

**Juneau International Airport
Finance Committee Meeting
March 28, 2013, 9:00 a.m.
Alaska Room**

- I. Introduction** (meeting participants).
- II. Airport Finance 101.** (Attachments #1 through #5) Staff will give a brief overview on general airport accounting and model allocations.
- III. FY 14 Projected Shortfall – continued discussions (Attachments #6 through #10).** At the February 27, 2013, Finance meeting Airport Staff discussed the FY 14 shortfalls and revenue suggestions. Staff was subsequently asked to review the expenditures again to look for any items that could be cut, reduced, deferred or charged to projects; as well as provide details of expenses. Detailed Expense and Revenue reports are attached (Attachments #6 - #7). After reviewing, some of the expense cuts that staff presented on February 27 may not be viable. Staff has adjusted the expenses to reflect this (Attachment #9). Staff recently learned that Goldbelt Security would be terminating their services at contract end (September 30, 2013), and the airport will be requesting JPD to provide security at the Airport sooner than originally budgeted; or look for alternate, interim security measures. Staff has updated the security costs to reflect the additional 3 months (for FY14). Staff has also estimated overtime costs for the officers based on historical data. The security impact results in an additional \$123,200 in expenses for FY14.

Revenues were also re-evaluated. Staff estimates that a couple of revenue sources will not be as high as originally presented for FY14. In particular, ESS (Glacier restaurant/bar/coffee) contract ends December 31, 2013. This revenue has been adjusted down (see highlighted items on Revenue Detail, Attachment #10)

Staff has updated the model and corresponding Expense/Revenue Summary pages reflecting the changes outlined above (Attachments #8 through #10). These now reflect a predicted deficit of -\$908,941.

- IV. Potential Rates and Fees Suggestions** (Attachment #11 through #15). Staff was asked to bring back additional rate information and usage of specific accounts:

Parking Lot Rates (Attachments #11 through #14). Staff consulted with Republic Parking to look at rate comparisons with other airports and potential rate changes for increased revenues. There were 3 rates that both Republic Parking and Staff thought were in need of adjustment (last adjusted 2006) and would increase revenues. Attachments #11 through #13 show a comparison of other airport rates with Juneau rates for Short Term (ST) 0-60 minutes (16-60 for Juneau since the first 15 minutes are free), Long Term (LT) Day Rates and Long Term (LT) Rate 0-120 minutes. Juneau's parking

rates are low in comparison to other airports. Republic gathered numbers of (JNU) tickets sales and projected revenues in these 3 rate categories (Attachment #14). The projected gross revenue would be split 50/50 with the Airport (by contract). Suggested changes for Parking Lot Rates:

Short Term	Time	Current	New	Est. (Airport) Revenue
	16-60 min	\$ 1.00	\$ 2.00	\$54,400
Long Term	Time	Current	New	Est. (Airport) Revenue
	Day	\$12.00	\$14.00	\$40,000
	0-120 min	\$ 3.00	\$ 4.00	\$ 400*

*Raising the Long Term 0-120 min rate keeps the 2 hour rate in balance with the short term 2 hour rate.

Total estimated revenue increase to the Airport= \$94,800 annually. Since parking rates are independent of the Airport Rates and Fees charges, Staff recommends raising these rates as early as possible (working with Republic Parking); earlier than July 2013.

Other Concessions. Staff was asked about other concession revenues. Staff is currently developing a concessions program. The big player in this is the restaurant/lounge/coffee shop concession (ESS) which contract expires December 2013. After assessing the reality of this deadline, the revenues were over-estimated for FY14. Staff has adjusted the restaurant/bar/coffee revenues down to \$91,000 (from \$205,000); refer to Attachment # 7 Revenue Details. The Airport will have a better idea for concessions development later this year.

Alaska Room Meeting Room. Update on the meeting room contracts/rentals will be provided by Jeannie Johnson, Airport Manager.

Water/Sewer Revenues. Staff was requested to provide a summary of the water/ sewer annual use:

	Water	Sewer
Airport Total	5,028,000 gal	4,584,000 gal
Tenants	2,206,000 gal	1,762,000 gal

Tenants using Water/Sewer:

	Water	Sewer
Flat	7	2
Metered	20	19

The Airport gets charged in bulk for total gallons used on the Airport premises. The terminal and airfield portion are paid through the airport operations budget. The gallons used by tenants are charged through the Airport Regulation for water/sewer rates. Since the tenant portion of water/sewer is in its own Regulation, staff recommends discussion/ changes of Water/Sewer Rates be discussed in its own meeting at a later date.

Float Pond Rates (Attachment # 15). Staff was asked about the “doubled” increase on the suggested rate increase at the float pond and to bring forward other airport seaplane basin rates as well as harbor rates in Juneau as a comparison. Lake Hood in Anchorage charges \$105/month and bills for a full year (\$1,260 annually), Fairbanks charges \$45-70/month (\$540 - \$840/annually). CBJ moorage rates vary by location of Juneau Harbor. Moorage of a small skiff is a min. of \$568/year (plus annual launch fee, parking fees, etc.). Anything larger than a skiff is charged \$4.08 - \$6.81/foot/month (plus launch permit, parking, residence surcharge, etc.). In this case a small 30’ space = \$1,469 - \$2,452/year plus fees. The Airport upgraded the float pond in addition to animal control, insurance rider for a seaplane base, etc. The current rates are not reflective of the industry standards for seaplane basin or water rates. Hence, the suggested rate of \$720/year for private docks (tenant-owned) North/South side, and \$1,200/year for Airport owned docks, and West Finger private docks (tenant-owned) the West Finger.

- V. Budget Shortfall Suggestions and Discussions. (Attachment #15)** Attachment of potential rates and fees adjustments is presented again, and only a sample of revenue generating ideas. It will take the right combination of these to balance the FY14 budget based on the allocations between Part 121 Air Carriers, and the GA/135 operators.

For budgeting purposes, the FY 14 financial model breaks out the shortfall as follows:

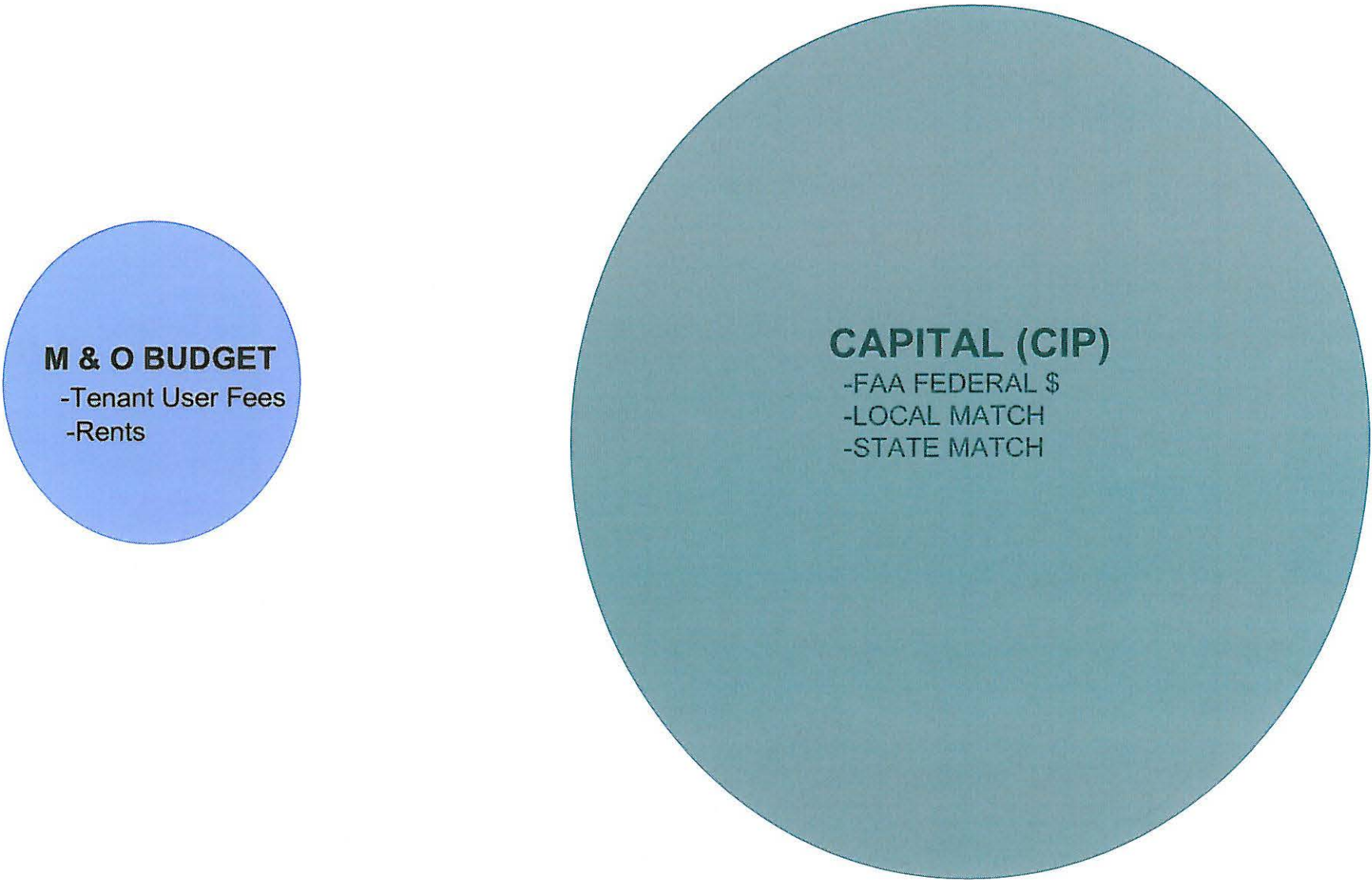
FY 14

\$ 126,221	GA/135 portion
\$ 782,720	Air Carrier (121)

Remember that previous expense cuts to the budget were never meant to be sustainable. The rates were built around those cuts and the budget has now fallen short cumulatively. There will be a “working financial model” available at this finance meeting for staff to ‘plug in’ revenues. Staff recommends a combination of revenue streams in order to balance the budget. Further direction and discussion at the meeting.

- VI. Other items for discussion.**
- VII. Next Finance Meeting, if required: TBD**

AIRPORT FUNDING



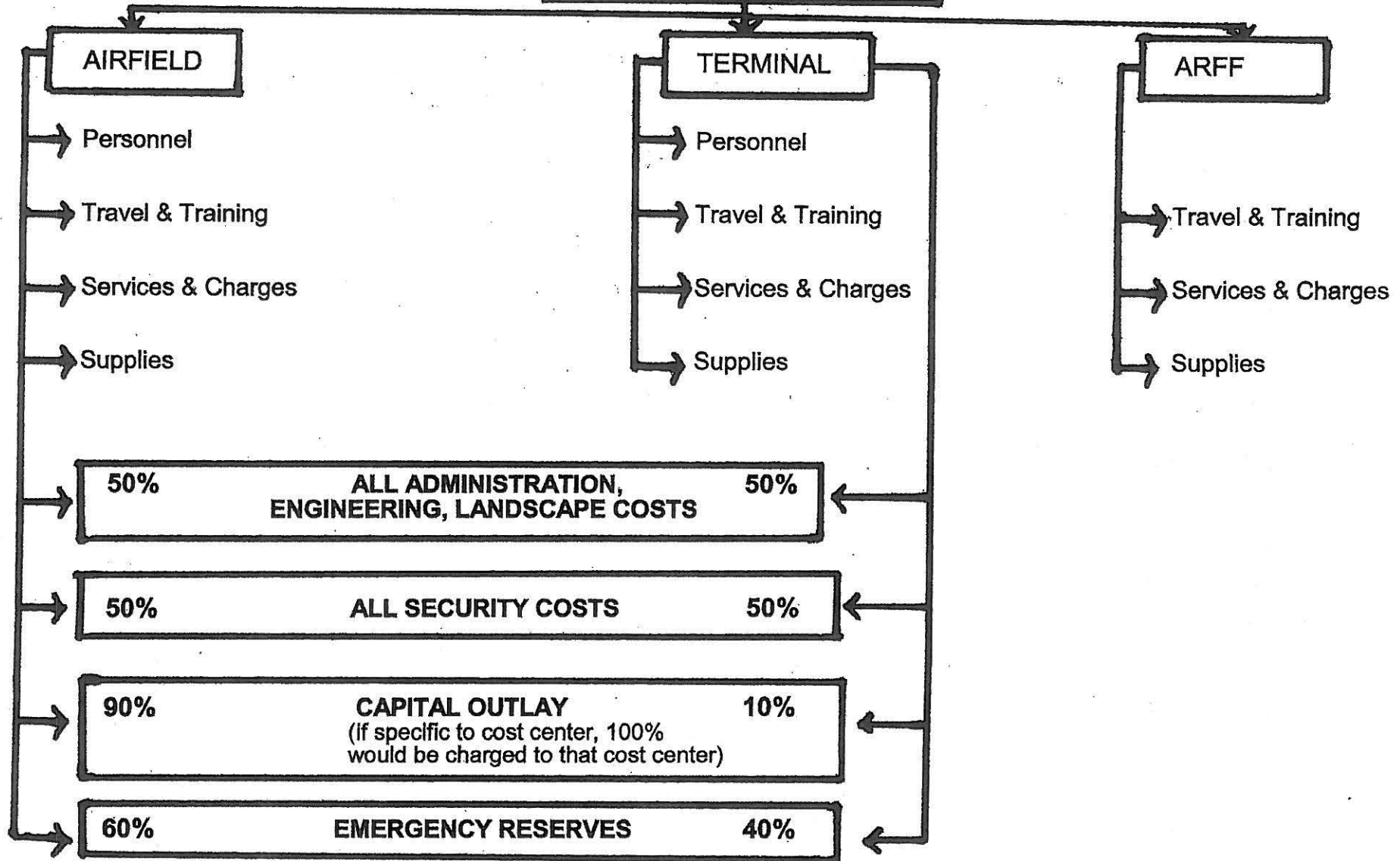
The diagram consists of two circles. The smaller circle on the left is light blue and contains the text 'M & O BUDGET' followed by a bulleted list. The larger circle on the right is a darker blue and contains the text 'CAPITAL (CIP)' followed by a bulleted list. The circles are positioned side-by-side, with the larger one on the right.

M & O BUDGET

- Tenant User Fees
- Rents

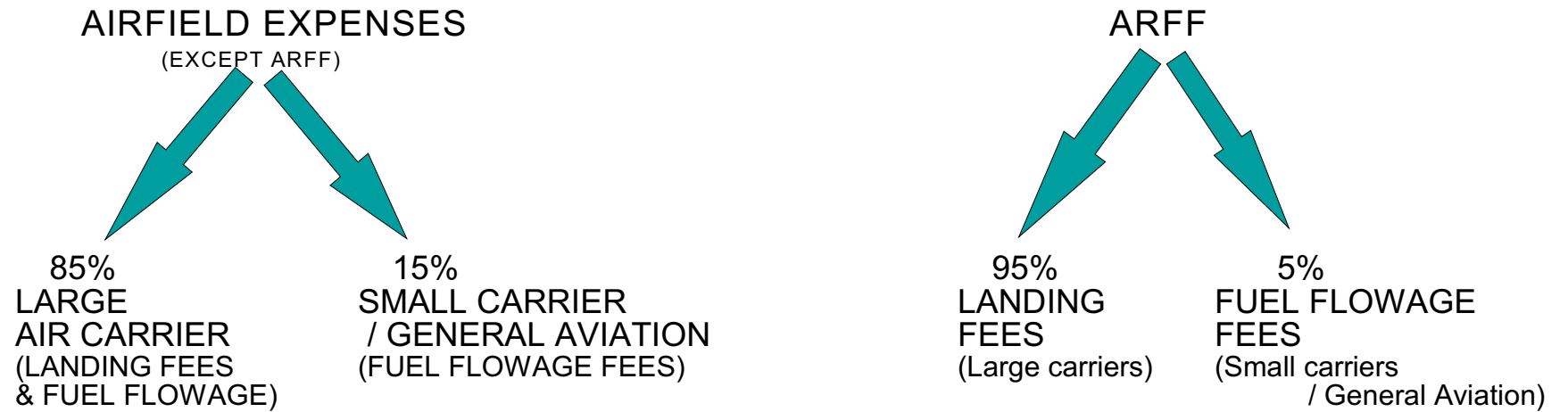
CAPITAL (CIP)

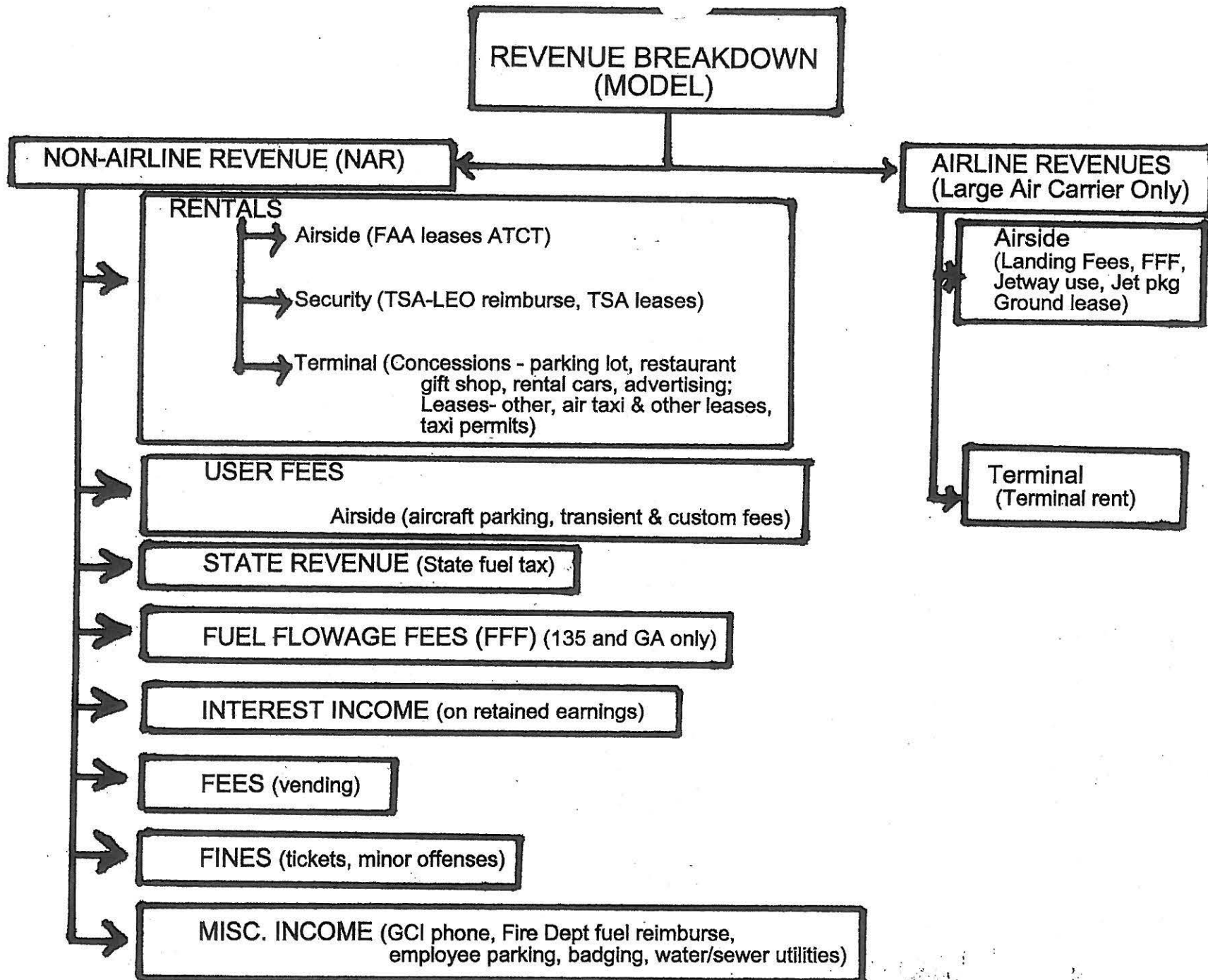
- FAA FEDERAL \$
- LOCAL MATCH
- STATE MATCH

**EXPENSE BREAKDOWN
(MODEL)**

AIRFIELD EXPENSE ALLOCATIONS (MODEL)

NOT FOR TERMINAL ALLOCATIONS





ATTACHMENT # 5
NON-AIRLINE REVENUE BREAKDOWN
(MODEL)

DOES NOT INCLUDE AIRLINE REVENUE (Air Carrier Signatory)

	<u>TERMINAL</u>	<u>AIRFIELD</u>
RENTALS		
CONCESSIONS		
Parking Lot	100%	
Restaurant	100%	
Rental Car %	100%	
Rental Car Storage		100%
Gift Shop	100%	
Taxi/Access Fees	100%	
Advertising	100%	
Vending	100%	
TERMINAL LEASES		
TSA-LEO Reimbursement	100%	
FAA Leases	100%	
Other Terminal Leases	100%	
AIRFIELD LEASES		
Airfield Ground Leases		100%
USER FEES		
TERMINAL		
Jetway/Other Terminal Use		100%
AIRFIELD		
Aircraft Parking & Transient		100%
STATE REVENUE (State Fuel Tax)		100%
FUEL FLOWAGE FEES		100%
(Non Air Carrier)		
LANDING FEES		100%
(Non signatory)		
INTEREST INCOME	50%	50%
MISC INCOME		
Phone	100%	
Fire Dept Fuel Reimburse		100%
Employee Parking	50%	50%
Badging	50%	50%
Fines	100%	
Water/Sewer		100%
Other Misc.	50%	50%

**ATTACHMENT #6
EXPENSE DETAIL**

AIRPORT
3/28/2013

Bi-ennial Bu FY14

		FY12	FY13 Amd	FY13 Proj	FY14	DRAFT FY14 PRIOR TO CUTS	UPDATED Proposed FY14 Revised
Airport Administration		Actuals	Budget	Actuals	Approved		
Account	Description	-----	-----	-----	-----	-----	-----
Personnel							
5110-000C	Salaries	335316	711400	526500	721300	761600	761600
5111-000C	Overtime	682					
5116-000C	Accrued leave	67050					
5120-000C	Benefits	192126	385900	322100	389100	402000	402000
5130-000C	Workers compensation	3600	3200	3200	3200	3200	3200
5140-000C	Engineering workforce		-541200	-288000	-545600	-576700	-576700
Total Personnel		598774	559300	563800	568000	590100	590100
Commodities & Services							
5200-000C	Business travel	6886	13300	13300	13600	18600	18600
5201-000C	Mileage	38					
5202-000C	Travel and training	3987	400	400			
5390-000C	Contractual services	7052	2000	2000	2000	2000	2000
5394-000C	Interdepartmental	266400	269600	269600	269600	269200	269600
5320-000C	Printing	1326	2000	3000	2000	3000	2000
5375-000C	General liability	3600	2100	2100	2100	2100	2100
5494-000C	Loss contingency		1000	1000	1000	1000	1000
5340-000C	Repairs	2546	2000	2500		2500	
5360-000C	Equipment rentals	-5					
5310-000C	Telephone	8076	8000	8000	8000	8000	8000
5380-000C	Dues and subscriptions	9493	9900	9900	10400	12400	10400
5481-000C	Postage and parcel post	623	6000	1000	6000	6000	2000
5480-000C	Office supplies	1399	2000	2000	2100	2100	1500
5488-000C	Uniforms and safety equipment	115					
5490-000C	Materials and commodities	5947	3800	3800	3800	3800	3800
5496-000C	Minor equipment	60	2000	2000	2000	2000	2000
5204-000C	Recruiting						
Total Commodities & Services		317543	324100	320600	322600	332700	323000
Capital Outlay							
Debt Service							
5860-000C	Amortization of bond interest	460					
Total Debt Service		460					
Transfers Out							
Admin	Total Expenditures	916777	883400	884400	890600	922800	913100

**ATTACHMENT #6
EXPENSE DETAIL**

AIRPORT
3/28/2013

Bi-ennial Bu FY14

DRAFT
FY14

UPDATED

		FY12	FY13 Amd	FY13 Proj	FY14	PRIOR TO	FY14
	Terminal Operations	Actuals	Budget	Actuals	Approved	CUTS	Revised
Account	Description	-----	-----	-----	-----		-----
Personnel							
5110-000C	Salaries	299042	347600	300900	352100	340500	340500
5111-000C	Overtime	10436	11000	8100	11000	11000	9000
5116-000C	Accrued leave	44263					
5120-000C	Benefits	209598	226500	224800	227900	220500	220500
5130-000C	Workers compensation	4800	4200	4200	4200	4200	4200
5140-000C	Engineering workforce	50					
Total Personnel		568189	589300	538000	595200	576200	574200
Commodities & Services							
5202-000C	Travel and training	1472	1900	1900	1700	1700	1700
5342-000C	Maintenance contracts	21739	30000	30000	35000	35000	35000
5390-000C	Contractual services	17401	11500	11500	11500	11500	11500
5320-000C	Printing	-1711					
5370-000C	Spec, Prop & EE Ins	31800	39400	39400	39400	39400	39400
5494-000C	Loss contingency		1000	1000	1000	1000	1000
5340-000C	Repairs	28961	25000	30000	30000	30000	30000
5310-000C	Telephone	4089	5000	5000	5000	5000	5000
5332-000C	Electricity	203661	160000	195000	160000	200000	195000
5333-000C	Fuel oil & propane	166170	165000	165000	170000	175500	170000
5334-000C	Refuse Disposal	9123	10000	10000	10000	10000	10000
5335-000C	Water service	3112	3600	5000	3600	5000	5000
5336-000C	Sewer service	11319	13500	18600	13500	18600	18600
5380-000C	Dues and subscriptions	10					
5481-000C	Postage and parcel post						
5490-000C	Materials and commo	113166	52000	90000	53500	100000	90000
5496-000C	Minor equipment		27000	4000	7000	7000	7000
5498-000C	Minor Software		5000	5000			
Total Commodities & S		610312	549900	611400	541200	639700	619200
Capital Outlay							
5881-000C	Depreciation Buildings	2553456					
5882-000C	Depreciation Equipme	295784					
Total Capital Outlay		2849240					
Debt Service							
Transfers Out							
Terminal	Total Expenditures	1178501	1139200	1149400	1136400	1215900	1193400

**ATTACHMENT #6
EXPENSE DETAIL**

AIRPORT
3/28/2013

Bi-ennial Bu FY14

DRAFT
FY14
UPDATED

		FY12	FY13 Amd	FY13 Proj	FY14	PRIOR TO	FY14
		Actuals	Budget	Actuals	Approved	CUTS	Revised
Account	Description	-----	-----	-----	-----		-----
Airfield Maintenance							
Personnel							
5110-0000	Salaries	634467	938100	713900	943800	934000	934000
5111-0000	Overtime	91354	75000	106000	75000	95000	75000
5116-0000	Accrued leave	111360					
5120-0000	Benefits	385320	488700	422300	490600	474300	474300
5130-0000	Workers compensation	7200	6300	6300	6300	6300	6300
5140-0000	Engineering workforce	869	-200300	-99100	-202000	-200400	-200400
Total Personnel		1230570	1307800	1149400	1313700	1309200	1289200
Commodities & Services							
5200-0000	Business travel	3455	4500	4500	5200	5200	5200
5202-0000	Travel and training	700					
5390-0000	Contractual services	92799	75000	175000	75000	95000	95000
5392-0000	Management and cons	153316	130000	130000	130000	143500	130000
5395-0000	SWPPP			600		600	600
5320-0000	Printing	1113					
5370-0000	Spec, Prop & EE Ins	63504	78700	78700	78700	78700	78700
5340-0000	Repairs	46347	49000	45000	51000	51000	45000
5341-0000	Electronic repairs	2125		1500			
5344-0000	Maintenance - building	4275	3500	3500	3500	3500	3500
5360-0000	Equipment rentals	8565	8500	8500	8500	8500	8500
5362-0000	Fleet replacement res	30000	30000	30000	30000	30000	30000
5310-0000	Telephone	4439	4400	4400	4400	4400	4400
5332-0000	Electricity	58122	45000	45000	45000	55000	45000
5333-0000	Fuel oil & propane	24420	10000	10000	10000	11600	10000
5334-0000	Refuse Disposal	1273	1000	6000	1000	5000	5000
5335-0000	Water service	492	700	8500	700	8500	8500
5336-0000	Sewer sevice	1757	1700	36500	1700	36500	36500
5380-0000	Dues and subscriptions	30					
5480-0000	Office supplies	105	100	300	100	100	100
5490-0000	Materials and commo	378024	368100	340000	372300	485300	485300
5492-0000	Gasoline and oil	180895	150000	170000	150000	184000	180000
5496-0000	Minor equipment	177					
Total Commodities & S		1055933	960200	1098000	967100	1206400	1171300
Capital Outlay				20200			
5510-0000	Vehicles and equipmer	16297					
Total Capital Outlay				20200			
Debt Service							
Transfers Out							
Airfield	Total Expenditures	2302800	2268000	2267600	2280800	2515600	2460500

**ATTACHMENT #6
EXPENSE DETAIL**

AIRPORT 3/28/2013		Bi-ennial Bu FY14				DRAFT FY14 PRIOR TO CUTS	UPDATED
	ARFF	FY12 Actuals	FY13 Amd Budget	FY13 Proj Actuals	FY14 Approved		FY14 Revised
Account	Description	-----	-----	-----	-----		-----
	Personnel						
	Commodities & Services						
5202-000C	Travel and training	266					
5205-000C	Contractual training	212	5000	5000	5000	5000	5000
5390-000C	Contractual services	519130	562300	518100	563400	572500	572500
5340-000C	Repairs		4000	4000	4000	4000	4000
5344-000C	Maintenance - buildings		1000	1000	1000	1000	1000
5345-000C	Building maintenance	8281	12200	12200	12200	12200	12200
5310-000C	Telephone		1500	1300	1500	1300	1300
5332-000C	Electricity	9932	9300	9900	9300	9900	9900
5333-000C	Fuel oil & propane	26145	26700	27200	26700	30300	30300
5334-000C	Refuse Disposal	1564	1800	1700	1800	1800	1800
5335-000C	Water service	226	200	200	200	200	200
5336-000C	Sewer service	804	600	600	600	600	600
5380-000C	Dues and subscriptions	34	100	100	100	100	100
5490-000C	Materials and commodities		2100	2100	2100	2100	2100
5492-000C	Gasoline and oil	13943	9600	8000	9600	19000	9600
5493-000C	Chemicals	9841	2400	2500	2400	2500	2500
5496-000C	Minor equipment		7300	7300	7300	7300	7300
	Total Commodities & S	590378	646100	601200	647200	669800	660400
	Capital Outlay						
	Debt Service						
	Transfers Out						
ARFF	Total Expenditures	590378	646100	601200	647200	669800	660400

**ATTACHMENT #6
EXPENSE DETAIL**

AIRPORT
3/28/2013

Bi-ennial Bu FY14

DRAFT
FY14
PRIOR TO
CUTS

UPDATED

Account	Description	FY12 Actuals	FY13 Amd Budget	FY13 Proj Actuals	FY14 Approved	FY14 Revised
Airport Security						
	Personnel					
	Commodities & Services					
5390-000C	Contractual services	282670	323400	323700	333000	586700
5391-000C	Janitorial services	7500				
5392-000C	Management and consultant fees		12000	12000	12000	10000
5370-000C	Spec, Prop & EE Ins	10596	13100	13100	13100	13100
5340-000C	Repairs	150				
5310-000C	Telephone	5050	5000	5000	5000	5000
5481-000C	Postage and parcel pos	24				
5480-000C	Office supplies	748	1500	1500	1500	1500
5490-000C	Materials and commoc	10018	1500	1500	1500	1500
5496-000C	Minor equipment	1350	2500	2500	2500	2500
Total Commodities & S		318106	359000	359300	368600	620300
	Capital Outlay					
5510-000C	Vehicles and equipmer	7503				
	Total Capital Outlay	7503				
	Debt Service					
	Transfers Out					
Security	Total Expenditures	325609	359000	359300	368600	620300

**ATTACHMENT #6
EXPENSE DETAIL**

AIRPORT
3/28/2013

Bi-ennial Bu FY14

		FY12	FY13 Amd	FY13 Proj	FY14	DRAFT FY14 PRIOR TO	UPDATED
		Actuals	Budget	Actuals	Approved	CUTS	FY14 Revised
Account	Debt Service	-----	-----	-----	-----		-----
	Description						
	Personnel						
	Commodities & Services						
	Capital Outlay						
	Debt Service						
	Transfers Out						

AIRPORT
3/28/2013

Bi-ennial Bu FY14

		FY12	FY13 Amd	FY13 Proj	FY14	DRAFT FY14 PRIOR TO	UPDATED
		Actuals	Budget	Actuals	Approved	CUTS	FY14 Revised
Account	Reserves	-----	-----	-----	-----		-----
	Description						
	Personnel						
	Commodities & Services						
	Capital Outlay						
	Debt Service						
	Transfers Out						

**ATTACHMENT #6
EXPENSE DETAIL**

AIRPORT 3/28/2013		Bi-ennial Bu FY14				DRAFT FY14	UPDATED
		FY12	FY13 Amd	FY13 Proj	FY14	PRIOR TO	FY14
	Airport Landside	Actuals	Budget	Actuals	Approved	CUTS	Revised
Account	Description	-----	-----	-----	-----		-----
	Personnel						
	Commodities & Services						
5350-000C	Landscape division cha	19596	23000	23000	23000	23000	23000
5332-000C	Electricity	2881	2000	2000	2000	2000	2000
	Total Commodities & S	22477	25000	25000	25000	25000	25000
	Capital Outlay						
Landside	Total Expenditures	22477	25000	25000	25000	25000	25000
AIRPORT 3/28/2013		Bi-ennial Bu FY14				DRAFT FY14	UPDATED
		FY12	FY13 Amd	FY13 Proj	FY14	PRIOR TO	FY14
	Federal Grant Land	Actuals	Budget	Actuals	Approved	CUTS	Revised
Account	Description	-----	-----	-----	-----		-----
	Personnel						
	Commodities & Services						
	Capital Outlay						
	Debt Service						
	Transfers Out						
AIRPORT 3/28/2013		Bi-ennial Bu FY14				DRAFT FY14	UPDATED
		FY12	FY13 Amd	FY13 Proj	FY14	PRIOR TO	FY14
	Engineering Activity	Actuals	Budget	Actuals	Approved	CUTS	Revised
Account	Description	-----	-----	-----	-----		-----
	Personnel						
	Commodities & Services						
	Capital Outlay						
	Debt Service						
	Transfers Out						
TOTAL EXPENDITURES AIRPORT		5,336,542	5,320,700	5,286,900	5,348,600	5,848,200	5,872,700

**ATTACHMENT #7
REVENUE DETAIL**

AIRPORT REV

update 3/28/13

		Bi-ennial Bu FY14				
		FY12	FY13 Amd	FY13 Proj	FY14	FY14
		Actuals	Budget	Actuals	Approved	Revised
Account	Description	-----	-----	-----	-----	-----
4800-0000	Interest income in Law	30088	58300	36000	75500	36500
4800-0402	AR interest and fines	435				
4013-0000	State shared revenues	77540	62000	75000	62000	77000
4014-0000	State shared PERS	63384				
4300-0036	Fingerprinting Fees	3360	5000	5000	5000	5000
4300-0037	Badging Fees	20425	25000	20000	25000	20000
4300-0038	Taxi, Bus Access Fees	25610	21000	25000	21000	25000
4340-0007	Water Services			6200		6200
4340-0008	Sewer Services			26700		26700
4799-0000	Miscellaneous revenue	10096	4800	4800	4800	4800
4950-0225	Marine passenger fee	159100				
4300-0030	Jetway Parking	6000	6000	6000	6000	6000
4300-0039	FAA Tower/Equip Rm	65594	65600	73100	65600	80700
4300-0040	Advertising Display	39617	60000	45000	60000	45000
4300-0041	Customs Fees	252	100	100	100	100
4420-0000	Fee Rev (Rental Car %)	326963	320000	325000	320000	325000
4420-0002	Vending machine rever	33057	40000	40000	40000	40000
4450-0000	Ordinance violations	355				
4450-0001	Minor Violations	558	2800	2800	2800	2800
4550-0001	Federal Terminal Lease	54024	62000	62000	62000	62000
4550-0002	UCAR Lease	1083	14000	6500	14000	
4550-0003	Parking Lot Lease	324638	316000	320000	316000	320000
4550-0004	Air Carrier Terminal Lei	580883	576900	576900	576900	576900
4550-0005	Rental Car Storage	83880	87800	87800	87800	87800
4550-0006	Other Terminal Leases	160283	163300	163300	180800	173000
4550-0007	Rest., Bar, Flight Kitche	153519	155000	155000	205000	91000
4550-0008	Gift Shop	32824	45000	35000	45000	41000
4550-0009	Staff Parking Fees	31555	36000	32000	36000	32000
4799-0000	Miscellaneous revenue	674	700	700	700	700
4300-0029	Fuel Flow Fee Air Carrie	435538	572602	356257	572602	356275
4300-0044	Fuel Flow Fee GA/135			182745		184884
4300-0045	Fuel flow Fee Non Signat			33600		38000
4300-0031	Landing Fee Air Carrier	1431118	1574500	1560000	1574500	1560000
4300-0046	Landing Fee Non Signat			35000		37000
4300-0032	Aircraft Parking	84017	84200	84200	84200	84200
4300-0033	Transient Fees	4934	5000	5000	5000	5000
4549-0001	Fuel Sales	35520	30000	30000	30000	30000
4550-0000	Facility rental revenue	417	2500	2500	2500	2500
4550-0010	FAA-CWO Lease	12000	12000	12000	12000	12000
4550-0011	Airfield Ground Leases	466250	461500	461500	461500	461500
4799-0000	Miscellaneous revenue		5000	5000	5000	5000
4037-0000	Misc federal grants TSA	135031	140000	102200	140000	102200
Airport Rev	Grand Total	4,890,622	5,014,602	4,999,902	5,099,302	4,963,759

was 180800

ESS contract 12/2013

TSA grant may end

REVENUE SUMMARY

	FY 12 ACTUALS	FY 13 APPROVED	FY 13 PROJECTED	FY 14 APPROVED	FY 14 UPDATED
STATE/FED REVENUE	266,595	312,100	274,200	312,100	278,200
FUEL FLOWAGE FEES *	435,538	539,002	572,602	539,002	579,159
LANDING FEES *	1,431,118	1,560,000	1,560,000	1,560,000	1,560,000
USER FEES	95,203	95,300	95,300	95,300	95,300
RENTALS	2,273,561	2,300,600	2,288,600	2,368,100	2,241,400
INTEREST INCOME	93,472	58,300	36,000	75,500	36,500
FINES/MISC./OTHER	136,035	149,300	173,200	149,300	173,200
TRANSFERS/CBJ/MPF	159,100	0	0	0	0
AIPORT FUND BALANCE				0	
TOTALS	4,890,622	5,014,602	4,999,902	5,099,302	4,963,759

Landing Fees and Fuel Flowage Fees are based on current July 2012 rates

No rate increases have been factored into FY14 projections at this time

EXPENSE SUMMARY

	FY 12 ACTUALS	FY 13 APPROVED	FY 13 PROJECTED	FY 14 APPROVED	FY 14 UPDATED
PERSONNEL	2,397,533	2,456,400	2,251,200	2,476,900	2,453,500
SUPPLIES	715,673	636,900	637,500	617,700	796,700
SERVICES/CHARGES	2,182,520	2,202,300	2,352,900	2,228,500	2,592,000
TRAVEL/TRAINING	17,016	25,100	25,100	25,500	30,500
CAPITAL OUTLAY	23,800	0	20,200	0	0
DEBT SERVICE	0	0	0	0	0
TOTALS	5,336,542	5,320,700	5,286,900	5,348,600	5,872,700

EXPENSE vs. REVENUE SUMMARY

	FY 12 ACTUALS	FY 13 APPROVED	FY 13 PROJECTED	FY 14 APPROVED	FY 14 UPDATED
EXPENSES	(5,336,542)	(5,320,700)	(5,286,900)	(5,348,600)	(5,872,700) ²
REVENUES	4,890,622	5,014,602	4,999,902	5,099,302	4,963,759 ²
DIFFERENCE	(445,920)	(306,098)	(286,998)	(249,298)	(908,941)
AIRPORT FUND BALANCE APPLIED		306,098		0	
TOTAL OVER/(SHORT)	(445,920) ¹	(0)	(286,998) ³	(249,298)	(908,941) ⁴

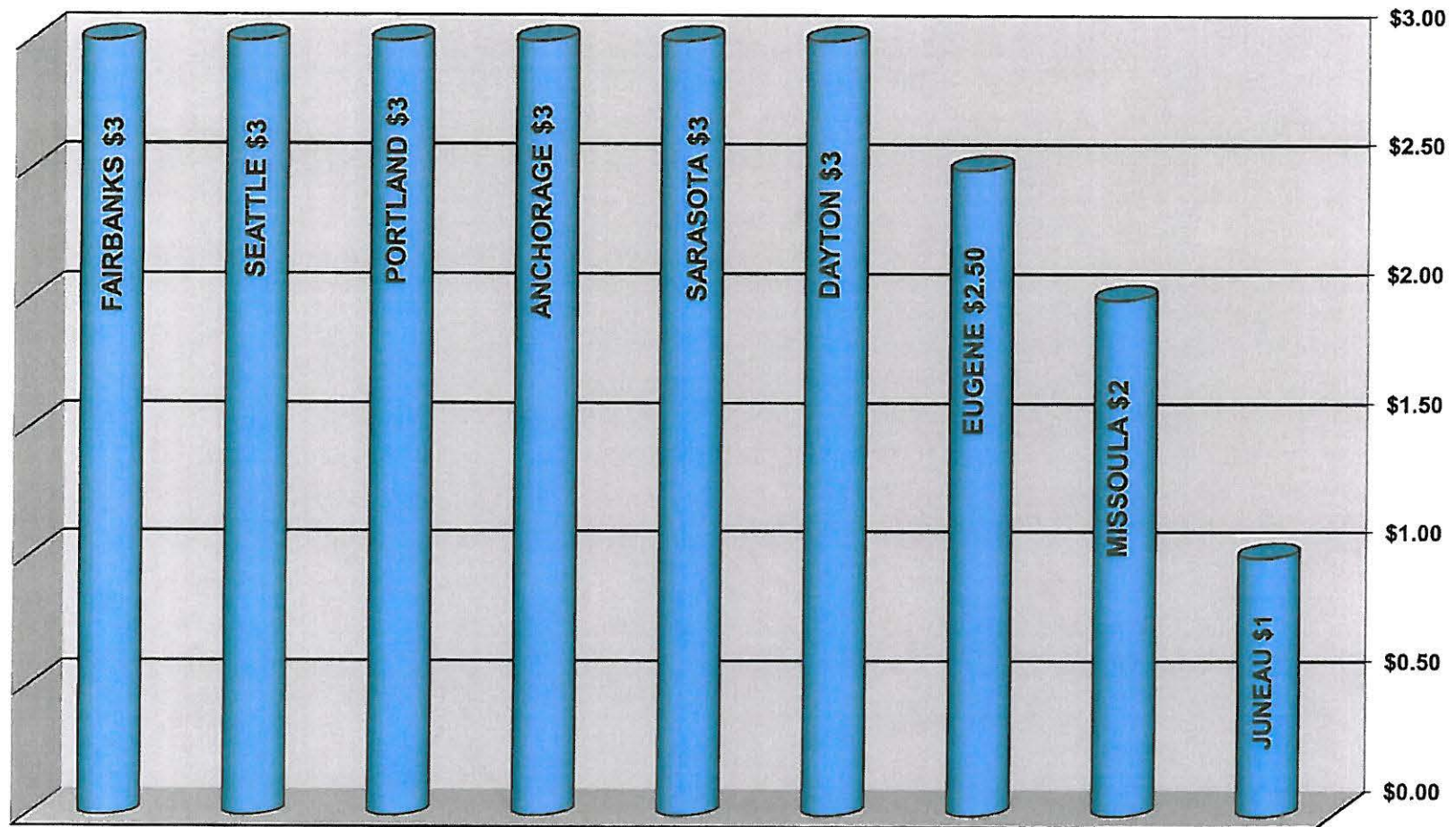
¹ FY 12 was projected to have (\$371,100) deficit.

² FY 14 Updated Expenses include changes/increase; Does NOT include Revenues rate increases

³ FY13 Projected shows Airport Fund Balance contribution decreased to \$286,998 (from \$306,098)

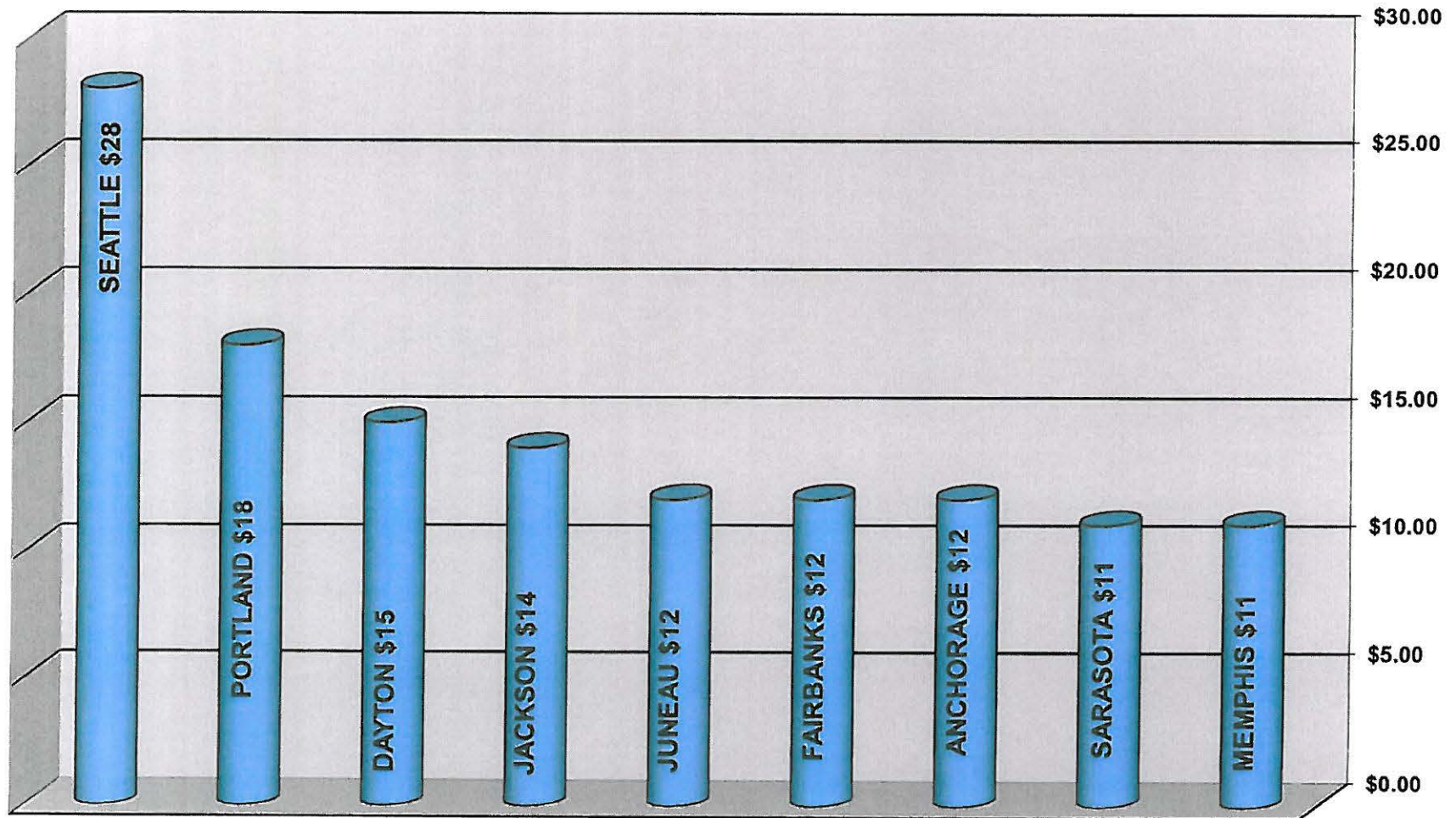
⁴ FY 14 deficit to be addressed with suggested rate increases

Short Term Parking Rates 0-60 minutes

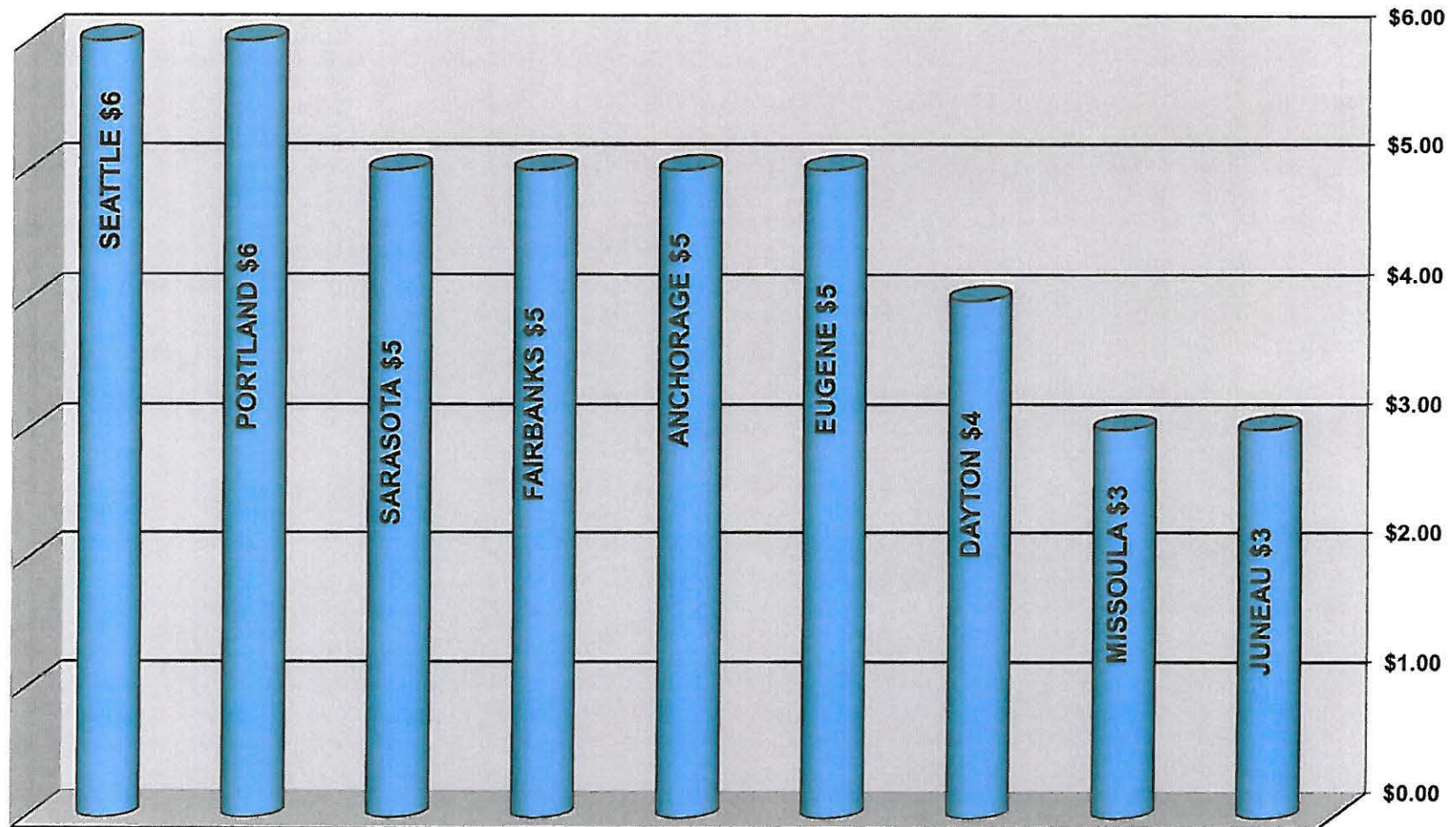


ATTACHMENT #12

Long Term Parking Rates



Long Term Parking Rates up to 2 hours



POTENTIAL RATES & FEES ADJUSTMENTS & REVENUE:*(note: estimated revenues are the additional revenues generated on an annual basis)***NEW**

Filing Fee for Lease Action Request--\$100: A Lease Action Request (Assignment, New Lease, Extension/Amendment, Collateral Assignment, Cancellation) requires the attention of the following people: Airport Business Manager, Airport Manager, Airport Admin Asst., Accounts Receivable Technician, Assessor's Admin Asst. This takes a considerable amount of time and resources. *Changed per comparison with ANC/FAI both at \$100.*

Estimated Revenue	\$1,000
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FY14 Security Fee-- \$1.00 per enplaned Screened Passenger: As stated earlier, the cost of airport security has increased, but the reimbursement by TSA has continued to decrease with the possibility that the Federal government will terminate these grants in the near future. Much of the security is dedicated to the screening checkpoint and the SIDA areas by regulation, but is also required on the airfield for general aviation and small commercial.

Estimated Revenue	\$260,000
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This new fee category was introduced in February 2012 for airlines to discuss with their corporate office; giving enough time for budget consideration.

CHANGES**Land Lease Rates:**

Currently we have three types of land leases (since 2008)—

\$0.52/sf/yr	Main Ramp
\$0.43/sf/yr	Other Ramp
\$0.17/sf/yr	Undeveloped land
\$0.65/sf/yr	Landside Non-Aviation

Suggested land leases changes (based on ANC CPI over 4 years)—

		Estimated Additional Revenue
\$0.57/sf/yr	Commercial Ramp	\$ 6,159
\$0.47/sf/yr	Other Ramp	\$30,514
\$0.19/sf/yr	Undeveloped land	\$ 1,480
\$0.71/sf/yr	Landside Non-Aviation	\$ 3,229

Suggested language changes: “Commercial” Ramp would replace “Main” Ramp, to include commercial leases on the airfield; not just main ramp. This language change would also generate additional revenue by upgrading the designated commercial lease activity.

Suggested ADDITION to above Land Lease Rates--

\$0.80/sf/yr	SIDA land lease	Estimated Additional Revenue	\$ 28,719
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Currently we have 3 tenants that allow Part 1548 air cargo operations on their leased premises. The air cargo in these areas has special SIDA rules and required security checks on the part of the airport. As long as these land leases are used for the purpose of air cargo; higher lease rate due to random inspections and additional security requirements.

ATTACHMENT #15

Float Pond Tie Down Rates:

Currently— (since 2007)

\$45/mo (\$360/yr) for Privately Owned docks.

\$60/mo (\$480/yr) for Airport Owned docks.

Suggested Change—

Float Pond rates were based on annual rate for approximately 8 months of use.

\$ 90/month for Privately Owned docks North & South side (\$720/yr)

\$150/month for Airport Owned docks North & South side (\$1,200/yr)

\$150/month Privately Owned docks West Finger (\$1,200/yr)

Estimated Revenue Increase \$26,300

Note: Lake Hood Charges \$105/month, billed full year (\$1,260 annually), FAI \$45-70/month

CBJ moorage fees. Rates vary by Juneau harbors: Min. \$568/year (skiff), \$4.08-\$6.81/foot/month (30' space = \$1,469-\$2,452/year)

Aircraft Parking & Tie-down Rates:

	Currently – (since 2007; transient since 2005)	<i>Suggested</i>	<i>Est Revenue Increase</i>
Main Ramp >12,500 lbs.	\$220.00/month	\$500.00/month *	\$ 3,360
Overnight Air Carrier Gate/ Cargo)	\$220.00/month	\$500.00/month *	\$ 6,720
Main Ramp Air Taxi (small box)	\$ 65.00/month	\$ 75.00/month	\$ 2,160
Main Ramp Air Taxi (large box)		\$100.00/month	\$ 1,680
Hard surface parking	\$ 49.00/month	\$ 60.00/month	\$ 8,844
Gravel surface parking	\$ 38.00/month	\$ 50.00/month	\$ 4,032
Transient < 6,001 lbs (non-commercial)	\$ 5.00/ 24 hours	\$ 10.00/ 24 hours**	\$ 50
Transient < 6,001 lbs (commercial)		\$ 25.00/ 24 hours**	\$ 1,250
Transient 6,001 – 12,500 lbs.	\$ 50.00/ 24 hours	\$ 75.00/ 24 hours	\$ 100
Transient 12,501 – 100,000 lbs	\$135.00/ 24 hours	\$175.00/ 25 hours	\$ 800
Transient > 100,000 lbs	\$200.00/ 24 hours	\$500.00/ 24 hours	\$ 1,500
Jetway 5 Use (excl. Alaska Air)	\$100.00/per use/turn	\$500.00/ 24 hours	rare

Additional language: All parking spaces are designated one aircraft per space. Any additional aircraft parked in/near/around a parking spot, or any aircraft not within an aircraft space will be assessed the daily transient fee rate for size/type of aircraft/operation.

*For the same reason as stated above for the SIDA land lease rates, these air carrier parking spots fall under the required Federal checks and inspections by the Airport.

**Reminder: Transient General Aviation is free for first 2 hours

**Commercial operator pays fee upon parking (no grace period).

ATTACHMENT #15

Fuel Flowage Fees:

Currently (signatory) – (note: non-signatory is 25% more currently at \$0.20/gallon)

\$0.155 AV gas (GA, small commercial) *(since 2010)*

\$0.155 Small Jet (& helicopter) *(since 2010)*

\$0.125 Large Commercial Jet *(since 7/1/2012)*

Each \$0.01 increase yields the following additional revenue:

AV gas (GA, small commercial)	Estimated Increase	\$ 3,550
Small Jet (& helicopter)	Estimated Increase	\$ 8,240
Large Commercial Jet	Estimated Increase	\$28,500

Landing Fees: (since 7/1/2012)

Currently (signatory) – (note: non-signatory is 25% more; currently \$2.73/per 1,000 lbs.)

\$2.18/ per 1,000 lbs (or fraction thereof) for all aircraft 12,500 lbs or more

<i>Each \$0.01 increase yields</i>	Estimated increase	\$ 7,000
<i>Each \$0.10 increase yields</i>	Estimated increase	\$70,000

Commercial Vehicle Access Fees:

Ground Transportation (since 2001):

Currently	<u>1-7 PAX</u>	<u>8-16 PAX</u>	<u>17 or MORE*</u>
Annual	\$125.00	\$165.00	\$200.00

*Company cap for tour buses etc. at \$4,000 *(since 2004)* Note: this change is important since the major tour companies have merged into one company. The one super company now registers 92 buses, van and baggage trucks.

<i>Suggested:</i>	<i>\$150.00</i>	<i>\$200.00</i>	<i>\$250.00*</i>
Estimated Add'l Revenue	\$1,600	\$300	\$200

****Company cap suggested increase to \$10,000*** due to the merge in companies several years ago. Airport provides special spaces and areas for baggage staging in terminal at no cost. Currently 92 buses, vans, baggage trucks registered to this company.

Estimated additional revenue: \$6,000

Commercial Pick-up/Delivery (since 2001):

Currently	<u>1st Vehicle</u>	<u>Each Add'l Vehicle</u>
	\$125.00	\$15.00
<i>Suggested:</i>	<i>\$150.00</i>	<i>\$25.00</i>
Estimated Add'l Revenue	\$225.00	\$190.00

ATTACHMENT #15

AOA Permits (since 2001):

	<u>1st Vehicle</u>	<u>Each Add'l Vehicle</u>
Currently	\$190.00	\$20.00
<i>Suggested:</i>	<i>\$230.00</i>	<i>\$35.00</i>
Estimated Add'l Revenue	\$360.00	\$540.00

Water/Sewer (since 2004):

This is a separate Regulation. Staff suggests that rates be addressed in a special meeting at a later date.

Rental Car Ready Car Lot (since 2010):

Currently \$60/month

Suggested: ***\$75/month***

Estimated Additional Revenue \$22,500