000         |
| 45000                          | Janitorial Services             | -              | -              | 8,109              | -              |
| 45010                          | Refuse Removal Services         | 2,521          | 2,650          | 3,182              | 2,650          |
| 46010                          | Public Relations                | 42,000         | 42,000         | 6,000              | 42,000         |
| 49020                          | Engineering Services            | 2,520          | -              | 11,914             | -              |
| 49040                          | Professional Management         | 302,204        | 265,400        | 312,450            | 265,400        |
|                                |                                 | <hr/>          | <hr/>          | <hr/>              | <hr/>          |
|                                |                                 | 632,247        | 573,734        | 509,360            | 621,167        |
| <b>Material &amp; Supplies</b> |                                 |                |                |                    |                |
| 52010                          | Alarm & PA Systems              | 8,037          | 7,500          | 5,246              | 7,500          |
| 52031                          | Electrical Repairs & Supplies   | 12,635         | 11,700         | 38,731             | 11,700         |
| 52032                          | Elevator Repairs & Supplies     | 3,658          | 3,500          | 9,003              | 3,500          |

**Combined Operating Expenses by Account**

|   | Actual<br>2021     | Budget<br>2022     | Projection<br>2022 | Budget<br>2023      |
|---|--------------------|--------------------|--------------------|---------------------|
| <b>Material &amp; Supplies</b>            |                    |                    |                    |                     |
| 52033 HVAC                                | 12,620             | 26,000             | 79,820             | 27,000              |
| 52034 Roof                                | 3,637              | 4,000              | 9,550              | 3,500               |
| 52035 Plumbing Repairs & Supplies         | 771                | 5,000              | 7,155              | 5,500               |
| 52036 Automatic Door Repairs & Supplies   | 594                | 2,000              | 1,737              | 2,000               |
| 52037 Pest Control                        | 752                | -                  | 744                | -                   |
| 52060 Building Maintenance                | 23,614             | 23,340             | 176,755            | 40,840              |
| 52061 Building Maintenance Materials      | 89                 | -                  | 3,046              | -                   |
| 52062 Janitorial Supplies                 | 5,264              | 9,000              | 8,499              | 9,000               |
| 52063 Window Washing                      | -                  | 2,066              | 10,394             | 2,066               |
| 52080 Sign Expense                        | -                  | -                  | 2,723              | -                   |
| 53010 Landscaping                         | 62                 | -                  | -                  | -                   |
| 53070 Hazardous Waste Management          | 1,499              | -                  | -                  | -                   |
| 53078 Liquid Waste Disposal               | 15,006             | 38,000             | 5,507              | 38,000              |
| 54010 Gasoline                            | 7,017              | 12,000             | 7,809              | 12,000              |
| 54011 Diesel Fuel                         | 64,258             | 70,000             | 111,723            | 70,000              |
| 54013 Vehicles/Equipment Tires            | 12,464             | 13,000             | 16,643             | 13,000              |
| 54021 Vehicle Repair & Maintenance        | -                  | 2,500              | 2,788              | 2,500               |
| 54022 Vehicle Communications Equipment    | 724                | 1,000              | 17,025             | 1,000               |
| 54030 General Equipment Repair/Maint      | 41,896             | 78,540             | 78,432             | 75,415              |
| 54031 Quality Control Equipment           | (222)              | 7,000              | 3,114              | 7,000               |
| 54040 Heavy Equipment Maintenance         | 140,794            | 121,500            | 146,261            | 121,500             |
| 54070 Vehicle Shop Tools & Supplies       | 13,972             | 2,500              | 8,475              | 2,500               |
| 54075 Fuel Truck Lease                    | 1,748              | 20,976             | 35,559             | 163,776             |
|   | 370,887            | 461,122            | 786,740            | 619,297             |
| <b>Office/Administration</b>              |                    |                    |                    |                     |
| 55010 Office Equipment Rental             | 1,694              | 1,400              | 1,200              | 1,400               |
| 55012 Office Equipment Service Agreements | 509                | 500                | 401                | 500                 |
| 55014 Computer Systems                    | -                  | 1,000              | 1,639              | 1,000               |
| 55015 Hardware/Software Maint Agreement   | 6,504              | 13,505             | 6,081              | 13,269              |
| 55016 Computer Equipment                  | -                  | 750                | 613                | 4,100               |
| 55020 Office Furniture & Fixtures         | 10,771             | -                  | 46,793             | -                   |
| 55030 Printed Forms/Letterhead            | 1,332              | 200                | 207                | 200                 |
| 55032 Printing Outside Services           | -                  | 300                | -                  | 300                 |
| 55060 Office Supplies                     | 4,933              | 5,000              | 5,788              | 5,000               |
| 55070 Payroll Services                    | 19,322             | 19,000             | 13,947             | 19,000              |
| 66000 Dues & Subscriptions                | 17,575             | 16,500             | 25,205             | 18,700              |
| 66010 Training / Travel                   | 1,628              | 4,500              | -                  | 4,500               |
| 66013 Function Refreshments               | -                  | -                  | 34                 | -                   |
| 66015 Incentives                          | 5,993              | 30,000             | 42,781             | 30,000              |
| 66060 Credit Card Service Charges         | 121,529            | 64,000             | 247,315            | 64,000              |
|   | 191,790            | 156,655            | 392,003            | 161,969             |
| <b>Non-Capital Equipment</b>              |                    |                    |                    |                     |
|   | -                  | -                  | 38,718             | 97,018              |
|   | <b>\$7,484,996</b> | <b>\$8,569,883</b> | <b>\$9,535,350</b> | <b>\$10,172,925</b> |

BUDGET  
MESSAGE

DEPARTMENT /  
COST CENTER

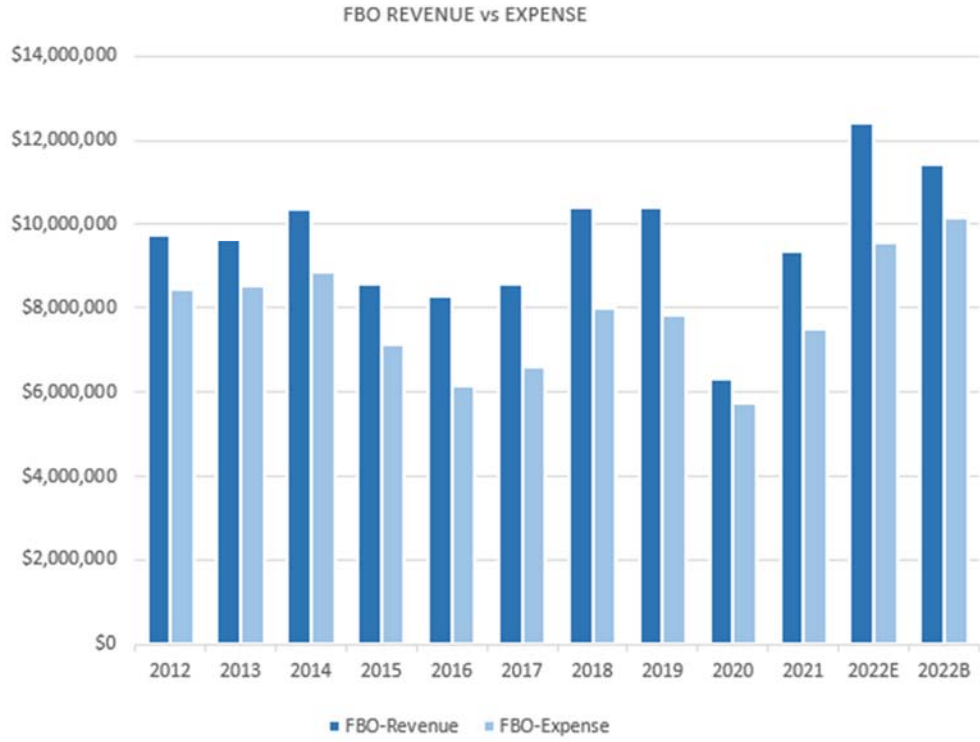
DEBT  
SERVICE

CAPITAL  
IMPROVEMENT  
PROGRAM

RATES  
AND  
CHARGES

SUPPLEMENTAL  
INFORMATION

## Section 5 Non Operating Revenue and Expense



|                |                          |              |                             |                   |                          |
|----------------|--------------------------|--------------|-----------------------------|-------------------|--------------------------|
| BUDGET MESSAGE | DEPARTMENT / COST CENTER | DEBT SERVICE | CAPITAL IMPROVEMENT PROGRAM | RATES AND CHARGES | SUPPLEMENTAL INFORMATION |
|----------------|--------------------------|--------------|-----------------------------|-------------------|--------------------------|

|                     |                |                 |                |
|---------------------|----------------|-----------------|----------------|
| Department Overview | Position Count | Account Summary | Account Detail |
|---------------------|----------------|-----------------|----------------|

|                                   |                                   | Actual<br>2021     | Budget<br>2022     | Projection<br>2022 | Budget<br>2023      |
|-----------------------------------|-----------------------------------|--------------------|--------------------|--------------------|---------------------|
| <b>Other Nonoperating Revenue</b> |                                   |                    |                    |                    |                     |
| 07010                             | Investments Earnings - Savings    | 45,781             | 319,991            | 33,590             | 75,000              |
| 07030                             | Investment Earnings - Capital     | 20,492             | 308,901            | 89,444             | 1,330,432           |
| 07040                             | Interest Earnings - GASB 87       | (197,474)          | 0                  | 0                  | 0                   |
| 71000                             | Improvement Charges               | 368,400            | 368,400            | 368,400            | 0                   |
| 71005                             | Customer Facility Charge Revenues | 0                  | 0                  | 0                  | 0                   |
| 71100                             | Federal Airport Security Grant    | 126,920            | 136,800            | 138,103            | 138,700             |
| 71200                             | TSA LEO Reimbursement             | 0                  | 0                  | 0                  | 0                   |
| 71300                             | Federal Emergency Disaster Relief | 4,683,836          | 5,091,757          | 0                  | 5,091,757           |
| 71400                             | Insurance Recoveries              | 77,967             | 0                  | 0                  | 0                   |
| 71500                             | Investment Income                 | 0                  | 0                  | 0                  | 0                   |
| 71600                             | Air Service Development           | 0                  | 0                  | 0                  | 0                   |
| 79500                             | Passenger Facility Charges        | 4,055,447          | 3,640,402          | 3,640,402          | 4,499,902           |
|                                   |                                   | <b>\$9,181,369</b> | <b>\$9,866,251</b> | <b>\$4,269,939</b> | <b>\$11,135,791</b> |

|                |                          |              |                             |                   |                          |
|----------------|--------------------------|--------------|-----------------------------|-------------------|--------------------------|
| BUDGET MESSAGE | DEPARTMENT / COST CENTER | DEBT SERVICE | CAPITAL IMPROVEMENT PROGRAM | RATES AND CHARGES | SUPPLEMENTAL INFORMATION |
|----------------|--------------------------|--------------|-----------------------------|-------------------|--------------------------|

|                     |                |                 |                |
|---------------------|----------------|-----------------|----------------|
| Department Overview | Position Count | Account Summary | Account Detail |
|---------------------|----------------|-----------------|----------------|

|                                   |                                    | Actual<br>2021     | Budget<br>2022      | Projection<br>2022  | Budget<br>2023      |
|-----------------------------------|------------------------------------|--------------------|---------------------|---------------------|---------------------|
| <b>Other Nonoperating Expense</b> |                                    |                    |                     |                     |                     |
| 78015                             | Principal - 2017 A Refunding Bonds | -                  | 830,000             | 830,000             | 875,000             |
| 78016                             | Principal - 2017 B Refunding Bonds | -                  | 255,000             | 255,000             | 270,000             |
| 78018                             | Principal - 2018 B Revenue Bond    | -                  | 395,000             | 395,000             | 415,000             |
| 78019                             | Principal - 2019 A Revenue Bond    | -                  | 170,000             | 170,000             | 175,000             |
| 78020                             | Principal - 2020 A Revenue Bond    | -                  | 370,000             | 370,000             | 385,000             |
| 78021                             | Principal - 2020 B Revenue Bond    | -                  | 4,665,000           | 4,665,000           | 4,900,000           |
| 79015                             | Interest - 2017 A Refunding Bonds  | 191,269            | 238,625             | 238,625             | 197,125             |
| 79016                             | Interest - 2017 B Refunding Bonds  | 132,757            | 142,775             | 142,775             | 130,025             |
| 79017                             | Interest - 2018 A Revenue Bond     | 607,664            | 738,500             | 738,500             | 738,500             |
| 79018                             | Interest - 2018 B Revenue Bond     | 259,909            | 339,500             | 339,500             | 319,750             |
| 79019                             | Interest - 2019 A Revenue Bond     | 259,925            | 384,550             | 384,550             | 377,750             |
| 79020                             | Interest - 2020 A Revenue Bond     | 137,753            | 202,250             | 202,250             | 183,750             |
| 79021                             | Interest - 2020 B Revenue Bond     | 941,806            | 1,289,000           | 1,289,000           | 1,055,750           |
|                                   |                                    | <b>\$2,531,083</b> | <b>\$10,020,200</b> | <b>\$10,020,200</b> | <b>\$10,022,650</b> |

BUDGET  
MESSAGE

DEPARTMENT /  
COST CENTER

**DEBT  
SERVICE**

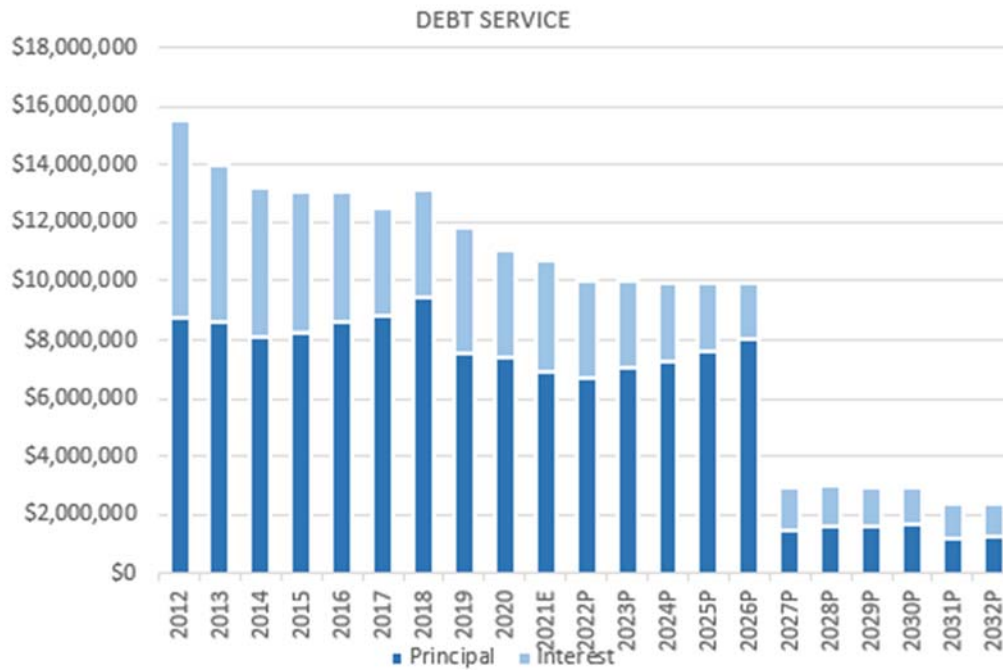
CAPITAL  
IMPROVEMENT  
PROGRAM

RATES  
AND  
CHARGES

SUPPLEMENTAL  
INFORMATION

## Section 6 Debt Service





2021E does not include defeasance of \$580,000 Series 2007A Bonds.

## DEBT POLICY

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

- The Authority's legal debt limit (\$285 million). The Authority's debt limit was increased from \$175 million to \$285 million during 2004 by State legislation enacted (Chapter 500), amending the Albany County Airport Authority Act, Title 32 of Article 8, of the New York State Public Authorities Law. The Authority has historically only issued debt to fund major capital improvement projects in excess of \$50,000.
- The Authority's Master Bond Resolution which permits new borrowings only if the Authority's net revenues equal 125% of Maximum Annual Debt Service on all debt outstanding and the proposed debt to be issued. This debt coverage calculation can be found in the Rates and Charges section of this document.
- The maintenance of investment grade debt ratings from major debt rating agencies. These agencies generally suggest that the total debt outstanding should be limited to \$100 per enplaned passenger.
- The willingness of investors in the bond market to purchase the Authority's indebtedness.
- Any negotiated bond sales are subject to the approval of the Comptroller of the State of New York and the Comptroller of the County of Albany.

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

### Derivatives Policy

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

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

### Variable Rate Debt Policy

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

- permanent variable rate debt exposure includes variable rate debt which the Authority does not intend to be refinanced by a long-term fixed rate debt;
- net permanent variable rate debt exposure is permanent variable rate debt that is not offset by the cash, cash equivalent and short-term investment assets of the Authority;

**DEBT POLICY**, continued

- net permanent variable rate debt excludes, with some exceptions, variable debt that has been synthetically changed to fixed rate debt by the use of a financial derivative hedge product with a fixed-payer interest rate swap;
- net permanent variable rate debt, excluding synthetic fixed rate transactions, should not generally exceed twenty percent (20%) of the Authority's outstanding indebtedness.

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

**MASTER and SUPPLEMENTAL BOND RESOLUTION**

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

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

Since 1997, there have been sixteen supplemental resolutions.

**DEBT OUTSTANDING**

In August 2021, \$580,000 of Series 2017A (non-AMT) bonds were defeased. This transaction was completed to pay back bond funds that were used to refurbish the old Airport Administration offices that are now being occupied by a private entity.

At the beginning of 2023, it is anticipated there will be \$62,315,000 of debt outstanding. Principal payments of \$7,020,000 are due and payable during 2023. The chart below exhibits for each issue the original issue amounts, the debt to be outstanding as of December 31, 2023, the principal payments due in 2023, the interest due in 2023, the amortization of bond related receipts and expenditures that were deferred into interest costs in 2023 and the amount in debt service reserve funds.

| Bond Series | Original Issue Amount | Outstanding 12-31-22 | Principal Payments Due in 2023 | Interest Payments Due in 2022 | Total Payments Due in 2022 | Outstanding 12-31-22 |
|-------------|-----------------------|----------------------|--------------------------------|-------------------------------|----------------------------|----------------------|
| 2017A       | \$ 7,795,000          | \$ 4,185,000         | \$ 875,000                     | \$ 197,125                    | \$ 1,072,125               | 4,185,000            |
| 2017B       | 6,600,000             | 3,030,000            | 270,000                        | 130,025                       | 400,025                    | 3,030,000            |
| 2018A       | 14,770,000            | 14,770,000           | -                              | 738,500                       | 738,500                    | 14,770,000           |
| 2018B       | 7,820,000             | 6,395,000            | 415,000                        | 319,750                       | 734,750                    | 6,395,000            |
| 2019        | 9,620,000             | 9,145,000            | 175,000                        | 377,750                       | 552,750                    | 9,145,000            |
| 2020A       | 4,390,000             | 3,675,000            | 385,000                        | 183,750                       | 568,750                    | 3,675,000            |
| 2020B       | 30,220,000            | 21,115,000           | 4,900,000                      | 1,055,750                     | 5,955,750                  | 21,115,000           |
|             | \$81,215,000          | \$62,315,000         | \$7,020,000                    | \$3,002,650                   | \$10,022,650               | \$55,295,000         |

**DEBT SERVICE SCHEDULE**

| <b>Year</b> | <b>Principal</b> | <b>Interest</b> | <b>Total</b> |
|-------------|------------------|-----------------|--------------|
| 2020        | \$7,390,000      | \$3,618,820     | \$11,008,820 |
| 2021        | 6,945,000        | 3,756,050       | 10,701,050   |
| 2022        | 6,685,000        | 3,335,200       | 10,020,200   |
| 2023        | 7,020,000        | 3,002,650       | 10,022,650   |
| 2024        | 7,280,000        | 2,653,400       | 9,933,400    |
| 2025        | 7,625,000        | 2,291,250       | 9,916,250    |
| 2026        | 8,030,000        | 1,910,000       | 9,940,000    |
| 2027        | 1,455,000        | 1,508,500       | 2,963,500    |
| 2028        | 1,530,000        | 1,437,550       | 2,967,000    |
| 2029        | 1,585,000        | 1,366,275       | 2,951,275    |
| 2030        | 1,665,000        | 1,291,731       | 2,956,731    |
| 2031        | 1,170,000        | 1,212,963       | 2,382,963    |
| 2032        | 1,230,000        | 1,158,906       | 2,388,906    |
| 2033        | 1,285,000        | 1,101,800       | 2,386,800    |
| 2034        | 1,240,000        | 1,041,400       | 2,281,400    |
| 2035        | 1,290,000        | 981,750         | 2,271,750    |
| 2036        | 1,105,000        | 919,600         | 2,024,600    |
| 2037        | 1,165,000        | 864,350         | 2,029,350    |
| 2038        | 1,220,000        | 806,100         | 2,026,100    |
| 2039        | 1,285,000        | 745,100         | 2,030,100    |
| 2040        | 1,345,000        | 684,650         | 2,029,650    |
| 2041        | 1,410,000        | 621,350         | 2,031,350    |
| 2042        | 1,470,000        | 554,950         | 2,024,950    |
| 2043        | 1,540,000        | 485,700         | 2,025,700    |
| 2044        | 1,615,000        | 413,100         | 2,028,100    |
| 2045        | 1,690,000        | 336,950         | 2,026,950    |
| 2046        | 1,765,000        | 262,050         | 2,027,050    |
| 2047        | 1,840,000        | 183,700         | 2,023,700    |
| 2048        | 1,920,000        | 101,800         | 2,021,800    |
| 2049        | 540,000          | 16,200          | 556,200      |

|                |                          |              |                             |                   |                          |
|----------------|--------------------------|--------------|-----------------------------|-------------------|--------------------------|
| BUDGET MESSAGE | DEPARTMENT / COST CENTER | DEBT SERVICE | CAPITAL IMPROVEMENT PROGRAM | RATES AND CHARGES | SUPPLEMENTAL INFORMATION |
|----------------|--------------------------|--------------|-----------------------------|-------------------|--------------------------|

|                     |                |                 |                |
|---------------------|----------------|-----------------|----------------|
| Department Overview | Position Count | Account Summary | Account Detail |
|---------------------|----------------|-----------------|----------------|

|                      |                                    | Actual<br>2021     | Budget<br>2022      | Projection<br>2022  | Budget<br>2023      |
|----------------------|------------------------------------|--------------------|---------------------|---------------------|---------------------|
| <b>Debt Servicee</b> |                                    |                    |                     |                     |                     |
| 78015                | Principal - 2017 A Refunding Bonds | 0                  | 830,000             | 830,000             | 875,000             |
| 78016                | Principal - 2017 B Refunding Bonds | 0                  | 255,000             | 255,000             | 270,000             |
| 78018                | Principal - 2018 B Revenue Bond    | 0                  | 395,000             | 395,000             | 415,000             |
| 78019                | Principal - 2019 A Revenue Bond    | 0                  | 170,000             | 170,000             | 175,000             |
| 78020                | Principal - 2020 A Revenue Bond    | 0                  | 370,000             | 370,000             | 385,000             |
| 78021                | Principal - 2020 B Revenue Bond    | 0                  | 4,665,000           | 4,665,000           | 4,900,000           |
| 79015                | Interest - 2017 A Refunding Bonds  | 191,269            | 238,625             | 238,625             | 197,125             |
| 79016                | Interest - 2017 B Refunding Bonds  | 132,757            | 142,775             | 142,775             | 130,025             |
| 79017                | Interest - 2018 A Revenue Bond     | 607,664            | 738,500             | 738,500             | 738,500             |
| 79018                | Interest - 2018 B Revenue Bond     | 259,909            | 339,500             | 339,500             | 319,750             |
| 79019                | Interest - 2019 A Revenue Bond     | 259,925            | 384,550             | 384,550             | 377,750             |
| 79020                | Interest - 2020 A Revenue Bond     | 137,753            | 202,250             | 202,250             | 183,750             |
| 79021                | Interest - 2020 B Revenue Bond     | 941,806            | 1,289,000           | 1,289,000           | 1,055,750           |
|                      |                                    | <b>\$2,531,083</b> | <b>\$10,020,200</b> | <b>\$10,020,200</b> | <b>\$10,022,650</b> |

71 AUTHORITY ADMINISTRATION

71

10 Series 2017A Refunding Bonds(Non-AMT)

Bond Series: Series 2017A Refunding Bond (Non-AMT)

Date: March 29, 2017

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

Rating: Moody's: A3  
(underlying) Sandard & Poor's: A, Stable

Purpose: The bonds were issued to refund the Series 2003A and 2006A Bonds and finance various land, parking expansions, hangars, and equipment acquisitions, apron and runway expansions, taxiway, runway and hangar rehabilitations, certain terminal expansion and lease hold improvements.

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

|       |   |                     |
|-------|---|---------------------|
| 78015 | Principal - 2017 A Refunding Bonds<br>MFZ-GARB Series 2017A - Principal | 875,000             |
| 79015 | Interest - 2017 A Refunding Bonds<br>MFZ-GARB Series 2017A - Interest   | 197,125             |
|       |   | <b>\$ 1,072,125</b> |

71 AUTHORITY ADMINISTRATION

71

20 Series 2017B Refunding Bonds(AMT)

Bond Series: Series 2017B Refunding Bond (AMT)

Date: March 29, 2017

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

Rating: Moody's: A3  
(underlying) Sandard & Poor's: A, Stable

Purpose: The bonds were issued refund the Series 2006C Bonds and to finance the construction of a 42,800 square foot aviation service and maintenance facility, certain terminal renovations, general aviation hangar renovatons, construction of additional general aviation T- hangars, fuel farm upgrades and equipment for use by Airport management contractors.

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

|       |   |                   |
|-------|---|-------------------|
| 78016 | Principal - 2017 B Refunding Bonds<br>MFZ-GARB Series 2017B - Principal | 270,000           |
| 79016 | Interest - 2017 B Refunding Bonds<br>MFZ-GARB Series 2017B - Interest   | 130,025           |
|       |   | <b>\$ 400,025</b> |

71 AUTHORITY ADMINISTRATION

71

30 Series 2018A Revenue Bonds(Non-AMT)

Bond Series: Series 2018A Revenue Bond (Non-AMT)

Date: November 15, 2018

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

Rating: Moody's: A3  
(underlying) Sandard & Poor's: A

Purpose: The Series 2018A Bonds were issued to (i) finance \$15million of project costs in the Authority's 2015-2019 Five-Year Capital Plan (the "Capital Plan"), (ii) make the require deposit to the Bond Reserve Account for the Series 2018A Bonds, and (iii) to pay the costs of issuing the Series 2018A Bonds.

The Capital Plan approved by the County of Albany, as amended in 2017, includes the issuance of up to \$38.5 million in bonds to fund projects included in the plan. On August 14, 2018 the State of New York announced a \$92 million Albany International Airport Modernization Project (the "Project"). The Project includes an Airport Highway Access Project funded by the State at an estimated cost of \$50 million and a \$42.2 million Airport Modernization Project to which the State is contributing \$22.1 million in grant funding. The Authority intends to use \$14.1 million of the Series 2018A Bond Proceeds and other available funds to fund a portion of the Airport Modernization Project.

The Allbany International Airport Modernization Project includes:

1. Construction of a 1,000 unit, multi-level parking garage.
2. Energy-effiecient LED lights illuminating a bridge connecting the garage to the terminal.
3. Parking access improvements including lighting to highlight available parking spaces.
4. Terminal Projects that will include refurbishing the escalators, restrooms, waiting rooms and food courts.
5. The Authority will use \$900,000 of the Series 2018A Boind proceeds to fund other capital expenditures included in the Capital Plan.

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

|       |   |                   |
|-------|---|-------------------|
| 79017 | Interest - 2018 A Revenue Bond<br>MFZ-GARB Series 2018A | 738,500           |
|       |   | <b>\$ 738,500</b> |



71 AUTHORITY ADMINISTRATION

71

40 Series 2018B Revenue Bonds(AMT)

Bond Series: Series 2018B Revenue Bond (AMT)

Date: November 15, 2018

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

Rating: Moody's: A3  
(underlying) Sandard & Poor's: A, Stable

Purpose: The bonds were issued to (i) finance \$8 million of project costs in the Capital Plan, (ii) make the required deposit to the Bond Reserve Account for the Series 2018B Bonds, and (iii) to pay the costs of issuing the Series 2018B Bonds. The Series 2018B Bonds will be used to fund capital renovatoin and improvements to general and commercial hangars, fund equipment acquisitions for its Fixed Base Operatons and fnd other capital improvements to the Passenger Terminal included in the Airport Modenization Project.

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

|       |                                   |                   |
|-------|-----------------------------------|-------------------|
| 78018 | Principal - 2018 B Revenue Bond   |                   |
|       | MFZ-GARB Series 2018B - Principal | 415,000           |
| 79018 | Interest - 2018 B Revenue Bond    |                   |
|       | MFZ-GARB Series 2018B - Interest  | 319,750           |
|       |                                   | <b>\$ 734,750</b> |

71 AUTHORITY ADMINISTRATION

71

50 Series 2019 Revenue Bonds(Non-AMT)

Bond Series: Series 2019A Revenue Bond (Non-AMT)  
 Date: November 26, 2019  
 Payable: Principal is payable annually on December 15 with interest paid semiannually each June 15 and December 15.  
 Rating: Moody's: A3  
 (underlying) Sandard & Poor's: A, Stable  
 Purpose: The bonds were issued to finance a portion of the Upstate Airport Development & Revitalization Project at the Airport.  
 Security: The bonds are secured by the full faith and credit of the Authoirty and are payable from general Airport revenues without limitation.

|       |                                   |                   |
|-------|-----------------------------------|-------------------|
| 78019 | Principal - 2019 A Revenue Bond   |                   |
|       | MFZ-GARB Series 2019A - Principal | 175,000           |
| 79019 | Interest - 2019 A Revenue Bond    |                   |
|       | MFZ-GARB Series 2019A - Interest  | 377,750           |
|       |                                   | <b>\$ 552,750</b> |

71 AUTHORITY ADMINISTRATION

71

60 Series 2020A Forward Refunding Bonds(Non-AMT)

Bond Series: Series 2020B Forward Refunding Bonds (Non-AMT)

Date: March 18, 2020

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

Rating: Moody's: A3  
(underlying) Sandard & Poor's: A, Stable

Purpose: The bonds were issued to refund and defease the Series 2010A Bonds. The refunded bonds were issued to partially finance the 1998 Terminal Improvement and Airport Redevelopment, a 1,900 space parking garage, and the New York Police Executive Hangar.

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

|       |  |                   |
|-------|--|-------------------|
| 78020 | Principal - 2020 A Revenue Bond<br>MFZ-GARB Series 2020A - Principal | 385,000           |
| 79020 | Interest - 2020 A Revenue Bond<br>MFZ-GARB Series 2020A - Interest   | 183,750           |
|       |  | <b>\$ 568,750</b> |

71 AUTHORITY ADMINISTRATION

71

70 Series 2020B Forward Refunding Bonds(AMT)

Bond Series: Series 2020B Forward Refunding Bonds (AMT)

Date: March 18, 2020

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

Rating: Moody's: A3  
(underlying) Sandard & Poor's: A, Stable

Purpose: The bonds were issued to refund and defease the Series 2010A Bonds. The refunded bonds were issued to partially finance the 1998 Terminal Improvement and Airport Redevelopment, a 1,900 space parking garage, and the New York Police Executive Hangar.

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

|       |   |                      |
|-------|---|----------------------|
| 78021 | Principal - 2020 B Revenue Bond<br>MFZ-GARB Series 2020B -Principal | 4,900,000            |
| 79021 | Interest - 2020 B Revenue Bond<br>MFZ-GARB Series 2020B - Interest  | 1,055,750            |
|       |   | <b>\$ 5,955,750</b>  |
|       |   | <b>\$ 10,022,650</b> |

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## Section 7 Capital Improvement Program

Capital Contributions

and

Capital Expenditures

## FIVE-YEAR CAPITAL PROGRAMS

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

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

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

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

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

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

The five-year capital plan for years 2015 through 2019, totaling \$120,520,000, was approved by the Authority on September 22 2014 and by the Albany County Legislature in Resolution No. 411, adopted on November 10, 2010. An amendment to the five-year capital plan for \$22,000,000, approved in Resolution No. 167, adopted on May 7, 2017, increased the total amount to \$142,520,000. A second amendment to the 2015-2019 five-year capital plan is attached to this 2020 through 2024 five-year capital plan that decreases the plan by \$5.66 million to \$136.86 and reflects increased spending on projects that received more than previously anticipated levels of federal and state grant funding.

The five-year capital plan presented for the years 2020 through 2024 provides for potential projects totaling \$180,000,000. The projects included represent the Authority's estimate of the numerous potential airport developments which could occur during the next five years. The estimates are based upon the best case scenario for variable economic and aviation industry conditions during the five-year plan period. A description of each project is included herein. Some of these projects are contingent upon the future realization of currently potential increases in airport passenger traffic and/or airport tenant activities. Therefore, the actual initiation and projected timing for each project could be altered and the project may not actually be initiated during the five-year plan. Factors that could cause increases in activities at the Airport include introduction of one or more new commercial carriers, leasing property to new aeronautical tenants, and improvements in the regional and national economies.

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

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

FIVE-YEAR CAPITAL PROGRAMS, continued

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

**CAPITAL DEVELOPMENT**

The Airline Use and Lease Agreement, in place January 1, 2016, provides for annual capital expenditure.

The 2016 agreement provides initially for \$3,000,000 annually adjusted by the same percentage as the annual increase, or decrease, in non-airline revenues. Any amount not currently utilized is carried forward by the Authority for use in subsequent years. In the current Airline Use and Lease Agreement, the amount funded during 2016 was fixed at \$3.0 million, in subsequent years the amount will be increased by the percentage growth in non-airline revenues over airline revenues. In Budget 2022, \$2,838,616 is used for project capital funding.



**Schedule of Grants**

| <b>Status</b>   | <b>Grant No.</b> | <b>Grant Title</b>                                       | <b>Grant<br/>Amount</b> | <b>Est. Paid<br/>Dec 31, 2021</b> |
|---|------------------|--|-------------------------|-----------------------------------|
| <u>New York State Grants - Federal Aviation Administration AIP 5% Match</u> |                  |  |                         |                                   |
| Open  | PIN 1A00.25      | Replace Terminal Escalators #16-#17 and #20-#21          | \$5,091,757             |                                   |
| Open  | PIN 1A00.26      | Replace Rwy 10-28, Twy C and Taxiway Lighting            | 320,510                 |                                   |
| Open  | PIN 1A00.27      | Replace Rwy 10-28, Twy C and Taxiway Lighting            | 6,385,392               |                                   |
| Open  | PIN 1A00.28      | Acquire Four Pieces of Snow Removal Equipment            | 69,289                  |                                   |
| Open  | PIN 1A00.29      | Airfield Drainage Improvements Phase 2 Culvert Replace.  | 91,007                  |                                   |
| Pending   | PIN 1A00.X1      | Twy A Pavement Rehabilitation, Phase 1 of 2              |                         |                                   |
| Pending   | PIN 1A00.X2      | Twy A Pavement Rehabilitation, Phase 2 of 2              |                         |                                   |
| Pending   | PIN 1A00.X3      | Rehab Rwy 10-28, Phase 1 of 2                            | 164,000                 |                                   |
| <u>New York State Grants - AIR-99</u>                                       |                  |  |                         |                                   |
| Open  | PIN 1A00.99      | Airport Fuel Farm Security & Safety Improvements Project | 241,902                 |                                   |
| Open  | PIN 1A00.98      | Terminal Ramp Glycol Drainage Replacement                | 880,000                 |                                   |
| Open  | PIN 1A00.97      | Modernization and Renovation of ALB                      | 19,371,525              |                                   |
| Pending   | PIN1A00.100      | Terminal Security Project                                | 60,000,000              |                                   |

**Schedule of Grants**

Federal Grants - Airport Improvement Program

|         | <b>Grant No.</b> | <b>Grant Title</b>  | <b>Grant Amount</b> | <b>Est. Paid Dec 31, 2022</b> |
|---------|------------------|---|---------------------|-------------------------------|
| Closed  | AIP135-2018      | Replace Passenger Board Bridges B5, B7, B8 and C3         | \$3,303,400         | \$3,303,400                   |
| Closed  | AIP136-2018      | Replace Terminal Escalators #16-#17 and #20-#21           | 1,768,838           | 1,768,838                     |
| Closed  | AIP137-2018      | Replace Rwy 10-28, Twy C and Taxiway Lighting             | 161,568             | 161,568                       |
| Open    | AIP138-2019E     | Replace Rwy 10-28, Twy C and Taxiway Lighting             | 2,538,456           | 2,341,246                     |
| Open    | AIP139-2019E     | Acquire Four Pieces of Snow Removal Equipment             | 1,122,493           | 863,856                       |
| Open    | AIP140-2019E     | Airfield Drainage Improvements Phase 2 Culvert Replace.   | 1,474,291           | 1,474,291                     |
| Open    | AIP141-2019E     | Airport Master Plan Study                                 | 676,039             | 400,000                       |
| Open    | AIP142-2020E     | Replace Passenger Boarding Bridges A3, A5, B10 and C1     | 3,489,700           | 442,330                       |
| Open    | AIP143-2020      | CARES Act   | 15,277,876          | 15,277,876                    |
| Open    | AIP144-2021      | CRRSA   | 5,091,757           | -                             |
| Open    | AIP145-2021      | CRRSA - Concession  | 320,510             | 320,510                       |
| Open    | AIP146-2021E     | Rehab. Taxiway A, Design and Construction, multi-year     | 5,989,151           | 5,989,151                     |
| Open    | AIP147-2021D     | Acquire Three Pieces of Snow Removal Equipment            | 1,537,634           | -                             |
| Pending | AIP148-2022      | Airport Rescue Grant                                      | 12,113,224          | -                             |
| Pending | AIP149-2022      | Airport Rescue Grant –Concession Relief (ARPA)            | 1,282,039           | 1,282,039                     |
| Pending | AIP150-2022E     | Rehab. Rwy 10-28 (1,080K SF) Design and Const. multi-year | 7,144,824           | 6,000,000                     |

E Entitlement (estimated \$4,800,000 annually)  
D Discretionary  
ED Combination Entitlement and Discretionary

Grant number includes federal fiscal year (Sep 30) awarded.

| BUDGET MESSAGE | DEPARTMENT / COST CENTER OVERVIEW | DEBT SERVICE | CAPITAL IMPROVEMENT PROGRAM | RATES AND CHARGES | SUPPLEMENTAL INFORMATION |
|----------------|-----------------------------------|--------------|-----------------------------|-------------------|--------------------------|
|----------------|-----------------------------------|--------------|-----------------------------|-------------------|--------------------------|

Department Overview                      Position Count                      Account Summary                      Account Detail

**Contributed Capital**

**00911              Contributed Capital - FAA**

|           |   |  |   |            |                    |
|-----------|---|--|---|------------|--------------------|
| AIP141-20 | MFZ-Airport Master Plan - 2021                                  |  | 1 | 365,154    | 365,154            |
| AIP141-20 | MFZ-Airport Master Plan - 2022                                  |  | 1 | 134,846    | 134,846            |
| AIP143-20 | MFZ-FAA - CARES Act, recorded as Non Operating Revenue          |  | - | 0          | 0                  |
| AIP147-21 | MFZ-FAA Discretionary - Equipment Purchases                     |  | 1 | 950,000    | 950,000            |
| AIP148    | MFZ-FAA AIP148 - Bldg. #101 Terminal Security Checkpoint        |  | 1 | 12,000,000 | 12,000,000         |
| AIP150-23 | MFZ-FAA Entitlement - Rehab 10/28 Pavement, Phase 1 of 2        |  | 1 | 3,224,000  | 3,224,000          |
| AIP15X-23 | MFZ-FAA Entitlement - Rehab 10/28 Pavement, Phase 2 of 2        |  | 1 | 2,920,298  | 2,920,298          |
| AIP15X-23 | MFZ-FAA BIL AIP15X-23 - Bldg. #101 Terminal Security Checkpoint |  | 1 | 28,000,000 | 28,000,000         |
| ATP23     | ATP-23-20-01 Terminal Concourse A - Discretionary (inc 2 PBB a  |  | 1 | 23,100,000 | 23,100,000         |
| ATP23     | ATP-23-20-01 Bldg. #303 (Air Traffic Control Tower) Improvement |  | 1 | 4,205,000  | 4,205,000          |
| PFC20-04  | MFZ-PFC20-04 Fund Drawdown - Escalator                          |  | 1 | 470,000    | 470,000            |
| PFC20-04  | MFZ-PFC20-04 Fund Drawdown                                      |  | 1 | 255,000    | 255,000            |
| PFC20-04  | MFZ-PFC20-04 Fund Drawdown - Remaining Terminal Fire Alarm      |  | 1 | 445,250    | 445,250            |
| PFC22-05  | MFZ-PFC22-05 Fund Drawdown - Rehab Terminal Apron               |  | 1 | 20,000,000 | 20,000,000         |
| PFC22-05  | MFZ-PFC22-05 Fund Drawdown - Perimeter Gate and Fence Rep       |  | 1 | 900,000    | 900,000            |
| PFC22-05  | MFZ-PFC22-05 Fund Drawdown - PFC Administration                 |  | 1 | 170,000    | 170,000            |
| PFC22-05  | MFZ-PFC22-05 Fund Drawdown - Bldg. #101 PBB A6 and B6 Rep       |  | 1 | 2,000,000  | 2,000,000          |
| PFC22-05  | MFZ-PFC22-05 Fund Drawdown - Two (2) Airfield Brooms            |  | 2 | 550,000    | 1,100,000          |
| PFC23-06  | MFZ-PFC23-06 Fund Drawdown - RWY01/19 PAPI and LED Cent         |  | 1 | 200,000    | 0                  |
| PFC23-06  | MFZ-PFC23-06 Fund Drawdown - Bldg. #101 Terminal Generator      |  | 1 | 1,000,000  | 1,000,000          |
| PFC23-06  | MFZ-PFC23-06 Fund Drawdown - Terminal Enhancements              |  | 1 | 1,000,000  | 1,000,000          |
| RESERVE   | MFZ-Reserve Terminal Concourse A - Discretionary (inc 2 PBB a   |  | 1 | 2,000,000  | 2,000,000          |
|           |   |  | 0 |            | <b>104,239,548</b> |

**00912              Contributed Capital - State**

|        |  |  |   |            |                   |
|--------|--|--|---|------------|-------------------|
|        | MFZ-NYS Rehab Rwy 10-28, 5% Share                  |  | 1 | 114,000    | 114,000           |
| NYS100 | MFZ-NYS100 Bldg. #101 Terminal Security Checkpoint |  | 1 | 60,000,000 | 60,000,000        |
|        |  |  | 0 |            | <b>60,114,000</b> |

**\$164,353,548**

| BUDGET MESSAGE | DEPARTMENT / COST CENTER OVERVIEW | DEBT SERVICE | CAPITAL IMPROVEMENT PROGRAM | RATES AND CHARGES | SUPPLEMENTAL INFORMATION |
|----------------|-----------------------------------|--------------|-----------------------------|-------------------|--------------------------|
|----------------|-----------------------------------|--------------|-----------------------------|-------------------|--------------------------|

Department Overview                      Position Count                      Account Summary                      Account Detail

**Capital Expenditure**

**2023 Capital Projects**

**79400**                      Current Year Capital Expenditures

|          |              |  |  |  |                    |
|----------|--------------|--|--|--|--------------------|
| AIP23    | AIP-23-20-01 | Bldg. #101 Terminal Security Checkpoint Improvements             |  |  | 100,000,000        |
|          |              |  |  |  | <u>100,000,000</u> |
| ATP23    | ATP-23-20-02 | Bldg. #101 (Terminal) Concourse A Improvements (Freight Elevator |  |  | 23,100,000         |
| ATP23    | ATP-23-35-01 | Bldg. #303 (Air Traffic Control Tower) Improvements              |  |  | 4,205,000          |
|          |              |  |  |  | <u>27,305,000</u>  |
| PFC22-05 | PFC-22-10-01 | Reconstruction Terminal Apron                                    |  |  | 20,000,000         |
| PFC22-05 | PFC-22-10-02 | Perimeter Gate and Fence Replacement                             |  |  | 900,000            |
| PFC22-05 | PFC-22-10-05 | PFC Administration   |  |  | 170,000            |
| PFC22-05 | PFC-22-20-01 | Bldg. #101 (Terminal) PBB A6 and B6 Replacement                  |  |  | 2,000,000          |
| PFC22-05 | PFC-22-50-04 | Two (2) Airfield Brooms  |  |  | 1,100,000          |
|          |              |  |  |  | <u>24,170,000</u>  |
| PFC23-06 | PFC-23-20-03 | Bldg. #101 (Terminal) Generator Rehab.                           |  |  | 1,000,000          |
| PFC23-06 | PFC-23-20-04 | Terminal Concourse A Terminal Enhancements                       |  |  | 1,000,000          |
|          |              |  |  |  | <u>2,000,000</u>   |
| R&C21    | R&C-21-30-17 | Bldg #301 & #302 Roof Repair                                     |  |  | 100,000            |
| R&C21    | R&C-21-30-19 | Bldg #109 Millionaire Air Roof Repair                            |  |  | 300,000            |
|          |              |  |  |  | <u>400,000</u>     |
| R&C22    | R&C-22-20-01 | Terminal Air Handler Upgrade                                     |  |  | 400,000            |
| R&C22    | R&C-22-50-04 | FBO Fuel Truck 50/50 Auto/Diesel Fuel                            |  |  | 225,000            |
|          |              |  |  |  | <u>625,000</u>     |
| R&C23    | R&C-23-30-01 | Landside Terminal Area Irrigation System                         |  |  | 55,000             |
| R&C23    | R&C-23-35-02 | Bldg. #200 (NYS State Police) Boiler Repair                      |  |  | 200,000            |
| R&C23    | R&C-23-35-03 | Bldg. #301 (Storage Garage) Removal and Replace Overhead Gara    |  |  | 105,000            |
| R&C23    | R&C-23-35-04 | Bldg. #302 (Storage Garage) Removal and Replace Overhead Gara    |  |  | 520,000            |
| R&C23    | R&C-23-50-01 | C1 Pickup Truck w Utility Body Replacement                       |  |  | 66,500             |
| R&C23    | R&C-23-50-02 | M3 Pickup Truck with Plow Replacement                            |  |  | 54,000             |
| R&C23    | R&C-23-50-03 | M10 Pickup Truck with Utility Body Replacement                   |  |  | 66,500             |
| R&C23    | R&C-23-50-04 | M8 Pickup Truck with Plow Replacement                            |  |  | 56,000             |
| R&C23    | R&C-23-50-05 | P5 Pickup Truck with Plow Replacement                            |  |  | 54,000             |
| R&C23    | R&C-23-50-06 | Two (2) Shuttle Bus CNG Replacements (P15 &P18)                  |  |  | 216,000            |
| R&C23    | R&C-23-50-07 | M84 Replacment Tractor with Boom Mower Attachment                |  |  | 155,000            |
| R&C23    | R&C-23-50-08 | Replacement Tractor with York Rake                               |  |  | 80,000             |
| R&C23    | R&C-23-50-09 | Vehicle Alignment Machine  |  |  | 60,000             |
| R&C23    | R&C-23-50-10 | Local Portion of Grant and other Projects                        |  |  | 500,000            |
|          |              |  |  |  | <u>2,188,000</u>   |
| RES23    | RES-22-30-03 | Land Acquisition   |  |  | -                  |
| RES23    | RES-23-20-05 | Terminal Concourse A Design                                      |  |  | 2,000,000          |
| RES23    | RES-23-35-04 | Bldg #203 Improvements   |  |  | 400,000            |
|          |              |  |  |  | <u>2,400,000</u>   |
|          |              |  |  |  | <b>159,088,000</b> |

| BUDGET MESSAGE | DEPARTMENT / COST CENTER OVERVIEW | DEBT SERVICE   | CAPITAL IMPROVEMENT PROGRAM | RATES AND CHARGES | SUPPLEMENTAL INFORMATION |
|----------------|-----------------------------------|----------------|-----------------------------|-------------------|--------------------------|
|                | Department Overview               | Position Count | Account Summary             |                   | Account Detail           |

**Capital Expenditure**

**Construction in Progress at Dec 31, 2022**

**79400**      Current Year Capital Expenditures

|           |              |   |                         |
|-----------|--------------|---|-------------------------|
| AIP141-20 | AIP-21-10-01 | Airport Master Plan, Funded 100% FAA, AIP-141-20        | 715,154                 |
| AIP141-20 | AIP-21-10-01 | Airport Master Plan, Funded 100% FAA, AIP-141-20        | (500,000)               |
|           |              |   | <u>215,154</u>          |
| AIP147-21 | AIP-21-50-01 | One (1) Blower REJECTED                                 | -                       |
| AIP147-21 | AIP-21-50-03 | One (1) Loader  | 369,000                 |
| AIP147-21 | AIP-21-50-05 | One (1) Sweeper   | 580,635                 |
|           |              |   | <u>949,635</u>          |
| AIP150-22 | AIP-22-10-07 | Rehab Rwy 10-28, Phase 1 of 2                           | 7,144,824               |
| AIP150-22 | AIP-22-10-07 | Rehab Rwy 10-28, Phase 1 of 2                           | (3,900,048)             |
|           |              |   | <u>3,244,776</u>        |
| PFC20-04  | PFC-21-20-03 | Replace Terminal Escalators #22, #23                    | 1,200,000               |
| PFC20-04  | PFC-21-20-03 | Replace Terminal Escalators #22, #23, portion completed | (730,560)               |
|           |              |   | <u>469,440</u>          |
| R&C21     | R&C-21-20-14 | Computer Based Training                                 | 151,000                 |
|           |              |   | <u>151,000</u>          |
| R&C22     | R&C-22-10-07 | AIP150 Rwy 10-28 5 percent match                        | 114,000                 |
|           |              |   | <u>114,000</u>          |
| R&C23     | NYS-22-10-07 | Rehab Rwy 10-28, Phase 1 of 2                           | 114,000                 |
|           |              |   | <u>114,000</u>          |
|           |              |   | <b><u>5,258,005</u></b> |

| BUDGET MESSAGE | DEPARTMENT / COST CENTER OVERVIEW | DEBT SERVICE | CAPITAL IMPROVEMENT PROGRAM | RATES AND CHARGES | SUPPLEMENTAL INFORMATION |
|----------------|-----------------------------------|--------------|-----------------------------|-------------------|--------------------------|
|----------------|-----------------------------------|--------------|-----------------------------|-------------------|--------------------------|

Department Overview

Position Count

Account Summary

Account Detail

**Capital Expenditure**

**2022 Capital Projects Completed**

**79400** Current Year Capital Expenditures

|            |              |  |  |                     |
|------------|--------------|--|--|---------------------|
| AIP146-21  | AIP-21-10-05 | Twy A Pavement Rehabilitation, Phase 1 of 2                    |  | 4,500,000           |
|            |              |  |  | <u>4,500,000</u>    |
| AIP14Y6-22 | AIP-21-10-05 | Twy A Pavement Rehabilitation, Phase 2 of 2                    |  | 1,489,151           |
|            |              |  |  | <u>1,489,151</u>    |
| PFC20-04   | PFC-21-20-09 | Airport Pavement Management Program                            |  | 255,000             |
| PFC20-04   | PFC-21-20-15 | Terminal Fire Alarm Replacement                                |  | 1,745,250           |
|            |              |  |  | <u>2,000,250</u>    |
| R&C21      | R&C-21-20-12 | Replace Airside High Mast Lights with LED lights               |  | 350,000             |
| R&C21      | R&C-21-30-09 | FAA ATCT Elevator  |  | 350,000             |
| R&C21      | R&C-21-30-15 | Hangar 1 Sprinkler   |  | 100,000             |
|            |              |  |  | <u>800,000</u>      |
| R&C22      | R&C-22-10-01 | Revert Parking Lot C to aircraft apron                         |  | 900,000             |
| R&C22      | R&C-22-50-01 | M-44 Replacement Street Sweeper PURCHASED 22-03-10-03; \$3     |  | 335,000             |
| R&C22      | R&C-22-50-02 | M-70 and M-71 Replacements Flail Mowers PURCHASED One (1       |  | 340,000             |
| R&C22      | R&C-22-50-03 | Additional Skid steer for new garage PURCHASED 22-07-10-06; \$ |  | 67,000              |
|            |              |  |  | <u>1,642,000</u>    |
| Z COMPLETE | R&C-22-99-00 | Projects Completed in 2022                                     |  | <u>(10,431,401)</u> |
|            |              |  |  | <u>(10,431,401)</u> |
|            |              |  |  | -                   |

|                     |                |                 |                |
|---------------------|----------------|-----------------|----------------|
| Department Overview | Position Count | Account Summary | Account Detail |
|---------------------|----------------|-----------------|----------------|

**Capital Expenditure**

**2021 Capital Projects Completed**

**79400**      Current Year Capital Expenditures

|           |              |  |                    |
|-----------|--------------|--|--------------------|
| AIP142-20 | AIP-21-20-11 | Passenger Boarding Bridge Renovation, Funded 100% AIP142-20  | 3,489,700          |
| AIP142-20 | AIP-21-20-11 | Passenger Boarding Bridge Renovation, Funded 100% AIP142-20  | <u>(3,489,700)</u> |
|           |              |  | -                  |
| R&C21     | R&C-21-20-01 | Terminal Improvement   | 300,000            |
| R&C21     | R&C-21-20-05 | Elevator Modernization for Elevator #12, Gate A, Building 79 | 195,000            |
| R&C21     | R&C-21-30-01 | LED Upgrade Exterior Lights -Terminal - High Master          | 27,000             |
| R&C21     | R&C-21-30-03 | LED Upgrade Exterior Lights -Terminal Front                  | 14,000             |
| R&C21     | R&C-21-30-05 | LED Upgrade Exterior Lights                                  | 14,000             |
| R&C21     | R&C-21-30-07 | Acquisition of Street Lights                                 | 220,000            |
| R&C21     | R&C-21-99-00 | Projects Completed in 2021                                   | <u>(770,000)</u>   |
|           |              |  | -                  |
|           |              |  | <u>-</u>           |

|                     |                |                 |                |
|---------------------|----------------|-----------------|----------------|
| Department Overview | Position Count | Account Summary | Account Detail |
|---------------------|----------------|-----------------|----------------|

**Capital Expenditure**

**2023 - 2026 Capital Projects**

**79400**      Current Year Capital Expenditures

|        |              |  |                     |
|--------|--------------|--|---------------------|
| Z 2024 | AIP-23-10-XX | RWY 01/19 Design and Construction (8,500 x 150') Phase 1 of 2    | 7,200,000           |
| Z 2024 | PFC-23-10-03 | RWY 01/19 PAPI and L.E.D. Centerline Lights (WILL COMPLETE       | 700,000             |
| Z 2024 | PFC-23-20-XX | Bldg. #101 Remove Escalators #5 and #6 in B Concourse            | 50,000              |
| Z 2024 | R&C-21-30-11 | Sicker Rd.   | 300,000             |
| Z 2024 | R&C-23-10-XX | Bldg. #300 (Cargo Building) Rehab Apron                          | 900,000             |
| Z 2024 | R&C-23-35-XX | Backup Generator Glycol Facility                                 | 100,000             |
| Z 2024 | R&C-23-35-XX | Bldg. #112 (Hangar #1) Removal and Replace Hangar Door           | 500,000             |
| Z 2024 | R&C-23-35-XX | Bldg. #301 (Airfield Maintenance) Backup Generator, 130 Sicker R | 80,000              |
| Z 2024 | R&C-23-50-XX | Letro Tug For Million Air  | 95,000              |
| Z 2024 | R&C-23-50-XX | P/C Air/Heater for Aircraft for Million Air                      | -                   |
| Z 2024 | R&C-24-30-XX | Land Acquisition   | -                   |
| Z 2024 | R&C-24-30-XX | Paint Bldg. 112 (Hangar 1)                                       | 30,000              |
| Z 2024 | Z-Z-Projects |  | <u>(9,955,000)</u>  |
|        |              |  | -                   |
| Z 2025 | AIP-23-10-XX | Reconstruct Twy M, Q, and Air Cargo & GA Arpon                   | 6,000,000           |
| Z 2025 | AIP-23-10-XX | Replace Terminal Elevators #1 - #12                              | 3,000,000           |
| Z 2025 | AIP-23-10-XX | Replace Three (3) ARFF Trucks                                    | 3,000,000           |
| Z 2025 | AIP-23-10-XX | RWY 01/19 Design and Construction (8,500 x 150') Phase 2 of 2    | 2,900,000           |
| Z 2025 | R&C-23-35-XX | Bldg. #211 (Commute) Removal & Replace Hangar Door               | 500,000             |
| Z 2025 | R&C-25-10-XX | Relocate Training Aircraft                                       | 100,000             |
| Z 2025 | R&C-25-30-XX | Land Acquisition   | -                   |
| Z 2025 | Z-Projects   |  | <u>(15,500,000)</u> |
|        |              |  | -                   |
| Z 2026 | AIP-26-XX    | Land Acquisition Part 150 Noise Compatability Program            | 700,000             |
| Z 2026 | AIP-26-XX    | Snow Removal Equipment (SRE) Building                            | 3,000,000           |
| Z 2026 | R&C-23-10-XX | Bldg. #201 (CommuteAir) Ramp Expansion                           | -                   |
| Z 2026 | R&C-23-35-XX | Bldg. #406, Laundry Building Roof Repair                         | -                   |
| Z 2026 | Z-Projects   |  | <u>(3,700,000)</u>  |
|        |              |  | -                   |
|        |              |  | -                   |



**Status:** New Project

**CIP Number:** AIP-23-20-01

**CIP Description:** Building #101 Terminal Security Checkpoint Improvements

**Category:** 20 - Terminal

**Environmental Required:** Federal:  
State:

**Project Approved on ALP:** NA

**Airspace Status:** Pending

**Project Scope:** Replacement of the existing bridge that connects the North Garage to the terminal building. The replacement bridge will provide \_\_\_\_\_ square feet of space that will allow the right-sizing of checkpoint queuing lanes and elimination of vertical and horizontal circulation pinch points at the terminal security entrance.

| Project Funding Cash Flow:   | 2022 | 2023         | 2024         | 2025 <sup>(1)</sup> | Total <sup>(2)</sup> |
|------------------------------|------|--------------|--------------|---------------------|----------------------|
| FAA AIP Entitlement          | \$ - | \$ -         | \$ -         | \$ -                | \$ -                 |
| FAA AIP Discretionary        | -    | -            | -            | -                   | -                    |
| FAA BIL AIG (formulaic)      | -    | 5,000,000    | 5,000,000    | 18,000,000          | 28,000,000           |
| FAA BIL ATP (discretionary)  | -    | -            | -            | -                   | -                    |
| FAA ARPA 03-36-0001-148-2022 | -    | -            | 12,000,000   | -                   | 12,000,000           |
| State Grants                 | -    | 10,000,000   | 50,000,000   | -                   | 60,000,000           |
| Passenger Facility Charges   | -    | -            | -            | -                   | -                    |
| Bonds                        | -    | -            | -            | -                   | -                    |
| Rates & Charges              | -    | -            | -            | -                   | -                    |
|                              | \$ - | \$15,000,000 | \$67,000,000 | \$18,000,000        | \$100,000,000        |

| Project Cost Cash Flow: |      |              |              |      |               |
|-------------------------|------|--------------|--------------|------|---------------|
| Design                  | \$ - | \$ 5,000,000 | \$ 5,000,000 | \$ - | \$ 10,000,000 |
| Construction            | -    | 9,500,000    | 74,000,000   | -    | 83,500,000    |
| Construction Management | -    | -            | 5,000,000    | -    | 5,000,000     |
| Inspection              | -    | 500,000      | 1,000,000    | -    | 1,500,000     |
| Acquisition (Equipment) | -    | -            | -            | -    | -             |
| Other                   | -    | -            | -            | -    | -             |
|                         | \$ - | \$15,000,000 | \$85,000,000 | \$ - | \$100,000,000 |

<sup>(1)</sup> Also includes Years 2026, 2027, 2028, funded \$5,000,000, \$5,000,000 and \$8,000,000, respectively.

<sup>(2)</sup> Included in Budget 2023 as total appropriation

- \* AIP - Airport Improvement Program
- AIG - Airport Infrastructure Grant
- ARPA - American Rescue Plan
- ATP - Airport Terminal Program
- BIL - Bipartisan Infrastructure Law

**Status:** New Project

**CIP Number:** ATP-23-20-02

**CIP Description:** Building #101 (Terminal) Concourse A Improvements

**Category:** 20 - Terminal

**Environmental Required:** Federal:  
State:

**Project Approved on ALP:** NA

**Airspace Status:** Pending

**Project Scope:** Construction of improvements at Concourse A to include two (2) additional passenger gates with Passenger Boarding Bridges. Also included is the design and construction/ replacement of the freight elevator. Design is not a part of this project and is funded separately as RES-23-20-01.

| Project Funding Cash Flow:  | 2022 | 2023         | 2024 | 2025 | Total <sup>(1)</sup> |
|-----------------------------|------|--------------|------|------|----------------------|
| FAA AIP Entitlement         | \$ - | \$ -         | \$ - | \$ - | \$ -                 |
| FAA AIP Discretionary       | -    | -            | -    | -    | -                    |
| FAA BIL AIG (formulaic)     | -    | -            | -    | -    | -                    |
| FAA BIL ATP (discretionary) | -    | 23,100,000   | -    | -    | 23,100,000           |
| FAA ARPA (formulaic)        | -    | -            | -    | -    | -                    |
| State Grants                | -    | -            | -    | -    | -                    |
| Passenger Facility Charges  | -    | -            | -    | -    | -                    |
| Bonds                       | -    | -            | -    | -    | -                    |
| Rates & Charges             | -    | -            | -    | -    | -                    |
|                             | \$ - | \$23,100,000 | \$ - | \$ - | \$ 23,100,000        |

| Project Cost Cash Flow: | 2022 | 2023         | 2024 | 2025 | Total        |
|-------------------------|------|--------------|------|------|--------------|
| Design <sup>(2)</sup>   | \$ - | \$ -         | \$ - | \$ - | \$ -         |
| Construction            | -    | 23,100,000   | -    | -    | 23,100,000   |
| Construction Management | -    | -            | -    | -    | -            |
| Acquisition (Equipment) | -    | -            | -    | -    | -            |
| Other                   | -    | -            | -    | -    | -            |
|                         | \$ - | \$23,100,000 | \$ - | \$ - | \$23,100,000 |

<sup>(1)</sup> Included in Budget 2023 as total appropriation

<sup>(2)</sup> Design is funded as project RES-20-01

- \* AIP - Airport Improvement Program
- AIG - Airport Infrastructure Grant
- ARPA - American Rescue Plan
- ATP - Airport Terminal Program
- BIL - Bipartisan Infrastructure Law

**Status:** New Project

**CIP Number:** ATP-23-35-01

**CIP Description:** Building #303 (Air Traffic Control Tower) Improvements

**Category:** 35 - Landside

**Environmental Required:** Federal:  
State:

**Project Approved on ALP:** NA

**Airspace Status:** Pending

**Project Scope:** Rehabilitate Building #303, Air Traffic Control Tower (ATCT), including the Terminal Radar Approach Control (TRACON) building adjacent to the ATCT. This rehabilitation includes replacement of roofs on the tower cab, penthouse, TRACON building, and connecting walkways; remove rubber tile floors and replace with vinyl; replace all exterior weather tight joints along the precast panels and other areas of the building; replace elevator and lighting fixtures with Energy-Star LED energy efficient equipment; repair and replace several doors, hardware, and frames; replace two boilers and associated system pumps; replace condensing units along with associated refrigerant piping; replace computer room air condition units (CRAC) in equipment room and TRACON building; provide electric heaters in tower stairwell; replace humidifiers throughout the facility and replace fire pumps.

| Project Funding Cash Flow:  | 2022 | 2023         | 2024 | 2025 | Total <sup>(1)</sup> |
|-----------------------------|------|--------------|------|------|----------------------|
| FAA AIP Entitlement         | \$ - | \$ -         | \$ - | \$ - | \$ -                 |
| FAA AIP Discretionary       | -    | -            | -    | -    | -                    |
| FAA BIL AIG - Tower         | -    | 4,205,000    | -    | -    | 4,205,000            |
| FAA BIL ATP (discretionary) | -    | -            | -    | -    | -                    |
| FAA ARPA (formulaic)        | -    | -            | -    | -    | -                    |
| State Grants                | -    | -            | -    | -    | -                    |
| Passenger Facility Charges  | -    | -            | -    | -    | -                    |
| Bonds                       | -    | -            | -    | -    | -                    |
| Rates & Charges             | -    | -            | -    | -    | -                    |
|                             | \$ - | \$ 4,205,000 | \$ - | \$ - | \$ 4,205,000         |

| Project Cost Cash Flow: | 2022 | 2023         | 2024 | 2025 | Total <sup>(1)</sup> |
|-------------------------|------|--------------|------|------|----------------------|
| Design <sup>(2)</sup>   | \$ - | \$ -         | \$ - | \$ - | \$ -                 |
| Construction            | -    | 4,205,000    | -    | -    | 4,205,000            |
| Construction Management | -    | -            | -    | -    | -                    |
| Acquisition (Equipment) | -    | -            | -    | -    | -                    |
| Other                   | -    | -            | -    | -    | -                    |
|                         | \$ - | \$ 4,205,000 | \$ - | \$ - | \$ 4,205,000         |

<sup>(1)</sup> Included in Budget 2023 as total appropriation

<sup>(2)</sup> Design is funded as project RES-20-01

\* AIP - Airport Improvement Program

AIG - Airport Infrastructure Grant

ARPA - American Rescue Plan

ATP - Airport Terminal Program

BIL - Bipartisan Infrastructure Law

**Status:** New Project

**CIP Number:** PFC-22-10-01

**CIP Description:** Reconstruction Terminal Apron

**Category:** 10 - Airside

**Environmental Required:** Federal:  
State:

**Project Approved on ALP:** NA

**Airspace Status:** Pending

**Project Scope:** This project will include design, construction management and the removal of approximately existing 677,794 square feet of existing asphalt pavement, removal of all sub standard areas of sub base material, cleaning and/or replacement of existing drainage pipe including under drains, proof rolling of sub grade, placement and compaction of all newly installed P-209 and placement of P-401 B & S materials in lifts. This project will also include joint sealing, striping and site restoration including topsoil, seed and mulching. This will be a complicated phased project to insure that all airline operations are maintained throughout the duration of the proposed project. This project is eligible pursuant to 158.15(a)(1) and will enhance safety at the airport and for the national air transportation system.

| Project Funding Cash Flow:  | 2022 | 2023 | 2024 | 2025 <sup>(1)</sup> | Total <sup>(2)</sup> |
|-----------------------------|------|------|------|---------------------|----------------------|
| FAA AIP Entitlement         | \$ - | \$ - | \$ - | \$ -                | \$ -                 |
| FAA AIP Discretionary       | -    | -    | -    | -                   | -                    |
| FAA BIL AIG - Tower         | -    | -    | -    | -                   | -                    |
| FAA BIL ATP (discretionary) | -    | -    | -    | -                   | -                    |
| FAA ARPA (formulaic)        | -    | -    | -    | -                   | -                    |
| State Grants                | -    | -    | -    | -                   | -                    |
| Passenger Facility Charges  | -    | -    | -    | 20,000,000          | 20,000,000           |
| Bonds                       | -    | -    | -    | -                   | -                    |
| Rates & Charges             | -    | -    | -    | -                   | -                    |
|                             | \$ - | \$ - | \$ - | \$ 20,000,000       | \$ 20,000,000        |

| Project Cost Cash Flow: | 2022 | 2023 | 2024 | 2025 <sup>(1)</sup> | Total <sup>(2)</sup> |
|-------------------------|------|------|------|---------------------|----------------------|
| Design <sup>(2)</sup>   | \$ - | \$ - | \$ - | \$ -                | \$ -                 |
| Construction            | -    | -    | -    | 20,000,000          | 20,000,000           |
| Construction Management | -    | -    | -    | -                   | -                    |
| Acquisition (Equipment) | -    | -    | -    | -                   | -                    |
| Other                   | -    | -    | -    | -                   | -                    |
|                         | \$ - | \$ - | \$ - | \$ 20,000,000       | \$ 20,000,000        |

<sup>(1)</sup> Funding: Year 2025 - \$7,000,000, Year 2026 - \$7,000,000, Year 2027 - \$6,000,000

<sup>(2)</sup> Included in Budget 2023 as total appropriation

- \* AIP - Airport Improvement Program
- AIG - Airport Infrastructure Grant
- ARPA - American Rescue Plan
- ATP - Airport Terminal Program
- BIL - Bipartisan Infrastructure Law

**Status:** New Project

**CIP Number:** PFC-22-10-02

**CIP Description:** Perimeter Gate and Fence Replacement

**Category:** 10 - Airside

**Environmental Required:** Federal:  
State:

**Project Approved on ALP:** NA

**Airspace Status:** NA

**Project Scope:** This project will include design, removal, replacement and upgrade 35 of 58 AOA gates to prevent unauthorized intrusions. This project is eligible pursuant to 158.15 (a)(1) and will enhance security at the airport and for the national air transportation system.

| <b>Project Funding Cash Flow:</b> | <b>2022</b> | <b>2023</b>       | <b>2024</b> | <b>2025</b> | <b>Total<sup>(1)</sup></b> |
|-----------------------------------|-------------|-------------------|-------------|-------------|----------------------------|
| FAA AIP Entitlement               | \$ -        | \$ -              | \$ -        | \$ -        | \$ -                       |
| FAA AIP Discretionary             | -           | -                 | -           | -           | -                          |
| FAA BIL AIG (formulaic)           | -           | -                 | -           | -           | -                          |
| FAA BIL ATP (discretionary)       | -           | -                 | -           | -           | -                          |
| FAA ARPA (formulaic)              | -           | -                 | -           | -           | -                          |
| State Grants                      | -           | -                 | -           | -           | -                          |
| Passenger Facility Charges        | -           | 900,000           | -           | -           | 900,000                    |
| Bonds                             | -           | -                 | -           | -           | -                          |
| Rates & Charges                   | -           | -                 | -           | -           | -                          |
|                                   | <u>\$ -</u> | <u>\$ 900,000</u> | <u>\$ -</u> | <u>\$ -</u> | <u>\$ 900,000</u>          |

| <b>Project Cost Cash Flow:</b> |             |                   |             |             |                   |
|--------------------------------|-------------|-------------------|-------------|-------------|-------------------|
| Design <sup>(2)</sup>          | \$ -        | \$ -              | \$ -        | \$ -        | \$ -              |
| Construction                   | -           | 900,000           | -           | -           | 900,000           |
| Construction Management        | -           | -                 | -           | -           | -                 |
| Acquisition (Equipment)        | -           | -                 | -           | -           | -                 |
| Other                          | -           | -                 | -           | -           | -                 |
|                                | <u>\$ -</u> | <u>\$ 900,000</u> | <u>\$ -</u> | <u>\$ -</u> | <u>\$ 900,000</u> |

<sup>(1)</sup> Included in Budget 2023 as total appropriation

- \* AIP - Airport Improvement Program
- AIG - Airport Infrastructure Grant
- ARPA - American Rescue Plan
- ATP - Airport Terminal Program
- BIL - Bipartisan Infrastructure Law

**Status:** New Project

**CIP Number:** PFC-22-20-01

**CIP Description:** Bldg. #101 (Terminal) Passenger Boarding Bridge A6 and B6 Replacement

**Category:** 20 - Terminal

**Environmental Required:** Federal:  
State:

**Project Approved on ALP:** NA

**Airspace Status:** NA

**Project Scope:** This project includes the design, procurement, and installation of two (2) existing mounted passenger boarding bridges at Gate A6 and B6. The project preserves the safety at the airport. This project is eligible pursuant to 158.15(a)(1) and will preserve safety at the airport and for the national air transportation system

| Project Funding Cash Flow:  | 2022 | 2023 | 2024         | 2025 | Total <sup>(1)</sup> |
|-----------------------------|------|------|--------------|------|----------------------|
| FAA AIP Entitlement         | \$ - | \$ - | \$ -         | \$ - | \$ -                 |
| FAA AIP Discretionary       | -    | -    | -            | -    | -                    |
| FAA BIL AIG (formulaic)     | -    | -    | -            | -    | -                    |
| FAA BIL ATP (discretionary) | -    | -    | -            | -    | -                    |
| FAA ARPA (formulaic)        | -    | -    | -            | -    | -                    |
| State Grants                | -    | -    | -            | -    | -                    |
| Passenger Facility Charges  | -    | -    | 2,000,000    | -    | 2,000,000            |
| Bonds                       | -    | -    | -            | -    | -                    |
| Rates & Charges             | -    | -    | -            | -    | -                    |
|                             | \$ - | \$ - | \$ 2,000,000 | \$ - | \$ 2,000,000         |

| Project Cost Cash Flow: | 2022 | 2023         | 2024      | 2025 | Total        |
|-------------------------|------|--------------|-----------|------|--------------|
| Design <sup>(2)</sup>   | \$ - | \$ -         | \$ -      | \$ - | \$ -         |
| Construction            | -    | -            | 2,000,000 | -    | 2,000,000    |
| Construction Management | -    | -            | -         | -    | -            |
| Acquisition (Equipment) | -    | -            | -         | -    | -            |
| Other                   | -    | -            | -         | -    | -            |
|                         | \$ - | \$ 2,000,000 | \$ -      | \$ - | \$ 2,000,000 |

<sup>(1)</sup> Included in Budget 2023 as total appropriation

- \* AIP - Airport Improvement Program
- AIG - Airport Infrastructure Grant
- ARPA - American Rescue Plan
- ATP - Airport Terminal Program
- BIL - Bipartisan Infrastructure Law

**Status:** New Project  
**CIP Number:** PFC-22-50-04  
**CIP Description:** Acquisition - 2 Airfield Brooms  
**Category:** 50 - Airside  
**Environmental Required:** Federal:  
State:  
**Project Approved on ALP:** NA  
**Airspace Status:** NA

**Project Scope:** This project includes acquisition of two (2) Airfield Brooms. This equipment will replace existing units M31 and M32 that are over 18 years old and will allow the Airport to maintain adequate equipment to clear Priority 1. The project preserves the safety at the airport. This project is eligible pursuant to 158.15(a)(1) and will preserve safety at the airport and for the national air transportation system.

| Project Funding Cash Flow:  | 2022 | 2023 | 2024         | 2025 | Total <sup>(1)</sup> |
|-----------------------------|------|------|--------------|------|----------------------|
| FAA AIP Entitlement         | \$ - | \$ - | \$ -         | \$ - | \$ -                 |
| FAA AIP Discretionary       | -    | -    | -            | -    | -                    |
| FAA BIL AIG (formulaic)     | -    | -    | -            | -    | -                    |
| FAA BIL ATP (discretionary) | -    | -    | -            | -    | -                    |
| FAA ARPA (formulaic)        | -    | -    | -            | -    | -                    |
| State Grants                | -    | -    | -            | -    | -                    |
| Passenger Facility Charges  | -    | -    | 1,100,000    | -    | 1,100,000            |
| Bonds                       | -    | -    | -            | -    | -                    |
| Rates & Charges             | -    | -    | -            | -    | -                    |
|                             | \$ - | \$ - | \$ 1,100,000 | \$ - | \$ 1,100,000         |

| Project Cost Cash Flow: | 2022 | 2023 | 2024         | 2025 | Total        |
|-------------------------|------|------|--------------|------|--------------|
| Design <sup>(2)</sup>   | \$ - | \$ - | \$ -         | \$ - | \$ -         |
| Construction            | -    | -    | -            | -    | -            |
| Construction Management | -    | -    | -            | -    | -            |
| Acquisition (Equipment) | -    | -    | 1,100,000    | -    | 1,100,000    |
| Other                   | -    | -    | -            | -    | -            |
|                         | \$ - | \$ - | \$ 1,100,000 | \$ - | \$ 1,100,000 |

<sup>(1)</sup> Included in Budget 2023 as total appropriation

\* AIP - Airport Improvement Program  
 AIG - Airport Infrastructure Grant  
 ARPA - American Rescue Plan  
 ATP - Airport Terminal Program  
 BIL - Bipartisan Infrastructure Law

**Status:** New Project

**CIP Number:** PFC-22-10-05

**CIP Description:** PFC Administration

**Category:** 10 - Airside

**Environmental Required:** Federal:  
State:

**Project Approved on ALP:** NA

**Airspace Status:** NA

**Project Scope:** The project includes necessary costs associated with the administration of the proposed PFC program at ALB. The project includes collections monitoring, the completion of annual audits, and quarterly reports through December. This project also includes the necessary preparations for new PFC applications and the close-outs of existing open PFC applications. New application costs include those costs associated with the air carrier consultation information packages, FAA informal review information packages, the ultimate PFC Application document for submittal to the FAA and notification to air carriers of FAA approval of PFC Application as mandated by Part 158.43 and to begin collecting PFCs. This project is eligible pursuant to 158.15(a) (1) and will preserve safety at the airport and for the national air transportation system.

| Project Funding Cash Flow:  | 2022 | 2023      | 2024      | 2025      | Total <sup>(1)</sup> |
|-----------------------------|------|-----------|-----------|-----------|----------------------|
| FAA AIP Entitlement         | \$ - | \$ -      | \$ -      | \$ -      | \$ -                 |
| FAA AIP Discretionary       | -    | -         | -         | -         | -                    |
| FAA BIL AIG (formulaic)     | -    | -         | -         | -         | -                    |
| FAA BIL ATP (discretionary) | -    | -         | -         | -         | -                    |
| FAA ARPA (formulaic)        | -    | -         | -         | -         | -                    |
| State Grants                | -    | -         | -         | -         | -                    |
| Passenger Facility Charges  | -    | 70,000    | 50,000    | 50,000    | 170,000              |
| Bonds                       | -    | -         | -         | -         | -                    |
| Rates & Charges             | -    | -         | -         | -         | -                    |
|                             | \$ - | \$ 70,000 | \$ 50,000 | \$ 50,000 | \$ 170,000           |

| Project Cost Cash Flow: | 2022 | 2023      | 2024      | 2025      | Total      |
|-------------------------|------|-----------|-----------|-----------|------------|
| Design <sup>(2)</sup>   | \$ - | \$ -      | \$ -      | \$ -      | \$ -       |
| Construction            | -    | -         | -         | -         | -          |
| Construction Management | -    | -         | -         | -         | -          |
| Acquisition (Equipment) | -    | -         | -         | -         | -          |
| Other                   | -    | 70,000    | 50,000    | 50,000    | 170,000    |
|                         | \$ - | \$ 70,000 | \$ 50,000 | \$ 50,000 | \$ 170,000 |

<sup>(1)</sup> Included in Budget 2023 as total appropriation

\* AIP - Airport Improvement Program  
 AIG - Airport Infrastructure Grant  
 ARPA - American Rescue Plan  
 ATP - Airport Terminal Program  
 BIL - Bipartisan Infrastructure Law



**Status:** New Project

**CIP Number:** PFC-23-20-03

**CIP Description:** Bldg. #101 (Terminal) Generator Rehabilitation

**Category:** 20 - Terminal

**Environmental Required:** Federal:  
State:

**Project Approved on ALP:** NA

**Airspace Status:** NA

**Project Scope:** This project will include the purchase and installation of a terminal generator to supplement the existing 24 year old terminal generator.

| Project Funding Cash Flow:  | 2022 | 2023 | 2024      | 2025 | Total <sup>(1)</sup> |
|-----------------------------|------|------|-----------|------|----------------------|
| FAA AIP Entitlement         | \$ - | \$ - | \$ -      | \$ - | \$ -                 |
| FAA AIP Discretionary       | -    | -    | -         | -    | -                    |
| FAA BIL AIG (formulaic)     | -    | -    | -         | -    | -                    |
| FAA BIL ATP (discretionary) | -    | -    | -         | -    | -                    |
| FAA ARPA (formulaic)        | -    | -    | -         | -    | -                    |
| State Grants                | -    | -    | -         | -    | -                    |
| Passenger Facility Charges  | -    | -    | 1,000,000 | -    | 1,000,000            |
| Bonds                       | -    | -    | -         | -    | -                    |
| Rates & Charges             | -    | -    | -         | -    | -                    |
|                             | \$ - | \$ - | \$ -      | \$ - | \$ 1,000,000         |

| Project Cost Cash Flow: | 2022 | 2023 | 2024         | 2025 | Total        |
|-------------------------|------|------|--------------|------|--------------|
| Design <sup>(2)</sup>   | \$ - | \$ - | \$ -         | \$ - | \$ -         |
| Construction            | -    | -    | -            | -    | -            |
| Construction Management | -    | -    | 1,000,000    | -    | -            |
| Acquisition (Equipment) | -    | -    | -            | -    | 1,000,000    |
| Other                   | -    | -    | -            | -    | -            |
|                         | \$ - | \$ - | \$ 1,000,000 | \$ - | \$ 1,000,000 |

<sup>(1)</sup> Included in Budget 2023 as total appropriation

- \* AIP - Airport Improvement Program
- AIG - Airport Infrastructure Grant
- ARPA - American Rescue Plan
- ATP - Airport Terminal Program
- BIL - Bipartisan Infrastructure Law

**Status:** New Project

**CIP Number:** PFC-23-20-04

**CIP Description:** Bldg. #101 (Terminal) Enhancements

**Category:** 20 - Terminal

**Environmental Required:** Federal:  
State:

**Project Approved on ALP:** NA

**Airspace Status:** NA

**Project Scope:** This project will include the purchase and installation of a terminal enhancements that may be necessary for the Terminal Concourse A Rehabilitation Project.

| Project Funding Cash Flow:  | 2022 | 2023 | 2024      | 2025 | Total <sup>(1)</sup> |
|-----------------------------|------|------|-----------|------|----------------------|
| FAA AIP Entitlement         | \$ - | \$ - | \$ -      | \$ - | \$ -                 |
| FAA AIP Discretionary       | -    | -    | -         | -    | -                    |
| FAA BIL AIG (formulaic)     | -    | -    | -         | -    | -                    |
| FAA BIL ATP (discretionary) | -    | -    | -         | -    | -                    |
| FAA ARPA (formulaic)        | -    | -    | -         | -    | -                    |
| State Grants                | -    | -    | -         | -    | -                    |
| Passenger Facility Charges  | -    | -    | 1,000,000 | -    | 1,000,000            |
| Bonds                       | -    | -    | -         | -    | -                    |
| Rates & Charges             | -    | -    | -         | -    | -                    |
|                             | \$ - | \$ - | \$ -      | \$ - | \$ 1,000,000         |

| Project Cost Cash Flow: | 2022 | 2023 | 2024         | 2025 | Total        |
|-------------------------|------|------|--------------|------|--------------|
| Design <sup>(2)</sup>   | \$ - | \$ - | \$ -         | \$ - | \$ -         |
| Construction            | -    | -    | -            | -    | -            |
| Construction Management | -    | -    | -            | -    | -            |
| Acquisition (Equipment) | -    | -    | 1,000,000    | -    | 1,000,000    |
| Other                   | -    | -    | -            | -    | -            |
|                         | \$ - | \$ - | \$ 1,000,000 | \$ - | \$ 1,000,000 |

<sup>(1)</sup> Included in Budget 2023 as total appropriation

\* AIP - Airport Improvement Program  
 AIG - Airport Infrastructure Grant  
 ARPA - American Rescue Plan  
 ATP - Airport Terminal Program  
 BIL - Bipartisan Infrastructure Law

**Status:** Holdover from 2021.

**CIP Number:** 21-30-17

**CIP Description:** Building #301 & Building #302 Roof Repair

**Category:** 30 - Landside

**Environmental Required:** Federal: na  
State: SEQR Type II

**Project Approved on ALP:** NA

**Airspace Status:** Pending

**Project Scope:** The existing roofs on Buildings #301 and #302 are beyond 25 years old and have required repairs for leaks and wind damage. The existing roof systems will be removed including the insulation. New insulation and a new rubber membrane roof will be installed on each building.

Project was previously budgeted in 2021.  
Project was previously budgeted in 2022

| <b>Project Funding Cash Flow:</b> | <b>2022</b> | <b>2023</b> | <b>2024</b> | <b>2025</b> | <b>Total<sup>(1)</sup></b> |
|-----------------------------------|-------------|-------------|-------------|-------------|----------------------------|
| FAA AIP Entitlement               | \$ -        | \$ -        | \$ -        | \$ -        | \$ -                       |
| FAA AIP Discretionary             | -           | -           | -           | -           | -                          |
| FAA BIL AIG (formulaic)           | -           | -           | -           | -           | -                          |
| FAA BIL ATP (discretionary)       | -           | -           | -           | -           | -                          |
| FAA ARPA (formulaic)              | -           | -           | -           | -           | -                          |
| State Grants                      | -           | -           | -           | -           | -                          |
| Passenger Facility Charges        | -           | -           | -           | -           | -                          |
| Bonds                             | -           | -           | -           | -           | -                          |
| Rates & Charges                   | -           | 100,000     | -           | -           | 100,000                    |
| Reserve/Development Funds         | -           | -           | -           | -           | -                          |
|                                   | \$ -        | \$ 100,000  | \$ -        | \$ -        | \$ 100,000                 |

| <b>Project Cost Cash Flow:</b> |      |            |      |      |            |
|--------------------------------|------|------------|------|------|------------|
| Design <sup>(2)</sup>          | \$ - | \$ -       | \$ - | \$ - | \$ -       |
| Construction                   | -    | 100,000    | -    | -    | 100,000    |
| Construction Management        | -    | -          | -    | -    | -          |
| Acquisition (Equipment)        | -    | -          | -    | -    | -          |
| Other                          | -    | -          | -    | -    | -          |
|                                | \$ - | \$ 100,000 | \$ - | \$ - | \$ 100,000 |

<sup>(1)</sup> Included in Budget 2023 as total appropriation

**Status:** Holdover from 2021.

**CIP Number:** 21-30-17

**CIP Description:** Building #109, Million Air Roof Repair

**Category:** 30 - Landside

**Environmental Required:** Federal: na  
State: SEQR Type II

**Project Scope:** The existing roof of Building \$109, Million Air Hangar, is over 25 years old and has been requiring constant costly repairs for leaks. The project will require the removal of the existing ballast roof and insulation. The installation of new insulation ( to meet new energy codes) and a TPO roof membrane system with a 20 year warranty.

Project was previously budgeted in 2021.  
Project was previously budgeted in 2022

| <b>Project Funding Cash Flow:</b> | <b>2022</b> | <b>2023</b> | <b>2024</b> | <b>2025</b> | <b>Total<sup>(1)</sup></b> |
|-----------------------------------|-------------|-------------|-------------|-------------|----------------------------|
| FAA AIP Entitlement               | \$ -        | \$ -        | \$ -        | \$ -        | \$ -                       |
| FAA AIP Discretionary             | -           | -           | -           | -           | -                          |
| FAA BIL AIG (formulaic)           | -           | -           | -           | -           | -                          |
| FAA BIL ATP (discretionary)       | -           | -           | -           | -           | -                          |
| FAA ARPA (formulaic)              | -           | -           | -           | -           | -                          |
| State Grants                      | -           | -           | -           | -           | -                          |
| Passenger Facility Charges        | -           | -           | -           | -           | -                          |
| Bonds                             | -           | -           | -           | -           | -                          |
| Rates & Charges                   | -           | 300,000     | -           | -           | 300,000                    |
| Reserve/Development Funds         | -           | -           | -           | -           | -                          |
|                                   | \$ -        | \$ 300,000  | \$ -        | \$ -        | \$ 300,000                 |

| <b>Project Cost Cash Flow:</b> | <b>2022</b> | <b>2023</b> | <b>2024</b> | <b>2025</b> | <b>Total<sup>(1)</sup></b> |
|--------------------------------|-------------|-------------|-------------|-------------|----------------------------|
| Design <sup>(2)</sup>          | \$ -        | \$ -        | \$ -        | \$ -        | \$ -                       |
| Construction                   | -           | 300,000     | -           | -           | 300,000                    |
| Construction Management        | -           | -           | -           | -           | -                          |
| Acquisition (Equipment)        | -           | -           | -           | -           | -                          |
| Other                          | -           | -           | -           | -           | -                          |
|                                | \$ -        | \$ 300,000  | \$ -        | \$ -        | \$ 300,000                 |

<sup>(1)</sup> Included in Budget 2023 as total appropriation

**Status:** Holdover from 2022

**CIP Number:** 22-20-01

**CIP Description:** Terminal Air Handler Upgrade

**Category:** 20 - Terminal

**Environmental Required:** Federal: NA  
State: SEQR Type II

**Project Approved on ALP:** NA

**Airspace Status:** NA

**Project Scope:** Previously Budgeted in 2022as Terminal Air Handler Upgrade

| <b>Project Funding Cash Flow:</b> | <b>2022</b> | <b>2023</b> | <b>2024</b> | <b>2025</b> | <b>Total<sup>(1)</sup></b> |
|-----------------------------------|-------------|-------------|-------------|-------------|----------------------------|
| FAA AIP Entitlement               | \$ -        | \$ -        | \$ -        | \$ -        | \$ -                       |
| FAA AIP Discretionary             | -           | -           | -           | -           | -                          |
| FAA BIL AIG (formulaic)           | -           | -           | -           | -           | -                          |
| FAA BIL ATP (discretionary)       | -           | -           | -           | -           | -                          |
| FAA ARPA (formulaic)              | -           | -           | -           | -           | -                          |
| State Grants                      | -           | -           | -           | -           | -                          |
| Passenger Facility Charges        | -           | -           | -           | -           | -                          |
| Bonds                             | -           | -           | -           | -           | -                          |
| Rates & Charges                   | -           | 400,000     | -           | -           | 400,000                    |
| Reserve/Development Funds         | -           | -           | -           | -           | -                          |
|                                   | \$ -        | \$ 400,000  | \$ -        | \$ -        | \$ 400,000                 |
| <b>Project Cost Cash Flow:</b>    |             |             |             |             |                            |
| Design <sup>(2)</sup>             | \$ -        | \$ -        | \$ -        | \$ -        | \$ -                       |
| Construction                      | -           | 400,000     | -           | -           | 400,000                    |
| Construction Management           | -           | -           | -           | -           | -                          |
| Acquisition (Equipment)           | -           | -           | -           | -           | -                          |
| Other                             | -           | -           | -           | -           | -                          |
|                                   | \$ -        | \$ 400,000  | \$ -        | \$ -        | \$ 400,000                 |

<sup>(1)</sup> Included in Budget 2023 as total appropriation

**Status:** Holdover from 2022

**CIP Number:** 22-50-04

**CIP Description:** FBO Fuel Truck 50/50 Auto/Diesel Fuel

**Category:** 20 - Terminal

**Environmental Required:** Federal: NA  
State: SEQR Type II

**Project Approved on ALP:** NA

**Airspace Status:** NA

**Project Scope:** The FBO Fuel Truck, 50/50 Auto/Diesel Fuel, provides fuel to the passenger and cargo airlines, and the FBO (Fixed Based Operator) for their respective ground support equipment (GSE) that predominantly includes aircraft tugs. The current vehicle used is over twenty (20) years old and has reached the end of its serviceable useful life.

Acquisition was previously budgeted in 2022.

| <b>Project Funding Cash Flow:</b> | <b>2022</b> | <b>2023</b> | <b>2024</b> | <b>2025</b> | <b>Total<sup>(1)</sup></b> |
|-----------------------------------|-------------|-------------|-------------|-------------|----------------------------|
| FAA AIP Entitlement               | \$ -        | \$ -        | \$ -        | \$ -        | \$ -                       |
| FAA AIP Discretionary             | -           | -           | -           | -           | -                          |
| FAA BIL AIG (formulaic)           | -           | -           | -           | -           | -                          |
| FAA BIL ATP (discretionary)       | -           | -           | -           | -           | -                          |
| FAA ARPA (formulaic)              | -           | -           | -           | -           | -                          |
| State Grants                      | -           | -           | -           | -           | -                          |
| Passenger Facility Charges        | -           | -           | -           | -           | -                          |
| Bonds                             | -           | -           | -           | -           | -                          |
| Rates & Charges                   | -           | 225,000     | -           | -           | 225,000                    |
| Reserve/Development Funds         | -           | -           | -           | -           | -                          |
|                                   | \$ -        | \$ 225,000  | \$ -        | \$ -        | \$ 225,000                 |

| <b>Project Cost Cash Flow:</b> |      |            |      |      |            |
|--------------------------------|------|------------|------|------|------------|
| Design <sup>(2)</sup>          | \$ - | \$ -       | \$ - | \$ - | \$ -       |
| Construction                   | -    | -          | -    | -    | -          |
| Construction Management        | -    | -          | -    | -    | -          |
| Acquisition (Equipment)        | -    | 225,000    | -    | -    | 225,000    |
| Other                          | -    | -          | -    | -    | -          |
|                                | \$ - | \$ 225,000 | \$ - | \$ - | \$ 225,000 |

<sup>(1)</sup> Included in Budget 2023 as total appropriation

**Status:** New Project

**CIP Number:** R&C-23-30-01

**CIP Description:** Landside Terminal Area Irrigation System

**Category:** 30 - Landside

**Environmental Required:** Federal:  
State:

**Project Approved on ALP:** NA

**Airspace Status:** NA

**Project Scope:** This project will install an irrigation system outside of the terminal.

| <b>Project Funding Cash Flow:</b> | <b>2022</b> | <b>2023</b> | <b>2024</b> | <b>2025</b> | <b>Total<sup>(1)</sup></b> |
|-----------------------------------|-------------|-------------|-------------|-------------|----------------------------|
| FAA AIP Entitlement               | \$ -        | \$ -        | \$ -        | \$ -        | \$ -                       |
| FAA AIP Discretionary             | -           | -           | -           | -           | -                          |
| FAA BIL AIG (formulaic)           | -           | -           | -           | -           | -                          |
| FAA BIL ATP (discretionary)       | -           | -           | -           | -           | -                          |
| FAA ARPA (formulaic)              | -           | -           | -           | -           | -                          |
| State Grants                      | -           | -           | -           | -           | -                          |
| Passenger Facility Charges        | -           | -           | -           | -           | -                          |
| Bonds                             | -           | -           | -           | -           | -                          |
| Rates & Charges                   | -           | 55,000      | -           | -           | 55,000                     |
|                                   | \$ -        | \$ 55,000   | \$ -        | \$ -        | \$ 55,000                  |

| <b>Project Cost Cash Flow:</b> |      |           |      |      |           |
|--------------------------------|------|-----------|------|------|-----------|
| Design <sup>(2)</sup>          | \$ - | \$ -      | \$ - | \$ - | \$ -      |
| Construction                   | -    | -         | -    | -    | -         |
| Construction Management        | -    | -         | -    | -    | -         |
| Acquisition (Equipment)        | -    | 55,000    | -    | -    | 55,000    |
| Other                          | -    | -         | -    | -    | -         |
|                                | \$ - | \$ 55,000 | \$ - | \$ - | \$ 55,000 |

<sup>(1)</sup> Included in Budget 2023 as total appropriation

- \* AIP - Airport Improvement Program
- AIG - Airport Infrastructure Grant
- ARPA - American Rescue Plan
- ATP - Airport Terminal Program
- BIL - Bipartisan Infrastructure Law

**Status:** New Project

**CIP Number:** R&C-23-35-02 thru R&C-23-35-04

**CIP Description:** Structure/Building Improvements

**Category:** 35 - Structure/Buildings

**Environmental Required:** Federal:  
State:

**Project Approved on ALP:** NA

**Airspace Status:** NA

|                       |  |           |
|-----------------------|--|-----------|
| <b>Project Scope:</b> | 35-02 Bldg. #200 (NYS State Police) Boiler Repair/Replacement,   | \$200,000 |
|                       | 35-03 Bldg. #301 (Storage Garage) Replace six (6) garage doors   | 105,000   |
|                       | 35-04 Bldg. #302 (Storage Garage) Replace eight (8) garage doors | 520,000   |

| Project Funding Cash Flow:  | 2022 | 2023       | 2024 | 2025 | Total <sup>(1)</sup> |
|-----------------------------|------|------------|------|------|----------------------|
| FAA AIP Entitlement         | \$ - | \$ -       | \$ - | \$ - | \$ -                 |
| FAA AIP Discretionary       | -    | -          | -    | -    | -                    |
| FAA BIL AIG (formulaic)     | -    | -          | -    | -    | -                    |
| FAA BIL ATP (discretionary) | -    | -          | -    | -    | -                    |
| FAA ARPA (formulaic)        | -    | -          | -    | -    | -                    |
| State Grants                | -    | -          | -    | -    | -                    |
| Passenger Facility Charges  | -    | -          | -    | -    | -                    |
| Bonds                       | -    | -          | -    | -    | -                    |
| Rates & Charges             | -    | 825,000    | -    | -    | 825,000              |
|                             | \$ - | \$ 825,000 | \$ - | \$ - | \$ 825,000           |

| Project Cost Cash Flow: | 2022 | 2023       | 2024 | 2025 | Total      |
|-------------------------|------|------------|------|------|------------|
| Design <sup>(2)</sup>   | \$ - | \$ -       | \$ - | \$ - | \$ -       |
| Construction            | -    | 825,000    | -    | -    | 825,000    |
| Construction Management | -    | -          | -    | -    | -          |
| Acquisition (Equipment) | -    | -          | -    | -    | -          |
| Other                   | -    | -          | -    | -    | -          |
|                         | \$ - | \$ 825,000 | \$ - | \$ - | \$ 825,000 |

<sup>(1)</sup> Included in Budget 2023 as total appropriation

\* AIP - Airport Improvement Program  
 AIG - Airport Infrastructure Grant  
 ARPA - American Rescue Plan  
 ATP - Airport Terminal Program  
 BIL - Bipartisan Infrastructure Law



**Status:** New Project

**CIP Number:** R&C-23-50-01 thru R&C-23-35-09

**CIP Description:** Acquisition of Various Equipment

**Category:** 50 - Equipment

**Environmental Required:** Federal:  
State:

**Project Approved on ALP:** NA

**Airspace Status:** NA

**Project Scope:** Acquisition of various vehicular equipment for airfield, maintenance and commercial/ parking departments.

| Project Funding Cash Flow:  | 2022 | 2023       | 2024 | 2025 | Total <sup>(1)</sup> |
|-----------------------------|------|------------|------|------|----------------------|
| FAA AIP Entitlement         | \$ - | \$ -       | \$ - | \$ - | \$ -                 |
| FAA AIP Discretionary       | -    | -          | -    | -    | -                    |
| FAA BIL AIG (formulaic)     | -    | -          | -    | -    | -                    |
| FAA BIL ATP (discretionary) | -    | -          | -    | -    | -                    |
| FAA ARPA (formulaic)        | -    | -          | -    | -    | -                    |
| State Grants                | -    | -          | -    | -    | -                    |
| Passenger Facility Charges  | -    | -          | -    | -    | -                    |
| Bonds                       | -    | -          | -    | -    | -                    |
| Rates & Charges             | -    | 808,000    | -    | -    | 808,000              |
|                             | \$ - | \$ 808,000 | \$ - | \$ - | \$ 808,000           |

| Project Cost Cash Flow: | 2022 | 2023       | 2024 | 2025 | Total      |
|-------------------------|------|------------|------|------|------------|
| Design <sup>(2)</sup>   | \$ - | \$ -       | \$ - | \$ - | \$ -       |
| Construction            | -    | -          | -    | -    | -          |
| Construction Management | -    | -          | -    | -    | -          |
| Acquisition (Equipment) | -    | 808,000    | -    | -    | 808,000    |
| Other                   | -    | -          | -    | -    | -          |
|                         | \$ - | \$ 808,000 | \$ - | \$ - | \$ 808,000 |

<sup>(1)</sup> Included in Budget 2023 as total appropriation

- \* AIP - Airport Improvement Program
- AIG - Airport Infrastructure Grant
- ARPA - American Rescue Plan
- ATP - Airport Terminal Program
- BIL - Bipartisan Infrastructure Law

|                     |                |                 |                |
|---------------------|----------------|-----------------|----------------|
| Department Overview | Position Count | Account Summary | Account Detail |
|---------------------|----------------|-----------------|----------------|

**Contributed Capital**

|              |   |  |   |           |                               |
|--------------|---|--|---|-----------|-------------------------------|
| <b>00911</b> | <b>Contributed Capital - FAA</b>                                |  |   |           |                               |
|              | MFZ-Additional Funding R&C21                                    |  | 1 | 800,000   | <u>800,000</u><br>800,000     |
| AIP141-20    | MFZ-Airport Master Plan   |  | 1 | 365,154   | <u>365,154</u><br>365,154     |
| AIP143-20    | MFZ-FAA - CARES Act, recorded as Non Operating Revenue          |  | - | 0         | <u>0</u><br>0                 |
| AIP146-21    | MFZ-FAA Entitlement - Twy A Pavement Rehabilitation             |  | 1 | 4,500,000 | <u>4,500,000</u><br>4,500,000 |
| AIP146-22    | MFZ-FAA Entitlement - Twy A Pavement Rehabilitation             |  | 1 | 1,489,151 | <u>1,489,151</u><br>1,489,151 |
| AIP147-21    | MFZ-FAA Discretionary - Equipment Purchases                     |  | 1 | 1,532,635 | <u>1,532,635</u><br>1,532,635 |
| AIP14XX-22   | MFZ-FAA Entitlement - Rwy 10-28 Design and Construction Multi \ |  | 1 | 2,052,000 | <u>2,052,000</u><br>2,052,000 |
| PFC20-04     | MFZ-PFC20-04 Fund Drawdown                                      |  | 1 | 1,200,000 | 1,200,000                     |
| PFC20-04     | MFZ-PFC20-04 Fund Drawdown                                      |  | 1 | 255,000   | 255,000                       |
| PFC20-04     | MFZ-PFC20-04 Fund Drawdown - Remaining Terminal Fire Alarm      |  | 1 | 445,250   | <u>445,250</u>                |
|              |   |  | 0 |           | <u>1,900,250</u>              |
| <b>00912</b> | <b>Contributed Capital - State</b>                              |  |   |           | <b>\$ 12,639,190</b>          |
|              | MFZ-NYS Rehab Rwy 10-28, 5% Share                               |  | 1 | 114,000   | <u>114,000</u><br>114,000     |
|              |   |  | 0 |           | <b>\$ 114,000</b>             |
|              |   |  |   |           | <b>12,753,190</b>             |

**Status:** New Project

**CIP Number:** R&C-23-50-10

**CIP Description:** Local Portion of grant and other projects

**Category:** 50 - Equipment

**Environmental Required:** Federal:  
State:

**Project Approved on ALP:** NA

**Airspace Status:** NA

**Project Scope:** Five (5) percent local share of federal AIP projects.

| Project Funding Cash Flow:  | 2022 | 2023       | 2024 | 2025 | Total <sup>(1)</sup> |
|-----------------------------|------|------------|------|------|----------------------|
| FAA AIP Entitlement         | \$ - | \$ -       | \$ - | \$ - | \$ -                 |
| FAA AIP Discretionary       | -    | -          | -    | -    | -                    |
| FAA BIL AIG (formulaic)     | -    | -          | -    | -    | -                    |
| FAA BIL ATP (discretionary) | -    | -          | -    | -    | -                    |
| FAA ARPA (formulaic)        | -    | -          | -    | -    | -                    |
| State Grants                | -    | -          | -    | -    | -                    |
| Passenger Facility Charges  | -    | -          | -    | -    | -                    |
| Bonds                       | -    | -          | -    | -    | -                    |
| Rates & Charges             | -    | 500,000    | -    | -    | 500,000              |
|                             | \$ - | \$ 500,000 | \$ - | \$ - | \$ 500,000           |

| Project Cost Cash Flow: | 2022 | 2023       | 2024 | 2025 | Total <sup>(1)</sup> |
|-------------------------|------|------------|------|------|----------------------|
| Design <sup>(2)</sup>   | \$ - | \$ -       | \$ - | \$ - | \$ -                 |
| Construction            | -    | -          | -    | -    | -                    |
| Construction Management | -    | -          | -    | -    | -                    |
| Acquisition (Equipment) | -    | -          | -    | -    | -                    |
| Other                   | -    | 500,000    | -    | -    | 500,000              |
|                         | \$ - | \$ 500,000 | \$ - | \$ - | \$ 500,000           |

<sup>(1)</sup> Included in Budget 2023 as total appropriation

\* AIP - Airport Improvement Program  
 AIG - Airport Infrastructure Grant  
 ARPA - American Rescue Plan  
 ATP - Airport Terminal Program  
 BIL - Bipartisan Infrastructure Law

**Status:** New Project

**CIP Number:** RES-23-20-05

**CIP Description:** Terminal Concourse A Design

**Category:** 20 - Terminal

**Environmental Required:** Federal:  
State:

**Project Approved on ALP:** NA

**Airspace Status:** NA

**Project Scope:** The design for the addition of two gates at Terminal Concourse A, including additional seating and concession areas.

| Project Funding Cash Flow:  | 2022 | 2023         | 2024 | 2025 | Total <sup>(1)</sup> |
|-----------------------------|------|--------------|------|------|----------------------|
| FAA AIP Entitlement         | \$ - | \$ -         | \$ - | \$ - | \$ -                 |
| FAA AIP Discretionary       | -    | -            | -    | -    | -                    |
| FAA BIL AIG (formulaic)     | -    | -            | -    | -    | -                    |
| FAA BIL ATP (discretionary) | -    | -            | -    | -    | -                    |
| FAA ARPA (formulaic)        | -    | -            | -    | -    | -                    |
| State Grants                | -    | -            | -    | -    | -                    |
| Passenger Facility Charges  | -    | -            | -    | -    | -                    |
| Bonds                       | -    | -            | -    | -    | -                    |
| Rates & Charges             | -    | -            | -    | -    | -                    |
| Reserve/Development Funds   | -    | 2,000,000    | -    | -    | 2,000,000            |
|                             | \$ - | \$ 2,000,000 | \$ - | \$ - | \$ 2,000,000         |

| Project Cost Cash Flow: | 2022 | 2023         | 2024 | 2025 | Total        |
|-------------------------|------|--------------|------|------|--------------|
| Design <sup>(2)</sup>   | \$ - | \$ 2,000,000 | \$ - | \$ - | \$ 2,000,000 |
| Construction            | -    | -            | -    | -    | -            |
| Construction Management | -    | -            | -    | -    | -            |
| Acquisition (Equipment) | -    | -            | -    | -    | -            |
| Other                   | -    | -            | -    | -    | -            |
|                         | \$ - | \$ 2,000,000 | \$ - | \$ - | \$ 2,000,000 |

<sup>(1)</sup> Included in Budget 2023 as total appropriation

\* AIP - Airport Improvement Program  
 AIG - Airport Infrastructure Grant  
 ARPA - American Rescue Plan  
 ATP - Airport Terminal Program  
 BIL - Bipartisan Infrastructure Law

BUDGET  
MESSAGE

DEPARTMENT /  
COST CENTER

DEBT  
SERVICE

CAPITAL  
IMPROVEMENT  
PROGRAM

RATES  
AND  
CHARGES

SUPPLEMENTAL  
INFORMATION

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BUDGET  
MESSAGE

DEPARTMENT /  
COST CENTER

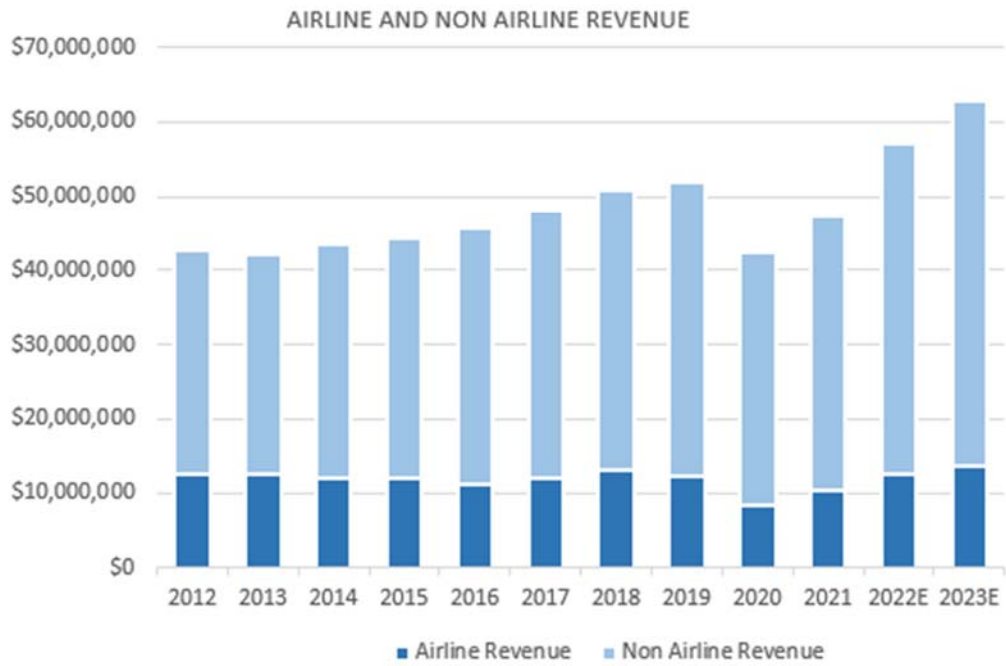
DEBT  
SERVICE

CAPITAL  
IMPROVEMENT  
PROGRAM

RATES  
AND  
CHARGES

SUPPLEMENTAL  
INFORMATION

## Section 8 Rates and Charges



## AIRLINES RATES AND CHARGES SUMMARY

The Airline Use and Lease Agreement (ULA) that began on January 1, 2016 continues to recognize that the Airlines and the Authority are working together to provide adequate facilities at the Airport and to provide appropriate accommodations for the public using the Airport without creating an unreasonable financial burden on the airlines or the Authority. This goal is achieved through a “revenue sharing” relationship in which both the signatory airlines and the Authority “share” in the successful financial performance of the Airport. This ULA had a five year term with an expiration date of December 31, 2020, and included one five year option period. Due to the COVID-19 pandemic that began in March 2020, this five year renewal term was modified to a three one-year renewal terms (2021, 2022, 2023) followed by one two-year (2024-2025) option term<sup>43</sup>.

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

A residual landing fee rate for the airfield cost center using passenger airline and cargo carrier landed weight as a divisor. Certain revenue items are credited in the rate calculation to lower the overall requirement of the airfield. Included among those offsets are interest earnings, FBO commercial net revenues and all revenues from non-signatory airlines.

An aircraft apron fee rate is based upon ten percent of the total landing fee requirement; divided by number of total square foot of apron space.

A commercial compensatory terminal rental rate for the terminal cost center, using rentable square feet as the divisor. Space occupied by the airlines or other tenants is paid for directly by a terminal rental charge.

A loading bridge fee charge is implemented based on annual capital charges, capital charge coverage, any required reserves, and operating and maintenance expenses incurred.

A formula for revenue sharing at 50/50 with the signatory airlines based on remaining Airport funds in excess of the total requirements of all cost centers. The signatory airlines’ share is credited back to airlines in the subsequent year.

## COST CENTERS AND ALLOCATIONS

The expense budget under the New Agreement includes seven direct cost centers (airfield, terminal, loading bridges, parking, landside, FBO commercial aviation, and FBO general aviation and facilities) and seven indirect costs centers (ARFF, operations, security, vehicle/equipment maintenance, AvPorts administration, Million Air administration, and Authority administration). The expenses for four of the indirect costs centers (which exclude administration) are allocated to the direct costs centers based on an analysis of the staff hours worked and the budgeted costs within each indirect cost center. After those indirect costs are allocated to the direct cost centers, administration is allocated based on the total actual direct and indirect costs for each direct cost center. The allocation percentages for 2022 are set forth in the operating expenses allocation summary the Budget Overview section. The allocation rates will be reviewed and potentially revised at the end of 2021 to reflect the actual operations and maintenance for all of the facilities.

NON-SIGNATORY RATES - Airlines that are not signatory to the Agreement are charged the lesser of the compensatory rate for the airfield or 1.25 times the signatory rate

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



**AIRLINES RATES AND CHARGES SUMMARY, continued**

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

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

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

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

RATES and CHARGES SUMMARY

|   | Audited<br>2021 | Budget<br>2022 | Projected<br>2022 | Budget<br>2023 | Budget 2023 vs<br>Budget 2022 |
|---|-----------------|----------------|-------------------|----------------|-------------------------------|
| Landing Fee Rate                            |                 |                |                   |                |                               |
| Signatory                                   | \$ 3.15         | \$ 3.53        | \$ 3.65           | \$ 4.18        | 18.4%                         |
| Non-Signatory                               | \$ 3.94         | \$ 4.41        | \$ 4.56           | \$ 5.23        | 18.4%                         |
| Apron Fee Rate - Annual                     | \$ 1.15         | \$ 1.48        | \$ 1.24           | \$ 1.65        | 11.5%                         |
| Terminal Rental Rate - Annual               |                 |                |                   |                |                               |
| Signatory                                   | \$ 71.82        | \$ 78.41       | \$ 86.33          | \$ 94.08       | 20.0%                         |
| Non-Signatory                               | \$ 89.78        | \$ 98.01       | \$ 107.91         | \$ 117.60      | 20.0%                         |
| Tenant Rate - Annual                        | \$ 35.91        | \$ 39.21       | \$ 43.17          | \$ 47.04       | 20.0%                         |
| Loading Bridge Rate - Annual                | \$ 36,287.33    | \$ 41,176.98   | \$ 54,474.76      | \$ 54,821.05   | 33.1%                         |
| Low Volume Carrier terminal charge per EPAX | \$ 8.08         | \$ 7.24        | \$ 7.89           | \$ 7.12        | -1.7%                         |
| Cost per Enplanement                        |                 |                |                   |                |                               |
| Airport CPE (after revenue sharing)         | \$ 8.49         | \$ 8.43        | \$ 7.49           | \$ 7.30        | -13.4%                        |
| FBO CPE                                     | \$ 1.94         | \$ 2.49        | \$ 2.74           | \$ 2.31        | -7.2%                         |
| Total Cost per Enplanement                  | \$ 10.42        | \$ 10.92       | \$ 10.23          | \$ 9.61        | -12.0%                        |
| Debt Service Coverage                       | 1.57            | 1.71           | 2.14              | 2.12           | 24.2%                         |
| Enplanements                                |                 |                |                   |                |                               |
| Signatory                                   | 975,488         | 1,180,000      | 1,180,000         | 1,405,000      | 19.1%                         |
| Non Signatory                               | 549             | 20,000         | 20,000            | 20,000         | 0.0%                          |
| Total                                       | 976,037         | 1,200,000      | 1,200,000         | 1,425,000      | 18.8%                         |
| Commercial Landed Weights                   |                 |                |                   |                |                               |
| Signatory                                   | 1,092,548       | 1,335,000      | 1,335,000         | 1,335,000      | 0.0%                          |
| Non Signatory                               | 4,151           | 0              | 0                 | 0              | 0.0%                          |
| Total                                       | 1,096,699       | 1,335,000      | 1,335,000         | 1,335,000      | 0.0%                          |
| Cargo Landed Weights                        | 189,321         | 177,000        | 177,000           | 177,000        | 0.0%                          |
| Funds Remaining                             | \$ 2,995,684    | \$ 3,141,120   | \$ 6,942,832      | \$ 6,635,862   | 111.3%                        |
| ACAA  | 1,371,680       | 1,170,560      | 3,228,755         | 2,917,931      | 149.3%                        |
| Air Service Incentive Costs                 | 126,162         | 400,000        | 242,661           | 400,000        | 0.0%                          |
| Airlines                                    | 1,497,842       | 1,570,560      | 3,471,416         | 3,317,931      | 111.3%                        |

BUDGET  
MESSAGE

DEPARTMENT /  
COST CENTER

DEBT  
SERVICE

CAPITAL  
IMPROVEMENT  
PROGRAM

RATES  
AND  
CHARGES

SUPPLEMENTAL  
INFORMATION

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REVENUES

|  | Audited<br>2021     | Budget<br>2022       | Projected<br>2022    | Proposed<br>2023     |
|--|---------------------|----------------------|----------------------|----------------------|
| <b>AIRFIELD</b>                          |                     |                      |                      |                      |
| Airline Landing Fees                     | \$ 3,455,009        | \$ 4,712,550         | \$ 4,872,750         | \$ 5,580,300         |
| Airline Airfield Revenue Sharing         | (299,568)           | (314,112)            | (694,283)            | (663,586)            |
| Cargo Landing Fees                       | 607,100             | 635,730              | 657,810              | 752,460              |
| Glycol Disposal Fee                      | 239,623             | 301,436              | 296,258              | 301,436              |
| Airline Apron Fee                        | 610,650             | 783,936              | 656,640              | 875,259              |
| Tenant Maintenance                       | 42,186              | 30,000               | 82,267               | 30,000               |
| Control Tower Rental                     | 890,792             | 815,802              | 665,776              | 815,802              |
|  | <u>\$ 5,545,792</u> | <u>\$ 6,965,342</u>  | <u>\$ 6,537,217</u>  | <u>\$ 7,691,670</u>  |
| <b>FBO</b>                               |                     |                      |                      |                      |
| Jet A Fuel Sales                         | \$ 5,978,464        | \$ 5,250,000         | \$ 7,002,744         | \$ 6,060,000         |
| Avgas Fuel Sales General Aviation        | 268,062             | 255,780              | 414,094              | 254,800              |
| Auto Gas Fuel Sales                      | 61,775              | 80,000               | 88,652               | 85,000               |
| Diesel Fuel Sales                        | 135,980             | 140,000              | 189,303              | 150,000              |
| Into-plane                               | 463,025             | 514,260              | 716,100              | 540,000              |
| Fuel Farm                                | 432,502             | 720,900              | 866,325              | 691,500              |
| General Aviation Landing Fees            | 261,884             | 225,000              | 301,114              | 300,000              |
| General Aviation Parking Fees            | 186,399             | 170,000              | 507,573              | 507,572              |
| Avgas Fuel Sales Commercial              | 21,824              | 21,000               | 18,072               | 21,000               |
| Deicing Type I - Sprayed                 | 548,218             | 847,000              | 896,966              | 1,076,700            |
| Deicing Type IV - Sprayed                | 63,138              | 141,176              | 75,687               | 83,950               |
| Deicing Type I - Consortium              | 298,554             | 640,640              | 652,335              | 733,050              |
| Deicing Type IV - Consortium             | 84,212              | 124,206              | 81,357               | 169,350              |
| Deicing - GA                             | 81,349              | 80,400               | 100,000              | 100,000              |
| General Aviation Tenants                 | 350,170             | 450,000              | 420,887              | 538,956              |
| General Aviation Customer Services       | 90,505              | 95,000               | 100,380              | 105,000              |
|  | <u>\$ 9,326,061</u> | <u>\$ 9,755,361</u>  | <u>\$ 12,431,589</u> | <u>\$ 11,416,878</u> |
| <b>TERMINAL</b>                          |                     |                      |                      |                      |
| Airline Space Rental                     | 5,187,180           | 5,590,616            | 6,154,401            | 6,530,093            |
| Airline Terminal Revenue Sharing         | (1,198,273)         | (1,256,448)          | (2,777,133)          | (2,654,345)          |
| TSA Space Rental                         | 448,828             | 458,060              | 836,234              | 565,585              |
| Nonairline Space Rental - Flat Rate      | 82,798              | 94,951               | -                    | 110,449              |
| Nonairline Space Rental - Signatory Rate | 42,346              | 44,784               | -                    | 46,363               |
| Nonairline Space Rental                  | 239,314             | 130,190              | -                    | 159,663              |
| Non-Signatory Per Turn Fee               | 8,685               | -                    | 11,384               | 9,000                |
| Loading Bridge Rentals                   | 508,023             | 576,478              | 762,647              | 712,674              |
| Tenant Maintenance                       | 5,089               | 20,559               | -                    | 20,559               |
| Utility Reimbursement                    | 25,486              | 24,000               | 32,777               | 24,000               |
|  | <u>\$ 5,349,475</u> | <u>\$ 5,683,189</u>  | <u>\$ 5,020,310</u>  | <u>\$ 5,524,041</u>  |
| <b>GROUND TRANSPORTATION</b>             |                     |                      |                      |                      |
| Parking                                  | \$ 9,038,813        | \$ 11,530,770        | \$ 16,202,603        | \$ 15,951,539        |
| Access Fees                              | \$ 122,205          | \$ 199,164           | \$ 166,222           | \$ 205,629           |
| TNCs                                     | \$ 166,891          | \$ 175,000           | \$ 238,345           | \$ 242,250           |
|  | <u>\$ 9,327,909</u> | <u>\$ 11,904,934</u> | <u>\$ 16,607,170</u> | <u>\$ 16,399,418</u> |

REVENUES, continued

|                                       | ✔ Audited<br>2021    | ✔ Budget<br>2022     | ✔ Projected<br>2022  | ✔ Proposed<br>2023   |
|---------------------------------------|----------------------|----------------------|----------------------|----------------------|
| <b>CONCESSIONS</b>                    |                      |                      |                      |                      |
| Rental Cars                           | \$ 4,985,255         | \$ 4,680,000         | \$ 5,336,833         | \$ 5,130,000         |
| Food and Beverage                     | 742,735              | 780,000              | 1,127,331            | 997,500              |
| Retail                                | 379,070              | 744,000              | 864,624              | 883,500              |
| Advertising                           | 161,059              | 264,000              | 93,253               | 108,600              |
| Operating Permits                     | 250,480              | 253,800              | 293,945              | 219,600              |
| Telephone - Payphones                 | -                    | -                    | -                    | -                    |
| Telephone - Tenants                   | 44,945               | 45,611               | 53,697               | 41,946               |
| Bank ATMs                             | 25,229               | 17,400               | 15,837               | 19,800               |
| Vending Machines                      | 19,124               | 36,000               | 23,593               | 27,930               |
| Baggage Cart Concessions              | 11,584               | 13,200               | 15,127               | 15,675               |
|                                       | <u>\$ 6,619,481</u>  | <u>\$ 6,834,011</u>  | <u>\$ 7,824,240</u>  | <u>\$ 7,444,551</u>  |
| <b>OTHER AIRPORT</b>                  |                      |                      |                      |                      |
| Land Rental                           | \$ 396,761           | \$ 438,913           | \$ 577,904           | \$ 439,681           |
| Industrial Park                       | 584,807              | 600,730              | 579,546              | 535,399              |
| T Hangars                             | 127,239              | 121,229              | 134,782              | 131,249              |
| Tie Downs                             | 2,935                | 2,891                | 2,980                | 2,891                |
| T Hangar Avgas Fuel Sales             | 47,801               | 50,556               | 240                  | -                    |
| Parking Garage Space Rent             | 100,515              | 100,514              | 101,344              | 100,514              |
| Hangar Rentals                        | 530,429              | 511,868              | 558,058              | 987,982              |
| Building Rental                       | 132,982              | 115,033              | 128,034              | 140,235              |
| Cargo Building Rental                 | 495,539              | 433,316              | 486,255              | 525,000              |
| Aircraft Maintenance & Service Center | 301,695              | 301,695              | 301,695              | 301,695              |
| State Executive Hangar/Maint          | 1,247,083            | 1,247,083            | 1,247,083            | 1,247,083            |
| Utility Reimbursement                 | 167,208              | 156,000              | 207,163              | 165,000              |
| Reimbursement of Property Taxes       | 25,920               | 36,500               | 24,581               | 25,357               |
| Internet and Cable Access             | 6,620                | 6,620                | 5,871                | 9,300                |
| Fingerprinting                        | 37,231               | 24,000               | 37,507               | 25,000               |
| Tenant Maintenance                    | -                    | 1,000                | -                    | 2,000                |
| Purchasing Proposals                  | 40                   | 1,000                | -                    | -                    |
| Scrap and Equipment Sales             | 16,702               | 5,000                | 14,712               | 5,000                |
| Other                                 | 87,007               | 80,000               | 115,660              | 80,000               |
|                                       | <u>\$ 4,308,514</u>  | <u>\$ 4,233,948</u>  | <u>\$ 4,523,415</u>  | <u>\$ 4,723,386</u>  |
| <b>TOTAL REVENUES</b>                 | <b>\$ 40,477,233</b> | <b>\$ 45,376,785</b> | <b>\$ 52,943,941</b> | <b>\$ 53,199,944</b> |

REVENUES, continued

OTHER REVENUES

|                                       |                      |                      |                      |                      |
|---------------------------------------|----------------------|----------------------|----------------------|----------------------|
| Interest Earnings                     | \$ 37,269            | \$ 628,892           | \$ 37,269            | \$ 675,000           |
| TSA (LEO) Reimbursement               | 126,921              | 136,800              | 136,800              | 138,700              |
| Cares Act- Airfield                   | 1,152,963            | 1,338,748            | -                    | 1,158,340            |
| Cares Act-Terminal                    | 1,572,567            | 1,841,830            | -                    | 1,510,037            |
| Cares Act-Loading Bridges             | 95,984               | 108,590              | -                    | 83,134               |
| Cares Act-Landside                    | 401,538              | 469,115              | -                    | 374,821              |
| Cares Act-Parking                     | 1,012,549            | 1,184,166            | -                    | 925,871              |
| Cares Act-Vehicle                     | -                    | -                    | -                    | -                    |
| Cares Act-Airport Mgmt                | -                    | -                    | -                    | -                    |
| Cares Act- ACAA                       | -                    | -                    | -                    | -                    |
| Cares Act-FBO Commercial              | 67,374               | 78,693               | -                    | 427,944              |
| Cares Act-FBO GA & Facilities         | 60,350               | 70,615               | -                    | 611,611              |
| Cares Act - Concession                | 320,510              | -                    | -                    | -                    |
| Improvement Charges                   | 368,400              | 368,400              | 368,400              | 368,400              |
|                                       | <u>\$ 5,216,425</u>  | <u>\$ 6,225,849</u>  | <u>\$ 542,469</u>    | <u>\$ 6,273,857</u>  |
| <br>                                  |                      |                      |                      |                      |
| TOTAL REVENUES                        | <u>\$ 45,693,658</u> | <u>\$ 51,602,634</u> | <u>\$ 53,486,410</u> | <u>\$ 59,473,801</u> |
| <br>                                  |                      |                      |                      |                      |
| TOTAL REVENUES BEFORE REVENUE SHARING | <u>\$ 47,191,499</u> | <u>\$ 53,173,194</u> | <u>\$ 56,957,826</u> | <u>\$ 62,791,732</u> |

## SUMMARY of EXPENSES

|                                   | Audited<br>2021      | Budget<br>2022       | Projected<br>2022    | Proposed<br>2023     |
|-----------------------------------|----------------------|----------------------|----------------------|----------------------|
| <b>EXPENSES - SUMMARY</b>         |                      |                      |                      |                      |
| Airport Management                | \$ 21,632,244        | \$ 25,749,542        | \$ 24,501,494        | \$ 28,931,744        |
| FBO Management                    | 3,130,302            | 3,283,654            | 3,847,575            | 4,248,262            |
| FBO Cost of Sales                 | 4,354,693            | 5,283,469            | 5,687,773            | 5,863,133            |
| Authority                         | 4,943,111            | 5,970,478            | 5,534,495            | 6,387,882            |
| <b>TOTAL EXPENSES</b>             | <b>\$ 34,060,350</b> | <b>\$ 40,287,143</b> | <b>\$ 39,571,337</b> | <b>\$ 45,431,021</b> |
| <b>EXPENSES BY CATEGORY</b>       |                      |                      |                      |                      |
| Personnel Services                | \$ 10,390,569        | \$ 11,937,294        | \$ 11,542,254        | \$ 13,510,694        |
| Employee Benefits                 | 5,176,534            | 6,213,448            | 5,406,936            | 6,632,731            |
| Utilities & Communications        | 1,937,550            | 2,059,562            | 2,737,320            | 2,498,939            |
| Purchased Services                | 5,555,055            | 6,071,674            | 5,748,283            | 7,231,256            |
| Materials & Supplies              | 8,662,512            | 10,874,786           | 11,920,861           | 12,471,770           |
| Office                            | 559,511              | 1,671,379            | 1,988,430            | 2,225,113            |
| Administration                    | 956,040              | 500,000              | 0                    | 200,000              |
| Noncapital Equipment & Facilities | 822,579              | 959,000              | 227,253              | 660,518              |
| <b>TOTAL EXPENSES</b>             | <b>\$ 34,060,350</b> | <b>\$ 40,287,143</b> | <b>\$ 39,571,337</b> | <b>\$ 45,431,021</b> |

SUMMARY of DIRECT and INDIRECT COST CENTERS

Direct Cost Centers

|                                  |                      |                      |                      |                      |
|----------------------------------|----------------------|----------------------|----------------------|----------------------|
| Airfield                         | \$ 2,650,917         | \$ 3,624,310         | \$ 3,735,318         | \$ 3,859,616         |
| Terminal                         | 5,472,109            | 6,186,986            | 5,699,050            | 7,038,758            |
| Loading Bridges                  | 282,974              | 324,412              | 405,458              | 410,801              |
| Landside:                        |                      |                      |                      |                      |
| Parking                          | 3,121,818            | 4,474,087            | 3,578,514            | 4,526,651            |
| Landside Development             | 1,467,810            | 1,277,332            | 1,690,942            | 1,462,361            |
| FBO Commercial                   | 1,607,154            | 2,609,765            | 2,489,729            | 3,429,467            |
| FBO GA & Facilities              | 5,090,956            | 5,216,750            | 6,397,045            | 5,887,285            |
| <b>Total Direct Cost Centers</b> | <b>\$ 19,693,738</b> | <b>\$ 23,713,642</b> | <b>\$ 23,996,056</b> | <b>\$ 26,614,939</b> |

Indirect Cost Centers

|                                    |                      |                      |                      |                      |
|------------------------------------|----------------------|----------------------|----------------------|----------------------|
| ARFF                               | \$ 2,238,683         | \$ 2,270,874         | \$ 3,173,601         | \$ 3,076,076         |
| Operations                         | 1,166,207            | 1,437,700            | 1,154,573            | 1,526,108            |
| Security                           | 2,557,186            | 2,625,473            | 2,562,446            | 3,521,488            |
| Vehicle/Equipment                  | 1,337,038            | 2,006,678            | 1,585,590            | 1,896,844            |
| Airport Management Administration  | 1,337,502            | 1,521,690            | 916,002              | 1,613,041            |
| FBO Administration                 | 786,885              | 740,608              | 648,574              | 794,643              |
| Airport Authority Administration   | 4,943,111            | 5,970,478            | 5,534,495            | 6,387,882            |
| <b>Total Indirect Cost Centers</b> | <b>\$ 14,366,612</b> | <b>\$ 16,573,501</b> | <b>\$ 15,575,281</b> | <b>\$ 18,816,082</b> |
| <b>TOTAL EXPENSES</b>              | <b>\$ 34,060,350</b> | <b>\$ 40,287,143</b> | <b>\$ 39,571,337</b> | <b>\$ 45,431,021</b> |



SUMMARY of EXPENSES by COST CENTER

|                                   | Audited<br>2021 | Budget<br>2022 | Projected<br>2022 | Proposed<br>2023 |
|-----------------------------------|-----------------|----------------|-------------------|------------------|
| <u>AIRFIELD</u>                   |                 |                |                   |                  |
| Personnel Services                | \$ 1,032,031    | \$ 1,451,644   | \$ 1,052,912      | \$ 1,418,652     |
| Employee Benefits                 | 505,979         | 724,126        | 498,521           | 622,653          |
| Utilities & Communications        | 123,016         | 118,871        | 227,315           | 214,871          |
| Purchased Services                | 139,653         | 225,497        | 340,603           | 229,120          |
| Materials & Supplies              | 800,852         | 1,082,888      | 1,604,936         | 1,354,136        |
| Office                            | 2,841           | 21,284         | 11,031            | 20,184           |
| Administration                    | 2,750           | -              | -                 | -                |
| Noncapital Equipment & Facilities | 43,795          | -              | -                 | -                |
|                                   | \$ 2,650,917    | \$ 3,624,310   | \$ 3,735,318      | \$ 3,859,616     |
| <br><u>TERMINAL</u>               |                 |                |                   |                  |
| Personnel Services                | \$ 1,484,017    | \$ 1,655,621   | \$ 1,532,471      | \$ 1,955,289     |
| Employee Benefits                 | 731,123         | 935,783        | 744,545           | 989,661          |
| Utilities & Communications        | 928,557         | 946,955        | 1,333,877         | 1,168,865        |
| Purchased Services                | 928,295         | 1,079,569      | 1,049,019         | 1,239,661        |
| Materials & Supplies              | 972,773         | 1,487,338      | 987,851           | 1,584,472        |
| Office                            | 37,203          | 81,720         | 41,063            | 100,810          |
| Administration                    | 97,036          | -              | -                 | -                |
| Noncapital Equipment & Facilities | 293,105         | -              | 10,224            | -                |
|                                   | \$ 5,472,109    | \$ 6,186,986   | \$ 5,699,050      | \$ 7,038,758     |
| <br><u>LOADING BRIDGES</u>        |                 |                |                   |                  |
| Personnel Services                | \$ 102,501      | \$ 99,507      | \$ 95,115         | \$ 145,131       |
| Employee Benefits                 | 53,059          | 73,905         | 58,317            | 110,420          |
| Utilities & Communications        | 68,250          | 68,250         | 68,250            | 68,250           |
| Purchased Services                | -               | -              | -                 | -                |
| Materials & Supplies              | 59,164          | 82,750         | 183,776           | 87,000           |
| Office                            | -               | -              | -                 | -                |
| Administration                    | -               | -              | -                 | -                |
| Noncapital Equipment & Facilities | -               | -              | -                 | -                |
|                                   | \$ 282,974      | \$ 324,412     | \$ 405,458        | \$ 410,801       |

SUMMARY of EXPENSES by COST CENTER

|                                   | Audited<br>2021     | Budget<br>2022      | Projected<br>2022   | Proposed<br>2023    |
|-----------------------------------|---------------------|---------------------|---------------------|---------------------|
| <u>PARKING</u>                    |                     |                     |                     |                     |
| Personnel Services                | \$ 1,292,823        | \$ 1,773,463        | \$ 1,153,626        | \$ 1,659,037        |
| Employee Benefits                 | 648,166             | 867,546             | 583,656             | 734,469             |
| Utilities & Communications        | 278,592             | 275,495             | 384,553             | 368,495             |
| Purchased Services                | 84,515              | 152,500             | 109,870             | 146,856             |
| Materials & Supplies              | 377,409             | 803,099             | 605,492             | 846,555             |
| Office                            | 16,139              | 601,984             | 719,566             | 771,239             |
| Administration                    | 362,365             | -                   | -                   | -                   |
| Noncapital Equipment & Facilities | 61,809              | -                   | 21,751              | -                   |
|                                   | <u>\$ 3,121,818</u> | <u>\$ 4,474,087</u> | <u>\$ 3,578,514</u> | <u>\$ 4,526,651</u> |
| <u>LANDSIDE</u>                   |                     |                     |                     |                     |
| Personnel Services                | \$ -                | \$ -                | \$ -                | \$ -                |
| Employee Benefits                 | -                   | -                   | -                   | -                   |
| Utilities & Communications        | 281,201             | 300,755             | 395,971             | 300,755             |
| Purchased Services                | 58,871              | 68,502              | 75,297              | 68,502              |
| Materials & Supplies              | 1,071,890           | 867,825             | 1,219,400           | 1,052,704           |
| Office                            | 641                 | 40,250              | 274                 | 40,400              |
| Administration                    | 38,312              | -                   | -                   | -                   |
| Noncapital Equipment & Facilities | 16,895              | -                   | -                   | -                   |
|                                   | <u>\$ 1,467,810</u> | <u>\$ 1,277,332</u> | <u>\$ 1,690,942</u> | <u>\$ 1,462,361</u> |
| <u>ARFF</u>                       |                     |                     |                     |                     |
| Personnel Services                | \$ 1,346,881        | \$ 1,298,664        | \$ 2,214,803        | \$ 1,650,123        |
| Employee Benefits                 | 570,251             | 661,725             | 720,132             | 749,783             |
| Utilities & Communications        | 19,042              | 31,365              | 32,210              | 31,365              |
| Purchased Services                | 6,639               | 7,000               | 14,115              | 10,500              |
| Materials & Supplies              | 116,525             | 178,405             | 155,260             | 267,343             |
| Office                            | 8,064               | 63,715              | 37,081              | 167,462             |
| Administration                    | 63,056              | -                   | -                   | -                   |
| Noncapital Equipment & Facilities | 108,225             | 30,000              | -                   | 199,500             |
|                                   | <u>\$2,238,683</u>  | <u>\$2,270,874</u>  | <u>\$3,173,601</u>  | <u>\$3,076,076</u>  |

SUMMARY of EXPENSES by COST CENTER

|                                   | Audited<br>2021 | Budget<br>2022 | Projected<br>2022 | Proposed<br>2023 |
|-----------------------------------|-----------------|----------------|-------------------|------------------|
| <u>OPERATIONS</u>                 |                 |                |                   |                  |
| Personnel Services                | \$ 672,998      | \$ 835,112     | \$ 738,121        | \$ 932,683       |
| Employee Benefits                 | 302,560         | 431,108        | 343,716           | 424,470          |
| Utilities & Communications        | 58,532          | 75,365         | 50,329            | 75,365           |
| Purchased Services                | -               | -              | -                 | -                |
| Materials & Supplies              | -               | -              | -                 | -                |
| Office                            | 12,773          | 47,115         | 22,407            | 93,590           |
| Administration                    | 9,499           | -              | -                 | -                |
| Noncapital Equipment & Facilities | 109,845         | 49,000         | -                 | -                |
|                                   | \$ 1,166,207    | \$ 1,437,700   | \$ 1,154,573      | \$ 1,526,108     |
| <u>SECURITY</u>                   |                 |                |                   |                  |
| Personnel Services                | \$ 142,276      | \$ 195,529     | \$ 130,107        | \$ 189,090       |
| Employee Benefits                 | 75,820          | 121,351        | 80,452            | 126,118          |
| Utilities & Communications        | 3,333           | 4,100          | 4,049             | 4,100            |
| Purchased Services                | 2,097,571       | 2,091,868      | 2,091,868         | 2,890,541        |
| Materials & Supplies              | 182,209         | 181,500        | 203,605           | 258,500          |
| Office                            | 26,284          | 31,125         | 36,669            | 53,139           |
| Administration                    | 3,173           | -              | -                 | -                |
| Noncapital Equipment & Facilities | 26,520          | -              | 15,696            | -                |
|                                   | \$2,557,186     | \$2,625,473    | \$2,562,446       | \$3,521,488      |
| <u>VEHICLE/EQUIPMENT</u>          |                 |                |                   |                  |
| Personnel Services                | \$ 546,764      | \$ 609,447     | \$ 559,743        | \$ 718,028       |
| Employee Benefits                 | 314,265         | 368,352        | 308,577           | 360,746          |
| Utilities & Communications        | 13,931          | 20,035         | 26,892            | 20,035           |
| Purchased Services                | 73,405          | 75,000         | 71,572            | 78,729           |
| Materials & Supplies              | 346,740         | 438,890        | 473,982           | 531,130          |
| Office                            | 458             | 14,954         | 3,960             | 24,176           |
| Administration                    | 165             | -              | -                 | -                |
| Noncapital Equipment & Facilities | 41,310          | 480,000        | 140,864           | 164,000          |
|                                   | \$ 1,337,038    | \$ 2,006,678   | \$ 1,585,590      | \$ 1,896,844     |

SUMMARY of EXPENSES by COST CENTER

FBO COMMERCIAL

|                                   |                     |                     |                     |                     |
|-----------------------------------|---------------------|---------------------|---------------------|---------------------|
| Personnel Services                | \$ 477,761          | \$ 495,957          | \$ 510,525          | \$ 674,789          |
| Employee Benefits                 | 146,284             | 147,957             | 159,661             | 255,695             |
| Utilities & Communications        | 17,057              | 17,957              | 21,784              | 17,957              |
| Purchased Services                | 60,823              | 55,900              | 77,055              | 103,333             |
| Materials & Supplies              | 905,229             | 1,891,994           | 1,720,704           | 2,377,693           |
| Office                            | -                   | -                   | -                   | -                   |
| Administration                    | -                   | -                   | -                   | -                   |
| Noncapital Equipment & Facilities | -                   | -                   | -                   | -                   |
|                                   | <u>\$ 1,607,154</u> | <u>\$ 2,609,765</u> | <u>\$ 2,489,729</u> | <u>\$ 3,429,467</u> |

FBO GENERAL AVIATION AND FACILITIES

|                                   |                     |                     |                     |                     |
|-----------------------------------|---------------------|---------------------|---------------------|---------------------|
| Personnel Services                | \$ 656,857          | \$ 800,479          | \$ 765,267          | \$ 1,037,466        |
| Employee Benefits                 | 265,292             | 270,829             | 237,584             | 350,504             |
| Utilities & Communications        | 62,027              | 60,195              | 99,380              | 62,710              |
| Purchased Services                | 129,630             | 120,150             | 140,065             | 120,150             |
| Materials & Supplies              | 3,820,577           | 3,852,597           | 4,753,809           | 4,104,737           |
| Office                            | 11,802              | 112,500             | 362,222             | 114,700             |
| Administration                    | 144,771             | -                   | -                   | -                   |
| Noncapital Equipment & Facilities | -                   | -                   | 38,718              | 97,018              |
|                                   | <u>\$ 5,090,956</u> | <u>\$ 5,216,750</u> | <u>\$ 6,397,045</u> | <u>\$ 5,887,285</u> |

SUMMARY of EXPENSES by COST CENTER

|  | Audited<br>2021          | Budget<br>2022           | Projected<br>2022        | Proposed<br>2023         |
|--|--------------------------|--------------------------|--------------------------|--------------------------|
| <u>FBO ADMINISTRATION</u>                |                          |                          |                          |                          |
| Personnel Services                       | \$ 223,650               | \$ 226,104               | \$ 259,804               | \$ 243,784               |
| Employee Benefits                        | 85,819                   | 71,945                   | 65,163                   | 105,186                  |
| Utilities & Communications               | 405                      | 720                      | 1,586                    | 720                      |
| Purchased Services                       | 441,794                  | 397,684                  | 292,240                  | 397,684                  |
| Materials & Supplies                     | -                        | -                        | -                        | -                        |
| Office                                   | 33,264                   | 44,155                   | 29,781                   | 47,269                   |
| Administration                           | 1,953                    | -                        | -                        | -                        |
| Noncapital Equipment & Facilities        | -                        | -                        | -                        | -                        |
|  | \$ 786,885               | \$ 740,608               | \$ 648,574               | \$ 794,643               |
| <u>AIRPORT MANAGEMENT ADMINISTRATION</u> |                          |                          |                          |                          |
| Personnel Services                       | \$ 295,192               | \$ 354,584               | \$ 326,273               | \$ 666,406               |
| Employee Benefits                        | 525,354                  | 161,537                  | 98,174                   | 248,866                  |
| Utilities & Communications               | -                        | 720                      | -                        | 720                      |
| Purchased Services                       | 466,374                  | 432,254                  | 430,270                  | 432,254                  |
| Materials & Supplies                     | -                        | -                        | -                        | -                        |
| Office                                   | 40,738                   | 72,595                   | 61,285                   | 64,795                   |
| Administration                           | 9,844                    | 500,000                  | -                        | 200,000                  |
| Noncapital Equipment & Facilities        | -                        | -                        | -                        | -                        |
|  | \$ 1,337,502             | \$ 1,521,690             | \$ 916,002               | \$ 1,613,041             |
| <u>AIRPORT AUTHORITY ADMINISTRATION</u>  |                          |                          |                          |                          |
| Personnel Services                       | \$ 2,116,818             | \$ 2,141,183             | \$ 2,203,487             | \$ 2,220,216             |
| Employee Benefits                        | 952,562                  | 1,377,284                | 1,508,438                | 1,554,160                |
| Utilities & Communications               | 83,607                   | 138,779                  | 91,124                   | 164,731                  |
| Purchased Services                       | 1,067,485                | 1,365,750                | 1,056,309                | 1,513,926                |
| Materials & Supplies                     | 9,144                    | 7,500                    | 12,046                   | 7,500                    |
| Office                                   | 369,304                  | 539,982                  | 663,091                  | 727,349                  |
| Administration                           | 223,116                  | -                        | -                        | -                        |
| Noncapital Equipment & Facilities        | 121,075                  | 400,000                  | -                        | 200,000                  |
|  | \$ 4,943,111             | \$ 5,970,478             | \$ 5,534,495             | \$ 6,387,882             |
| <br><b>TOTAL EXPENSES</b>                | <br><b>\$ 34,060,350</b> | <br><b>\$ 40,287,143</b> | <br><b>\$ 39,571,337</b> | <br><b>\$ 45,431,021</b> |

ALLOCATION of INDIRECT COST CENTERS

|                          | Audited<br>2021     | Budget<br>2022      | Projected<br>2022   | Proposed<br>2023    |
|--------------------------|---------------------|---------------------|---------------------|---------------------|
| <b>ARFF</b>              |                     |                     |                     |                     |
| Airfield                 | \$ 335,802          | \$ 340,631          | \$ 476,040          | \$ 461,411          |
| Terminal                 | 1,074,568           | 1,090,020           | 1,523,328           | 1,476,516           |
| Loading Bridges          | 22,387              | 22,709              | 31,736              | 30,761              |
| Landside                 | 537,284             | 545,010             | 761,664             | 738,258             |
| Parking                  | 134,321             | 136,252             | 190,416             | 184,565             |
| FBO Commercial           | 67,160              | 68,126              | 95,208              | 92,282              |
| FBO GA & Facilities      | 67,160              | 68,126              | 95,208              | 92,282              |
| <b>Total Allocated</b>   | <b>\$ 2,238,683</b> | <b>\$ 2,270,874</b> | <b>\$ 3,173,601</b> | <b>\$ 3,076,076</b> |
| <b>OPERATIONS</b>        |                     |                     |                     |                     |
| Airfield                 | \$ 466,483          | \$ 575,080          | \$ 461,829          | \$ 610,443          |
| Terminal                 | 349,862             | 431,310             | 346,372             | 457,832             |
| Loading Bridges          | 58,310              | 71,885              | 57,729              | 76,305              |
| Landside                 | 116,621             | 143,770             | 115,457             | 152,611             |
| Parking                  | 58,310              | 71,885              | 57,729              | 76,305              |
| FBO Commercial           | 58,310              | 71,885              | 57,729              | 76,305              |
| FBO GA & Facilities      | 58,310              | 71,885              | 57,729              | 76,305              |
| <b>Total Allocated</b>   | <b>\$ 1,166,207</b> | <b>\$ 1,437,700</b> | <b>\$ 1,154,573</b> | <b>\$ 1,526,108</b> |
| <b>SECURITY</b>          |                     |                     |                     |                     |
| Airfield                 | \$ 383,578          | \$ 393,821          | \$ 384,367          | \$ 528,223          |
| Terminal                 | 1,278,593           | 1,312,737           | 1,281,223           | 1,760,744           |
| Loading Bridges          | 76,716              | 78,764              | 76,873              | 105,645             |
| Landside                 | 255,719             | 262,547             | 256,245             | 352,149             |
| Parking                  | 511,437             | 525,095             | 512,489             | 704,298             |
| FBO Commercial           | 25,572              | 26,255              | 25,624              | 35,215              |
| FBO GA & Facilities      | 25,572              | 26,255              | 25,624              | 35,215              |
| <b>Total Allocated</b>   | <b>\$ 2,557,186</b> | <b>\$ 2,625,473</b> | <b>\$ 2,562,446</b> | <b>\$ 3,521,488</b> |
| <b>VEHICLE/EQUIPMENT</b> |                     |                     |                     |                     |
| Airfield                 | \$ 467,963          | \$ 702,337          | \$ 554,957          | \$ 663,895          |
| Terminal                 | 66,852              | 100,334             | 79,280              | 94,842              |
| Loading Bridges          | -                   | -                   | -                   | -                   |
| Landside                 | 494,704             | 742,471             | 586,668             | 701,832             |
| Parking                  | 200,556             | 301,002             | 237,839             | 284,527             |
| FBO Commercial           | 66,852              | 100,334             | 79,280              | 94,842              |
| FBO GA & Facilities      | 40,111              | 60,200              | 47,568              | 56,905              |
| <b>Total Allocated</b>   | <b>\$ 1,337,038</b> | <b>\$ 2,006,678</b> | <b>\$ 1,585,590</b> | <b>\$ 1,896,844</b> |

ALLOCATION of INDIRECT COST CENTERS, continued Page 2 of 3

|   | Audited<br>2021      | Budget<br>2022       | Projected<br>2022    | Proposed<br>2023     |
|---|----------------------|----------------------|----------------------|----------------------|
| <b>Subtotal Allocation before Admin Departments</b> |                      |                      |                      |                      |
| Airfield  | \$ 4,304,743         | \$ 5,636,179         | \$ 5,612,511         | \$ 6,123,590         |
| Terminal  | 8,241,984            | 9,121,386            | 8,929,253            | 10,828,693           |
| Loading Bridges                                     | 440,387              | 497,770              | 571,796              | 623,512              |
| Landside  | 2,872,137            | 2,971,130            | 3,410,976            | 3,407,211            |
| Parking   | 4,026,442            | 5,508,321            | 4,576,986            | 5,776,345            |
| FBO Commercial                                      | 1,825,049            | 2,876,365            | 2,747,570            | 3,728,112            |
| FBO GA & Facilities                                 | 5,282,110            | 5,443,216            | 6,623,174            | 6,147,993            |
| <b>Total Allocated</b>                              | <b>\$ 26,992,852</b> | <b>\$ 32,054,367</b> | <b>\$ 32,472,266</b> | <b>\$ 36,635,455</b> |
| <b>Airport Management Administration</b>            |                      |                      |                      |                      |
| Airfield  | \$ 254,332           | \$ 320,367           | \$ 191,942           | \$ 320,990           |
| Terminal  | 486,951              | 518,471              | 305,371              | 567,625              |
| Loading Bridges                                     | 26,019               | 28,294               | 19,555               | 32,684               |
| Landside  | 169,691              | 168,883              | 116,652              | 178,601              |
| Parking   | 237,889              | 313,100              | 156,528              | 302,788              |
| FBO Commercial                                      | 68,797               | 71,586               | 45,078               | 91,477               |
| FBO GA & Facilities                                 | 93,823               | 100,990              | 80,875               | 118,877              |
| <b>Total Allocated</b>                              | <b>\$ 1,337,502</b>  | <b>\$ 1,521,690</b>  | <b>\$ 916,002</b>    | <b>\$ 1,613,041</b>  |
| <b>FBO Administration</b>                           |                      |                      |                      |                      |
| Airfield  | \$ -                 | \$ -                 | \$ -                 | \$ -                 |
| Terminal  | -                    | -                    | -                    | -                    |
| Loading Bridges                                     | -                    | -                    | -                    | -                    |
| Landside  | -                    | -                    | -                    | -                    |
| Parking   | -                    | -                    | -                    | -                    |
| FBO Commercial                                      | 332,895              | 307,212              | 232,122              | 345,569              |
| FBO GA & Facilities                                 | 453,990              | 433,396              | 416,452              | 449,074              |
| <b>Total Allocated</b>                              | <b>\$ 786,885</b>    | <b>\$ 740,608</b>    | <b>\$ 648,574</b>    | <b>\$ 794,643</b>    |
| <b>Airport Authority Administration</b>             |                      |                      |                      |                      |
| Airfield  | \$ 910,085           | \$ 1,224,923         | \$ 1,133,184         | \$ 1,240,723         |
| Terminal  | 1,742,474            | 1,982,370            | 1,802,845            | 2,194,042            |
| Loading Bridges                                     | 93,104               | 108,181              | 115,447              | 126,332              |
| Landside  | 607,211              | 645,722              | 688,687              | 690,348              |
| Parking   | 851,248              | 1,197,135            | 924,108              | 1,170,367            |
| FBO Commercial                                      | 312,633              | 336,887              | 311,450              | 420,118              |
| FBO GA & Facilities                                 | 426,357              | 475,259              | 558,773              | 545,952              |
| <b>Total Allocated</b>                              | <b>\$ 4,943,111</b>  | <b>\$ 5,970,478</b>  | <b>\$ 5,534,495</b>  | <b>\$ 6,387,882</b>  |

## ALLOCATION of INDIRECT COST CENTERS, continued Page 3 of 3

|  | Audited<br>2021      | Budget<br>2022       | Projected<br>2022    | Proposed<br>2023     |
|--|----------------------|----------------------|----------------------|----------------------|
| <b>TOTAL INDIRECT ALLOCATIONS</b>                              |                      |                      |                      |                      |
| Airfield   | \$ 2,818,243         | \$ 3,557,160         | \$ 3,202,319         | \$ 3,825,686         |
| Terminal   | 4,999,300            | 5,435,241            | 5,338,419            | 6,551,602            |
| Loading Bridges  | 276,536              | 309,833              | 301,340              | 371,726              |
| Landside   | 2,181,229            | 2,508,403            | 2,525,374            | 2,813,799            |
| Parking  | 1,993,761            | 2,544,469            | 2,079,109            | 2,722,849            |
| FBO Commercial   | 932,220              | 982,285              | 846,491              | 1,155,809            |
| FBO GA & Facilities  | 1,165,323            | 1,236,112            | 1,282,229            | 1,374,611            |
| <b>Total Allocated</b>   | <b>\$ 14,366,612</b> | <b>\$ 16,573,501</b> | <b>\$ 15,575,281</b> | <b>\$ 18,816,082</b> |
| <hr/>  |                      |                      |                      |                      |
| <b>TOTAL DIRECT &amp; INDIRECT<br/>EXPENSES BY COST CENTER</b> |                      |                      |                      |                      |
| Airfield   | \$ 5,469,160         | \$ 7,181,470         | \$ 6,937,637         | \$ 7,685,303         |
| Terminal   | 10,471,409           | 11,622,227           | 11,037,469           | 13,590,360           |
| Loading Bridges  | 559,510              | 634,245              | 706,798              | 782,527              |
| Landside   | 3,649,039            | 3,785,735            | 4,216,316            | 4,276,160            |
| Parking  | 5,115,579            | 7,018,556            | 5,657,623            | 7,249,500            |
| FBO Commercial   | 2,539,374            | 3,592,050            | 3,336,220            | 4,585,276            |
| FBO GA & Facilities  | 6,256,279            | 6,452,862            | 7,679,274            | 7,261,896            |
| <b>Total Allocated</b>   | <b>\$ 34,060,350</b> | <b>\$ 40,287,143</b> | <b>\$ 39,571,337</b> | <b>\$ 45,431,021</b> |



## DEBT SERVICE SUMMARY

|   | Audited<br>2021     | Budget<br>2022      | Projected<br>2022   | Proposed<br>2023    |
|---|---------------------|---------------------|---------------------|---------------------|
| <b>Airport Revenue Bonds:</b>                           |                     |                     |                     |                     |
| 2017 A Refunding Bonds                                  | \$ 1,667,876        | 1,069,689           | 1,069,689           | 1,113,625           |
| 2017 B Refunding Bonds                                  | 400,025             | 397,775             | 397,775             | 400,025             |
| 2018 A Revenue Bonds                                    | 738,500             | 738,500             | 738,500             | 738,500             |
| 2018 B Revenue Bonds                                    | 733,250             | 734,500             | 734,500             | 734,750             |
| 2019 A Revenue Bonds                                    | 556,150             | 554,550             | 554,550             | 552,750             |
| 2020 A Revenue Refunding Bonds Debt Service             | 564,500             | 572,250             | 572,250             | 568,750             |
| 2020 B Revenue Refunding Bonds Debt Service             | 5,951,000           | 5,954,000           | 5,954,000           | 5,955,750           |
| Less: PFC's Applied to 2020B Revenue Bonds              | (3,494,931)         | (3,640,402)         | (3,640,402)         | (3,641,472)         |
| <b>TOTAL DEBT SERVICE</b>                               | <b>\$7,116,370</b>  | <b>\$6,380,862</b>  | <b>\$6,380,862</b>  | <b>\$6,422,678</b>  |
| <b>Allocation of Total Debt Service to Cost Centers</b> |                     |                     |                     |                     |
| Airfield  | \$ 684,760          | \$ 520,592          | \$ 520,592          | \$ 530,995          |
| FBO   | 708,994             | 562,313             | 562,313             | 571,435             |
| ARFF  | 18,578              | 18,371              | 18,371              | 19,060              |
| Terminal  | 1,927,046           | 1,779,815           | 1,779,815           | 1,784,242           |
| Loading Bridges   | 49,121              | 46,272              | 46,272              | 46,286              |
| Landside and Other                                      | 3,727,871           | 3,453,499           | 3,453,499           | 3,470,660           |
| <b>TOTAL ALLOCATION</b>                                 | <b>\$ 7,116,370</b> | <b>\$ 6,380,862</b> | <b>\$ 6,380,862</b> | <b>\$ 6,422,678</b> |

## CALCULATION OF PFC REVENUES

|  | Audited<br>2021 | Budget<br>2022 | Projected<br>2022 | Proposed<br>2023 |
|--|-----------------|----------------|-------------------|------------------|
| <b>ENPLANEMENTS</b>                          | 976,037         | 1,200,000      | 1,200,000         | 1,425,000        |
| PFC's charged                                | \$4.50          | \$4.50         | \$4.50            | \$4.50           |
| LESS: Carrier Compensation                   | (0.11)          | (0.11)         | (0.11)            | (0.11)           |
| Net PFC Revenue                              | \$4.39          | \$4.39         | \$4.39            | \$4.39           |
| % of PFC's collected on Enplanements         | 85.0%           | 87.0%          | 87.0%             | 87.0%            |
| PFC's Available for Debt Service             | \$3,642,235     | \$4,583,160    | \$4,583,160       | \$5,442,503      |
| LESS: Applied Pay-As-You-Go                  | 0               | 0              | 0                 | 0                |
| PFC's Available for Debt Service             | \$3,642,235     | \$4,583,160    | \$4,583,160       | \$5,442,503      |
| <b>PFC DEBT SERVICE FUND ACTIVITY</b>        |                 |                |                   |                  |
| BEGINNING BALANCE                            | \$9,294,518     | \$8,289,831    | \$8,289,831       | \$9,246,963      |
| PLUS: Deposit of PFC's                       | 3,642,235       | 4,583,160      | 4,583,160         | 5,442,503        |
| PLUS: Interest Earnings on PFC's             | 14,375          | 14,375         | 14,375            | 14,375           |
| LESS: Applied Towards Pay as you go Projects | (1,166,366)     |                |                   |                  |
| LESS: Applied Towards 2020B Debt Service     | (3,494,931)     | (3,640,402)    | (3,640,402)       | (3,641,472)      |
| ENDING BALANCE                               | \$8,289,831     | \$9,246,963    | \$9,246,963       | \$11,062,369     |
| <b>PFC's APPLIED TO DEBT SERVICE</b>         |                 |                |                   |                  |
|  | \$ 3,494,931    | \$ 3,638,568   | \$ 3,640,402      | \$ 3,641,472     |
| Allocation of PFC's to Cost Centers          |                 |                |                   |                  |
| Airfield                                     | \$ 437,921      | \$ 456,148     | \$ 456,148        | \$ 456,283       |
| Terminal                                     | 2,540,353       | 2,646,091      | 2,646,091         | 2,646,869        |
| Loading Bridges                              | 69,899          | 72,808         | 72,808            | 72,829           |
| Landside                                     | 446,759         | 465,354        | 465,354           | 465,491          |
| Total  | \$ 3,494,931    | \$ 3,640,402   | \$ 3,640,402      | \$ 3,641,472     |

LANDING FEES

|  | Audited<br>2021     | Budget<br>2022     | Projected<br>2022   | Proposed<br>2023    |
|--|---------------------|--------------------|---------------------|---------------------|
| <b>Airfield:</b>                                       |                     |                    |                     |                     |
| Direct O&M Expenses                                    | \$2,650,917         | \$3,624,310        | \$3,735,318         | \$3,859,616         |
| Indirect O&M Expenses                                  | 2,818,243           | 3,557,160          | 3,202,319           | 3,825,686           |
| O&M Reserve Requirement                                | (49,412)            | 93,669             | 92,125              | 145,027             |
| <b>FBO:</b>  |                     |                    |                     |                     |
| Commercial Direct O&M Expenses                         | 946,548             | 992,811            | 1,060,282           | 1,446,489           |
| Commercial Indirect O&M Expenses                       | 932,220             | 982,285            | 846,491             | 1,155,809           |
| Commercial O&M Reserve Requirement                     | (15,233)            | 25,761             | 25,320              | 49,107              |
| <b>Airfield Capital Charges:</b>                       |                     |                    |                     |                     |
| 2010A Revenue Bond Debt Service                        | -                   | -                  | -                   | -                   |
| 2017 A Refunding Revenue Bonds Debt Service            | 396,658             | 250,352            | 250,352             | 260,676             |
| 2017 B Refunding Revenue Bonds Debt Service            | -                   | -                  | -                   | -                   |
| 2020 B Revenue Refunding Bonds Debt Service            | 726,022             | 726,388            | 726,388             | 726,602             |
| LESS: Applicable Approved PFC Revenues                 | (437,921)           | (456,148)          | (456,148)           | (456,283)           |
| Airfield Amortization Requirements                     | -                   | -                  | -                   | -                   |
| FBO Commercial Capital Charges                         | -                   | -                  | -                   | -                   |
| Airfield Capital Charge Coverage                       | -                   | -                  | -                   | -                   |
| FBO Commercial Capital Charge Coverage                 | -                   | -                  | -                   | -                   |
| Airfield Debt Service Reserve Requirement              | -                   | -                  | -                   | -                   |
| FBO Commercial Debt Service Reserve Requirement        | -                   | -                  | -                   | -                   |
| Airfield Extraordinary Coverage Protection             | -                   | -                  | -                   | -                   |
| <b>FBO Commercial Revenues Credit:</b>                 |                     |                    |                     |                     |
| Into Plane   | (463,025)           | (514,260)          | (716,100)           | (540,000)           |
| Fuel Farm Throughput Fee                               | (432,502)           | (720,900)          | (866,325)           | (691,500)           |
| Avgas Fuel Sales Commercial                            | (21,824)            | (21,000)           | (18,072)            | (21,000)            |
| LESS: Cost of Sales, Avgas                             | 18,111              | 17,000             | 14,415              | 15,000              |
| Deicing - Commercial                                   | (994,122)           | (1,753,022)        | (1,706,345)         | (2,063,050)         |
| LESS: Cost of Sales, Deicing                           | 480,103             | 1,429,954          | 1,185,062           | 1,847,978           |
| General Aviation Landing Fees                          | (261,884)           | (225,000)          | (301,114)           | (300,000)           |
| General Aviation Parking Fees                          | (186,399)           | (170,000)          | (507,573)           | (507,572)           |
| <b>Total LANDING FEE REQUIREMENT</b>                   | <b>\$ 6,106,501</b> | <b>\$7,839,359</b> | <b>\$ 6,566,395</b> | <b>\$8,752,586</b>  |
| <br>   |                     |                    |                     |                     |
| Total Landed Weight (000-lbs)                          | 1,286,020           | 1,512,000          | 1,512,000           | 1,512,000           |
| <br>   |                     |                    |                     |                     |
| COMPENSATORY LANDING FEE RATE                          | \$ 4.75             | \$ 5.18            | \$ 4.34             | \$ 5.79             |
| <br>   |                     |                    |                     |                     |
| LESS: Interest Earning Credit Allocated to Airfield    | \$ 1,431            | \$35,529           | \$1,609             | \$59,460            |
| LESS: Glycol disposal Fee                              | 239,623             | 301,436            | \$296,258           | \$301,436           |
| LESS: Aircraft Aprons Fee Credit (Per Table 6)         | 610,650             | 783,936            | 656,640             | 875,259             |
| LESS: Airfield Tenant Maintenance                      | 42,186              | 30,000             | 82,267              | 30,000              |
| LESS: Non-signatory Airline Landing Fee Credit         | 61,389              | 53,280             | 55,560              | 62,760              |
| LESS: Cares Act  | 1,152,963           | 1,338,748          | -                   | 1,158,340           |
| <b>NET LANDING FEE REQUIREMENT</b>                     | <b>\$ 3,998,259</b> | <b>\$5,296,430</b> | <b>\$ 5,474,062</b> | <b>\$ 6,265,331</b> |
| <br>   |                     |                    |                     |                     |
| Signatory Commercial & Cargo Carrier Landed Wt (000-ll | 1,270,070           | 1,500,000          | 1,500,000           | 1,500,000           |
| <br>   |                     |                    |                     |                     |
| Signatory Landing Fee Rate                             | \$ 3.15             | \$ 3.53            | \$ 3.65             | \$ 4.18             |
| <br>   |                     |                    |                     |                     |
| SIGNATORY AIRLINE LANDING FEE REVENUE                  | \$3,441,526         | \$4,712,550        | \$4,872,750         | \$5,580,300         |
| NON-SIGNATORY PASSENGER LANDING FEE REVE               | 13,483              | -                  | -                   | -                   |
| <b>TOTAL AIRLINE LANDING FEE REVENUE</b>               | <b>\$3,455,009</b>  | <b>\$4,712,550</b> | <b>\$4,872,750</b>  | <b>\$5,580,300</b>  |
| <br>   |                     |                    |                     |                     |
| SIGNATORY CARGO LANDING FEE REVENUE                    | \$559,194           | \$582,450          | \$602,250           | \$689,700           |
| NON-SIGNATORY CARGO LANDING FEE REVENUE                | 47,906              | 53,280             | 55,560              | 62,760              |
| <b>TOTAL CARGO LANDING FEE REVENUE</b>                 | <b>\$607,100</b>    | <b>\$635,730</b>   | <b>\$657,810</b>    | <b>\$752,460</b>    |

AIRCRAFT APRON FEES

|                                | Audited<br>2021 | Budget<br>2022 | Projected<br>2022 | Proposed<br>2023 |
|--------------------------------|-----------------|----------------|-------------------|------------------|
| TOTAL AIRFIELD REQUIREMENT     | \$6,106,501     | \$7,839,359    | \$6,566,395       | \$8,752,586      |
| 10% of AIRFIELD REQUIREMENT    | \$610,650       | \$783,936      | \$656,640         | \$875,259        |
| TOTAL APRON SQUARE FEET        | 530,370         | 530,372        | 530,372           | 530,372          |
| AIRCRAFT APRON FEE (PER SQ FT) | \$1.15          | \$1.48         | \$1.24            | \$1.65           |

TERMINAL FEES

|   | Audited<br>2021      | Budget<br>2022       | Projected<br>2022    | Proposed<br>2023     |
|---|----------------------|----------------------|----------------------|----------------------|
| Terminal Direct O&M Expenses                              | \$ 5,472,109         | \$ 6,186,986         | \$ 5,699,050         | \$ 7,038,758         |
| Terminal Indirect O&M Expenses                            | 4,999,300            | 5,435,241            | 5,338,419            | 6,551,602            |
| Terminal O&M Reserve Requirement                          | (81,903)             | 151,590              | 146,567              | 256,459              |
| Terminal Capital Charges:                                 |                      |                      |                      |                      |
| 2010A Revenue Bond Debt Service                           | -                    | -                    | -                    | -                    |
| 2017 A Refunding Revenue Bonds Debt Service               | 141,133              | 97,150               | 97,150               | 101,072              |
| 2017 B Refunding Revenue Bonds Debt Service               | -                    | -                    | -                    | -                    |
| 2018 A Revenue Bonds Debt Service                         | 6,647                | 6,647                | 6,647                | 6,647                |
| 2018 B Revenue Bonds Debt Service                         | 261,037              | 261,482              | 261,482              | 261,571              |
| 2020 B Revenue Refunding Bonds Debt Service               | 4,058,582            | 4,060,628            | 4,060,628            | 4,061,822            |
| LESS: Applicable PFC Revenues                             | (2,540,353)          | (2,646,091)          | (2,646,091)          | (2,646,869)          |
| Terminal Amortization Requirements                        | -                    | -                    | -                    | -                    |
| Terminal Capital Charge Coverage                          | -                    | -                    | -                    | -                    |
| Terminal Debt Service Reserve Requirement                 | -                    | -                    | -                    | -                    |
| TERMINAL Extraordinary Coverage Protection                | -                    | -                    | -                    | -                    |
| TOTAL REQUIREMENT   | <u>\$ 12,316,552</u> | <u>\$ 13,553,632</u> | <u>\$ 12,963,851</u> | <u>\$ 15,631,061</u> |
| Rentable Terminal Space                                   | 135,985              | 135,985              | 135,985              | 135,985              |
| COMPENSATORY TERMINAL RENTAL RATE                         | \$ 90.57             | \$ 99.67             | \$ 95.33             | \$ 114.95            |
| LESS: Interest Earning Credit allocated to Terminal       | \$ 6,256             | \$ 140,268           | \$ 7,106             | \$ 262,607           |
| LESS: Non-airline Terminal Space Rentals - Flat Rate      | 82,798               | 94,951               | -                    | 110,449              |
| LESS: Non-airline Terminal Space Rentals - Signatory Rate | 42,346               | 44,784               | 41,539               | 46,363               |
| LESS: Non-airline Terminal Space Rentals - Calculated Rat | 239,314              | 130,190              | 169,975              | 159,663              |
| LESS: TSA Space Rental                                    | 448,828              | 458,060              | 836,234              | 565,585              |
| LESS: TSA (LEO) Reimbursement                             | 126,921              | 136,800              | 136,800              | 138,700              |
| LESS: Utility Reimbursements                              | 25,486               | 24,000               | 32,777               | 24,000               |
| LESS: Terminal Tenant Maintenance Reimbursements          | 5,089                | 20,559               | -                    | 20,559               |
| LESS: Cares Act   | 1,572,567            | 1,841,830            | -                    | 1,510,037            |
| NET TERMINAL REQUIREMENT                                  | <u>\$ 9,766,947</u>  | <u>\$ 10,662,190</u> | <u>\$ 11,739,419</u> | <u>\$ 12,793,098</u> |
| Rentable Terminal Space                                   | 135,985              | 135,985              | 135,985              | 135,985              |
| SIGNATORY TERMINAL RENTAL RATE                            | \$ 71.82             | \$ 78.41             | \$ 86.33             | \$ 94.08             |
| Signatory Airline Terminal Rental Space                   | 53,402               | 53,401               | 53,401               | 51,626               |
| SIGNATORY AIRLINE RENTAL REVENUE                          | <u>\$ 3,835,332</u>  | <u>\$ 4,187,172</u>  | <u>\$ 4,610,108</u>  | <u>\$ 4,856,974</u>  |
| MONTH TO MONTH AIRLINE REVENUE                            | 74,602               | 0                    | 0                    | 0                    |
| TOTAL AIRLINE RENTAL REVENUE                              | <u>\$ 3,909,933</u>  | <u>\$ 4,187,172</u>  | <u>\$ 4,610,108</u>  | <u>\$ 4,856,974</u>  |
| Baggage Claim Room Square Footage                         | 17,784               | 17,784               | 17,784               | 17,784               |
| BAGGAGE CLAIM ROOM REVENUE                                | <u>\$ 1,277,247</u>  | <u>\$ 1,394,443</u>  | <u>\$ 1,535,293</u>  | <u>\$ 1,673,119</u>  |
| NONSIGNATORY AIRLINE RENTAL REVENUE                       | \$ -                 | \$ 9,000             | \$ 9,000             | \$ -                 |
| AIRLINE RENTAL REVENUE                                    | <u>\$ 5,187,180</u>  | <u>\$ 5,590,616</u>  | <u>\$ 6,154,401</u>  | <u>\$ 6,530,093</u>  |

PASSENGER BOARDING BRIDGE FEES

|  | Audited<br>2021   | Budget<br>2022    | Projected<br>2022 | Proposed<br>2023  |
|--|-------------------|-------------------|-------------------|-------------------|
| <b>LOADING BRIDGE RENTALS</b>                              |                   |                   |                   |                   |
| Loading Bridge Direct O&M Expenses                         | \$ 282,974        | \$ 324,412        | \$ 405,458        | \$ 410,801        |
| Loading Bridge Indirect O&M Expenses                       | 276,536           | 309,833           | 301,340           | 371,726           |
| 2020 B Revenue Refunding Bonds Debt Service                | 119,020           | 119,080           | 119,080           | 119,115           |
| LESS: Applicable PFC Revenues                              | (69,899)          | (72,808)          | (72,808)          | (72,829)          |
| LESS: Interest Earning Credit Allocated to Loading Bridges | (167)             | (3,722)           | 191               | 7,049             |
| LESS: Cares Act  | (95,984)          | (108,590)         | -                 | (83,134)          |
| Loading Bridge O & M Reserve Requirement                   | (4,457)           | 8,273             | 9,386             | 14,767            |
| <b>TOTAL LOADING BRIDGE REQUIREMENT</b>                    | <b>\$ 508,023</b> | <b>\$ 576,478</b> | <b>\$ 762,647</b> | <b>\$ 767,495</b> |
| <br>   |                   |                   |                   |                   |
| NUMBER OF LOADING BRIDGES                                  | 14                | 14                | 14                | 14                |
| CHARGE PER LOADING BRIDGE                                  | \$ 36,287         | \$ 41,177         | \$ 54,475         | \$ 54,821         |
| <br>   |                   |                   |                   |                   |
| NUMBER OF LEASED LOADING BRIDGES                           | 14                | 14                | 14                | 13                |
| TOTAL LOADING BRIDGE REVENUE                               | \$ 508,023        | \$ 576,478        | \$ 762,647        | \$ 712,674        |

COST PER ENPLANEMENT

|   | Audited<br>2021      | Budget<br>2022       | Projected<br>2022    | Proposed<br>2023     |
|---|----------------------|----------------------|----------------------|----------------------|
| (Includes Settlement and Revenue Sharing Calculation) |                      |                      |                      |                      |
| <b>AIRPORT OPERATIONS:</b>                            |                      |                      |                      |                      |
| Airline Landing Fees                                  | \$ 3,455,009         | \$ 4,712,550         | \$ 4,872,750         | \$ 5,580,300         |
| Airline Space Rental                                  | 5,187,180            | 5,590,616            | 6,154,401            | 6,530,093            |
| Loading Bridge Rentals                                | 508,023              | 576,478              | 762,647              | 712,674              |
| Airline Apron Fee                                     | 610,650              | 783,336              | 656,640              | 875,259              |
| Airline Share of Revenue Sharing                      | (1,497,842)          | (1,570,560)          | (3,471,416)          | (3,317,931)          |
| Total Airport Operations                              | <u>\$ 8,263,020</u>  | <u>\$ 10,093,019</u> | <u>\$ 8,975,021</u>  | <u>\$ 10,380,394</u> |
| <b>FBO OPERATIONS:</b>                                |                      |                      |                      |                      |
| Avgas Fuel Sales Commercial                           | \$ 21,824            | \$ 21,000            | \$ 18,072            | \$ 21,000            |
| Deicing   | 994,122              | 1,753,022            | 1,706,345            | 2,063,050            |
| Into Plane & Fuel Farm                                | 895,527              | 1,235,160            | 1,582,425            | 1,231,500            |
| Total FBO Operations                                  | <u>\$ 1,911,473</u>  | <u>\$ 3,009,182</u>  | <u>\$ 3,306,842</u>  | <u>\$ 3,315,550</u>  |
| <b>TOTAL AIRLINES FEES &amp; CHARGES</b>              | <u>\$ 10,174,493</u> | <u>\$ 13,102,201</u> | <u>\$ 12,281,863</u> | <u>\$ 13,695,944</u> |
| <b>ENPLANEMENTS</b>                                   | 976,037              | 1,200,000            | 1,200,000            | 1,425,000            |
| <b>COST PER ENPLANEMENT</b>                           | \$ 8.49              | \$ 8.43              | \$ 7.49              | \$ 7.30              |
| <b>FBO OPERATIONS COST PER ENPLANEMENT</b>            | <u>\$ 1.94</u>       | <u>\$ 2.49</u>       | <u>\$ 2.74</u>       | <u>\$ 2.31</u>       |
| <b>TOTAL COMBINED COST PER ENPLANEMENT</b>            | <u>\$ 10.42</u>      | <u>\$ 10.92</u>      | <u>\$ 10.23</u>      | <u>\$ 9.61</u>       |

CALCULATION AND ALLOCATION OF FUNDS REMAINING

|  | Audited<br>2021 | Budget<br>2022 | Projected<br>2022 | Proposed<br>2023 |
|--|-----------------|----------------|-------------------|------------------|
| TOTAL REVENUES BEFORE REV SHARING            | \$47,191,499    | \$53,173,194   | \$56,957,826      | \$62,791,732     |
| TOTAL EXPENSES                               | 34,060,350      | 40,287,143     | 39,571,337        | 45,431,021       |
| NET REVENUES                                 | \$13,131,149    | \$12,886,051   | \$17,386,489      | \$17,360,711     |
| LESS:  |                 |                |                   |                  |
| Capital Charges:                             |                 |                |                   |                  |
| Less: Applicable Approved PFC Revenues       | (3,494,931)     | (3,640,402)    | (3,640,402)       | (3,641,472)      |
| 2017 A Revenue Refunding Bonds Debt Service  | 1,667,876       | 1,069,689      | 1,069,689         | 1,113,625        |
| 2017 B Revenue Refunding Bonds Debt Service  | 400,025         | 397,775        | 397,775           | 400,025          |
| 2018 A Revenue Bond                          | 738,500         | 738,500        | 738,500           | 738,500          |
| 2018 B Revenue Bonds Debt Service            | 733,250         | 734,500        | 734,500           | 734,750          |
| 2019 Revenue Bond                            | 556,150         | 554,550        | 554,550           | 552,750          |
| 2020 A Revenue Refunding Bonds Debt Service  | 564,500         | 572,250        | 572,250           | 568,750          |
| 2020 B Revenue Refunding Bonds Debt Service  | 5,951,000       | 5,954,000      | 5,954,000         | 5,955,750        |
| Capital Charge Coverage                      | -               | -              | 0                 | 0                |
| Debt Service Reserve Requirement             | -               | -              | 0                 | 0                |
| Capital Expenditures (Per Table 4)           | 3,300,000       | 2,838,600      | 3,537,326         | 3,444,858        |
| Operating & Maintenance Reserve              | (280,904)       | 525,469        | 525,469           | 857,313          |
| Renewal and Replacement Reserve              | -               | -              | 0                 | 0                |
| Subtotal                                     | 10,135,466      | 9,744,931      | 10,443,657        | 10,724,849       |
| FUNDS REMAINING                              | \$2,995,684     | \$3,141,120    | \$6,942,832       | \$6,635,862      |
|  | 50%             | 50%            | 50%               | 50%              |
| Authority Share - 50%                        | 1,497,842       | 1,570,560      | 3,471,416         | 3,317,931        |
| Less Cost of Air Service Incentive Programs  | (126,162)       | (400,000)      | (242,661)         | (400,000)        |
| Authority Share Net of Air Service Incentive | 1,371,680       | 1,170,560      | 3,228,755         | 2,917,931        |
|  | 50%             | 50%            | 50%               | 50%              |
| Airline Share - 50%                          | 1,497,842       | 1,570,560      | 3,471,416         | 3,317,931        |
| Net Airline Share                            | 1,497,842       | 1,570,560      | 3,471,416         | 3,317,931        |
|  | 2,995,684       | 3,141,120      | 6,942,832         | 6,635,862        |
| ALLOCATION OF AIRLINE SHARE                  |                 |                |                   |                  |
| Terminal                                     | 1,198,273       | 1,256,448      | 2,777,133         | 2,654,345        |
| Airfield                                     | 299,568         | 314,112        | 694,283           | 663,586          |
| TOTAL AIRLINE SHARE                          | \$1,497,842     | \$1,570,560    | \$3,471,416       | \$3,317,931      |



SCHEDULE OF ENPLANEMENTS, OPERATIONS, and LANDED WEIGHT

|  | Audited<br>2021  | Budget<br>2022   | Projected<br>2022                              | Proposed<br>2023 |
|--|------------------|------------------|--|------------------|
| <b>ENPLANEMENTS</b>                        |                  |                  |  |                  |
| Signatory Enplanements                     | 975,488          | 1,180,000        | 1,180,000                                      | 1,405,000        |
| Nonsignatory Enplanements                  | 549              | 20,000           | 20,000   | 20,000           |
| <b>TOTAL ENPLANEMENTS</b>                  | <b>976,037</b>   | <b>1,200,000</b> | <b>1,200,000</b>                               | <b>1,425,000</b> |
| <b>OPERATIONS</b>                          |                  |                  |  |                  |
| Commercial                                 | 25,800           | 32,000           | 32,000 <span style="color: green;">▲</span>    | 32,320           |
| Military                                   | 3,500            | 3,500            | 3,500 <span style="color: green;">▲</span>     | 3,535            |
| General Aviation/Other                     | 15,000           | 15,000           | 15,000 <span style="color: green;">▲</span>    | 15,150           |
| <b>TOTAL OPERATIONS</b>                    | <b>44,300</b>    | <b>50,500</b>    | <b>50,500</b>                                  | <b>51,005</b>    |
| <b>LANDED WEIGHT (000-lbs)</b>             |                  |                  |  |                  |
| Signatory Landed Weight (000-lbs)          | 1,092,548        | 1,335,000        | 1,335,000 <span style="color: green;">▲</span> | 1,335,000        |
| Nonsignatory Landed Weight (000-lbs)       | 4,151            | 0                | 0 <span style="color: green;">▲</span>         | 0                |
| <b>TOTAL AIRLINE LANDED WT (000-lbs)</b>   | <b>1,096,699</b> | <b>1,335,000</b> | <b>1,335,000</b>                               | <b>1,335,000</b> |
| Signatory Cargo Landed Weight (000-lbs)    | 177,522          | 165,000          | 165,000 <span style="color: green;">▲</span>   | 165,000          |
| Nonsignatory Cargo Landed Weight (000-lbs) | 11,799           | 12,000           | 12,000 <span style="color: green;">▲</span>    | 12,000           |
| <b>TOTAL CARGO LANDED WT (000-lbs)</b>     | <b>189,321</b>   | <b>177,000</b>   | <b>177,000</b>                                 | <b>177,000</b>   |
| <b>TOTAL LANDED WEIGHT (000-lbs)</b>       | <b>1,286,020</b> | <b>1,512,000</b> | <b>1,512,000</b>                               | <b>1,512,000</b> |

SCHEDULE OF TERMINAL SQUARE FOOTAGE and APRON AREA

|  | Audited<br>2021 | Budget<br>2022 | Projected<br>2022 | Proposed<br>2023 |
|--|-----------------|----------------|-------------------|------------------|
| <b>ENPLANEMENTS</b>                            |                 |                |                   |                  |
| Signatory Enplanements                         | 975,488         | 1,180,000      | 1,180,000         | 1,405,000        |
| Bag Makeup                                     | 25,625          | 25,625         | 25,625            | 25,625           |
| Unassigned Space                               | 0               | 0              | 0                 | 0                |
| <b>TOTAL AIRLINE SPACE</b>                     | <b>91,484</b>   | <b>91,484</b>  | <b>91,484</b>     | <b>91,484</b>    |
| <br>   |                 |                |                   |                  |
| VACANT SPACE                                   | 20,299          | 20,299         | 20,299            | 22,074           |
| SIGNATORY AIRLINE SPACE                        | 71,185          | 71,185         | 71,185            | 69,410           |
| NON-SIGNATORY AIRLINE SPACE                    | 0               | 0              | 0                 | 0                |
| <b>TOTAL AIRLINE SPACE</b>                     | <b>91,484</b>   | <b>91,484</b>  | <b>91,484</b>     | <b>91,484</b>    |
| <hr/>  |                 |                |                   |                  |
| Signatory Airline Space                        | 71,185          | 71,185         | 71,185            | 69,410           |
| Non-signatory Airline Space                    | 0               | 0              | 0                 | 0                |
| TSA Space                                      | 0               | 0              | 0                 | 0                |
| Airline Vacant Space                           | 20,299          | 20,299         | 20,299            | 22,074           |
| Non-Airline Vacant Space                       | 0               | 0              | 0                 | 0                |
| Non-Airline Chargeable Space (1/2signatory rat | 3,921           | 3,921          | 3,921             | 3,921            |
| Non-Airline Chargeable Space signatory rate    | 480             | 480            | 480               | 480              |
| Non-Airline Chargeable Space (flat rate)       | 9,055           | 9,055          | 9,055             | 9,055            |
| Non-Airline Chargeable Space (nonchargeable)   | 8,763           | 8,763          | 8,763             | 8,763            |
| Concession                                     | 22,282          | 22,282         | 22,282            | 22,282           |
| <b>TOTAL RENTABLE SPACE</b>                    | <b>135,985</b>  | <b>135,985</b> | <b>135,985</b>    | <b>135,985</b>   |
| <br>   |                 |                |                   |                  |
| Public   | 103,519         | 103,519        | 103,519           | 103,519          |
| <b>TOTAL USEABLE SPACE</b>                     | <b>239,504</b>  | <b>239,504</b> | <b>239,504</b>    | <b>239,504</b>   |
| <br>   |                 |                |                   |                  |
| Mech/Utility                                   | 50,780          | 50,780         | 50,780            | 50,780           |
| <hr/>  |                 |                |                   |                  |
| <b>TOTAL TERMINAL SPACE</b>                    | <b>290,284</b>  | <b>290,284</b> | <b>290,284</b>    | <b>290,284</b>   |
| <hr/>  |                 |                |                   |                  |
| <br>   |                 |                |                   |                  |
| <b>APRON AREA</b>                              | <b>530,370</b>  | <b>530,372</b> | <b>530,372</b>    | <b>530,372</b>   |

SCHEDULE OF DEBT COVERAGE

|   | Audited<br>2021     | Budget<br>2022      | Projected<br>2022   | Proposed<br>2023    |
|---|---------------------|---------------------|---------------------|---------------------|
| <b>NET REVENUES</b>   |                     |                     |                     |                     |
| Revenues  | \$41,975,074        | \$46,947,345        | \$56,415,357        | \$56,517,875        |
| Authority Share of Funds Remaining  |                     |                     |                     |                     |
| Airline Revenue Sharing   | (1,497,842)         | (1,570,560)         | (3,471,416)         | (3,317,931)         |
|   | \$40,477,233        | \$45,376,785        | \$52,943,941        | \$53,199,944        |
| Interest Income (2)   | 37,269              | 628,892             | 37,269              | 675,000             |
| TSA (LEO) Reimbursement   | 126,921             | 136,800             | 136,800             | 138,700             |
| CARES Act   | 4,363,325           | 5,091,757           | 0                   | 5,091,757           |
| Improvement Charges   | 368,400             | 368,400             | 368,400             | 368,400             |
|   |                     |                     |                     |                     |
| Total Airport Revenues  | \$45,373,148        | \$51,602,634        | \$53,486,410        | \$59,473,801        |
| LESS: Total Airport Expenses (GAAP)   | (34,060,350)        | (40,287,143)        | (39,571,337)        | (45,431,021)        |
| Air Service Incentive Cost to Airport   | (126,162)           | (400,000)           | (242,661)           | (400,000)           |
|   |                     |                     |                     |                     |
| <b>Airport Net Revenues (3)</b>   | <b>\$11,186,636</b> | <b>\$10,915,491</b> | <b>\$13,672,412</b> | <b>\$13,642,780</b> |
| <b>DEBT SERVICE ON BONDS ISSUED UNDER THE MASTER RESOLUTION</b>                             |                     |                     |                     |                     |
| Less: Applicable Approved PFC Revenues  | \$ (3,494,931)      | \$ (3,640,402)      | \$ (3,640,402)      | \$ (3,641,472)      |
| 1999 EFC Revenue Bond Debt Service  | -                   | -                   | -                   | -                   |
| Less: NYS EFC Interest Subsidy  | -                   | -                   | -                   | -                   |
| 2003 A Revenue Bond Debt Service  | -                   | -                   | -                   | -                   |
| 2006 A & B Revenue Bond Debt Service  | -                   | -                   | -                   | -                   |
| 2006 C Revenue Bond Debt Service  | -                   | -                   | -                   | -                   |
| 2010 A Revenue Bonds  | -                   | -                   | -                   | -                   |
| 2017 A Revenue Refunding Bonds Debt Service   | 1,667,876           | 1,069,689           | 1,069,689           | 1,113,625           |
| 2017 B Revenue Refunding Bonds Debt Service   | 400,025             | 397,775             | 397,775             | 400,025             |
| 2018 A Revenue Bond   | 738,500             | 738,500             | 738,500             | 738,500             |
| 2018 B Revenue Bonds Debt Service   | 733,250             | 734,500             | 734,500             | 734,750             |
| 2019 Revenue Bond   | 556,150             | 554,550             | 554,550             | 552,750             |
| 2020 A Revenue Refunding Bonds Debt Service   | 564,500             | 572,250             | 572,250             | 568,750             |
| 2020 B Revenue Refunding Bonds Debt Service   | 5,951,000           | 5,954,000           | 5,954,000           | 5,955,750           |
|   | \$ 7,116,370        | \$ 6,380,862        | \$ 6,380,862        | \$ 6,422,678        |
| <b>NET REVENUE COVERAGE ON BONDS ISSUED UNDER THE MASTER RESOLUTION (MUST BE &gt; 1.25)</b> | <b>1.57</b>         | <b>1.71</b>         | <b>2.14</b>         | <b>2.12</b>         |
| <b>CLAIMS, CHARGES, OBLIGATIONS PAYABLE FROM NET REVENUES</b>                               |                     |                     |                     |                     |
| Deposits to the Operation and Maintenance Reserve   | \$ (280,904)        | \$ 525,469          | \$ 525,469          | \$ 857,313          |
| Debt Service on Bonds Issued under the Master Resolution                                    | 7,116,370           | 6,380,862           | 6,380,862           | 6,422,678           |
| Deposits to the Bond Reserve Fund   | -                   | -                   | -                   | -                   |
| Debt Service for other indebtedness   | -                   | -                   | -                   | -                   |
| Deposits to the Reserve Funds for other indebtedness  | -                   | -                   | -                   | -                   |
| Deposits to the Renewal and Replacement Reserve   | -                   | -                   | -                   | -                   |
| Net Claims, Charges and Obligations   | \$6,835,466         | \$6,906,331         | \$6,906,331         | \$7,279,991         |
| <b>NET REVENUE COVERAGE ON BONDS AND OTHER INDEBTEDNESS (MUST BE &gt; 1.00)</b>             | <b>1.64</b>         | <b>1.58</b>         | <b>1.98</b>         | <b>1.87</b>         |

BUDGET  
MESSAGE

DEPARTMENT /  
COST CENTER

DEBT  
SERVICE

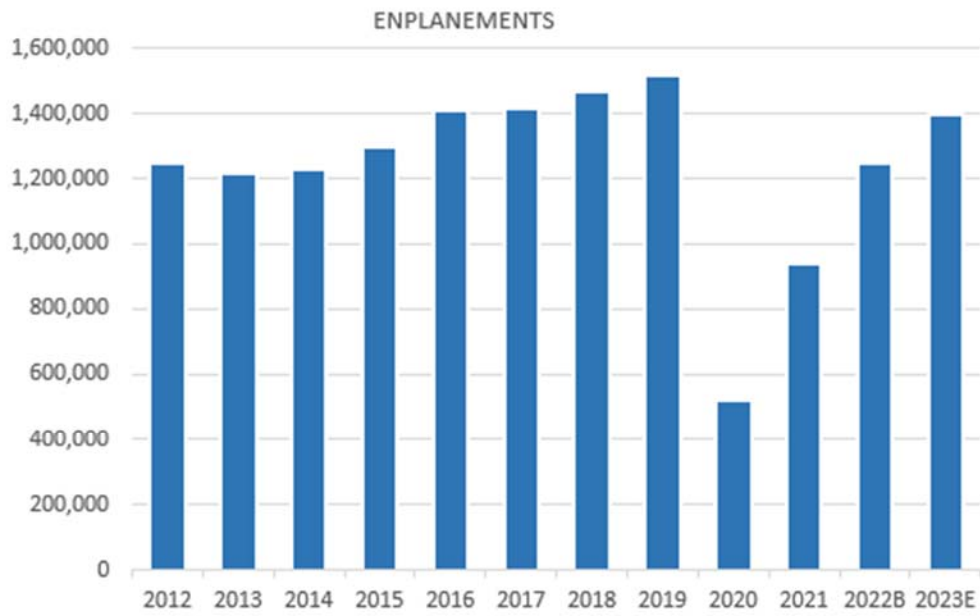
CAPITAL  
IMPROVEMENT  
PROGRAM

RATES  
AND  
CHARGES

SUPPLEMENTAL  
INFORMATION

Annual Budget 2023  
Albany County Airport Authority  
**Section 9 Supplemental Information**

\Budget\Reports\BY22 Part 9-0-0-0 Sup



## Landed Weight and Enplanements &amp; Deplanements

| Calendar Year | Landed Weights | Air Carrier Operations <sup>1</sup> | Cargo (tons) | Enplanements | Deplanements | Total Passengers |
|---------------|----------------|-------------------------------------|--------------|--------------|--------------|------------------|
| 2012          | 1,448,273,846  | 46,719                              | 18,242       | 1,245,880    | 1,239,754    | 2,485,634        |
| 2013          | 1,408,546,123  | 44,455                              | 18,546       | 1,215,987    | 1,214,864    | 2,430,851        |
| 2014          | 1,368,073,710  | 40,910                              | 19,509       | 1,230,376    | 1,226,704    | 2,457,080        |
| 2015          | 1,412,705,423  | 40,192                              | 19,373       | 1,298,210    | 1,291,889    | 2,590,099        |
| 2016          | 1,480,691,522  | 44,098                              | 18,692       | 1,407,434    | 1,410,579    | 2,818,013        |
| 2017          | 1,575,561,522  | 44,364                              | 18,739       | 1,417,835    | 1,414,152    | 2,831,987        |
| 2018          | 1,616,386,929  | 43,550                              | 18,896       | 1,466,706    | 1,456,520    | 2,923,226        |
| 2019          | 1,667,798,688  | 40,036                              | 20,009       | 1,518,969    | 1,512,268    | 3,031,237        |
| 2020          | 910,056,897    | 21,054                              | 21,857       | 520,029      | 522,495      | 1,042,524        |
| 2021          | 1,096,886,287  | 27,116                              | 23,049       | 976,037      | 972,640      | 1,948,677        |
| 2022E         | 1,335,000,000  | 28,500                              | 22,000       | 1,250,000    | 1,250,000    | 2,500,000        |
| 2023E         | 1,335,000,000  | 30,000                              | 22,050       | 1,400,000    | 1,400,000    | 2,800,000        |

Data Source: Internal ACAA sources

<sup>1</sup> Only Air Carrier operations, an one operation is a takeoff or landing

BASED AIRCRAFT

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| Calendar<br>Year | Single<br>Engine | Multi-<br>Engine | Jet | Helicopters | Total | Military |
|------------------|------------------|------------------|-----|-------------|-------|----------|
| 2015             | 53               | 7                | 15  | 7           | 82    | 7        |
| 2016             | 46               | 7                | 16  | 6           | 75    | 6        |
| 2017             | 45               | 7                | 19  | 6           | 77    | 6        |
| 2018             | 55               | 8                | 23  | 11          | 97    | 11       |
| 2019             | 51               | 7                | 20  | 11          | 89    | 11       |
| 2020             | 60               | 7                | 19  | 11          | 97    | 11       |
| 2021             | 60               | 7                | 19  | 11          | 97    | 11       |
| 2022E            | 60               | 7                | 19  | 11          | 97    | 11       |
| 2023E            | 60               | 7                | 19  | 11          | 97    | 11       |

Data Source: FAA 5010

STATISTICAL - OPERATIONS  
Last Ten Calendar Years

| Calendar<br>Year | Air<br>Carrier | Air<br>Taxi | General<br>Aviation<br>Local & In-<br>tinerant | Military | Total<br>Operations |
|------------------|----------------|-------------|--|----------|---------------------|
| 2012             | 22,879         | 27,236      | 20,861   | 4,543    | 75,519              |
| 2013             | 22,667         | 24,747      | 20,915   | 4,436    | 72,765              |
| 2014             | 21,744         | 22,618      | 14,614   | 2,316    | 61,292              |
| 2015             | 22,067         | 21,503      | 13,950   | 2,481    | 60,001              |
| 2016             | 23,108         | 24,238      | 14,328   | 3,057    | 64,731              |
| 2017             | 23,246         | 23,745      | 14,063   | 2,944    | 63,998              |
| 2018             | 23,763         | 23,469      | 13,009   | 3,300    | 63,541              |
| 2019             | 24,729         | 19,212      | 13,863   | 2,944    | 60,748              |
| 2020             | 15,300         | 9,668       | 14,224   | 3,487    | 42,679              |
| 2021             | 19,677         | 10,815      | 14,118   | 3,239    | 47,849              |
| 2022E            | 19,500         | 12,500      | 15,000   | 3,500    | 50,500              |
| 2023E            | 20,000         | 13,000      | 15,000   | 3,500    | 51,500              |

Data Source: Internal ACAA sources



## FBO Deicing Fluid and JetA and AvGas Fuels Sold

| Calendar Year | Deicing Consortium Type I (gals) | Deicing Consortium Type IV (gals) | Deicing Sprayed Type I (gals) | Deicing Sprayed Type IV (gals) | Pumped Into-Air Carrier (gals) | JetA (gals) | AvGas (gals) |
|---------------|----------------------------------|-----------------------------------|-------------------------------|--------------------------------|--------------------------------|-------------|--------------|
| 2012          | 66,956                           | 15,265                            | 27,621                        | 3,721                          | 17,738,449                     | 870,095     | 68,240       |
| 2013          | 86,008                           | 19,451                            | 39,647                        | 4,935                          | 17,068,920                     | 840,570     | 60,447       |
| 2014          | 79,335                           | 21,085                            | 45,732                        | 5,292                          | 16,971,830                     | 952,761     | 55,902       |
| 2015          | 66,600                           | 19,468                            | 31,628                        | 4,031                          | 16,835,885                     | 967,345     | 70,438       |
| 2016          | 65,055                           | 19,682                            | 32,048                        | 5,661                          | 18,602,032                     | 1,031,066   | 69,156       |
| 2017          | 71,925                           | 23,154                            | 51,006                        | 7,288                          | 19,495,122                     | 996,302     | 62,710       |
| 2018          | 81,735                           | 26,400                            | 72,767                        | 12,331                         | 21,013,458                     | 1,158,694   | 51,534       |
| 2019          | 70,332                           | 17,017                            | 82,555                        | 10,958                         | 22,022,122                     | 1,217,080   | 65,993       |
| 2020          | 42,399                           | 10,709                            | 41,287                        | 5,085                          | 11,600,443                     | 879,612     | 62,368       |
| 2021          | 40,107                           | 12,312                            | 46,622                        | 4,659                          | 15,161,563                     | 1,274,382   | 49,815       |
| 2022E         | 60,000                           | 15,760                            | 78,300                        | 7,190                          | 13,500,000                     | 1,050,000   | 52,200       |
| 2023E         | 60,000                           | 15,000                            | 78,000                        | 7,100                          | 14,000,000                     | 1,400,000   | 53,000       |

Data Source: Internal ACAA Sources

## FBO - General Aviation Activity and Historical FBO Operating Revenue, Expense, and Profit

| Calendar Year | General Aviation Aircraft Landings | International Flights | General Aviation Aircraft Fueled | Deicing Retail Type I (gals) | Deicing Retail Type IV (gals) | Operating Revenues | Operating Expenses | FBO Operating Profit |
|---------------|------------------------------------|-----------------------|----------------------------------|------------------------------|-------------------------------|--------------------|--------------------|----------------------|
| 2012          | 6,321                              | 592                   | 5,245                            | 1,923                        | 345                           | \$9,732,965        | \$9,102,193        | \$ 630,772           |
| 2013          | 5,541                              | 595                   | 4,575                            | 3,831                        | 1,013                         | 9,641,415          | 9,243,464          | 397,952              |
| 2014          | 6,073                              | 753                   | 4,870                            | 2,947                        | 427                           | 10,348,396         | 9,530,040          | 818,355              |
| 2015          | 3,949                              | 707                   | 5,901                            | 1,628                        | 249                           | 8,570,119          | 7,796,979          | 773,142              |
| 2016          | 7,349                              | 517                   | 5,958                            | 2,636                        | 301                           | 8,300,218          | 6,759,573          | 1,540,645            |
| 2017          | 7,260                              | 456                   | 6,307                            | 1,868                        | 265                           | 8,527,457          | 7,235,654          | 1,336,803            |
| 2018          | 7,822                              | 407                   | 5,833                            | 6,131                        | 529                           | 10,427,353         | 8,633,901          | 1,793,452            |
| 2019          | 7,774                              | 458                   | 6,374                            | 5,187                        | 755                           | 10,426,891         | 8,460,299          | 1,966,592            |
| 2020          |                                    | 141                   |                                  | 4,150                        | 175                           | 6,307,407          | 5,754,830          | 552,577              |
| 2021          | 0                                  | 247                   | 0                                | 4,168                        | 1,173                         | 9,326,060          | 7,484,996          | 1,841,065            |
| 2022E         |                                    |                       |                                  |                              |                               | 12,431,000         | 9,535,000          | 2,896,000            |
| 2023E         | 7,400                              | 260                   | 6,700                            | 3,500                        | 300                           | 9,755,362          | 8,567,123          | 1,188,239            |

Data Source: Internal ACAA sources

## HISTORICAL DEBT OUTSTANDING

| Fiscal<br>Year<br>End | Beginning<br>Year Bond<br>Balance | Additions  | Reductions  | Ending Year<br>Bond<br>Balance |
|-----------------------|-----------------------------------|------------|-------------|--------------------------------|
| 2012                  | \$128,975,000                     | \$ -       | \$7,810,000 | \$121,165,000                  |
| 2013                  | 121,165,000                       | -          | 8,095,000   | 113,070,000                    |
| 2014                  | 113,070,000                       | -          | 8,021,000   | 105,049,000                    |
| 2015                  | 105,049,000                       | -          | 8,266,000   | 96,783,000                     |
| 2016                  | 96,783,000                        | -          | 8,567,000   | 88,216,000                     |
| 2017                  | 88,216,000                        | 14,395,000 | 25,293,000  | 77,318,000                     |
| 2018                  | 77,318,000                        | 22,590,000 | 9,419,000   | 90,489,000                     |
| 2019                  | 90,489,000                        | 9,620,000  | 7,554,000   | 92,555,000                     |
| 2020                  | 92,555,000                        | 34,610,000 | 51,220,000  | 75,945,000                     |
| 2021                  | 75,945,000                        | -          | 6,945,000   | 69,000,000                     |
| 2022                  | 69,000,000                        | -          | 6,685,000   | 62,315,000                     |
| 2023                  | 62,315,000                        | -          | 7,020,000   | 55,295,000                     |

Data Source: Internal ACAA sources

## HISTORICAL BOND COVERAGE

| Fiscal<br>Year End | Revenues<br>including<br>Revenue<br>Sharing | Operating<br>Expenses | Net<br>Available<br>Revenue | Debt Service                 |               |             | Coverage |
|--------------------|---|-----------------------|-----------------------------|------------------------------|---------------|-------------|----------|
|                    |   |                       |                             | Principal<br>And<br>Interest | Less<br>PFCs  | Total       |          |
| 2012               | \$43,490,082                                | \$31,765,177          | \$11,724,905                | \$13,255,231                 | (\$4,461,589) | \$8,793,642 | 1.33     |
| 2013               | 42,934,127                                  | 32,172,726            | 10,761,401                  | \$13,291,771                 | (4,700,000)   | 8,591,771   | 1.25     |
| 2014               | 44,306,813                                  | 32,404,737            | 11,902,076                  | 12,965,296                   | (4,213,099)   | 8,752,197   | 1.36     |
| 2015               | 44,908,783                                  | 31,503,386            | 13,405,397                  | 12,953,032                   | (3,293,320)   | 9,659,712   | 1.39     |
| 2016               | 46,342,120                                  | 32,060,953            | 14,281,167                  | 12,944,083                   | (3,608,210)   | 9,335,873   | 1.53     |
| 2017               | 48,544,916                                  | 33,440,730            | 15,104,186                  | 12,981,796                   | (3,610,256)   | 9,371,540   | 1.61     |
| 2018               | 51,742,274                                  | 37,180,503            | 14,561,771                  | 12,968,404                   | (2,834,913)   | 10,133,491  | 1.44     |
| 2019               | 53,063,161                                  | 39,111,805            | 13,951,356                  | 11,584,378                   | (3,763,460)   | 7,820,918   | 1.78     |
| 2020               | 42,422,446                                  | 33,473,023            | 8,949,423                   | 11,008,820                   | (4,140,917)   | 6,867,903   | 1.30     |
| 2021               | 45,373,148                                  | 34,186,512            | 11,186,636                  | 10,611,301                   | (3,494,931)   | 7,116,370   | 1.57     |
| 2022E              | 53,486,410                                  | 39,813,998            | 13,672,412                  | 10,021,264                   | (3,640,402)   | 6,380,862   | 2.14     |
| 2023E              | 60,307,801                                  | 46,743,015            | 13,564,786                  | 10,064,150                   | (3,641,472)   | 6,422,678   | 2.11     |

Data Source: Internal ACAA sources

## POPULATION IN THE AIR TRADE AREA

|   | 1990             | 2000             | 2010             | 2019 <sup>(1)</sup> | 2021 <sup>(2)(3)</sup> |
|---|------------------|------------------|------------------|---------------------|------------------------|
| <b>PRIMARY TRADE AREA</b>                   |                  |                  |                  |                     |                        |
| State of New York                           |                  |                  |                  |                     |                        |
| Albany County                               | 292,594          | 294,565          | 304,204          | 314,848             | 313,743                |
| Columbia County                             | 62,982           | 63,094           | 63,096           | 61,570              | 61,778                 |
| Fulton County                               | 54,191           | 55,073           | 55,531           | 53,324              | 53,116                 |
| Greene County                               | 44,739           | 48,195           | 49,221           | 47,931              | 48,449                 |
| Montgomery County                           | 51,981           | 49,708           | 50,219           | 49,532              | 49,558                 |
| Rensselaer County                           | 154,429          | 152,538          | 159,429          | 161,130             | 160,232                |
| Saratoga County                             | 181,276          | 200,635          | 219,607          | 235,509             | 237,359                |
| Schenectady County                          | 149,285          | 146,555          | 154,727          | 158,061             | 158,089                |
| Schoharie County                            | 31,859           | 31,582           | 32,749           | 29,714              | 29,863                 |
| Warren County                               | 59,209           | 63,303           | 65,707           | 65,737              | 65,618                 |
| Washington County                           | 59,330           | 61,042           | 63,216           | 61,302              | 60,956                 |
| State of Massachusetts                      |                  |                  |                  |                     |                        |
| Berkshire County                            | 139,352          | 134,953          | 131,219          | 129,026             | 128,657                |
| State of Vermont                            |                  |                  |                  |                     |                        |
| Bennington County                           | 35,845           | 36,994           | 37,125           | 37,347              | 37,312                 |
|   | <u>1,317,072</u> | <u>1,338,237</u> | <u>1,386,050</u> | <u>1,405,031</u>    | <u>1,404,730</u>       |
| <b>SECONDARY TRADE AREA</b>                 |                  |                  |                  |                     |                        |
| State of New York                           |                  |                  |                  |                     |                        |
| Delaware County                             | 47,225           | 48,055           | 47,980           | 44,308              | 44,378                 |
| Dutchess County                             | 259,462          | 280,150          | 297,488          | 295,911             | 297,112                |
| Essex County                                | 37,152           | 38,851           | 39,370           | 37,381              | 37,268                 |
| Hamilton County                             | 5,279            | 5,379            | 4,836            | 5,107               | 5,119                  |
| Herkimer County                             | 65,797           | 64,427           | 64,519           | 60,139              | 59,937                 |
| Otsego County                               | 60,517           | 61,676           | 62,259           | 58,524              | 58,123                 |
| Ulster County                               | 165,304          | 177,749          | 182,493          | 181,851             | 182,951                |
| State of Connecticut                        |                  |                  |                  |                     |                        |
| Litchfield County                           | 174,092          | 182,193          | 189,927          | 185,186             | 185,000                |
| State of Massachusetts                      |                  |                  |                  |                     |                        |
| Franklin County                             | 70,092           | 71,535           | 71,372           | 71,029              | 71,015                 |
| Hampden County                              | 456,310          | 456,228          | 463,490          | 465,825             | 462,718                |
| Hampshire County                            | 146,568          | 152,251          | 158,080          | 162,308             | 161,572                |
| State of Vermont                            |                  |                  |                  |                     |                        |
| Addison County                              | 32,953           | 35,974           | 36,821           | 37,363              | 37,260                 |
| Rutland County                              | 62,142           | 63,400           | 61,642           | 60,572              | 60,591                 |
| Windham County                              | 41,588           | 44,216           | 44,513           | 45,905              | 46,090                 |
| Windsor County                              | 54,055           | 57,418           | 56,670           | 57,753              | 58,196                 |
|   | <u>1,678,536</u> | <u>1,739,502</u> | <u>1,781,460</u> | <u>1,769,162</u>    | <u>1,767,330</u>       |
| Total Primary and Secondary Trade Area Pop. | 2,995,608        | 3,077,739        | 3,167,510        | 3,174,193           | 3,172,060              |

<sup>(1)</sup> Census, April 1, 2020<sup>(2)</sup> Through July 1, 2021<sup>(3)</sup> Data Source: United States Census Bureau

Data Source: Internal ACAA sources

## PRINCIPAL EMPLOYERS

| Employer                        | 2008      |      | 2019      |      | 2021      |      |
|---------------------------------|-----------|------|-----------|------|-----------|------|
|                                 | Employees | Rank | Employees | Rank | Employees | Rank |
| New York State                  | 53,800    | 1    | 51,800    | 1    |           |      |
| St. Peter's Health Partners     | 3,494     | 6    | 12,130    | 2    |           |      |
| Albany Medical Center           | 5,977     | 3    | 8,652     | 3    |           |      |
| Golub Corporation               | 4,135     | 4    | 8,208     | 4    |           |      |
| U.S. Government                 | 6,900     | 2    | 7,901     | 5    |           |      |
| General Electric Company        | 3,200     | 7    | 7,000     | 6    |           |      |
| Hannaford Brothers              | 3,580     | 5    | 5,000     | 7    |           |      |
| University of Albany            | Na        |      | 4,700     | 8    |           |      |
| Ellis Medicine                  | 2,651     | 8    | 3,479     | 9    |           |      |
| Stewart's Shops Corp.           | 1,272     | 13   | 3,099     | 10   |           |      |
| Bechtel Marine Propulsion Corp. | 2,600     | 9    | 3,000     | 11   |           |      |
| Glens Falls Hospital            | 2,285     | 12   | 2,736     | 12   |           |      |
| Center for Disability Services  | 2,392     | 10   | 2,651     | 13   |           |      |
| County of Albany                | 2,219     | 11   | 2,497     | 14   |           |      |
| Global Foundries                | Na        | -    | 2,400     | 15   |           |      |
| TOTAL                           | 94,505    |      | 125,253   |      |           |      |

Data Source: Internal ACAA sources

## LABOR FORCE AND UNEMPLOYMENT

| Calendar<br>Year | Labor Force<br>Alb/Schty/Troy | Comparable Unemployment Rate |          |      |
|------------------|-------------------------------|------------------------------|----------|------|
|                  |                               | Albany/<br>Shty/Troy         | New York | U.S. |
| 2012             | 453,021                       | 7.1%                         | 8.2%     | 7.9% |
| 2013             | 445,577                       | 5.5                          | 6.6      | 6.7  |
| 2014             | 438,630                       | 4.5                          | 5.6      | 5.6  |
| 2015             | 444,884                       | 4.1                          | 4.7      | 5.0  |
| 2016             | 442,092                       | 4.1                          | 4.5      | 4.7  |
| 2017             | 451,551                       | 4.1                          | 3.9      | 4.1  |
| 2018             | 455,858                       | 3.5                          | 3.7      | 3.9  |
| 2019             | 458,153                       | 3.5                          | 3.9      | 3.6  |
| 2020             | 447,146                       | 5.0                          | 8.7      | 6.7  |
| 2021             | 442,846                       | 2.6                          | 5.4      | 3.9  |
| 2022(Aug)        | 456,957                       | 3.3                          | 4.7      | 3.7  |

Data Source  
Unemployment Statistics, Bureau of Labor Statistics, United States Department of Labor

## CAPITAL DEVELOPMENTS BY THE AUTHORITY

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

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

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

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

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

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

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

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

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

The 1998 B (non-AMT) issue totaling \$18,455,000 was sold to finance in part the construction of a new 1,600-space parking garage. The garage partially opened in December 1998 for use by short-term visitors to the Airport and the balance used for long-term parking was opened in February 1999.

The 1998 C (AMT) issue totaling \$12,240,000 was sold to finance the construction of the new 50,500 square foot air cargo building which was opened during October 1998 for use by Airborne Express, Federal Express and United Parcel Service.

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

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

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

In July 2000, the Authority, through the EFC, entered into a ten year \$2,374,936 Series B loan agreement



**CAPITAL DEVELOPMENTS BY THE AUTHORITY, cont.**

with the New York State Water Pollution Control Revolving Fund to finance the construction of a glycol filtration polishing facility. The interest thereon is fifty percent subsidized by the New York State Water Pollution Control Revolving Fund.

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

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

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

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

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

an addition was added to support their requirements.

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

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

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

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

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

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

Other major projects completed in 2004 included finalizing renovations to the terminal to accommodate TSA security personnel and to provide space for their passenger screening and baggage inspection operations. Construction started in 2004 on the main Runway 1-19 extension from 7,200 to 8,500 feet and was completed in 2006 together with related navigation aids and taxiways. Remote parking was expanded by

**CAPITAL DEVELOPMENTS BY THE AUTHORITY, cont.**

approximately 700 additional spaces to accommodate an ever-increasing demand for on-airport parking. Also a new US Postal facility was opened.

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

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

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

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

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

In 2010 major renovations of six terminal food and beverage concession areas that began in 2009 were completed at a cost of approximately \$3.0 million which was fully funded by the concessionaire. Replacement of all parking garage lighting with more energy efficient lights at a cost of \$156,000 was com

pleted with the aid of a \$54,300 grant. Rehabilitation of the taxiways and ramps for \$2,826,000; construction of a new entry and exit to the remote parking lot providing for additional and interstate highway access at a cost of \$363,300; expansion of glycol storage and replacement of the Type I glycol proportioning system at an estimated total design and construction cost of \$339,000.

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

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

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

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

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

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

**CAPITAL DEVELOPMENTS BY THE AUTHORITY, cont.**

completed in 2016.

During 2016 a \$3.4 million passenger loading bridge replacement and renovation project and \$1.4 million Fiber Optic replacement project were initiated.

During 2017 a \$3.4 million passenger loading bridge replacement and renovation project and \$1.4 million Fiber Optic replacement project were completed. Also in 2017 a \$4.4 million Runway 01-19 Edge Light Lighting System Replacement and a \$4.2 million phase 2 passenger loading bridge replacements and renovation were initiated.

During 2018 the Airport started a \$1.9 million escalator replacement project in the Terminal and authorized another \$1.0 million passenger loading bridge replacement and numerous smaller projects under \$1.0 million.

Most significantly in 2018 the Airport was awarded a \$22.1 million grant to provide a portion of the funds for a \$42.2 million project to build an additional parking garage, improve parking access, provide terminal rehabilitation and add other passenger amenities. The grant was awarded in conjunction with a \$50 million State-funded Airport highway access project announcement. The new Highway access will be very beneficial for the Airport access to on-airport parking operations.

As of December 31, 2018, the Authority maintained \$538.3 million in capital assets for which \$271.0 million in accumulated depreciation was recorded resulting in \$267.3 million in capital assets net of depreciation. Also at December 31, 2017 the Authority had approximately \$94.2 million of outstanding debt related to these capital assets, which resulted in the Authority reporting \$143.1 million of capital assets net of related debt.

Although most of 2019 was consumed with the construction of the parking garage and the rehabilitation of the airport terminal, there were other airport improvement projects. These included the installation of LED edge lighting for the full length of Runway 1/19 and Taxiway C. Also 2019 included the installation of new full hangar door at the FBO hangar.

As of December 31, 2021, the four (4) passenger boarding bridges have been replaced, and the Airport's first Master Plan in over twenty Years has begun. In addition to these the Taxiway A Rehabilitation project will be essentially completed.

As of December 31, 2022 the Airport Pavement Management Program, and Terminal Fire Alarm Replacement, Hangar 1 Sprinkler, and the Taxiway A projects have all been completed. Also in 2022, Parking Lot C was reverted back into an aircraft apron.

## GLOSSARY

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

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

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

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

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

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

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

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

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

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

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

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

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

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

**Biochemical Oxygen Demand or Biological Oxygen Demand (BOD)** A chemical procedure for determining how fast biological organisms use up oxygen in a body of water. It is used in water quality management and assessment, ecology and environmental science. BOD is not an accurate quantitative test, although it could be considered as an indication of the quality of a water source. BOD can be used as a gauge of the effectiveness of wastewater treatment plants.

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

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

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

**COLA** - Cost of living adjustment

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

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

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

## Glossary, continued

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

## Glossary, continued

**Landing Fee Revenues** - Revenues collected from commercial aircraft landings.

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

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

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

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

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

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

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

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

**Occupational Safety and Health Administration (OSHA) Reportable Incidents** – An incident is reportable if it meets any of the following criteria: fatality, hospitalization, amputation and/or loss of an eye.

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

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

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

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

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

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

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

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

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

**Glossary, continued**

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

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

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

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

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



### AIRPORT MASTER RECORD

> 1 ASSOC CITY: ALBANY 4 STATE: NY LOC ID: ALB FAA SITE NR: 14789.A  
> 2 AIRPORT NAME: ALBANY INTL 5 COUNTY: ALBANY, NY  
3 CBD TO AIRPORT (NM): 6 NW 6 REGION/ADO: AEA /NYC 7 SECT AERO CHT: NEW YORK

|                           |                         |                      |                                 |
|---------------------------|-------------------------|----------------------|---------------------------------|
| <b>GENERAL</b>            |                         | <b>SERVICES</b>      | <b>BASED AIRCRAFT</b>           |
| > 10 OWNERSHIP:           | PUBLIC                  | > 70 FUEL:           | 100LL A                         |
| > 11 OWNER:               | ALBANY COUNTY ARPT AUTH | > 71 AIRFRAME RPRS:  | MAJOR                           |
| > 12 ADDRESS:             | 737 ALBANY SHAKER ROAD  | > 72 PWR PLANT RPRS: | MAJOR                           |
|                           | ALBANY, NY 12211        | > 73 BOTTLE OXYGEN:  | HIGH                            |
| > 13 PHONE NR:            | 518-242-2200            | > 74 BULK OXYGEN:    |                                 |
| > 14 MANAGER:             | FRED ACUNTO             | 75 TSNT STORAGE:     | HGR TIE                         |
| > 15 ADDRESS:             | 737 ALBANY SHAKER ROAD  | 76 OTHER SERVICES:   | CARGO, INSTR, RNTL, SALES, SURV |
|                           | ALBANY, NY 12211        |                      |                                 |
| > 16 PHONE NR:            | 518-242-2352            |                      |                                 |
| > 17 ATTENDANCE SCHEDULE: |                         |                      |                                 |

|               |             |              |                      |  |
|---------------|-------------|--------------|----------------------|--|
| <b>MONTHS</b> | <b>DAYS</b> | <b>HOURS</b> | <b>FACILITIES</b>    | <b>OPERATIONS</b>                          |
| ALL           | ALL         | ALL          | > 80 ARPT BCN:       | CG   |
|               |             |              | > 81 ARPT LGT SKED:  | SS-SR                                      |
|               |             |              | BCN LGT SKED:        | SS-SR                                      |
|               |             |              | > 82 UNICOM:         | 122.950                                    |
|               |             |              | > 83 WIND INDICATOR: | YES-L                                      |
|               |             |              | 84 SEGMENTED CIRCLE: | NONE                                       |
|               |             |              | 85 CONTROL TWR:      | YES  |
|               |             |              | 86 FSS:              | BURLINGTON                                 |
|               |             |              | 87 FSS ON ARPT:      |  |
|               |             |              | 88 FSS PHONE NR:     |  |
|               |             |              | 89 TOLL FREE NR:     | 1-800-WX-BRIEF                             |
|               |             |              |                      | OPERATIONS FOR 12 MONTHS ENDING 01/01/2021 |

|                                  |                  |                  |
|----------------------------------|------------------|------------------|
| <b>RUNWAY DATA</b>               |                  |                  |
| > 30 RUNWAY IDENT:               | 01/19            | 10/28            |
| > 31 LENGTH:                     | 8,500            | 7,200            |
| > 32 WIDTH:                      | 150              | 150              |
| > 33 SURF TYPE-COND:             | ASPH-G           | ASPH-G           |
| > 34 SURF TREATMENT:             | GRVD             | GRVD             |
| > 35 GROSS WT:                   | 140.0            | 140.0            |
| > 36 (IN THSDS)                  | D                | 200.0            |
| > 37                             | 2D               | 400.0            |
| > 38                             | 2D/2DS           |                  |
| > 39 PCN / PCR:                  | 70/F/C/X/T (PCN) | 67/F/C/X/T (PCN) |
| <b>LIGHTING/APCH AIDS</b>        |                  |                  |
| > 40 EDGE INTENSITY:             | HIGH             | MED              |
| > 42 RWY MARK TYPE-COND:         | PIR- G / PIR- G  | NPI- G / NPI- G  |
| > 43 VGSI:                       | P4R / P4L        | / P4L            |
| > 44 THR CROSSING HGT:           | 53 / 53          | / 51             |
| > 45 VISUAL GLIDE ANGLE:         | 3.00 / 3.00      | / 3.35           |
| > 46 CNTRLN-TDZ:                 | Y - Y / Y - N    | Y - / Y -        |
| > 47 RVR-RVV:                    | TR - / TR - Y    | - / -            |
| > 48 REL:                        | / N              | Y / Y            |
| > 49 APCH LIGHTS:                | MALSR / MALSR    | /                |
| <b>OBSTRUCTION DATA</b>          |                  |                  |
| > 50 FAR 77 CATEGORY:            | PIR / PIR        | C / C            |
| > 51 DISPLACED THR:              | /                | / 1192           |
| > 52 CTLG OBSTN:                 | / TREE           | GND / TREE       |
| > 53 OBSTN MARKED/LGTD:          | /                | /                |
| > 54 HGT ABOVE RWY END:          | / 80             | 151 / 54         |
| > 55 DIST FROM RWY END:          | 0 / 2,040        | 5,009 / 1,019    |
| > 56 CNTRLN OFFSET:              | / 75L            | 84L / 162L       |
| > 57 OBSTN CLNC SLOPE:           | 50:1 / 23:1      | 31:1 / 15:1      |
| > 58 CLOSE-IN OBSTN:             | N / N            | N / N            |
| <b>DECLARED DISTANCES</b>        |                  |                  |
| > 60 TAKE OFF RUN AVBL (TORA):   | 8,500 / 8,500    | 7,200 / 7,200    |
| > 61 TAKE OFF DIST AVBL (TODA):  | 8,500 / 8,500    | 7,200 / 7,200    |
| > 62 ACLT STOP DIST AVBL (ASDA): | 8,500 / 8,500    | 6,780 / 7,200    |
| > 63 LNDG DIST AVBL (LDA):       | 8,500 / 8,500    | 6,780 / 6,007    |

(P) ARPT MGR PLEASE ADVISE FSS IN ITEM 86 WHEN CHANGES OCCUR TO ITEMS PRECEDED BY >  
> 110 REMARKS:

- A 011 LEASEE. PROPERTY OWNED BY ALBANY COUNTY, 112 STATE ST., ALBANY, NY 12207; TELEPHONE 518-447-7000.
- A 057 RWY 10 A 057 RWY 28 APCH RATIO 26:1 TO DTHR.
- A 110-003 TWY D EAST OF RWY 01/19 IS RESTRD TO ACFT 12500 LBS & LESS.
- A 110-006 BIRDS, DEER & OTHER WILDLIFE ON & INVOF ARPT.
- A 110-007 WEATHER BALLOON LAUNCHES APRXLY 3 MI SOUTH OF ARPT AT 0600 & 1800.
- A 110-008 TWY 'C' W OF TWY 'A' NON MOVEMENT AREA.
- A 110-009 CUSTOMS/IMMIGRATION FLIGHT INFO SERVICE FACILITY LCTD NORTH END GENERAL AVIATION APRON. ACFT CLEARING CUSTOMS UTILIZE PAINTED POSITION MKGS & PROCEED TO MINIMIZE BLAST IMPACT.

111 INSPECTOR: ( F ) 112 LAST INSP: 02/10/2020 113 LAST INFO REQ:



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## HISTORY OF THE AIRPORT

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

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

Shortly before Lindbergh's landing at Albany, plans were being considered to relocate the airfield to land owned by the Watervliet Shakers in what is now the Town of Colonie. Eventually, the Airport was moved to its current location and officially opened as Albany Municipal Airport on October 1, 1928, giving it the distinction of being America's first municipal airport. Albany Municipal Airport was owned and operated by the City of Albany until 1960. At that time, the city determined that it could no longer afford to finance the airport, and ultimately sold the facility to Albany County for \$4,437,000. The County embarked on the construction of a terminal building in 1959. The terminal opened in 1962 and was regarded as the beginning of a new era for the airport.

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

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

### ALBANY AIRPORT AUTHORITY CREATED

The Authority was created in 1993 pursuant to the Albany County Airport Authority Act, Title 8, as amended, of the State of New York Public Authorities Law (Act). The County of Albany (County) and the Authority entered into a permanent Airport Lease Agreement dated December 5, 1995, which became effective May 16, 1996 following approval by the Federal Aviation Administration (FAA) for the transfer of the sponsorship of the Airport from the County to the Authority. Under the lease agreement, for a term expiring December 31, 2049, the County leases to the Authority the Airport, including all lands, buildings, structures, and easements, right of access, and all other privileges and appurtenances pertaining to the Airport. The Airport is a body corporate and politic constituting a public benefit corporation established and existing pursuant to the Act. The State created the Authority in order to promote the strengthening of and improvements to the Airport and to facilitate the financing and construction of the initial Terminal Improvement Project (TIP), other subsequent capital improvement plans, and give the Authority the power to operate, maintain and improve the Airport.

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

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

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

737 Albany Shaker Road  
Albany International Airport  
Terminal Building, Third Floor  
Albany, New York 12211

518.242.2200

[www.flyalbany.com](http://www.flyalbany.com)

Annual Budget 2023  
Albany County Airport Authority

## **Old Business**

## **New Business**

# **Executive Session**