

**RESOLUTION 20-015
EFFECTIVE SEPTEMBER 24, 2020**

A RESOLUTION OF THE GAINESVILLE-ALACHUA COUNTY REGIONAL AIRPORT AUTHORITY, RELATING TO ITS ANNUAL BUDGET FOR THE FISCAL YEAR BEGINNING OCTOBER 1, 2020 AND ENDING SEPTEMBER 30, 2021; ADOPTING AN ANNUAL BUDGET.

WHEREAS, the Gainesville-Alachua County Regional Airport Authority has complied with all conditions precedent to its adoption of an annual budget;

NOW, THEREFORE, BE IT RESOLVED BY THE GAINESVILLE-ALACHUA COUNTY REGIONAL AIRPORT AUTHORITY, as follows:

1. The annual budget consisting of amounts for Operating and Capital Expenses as detailed in Attachment "A" (GACRAA 2020--2021 Budget) is hereby adopted.

ADOPTED this 24th day of September, 2020.

**GAINESVILLE-ALACHUA COUNTY
REGIONAL AIRPORT AUTHORITY**



Grace Horvath
Chair

ATTEST:



David Norton
Vice-Chair

**APPROVED AS TO FORM AND
LEGALITY:**



Matthew Foster
Attorney for the Authority



Gainesville-Alachua County
Regional Airport Authority

Resolution 20-015
Attachment A

FY2020-2021 Budget

Table of Contents

Summary of Expense and Revenue.....	2
Revenue Analysis / Assumptions	4
Schedule of Rates and Charges.....	6
Revenue Worksheet.....	10
Expense Analysis	12
Departmental Expense Worksheets	15
Administration	15
Operations	16
Facilities and Maintenance	17
Parking	18
FAA Facilities	19
General Aviation	20
Fuel Farm	21
Rental Car - Quick Turn Facility.....	22
Interest Summary	23
Capital Budget.....	24
Capital Improvements – Funding Allocation.....	25

**Gainesville Regional Airport
Summary of Expense and Revenue**

	Budget 2020	Projected Ending 2020	Variance Over (Under)	Comments 2020 Proj. Actual vs. 2020 Budget (Highlights)	Proposed Budget 2021	Difference 2020 vs. 2021 Budget	Notes Index Budget Difference
Expenses: (Before Depreciation)							
200 Administration							
Payroll	596,964	584,827	(12,137)	Savings due to no merit increase	597,626	662	A
Payroll Related	185,087	174,144	(10,943)	Savings related to above	181,700	(3,387)	D
Department Expenses	641,731	520,392	(121,339)	Savings from profess. fees/ins./travel exp and advertising	610,683	(31,048)	E
	1,423,782	1,279,363	(144,419)		1,390,009	(33,773)	
300 Operations							
Payroll	324,332	300,041	(24,291)	Savings due to no merit incr./staff decrease	329,898	5,566	B
Payroll Related	96,310	86,585	(9,725)	Savings related to above	98,396	2,086	B, D & F
Department Expenses	1,166,024	1,111,570	(54,454)	Savings mostly due to reduction of curb security/police services under budget	1,181,862	15,838	H
	1,586,666	1,498,196	(88,470)		1,610,156	23,490	
380 Parking Lot							
Payroll	62,248	46,648	(15,600)	Savings due to staff reduction	46,662	(15,586)	G
Payroll Related	15,830	14,274	(1,556)	Savings related to above	14,792	(1,038)	G, D
Department Expenses	122,859	90,015	(32,844)	Savings mainly due to less cc fees and tickets used due to lower activity	85,090	(37,769)	C
	200,937	150,937	(50,000)		146,544	(54,393)	
400 Facilities and Maintenance							
Payroll	613,227	585,273	(27,954)	Savings due to no merit incr./staff decrease	622,250	9,023	B
Payroll Related	257,669	234,950	(22,719)	Savings related to above	253,816	(3,853)	D & F
Department Expenses	813,857	765,175	(48,682)	Savings due to less temp labor, less utility and outside contr. (tree removal)	833,639	19,782	I
	1,684,753	1,585,398	(99,355)		1,709,705	24,952	
330 FAA Facilities Expense							
Payroll	-	0	0		-	0	
Payroll Related	-	0	0		-	0	
Department Expenses	3,600	474	(3,126)	Maintenance incurred as needed	3,600	0	
	3,600	474	(3,126)		3,600	0	
340 General Aviation							
Department Expenses	93,776	93,734	(42)	In line	87,662	(6,114)	J
	93,776	93,734	(42)		87,662	(6,114)	
360 Fuel Farm							
Department Expenses	29,089	33,870	4,781	Equip. maint/environmental charges up	52,050	22,961	K
	29,089	33,870	4,781		52,050	22,961	
370 Rental Car QTF							
Department Expenses	384,551	265,108	(119,443)	Savings mainly due to lower activity, esp. fuel which cost was down also	287,729	(96,822)	L
	384,551	265,108	(119,443)		287,729	(96,822)	
659 Interest							
Total Department Expense	5,407,154	4,907,080	(500,074)		5,287,455	(119,699)	
Interest Expense	183,526	171,526	(12,000)	Did not use LOC	161,424	(22,102)	
TOTAL EXPENSES	5,590,680	5,078,606	(512,074)		5,448,879	141,801	

Expense Assumptions and Comments FY21 vs. FY20 Budget:

Wages are increased by 2.5% (inflation factor used by the City of Gainesville)
Health insurance premiums increased by 6.5%, GACRAA share increased by approx. 5.4%
Any merit increases are discretionary

Notes:

- A) Admin payroll is flat - COLA FY21 offsets Merit budgeted FY20
- B) Mostly due to COLA adjust./ Ops. + F&M incr. hrs. 2nd half of FY21
- C) Decrease of cc fees/tickets used due to lower parking lot activity
- D) FY 21 budget is updated for current participation in health ins.
- E) Decrease mainly due to lowering Advertising expense
- F) Vacant positions filled FY21 are budgeted for single health ins. coverage
- G) Decrease is mainly due to removing 1 P/T employee from LY budget
- H) Increase driven mainly by City Fire services projected
- I) Up mainly due to increase in utilities (expansion) by nearly \$37k offset by a decrease in Airfield expenses by \$17k
- J) Utilities projected to be up by \$4k offset by anticipated decrease in maint.
- K) Increase driven by monitoring of wells/environmental charges
- L) Decrease mainly driven by lower fuel purchases/cost due to expected lower activity

**Gainesville Regional Airport
Summary of Expense and Revenue**

	Budget 2020	Projected Ending 2020	Variance Over (Under)		Proposed Budget 2021	Difference 2020 vs. 2021 Budget
SUMMARY						
Total Revenues	6,844,644	6,290,553	(554,091)		5,334,075	(1,510,569)
Less: Total Expenses	5,590,680	5,078,606	(512,074)		5,448,879	141,801
Income/Loss Pre- Depreciation	<u>1,253,964</u>	<u>1,211,947</u>	<u>-42,017</u>		<u>(114,804)</u>	<u>(1,368,768)</u>
Capital Items						
Principal Payment Series A	328,725	328,725			345,979	
Principal Payment Series C	-	-			-	
Principal Payment Series 2007	-	-			-	
2007 Reserve (1)	-	-			-	
Subtotal	<u>328,725</u>	<u>328,725</u>			<u>345,979</u>	
Net	<u>925,239</u>	<u>883,222</u>		Net	<u>(460,783)</u>	
CARES Act monies		<u>1,561,477</u>		Anticipated received FY21	<u>1,552,216</u>	
		<u>2,444,699</u>		Adjusted Net	<u>1,091,433</u>	

					Difference Proj. 2020 vs. 2021 Budget
Total Payroll	1,596,771	1,516,789		1,596,436	79,647
Total Payroll Related	554,896	509,953		548,704	38,751
Total Department Expenses	3,255,487	2,880,338		3,142,315	261,977
Total Interest	183,526	171,526		161,424	(10,102)
Total Expense	5,590,680	5,078,606		5,448,879	370,273
	(1)	(1)		(1)	(1)

Note (1): See Expense analysis attachment

Proposed FY21 revenue budgeted is \$5,334,075. This is approximately 1.5 million less than budgeted in 2020. The difference breaks down as follows:

BUDGET COMPARISON 20 TO 21			
	FY20	FY21	(+/-)
Airline	1,717,698	1,418,090	299,608
General Aviation	963,570	975,156	11,586
Concession	3,771,392	2,542,574	1,228,818
Other & Non-Recurring	391,984	398,255	6,271
	6,844,644	5,334,075	1,510,569

It goes without saying that this is a unique period within which to construct a budget. There are many variables outside of our ability to predict, however the basic assumption applied to those areas not strictly dictated by a lease or contract, is that over the course of the fiscal year we will reach a point where we are generating 50% or less of our pre-covid revenue, but Insufficient time has passed since March to accurately predict or gauge recovery.

AIRLINE RELATED REVENUE

Airline related revenue represents a budget decrease of \$371K when compared with the FY20 budget

- Assumes 25% abatement continues through 12/31/20
- No CPI has been added to the square footage rate of \$48.20
- Revenues related to charter activity have been reduced from FY20 estimated ending.
- Boarding bridge revenue is reduced to account for the time the existing bridges will be out of service for refurbishment or inaccessible due to the expansion.

GA RELATED REVENUE

GA related revenue represents a budget increase of \$19,271 over the fy20 budget.

- A 1.75% increase has been applied across the board to all aircraft storage rates beginning December 1.
- Much of the GA related revenue is lease/contract driven and not dependent on other non-GA factors. It is foreseeable that eventually these factors will impact GA but currently GA activity is holding its own.

CONCESSION AND RELATED REVENUE

Our hardest hit area, FY 21 concession related revenue represents a budget decrease of 1.4 million when compared to 2020.

- Parking has been reduced to 1.1 million from 2 million.
- The budget assumes a 25% MAG reduction for the rental cars will continue through Dec 31, 2020. Though this has not been communicated to the companies, it is accounted for in the budget should the Authority decide it is in their best interest to offer this consideration.

CONCESSION AND RELATED REVENUE continued

- No revenue has been budgeted for rental car earnings over MAG.
- Food concession rent has been reduced by half.
- TNC/TAXI activity has been increased by \$31,000 over the FY20 budget. This is based on pickup fees increasing to \$3.00 on January 1, at 50% of the pre-covid rate.
- QTF Fuel has been adjusted to match current usage.

OTHER AND NON-RECURRING REVENUE

Budgeted Other and non-recurring revenue represents an increase of approximately \$6,000 over 2020

- The Amazon agreement for rental of the Driving Pad was renewed in January of 2020 and the agreed upon rate of \$108,324 is in the budget at 100%.
- It is estimated that we will end 2020 with a budget surplus in this category due to the sale of property in the airport industrial park, the long-term lease of a hangar facility for which we received a lump-sum payment, and a reimbursement received from FEMA.

**AIRPORT SCHEDULE OF RATES AND CHARGES FY21
OCTOBER 1, 2020 THROUGH SEPTEMBER 30, 2021**

Indicates items changed from FY20

Aircraft Storage

		FY21 RATES		
Hangar, Port-A-Port and Sunshade				
T-Hangar - Row A				202.46
T-Hangar - Row D				200.03
T-Hangar - Row F				217.00
T-Hangar - Row I				390.98
T-Hangar - Row J				208.53
T-Hangar - Row K				369.82
T-Hangar - Row L				296.00
Sunshade				119.56
Port-A-Port Hangar - Small				133.48
Port-A-Port Hangar - Medium				171.93
Port-A-Port Hangar - Ground Lease				59.35
Damage Deposit - New Lease - All Units				200.00
Rent Deposit - New Lease - All Units				One Month Rent
Tie down (Transient and Based)		Daily	Weekly	Monthly
Single Engine Piston		5.00	20.00	36.00
Single Engine Turboprop		6.00	24.00	43.00
Multiengine Piston		6.00	24.00	43.00
Multiengine Turboprop		7.00	28.00	50.00
Small Jet		7.00	28.00	50.00
Medium Jet		10.00	40.00	71.00
Large Jet		15.00	60.00	107.00
Blimp		30.00	100.00	178.00

A 1.75% increase has mbeen added to all monthly aircraft storage rates.

Airline Passenger Terminal Rents - Signatory

Signatory Airline - Fixed Rent				
Covered Baggage Make-up Area per Sq. Ft. per year includes conveyor				48.20
Office Space - per Sq. Ft. per year				48.20
Ticket Counter - per Sq. Ft. per year				48.20
Valet Bag Claim per Sq. Ft. per year				48.20
Passenger Boarding Bridge - per month				630.00
Signatory Airline - Variable Rent				
Passenger Hold Room - per Sq. Ft. per year (80% enplanement based, 20% carrier based)				48.20
Baggage Claim Space and Offload Canopy- per Sq. Ft. per year				48.20
Passenger Boarding Bridge Variable Fee per Scheduled Departure				
Aircraft Capacity < 100 passengers				6.00
Aircraft Capacity = 100-149 passengers				11.00
Aircraft Capacity ≥ 150 passengers				16.00

Rental Car Concession Fees

Counter and Office Rent - Per Square Foot Per Year (Years 2-5 of Concession Agreement Annual Increase)			38.63
Ready Return Lot 1 (84 spaces)		The Greater of CPI or 3% Per Space	15.00
CFC - per rental car day			1.00
Concession Privilege Fee		The Greater of 10% of Gross Receipts or MAG	

Landing Fees

Signatory	Per 1,000 Pounds of Maximum Certified Landing Weight	1.57
Annual increase agreed to by contract. \$1.57 based on 2.5% increase.		
Non-Signatory	Per 1,000 Pounds of Maximum Certified Landing Weight	1.97

Airline Passenger Terminal Rents - Non-Signatory & Charter

Passenger Boarding Bridge / GPU / PC Air, Fee per Departure		
	Aircraft Capacity < 100 passengers	11.00
	Aircraft Capacity = 100-149 passengers	16.00
	Aircraft Capacity ≥ 150 passengers	21.00
Terminal Use Fee, per enplaned/deplaned aircraft		
	Aircraft Capacity < 150 passengers	350.00
	After 11:00 PM	450.00
	Aircraft Capacity ≥ 150 passengers	500.00
	After 11:00 PM	600.00
Ramp Fee (Waved with Terminal Use Fee)		
	Signatory (Non-Charter)	No Charge
	Non-Signatory (Or Charter)	Every 24 hours
	After 11:00 PM	Arrivals After 11 PM
		150.00
		200.00

Boardroom and Conference Room Rental

Boardroom Non-tenants per hour	35.00
Reception in the Boardroom Non-tenants per hour	100.00
Conference Room per hour	15.00
Tenants	No Charge

Automobile Parking (Airline Passenger Terminal)

Public Parking - Short Term		Daily Maximum	12.00
	0-30 minutes		1.00
	31-60 minutes		2.00
	> 1 hour - 2 hours		3.00
	> 2 hours - 3 hours		5.00
	> 3 hrs - 4 hrs		7.00
	> 4 hrs - 5 hrs		9.00
	> 5 hrs - 6 hrs		11.00
	> 6 hours - 24 hours and Daily Rate per Day Thereafter		12.00
Public Parking - Long Term		Daily Maximum	9.00
	0-30 minutes		1.00
	>30-2 hours		2.00
	> 2 hours - 3 hours		4.00
	> 3 hrs - 4 hrs		6.00
	> 4 hrs - 5 hours		8.00
	> 5 hours - 24 hours and Daily Rate per Day Thereafter		9.00
	Weekly Rate (7 days)		55.00
Parking - Other			
	Tenant Employee Parking - per Employee per Month		5.00
	Non-Based Airline Employee - per month		35.00
	Charter Parking Billed to a Single Entity per Vehicle per Day		5.50

Ground Support Equipment Use Fees

Fees are for local use, additional fees may be added for distance	Truck Airstairs	Per Use	125.00
	Push Airstairs	Per Use	75.00
	Baggage Cart	Per Cart per Use	15.00
	Light Stands	Per Hour	25.00

	Call Out Fee	After Hours-per Person	40.00
<u>Banner Towing Fee</u>	Per Plane Per Day		30.00
<u>Driving Pad Rental Fee</u>	Reservation	Per Day	100.00
<u>Field Rental-Old Horseshow Grounds</u>	Per Day		700.00
<u>Fuel Fees</u>	Flowage	Signatory Airlines Paying Landing Fees	No Charge
	Retail Sales (FBO)	Per Gallon	0.10
	Storage	Per Gallon Received into Fuel Farm	0.055
<u>Identification/Security Badges</u>	Initial Issuance of SIDA Badge (Plus Fingerprint Fee + Material Cost)		50.00
	Renewal of SIDA Badge (Plus Fingerprint Fee If Required)		50.00
	Renewal of SIDA Badge (Fingerprinting Not Required)		20.00
	Initial Issuance of Non-SIDA Badge (Material Cost)		20.00
	Deposit for ALL Airport Badges (refunded upon return)		50.00
	Replacement of Damaged or Expired Badge		20.00
	Replacement of Unaccounted, Lost, Stolen Badge		50.00
	Second Replacement of Unaccounted, Lost, Stolen Badge if within 9 months from date of last issue		100.00
	Departed Tenant/Employees Badge not Returned		150.00
	Fingerprint Fee		57.00
	Contractor Fine for badges not returned	each badge	300.00
	Contractor Fine for hats not returned	each hat	500.00
	Replace Lost Padlock		65.00
	Replace Lost Keys	Cost of Key Plus Padlock and/or Core	100.00
<u>Landing Fees</u>	<u>Per 1,000 Lbs Maximum Certified Gross Landing Weight</u>		
	Signatory	Terminal Side	1.57
	Non-Signatory	Terminal Side	1.97
	Signatory	GA Side	1.57
	Non-Signatory	GA Side	≥ 12,000 lbs 1.97
<u>Office Machines</u>	<u>Passenger Terminal Administration Office</u>		
	FAX	Local	1.00 plus .25 per page
	FAX	Long Distance	1.00 plus 1.00 per page
	Copy Machine	Per Page B&W	0.15
	Copy Machine	Per Page Color	0.20
<u>Public Information Request Fees</u>	<u>Hard Copy of Public Records - Letter or Legal Size</u>		
	1 Sided - 10 pages per month per person	Black & White	No Charge
	1 Sided > 10 pages per month per person	per Page	0.15
	2 Sided - 10 pages per month per person		No Charge
	2 Sided > 10 pages per month per person	per Page	0.20
	Certified Copy of a Public Record		1.00
	Copies of Audio and Video Tapes		Cost of Duplication
Research	Research, collect, copy and/or supervise public record retrieval > 45 minutes		Hourly rate of personnel performing the task
	Copies of Documents on Disk.		Cost of Compact Disk plus duplication time.

Taxi, Hotel Shuttle and Limousine Operating Fees

Que/Hail Permit	Per Vehicle per Year	100.00
Pre-Arranged Pick-up	Per Year	50.00
Single Use	One Time Pickup Permit	10.00
TNC / TAXI	Per Pick Up 10/01/20 to 12/31/20	1.00
	Per Pick Up 01/01/21 to 09/30/21	3.00

Display Advertising

Large Case	Annual	3,000.00
	Monthly	300.00

Work Order Fee

Time and Materials plus 20%

Returned Check Fee

30.00

FY17 REVENUE WORKSHEET

	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Actual	2020 Budget	2020 Mos 1-10	2020 Mos 11-12	2020 Est Ending	Variance (+/-)	2021 BUDGET	ASSUMPTIONS	
AIRLINE RELATED REVENUE																		
411-300-000 Air Carrier Fixed Rent	132,781	251,862	251,862	309,316	324,621	331,600	371,262	367,773	528,233	527,993	528,473	384,995	65,999	450,994	(77,479)	495,443	Assumes 25% abatement continues through 12/31/20	
412-300-000 Air Carrier Non-Exclusive Rent	254,158	719,204	719,203	719,204	719,204	719,204	719,204	749,251	624,325	624,325	624,325	481,250	78,041	559,291	(65,034)	585,125	As above. 16,191 s.f. @ \$48.20 = \$780,406.20. 80% = \$624,325 20% is under "Fixed".	
424-300-000 Air Carrier Landing Fees	206,689	214,197	212,624	249,030	270,262	319,918	294,930	373,344	397,981	442,688	383,991	300,800	27,986	328,786	(55,205)	221,344	No CPI added. 50% of 2019.	
457-360-001 Fuel Storage Fees-Signatory	84,434	80,117	4,800	94,279	92,099	79,263	74,496	69,562	85,230	124,768	113,850	91,855	3,938	95,793	(18,057)	68,736	Assumes 6 mos. at current monthly amount of 1,969 & 6 mos. at pre Covid amount of 9,487	
417-300-000 Non-Scheduled Landing Fees	12,487	8,972	600	11,388	10,695	14,670	7,695	10,515	13,982	11,105	10,500	17,679	0	17,679	7,179	11,784	Depends on sports & gambling. No activity assumed for 6 mo. 6 mo. @ pre Covid @ 1,964	
443-300-003 Terminal Passenger Charge	7,900	5,500	36,695	8,750	6,600		9,200	11,300	12,250	5,200	5,500	2,850	0	2,850	(2,650)	0	Charter related.	
443-300-004 Terminal Ramp Charge	0	450	0	450	450	1,100		0	450	750	0	1,050	0	1,050	1,050	0	Cannot assume activity	
463-300-000 PBB Monthly Maint/Use Fees	0	0	0	37,515	42,830	49,280	48,909	50,028	50,559	52,587	51,059	38,681	5,208	43,889	(7,170)	35,658	Mo maint fee of \$630 per bridge adjusted for project work = \$4,410. Use fee 12 mo. @ current rate of \$2,604 = \$31,248. Using current for 12 months should cover loss of use fees during project.	
Total Airline Related Revenue	698,449	1,280,303	1,318,918	1,392,416	1,423,930	1,465,755	1,476,787	1,581,745	1,662,451	1,789,415	1,717,698	1,319,161	181,172	1,500,333	(217,365)	1,418,090	<i>FY21 Budget (+/-) over FY20 Budget</i>	(371,325)
Difference Between FY20 Estimated Ending and FY21 Budget																(82,242)		

GA RELATED REVENUE

416-300-000 Fuel Flowage Fees	104,591	108,012	103,966	122,385	101,934	89,771	91,626	96,124	113,670	91,791	90,000	68,871	12,731	81,602	(8,398)	83,190	6 mo. @ current amt of 6,365 & 6 mos. at Pre-Covid of 7,500	
457-360-002 Fuel Storage-Non Signatory	59,679	67,679	65,120	74,935	68,878	63,806	72,760	74,244	83,263	83,467	85,000	56,032	14,369	70,401	(14,599)	68,244	12 mo. @ avg for periods 1-12 of 5,867	
417-340-000 GA Landing Fees	4,802	4,028	891	969	369	3,003	7,022	7,636	11,273	11,205	10,000	4,094	0	4,094	(5,906)	5,000	6 mos. at current amt of 0, 6 mo. @ Pre-Covid of 833.	
433-340-000 GA T-Hangar Rent	223,262	201,448	189,992	182,955	180,123	190,051	198,948	217,283	209,246	229,076	225,000	175,085	34,303	209,388	(15,612)	238,490	1.75% CPI Added for 10 months at current occupancy.	
434-340-000 GA Sunshade Rent	11,355	6,384	4,838	4,723	7,401	5,443	4,233	3,002	2,933	2,996	2,820	2,820	270	3,090	270	3,082	2 Sunshades are rented	
448-340-000 GA Ground Support Equip	4,355	2,730	5,135	6,160	7,220	5,260	770	585	1,585	1,020	765	5,715	0	5,715	4,950	2,500	Charter based.	
449-340-000 GA Tie downs	6,621	3,958	4,984	4,988	3,955	3,465	4,254	4,848	3,406	3,413	3,000	2,940	560	3,500	500	3,000	Based on FY 20 ending	
451-340-000 GA POP Land Rent	13,037	6,867	6,972	6,919	6,919	7,497	7,551	6,863	6,988	7,408	7,700	6,416	1,283	7,699	(1)	7,834	Based on 100% occupancy, 1.75% CPI increase.	
451-340-001 GA POP Rent (GACRAA's)	7,331	10,969	10,732	9,234	9,234	8,632	8,122	8,809	9,886	9,038	8,500	6,991	1,293	8,284	(216)	8,500	Based on current occupancy and 1.75% CPI increase	
459-340-000 GA Storage Fees	4,082	1,332	1,332	1,332	1,332	1,332	1,332	1,332	1,383	1,940	1,940	1,617	323	1,940	0	1,940	Based on current billing.	
418-340-000 FBO Rent	185,413	185,413	210,481	212,413	217,829	222,413	222,824	226,741	226,437	241,379	240,230	200,192	40,038	240,230	0	240,230	Contract based. Next CPI Oct 1, 2021	
418-340-003 FBO Charter Passenger Fees	5,382	8,208	9,396	1,602	1,069	558	774	126	1,098	558	0	198	0	198	198	0	Can't assume activity	
418-340-004 FBO Ramp Parking Fees	4,418	2,779	2,703	1,449	4,503	2,972	3,482	1,957	1,686	2,741	1,000	722	0	722	(278)	0	Can't assume activity	
435-340-004 WWII Hangar	38,708	37,992	40,086	41,329	41,468	42,564	42,557	42,922	44,022	45,058	46,252	37,920	7,608	45,528	(724)	45,800	Annual JUN 1 CPI applied at 1%.	
435-340-007 ExecJet Land Lease	26,577	26,896	27,759	28,285	28,647	29,024	29,189	29,613	29,832	30,440	31,228	25,881	6,021	31,902	674	31,462	Annual DEC 1 CPI applied @ 1%.	
435-340-003 Bi-Fold Hangar Rent	15,600	15,618	18,744	18,744	18,744	17,182	9,372	19,917	20,129	20,469	20,130	17,121	3,424	20,545	415	20,130	On 8/13/20 Jay estimated he would keep the hangar for the 21 FY.	
420-340-001 Air Methods Hangar Rent	58,895	60,097	61,533	62,821	63,771	64,168	64,658	65,912	67,430	66,303	65,053	54,211	10,842	65,053	0	65,053	Lease renewed April 2019. CPI every 5 years.	
415-300-000 Corporate Aviation	22,107	22,428	19,707	22,428	22,428	22,586	23,059	22,376	25,548	25,661	20,449	21,507	4,308	25,815	5,366	26,546	Annual Kenn Air = 6,404. UAA = 11,025 Gainesville Aircraft Sales, (GAS) = 9,117	
435-340-002 Joint Aviation Unit	14,148	14,148	14,148	14,148	14,148	14,148	14,148	14,148	14,148	14,148	14,148	11,790	2,358	14,148	0	22,404	New contract. 3 year term at this rate effective 10/1/20.	
435-340-006 Silver Hangar Rent	0	0	212,500	340,000	340,000	340,000	8,389	45,233	73,496	117,851	90,355	93,867	22,164	116,031	25,676	101,750	Osteen, JKP, Collier, UAC. Assumes storage of same aircraft for 12 months. 1.75% increase applied.	
443-300-005 Banner Towing Fees	570	630	330	120	210	30	0	0	90	60	0	0	0	0	0	0	0	Can't assume activity
443-300-006 Blimp Tie down Fees	200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	Can't assume activity
Total GA Related Revenue	811,133	787,615	1,011,350	1,157,940	1,140,184	1,133,903	815,072	889,669	947,550	1,006,021	963,570	793,990	161,895	955,885	(7,685)	975,156	<i>FY21 Budget (+/-) over FY20 Budget</i>	11,586
Difference Between FY20 Estimated Ending and FY21 Budget																19,271		

	2010 Actual	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Actual	2020 Budget	2020 Mos 1-10	2020 Mos 11-12	2020 Est Ending	Variance (+/-)	2021 BUDGET	NOTES AND ASSUMPTIONS
CONCESSION RELATED REVENUE																	
410-300-000 Advertising Sales	8,091	10,000	17,732	12,184	19,871	21,306	33,096	32,172	39,712	46,143	35,000	37,219	4,500	41,719	6,719	37,000	Includes DM MAG and % over MAG. Includes UF, loss of "Swamp" Takes into account terminal construction.
422-300-000 Ground Transport Taxi/TNC	4,108	4,290	5,180	6,800	10,780	8,650	8,835	21,717	31,493	40,389	33,000	27,245	2,260	29,505	(3,495)	64,183	3 mos. @\$1. @current activity level of = 1,200 = 3,600. 9 mos. at \$3. @ 50% of pre-covid activity level. 50% = 20,194. @ \$3 = 60,583.
427-300-000 Rental Car Exclusive Rent (Counter & Ready Return)	93,599	91,298	91,298	91,298	81,791	87,675	89,852	91,904	94,207	95,773	98,595	72,030	26,565	98,595	0	98,595	Contract renewal 10/01/19. Annual 10/1 increase of 3% BEGINNING 10/1/20 Counter= \$83,475 + Ready Return \$15,120 = \$98,595
428-300-000 Rental Car (MAG)	544,252	544,252	544,252	544,252	611,619	746,354	748,247	768,453	783,792	794,292	794,292	529,809	151,374	681,183	(113,109)	859,159	Contracted MAG - \$916,436, reduced 25% Oct to Dec = (57,277)
432-300-000 Rental Car Above MAG	121,420	176,463	173,202	212,300	208,870	142,335	172,209	201,132	248,669	273,338	245,000	126,539	0	126,539	(118,461)	0	Assumes gross will NOT exceed MAG.
436-300-000 Rental Car Overflow Parking	141	552	3,600	3,600	2,580	2,470	1,932	3,430	750		3,000	735	0	735	(2,265)	0	Reinstated FY 20. Being frequently used by Avis & Hertz. No activity forecasted for FY 21
443-300-000 ATM Concessions	2,400	2,400	2,200	2,400	2,400	2,400	2,400	2,400	2,400	2,200	1,200	1,800	0	1,800	600	578	Contract renewed. Usage down. Renewed at lower rate so we would have an ATM.
414-380-000 Parking Revenue	1,143,214	1,369,580	1,465,554	1,546,998	1,636,677	1,782,775	1,805,573	1,805,192	1,964,529	2,149,977	2,014,430	1,225,086	102,281	1,327,367	(687,063)	1,100,000	Currently @60K per mo.
462-300-000 Food Concession Rent	37,539	34,366	37,963	43,002	41,237	45,210	43,424	43,669	48,966	60,808	50,000	35,689	319	36,008	(13,992)	25,000	50% of pre-covid budget
464-300-000 Cell Phone Tower Rent	14,400	14,400	16,299	16,560	16,560	16,560	16,560	18,630	19,044	19,044	19,044	15,870	3,174	19,044	0	19,044	Set by contract.
436-300-002 Rental Car QTF Land Rent	NA	NA	21,384	46,656	46,815	46,500	46,674	47,374	48,115	49,048	51,461	42,884	8,577	51,461	0	53,005	3% increase applied October 1 every year
436-300-003 Rental Car QTF Fuel. Balance against expense.	NA	NA	173,349	299,789	323,404	254,534	200,788	256,294	267,339	266,872	298,870	174,224	26,336	200,560	(98,310)	184,800	Actual revenue from fuel is a "wash" with expense. EXCEPT for the overhead charge of 0.24 per gal. Actual FY21 rev to GACRAA is est to be \$19,285 based on 80,000 gal sold. Avg price per gal FY 20 = 2.38 - \$2.31 Applied.
436-300-004 Rental Car QTF Wash	NA	NA	37,035	17,142	15,181	18,068	20,321	21,326	21,675	22,122	30,000	18,250	2,305	20,555	(9,446)	20,000	FY20 60,000 washes @\$0.50 FY21 40,000 washes = 20,000
436-300-005 Rental Car QTF Maint/O&M.	NA	NA	22,639	56,201	73,557	68,445	74,831	87,396	91,931	95,456	97,500	65,954	10,804	76,758	(20,742)	81,210	O&M rev is a "wash" with expense. Actual revenue to GACRAA is 20% of material & labor cost, \$16,242. Paid from CFC
Total Concession Related Rev	1,969,164	2,247,601	2,611,687	2,899,182	3,091,344	3,243,282	3,264,741	3,401,089	3,662,623	3,915,463	3,771,392	2,373,334	338,495	2,711,829	(1,059,563)	2,542,574	<i>FY21 Budget (+/-) over FY20 Budget</i> (1,372,888)
Difference Between FY20 Estimated Ending and FY21 Budget																(169,255)	

OTHER & NON-RECURRING REVENUES																	
413-300-001 Airport Security Reimbursement. TSA Grant	121,485	132,529	107,514	102,200	102,200	102,200	50,400	102,100	96,000	75,285	15,000	76,505	13,495	90,000	75,000	80,000	This is an annual grant program which is calendar year based. At this time we have not received notice of 2021 funding amounts.
411-302-000 TSA Office Rent	40,006	43,029	44,536	45,650	47,020	48,549	43,549	40,245	41,097	41,716	41,976	35,400	7,206	42,606	630	43,236	Renewed 4/1/20. FY21 = current fee of \$3,603 for 12 mos.
411-302-001 TSA Checkpoint Fees	5,772	5,772	5,772	5,772	5,772	13,664	21,633	21,865	22,157	22,336	22,336	12,530	681	13,211	(9,125)	4,086	TSA will no longer pay custodial only electric. Avg = 340. per mo.
411-301-000 Other Exclusive Rent	540	587	540	599	599	599	599	675	1,321	1,997	2,127	1,664	463	2,127	0	2,127	ARINC. Contract based.
423-300-000 Non-Aeronautical Rent	6,984	7,110	15,226	18,889	16,753	16,544	13,469	14,510	13,386	9,479	8,939	8,076	1,615	9,692	753	8,692	Gator Skeet. New agreement Jan 2020.
446-300-000 Driving Pad - Amazon, Inc									30,832	106,759	35,666	90,103	18,021	108,124	72,458	108,324	Contract Driven
421-300-000 Access Badge Fees.	9,005	9,080	12,465	12,750	12,710	9,355	8,485	9,340	8,685	6,891	7,500	7,210	250	7,460	(40)	2,750	Non-Rev Item. Rev recorded to balance w/expense.
430-330-000 FAA Airways Facility Rent	26,891	27,379	32,742	32,742	32,742	32,742	32,742	35,288	38,878	40,006	41,040	34,200	6,840	41,040	0	41,040	Contract based.
431-330-000 FAA AFSS Rent	38,904	38,904	45,837	21,450	11,700	11,700	42,971	14,258	11,700	1,950	0	0	0	0	0	0	Building vacant as of 9/1/18.
437-300-000 Other Income	9,406	37,182	17,041	46,212	25,569	21,349	16,578	10,935	10,528	6,066	5,400	358,261	0	358,261	352,861	0	FY 20 includes Curtis @ 325K, Hoggetowne @ 4,900 and FEMA @ 26,137, etc.
438-300-000 Interest Income	3,135	2,295	1,860	428	379	184	215	760	30,407	65,940	110,000	67,039	4,321	71,360	(38,640)	15,000	6 million @ .0025
439-300-000 Industrial Park Land Sales	8,089	8,568	4,246	4,445	4,168	3,621	0	0	0	0	0	291,823	0	291,823	291,823	0	FY20 = FedEx
440-300-000 Solar FIT Revenue			5,553	119,780	113,992	108,825	116,715	120,789	102,360	86,446	101,000	79,281	7,522	86,803	(14,197)	90,000	In large part determined by weather.
442-300-000 Sales of Surplus Equipment	10,350	1,436	0	0	7,308	0	0	0	7,879	0	1,000	0	0	0	(1,000)	3,000	
Total Other & Non-Recurring Rev	159,083	181,342	293,332	410,918	380,912	369,333	347,358	370,767	415,229	464,870	391,984	1,062,092	60,414	1,122,506	730,522	398,255	<i>FY21 Budget (+/-) over FY20 Budget</i> 6,271
Difference Between FY20 Estimated Ending and FY21 Budget																(724,252)	

TOTAL OPERATING REVENUE	3,637,828	4,496,861	5,235,287	5,860,457	6,036,370	6,212,273	5,903,957	6,243,270	6,687,853	7,175,770	6,844,644	5,548,576	741,976	6,290,553	(554,091)	5,334,075	<i>FY21 Budget (+/-) over FY20 Budget</i> (1,510,569)
--------------------------------	------------------	------------------	------------------	------------------	------------------	------------------	------------------	------------------	------------------	------------------	------------------	------------------	----------------	------------------	------------------	------------------	--

EXPENSE ANALYSIS FY21 BUDGET COMPARED TO BUDGET FY20

FY21 proposed total budget expense of \$5,448,879 compared to FY20 budget expense of \$5,590,680 has a \$142k decrease or down by 2.5%, based on the following:

Total payroll FY21 is budgeted at \$1,596,436 compared to a budget FY20 at \$1,596,771 or essentially flat in comparison. Basically, the COLA of 2.5% FY21 offsets the reduction of merit increases, one less part-timer in the parking lot and the staff (Ops/F&M) adjustments. All merit increases are discretionary.

Total Payroll related (fringes) FY21 is budgeted at \$549k compared to budget FY20 at \$555k or a \$6k decrease. Since the payroll is relatively the same FY21 and FY20, the fringes (FICA & Retirement) are the about the same as well. However, due to the updated participation/tier of health/life insurance coverage for the FY21 budget, the remaining fringes are approximately \$6k less.

Total Department expenses FY21 is budgeted at \$3,142,315 compared to a budget FY20 of \$3,255,487 or a \$113.1k decrease. This decrease breaks down by department as follows:

Administration department expense FY21 is budgeted at \$611k compared to FY20 budget at \$642k or a \$31k decrease. This decrease primarily comes from Advertising/Marketing expense by \$36k. Also, anticipated increases in business insurance of \$26k were offset by decreases in budgeted professional fees by \$21k.

Operations department expense FY21 is budgeted at \$1,181,862 compared to FY20 budgeted at \$1,166,024 or a \$15.8k increase. This increase is essentially from the increase for Fire services projected by the City.

Parking lot department expense FY21 is budgeted at \$85.1k compared to FY20 budget at \$122.8k, with a \$37.7k decrease. This decrease would mainly be due to the credit card fees by \$27.6k (based on decreased parking revenue) and \$10.1k less in tickets used due to lower activity.

Facilities and Maintenance department expense FY21 is budgeted at \$834k compared to FY20 budget at \$814k or a \$20k increase. This increase is from utilities by nearly \$37k due to the terminal expansion offset by an anticipated decrease in airfield maintenance by \$17k.

FAA department expense FY21 and FY20 are the same at \$3.6k, thus \$0 difference.

General Aviation department expense FY21 is budgeted at \$87.7k compared to FY20 budget of \$93.7k or a \$6k decrease. Utilities is budgeted to be \$4k higher than last year, while maintenance is expected to be about \$10k lower than FY20 budget.

Fuel Farm department expense FY21 is budgeted at \$52k compared to FY20 budget at \$29k or \$23k more. The increase breaks down as follows: annual oil/water separator pump out \$2.8k, monitoring wells/environmental charges by \$16.9k, waste removal by \$1.8k and equipment maintenance/other by \$1.5k.

Rental Car QTF facility department expense FY21 is budgeted at \$287.7k compared to FY20 budget at \$384.5k or a \$96.8k decrease. There is a \$89k decrease expectation that less fuel will be pumped at the QTF at a lower cost than budgeted FY20. The remaining \$7.8k decrease comes from utilities, supplies and maintenance expenses adjusted for lower activity.

Interest expense FY21 budgeted at \$161k compared to FY20 budget of \$183k or a \$22k decrease. The decrease is due to paying down the 2006A loan. The 2006A Bond currently has a principal balance of \$2,853,060. The 2006A Bond has a maturity date of June 1, 2027 and has an annual debt service of approximately \$500k.

EXPENSE ANALYSIS FY20 BUDGET COMPARED TO PROJECTED ACTUAL FY20

FY20 total budget expense is \$5,590,680 compared to a projected FY20 total expense of \$5,078,606 or a savings of about \$512k, based on the following:

Total payroll FY20 is budgeted at \$1,596,771 compared to a projected \$1,516,789 or \$80k under budget. This breaks down as follows: No merit increases \$32k, staff reduction in the parking lot \$14k and staff adjustment in F&M/Op's. \$17k each.

Total payroll related (fringes) FY20 is budgeted at \$555k compared to a projected \$510k or a \$45k savings. The lower payroll would directly decrease fringes (FICA & Pension) by \$14k. The \$31k balance primarily is savings from health and life insurance budgeted for unfilled positions/new staff that did not participate in the health plan, as well as any changes in coverage.

Total department expenses were budgeted at \$3,255,487 FY20 compared to a projected \$2,880,338 or about \$375k under budget. This difference breaks down by department as follows:

EXPENSE ANALYSIS FY20 BUDGET COMPARED TO PROJECTED ACTUAL FY20 (continued)

Administration department expense FY20 is budgeted at \$641.7k compared to a projected \$520.4k or \$121.3k under budget. This difference mainly comes from the following areas being under budget: professional fees by \$26.7k, business insurance by \$9k, advertising by \$47k and travel/training by \$16.4k. The remaining \$22.2k of savings is spread amongst various administration expense accounts.

Operations department expense FY20 is budgeted at \$1,166,024 and projected at \$1,111,570 or \$54.5k under budget. This is mainly due to curb security and travel/training being under budget by \$33k and \$11.1k respectively; the remaining \$10.4k in savings includes police services being under budget by \$7k.

Parking lot department expense FY20 is budgeted at \$122.8k and projected at \$90k or \$32.8k under budget. This is primarily due to credit card fees and tickets used being under budget by \$19k and \$10k, respectively. The remaining savings of \$3.8k comes from equipment maintenance.

Facilities and Maintenance department expense FY20 is budgeted at \$813.8k and projected at \$765.2k or \$48.6k under budget. The difference largely comes from temp labor and utilities being under budget by \$11.1k and \$14.2k, respectively; as well as outside contractors by \$24.4k. The balance of \$1.1k is due to airfield maintenance being over budget by \$23k offset by the remaining F&M expenses being under budget \$21.9K.

FAA department expense FY20 is budgeted at \$3,600 and projected at nearly \$500 or about \$3.1k under budget. Maintenance is incurred at these locations as needed.

General Aviation expense FY20 is budgeted at \$94k and projected at \$94k or \$0 difference. The details project that maintenance expenses will be under budget by \$4k offsetting utilities expense being \$4k over budget.

Fuel Farm expense FY20 is budgeted at \$29.1k and projected at \$33.9k or \$4.8k over budget. This is mainly due to environmental fees that were not budgeted for.

Rental Car (QTF) facility department expense FY20 is budgeted at \$384.5k and projected at \$265.1k or \$119.4k under budget. The majority of this savings comes from fuel that is projected to be \$92.8k under budget due to less volume and lower costs. The remaining balance of \$26.6k comes from supplies, utility and maintenance expenses affected by the lower activity. It should be noted that all costs here are either paid with CFC's or directly billed to the rental car companies.

Interest expense FY20 is budgeted at \$183.5k and projected at \$171.5k or \$12k under budget. This is exclusively because we did not utilize the LOC, which was the expense budgeted for such.

Budget Proposal
For the Fiscal Year October 1, 2020 - September 30, 2021

**DEPARTMENTAL EXPENSES
ADMINISTRATION**

	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2020</u>	<u>2020</u>	<u>2020</u>	<u>2021</u>		
	<u>Actual</u>	<u>Actual</u>	Period 1-10 Actual	Period 11-12 Est	<u>Projected</u>	<u>Budget</u>	<u>Proposed</u>	2021 Budget notes	
							Budget		
622-200-000	Unemployment Insurance	6,050	-	0	0	-	1,500	1,500	Allowance for any staff change
625-200-000	Temp Labor	23,912	15,790	6,485	1,908	8,393	10,408	10,057	Based on proj. needs
628-200-000	State sales tax audit	3,770	365	0		-			
630-200-000	Bank Charges-Admin	528	706	1,926	1,032	2,958	2,000	3,000	Increase due to Pos. Pay fees proj.
631-200-000	One Time Expenditures	2,735	2,707	4,364	-	4,364	3,000	3,000	Based on last year budget
632-200-000	Materials and Supplies	447	490	384	77	461	475	475	Based on last year budget/actual
633-200-000	Office Supplies	5,706	5,665	3,591	1,675	5,266	5,650	5,550	Based on last year budget/actual
634-200-000	Printing and Binding	35	143	0	-	-	250	150	Based on prior year/projected
636-200-000	Telephone Expense	11,108	11,882	10,074	1,827	11,901	11,900	11,900	Projected based on curr. usage & rates
637-200-000	Postage Expense	2,807	2,380	1,492	690	2,182	3,050	2,525	Estimate based on prior year's
638-200-000	Advertising and Marketing	78,092	125,257	103,705	6,325	110,030	157,125	120,668	Based on modified ad campaign
638-200-003	Special Events Expense	5,412	6,279	6,094	150	6,244	7,550	9,100	Based on planned events/expansion
638-200-002	Special Event - Gator Fly In	3,670	5,597	2,366	-	2,366	6,650	6,520	Based on LY budget
638-200-004	Legal Notices	2,533	5,964	2,931	313	3,244	3,000	2,500	Decrease from proj due to employment adv.
642-200-000	Local Travel Expense	-	38	0	-	-	150	150	Based on projected local usage
643-200-000	Travel/Training Expense	9,568	12,548	5,814	1,991	7,805	24,245	24,445	Based on projected travel planned
644-200-000	Dues and Subscriptions	11,526	11,218	3,692	5,500	9,192	13,165	13,318	Based on last year budget
646-200-000	Misc. Expense	8,448	7,607	6,791	1,103	7,894	8,097	8,097	Based on last year budget
647-200-000	Professional Services	75,497	104,540	79,266	5,530	84,796	111,530	89,800	Based on projected needs/reduced market consulting fees
648-200-000	Other Contractual Services					-			
650-200-000	Equipment Rental	7,105	7,105	5,920	1,185	7,105	7,104	7,105	Contract for copier
651-200-000	Equipment Maintenance	1,986	1,640	377	295	672	1,500	1,500	Misc. equip. repair/color copies used
652-200-000	Building Maintenance					-			
655-200-000	Insurance Expense	193,590	189,873	168,265	35,458	203,723	212,687	238,528	Based on Ins.broker proj.
659-200-001	Interest Expense					-			
659-200-002	Interest Expense					-			
660-200-000	Bad Debt Expense	7,286	-	0		-	5,000	5,000	Estimate required by accountants
669-200-000	Computer Systems Expense	37,425	40,249	35,046	6,750	41,796	45,695	45,795	Based on prior years & current anticipated
		<u>499,236</u>	<u>558,043</u>	<u>448,583</u>	<u>71,809</u>	<u>520,392</u>	<u>641,731</u>	<u>610,683</u>	

Budget Proposal
For the Fiscal Year October 1, 2020- September 30, 2021

**DEPARTMENTAL EXPENSES
OPERATIONS**

	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2020</u>	<u>2020</u>	<u>2020</u>	<u>2021</u>	
	<u>Actual</u>	<u>Actual</u>	<u>Period 1-10 Actual</u>	<u>Period 11-12 Est</u>	<u>Projected</u>	<u>Budget</u>	<u>Proposed</u>	2021 Budget notes
							Budget	
626-300-000 Security/Access Control System	32,974	36,384	22,963	8,648	31,611	34,750	33,100	Based on LY budget & less fingerprinting and id cards
631-300-000 One Time Expenditures	-				-			
632-300-000 Materials and Supplies-Opns.	3,288	5,537	5,248	513	5,761	8,000	6,000	Based on PY + emergency exercise decr.
632-310-000 Materials and Supplies-K9	8,441	2,645	2,147	804	2,951	3,500	3,500	Based on recommendation (K9)
632-300-001 Materials and Supplies-ARFF	12,467	9,105	1,362	2,075	3,437	7,650	3,650	Based on PY budget & less fire agent expense
632-300-330 Materials and Supplies Grounds					-			
633-300-000 Office Supplies					-			
634-300-000 Printing & Binding					-			
635-300-000 Uniforms Expense	1,663	1,312	1,225	275	1,500	1,500	1,500	Based on projected needs for staff
636-300-000 Telephone Expense	5,204	4,827	4,110	692	4,802	5,100	5,205	Based on current usage, increase in satellite phone expense
637-300-000 Postage					-			
638-300-000 Advertising Expense					-			
639-300-000 Utilities Expense Ops	22,105	22,648	16,873	3,721	20,594	20,871	20,628	Based on GRU proj rates
640-300-000 Vehicle Fuel and Oil					-			
643-300-000 Travel/Training	10,059	11,256	7,148	875	8,023	19,100	15,500	Based on planned training
644-300-000 Dues and Subscriptions	375	375	425	-	425	520	375	Based on prior yr. budget less ARFF work group
646-300-000 Misc. Expense					-			
647-300-000 Professional Services					-			
648-300-000 Other Contractual Service	133,822	115,414	83,548	15,690	99,238	132,240	132,240	Based on PY budget
648-300-002 Airport Police Services	325,527	326,549	279,850	55,970	335,820	342,720	350,028	Based on projection from the City
648-300-003 Airport Fire Services	524,172	539,897	461,630	92,326	553,956	550,680	567,816	Based on projection from the City
649-300-000 Vehicle Maintenance	32,858	26,239	27,472	2,096	29,568	26,500	26,500	Based on prior year budget
650-300-000 Equipment Rental Ops					-			
651-300-000 Equipment Maintenance	533	1,045	42	115	157	500	500	Based on prior year budget
652-300-000 Building Maint Ops	3,634	4,640	5,104	605	5,709	3,768	6,695	Based on proj requirements for building
653-300-000 Airfield Maintenance					-			
654-300-000 Grounds Maintenance					-			
657-300-000 Licenses and Permits	-	120	0	-	-	325	325	Based on PY budget
658-300-000 Hazardous Waste Disposal	-				-	100	100	Allowance for disposal of oil dry
669-300-000 Computer Systems Expense	7,200	7,200	6,818	1,200	8,018	8,200	8,200	Part 139 software + est. maintenance
	<u>1,124,322</u>	<u>1,115,193</u>	<u>925,965</u>	<u>185,605</u>	<u>1,111,570</u>	<u>1,166,024</u>	<u>1,181,862</u>	

Budget Proposal
For the Fiscal Year October 1, 2020 - September 30, 2021

**DEPARTMENTAL EXPENSES
FACILITIES AND MAINTENANCE**

	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2020</u>	<u>2020</u>	<u>2020</u>	<u>2021</u>		
	<u>Actual</u>	<u>Actual</u>	<u>Period 1-10 Actual</u>	<u>Period 11-12 Est</u>	<u>Projected</u>	<u>Budget</u>	<u>Proposed</u>		
							Budget	2021 Budget notes	
625-400-000	Temp Labor	78,807	97,618	62,751	8,250	71,001	82,100	87,298	Based on 2 maint./1 custodian
631-400-000	One Time Expenditure	2,013	8,697	6,787	2,274	9,061	9,260	7,260	Mostly hand tools/equip/accessories
631-400-310	Materials & Supplies Terminal					-			
632-400-000	Materials & Supplies: F&M					-			
632-400-310	Materials & Supplies Pax Terminal	14,182	16,274	13,845	1,859	15,704	19,670	17,670	Based on LY actual + expansion
632-400-320	Material & Supplies - Janitorial	20,881	22,722	16,229	2,823	19,052	25,300	20,300	Based on LY actual + expansion
632-400-330	Materials & Supplies Grounds	12,382	12,594	10,914	1,266	12,180	13,650	13,650	Based on LY budget
633-400-000	Office Supplies					-			
633-400-310	Office Supplies: Facilities					-			
634-400-000	Printing and Binding					-			
635-400-000	Uniforms	1,160	1,950	1,615	323	1,938	1,938	1,938	Based on LY year budget
636-400-000	Telephone	3,090	2,953	2,484	456	2,940	3,060	3,060	Based on F&M staffing
637-400-000	Shipping					-			
639-400-000	Utilities	338,153	385,531	325,656	64,375	390,031	404,245	440,627	Est. per GRU /increase - expansion
640-400-000	Gas, Oil, Grease	28,853	30,515	27,639	3,577	31,216	30,875	30,875	Proj. based on same fuel pricing
642-400-000	Local Travel Expense					-			
643-400-000	Travel/Training	714	645	1,705	315	2,020	2,800	2,800	Based on Facilities mgr. proj
644-400-000	Dues and Subscriptions					-			
646-400-000	Misc. Exp	1,121	1,641	1,498	175	1,673	1,600	1,600	Maintain safety supplies
648-400-000	Other Contractual Services	57,136	58,216	51,395	8,997	60,392	84,845	87,684	Tree removal unused in 2020
649-400-000	Vehicle Maintenance	3,755	7,830	5,678	907	6,585	7,500	7,500	Based on prior years budget
650-400-000	Equipment Rental					-			
651-400-000	Equipment Maintenance	24,608	22,009	15,471	5,401	20,872	23,950	23,950	Based on prior year's actual & budget
651-400-001	PBB Maintenance	13,153	6,662	15,038	1,665	16,703	15,000	15,000	Based on prior yr. budget
652-400-000	Building Maintenance- F & M	13,154	21,957	14,816	1,947	16,763	20,710	22,010	Based on LY budget + adj.
652-400-310	Building Maintenance:Fac.-PaxTer					-			AHU controller repair
653-400-000	Airfield Maintenance- F & M	52,041	71,030	45,533	38,902	84,435	61,404	44,467	Based on LY budget less surveys incurred in August 2020
652-400-310	Airfield Maintenance					-			
654-400-000	Grounds Maintenance	878	4,453	534	248	782	3,750	3,750	Based on prior year budget
652-400-330	Building Maintenance					-			
657-400-000	Licenses & Permits	776	967	929	-	929	1,450	1,450	Based on prior year budget
658-400-000	Hazardous Waste Disposal	660	696	559	339	898	750	750	Based on prior year budget
		<u>667,517</u>	<u>774,960</u>	<u>621,076</u>	<u>144,099</u>	<u>765,175</u>	<u>813,857</u>	<u>833,639</u>	

Budget Proposal
For the Fiscal Year October 1, 2020 -September 30, 2021

**DEPARTMENTAL EXPENSES
PARKING**

	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2020</u>	<u>2020</u>	<u>2020</u>	<u>2021</u>		
	<u>Actual</u>	<u>Actual</u>	<u>Period 1-10 Actual</u>	<u>Period 11-12 Est</u>	<u>Projected</u>	<u>Budget</u>	<u>Proposed</u>	2021 Budget notes	
							<u>Budget</u>		
625-380-000	Temp Labor	0	0	0	-	-	-		
629-380-000	Credit card Fees	67,169	72,420	47,885	3,634	51,519	70,505	42,900	Based on \$1.1 million parking @.039
631-380-000	One Time Expenditures					-			
632-380-000	Materials and Supplies	635	891	437	212	649	850	850	Based on prior year budget
633-380-000	Office Supplies					-			
634-380-000	Printing	8,139	3,494	3,057	334	3,391	13,500	3,300	Based on the \$1.1 million in parking revenues
635-380-000	Uniforms	83	88	116	23	139	139	225	Based on prior year + one
636-380-000	Telephone	2,489	3,147	2,922	726	3,648	3,576	3,480	Just 1 cell phone, + hard line
638-380-000	Advertising Expense					-			and Hot Spotz
646-380-000	Misc Expense	871	979	1,239	-	1,239	1,080	1,080	Based on last year budget
650-380-000	Equipment Leases	0		0		-			
651-380-000	Equipment Maintenance	21,399	28,245	20,894	4,865	25,759	30,209	29,905	Based on LY budget
652-380-000	Building Maintenance	64	1,079	315	163	478	500	850	Projected R&M to booth
654-380-000	Grounds Maintenance	1,265	8,333	3,038	155	3,193	2,500	2,500	Add sidewalk to booth area/ islands
657-380-000	Licenses & Permits Parking					-	-		
		<u>102,114</u>	<u>118,676</u>	<u>79,903</u>	<u>10,112</u>	<u>90,015</u>	<u>122,859</u>	<u>85,090</u>	

Budget Proposal
For the Fiscal Year October 1, 2020 - September 30, 2021

**DEPARTMENTAL EXPENSES
FAA FACILITIES**

	<u>2018</u> <u>Actual</u>	<u>2019</u> <u>Actual</u>	<u>2020</u> <u>Period 1-10 Actual</u>	<u>2020</u> <u>Period 11-12 Est</u>	<u>2020</u> <u>Projected</u>	<u>2020</u> <u>Budget</u>	<u>2021</u> <u>Proposed</u> Budget	2021 Budget notes
632-330-000 Materials and Supplies	237	41	0	50	50	550	550	Based on prior yr budget/proj. needs
648-330-000 Other Contractual Services								
650-330-000 Equipment Rental								
651-330-000 Equipment Maintenance								
652-330-000 Building Maintenance	2,314	658	29	395	424	3,050	3,050	Based on prior yr budget/proj. needs
654-330-000 Grounds Maintenance								
656-200-000 AFSS Rent to City								
	<u>2,551</u>	<u>699</u>	<u>29</u>	<u>445</u>	<u>474</u>	<u>3,600</u>	<u>3,600</u>	

Budget Proposal
For The Fiscal Year October 1, 2020 -September 30, 2021

**DEPARTMENTAL EXPENSES
GENERAL AVIATION**

	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2020</u>	<u>2020</u>	<u>2020</u>	<u>2021</u>	
	<u>Actual</u>	<u>Actual</u>	<u>Period 1-10 Actual</u>	<u>Period 11-12 Est</u>	<u>Projected</u>	<u>Budget</u>	<u>Proposed</u>	Budget
								2021 Budget notes
629-340-000 Credit Card Fees	5,262	5,212	4,324	858	5,182	5,250	5,250	Based on prior year act./budget
632-340-000 Materials and Supplies	3,328	2,296	3,798	62	3,860	2,850	2,850	Based on prior year budget - bought extra tie down rope in 2020
631-340-000 One -Time Expenditures	0				-			
639-340-000 Utilities Expense	52,656	57,750	53,530	10,763	64,293	60,462	64,325	Based on GRU projections
648-340-000 Other Contractual					-			
650-340-000 Equipment Rental					-			
651-340-000 Equipment Maintenance	0	552	0	363	363	1,250	1,250	Based on prior year budget
652-340-000 Building Maintenance	10,380	20,393	16,091	2,365	18,456	21,464	11,487	Based on required/proj maint.
653-340-000 Apron Repairs and Maintenance	118	222	0	1,580	1,580	2,000	2,000	Based on PY budget
653-340-001 Apron Repairs/Maint.-Pavement					-			
654-340-000 Grounds Maintenance	572	332	0	-	-	500	500	Based on PY budget
659-340-000 Interest Expense					-			
	<u>72,316</u>	<u>86,757</u>	<u>77,743</u>	<u>15,991</u>	<u>93,734</u>	<u>93,776</u>	<u>87,662</u>	

Budget Proposal
For the Fiscal Year October 1, 2020 - September 30, 2021

**DEPARTMENTAL EXPENSES
FUEL FARM**

	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2020</u>	<u>2020</u>	<u>2020</u>	<u>2021</u>	
	<u>Actual</u>	<u>Actual</u>	<u>Period 1-10 Actual</u>	<u>Period 11-12 Est</u>	<u>Projected</u>	<u>Budget</u>	<u>Proposed</u>	2021 Budget notes
							<u>Budget</u>	
631-360-000 One Time Expenditures	0	0	0		-			
632-360-000 Materials & Supplies	2,392	2,000	2,452	142	2,594	2,530	2,530	Based on LY actual/ budget
633-360-000 Office Supplies					-			
634-360-000 Printing & Binding					-			
636-360-000 Telephone					-			
639-360-000 Utilities	2,627	2,895	2,407	457	2,864	2,987	2,868	Based on GRU projected
643-360-000 Travel/Training	466	889	930		930	1,450	1,450	Based on LY budget
646-360-000 Misc. Expense					-			
647-360-000 Professional Services					-			
648-360-000 Other Contractual Services					-		2,775	Annual oil/water separator pump out
650-360-000 Equipment Rental					-			
651-360-000 Equipment Maintenance	9,076	6,284	14,552	189	14,741	13,246	14,396	Based on PY budget + added repairs
652-360-000 Building Maintenance	0	120	93	52	145	3,000	3,000	Based on LY budget
654-360-000 Grounds Maintenance	105	0	4,850	-	4,850	100	17,000	Monitoring wells/environmental charges
655-360-000 Insurance Expense	4,181	4,078	3,490	698	4,188	4,276	4,381	Based on Gallagher (broker) est.
657-360-000 Licenses and Permits	1,025	1,025	1,150	-	1,150	1,150	1,500	Based on prior proj. fees
658-360-000 Waste Fuel Disposal	182	2,048	2,298	110	2,408	350	2,150	Based on avg. prior year's actual
659-360-000 Interest expense					-			
669-360-000 Computer Expense					-			
	<u>20,054</u>	<u>19,339</u>	<u>32,222</u>	<u>1,648</u>	<u>33,870</u>	<u>29,089</u>	<u>52,050</u>	

Budget Proposal
For the Fiscal Year October 1, 2020 - September 30, 2021

DEPARTMENTAL EXPENSES
Rental Car Quick Turn Facility

	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2020</u>	<u>2020</u>	<u>2020</u>	<u>2021</u>	
	<u>Actual</u>	<u>Actual</u>	<u>Period 1-10 Actual</u>	<u>Period 11-12 Est</u>	<u>Projected</u>	<u>Budget</u>	<u>Proposed</u>	Budget
								2021 Budget notes
631-370-000 One -Time Expenditures	3,136	5,279	0	-	-	925	500	Based on est. projection
632-370-000 Materials and Supplies	2,111	1,861	944	166	1,110	2,500	2,500	Based on prior year budget
639-370-000 Utilities Expense	21,616	21,333	17,161	3,379	20,540	22,755	22,512	Based on GRU/WCA projected
648-370-000 Other Contractual	14,063	16,125	17,813	2,850	20,663	20,503	20,503	Based on prior year budget
651-370-000 Maintenance & Repairs-Equip.	9,952	17,455	4,686	2,357	7,043	11,575	17,600	Based on planned maint.
652-370-000 Building Maintenance	19,002	11,832	9,341	1,346	10,687	14,540	9,436	Based on proj.labor hours/rates
655-370-000 Insurance & Fees	6,516	5,692	5,017	1,030	6,047	8,527	8,159	Based on PY budget & broker's proj.
658-370-000 Hazardous Waste Disposal								
631-370-001 One -Time Expenditures								
632-370-001 Materials and Supplies	785	2,172	3,356	656	4,012	8,150	5,650	Mainly soap supplies based on proj. activity
639-370-001 Utilities Expense	11,538	9,904	4,779	1,096	5,875	9,286	7,069	Based on GRU proj./est. activity
651-370-001 Maintenance & Repairs-Equip.	13,899	5,486	3,801	323	4,124	8,000	5,000	Based on proj. maint.
658-370-001 Hazardous Waste Disposal	0	4,000	0	4,000	4,000	4,000	4,000	Based on prior year budget/actual
640-370-002 Fuel Purchase	<u>258,611</u>	<u>262,072</u>	<u>157,335</u>	<u>23,672</u>	<u>181,007</u>	<u>273,790</u>	<u>184,800</u>	Adjust based on est. usage of 80k gals. @ 2.31
	<u>361,229</u>	<u>363,211</u>	<u>224,233</u>	<u>40,875</u>	<u>265,108</u>	<u>384,551</u>	<u>287,729</u>	

**INTEREST EXPENSE
SUMMARY**

Interest Summary

			<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2020</u>	<u>2020</u>	<u>2020</u>	<u>2021</u>
			<u>Actual</u>	<u>Actual</u>	<u>Actual</u>	<u>Period 1-10</u> <u>Actual</u>	<u>Period 11-12 Est</u>	<u>Projected</u>	<u>Budget</u>	<u>Proposed</u>
CURRENT	FY08								Budget	Budget
659-200-000	659-340-000	Series 2006A - Eclipse	221,354	205,413	188,692	144,985	26,541	171,526	171,526	152,424
659-200-000	659-340-000	Series 2006B - Eclipse	0	0				-		
659-200-000	659-200-000	Tax Free Grant Anticipation Loan for Terminal (Pending. Based on 3 Million) and LOC						-		
Capitalized		Tax - Free Note								
Capitalized		Line of Credit								
659-200-000	659-200-000	Line of Credit					-	-	12,000	9,000
659-340-000		Line of Credit								
147-444-910		Line of Credit								
659-360-000	659-360-000	Wachovia Note - Fuel Fam								
659-380-000	659-380-000	Wachovia Note - Parking								
659-360-000	659-360-000	Series 2006C - Fuel Farm	0	0				-		
659-340-000	659-340-000	Series 2006C - Parking	0	0				-		
659-340-000	659-340-000	Series 2007 - T Hangar	34,968	32,362	15,468			-	-	-
			<u>256,322</u>	<u>237,775</u>	<u>204,160</u>	<u>144,985</u>	<u>26,541</u>	<u>171,526</u>	<u>183,526</u>	<u>161,424</u>
	Principal	Principal 2021								
	2006A		345,979					2021		
	2006C		-					LOC	Interest	
	T-Hangar		-							
	T-Hangar		-							
			<u>345,979</u>							
								375,000		
								0.0375		
								14,063	4,688	
								172,500		
								0.0375		
								6,469	4,313	
									<u>9,000</u>	
								Use	\$	9,000

ITEM	DESCRIPTION / JUSTIFICATION	AMOUNT
GA Apron	Repair two GA ramp failures	10,000
Scissor Lift	Terminal use. Old one too heavy for tile.	12,500
Maintenance Canopy	Extend to cover and protect new equipment.	25,000
NE 48th Avenue Road Work	Add structures for water runoff to prevent erosion of the road.	15,000
Landscape Trailer	Needed to safely transport landscape maintenance equipment	4,100
Tree Clearing	Clear approach surface R/W 7/25, approximately 4 acres.	15,000
Server upgrades		10,000
Network switches		4,000
New badge printer		1,700
New anti-virus software		3,000
Replace 3 workstations		4,500
Total capital purchase 100% from operating funds		104,800
Gate Operators at Quick Turn Facility	To improve security.	35,000
Total Capital Purchase from CFC		35,000

TOTAL PROPOSED CAPITAL OUTLAY NOT RELATED TO CONSTRUCTION GRANTS 139,800

The cost of these items are taken from quotes and rounded up. These costs are paid directly from operating funds, and depreciation is applied as necessary. The IT related items address data management, communications, security, and safety. These items will be paid for from CFCs. CFCs are restricted funds and can only be used for expenditures related to items that benefit the rental car business.

CAPITAL IMPROVEMENTS - FY 21 PROJECT OBLIGATIONS TO BE PAID FROM LOCAL FUNDS

GRANT	PROJECT	FY ¹	PROJECT TOT	FY20 FUNDING ALLOCATION			
				AIP	FDOT	PFC 4 ²	LOCAL ³
AIP 42	TERMINAL EXPANSION PHASE 2 - CONSTRUCTION	FY 19-21	15,500,000	12,163,252	50,000	3,236,748	50,000
AIP 45	TERMINAL EXPANSION PHASE 3 -PBB	FY 21	2,500,000	2,250,000	0	250,000	0
FDOT 438739-1 ⁴	TERMINAL & PARKING	FY 21	313,900	0	156,950	0	156,950
FDOT 434921-1	GA FACILITY REHAB	FY 19-21	2,207,000		1,103,500	0	1,103,500 ⁵
FDOT 436761-1	AIRFIELD MAINTENANCE EQUIPMENT	FY 21	49,000	0	24,500	0	24,500
FDOT 445134-1 PROJECT ON HOLD	MULTI-MODAL	FY 20-23	225,000	0	0	0	0
			20,794,900	14,413,252	1,334,950	3,486,748	231,450

1 FY column indicates when grant funds will be available and the fiscal years within which expenditures will occur.

2 Project funding in PFC 4 can be amended to a maximum of 25% of the total approved collection amount per project.

3 All AIP eligible local expenditures, not included in the current PFC 4 application, or an amendment, will be included in PFC 5. Revenue producing projects such as parking are not AIP or PFC eligible.

4 This grant is being used to cover those items in AIP 42 that are not AIP/PFC eligible. These will be covered by this grant at 50/50. Approximate cost for non-eligible new work = \$100,000. This grant will also be used to pay for the local share of the refurbishment of 3 PBB's, also not AIP/PFC eligible. Also includes replacement of terminal exterior seating.

5 Of the 1.1 million local share, GACRAA has already paid \$940K. Local share remaining = \$163,500