

**NOTICE OF A REGULAR MEETING
OF
THE FRIEDMAN MEMORIAL AIRPORT AUTHORITY**

PLEASE TAKE NOTICE that a regular meeting of the Friedman Memorial Airport Authority shall be held Tuesday, March 6, 2012 at 5:30 p.m. at the **old Blaine county Courthouse Meeting Room**, Hailey, Idaho. The proposed agenda for the meeting is as follows:

**AGENDA
March 6, 2012**

- I. APPROVE AGENDA**
- II. PUBLIC COMMENT (10 Minutes Allotted)**
- III. UNFINISHED BUSINESS**
 - A. Replacement Airport
 - 1. Blaine County Report DISCUSSION
 - 2. City of Hailey Report DISCUSSION
 - 3. Airport Manager Report
 - a. FAA Modernization and Reform Act of 2012 DISCUSSION
 - b. Meeting with Ron Price, QED
Charles Stipancic, Aviation Facilities Company, Inc. (AFCO)
Subject: Privately Planned, Constructed, Funded
and Operated Replacement Airport DISCUSSION
 - B. Roadmap Toward The Future (High Priority Items)
 - 1. Blaine County and City of Hailey
Airport Strategic Plans – Attachments #1, #2 DISCUSS/DIRECT/ACTION
 - 2. Existing Site DISCUSS/DIRECT
 - 3. Replacement Airport DISCUSS/DIRECT
 - 4. Safety Management System Update DISCUSS/DIRECT
- IV. NEW BUSINESS**
 - A. Auto Rental Concession Possible Bid Process ACTION
 - B. Interim Communications Director Report
 - 1. Project Title DISCUSS/DIRECT/ACTION
 - 2. Airport Improvement Updates DISCUSS/DIRECT/ACTION
 - 3. flyfma.com and flysvra.com DISCUSS/DIRECT/ACTION
 - C. Law Enforcement Officer (LEO) Reimbursement Program DISCUSS/DIRECT
- V. AIRPORT STAFF BRIEF**
 - A. Noise Complaints
 - B. Parking Lot Update
 - C. Profit & Loss, ATCT Traffic Operations Count and Enplanement Data – Attachments #3 - #6
 - D. Review Correspondence – Attachment #7
 - E. Fly Sun Valley Alliance Update – Attachments #8, #9
 - F. Airport Weather Interruptions
 - G. Employee of the Quarter – Attachment #10
 - H. Administrative Brief
 - a. AIP Project Update
 - b. PFC 11-07-C-00-SUN Project Update
 - c. PFC 12-08-C-00-SUN Application
 - d. State Grant Status – Attachment #11
- VI. PUBLIC COMMENT**
- VII. ADJOURNMENT**

III. UNFINISHED BUSINESS

A. Replacement Airport

1. Blaine County Report

This item is on the agenda to permit a County report if appropriate.

BOARD ACTION: 1. Discussion

2. City of Hailey Report

This item is on the agenda to permit a City report if appropriate.

BOARD ACTION: 1. Discussion

3. Airport Manager Report

a. FAA Modernization and Reform Act of 2012

I reported briefly on the FAA reauthorization bill during the February 9 Board meeting. At that time, the bill had passed both the House and the Senate and was waiting for the President's signature. The President has signed the bill. This FAA Modernization and Reform Act of 2012 is in place after five years of debate and 23 short-term extensions. The good news is that the FAA is reauthorized thru 2015. The bad news is that most airport experts do not believe it is particularly friendly to airports. The bill keeps the cap on Passenger Facility Charges at \$4.50. I have included in past Board review material industry literature that indicated most airports supported lifting the cap or at least raising the cap to \$7.50. While a \$7.50 cap would have not generated tons of money for FMA in PFC revenue it certainly would have increased our ability to fund more with PFCs. The real benefit to us if that cap had been raised would have been a larger share of AIP \$'s. The revenue stream to large airports like SLC from a raise of the PFC cap would have been enormous, thus reducing their need for AIP \$'s.

AIP is authorized at \$3.35 billion. This is a flat number thru 2015. It is a huge number and is in fact the same level authorized for 2012. The problem with it may be, that it is flat thru 2015 - keep in mind that pre-recession authorization levels were as high as \$3.75 billion. Another item that is not yet clear is how much of AIP will be used to fund other FAA programs, besides airports. An example might be how much will be used to fund NexGen. The latest industry news related to NextGen is not real good. It is years behind original implementation schedules and the latest GAO information indicates that FAA NextGen contracts are \$4.2 billion over budget.

The Contract Tower program was fully funded, which is good for FMA.

The Small community Air Service Development program was funded at \$6 million per year which is good as well. Remember, this community won a grant several years ago. The program is very political and each year far more applications are filed than the \$6 million can fund. I anticipate that FSVA will process applications in the future, but until each state has about an equal number of communities that have won grants, a repeat winner might be a wish rather than a reality.

This bill is huge in pages and many are trying to get a good understanding of how it will impact us in the future. I watch AAAE information on the Act daily and we do have a copy of the legislation and are referring questions to Peter Kirsch. Right now, we are not sure if our share of AIP is 10% or 6.25%. FAA Order 5100.38C (the AIP Handbook) describes an adjustment to the Federal share of AIP cost for states with certain public and non-taxable lands. It seems that Idaho airports might receive a benefit from the Handbook language. This consideration is called the Crapo Amendment and was added to AIP after Vision 100 passed in 2003. The adjustment does not appear to have been repealed by the latest legislation.

Another component of the new Act is that it contains language prohibiting the use of all Stage II jets, effective 2016. The Board may recall that the original prohibition, some 20 years ago, made an exception for Stage II jets that weighed 75,000 lbs or less. With this new legislation, there will be no more of the particularly loud Stage II jets, unless they can be made to comply with the quieter Stage III noise levels, which is unlikely. This inclusion in the Modernization and Reform Act of 2012 is the result of an aggressive effort by airport managers around the country, who began championing this cause in 2004. FMA still experiences a few of these older, Stage II jets every year.

I will keep the Board updated as we learn more about the FAA Modernization and Reform Act of 2012. One final note: For those who have noted that the Essential Air Service (EAS) program was funded at an estimated \$193 million annually thru 2015, FMAA does not qualify for EAS \$'s. I do not know of a single Idaho community that uses the EAS program.

BOARD ACTION: 1. Discussion

b. Meeting with QED & AFCO

On February 16th, Chairman Bowman, Vice Chairman Burke, Interim Communications Director, Candice Pate and Airport Manager met with QED's (Airport & Aviation Consultants) Ron Price and Aviation Facilities Company, INC's. (AFCO) Charles Stipancic. Ron Price contacted Chairman Bowman to discuss the possibility of a privately planned, designed, funded and operated Airport. The meeting can best be

characterized as informational. QED and AFCCO were gathering information related to the Replacement Airport process and FMAA was attempting to gather information related to privatization ideas and concepts that might be of interest. QED and AFCCO have agreed to do some due diligence to understand the feasibility for our community and contact us if they think there are areas that might be of interest to both.

BOARD ACTION: 1. Discussion

B. Roadmap Toward The Future (High Priority Items)

1. Blaine County and City of Hailey Airport Strategic Plans – Attachments #1, #2

The City of Hailey City Council approved February 27, 2012 with the intent of adopting by resolution March 5th, Attachment #1, Hailey's Guiding Principles (2012). The Blaine County Commissioners approved Attachment #2 Blaine County Airport Strategic Plan February 28th. This item is on the agenda to facilitate discussion of both documents.

BOARD ACTION: 1. Discuss/Direct/Action

2. Existing Site

Airport Staff is working with the FAA to establish dates to discuss the Board's guidance from the February Board meeting. Staff anticipates that the FAA meeting will be with Ms. Carol Suomi, Manager Seattle Airports District Office; Mr. Stan Allison, Assistant Manager Seattle Airports District Office; Ms. Sandy Simmons, Engineer Oregon/Idaho; Mr. Bruce Fisher, Airport Planner Oregon/Idaho. Carol will determine which other lines of business will participate in the meetings. At a minimum, Staff anticipates that the Airport Manager and Dave Michel from T-O will travel to Seattle.

BOARD ACTION: 1. Discuss/Direct

3. Replacement Airport

Same as the update given in the item above.

BOARD ACTION: 1. Discuss/Direct

4. Safety Management System Update

FMA recently submitted a Change Proposal to the FAA that asks if the Letter of Agreement (LOA) between the Airport and the Airport Control Tower can be modified to include regional jet-type aircraft (RJ's).

Updates:

- Change proposal submitted week of Feb. 13th 2012 – Safety Management System (SMS) assessment of the proposed change has begun.

- FMAA's Goal is that the SMS evaluation demonstrates the proposed change to the LOA will have no negative impact on the National Airspace System.
- Possible unintended consequences may be that other airfield procedures will be scrutinized, including the current operation of the Q400.
- Evaluation panel to be established. Anticipated panel members from FMAA will be the Airport Manager, Manager of the Air Traffic Control Tower, and the Manager of Atlantic Aviation, at a minimum. The Airport Manager will be seeking guidance from the Chair and Vice Chair as we understand who the FAA will permit on the panel.
- We expect answers within the next 100 days.

BOARD ACTION: 1. Discuss/Direct

IV. NEW BUSINESS

A. Auto Rental Concession Possible Bid Process

The Board will recall in the October, 2011 FMAA Board meeting, the subject of Auto Rental Concession Agreements was discussed at length, in response to a request from Enterprise Rent-A-Car to reinstate their On-Airport Concession Agreement and resume on-airport operations effective December 1, 2011. At that time and after significant deliberation, the Airport Manager advised the Board that in light of existing workload and priorities, a discussion regarding a future rental car concession bid process might best be postponed until the December/January time frame. Having satisfactorily worked through enough pressing Airport business, it now seems appropriate to re-visit this discussion.

For the purpose of review, key points of the October 2011 Board discussion include:

- 1) Economic Climate
- 2) Multiple Branding
- 3) Minimum Annual Guarantees
- 4) Reliability of agreements between the Airport and existing Auto Rental Concessionaires
- 5) "Bottom Line" evaluation of benefits to FMAA

Considerations in the present discussion may include:

- 1) The 2006 competitive bid process was conducted in a markedly different national and local economic landscape.
- 2) FMA enplanements have dropped dramatically since 2006
 - a) Enplanements – 2006: 72,282
 - b) Enplanements – 2011: 52,639
Percentage of Change: -27%
- 3) Available air carrier seats at FMA in 2011 have decreased significantly from those in 2006.
 - c) Available seats -- 2006: 130,080
 - d) Available seats -- 2011: 80,670
Percentage of Change: -38%
- 4) Fuel prices are projected to surpass \$5.00/gal (automotive) by Summer 2012.
- 5) Credible evidence of sustained economic recovery/repair (national and local) remains elusive.
- 6) Present FMA Replacement Airport Process endeavors make the future of FMA (enplanements, physical plant, etc.) uncertain.

- a) SMS conclusions do not preclude possible further reductions in enplanements and available seats.
- b) Conversely, SMS conclusions may necessitate dramatic changes in the FMA physical plant, ie., Passenger Terminal, vehicle parking, aircraft parking, etc.

Decisions the Board may examine include:

- 1) Postpone a new competitive bid process to a later date TBD, based on credible evidence of improving economic conditions and resolution of Replacement Airport issues, i.e., SMS.
- 2) Extend existing agreements a determined period of time, i.e., 24 months
- 3) Extend existing agreements on a month-to-month basis
- 4) Direct Staff to initiate a Competitive Bid Process for new Auto Rental Concession Agreements at FMA, upon determination of:
 - a) Multiple branding considerations
 - b) Number of agreements desired
 - c) Best economic interest of FMAA

BOARD ACTION: 1. Action

B. Interim Communications Director Report

1. Project Title

Previous efforts in airport improvement arena have been referenced as Friedman Memorial Replacement Airport Project. With the Board's directive to also pursue possible fixes to FMA, it seems a more all encompassing reference name is necessary. Recommend naming all efforts in this arena to fall under "Airport Improvement Project".

BOARD ACTION: 1. Discuss/Direct/Action

2. Airport Improvement Updates

The Board is in agreement that regular Airport Improvement Updates will facilitate both intra-board communications and communications with the public. The purpose of this discussion is to review the process for the updates, discuss the types of items that should be included in these updates and establish a protocol for incorporating board member feedback.

BOARD ACTION: 1. Discuss/Direct/Action

3. flyfma.com and flysvra.com

There are currently two websites dedicated to housing information about air service in our community. With the halting of the EIS and the board's recent directive to pursue possible improvements at Friedman in addition to a replacement airport, it seems that two websites may be confusing and unnecessary. Recommendations for approach going forward to be presented and discussed.

BOARD ACTION: 1. Discuss/Direct/Action

C. Law Enforcement Officer (LEO) Reimbursement Program

As you know, years ago the Transportation Security Administration began requiring certain police response times to screening check points. If the police agency could not respond in a specified time frame, the TSA required the Airport to provide Law Enforcement Officers and agreed to reimburse the Airport for that service. FMAA enter into a five year agreement with the TSA. Each year that agreement is validated by an Annual Award Modification. The Hailey Police Department provides law enforcement officers to monitor TSA activity and areas in the terminal. FMAA reimburses the City for the Service. The TSA reimburses FMAA for all but about \$28,727 per year of the LEO program costs. Each year, the FMAA subsidy has grown. Last year and again this year, the TSA has fallen behind on reimbursement. Right now the TSA is at least four months behind - \$50,000 in arrears. The TSA blames the non-payment on Congress and the stop gap funding measures that have been put in place while the entire budget was debated. It appears to Staff that such an excuse is nonsense. We know of no funding extension that only included part of the TSA's budget. They have been funded to a certain date rather than for the entire year, but Staff knows of no language that indicated that funding was to a certain date for everything except the LEO program. We are now five months into the year and being told that when the annual Award Modification is issued, it will be for 11.5% less than anticipated—and less than that stipulated in the present agreement. This will increase this year's FMAA subsidy of the LEO program to \$32,000 plus. We have kept our National Delegation Staffers in Twin Falls updated and do anticipate that an Award Modification will surface soon. We could be five or even six months behind before reimbursement begins. As you know, this is the second year in a row that airports nationwide have been treated in such a *"fair and friendly"* manner.

BOARD ACTION: 1. Discuss/Direct

V. AIRPORT STAFF BRIEF

A. Noise Complaints:

LOCATION	DATE	TIME	AIRCRAFT TYPE	INCIDENT DESCRIPTION	ACTION TAKEN
Chantrelle Sub.	2/21	5:15 pm	Jet	Appeared low on approach	Ops Chief researched with Hailey ATCT. No aircraft arrivals at that time appeared inappropriate. Ops Chief conveyed that information to caller.

B. Parking Lot Update

The Car Park Gross/Net Revenues

	FY 2010 Gross	FY 2010 Net	FY 2011 Gross	FY 2011 Net	FY 2012 Gross	FY 2012 Net
January	\$12,846.77	\$5,252.74	\$17,817.72	\$8,404.18	\$14,614.35	\$5,585.85

C. Profit & Loss, ATCT Traffic Operations Count and Enplanement Data - Attachments #3 - #6

Attachment #3 is Friedman Memorial Airport Profit & Loss through December 2011.
Attachment #4 is air traffic control tower traffic operations data for January 2012.
Attachment #5 is 2009 - 2012 air traffic control operations data comparison by month.
Attachment #6 is 2008 - 2012 enplanement data including non-revenue passengers.
The following revenue and expense analysis is provided for Board information and review:

December 2010/2011

Total Non-Federal Revenue	December, 2011	\$166,030.14
Total Non-Federal Revenue	December, 2010	\$136,431.69
Total Non-Federal Revenue	FY '12 thru December	\$463,764.47
Total Non-Federal Revenue	FY '11 thru December	\$440,997.78
Total Non-Federal Expenses	December, 2011	\$164,274.43
Total Non-Federal Expenses	December, 2010	\$187,675.57
Total Non-Federal Expenses	FY '12 thru December	\$562,394.56

Total Non-Federal Expenses	FY '11 thru December	\$563,638.04
*Net Income to include Federal Programs	FY '12 thru December	\$-199,145.37
*Net Income to include Federal Programs	FY '11 thru December	\$-242,839.20
*Difference in net income is related to federal transactions.		

D. Review Correspondence - Attachment #7

Attachment #7 is information included for Board review.

E. Fly Sun Valley Alliance Update – Attachments #8, #9

Attachment #8 is the January 12, 2012 Fly Sun Valley Alliance Meeting Minutes.
Attachment #9 is the February 13, 2012 Fly Sun Valley Alliance Meeting Agenda.

F. Airport Weather Interruptions for February, 2012

Airline	Flight Cancellations	Flight Diversions
Horizon Air	14*	12
SkyWest	0	20

- Two of the Horizon Cancellations were mechanical
- This data was compiled prior to Feb 29 – a weather day.

G. Employee of the Quarter – Attachment #10

Staff is pleased to announce the selection of Mr. Andy Mills as Employee of the 4th Quarter, 2011. Andy is City Manager for Overland West Inc. dba Hertz Car Rental. Attachment #10 is the nomination letter submitted by Atlantic Aviation. Andy has consistently shown an interest in our airport and his customer service skills and excellent attitude are valued by everyone. His selection is attributed to customer service, responsibility and professionalism. Congratulations Andy!

H. Administrative Brief

a. AIP Project Update

Provided for Board review is the status of active and recently completed/closed AIP projects.

Grant No.	Project Description	Grant Amount	Expenditures to Date	95% of Eligible Expenses	Grant Amount Remaining	Grant/Project Status
Existing Airport						
34	Acquire snow removal equipment (SRE) (broom and plow) (Phase 2); Rehabilitate apron (Phase 1), design only; Rehabilitate parallel taxiway (Phase 1), design only; Rehabilitate taxilanes (Phase 1); design only	\$266,000.00	\$269,697.83	\$256,213.00	\$9,787.00	CLOSED 02/06/12
35	Rehabilitate parallel taxiways A & B and connector taxiways A2-A28 and B1-B5 and taxilanes (seal coat) (Phase 2), construction; Rehabilitate aprons (seal coat), (Phase 2)(Phase 2)	\$218,200.00	\$224,573.28	\$213,344.00	\$4,856.00	ACTIVE – Engineers Report submitted to FAA in February, 2011
36	Acquire snow removal equipment (SRE), including truck and rotary plow	\$545,500.00	\$565,880.30	\$537,586.00	\$7,414	ACTIVE – Engineers Report submitted to FAA in August , 2011
Replacement Airport						
01	Conduct environmental study for replacement airport for Friedman Memorial Airport, Hailey, Idaho	\$2,245,094.00	\$2,363,256.76	\$2,245,093.00	\$0.00	CLOSED 07/08/11
02	Conduct environmental study for replacement airport for Friedman Memorial Airport, Hailey, Idaho (Phase 2)	\$2,500,000.00	\$2,437,377.81	\$2,315,508.00	\$184,492.00	ACTIVE
03	Conduct environmental study for replacement airport for Friedman Memorial Airport, Hailey, Idaho (Phase 3)	\$453,818.00	\$429,914.00	\$408,418.00	\$45,400.00	ACTIVE
04	Conduct environmental study for replacement airport for Friedman Memorial Airport, Hailey, Idaho (Phase 4)	\$2,500,000.00	\$1,543,246.77	\$1,466,084.00	\$1,033,916.00	ACTIVE

b. PFC 11-07-C-00-SUN Project Update

Project No.	Project Description	PFC Approved Amount	PFC Actual Expense	Over/Under Contract	Project Status
001	Modify SRE Building	\$18,841.00	\$18,841.00	.00	Complete
002	Acquire SRE Broom Truck	\$31,717.00	\$33,456.00	\$1,739.00	Complete
003	Airfield Pavement Rehab	\$13,688.00	\$13,010.00	(\$678.00)	Complete
004	Acquire Rotary Plow	\$27,640.00	\$28,270.00	\$630.00	Complete
005	Draft EIS Phase II	\$218,092.00	\$34,828.00	(\$183,264.00)	Active
006	Communication Switch	\$153,000.00	\$10,157.00	(\$142,843.00)	Active
007	PFC Admin 11-07-C-00-SUN/Application Preparation	\$18,500.00	\$18,299.00	(\$201.00)	Complete
008	Relocate Power Line – SRE Building	\$24,440.00	\$24,440.00	\$0.00	Complete
Total		\$505,918.00	\$181,301.00	(\$324,617.00)	

Collections.....\$243,366.68
 Expenditures\$175,804.00
 Balance as of 12-31-11.....\$67,562.68

c. PFC 12-08-C-00-SUN Application

Ricondo & Associates, Inc. are in the process of preparing a new PFC Application for Friedman Memorial Airport. The project descriptions have been identified and a draft Notice To Air Carriers prior to submitting an Application to Impose and Use a Passenger Facility Charge is complete. The Airline Consultation Meeting with the air carriers to discuss the application will be held on April 11, 2012 at 2:00 p.m. in the FMA Training Room.

d. State Grant Status – Attachment #11

Staff has processed the SUN-2011 State Grant as authorized in the February Board meeting. Attachment #11 is a formal request for reimbursement of expenses in the amount of \$20,000.00.

Staff anticipates the receipt of State Grant SUN-2012 prior to the April Board meeting. This grant will also be in the amount of \$20,000.00 and will be applied to the acquisition of tower generator and the acquisition F-350 truck and plow. Both of these projects have been completed and will be eligible for reimbursement once the grant has been processed.

VI. PUBLIC COMMENT

VII. ADJOURNMENT

HAILEY'S GUIDING PRINCIPLES (2012)

1. The City believes that an airport with commercial service is important to the Wood River Valley.
2. The City of Hailey remains committed to the 1994 Master Plan in the long term, which calls for relocation of an airport away from cities.
3. The City knows that relocation of the Friedman Memorial Airport may be a very long term process; however, in the meantime, to keep the relocation process moving, the City will request the Friedman Memorial Airport Authority ("FMAA") and the Federal Aviation Administration ("FAA") to restart the EIS process.
4. The City knows that the Friedman Memorial Airport may serve as the airport for the Wood River Valley for the short, medium and even long term while airport relocation is pursued.
5. The City will support the FMAA and FAA in developing an Airport Layout Plan ("ALP") for the Friedman Memorial Airport that addresses potential reliability improvements, as well as FAA design standard deficiencies. Until the ALP is developed and presented for consideration by the City, the City supports the present configuration and operation of Friedman Memorial Airport.
6. In reviewing reliability improvement issues and issues related to FAA design standard compliance, the City will balance any increased reliability with the potential for increased impacts to our citizens and the costs associated with improvements to reliability.
7. The City supports the Friedman Memorial Airport; however, that support cannot continue if airport operations and/or physical layout jeopardize the health, safety or quality of life for Hailey citizens (*e.g.*, northern approaches). Safety and quality of life should never be compromised in favor of any other guiding principle.
8. The joint governing authorities should develop concrete steps for a dual path approach: short term safety improvements and long term relocation.

Blaine County Airport Strategic Plan – 2/28/2012

Overview

In an effort to communicate effectively with all stakeholders involved with the airport project, the Board of County Commissioners has developed a strategy map to articulate steps necessary for a successful airport project. This document presents the following:

- Guiding principles
- Community perspective
- Replacement Airport
- Friedman Memorial Airport

Guiding Principles

Below are six guiding principles determined by the Board of County Commissioners to be essential to the success of the airport project.

Guiding Principle 1 - Robust commercial and general aviation transportation service and infrastructure are vital to the economy of Blaine County.

Guiding Principle 2 - Meeting federal design and safety standards in air and ground operations is paramount in planning for air service and related infrastructure.

Guiding Principle 3 - Air service and infrastructure improvements are affordable and achievable.

Guiding Principle 4 - Minimizing environmental impacts is a high priority in planning for and implementing air service and infrastructure improvements.

Guiding Principle 5 - Air Service is an important and interconnected mode of transportation for Blaine County and the region.

Guiding Principle 6 - A replacement airport south of Bellevue along State Highway 75 is the long term solution and objective.

Community Perspective

As a community, we seek better air access to Blaine County than exists today. This will improve and enhance the visitor experience, contribute to the success of local businesses and allow for more efficient movement of people and products into and out of our region. We also believe that the best outcomes can be achieved by involving the community in an open and transparent process and seeking balance among all stakeholders.

We will accomplish this by:

- Retaining service - maintain good relationships with our air carriers
- Improving service – strive for lower approach minimums to reduce diversions and cancellations significantly
- Developing service - in cooperation with Fly Sun Valley Alliance (FSVA), seek new carriers and/or markets
- Engaging a Friedman Memorial Airport Authority (FMAA) communications director
- Maintaining a public website or other effective channels for distributing information
- Soliciting feedback actively from stakeholders and the community regarding present and future needs and priorities
- Minimizing on- and off-site environmental impacts of airport redevelopment or new development

Replacement Airport

We believe a replacement airport is the best solution to meeting Blaine County's long-term commercial and general aviation needs.

We will accomplish this by:

- Identifying a reasonable location for a replacement airport
- Modifying the Environmental Impact Statement (EIS) study purpose and need statement
- Ensuring that at least one Category 1 minimums instrument landing approach is attained at a replacement site
- Developing and confirming an affordable funding plan for a replacement airport
- Establishing benchmarks for the replacement airport planning, acquisition and construction processes
- Being accountable, reviewing and measuring benchmarks annually and modifying them, if needed
- Maintaining an active partnership with the Federal Aviation Administration (FAA) through the EIS process
- Engaging other transportation stakeholders in the development of the Master Plan and an Airport Layout Plan (ALP) for the replacement site
- Exploring and pursuing regional partnerships for long-term success
- Planning for and accommodating operational practices to ensure long-term positive cash flow and airport sustainability
- Incorporating robust risk management practices into all these planning and implementation processes
- Implementing all the terms of the Amended Joint Powers Agreement between Hailey and Blaine County

Friedman Memorial Airport

We believe critical improvements to Friedman Memorial Airport (FMA) should be made in the short and medium term to improve air service as soon as possible and meet current and targeted future aviation demand.

We will accomplish this by:

- Minimizing design deviations from standard federal safety requirements
- Developing a new FMA ALP
- Engaging other transportation stakeholders in the development of a FMA ALP
- Implementing the new FMA ALP in cooperation with all airport tenants and users
- Deploying technology solutions effectively and efficiently to provide the best possible service to all FMA customers, including the general public, air carriers and general aviation customers
- Acquiring adjacent land in order to expand outside the existing FMA property boundary, if necessary, to accomplish these short and medium-term objectives
- Developing and implementing an affordable funding plan for FMA improvements
- Continuing operational practices and adopting others that maintain FMA's positive cash flow and sustainability
- Considering decisions in the context of long-term planning for a replacement airport
- Incorporating robust risk management practices into these planning and implementation processes
- Addressing airport governance issues timely, including implementation of all the terms of the Amended Joint Powers Agreement between Hailey and Blaine County and further amendment as needed

9:39 AM

02/23/12

Accrual Basis

Friedman Memorial Airport

Profit & Loss Budget vs. Actual(Combined '12)

October through December 2011

Ordinary Income/Expense	Oct - Dec 11	Budget	\$ Over Budget	% of Budget
Income				
4000-00 · AIRCARRIER				
4000-01 · Aircarrier - Lease Space	21,130.11	84,600.00	-63,469.89	25.0%
4000-02 · Aircarrier - Landing Fees	13,208.13	96,508.00	-83,291.87	13.7%
4000-03 · Aircarrier - Gate Fees	300.00	1,200.00	-900.00	25.0%
4000-04 · Aircarrier - Utility Fees	2,082.22	7,600.00	-5,517.78	27.4%
4010-05 · Aircarrier -'11 PFC Application	47,533.64	205,000.00	-157,466.36	23.2%
Total 4000-00 · AIRCARRIER	84,254.10	394,900.00	-310,645.90	21.3%
4020-00 · TERMINAL AUTO PARKING REVENUE				
4020-01 · Automobile Parking - Terminal	14,394.82	92,500.00	-78,105.18	15.6%
Total 4020-00 · TERMINAL AUTO PARKING REVENUE	14,394.82	92,500.00	-78,105.18	15.6%
4030-00 · AUTO RENTAL REVENUE				
4030-01 · Automobile Rental - Commission	61,915.46	312,000.00	-250,084.54	19.8%
4030-02 · Automobile Rental - Counter	1,778.34	7,500.00	-5,721.66	23.7%
4030-03 · Automobile Rental - Auto Prkng	14,770.00	28,000.00	-13,230.00	52.8%
4030-04 · Automobile Rental - Utilities	94.88	500.00	-405.12	19.0%
Total 4030-00 · AUTO RENTAL REVENUE	78,558.68	348,000.00	-269,441.32	22.6%
4040-00 · TERMINAL CONCESSION REVENUE				
4040-01 · Terminal Shops - Commission	398.53	3,500.00	-3,101.47	11.4%
4040-02 · Terminal Shops - Lease Space	2,131.26	8,300.00	-6,168.74	25.7%
4040-03 · Terminal Shops - Utility Fees	148.68	725.00	-576.32	20.5%
4040-10 · Advertising - Commission	3,263.75	33,000.00	-29,736.25	9.9%
4040-12 · Terminal ATM	16.30			
Total 4040-00 · TERMINAL CONCESSION REVENUE	5,958.52	45,525.00	-39,566.48	13.1%
4050-00 · FBO REVENUE				
4050-01 · FBO - Lease Space	50,682.74	223,220.00	-172,537.26	22.7%
4050-02 · FBO - Tiedown Fees	28,455.66	193,000.00	-164,544.34	14.7%
4050-03 · FBO - Landing Fees - Trans.	40,174.82	197,000.00	-156,825.18	20.4%
4050-04 · FBO - Commission	3,928.07	17,000.00	-13,071.93	23.1%
Total 4050-00 · FBO REVENUE	123,241.29	630,220.00	-506,978.71	19.6%
4060-00 · FUEL FLOWAGE REVENUE				
4060-01 · Fuel Flowage - FBO	34,832.14	168,600.00	-133,767.86	20.7%
Total 4060-00 · FUEL FLOWAGE REVENUE	34,832.14	168,600.00	-133,767.86	20.7%
4070-00 · TRANSIENT LANDING FEES REVENUE				
4070-02 · Landing Fees - Non-Comm./Gov't	0.00	500.00	-500.00	0.0%
Total 4070-00 · TRANSIENT LANDING FEES REVENUE	0.00	500.00	-500.00	0.0%

ATTACHMENT #3

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Accrual Basis

Friedman Memorial Airport

Profit & Loss Budget vs. Actual(Combined '12)

October through December 2011

	Oct - Dec 11	Budget	\$ Over Budget	% of Budget
4080-00 · HANGARS REVENUE				
4080-01 · Land Lease - Hangar	111,653.07	477,512.00	-365,858.93	23.4%
4080-02 · Land Lease - Hangar/Trans. Fee	700.00			
4080-03 · Land Lease - Hangar/Utilities	272.49	1,300.00	-1,027.51	21.0%
4080-20 · Land Lease - Government Revenue	1,711.13			
Total 4080-00 · HANGARS REVENUE	114,336.69	478,812.00	-364,475.31	23.9%
4090-00 · TIEDOWN PERMIT FEES REVENUE				
4090-01 · Tiedown Permit Fees (FMA)	17,297.84	30,000.00	-12,702.16	57.7%
4090-02 · Tiedown - Gov. Fire Support	0.00	5,000.00	-5,000.00	0.0%
Total 4090-00 · TIEDOWN PERMIT FEES REVENUE	17,297.84	35,000.00	-17,702.16	49.4%
4100-00 · POSTAL CARRIERS REVENUE				
4100-01 · Postal Carriers - Landing Fees	2,191.15	8,900.00	-6,708.85	24.6%
4100-02 · Postal Carriers - Tiedown	2,970.00			
Total 4100-00 · POSTAL CARRIERS REVENUE	5,161.15	8,900.00	-3,738.85	58.0%
4110-00 · MISCELLANEOUS REVENUE				
4110-06 · Misc. - Security-Prox. Cards	18,660.00	25,000.00	-6,340.00	74.6%
4110-08 · Misc.-Security Prox. Reissue	150.00			
Total 4110-00 · MISCELLANEOUS REVENUE	18,810.00	25,000.00	-6,190.00	75.2%
4120-00 · GROUND TRANSP. PERMIT REVENUE				
4120-01 · Ground Transportation Permit	12,780.00	25,000.00	-12,220.00	51.1%
Total 4120-00 · GROUND TRANSP. PERMIT REVENUE	12,780.00	25,000.00	-12,220.00	51.1%
4400-00 · TSA				
4400-01 · LEO Expense Reimbursement	33,161.40	135,000.00	-101,838.60	24.6%
4400-02 · Terminal Lease	2,263.41			
Total 4400-00 · TSA	35,424.81	135,000.00	-99,575.19	26.2%
4500-00 · IDAHO STATE GRANT PROGRAM REV.				
4500-12 · SUN-12	0.00	20,000.00	-20,000.00	0.0%
Total 4500-00 · IDAHO STATE GRANT PROGRAM REV.	0.00	20,000.00	-20,000.00	0.0%
4520-00 · INTEREST INCOME				
4520-05 · Interest Income - '11 PFC	28.08			
4600-00 · Interest Income - General	3,400.31	14,000.00	-10,599.69	24.3%
Total 4520-00 · INTEREST INCOME	3,428.39	14,000.00	-10,571.61	24.5%
4702-00 · AIP 02 New Airpt. EIS Phs. II				
4702-01 · AIP 02	0.00	100,000.00	-100,000.00	0.0%
Total 4702-00 · AIP 02 New Airpt. EIS Phs. II	0.00	100,000.00	-100,000.00	0.0%

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Friedman Memorial Airport

Profit & Loss Budget vs. Actual(Combined '12)

October through December 2011

	Oct - Dec 11	Budget	\$ Over Budget	% of Budget
4703-00 · AIP 03 FMA/FAA				
4703-01 · AIP 03	0.00	40,000.00	-40,000.00	0.0%
Total 4703-00 · AIP 03 FMA/FAA		40,000.00	-40,000.00	0.0%
4704-00 · AIP 04-New Arpt. EIS-Phs.III/IV				
4704-01 · AIP '04 - FAA	73,625.00	1,000,000.00	-926,375.00	7.4%
Total 4704-00 · AIP 04-New Arpt. EIS-Phs.III/IV	73,625.00	1,000,000.00	-926,375.00	7.4%
4705-00 · AIP 05-New Arpt. EIS-Phs.				
4705-01 · AIP '05 - FAA	0.00	1,000,000.00	-1,000,000.00	0.0%
Total 4705-00 · AIP 05-New Arpt. EIS-Phs.	0.00	1,000,000.00	-1,000,000.00	0.0%
4706-00 · AIP 06-New Arpt. EIS-Phs.				
4706-01 · AIP 06-New Arpt. EIS-Phs.	0.00	1,000,000.00	-1,000,000.00	0.0%
Total 4706-00 · AIP 06-New Arpt. EIS-Phs.	0.00	1,000,000.00	-1,000,000.00	0.0%
4737-00 · AIP 37 - TBD				
4737-01 · AIP '37	0.00	500,000.00	-500,000.00	0.0%
Total 4737-00 · AIP 37 - TBD	0.00	500,000.00	-500,000.00	0.0%
Total Income	622,103.43	6,061,957.00	-5,439,853.57	10.3%
Gross Profit	622,103.43	6,061,957.00	-5,439,853.57	10.3%
Expense				
5000-00 · A EXPENDITURES				
5000-01 · Salaries - Airport Manager	31,850.70	127,403.00	-95,552.30	25.0%
5010-00 · Salaries -Contracts/Finance Adm	20,623.20	82,500.00	-61,876.80	25.0%
5010-01 · Salaries - Office Assist.	40,175.19	159,195.91	-119,020.72	25.2%
5020-00 · Salaries - ARFF/OPS Chief	20,900.82	82,500.00	-61,599.18	25.3%
5030-00 · Salaries - ARFF/OPS Specialist	75,811.72	294,193.00	-218,381.28	25.8%
5040-00 · Salaries-ASC/Sp.Prjct./Ex. Assi	14,653.61	57,523.00	-42,869.39	25.5%
5050-00 · Salaries - Temp.	1,669.50	15,000.00	-13,330.50	11.1%
5050-02 · Salaries - Merit Increase	0.00	14,816.45	-14,816.45	0.0%
5060-01 · Overtime - General	0.00	2,000.00	-2,000.00	0.0%
5060-02 · Overtime - Snow Removal	919.50	10,000.00	-9,080.50	9.2%
5060-04 · OT - Security	0.00	2,500.00	-2,500.00	0.0%
5100-00 · Retirement	23,792.92	98,410.00	-74,617.08	24.2%
5110-00 · Social Security/Medicare	14,299.13	64,843.80	-50,544.67	22.1%
5120-00 · Life Insurance	463.29	2,000.00	-1,536.71	23.2%
5130-00 · Medical Insurance	34,949.10	155,000.00	-120,050.90	22.5%
5160-00 · Workman's Compensation	0.00	15,000.00	-15,000.00	0.0%
Total 5000-00 · A EXPENDITURES	280,108.68	1,182,885.16	-902,776.48	23.7%

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Friedman Memorial Airport

Profit & Loss Budget vs. Actual(Combined '12)

October through December 2011

	Oct - Dec 11	Budget	\$ Over Budget	% of Budget
6000-00 · TRAVEL EXPENSE				
6000-01 · Travel	1,015.22	15,000.00	-13,984.78	6.8%
Total 6000-00 · TRAVEL EXPENSE	1,015.22	15,000.00	-13,984.78	6.8%
6010-00 · SUPPLIES/EQUIPMENT EXPENSE				
6010-01 · Supplies - Office	2,624.14	13,500.00	-10,875.86	19.4%
6010-03 · Supplies - Computer	366.26			
Total 6010-00 · SUPPLIES/EQUIPMENT EXPENSE	2,990.40	13,500.00	-10,509.60	22.2%
6020-00 · INSURANCE				
6020-01 · Insurance - Liability	16,500.00	18,500.00	-2,000.00	89.2%
6020-02 · Insurance - Public Officials	12,715.00	13,600.00	-885.00	93.5%
6020-03 · Insurance-Bldg/Unlic.Veh./Prop	25,834.00	29,600.00	-3,766.00	87.3%
6020-04 · Insurance - Licensed Vehicles	5,503.00	5,900.00	-397.00	93.3%
6020-05 · Insurance - Crime	278.00	550.00	-272.00	50.5%
Total 6020-00 · INSURANCE	60,830.00	68,150.00	-7,320.00	89.3%
6030-00 · UTILITIES				
6030-01 · Utilities - Gas/Terminal	2,624.18	13,000.00	-10,375.82	20.2%
6030-02 · Utilities - Gas/Maintenance	1,796.37	8,500.00	-6,703.63	21.1%
6030-03 · Utilities - Elect./Runway&PAPI	1,635.51	6,000.00	-4,364.49	27.3%
6030-04 · Utilities - Elec./Office/Maint.	2,549.35	9,000.00	-6,450.65	28.3%
6030-05 · Utilities - Electric/Terminal	2,081.10	7,500.00	-5,418.90	27.7%
6030-06 · Utilities - Telephone	3,196.82	17,000.00	-13,803.18	18.8%
6030-07 · Utilities - Water	151.20	1,200.00	-1,048.80	12.6%
6030-08 · Utilities - Garbage Removal	1,995.20	6,000.00	-4,004.80	33.3%
6030-09 · Utilities - Sewer	333.99	1,500.00	-1,166.01	22.3%
6030-10 · Utilities - Elec./Sewer	121.53	500.00	-378.47	24.3%
6030-11 · Utilities - Electric/Tower	1,094.37	4,000.00	-2,905.63	27.4%
6030-15 · Utilities - Elec/AWOS	192.83	900.00	-707.17	21.4%
6030-16 · Utilities - Elec. Wind Cone	34.21	210.00	-175.79	16.3%
6030-17 · Utilities - Elec.- Rosenberg	12.69			
6040-01 · Service Provider - Weather	2,484.00	2,500.00	-16.00	99.4%
6040-02 · Service Provider - Term. Music	204.00	1,000.00	-796.00	20.4%
6040-03 · Service Provider - Internet/ISP	1,071.54	7,000.00	-5,928.46	15.3%
6040-04 · Service Provider - AWOS NADN	0.00	8,000.00	-8,000.00	0.0%
6040-05 · Service Provider - ISP/Terminal	772.95			
Total 6030-00 · UTILITIES	22,351.84	93,810.00	-71,458.16	23.8%

Friedman Memorial Airport

Profit & Loss Budget vs. Actual(Combined '12)

October through December 2011

	Oct - Dec 11	Budget	\$ Over Budget	% of Budget
6050-00 · PROFESSIONAL SERVICES				
6050-01 · Professional Services - Legal	5,200.95	27,500.00	-22,299.05	18.9%
6050-02 · Professional Services - CPA	0.00	24,000.00	-24,000.00	0.0%
6050-03 · Professional Services - Engineer	1,456.47	27,000.00	-25,543.53	5.4%
6050-04 · Professional Services - ARFF	0.00	4,000.00	-4,000.00	0.0%
6050-07 · Professional Services - Archite	0.00	1,000.00	-1,000.00	0.0%
6050-08 · Professional Services - Securit	0.00	4,000.00	-4,000.00	0.0%
6050-09 · Profess. Svcs.-Lrg. Jet Def	13,305.96	12,000.00	-9,347.50	22.1%
6050-10 · Prof. Svcs.-IT/Comp. Support	2,652.50	2,000.00	-2,000.00	0.0%
6050-11 · Professional Services - Wildlif	0.00			
Total 6050-00 · PROFESSIONAL SERVICES	22,615.88	101,500.00	-78,884.12	22.3%
6060-00 · MAINTENANCE-OFFICE EQUIPMENT				
6060-01 · Maint.-Office Equip./Gen.	0.00	10,000.00	-10,000.00	0.0%
6060-04 · Maintenance - Copier	1,517.66			
Total 6060-00 · MAINTENANCE-OFFICE EQUIPMENT	1,517.66	10,000.00	-8,482.34	15.2%
6070-00 · RENT/LEASE OFFICE EQUIPMENT				
6070-01 · RENT/LEASE OFFICE EQUIPMENT				
6070-02 · Rent/Lease - Postage Meter	344.00	1,500.00	-1,156.00	22.9%
Total 6070-00 · RENT/LEASE OFFICE EQUIPMENT	344.00	1,500.00	-1,156.00	22.9%
6080-00 · DUES/MEMBERSHIPS/PUBLICATIONS E				
6080-01 · Dues/Memberships/Publications	10,388.25	15,000.00	-4,611.75	69.3%
Total 6080-00 · DUES/MEMBERSHIPS/PUBLICATIONS E	10,388.25	15,000.00	-4,611.75	69.3%
6090-00 · POSTAGE				
6090-01 · Postage/Courier Service	518.52	2,700.00	-2,181.48	19.2%
Total 6090-00 · POSTAGE	518.52	2,700.00	-2,181.48	19.2%
6100-00 · EDUCATION/TRAINING				
6100-01 · Education/Training - Admin.	-150.00	30,000.00	-30,150.00	-0.5%
6100-06 · Education - Security	375.00			
Total 6100-00 · EDUCATION/TRAINING	225.00	30,000.00	-29,775.00	0.8%
6110-00 · CONTRACTS				
6110-02 · Contracts - FMAA	8,400.00	24,000.00	-15,600.00	35.0%
6110-03 · Contracts - SVA/Fee Collection	14,700.00	58,800.00	-44,100.00	25.0%
6110-04 · Contracts - COH LEO	39,963.10	145,000.00	-105,036.90	27.6%
6110-05 · Contracts - Janitorial	0.00	10,000.00	-10,000.00	0.0%
6110-06 · Electronic Filing System	3,450.00	13,800.00	-10,350.00	25.0%
6110-08 · Contracts - Eccles Tree Lights	30,000.00	30,000.00	0.00	100.0%
6110-09 · Contracts - Website	750.00	750.00	0.00	100.0%
6110-10 · Security - Badge Automation	0.00	36,000.00	-36,000.00	0.0%
Total 6110-00 · CONTRACTS	97,263.10	318,350.00	-221,086.90	30.6%

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Friedman Memorial Airport

Profit & Loss Budget vs. Actual(Combined '12)

October through December 2011

	Oct - Dec 11	Budget	\$ Over Budget	% of Budget
6130-00 · MISCELLANEOUS EXPENSES				
6130-01 · Misc. - General	2,548.81	6,500.00	-3,951.19	39.2%
6130-04 · Misc. Green Program	0.00	2,500.00	-2,500.00	0.0%
6140-00 · Bank Fees	126.00			
Total 6130-00 · MISCELLANEOUS EXPENSES	2,674.81	9,000.00	-6,325.19	29.7%
6500-00 · SUPPLIES/EQUIPMENT-ARFF/OPERATI				
6500-01 · Supplies/Equipment - General	110.72	10,000.00	-9,889.28	1.1%
6500-02 · Supplies/Equipment - Tools	2,416.45			
6500-03 · Supplies/Equipment - Clothing	74.24			
6500-04 · Supplies/Equipment - Janitorial	2,568.98			
6500-05 · Supplies/Equipment - Deice	28,945.00	35,000.00	-6,055.00	82.7%
6500-06 · Supplies/Equipment - ARFF	0.00	5,000.00	-5,000.00	0.0%
Total 6500-00 · SUPPLIES/EQUIPMENT-ARFF/OPERATI	34,115.39	50,000.00	-15,884.61	68.2%
6510-00 · FUEL/LUBRICANTS				
6510-01 · Fuel/Lubricants - General	69.48	50,000.00	-49,930.52	0.1%
6510-02 · Fuel	10,812.36			
Total 6510-00 · FUEL/LUBRICANTS	10,881.84	50,000.00	-39,118.16	21.8%
6520-00 · VEHICLES/MAINTENANCE				
6520-01 · R/M Equipment - General	3,329.10	27,000.00	-23,670.90	12.3%
6520-02 · R/M Equip. '93 Schmidt Snow	206.91			
6520-09 · R/M Equip. - '96 Oshkosh Swp.	3,483.87			
6520-11 · R/M Equip. - '89 J. Deere Ldr.	171.49			
6520-17 · R/M Equip. '01 Case 921 Ldr.	104.05			
6520-19 · R/M Equip. '02 Ford F-150 PU	936.12			
6520-23 · R/M Equip. - '97 Ford Exped.	166.25			
6520-24 · R/M Equip. - '01 Ford F-250	39.05			
6520-30 · R/M Equip.-'05 Ford F-350	148.75			
6520-31 · R/M Equip. - Oshkosh Blower	65.98			
Total 6520-00 · VEHICLES/MAINTENANCE	8,651.57	27,000.00	-18,348.43	32.0%
6530-00 · ARFF MAINTENANCE				
6530-01 · ARFF Maint. General	2,208.10	5,000.00	-2,791.90	44.2%
6530-04 · ARFF Maint. - Radios	165.00			
6530-05 · ARFF Maint. - '03 E-One	16.97			
Total 6530-00 · ARFF MAINTENANCE	2,390.07	5,000.00	-2,609.93	47.8%
6540-00 · REPAIRS/MAINTENANCE - BUILDING				
6540-01 · R/M Bldg. - General	610.21	29,000.00	-28,389.79	2.1%
6540-02 · R/M Bldg. - Terminal	8,439.17			
6540-03 · R/M Bldg. - Shop	3,377.28			
6540-05 · R/M Bldg. - Manager's Bldg.	204.99			
6540-07 · R/M Bldg. - Tower	2,478.76			
Total 6540-00 · REPAIRS/MAINTENANCE - BUILDING	15,110.41	29,000.00	-13,889.59	52.1%

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October through December 2011

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6550-00 · REPAIRS/MAINTENANCE - AIRSIDE				
6550-01 · R/M - General	0.00	15,000.00	-15,000.00	0.0%
6550-02 · R/M - Airfield	64.69			
6550-04 · R/M - Lights	5,096.34			
6550-05 · R/M - Grounds	285.00			
Total 6550-00 · REPAIRS/MAINTENANCE - AIRSIDE	5,446.03	15,000.00	-9,553.97	36.3%
6560-00 · SECURITY EXPENSE				
6560-01 · Security	6,913.08	20,000.00	-13,086.92	34.6%
6560-00 · SECURITY EXPENSE - Other	350.00			
Total 6560-00 · SECURITY EXPENSE	7,263.08	20,000.00	-12,736.92	36.3%
6570-00 · REPAIRS/MAINT.-AERONAUTICAL EQU				
6570-01 · R/M Aeronautical Equip - NDB/DME	2,100.00	22,000.00	-19,900.00	9.5%
6570-04 · R/M Aeron. Equip. - AWOS/ATIS	2,850.00			
Total 6570-00 · REPAIRS/MAINT.-AERONAUTICAL EQU	4,950.00	22,000.00	-17,050.00	22.5%
66900 · Reconciliation Discrepancies	-0.01			
7000-00 · MISC. CAPITAL EXPENDITURES				
7000-01 · Contingency	0.00	20,000.00	-20,000.00	0.0%
7000-04 · Office Equip.-Telephone	7,590.50	8,000.00	-409.50	94.9%
7000-05 · Computer Equipment/Software	3,954.34	12,000.00	-8,045.66	33.0%
7000-33 · Passenger Terminal Carpet	0.00	50,000.00	-50,000.00	0.0%
7000-34 · Security Upgrades/Equipment	0.00	14,500.00	-14,500.00	0.0%
Total 7000-00 · MISC. CAPITAL EXPENDITURES	11,544.84	104,500.00	-92,955.16	11.0%
7500-00 · IDAHO STATE GRANT PROGRAM				
7500-11 · '11 ITD (SUN-11 ITD/FMA)	21,054.06			
7500-12 · '12 ITD (SUN-12 ITD/FMA)	24,341.67	40,000.00	-15,658.33	60.9%
Total 7500-00 · IDAHO STATE GRANT PROGRAM	45,395.73	40,000.00	5,395.73	113.5%
7502-00 · AIP 02 EXPENSE				
7502-01 · AIP '02 - New Arpt. EIS-Ph.II	0.00	105,264.00	-105,264.00	0.0%
Total 7502-00 · AIP 02 EXPENSE	0.00	105,264.00	-105,264.00	0.0%
7503-00 · AIP 03 EXPENSE				
7503-01 · AIP '03 - New Arpt. EIS-Ph. III	0.00	42,106.00	-42,106.00	0.0%
Total 7503-00 · AIP 03 EXPENSE	0.00	42,106.00	-42,106.00	0.0%
7504-00 · AIP 04 EXPENSE				
7504-01 · AIP '04-New Arpt.EIS-Phs.III/IV	77,500.00	1,052,632.00	-975,132.00	7.4%
7504-02 · AIP '04 - Non-eligible	750.00			
Total 7504-00 · AIP 04 EXPENSE	78,250.00	1,052,632.00	-974,382.00	7.4%

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7505-00 · AIP '05 EXPENSE				
7505-01 · AIP '05-New Arpt. EIS-Phs.	0.00	1,052,632.00	-1,052,632.00	0.0%
Total 7505-00 · AIP '05 EXPENSE	0.00	1,052,632.00	-1,052,632.00	0.0%
7506-00 · AIP '06 EXPENSE				
7506-01 · AIP '06-New Arpt. EIS-Phs.	0.00	1,052,632.00	-1,052,632.00	0.0%
Total 7506-00 · AIP '06 EXPENSE	0.00	1,052,632.00	-1,052,632.00	0.0%
7537-00 · AIP '37 EXPENSE				
7537-01 · AIP '37 - TBD	0.00	526,316.00	-526,316.00	0.0%
Total 7537-00 · AIP '37 EXPENSE	0.00	526,316.00	-526,316.00	0.0%
8000-00 · Replacement Airport				
8000-01 · EIS Project Formulation	696.00			
8000-02 · Project Manager	0.00	50,000.00	-50,000.00	0.0%
8000-03 · Financial	0.00	50,000.00	-50,000.00	0.0%
8000-04 · Public Outreach	18,326.25	60,000.00	-41,673.75	30.5%
8000-05 · Current Site Master Plan	2,342.68			
8000-06 · Legal	3,488.29	50,000.00	-46,511.71	7.0%
8000-07 · General	69,492.76	200,000.00	-130,507.24	34.7%
8000-00 · Replacement Airport - Other	114.00			
Total 8000-00 · Replacement Airport	94,459.98	410,000.00	-315,540.02	23.0%
Total Expense	821,302.29	6,465,477.16	-5,644,174.87	12.7%
Net Ordinary Income	-199,198.86	-403,520.16	204,321.30	49.4%
Other Income/Expense				
Other Income	53.49			
Finance Charges	53.49			
Total Other Income				
Net Other Income	53.49	0.00	53.49	100.0%
Net Income	-199,145.37	-403,520.16	204,374.79	49.4%

FAA CONTRACT TOWER - AIRPORT OPERATIONS COUNT RECORD																
Facility Name: Hailey/Friedman Memorial Airport FCT					Location: Hailey, ID					Mo.		Yr.		Location Ident.		
										O		1		S U N		
												1		1 2		
					Airport Operations Count					Facility Operating Hours → 1 6 0						
ITINERANT																
IFR					VFR					LOCAL						
Day	AC	AT	GA	MI	Total IFR Itinerant Ops	AC	AT	GA	MI	Total VFR Itinerant Ops	Civil	Military	Total Local Ops	Total Airport Operations		
01	4	63	57		124					32	4		4	160		
02	4	66	84		154					23	4		4	181		
03	4	34	51		89		3	34		37				126		
04	4	24	22		50		2	26		28				78		
05	4	26	23		53		1	13		14	2		2	69		
06	4	28	33		55		2	36		38				103		
07	4	22	30		56		6	12		18				74		
08	4	24	27		55		4	35		39				94		
09	4	18	18		40		3	47		50				90		
10	4	14	5		23		1	5		6				29		
11	4	15	24		43		1	19		20	4		4	67		
12	4	15	5		24		1	12		13				37		
13	4	22	26		52		1	23		24				76		
14	4	15	11		30		1	35		37	14		14	81		
15	4	12	3		19			21		21				40		
16	4	29	24		57		1	23		24				81		
17	4	19	8		31		3	16		19				50		
18			1		1									1		
19																
20	2	10	17		29		6			6				35		
21			2		2									2		
22	4	19	26		49			12		12				61		
23		11	3		14									14		
24	4	10	8		22		1	16		17				39		
25	4	19	9		32			2		2				34		
26		13	8		21			2		2				23		
27	4	31	28		63		2	30		32				95		
28	4	18	16		38		4	30		34	18		18	90		
29	4	24	22		50		1	35		36				96		
30	4	15	11		30		1	16		17	4		4	51		
31	4	18	15		37			20		20				57		
Total	102	634	617		1353		45	576		621	46	4	30	2024		

2369

2011

2011

39

FAA CONTRACT TOWER OVERFLIGHT SUMMARY RECORD

Facility Name Hailey/Friedman Memorial Airport FCT		Location: Hailey, ID		Mo. 0	Yr. 1	Loc Ident S U N
OVERFLIGHT COUNT						
IFR OVERFLIGHTS				VFR OVERFLIGHTS		
Day	AC	AT	GA	MI	Total	Total Overflights
01					1	1
02					8	8
03					4	14
04					4	4
05					4	4
06						
07					2	2
08					4	4
09					5	5
10						
11						
12						
13					4	4
14						
15						
16						
17					4	4
18						
19						
20					10	10
21						
22						
23						
24					6	6
25					4	4
26						
27						
28						
29						
30					4	4
31						
Total					74	74

ATCT TRAFFIC OPERATIONS RECORDS 2009 - 2016								
FMA ATCT TRAFFIC OPERATION RECORDS	2009	2010	2011	2012	2013	2014	2015	2016
January	2,070	2,379	2,408	2,098				
February	2,244	2,647	2,117					
March	2,145	2,709	1,813					
April	1,724	1,735	1,604					
May	2,280	1,891	1,891					
June	2,503	3,019	2,898					
July	4,551	5,005	5,004					
August	4,488	4,705	4,326					
September	3,376	3,128	3,359					
October	2,145	2,012	1,886					
November	1,901	1,309	1,114					
December	2,272	1,811	2,493					
Total	31,699	32,350	30,913	2,098	0	0	0	0

ENPLANEMENT FIGURES INCLUDING NON-REVENUE PASSENGERS
2012 - 2015
HORIZON AIRLINES

MONTH	2012			2013			2014			2015		
	Revenue	Non- Revenue	Total	Revenue	Non- Revenue	Total	Revenue	Non- Revenue	Total	Revenue	Non- Revenue	Total
January	2,859	73	2,932			0			0			0
February			0			0			0			0
March			0			0			0			0
April			0			0			0			0
May			0			0			0			0
June			0			0			0			0
July			0			0			0			0
August			0			0			0			0
September			0			0			0			0
October			0			0			0			0
November			0			0			0			0
December			0			0			0			0
Total	2,859	73	2,932	0	0	0	0	0	0	0	0	0

ATTACHMENT #6

ENPLANEMENT FIGURES INCLUDING NON-REVENUE PASSENGERS
2008 - 2011
HORIZON AIRLINES

MONTH	2008			2009			2010			2011		
	Revenue	Non- Revenue	Total	Revenue	Non- Revenue	Total	Revenue	Non- Revenue	Total	Revenue	Non- Revenue	Total
January	2,192	70	2,262	1,436	90	1,526	2,059	48	2,107	2,592	68	2,660
February	2,942	116	3,058	2,124	77	2,201	2,549	53	2,602	2,356	63	2,419
March	3,574	129	3,703	2,229	110	2,339	1,853	62	1,915	1,429	37	1,466
April	1,031	102	1,133	511	42	553	0	0	0	0	0	0
May	724	70	794	533	44	577	67	4	71	280	22	302
June	1,215	86	1,301	693	38	731	944	91	1,035	1,873	139	2,012
July	2,761	125	2,886	1,075	21	1,096	3,014	111	3,125	3,362	93	3,455
August	3,031	108	3,139	1,303	39	1,342	3,613	131	3,744	3,757	116	3,873
September	1,421	74	1,495	236	8	244	551	24	575	498	10	508
October	949	39	988	0	0	0	0	0	0	0	0	0
November	510	35	545	0	0	0	0	0	0	0	0	0
December	590	62	652	862	19	881	681	13	694	1,131	39	1,170
Total	20,940	1,016	21,956	11,002	488	11,490	15,331	537	15,868	17,278	587	17,865

SKYWEST ENPLANEMENT DATA INCLUDING NON-REVENUE PASSENGERS

MONTH	2008			2009			2010			2011		
	Revenue SUN/SLC	Non- Revenue SUN/SLC	Total	Revenue SUN/SLC	Non- Revenue SUN/SLC	Total	Revenue SUN/SLC	Non- Revenue SUN/SLC	Total	Revenue SUN/SLC	Non- Revenue SUN/SLC	Total
January	3,033	64	3097	2,881	117	2998	2,750	73	2,823	2,966	106	3072
February	3,691	120	3811	2,994	126	3120	2,786	103	2889	2,675	116	2791
March	4,982	130	5112	3,489	129	3618	3,680	107	3787	2,999	96	3095
April	2,790	133	2923	2,252	113	2365	2,517	133	2650	2,272	94	2366
May	2,572	139	2711	2,248	150	2398	2,064	138	2202	1,942	108	2050
June	3,841	149	3990	3,241	130	3371	2,888	174	3062	2,362	126	2488
July	5,019	224	5243	4,736	183	4919	4,336	183	4519	4,078	135	4213
August	5,739	179	5918	5,650	161	5811	5,511	144	5655	4,615	139	4754
September	3,962	134	4096	3,779	135	3914	3,768	115	3883	3,477	127	3604
October	2,937	163	3100	2,673	113	2786	2,975	132	3107	2,495	131	2626
November	2,215	100	2315	2,100	81	2181	1,963	100	2063	1,693	75	1768
December	1,799	74	1873	2,035	84	2119	1,766	45	1811	1,870	77	1947
Total	42,580	1,609	44,189	38,078	1,522	39,600	37,004	1,447	38,451	33,444	1,330	34,774

Up in the Air?



Curbed Appeal: Entryway to Burbank's Bob Hope Airport.

RINGO H.W. CHULUABU

Slowing airline traffic stalls area merchants

By **JAMES RUFUS KOREN** Staff Reporter

WHEN Thuan Le opened a **Robeks Juice** shop just yards from the Bob Hope Airport in Burbank, he gambled by paying a premium rent — nearly \$4 per square foot a month — because he thought airport traffic would make it worthwhile.

But Le's bet hasn't paid off.

As the number of airport passengers has plunged by more than one-quarter over the past few years — and will likely fall further when **American Airlines** leaves next month — sales at his Robeks

location have fallen 25 percent since opening in 2008. Over the same period, sales at two other Robeks franchises he owns fell less than 10 percent.

"The landlord charged a lot more per square foot here," said Le, who pays \$1 to \$2 more a square foot than restaurant owners at other Burbank strip centers, according to **CoStar Group Inc.**

"People were saying that, being near the airport, the business would double compared to a normal location," he said. "But that's not the case. It's not even close."

Please see **AVIATION** Page 42

Rick Baird

From: Gwen Papineau Basaria <gwen.papineau@aaae.org>
Sent: Wednesday, February 01, 2012 11:25 AM
To: rick@flyfma.com
Subject: Airport Alert: More Details on Final FAA Bill

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More Details on Final FAA Bill

February 1, 2012

House Transportation and Infrastructure Committee Chairman John Mica (R-FL) recently went to the House floor to file the conference report to the FAA reauthorization bill. The House Rules Committee is slated to consider the bill at 3:00 p.m. today, and the House is expected to consider the bill later this week. The Senate may take up the long-delayed FAA bill next week.

The following includes more information on the conference agreement, and a [side-by-side chart](#) showing some of the key airport-related provisions may be viewed here. The final bill language may be viewed [here](#), and the Joint Explanatory Statement of the Committee of Conference may be viewed [here](#).

[Click here](#) to view the chart.

Flat Funding Levels

AIP: The conference report would authorize \$3.35 billion per year for AIP - the same amount that Congress approved for the program in the FY12 appropriations process. Although the Senate-passed bill proposed to increase AIP funding to \$4.1 billion, the House measure proposed to cut AIP funding to \$3 billion in FY12-FY14.

Facilities and Equipment: The final bill authorizes slightly more than \$2.7 billion for facilities and equipment per year.

FAA Operations: The bill authorizes approximately \$9.65 billion for FAA operations in FY12, \$9.54 billion in FY13, \$9.60 billion in FY14 and \$9.65 billion in FY15,

Passenger Facility Charges

PFC Cap: As expected the final version of the bill would not raise or eliminate the federal cap on local PFCs as AAAE and airports around the country had proposed. Neither the House-passed bill nor the Senate-passed legislation proposed to raise or eliminate the PFC cap as airports had recommended.

PFC Pilot Program: The final bill does not contain a Senate provision that would have allowed up to six airports to collect unlimited PFCs. Participating airports would have been required to collect fees directly from passengers "at the facility, via the internet or in any other reasonable manner." The conference agreement requires GAO to conduct a study of "alternative means of collection of passenger facility charges."

PFC Streamlining: The final bill excludes a Senate provision that would have partially streamlined the PFC application and approval process, which can take several months to complete. However, the conference agreement eliminates the sunset on the PFC pilot program at nonhub airports as the House had proposed.

Intermodal Ground Access Project Pilot Program: The final version of the bill does not include a House-passed provision that would have allowed up to 5 airports to use PFC revenue for intermodal ground access projects.

Qualifications Based Selection: The final bill includes a House provision that says, "It is the sense of Congress that airports should consider the use of qualifications-based selection in carrying out capital improvement projects funded using passenger facility charges...." The previous House-passed bill included a stronger provision that would have forced airports to use QBS to select planning, architectural and engineering contracts for any airside project funded by PFCs.

Airport Improvement Program

Federal Share for Small Hub and Smaller Airports: Unlike the Senate-passed bill, the final legislation does not include a provision strongly supported by AAAE's ALA to maintain the 95% federal share for small hub and smaller airports. Like the House-passed bill, the conference agreement only calls for a 95% federal share for airports that are receiving subsidized air service and are located in "economically depressed

communities."

Transition from Small to Medium Hubs: The final bill would allow small hub airports recently reclassified as medium hubs to be eligible to receive up to a 90% Federal share for two fiscal years.

Minimum Entitlement: The bill allows DOT to provide an airport with the minimum apportionment from the previous fiscal year if the airport received scheduled or unscheduled air service from a large carrier and had at least 10,000 enplanements in the calendar year used to determine the apportionment. The bill also permits DOT to help those airports that had more than 10,000 enplanements in CY07 but less than 10,000 enplanements in CY09 and/or CY10. In that scenario DOT may provide the airport with its FY09 apportionment in FY12 and FY13.

Noise Land: The final bill includes a modified provision proposed by Senate Majority Leader Harry Reid (D-NV) and backed by AAAE regarding noise land. The provision makes it clear that land acquired for a noise compatibility purpose and leased by the airport owner or operator for noise buffer purposes shall not be considered a disposal and that the owner or operator shall be permitted to use revenues from the lease for airport development projects.

Disadvantaged Business Enterprise: The bill would require DOT to establish a mandatory and training program for airport owners and operators to provide streamlined Disadvantaged Business Enterprises training. However, the bill would not subject PFC-funded projects to DBE requirements.

Small Community Programs

Essential Air Service Program: The final bill authorizes \$143 million for EAS in FY12. Coupled with \$50 million in overflight fees, the total for EAS would be \$193 million - the same amount that Congress appropriated for the program in FY12.

Although authorized funding levels would decrease to \$118 million in FY13, \$107 million in FY14 and \$93 million in FY15, staff expects revenue from overflight fees to increase during those years. Overflight fees are estimated to increase from \$50 million in FY12 to \$75 million in FY13, \$86 million in FY14 and \$100 million in FY15 for

a total of \$193 million per year.

The House-passed bill would have phased out funding for EAS and then terminated the program on October 1, 2014 except for communities in Alaska and Hawaii. The Senate-passed bill called for at least \$200 million per year.

The final bill also includes targeted EAS reforms. For instance, it would eliminate service to communities with more than \$1,000 per passenger subsidy - a provision that Congress approved last year during debate on one of the previous short-term extensions. It would also eliminate service to communities with fewer than 10 enplanements a day except for the communities that are more than 175 miles from a large or medium hub airport and those locations in Alaska and Hawaii.

The bill does not include a Senate-passed proposal that would have limited EAS to locations that are 90 miles or more from a large or medium hub airport.

Small Community Air Service Development Program: The final bill would authorize \$6 million per year for the Small Community Air Service Development program - the same amount that Congress approved in the FY12 appropriations legislation. Under the House-passed bill, the program would have only been eligible to receive excess funds made available from overflight fees.

Contract Tower Program: The final bill would provide \$10.35 million annually for the contract tower cost share program - the same amount that Congress appropriated for the program in FY12.

The conference agreement would increase the maximum Federal participation in new contract tower construction from \$1.5 million to \$2 million. It would also give airports that dip below the 1.0 benefit-to-cost ratio 18 months to adequately budget for local cost-share funds.

The final bill does not include a House-passed proposal that would have required the Secretary to "extend the Contract Tower Program to other low activity air traffic control towers" for those airports that request to participate in the program.

Environmental Provisions

Stage 2 Aircraft: The bill would phase out Stage 2 aircraft with a maximum weight of 75,000 pounds by December 31, 2015.

Airport Recycling: Similar to the House- and Senate-passed bills, the conference report would require airport master plans to address the "feasibility of solid waste recycling" and "minimizing the generation of solid waste...."

Misc.

Aircraft Rescue and Fire Fighting: The final bill does not include a labor proposal that could have forced airports to comply with excessive National Fire Protection Association standards. AAAE successfully argued that the plan would dramatically increase airport costs without improving aviation safety while jeopardizing service to small communities. The previous House-passed FAA bill included ARFF language that AAAE urged Congress to reject.

Airport Cooperative Research Program: The final bill would authorize \$168 million per year for Research and Development. Like the House-passed bill, the conference report does not identify specific dollars amounts for the Airport Cooperative Research Program or any other research program. It merely authorizes funds for the program's research related to capacity, safety and the environment. (Congress traditionally appropriates funds from AIP for the ACRP program.)

Competition Plans: Like the House-passed bill, the conference report would eliminate the need for airports to provide DOT with information on patterns of air service and comparative airfare levels, which is information that is already publicly available.

Competitive Access Reports: Vision 100 included a provision that requires a large and medium hub airport to file semi-annual competition disclosure reports if that airport was unable to accommodate an airline's request for access to gates or other facilities. The final bill would extend that requirement through October 1, 2015 - not permanently as the House and Senate had proposed.

Air Carrier and Airport Contingency Plans: The final bill would require each carrier and airport operator to submit an emergency contingency plan to DOT for approval. Airport contingency plans would be required to include information on how airport operator will provide for the deplanement of passengers, share facilities and make gates available in an emergency. The bill does not include a Senate proposal - which AAAE strongly opposed - that would have allowed DOT to assess civil penalties

against airports that do not comply.

Airport Privatization: The final bill includes a House proposal that would increase the number of airports that could participate in the airport privatization pilot program from 5 to 10.

Opt-Out: The conference report requires TSA to approve any airport application for participation in the private security screening opt out program within 120 days unless a determination is made that doing so would "compromise security" or "detrimentally affect the cost-efficiency or the effectiveness" of screening at the airport. In instances where an application is denied, TSA must provide the airport and Congress the findings that served as the basis for denial, the results of any cost or security analysis conducted in considering the application, and recommendations on how the airport operator can address the reasons for the denial.

The provision also requires airports applying to participate in the opt-out program to provide to TSA a recommendation "as to which company would best serve the security screening and passenger needs of the airport, along with a statement explaining the basis of the operator's recommendation."

Applications from airports to participate in the program that were pending between 1/1/11 and 2/3/11 are to be reconsidered under the new guidelines established by this section if the applying airport requests reconsideration.

Slots at DCA: The final bill would increase the number of beyond perimeter slot exemptions by 16 - 8 for new entrants and limited incumbent carriers and 8 for incumbent carriers. The Senate-passed bill proposed to increase the beyond perimeter slots by 24 and potentially add another 8 slot exemptions after a DOT impact study.

For more information please contact [Brad Van Dam](#) at 703-797-2534.

2012 ALA Meetings

[AAAE/ACI-NA Washington Legislative Conference](#), March 14-16, 2012 | Washington, DC

2012 AAAE/ALA Summer Legislative Issues Conference, July 16-17, 2012 | Washington, DC



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- Courtesy Aspen-Pitkin County Airport

County starts small on plans for Aspen airport

Commissioners leave expansion on west side as future option

FEBRUARY, 8 2012

[JANET URQUHART](#)

THE ASPEN TIMES
ASPEN, CO, COLORADO

ASPEN — An option for future development of the Aspen-Pitkin County Airport dubbed “status quo-plus” won favor with the majority of Pitkin County commissioners on Tuesday.

A new 20-year master plan for the airport property has been in a state of formation and refinement for slightly more than a year. Commissioners were asked Tuesday to narrow the list of options for elements of the airport other than the commercial terminal, which will be the focus of a discussion Tuesday, Feb. 14.

Alternative A, or the “status quo-plus” option, does not make space for a second fixed-base operator and does not meet the goal identified by consultants for future, additional aircraft parking. It does provide about half of the recommended additional parking for private jets and smaller planes. It envisions a renovation of the existing terminal rather than razing it and starting from scratch, and it would move the existing fixed-base operator to a new building next to the terminal.

Commissioners conceded that Alternative A, with a ballpark cost of \$25 million (excluding terminal costs), could be a stepping stone to Alternative C, the most expensive of the options with a preliminary estimate of \$95 million. Alternative C, which would place a second fixed-base operator and other facilities on the west (or Owl Creek) side of the airport, also would require a second taxiway, paralleling the runway on that side.

Though Alternative C is the most expensive of the proposals, it would generate the most additional income for the airport operation, said consultant Mark McFarland, of Barnard Dunkelberg & Co.

“We think Alternative C gives you the best long-term guidance with how improvements may take place at the airport in the next 20 years,” he said.

Commissioner Jack Hatfield voiced the most vehement opposition to Alternative C.

“When I look at this, I think I can pretty confidently say this community is in no way ready for Alternative C, unequivocally,” he said. “I like Alternative A because it doesn’t preclude anything.”

But Alternative A does little to provide added facilities at the airport, Commissioner Rachel Richards countered.

“Alternative A is a lot of money for kind of little net gain at the end of the day,” she said, advocating A as a phased approach to Alternative C.

Commissioner George Newman voiced concern about the noise, traffic and visual impacts of building up the west side of the airport, suggesting the county start with Alternative A.

“Alternative A really opens the door for Option C,” said Commissioner Rob Ittner. “I’m not sure this plan has to reach the level of Option C.”

Ittner asked the consulting team to analyze how much general, or private, aviation supports the airport.

While Hatfield questioned the need to accommodate parking for more private jets, suggesting there will never be enough to meet demand, Commissioner Michael Owsley said jets on the ramp at the airport are a sign of a thriving local economy.

"For me, one of the indicators of community health is those weekends — Christmas, New Year's — where you can count those jets out there," he said. "I'm less concerned about Alternative C impacting the community. I actually see Alternative C as a reflection of what this community is."

Aircraft parking, one of the issues addressed in the master plan, affects efficient operation at the airport, according to McFarland. At busy times, aircraft parking is "very elaborately staged" and is a factor that leads to congestion and delays for both private and commercial planes, he said. There are cases of private planes dropping passengers off and flying and landing elsewhere to wait for a spot in Aspen or so its occupants can drive here.

"As far as we can tell, nobody's making the decision not to come to Aspen because of a crowded airport apron," he said.

Generating little support among commissioners was Alternative B, at a preliminary cost of \$30 million, which would add a second fixed-base operator on the east, or Highway 82, side of the airport. There may not be space to meet all of the county's minimum standards for a second fixed-base operator there, however, and the plan doesn't meet the goal of adding another 193,000 square feet of aircraft parking area. It does provide some additional parking space.

The airport has heard from parties interested in opening a second fixed-base operation at the airport. The existing fixed-base operator, run by Atlantic Aviation, sells fuel to both commercial and private aircraft and provides other services. Atlantic's lease at the airport expires in 2023.

The county isn't required to identify space for a second fixed-base operator, but just because it's not in the master plan doesn't mean an interested party can't propose development of something on the west side, commissioners were told.

The airport consulting team is continuing to refine the alternatives and expects to return to commissioners and a public advisory committee in April with its next set of drawings. A public open house also will take place. Consultants are holding off on an in-depth financial analysis until a preferred alternative for the terminal and other facilities emerges. A series of community meetings on the master plan is scheduled to start in March, said Jim Elwood, airport director.

Need and financing will drive whatever is eventually built, according to Elwood. Private interests that want to operate at the airport could play a role in building new facilities.

The airport is financed by the revenues it generates, while its large capital improvements involve federal dollars. While the numbers associated with the master plan seem large, capital spending at the airport in the past decade has totaled about \$135 million, McFarland said.

janet@aspentimes.com

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Proposed FAA budget tackles air-traffic upgrades, grants

 By [Bart Jansen](#), USA TODAY

Updated 21h 8m ago

9

The Federal Aviation Administration would get nearly \$15.2 billion next fiscal year, a nearly 5% reduction that mostly targeted airport grants, under President Obama's proposal released Monday.

The proposal includes \$1 billion to modernize the air-traffic control system, under a program called NextGen. Efforts include enhancing satellite-based surveillance of aircraft to replace ground-based radar, developing new arrival and departure procedures and improving data communications.

"The FAA is in the midst of the largest transformation of air-traffic control ever,"

Transportation Secretary Ray LaHood said.

But the \$2.4 billion proposed for airport grants would represent a \$926 million cut from current spending, under the spending blueprint that Congress will debate for months.

The grants for runway construction and other airport improvements will be focused on smaller commercial and general-aviation airports, while the budget encourages larger airports to boost passenger-facility charges, according to an FAA summary.

The proposal disappointed the airport industry, which noted that FAA policy legislation awaiting Obama's signature doesn't include any increase in passenger-facility charges.

"The administration simply recycled this approach from last year's budget, while doing nothing to try and help financially empower local airports by working to get the cap on the Passenger Facility Charge lifted so the local community can determine the appropriate level needed to meet the future needs of their airport," said Greg Principato, president of Airports Council International-North America.

[New start-up airline to be announced today](#)


CAPTION

By Todd Piatt, USA TODAY

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Obama FY13 Budget Seeks Cuts in Many Construction Programs

02/13/2012

By Tom Ichniowski with Pam Hunter

[Page 1 of 3]

 Text size **A A**


President Obama's proposed \$3.8-trillion budget for fiscal year 2013 recommends cuts for most major federal construction programs, reflecting continued heavy pressure to hold down overall discretionary spending. But the budget proposal also calls for a sharp boost for surface transportation and a reduction in airport grants for big airports.

Obama's budget request, sent to Congress on Feb. 13, is just the beginning of what surely will be a long, tough, partisan fight over next year's spending. The final numbers won't become clear until the fall, or perhaps later.

One key construction item in the president's budget is a proposed six-year, \$476-billion surface transportation authorization. As he indicated in last month's State of the Union address, the envisioned bill would be funded partly through a "peace dividend"—half of the expected reduction in spending from the withdrawal of U.S. troops from Iraq and a reduced military presence in Afghanistan.

But the administration is entering late to the surface-transportation authorization contest. The Senate is beginning floor debate on a two-year \$109-billion measure and the House plans to vote as early as this week on a \$260-billion, six-year bill.

In that context, Transportation Secretary Ray LaHood was asked in a Feb. 13 conference call how relevant the administration's \$476-billion proposal is. But LaHood said, "Nobody's ahead of anybody else. We're all at the starting gate."

The president's budget also repeats a proposal he has floated at least twice since February 2012, for an immediate \$50-billion infusion for transportation infrastructure.

Congress didn't embrace the plan when Obama proposed it in February 2011 and again last September.

The White House is recommending another major shift in transportation funding, calling for a 28% cut in the Federal Aviation Administration's Airport Improvement Program (AIP) construction grants, leaving the account with \$2.4 billion. That reduction would come from eliminating guaranteed AIP funding for large and medium hub airports.

To help ease the impact on big airports, the budget also proposes to allow them to raise passenger facility charges, another major source of aid for airport infrastructure.

But Gregory Principato, Airports Council International-North America president, slammed the White House proposal, saying, "Given that the FAA reauthorization bill sitting on the president's desk runs through fiscal year 2015 and contains no PFC increase, this budget is four years too late and the only thing it accomplishes is to harm the Airport Improvement Program, which the flying public pays for through the ticket tax."

Keywords: Obama; budget; fiscal 2013; construction; infrastructure; LaHood; transportation; military; DOD; EPA; GSA; VA; airports; SRF; water; Congress; Republicans; Paul Ryan; Principato; Airports Council International-North America

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Anonymous wrote:

If HALF of the money's spent by the government in the past three years to "bail-out" failed enterprises was spent on surface transportation, the US would be a much better place with tens of thousands of "Joe Six-



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Skewered by politics, corporate jets set for rebound

Wed, Feb 15 2012

By Kathy Finn

NEW ORLEANS (Reuters) - Vilified from the presidential pulpit, an occupied Wall Street and even the Republican presidential campaign, one of the ultimate symbols of indulgence – the private jet – appears poised for a rebound.

Sales of corporate jets in the United States plummeted with the global financial crisis, and the reputation of the time-saving luxury for the ultra-rich sank even further thanks to bailout-receiving executives who traveled hats in hand to Washington on swanky private aircraft.

Confidence among the very rich is improving with the Spectrem Millionaire Investor Confidence Index, while still neutral, rising for the third straight month in January to its highest level since June 2011. Industry experts say demand should follow, and even a White House proposal to end a tax break for private jets has yet to damp sentiment.

"We've got three years of pent-up demand, and it looks like 2012 will start an uptick," said New Jersey-based private aviation analyst Brian Foley.

Private-aircraft orders plunged nearly 35 percent in the year after markets cratered and the financial system nearly collapsed.

From a peak of 1,313 planes delivered in 2008, total worldwide shipments of business jets fell 42 percent during the following two years, with 764 jets valued at \$18 billion delivered in 2010, according to data from the General Aviation Manufacturers Association.

The slump has affected jet manufacturers Cessna (TXT.N: [Quote](#), [Profile](#), [Research](#), [Stock Buzz](#)) and Hawker Beechcraft HAWBE.UL, which laid off half their workforce, costing some 20,000 jobs across the industry since 2008.

During a trade show earlier this month held by the National Business Aviation Association in New Orleans, an undercurrent of optimism tinged the banter among agents showing off aircraft ranging from a seven-passenger, \$8 million Embraer Phenom 300 (EMBR3.SA: [Quote](#), [Profile](#), [Research](#), [Stock Buzz](#)) to a 13-passenger, \$38 million Gulfstream 450 (GD.N: [Quote](#), [Profile](#), [Research](#), [Stock Buzz](#)).

The industry is taking heart from reports by Honeywell Aerospace, which noted in its latest Business Aviation Outlook that the business jet industry "appears positioned to begin another period of expansion in 2012," and by aviation electronics company Rockwell Collins, which said its sales to business and regional aviation manufacturers increased 19 percent in the fourth quarter of 2011.

In October, Honeywell forecast that deliveries of private jets would rise 3 percent to 5 percent in 2012. Textron Inc forecast 11 percent revenue growth for 2012, largely on the strength of its Cessna corporate jet and Bell helicopter units.

Analysts also point to healthy U.S. corporate profit growth and nearly \$1 trillion of idle cash on the balance sheets of Standard & Poor's 500 companies alone.

Eli Flint, regional sales director for shared-ownership jet company Flight Options LLC, said in New Orleans his company's flights in and out of the city increased more than 30 percent last year. "And we had a double-digit percentage increase in sales across the country," he said.

None of a half-dozen fractional owners contacted by Flint on behalf of Reuters would agree to be interviewed on the record, perhaps mindful of the criticism of the nation's wealthiest 1 percent from Occupy Wall Street protesters.

They may have taken their cue from President Barack Obama, who has evoked the image of the spoiled corporate jet owner ever since the Big Three auto executives in 2008 and then bank executives in 2009 committed a political faux pas by flying to bailout meeting in Washington in private jets.

Obama backed his rhetoric with a provision in his 2013 proposed budget that would repeal an accelerated depreciation tax break for corporate jet owners, which the White House estimates would raise \$3 billion in tax revenue over a decade.

"Things like that (accelerated depreciation) can help the industry get moving again," Foley said. "It might make (potential buyers) think twice, but it's not going to kill the industry."

The proposal "doesn't change our practices or our pricing," said Flight Options LLC's Regional Sales Director Eli Flint said.

The industry even took an unexpected hit from one of the Republicans seeking his party's presidential nomination. Rick Santorum, speaking in New Hampshire in January, took a shot at wealthy Republican presidential primary rival Mitt Romney as a jet flew overhead.

"It's probably Romney flying in," Santorum said, according to the Los Angeles Times. "A private plane, I suspect." It was a Southwest jet, the Times reported, and Santorum has since rented his own private campaign plane.

Even so, CEOs just seem to love stepping into a plush cabin, sliding into a soft leather swivel seat and enjoying a made-to-order meal during a silky-smooth ride somewhere above 40,000 feet -- especially considering the time it takes to fly commercial.

"Time is the greatest luxury, and that's the beauty of private aviation," said Larry Bean, executive editor of ultra-affluent consumer



magazine Robb Report, which recently featured a \$10 million Bombardier Learjet in its aviation section. "If you have the means to afford it, why wouldn't you use a private jet?"

(Reporting by Kathy Finn; Editing by Corrie MacLaggan and [Daniel Trotta](#))

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Bloomberg

Bombardier Business-Jet Deliveries Outpace Industry

By Frederic Tomesco - Feb 22, 2012

[Bombardier Inc. \(BBD/B\)](#) business-jet deliveries climbed 21 percent last year, outperforming a global industry in which total shipments declined, a U.S. trade group said.

Bombardier's accompanying 20 percent gain in billings helped fuel an increase of less than 1 percent across manufacturers for all light aircraft, including piston-engine and turboprop planes, the General Aviation Manufacturers Association [said](#) today.

Industry billings climbed 0.4 percent to \$19.1 billion, the Washington-based group said. Billings at Montreal-based Bombardier, the world's largest maker of business jets by sales, rose to \$5.9 billion in 2011 from \$4.9 billion a year earlier.

While total light airplane shipments dropped for a third consecutive year, dipping 3.5 percent, "a majority of market fundamentals are moving in the right direction," Caroline Daniels, chairman of the industry group, said in a statement. Planemakers delivered 1,865 aircraft globally in 2011, down from 1,932 in [2010](#), the group said.

Declines of 1.5 percent for shipments of piston-engine planes, 2.4 percent for turboprops and 6.3 percent for [business jets](#) "indicate general aviation is reaching the trough in this cycle," Daniels said.

Corporate Profits

Business-jet sales typically lag growth in corporate earnings, which reached a record \$1.97 trillion in the third quarter of 2011, according to the most recent data from the Commerce Department. That's up 1.7 percent from the previous three months and 7.5 percent higher than the same period in 2010.

Bombardier tapped growing demand for its Learjet, Challenger 605 and Global 5000 models to deliver 182 business jets in 2011, up from 150 a year earlier, trade group data show.

"Investors may become somewhat more optimistic about 2012 business jet delivery forecasts for Bombardier" after seeing the 2011 data, Michael Willemse, an analyst at [CIBC World Markets](#) in

Toronto, said today in a note to clients. Bombardier may deliver about 160 to 170 business jets this year, said Willemse, who rates the stock “sector outperform.”

Bombardier's Class B [stock](#) rose 1.3 percent to C\$4.73 at 4 p.m. in Toronto. The shares have climbed 17 percent this year.

Gulfstream Billings Rise

With billings of \$4.9 billion, [General Dynamics Corp.'s \(GD\)](#) Gulfstream aerospace unit ranked second after Bombardier among aircraft makers tracked by the association. That's a 23 percent increase from 2010 billings of \$4 billion.

[France's Dassault Aviation SA \(AM\)](#) followed with billings of \$2.7 billion, a 31 percent drop from a year earlier.

About half of business-jet deliveries last year took place in the U.S., the association said. [Europe](#) accounted for about 20 percent of shipments, compared with 14 percent for the Asia Pacific region and about 10 percent for [Latin America](#). Asia Pacific's share of global shipments has tripled in the past five years, the association said.

Shipments of large-cabin jets, weighing more than 50,000 pounds (22,700 kilograms), were little changed at 200 last year, the association said. Deliveries of medium-sized jets --weighing 12,500 to 50,000 pounds -- rose 15 percent to 375 units, while light-jet shipments dropped about 46 percent to 106 units.

Light-jet deliveries have plunged 71 percent since 2008, a period in which large-jet shipments increased 4 percent, trade group data show.

“The impact of the economic recession has been felt most acutely at the lighter end of the business-jet spectrum,” Daniels said at a news conference in [Washington](#) today.

To contact the reporter on this story: Frederic Tomesco in Montreal at tomesco@bloomberg.net

To contact the editor responsible for this story: Ed Dufner at edufner@bloomberg.net

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Posted on Thu, Feb. 23, 2012

General aviation deliveries down, billings up in 2011

Some manufacturers had flat or better numbers last year

By Molly McMillin
The Wichita Eagle

A resurgence expected last year in the general aviation market didn't happen, but an increase is expected for 2012.

"Unfortunately, you will see that a resurgence did not take place for the industry as a whole," General Aviation Manufacturers Association chairwoman Caroline Daniels said Wednesday, speaking of 2011. "However, 2011 did furnish signs of a sustained recovery and some reason for optimism."

The 2011 decline in general aviation aircraft delivered was in the single digits at 3.5 percent. That's after three years of double-digit declines since record deliveries in 2007.

Billings, however, were up slightly last year

"This is an indication that the trough in the industry cycle has been established," Daniels said during a webcast from Washington, D.C. Some manufacturers showed flat or improved performance last year over 2010.

Deliveries by Wichita's general aviation manufacturers rose last year. Wichita planemakers delivered 45 percent of all general aviation aircraft last year.

GAMA released year-end general aviation shipment and billing numbers Wednesday during a state-of-the-industry event in Washington.

Shipments for 2011 totaled 1,865 planes, down 3.5 percent from 1,932 planes the year before. Billings totaled \$19.1 billion, up from \$19.0 billion in 2010.

"We don't think we can go anywhere but up," said Pete Bunce, GAMA president and CEO. "But how great the slope is depends on economic conditions."

Those conditions include uncertainty in the European and global economy, he said.

The good news, however, is that a majority of the market fundamentals for the industry are moving in the right direction. Unemployment levels are declining, corporate profits are up, flight activity has improved and emerging markets are driving new sales, GAMA officials said.

Despite a return to strong corporate profits, "it seems though, that companies remain in a wait and see mode," Daniels said. Eventually, the healthy profits will turn into business from pent-up demand, she said.

The number of used aircraft for sale has declined slightly, but is still at historically high figures. The amount of used aircraft inventory affects the sale of new planes.

The impact of the economic recession has been felt most acutely in the lighter end of the business jet market, while larger jets have turned in a steady performance. Buyers of large jets rely less on third-party financing and emerging markets have favored the large-jet category, Daniels said.

Hawker Beechcraft

For months, Bill Boisture, chairman of Hawker Beechcraft Corp., has described the market as "bumping along the bottom."

Last year, Boisture predicted that demand in 2011 would be much like 2010, and 2012 would be much like 2011.

"I have to say, sadly we were right," Boisture said this week about demand last year. "We've felt like and thought for many reasons that '12 would be a lot like '11. And I can't see much reason yet why that would be different."

He hears the discussion that the economy is improving.

"I hope for the sake of the American people that that's true," Boisture said. "But I would say that I don't think that has really filtered through into a significant change in the aircraft market in our sector."

People are beginning to be a little more optimistic – or maybe they're more accepting that today's economy is now the new normal and they have to grow their business, he said. And if buying an airplane is needed to grow it, they have to figure out how to do that in today's circumstances, Boisture said.

The company has figured out how to be better at aggressively selling airplanes in today's market, he said.

"Our team continues to improve and continues to have a tighter focus," Boisture said. "I think we're getting better at it."

The availability of financing remains a big issue, however, especially in the light jet through piston aircraft market segments, he said.

"The amount of equity that a buyer has to come with to get aircraft financing for a new airplane is significantly higher," Boisture said.

Financing is less of an issue with higher-priced airplanes and almost nonexistent in the large jet category, he said, because most buyers don't need financing. GAMA's Daniels agrees.

"Third-party financing has been difficult to secure since the downturn," Daniels said.

That has led buyers to cancel aircraft purchases.

"Once financing flows more freely, the aircraft market will improve," she said.

Cessna Aircraft

At Cessna Aircraft, the amount of interest and activity at the beginning of the year increased from the same time a year ago, Brad Thress, Cessna senior vice president of business jets, said recently. "It's a great way to start the year because the last two (years) have started so slowly," Thress said.

The industry is no longer in a time of monstrous order backlogs, however. Instead, companies must sell airplanes this year to make production expectations. Cessna has aggressively increased its sales force to find customers.

"We are in the hunt for every deal," said company spokesman Dianne White.

Cessna is continuing to invest significantly in new products, Thress said. Last year, it introduced the Citation M2 and the Latitude.

"But there's more coming that we'll be announcing in the coming years," he said. "It's good business long-term to invest a lot in new products so as we do emerge from the downturn, we'll have a fresh (products) in an invigorated market."

Working with the FAA

One of the biggest issues facing manufacturers, said GAMA's Bunce, is the need to streamline the certification process.

The volume of certification activities from planemakers is on the rise, and there is pressure to keep up, said Walter Desrosier, GAMA vice president of engineering and maintenance.

"We're working with the FAA to move to a more systems-safety oversight," Desrosier said. The way it does certification today is by reviewing and approving every drawing and every test.

"They're involved in the minute details of routine day-to-day activities that are the same," he said. "It's the same widget being designed for one airplane to the next airplane to the next airplane."

There's interest and support for the FAA to focus on a systems safety oversight that would leverage limited resources to focus on "safety critical" areas, new technologies and new manufacturing methods, Desrosier said. To do that means the FAA would oversee a company's program that has FAA-approved processes and procedures.

"The FAA would oversee how they're doing that and the FAA would be able to accept that," Desrosier said.

Language in the FAA reauthorization bill signed by President Obama includes a commitment for the industry and the FAA to work together on ways to be more efficient, Bunce said.

"We're very encouraged," Bunce said. "It has to get done. There is a gigantic bottleneck there. The amount of work is accelerating while budgets are diminishing."

Another issue is a transition from today's aviation fuel to unleaded fuel for piston-powered airplanes. That's "absolutely vital," Bunce said.

And last year, bonus depreciation allowed buyers of business aircraft to depreciate their planes 100 percent. That helped spur sales. Whether that will be extended is unclear, Bunce said.

Reach Molly McMillin at 316-269-6708 or mmcmillin@wichitaeagle.com.

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Daily Gate City

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News

Airport project match grows to \$533,000

By Steve Dunn/Managing Editor

[Print Page](#)

Published: Monday, February 27, 2012 2:54 PM CST

The Lee County Board of Supervisors and Roquette America, Inc. may be asked to help defray the cost of \$5.5 million of runway and lighting improvements at the Keokuk Municipal Airport-Lindner Field.

On Thursday, the Keokuk City Council discussed how to cover \$533,000 of matching funds for the project, which has been designated by the Federal Aviation Administration for discretionary funds. The city has already budgeted \$260,000 for the matching funds.

The city is facing a larger share of the cost because the federal government will cover 90 percent of the total cost – not 95 percent as it has in the past.

"The FAA is ready to go as soon as we're sure where we're at," airport manager Greg Gobble told the council.

While the 23-year-old, 5,500-foot runway is serviceable now, "some parts are rated at 66 and it's not going to get any better," Gobble said.

After three or four areas of the runway are milled, a bond breaker will be applied. Then a one-inch layer of asphalt and another five- to six-inch layer of concrete will be put on the areas. The upgrades should last 20 to 25 years, the council was told.

"If it's not fixed, it (the rating) would go down to 30 or 40," an engineer from HNTB of St. Louis, Mo., said. "Then you'd have to start from the bottom up since the base wouldn't be suitable."

During the construction, another 3,500-foot-long runway with a 600-foot overrun always will be available, according to Gobble.

In addition to the runway work, the airport's lighting system will be improved. Besides the matching funds, the city needs to spend \$26,000 for a FAA-required lighting inspection.

"It bothers me this is all put on the back of the city," council member Zane Zirkel said. "This should be brought to the (recent) sustainability summit. People with skin in the game should come up with part of the match."

The federal government could allocate money for the project as early as mid-May, allowing the entire project to be completed this year.

"How the match is obtained is of no great concern to the FAA," Gobble commented.

Some other council members expressed reservations about the city coming up with the entire \$533,000 for the matching funds.

"A lot of people are asking if it's an asset we can afford," said council member Roger Bryant, who added he has flown out of the airport only twice in the past 40 years.

Later, council member Sandy Pollitt suggested asking Roquette America, Inc., one of the main users of the airport, to contribute to the matching funds.

"It would be difficult to force them to do it," Mayor Tom Marion said.

Marion also noted the board of supervisors is being asked to provide about \$100,000 to help Keokuk Area Hospital and to come up with in-kind monetary support for a proposed \$1.3 billion fertilizer plant in Wever.

The city would have had to come up with only a 5 percent match if the project had been ready a few months ago.

"The FAA had questions about the project early on, which slowed us down somewhat," Gobble said.

Gobble called the airport "a front door to the community" and a major player in economic development efforts.

"We're an enhanced general aviation airport one tier below the commercial airports," he added.

Council member Mike O'Connor also said the airport is a valuable asset to the community.

The 430-acre airport north of Keokuk has about 40 acres available for development in the relatively short term, according to Gobble. However, the lack of high speed Internet service is a drawback, he said.

In other business, Public Works Director Mark Boussetot said he has received an offer of \$2,800 on two garbage trucks that haven't been used since 2008. The cost of insurance on both vehicles is \$1,077 a year.

"They should have been traded off in 2008," Boussetot said.

He is investigating what the trucks will bring as scrap metal, too.

"Get rid of them," Bryant said.

The city will seek estimates on the cost of drilling a new monitoring well at the old landfill, Boussetot said.

Finally, Community Development Director Pam Broomhall passed out a proposed ordinance that adds tool, die, gauge and machine shops as a permitted use in a light industrial district. The measure is in response to St. Louis Gear Company's request to change the Faith Family Church property from general commercial to light industrial. The zoning change would enable the company to buy the church property and expand.

Council members Susan Dunek, John Helenthal and Mike Moore did not attend the workshop.

The next regular council meeting is at 7:30 p.m. Thursday at City Hall. A workshop will start at 6 p.m.

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FLY SUN VALLEY ALLIANCE MEETING MINUTES

Thursday, January 12, 8:00am – 10am, Sun Valley Resort

Board Members Present: Eric Seder, Jack Sibbach, Maurice Charlat, Rick Baird, Martha Burke, Patrick Buchanan, Peter Scheurmier, Dick Fenton, Lisa Horowitz. Staff: Carol Waller. Other/guest: Candice Pate

Board Members Absent: . Warren Benjamin, Arlene Schieven, Deb Fox, Dewayne Briscoe

TOPIC DISCUSSED:

Consent Items:

- December Board Minutes: Jack moved to approve, Peter seconded VOTE: All in favor
- December FY12 YTD Financials: Peter moved to approve, Jack seconded. VOTE: All in favor
- Monthly FSVA Board Meetings: It appears the board meeting change to 2nd Thursday of each month does not work for several board members, so Carol will poll board to find a meeting day/ time that works for all.

Committee Reports:

1. Funding Committee

MRG Legal Assessment: Eric reported that MRG legal assessment work from HT is still in progress. Upcoming meetings in Hailey (1/30) and KSV (2/6) regarding airport/air service to solicit input and direction from community to airport leaders. Very important that FSVA take active role in communicating importance of commercial air service and doing what needs to be done to the existing site to ensure we maintain service and have opportunity to expand service for the short-medium term, regardless of decisions regarding long-term relocation process/options. FSVA Board members encouraged to continue to reach out to elected officials and other stakeholders on importance of air service and funding, and to encourage local businesses, especially the larger area employers, to do same.

2. Program Committee

- ACCESS SUN VALLEY CARD: Update included in board packets; board agreed that after analyzing a year of ROI of staff time/expense vs. income that it will not continue marketing program in present form. Carol noted that AS discounted ticket offer will expire as of March 15, so that benefit will be eliminated from AC program.
- Transferable Ski Passes: Update included in board packets, sales to date similar to previous year.
- Ski for Air Service Community Ski Day: Plans are being implemented for this new event on January 22 as fundraiser for FSVA's air service initiatives, in partnership with SV Resort. Ticket sales through local ski shop retailers start January 11 and run through Jan 21, and a marketing campaign has been implemented with a goal of 100% sell-out and additional funds raised through raffle ticket sales at WS and RR base lodges. Several board members volunteered to help sell raffle tickets and help with the event on 1/22, Carol to coordinate schedule.

Air Service Initiatives/Research/Promotions:

- Alaska Airlines MRG performance update from Mead & Hunt: Winter bookings for all months (Dec – March) picked up significantly during recent fare sale promotions, currently running slightly behind YTD last year for season, December holiday travel very strong. Ron will have MRG projections included in booking update for February mtg.
- Airport Update: FMAA continuing to be involved with various city/public meetings for outreach and input on current situation and potential options. Airport staff has talked with both SkyWest and Alaska Airlines officials, and GE made a presentation to FMAA regarding potential for reliability improvements at the airport.
- Potential new service: Waiting for certain airport issues to be resolved/clarified before proceeding with next steps. New service pro-forma to be updated with information on leakage study. Carol working with county to get SMA data on non-resident property owners to include in pro-forma.
- Air Service Marketing Update: Jack, Arlene, Rick and Carol will be meeting to discuss how SVMA/SVR/FMA/FSVA can continue to work collaboratively to insure success of air service program; providing infrastructure/platform for air service, securing air service and marketing to get people using air service into SUN.
- Research:
 - Carol worked with research firm to compile full year air pax overview based on winter 2009/10 and summer 2011 research and presented overview of findings to FMAA at their January meeting.
 - SUN Leakage Study: Airport staff has received data, will review data and present findings to FMAA board and public at FMAA meeting February.
 - Rocky Mountain Air Service News (compilations of articles related to air service in competitive set) provided.

Monthly Directors Report: Provided for review.

Respectfully Submitted, Carol Waller, FSVA Director

FLY SUN VALLEY ALLIANCE 2011 BOARD OF DIRECTORS

2012 FLY SUN VALLEY BOARD OF DIRECTORS LIST						
Term Expires	NAME	BUSINESS/AFFILIATION	JOIN DATE	Email Address	PHONE	Committee
2012	Eric Seder	WREP	2010	svshutters@cox-internet.com		Funding
2012	Jack Sibbach	Sun Valley Resort Rep	2008	jsibbach@sunvalley.com		Funding
2012	Martha Burke	City of Hailey/FMAA	2010	martha@flyfma.com		
2012	Rick Baird	FMAA Manager	2008	rick@flyfma.com		
2013	Deb Fox	SV Chamber Rep	2008	dsfox@resortquest.com		Programs
2013	Dick Fenton	At Large	2008	dfenton@mdfrealtors.com		Funding
2013	Patrick Buchanan	Hailey Chamber Rep	2011	patrick@5binsurance.com	721-1405	Funding
2013	Michelle Griffith	City of Sun Valley	2012	svmichelleski@gmail.com		
2014	Maurice Charlat	At Large	2008	mmcmec@cox.net		Programs
2014	Warren Benjamin	At Large	2011	thebenj4@gmail.com		Programs
2014	Lisa Horowitz	City of Ketchum Rep	2010	lhhorowitz@kechumidaho.org		Programs
2014	Peter Schuermier	At Large	2010	peter-s@sunvalley.net		
2014	Arlene Schieven	SV Marketing Alliance	2011	arlene@visitsunvalley.com		
BLUE/BOLD INDICATES VOTING MEMBER						
Executive Committee						
	NAME	OFFICE HELD				
	Eric Seder	President				
	Jack Sibbach	Vice-President				
	Deb Fox	Secretary				
	Dick Fenton	Treasurer				
	Maurice Charlat	Past President				
	STAFF					
	Carol Waller	Director		carol@flysunvalleyalliance.com	720-3965	
note: FSVA incorporated on 8-22-2007 so full year board terms began in 2008.						

SKI FOR AIR SERVICE DAY JANUARY 22, 2012

REVENUE

LIFT TICKET SALES	# TX	REV
Sturtevant's	520	\$18,200
PK's	100	\$3,500
Board Bin	100	\$3,500
Formula Sports	100	\$3,500
Ski Tek	60	\$2,100
Claude Sports - Twin Falls	35	\$1,205 (\$1225 - \$20 for Fed Ex)
Newt & Harolds - Boise	80	\$2,726 (\$2800-72.27 for UPS)
Misc	2	\$70
Comps (2 radio giveaway; 1 volunteer)	3	\$0
TOTAL	1000	\$34,801
RAFFLE TICKET SALES		\$3,190
TOTAL REVENUE		\$37,991

EXPENSES	SIZE	RUN DATES	COST
MEDIA ADVERTISING			
Weekly Sun	3X3	1/11 & 1/18	\$125
Idaho Mt Express	3x3	1/11, 13, 18, 20	\$485
KECH	30 sec spot	5x daily 1/11, 12, 13, 16, 17,	\$400
KSKI	30 sec spot	5X daily 1/11, 12, 13, 16, 17	\$250
Total Media			\$1,260
PROMOTION			
Lg Display Posters - printing/mounting			\$45
Counter Display (9)			\$190
4x9 Info card (1000)			\$107
Raffle tx			\$11
postage/mailling			\$150
video shooting/production			\$600
graphic design			\$705
Total Promotion			\$1,808
TOTAL MARKETING EXPENSE			\$3,068
SALES TAX PAID			\$2,600
TOTAL EXPENSE			\$5,668

PROJECTED NET INCOME	\$32,323
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ACCESS SUN VALLEY CARD & TRANSFERABLE BUSINESS SKI PASS MONTHLY REPORT

ACCESS SUN VALLEY CARD PROGRAM

DATE	# CARDS SOLD	BUSINESS JOINED	MARKETING
OCTOBER			
NEW CARDS	1	Hertz Rental Car	<ul style="list-style-type: none">Secure 100% AC participation from board membersLaunch co-promotion with SV Board Realtors for AC and Holiday Baskets (Refer A Friend bonus changing to \$25 for referrer and referred)Continued email and social media marketing of deals, Refer-A-Friend, flight info, etcResearch potential for short-term (7 day) Visitor ACCESS SUN VALLEY CARD to launch Dec
RENEWING CARDS	2	Grumpys	
REFERRED CARDS	4	The Toy Store	
TPASS CARDS	19		
TOTAL OCT	26	3	
NOVEMBER			
NEW CARDS	3	Clarion Inn	<ul style="list-style-type: none">Secure 100% AC participation from board membersDevelop 2011/12 marketing strategy/plan; continue co-promotion with realtorsAttend Local Business Showcase, sell card with "show bonus", sell Transferable PassesSurvey members and businesses for program feedback, do program review/analysisResearch mobile app; continue email/sm mktg of deals, flight info, etc.
RENEWING CARDS	2	The Picket Fence	
REFERRED CARDS	12	The Open Room	
TPASS CARDS	34	Premier Cleaners	
TOTAL NOV	51	4	
DECEMBER			
NEW CARDS	1	Sayvour	Promoted via Enews & social media Followed up with TP business to get info for AC - still have not heard back from several
RENEWING CARDS	0	Premier Cleaners	
REFERRED CARDS	17		
TPASS CARDS	28		
TOTAL DEC	46	2	
JANUARY			
NEW CARDS	1		
RENEWING CARDS	0		
REFERRED CARDS	1		
TPASS CARDS	8		
TOTAL JANUARY	10		
TOTAL YTD 1/31	133	9	
PREVIOUS SALES HISTORY			
Aug-April 2010/11	34	60	
May-11	78	10	
Jun-11	34	7	
Jul-11	13	2	
Aug-11	33	5	
Sep-11	30	2	

Total Sold&Comp 8/10-12.	355
Total Comp TP	81
Total Sold	264
CURRENT ACTIVE	325
	95

FSVA TRANSFERABLE BUSINESS SKI PASS SALES

DATE	#Passes Sold	TOTAL SALES	MARKETING
Oct-11			
ALL WEEK	12	\$31,200	Email/PR/direct outreach campaign to: past pass purchasers,
LONG WEEKEND	1	2,600	Email & PR campaign to other local businesses, via Chambers, biz license list
GOLD	1	5,000	Direct outreach to businesses in region - ski shops, hospitals, major employers
TOTAL SALES OCT	14	\$38,800	
Nov-11			
ALL WEEK	27	\$70,200	
LONG WEEKEND	7	18,200	
TOTAL SALES NOV	34	\$88,400	
Dec-11			
ALL WEEK	1	\$2,600	SALES SUMMARY: Weekend & Gold Pass sales sparked interest, should continue to grow
Jan-12			
LONG WEEKEND	1	\$2,600	
TOTAL SALES YTD	48	\$132,400	TOTAL TP SALES IN 2010/11 = \$128,000

10 New Businesses Bought Passes; 7 Businesses dropped pass purchase this year

SUMMARY: Recommendations for 2012/13 program

Determine price & promote in June, coincide with SV early pass sales, people need to know options when deciding

Keep Weekend Option - consider changing to 3 skiers each Sat & Sunday for maximum benefit of M-F businesses

Add 20 Day Option back - demand is there for lower priced pass

Keep Gold Pass Option - I think more will do that with more time to prepare & plan

No Access Card in deal - made it too confusing, too much follow up for \$0 extra revenue

Require all lodging properties to purchase TP to get 20% off lift ticket rate (this was suggested by one hotel who said this is how they would convince owners)



Monthly Director's Report January, 2012

1. TRANSPORTATION SERVICES

AIR SERVICE PROGRAM

- Received/reviewed Alaska Airlines booking/MRG projection reports. Promoted various new AS flight deals offered via media, FSVA outreach channels, shared with lodging properties and other local businesses, etc. Successfully helped secured major strategic sponsorship with Alaska Airlines for March 2012 SV Film Festival.
- Ongoing communication/work with M&H consultant re: proforma & potential new service, scheduled vs. actual season/diversion & cancellation stats, enplanement reports, etc.
- Attended various meetings re: air service with local officials, newly elected city council members, FMAA, etc. Engaged in discussions with SV Board of Realtors re: their support of funding for FSVA; worked with them on presentation provided at Mountain Real Estate communities meeting in SV which included a panel forum on air service in other resort communities and its importance to the real estate community.
- Continue work on compiling/tracking relevant comparative data and information of air service re: SUN and within competitive set of ski resorts. Worked with FMAA staff on updating historical seats/enplanement data.

BOISE SHUTTLE SERVICE

- Monitored customer service delivery issues, maintained communication.

2. FUNDRAISING

ACCESS SUN VALLEY CARD

- Continued promotion on reduced scale: Created/sent ENews updates – updated database of customers and businesses on ongoing basis. Continued promotion of Get It Now Hot Deals!, deals, business participants and other air service news via FSVA Facebook. Posted economic studies and articles on FSVA website.
- Processed **10 new card orders** (1 new, 1 referrals, 8 from TP). Answered customer and business questions, handled customer & business issues as needed. Updated website.

STATE/LOCAL FUNDING OPTIONS:

- Continued follow-up with legal counsel on pursuit of options on assessment of MRG funding, still awaiting info.

TRANSFERABLE SKI PASSES

Sold & processed 1 additional TP pass in January; total of **48 Basic Business passes** and **1 GOLD TP pass** sold YTD through January 2012. Coordinated plans for January 6 Company Ski Day with Gold Pass business purchaser and SV Resort – re: process, signage on mountain, etc. The company considered the day a huge success.

FSVA COMMUNITY SKI DAY

Continued implementing all aspects of plan for new Ski for Air Service Community ski day; recruited ski shops as sales outlets, developed Terms & Conditions for sales outlets and POP displays, developed marketing plan with media advertising schedule (print & radio), creative design & messaging, press release, Reasons Why flyer informational handout that were stapled to each ticket, got tickets to outlets and monitored sales, made adjustments as necessary. Secured raffle items including 4 roundtrip tickets on Alaska Airlines, followed up the FSVA board members to secure additional raffle items. Created displays and arranged for board volunteers to sell raffle tickets at WS and RR.

RESULT: Huge success, tickets sold-out in advance, raffle tx sales brought in over \$3,000, many happy people, great PR. Hired crew to film video on the event to use in post-event promo and pre-event promo for the future. Working to get appropriate sales taxes paid on ticket sales to state and city.

3. BOARD/ADMIN BUSINESS

- Developed/compiled/distributed all materials for monthly Board Packets; prepared minutes from meeting. Prepared Monthly Report. Reviewed Financials, approved invoices/signed & processed checks, reviewed payables list, presented to President for review/approval. Made deposits as needed. Followed up with 1099s, etc.

4. RESEARCH/OTHER

- Made presentation of year-round air passenger survey report to FMAA, wrote/distributed press release on results.



FLY SUN VALLEY ALLIANCE BOARD OF DIRECTORS MEETING
Monday, February 13, 8:00am – 10:00am – Friedman Memorial Airport

AGENDA:

Welcome new FSVA ex-officio board member representing SV City Council: Michelle Griffith

1. Consent Items:

- Approval of January Meeting Minutes (*attached*)
- Approval of January financials (*to be distributed*)
- Election of board and officers for 2012 (*attached*)
- Monthly day/time for FSVA board meeting

2. Committee Reports:

Funding Committee:

- Long-term funding update – legal update and strategy outline
- Recap of airport/air service meetings: Hailey, 1/30; Ketchum/SV, Feb 6; FMAA Feb 9

Programs Committee:

- “Ski for Air Service” Community Ski Day January 22 – HUGE SUCCESS! (*attached*)
- Access Sun Valley Card & FSVA Transferable Ski Pass sales update; (*attached*)
- New fundraising ideas?

3. Air Service Initiatives/Research/Promotion

- Alaska Airlines winter booking update/MRG projection from Mead & Hunt (*attached*); bussing update (*attached*)
- Negotiations with AS for summer 2012 underway
- AS sponsorship of SV Film Festival – *successfully secured*
- Passenger Leakage Study/Analysis update – Rick
- New Service Initiatives: proforma update, meeting with airlines March-April
- Meeting with SVMA/FMAA/FSVA & Winter air service promotion update – Jack & Arlene

Other attachments:

- January Director Report
- February Flight News

February 8, 2012

Friedman Memorial Airport

I would like to nominate Andy Mills of Overland West for Employee of the 1st quarter. Andy has consistently shown an interest in our airport and does whatever he has to meet customer needs. I appreciate his excellent attitude and I he is certainly deserving of the honor.

Michael T. Rasch, General Manager

A handwritten signature in black ink, appearing to read "Michael T. Rasch". The signature is written in a cursive style with a large, prominent loop at the beginning of the first name.



February 10, 2012

Mr. William P. Statham
Airport Planning and Development Manager
Idaho Transportation Department
P.O. Box 7129
Boise, ID 83707-1129

Re: Idaho Airport Aid Grant
IAAP Program Number: LNS8SUN/IAAP Project Number: SUN-2011

Dear Mr. Statham:

The Friedman Memorial Airport Authority is respectfully submitting the following documentation requesting grant reimbursement for the following projects:

Back Up Power Preparation—Tower: Back up power for the Hailey ATCT is essential to maintaining ATC operational service in the event of a significant power outage in Blaine County. The County has been advised by Idaho Power that periodic power outages are not unlikely until such time as a major power infrastructure upgrade can be implemented in the County. ATCT service is integral to the safety of general aviation, commercial aviation and the flying public in Blaine County. Preparation for acquisition and installation of backup power includes plumbing, electrical and surface (concrete) preparation.

Total Project: \$22,217.62

Equipment Parking/Paving-Electrical: SUN airport operations is tasked with maintaining the operational viability of the airport. In winter emergencies, SUN Ops is obligated to rendering the airfield clear of winter storm contaminants in a timely and efficient manner. In order to effect this status, the Airport operates numerous types of snow removal-mitigation equipment. This equipment must be parked/staged outdoors. The equipment must also be connected to electricity so that engines are warm and batteries are charged, when the equipment is called upon to perform. Reliable, timely and efficient snow removal operations are critical to maintenance of the safety of general aviation, commercial aviation and the flying public at SUN.

Total Project: \$ 21,914.14

Combined Project Total: \$ 44,137.76

Mr. William P. Statham
Airport Planning and Development Manager
Idaho Transportation Department
February 10, 2012
Page 2 of 2

Both of these projects are safety related and/or enhance airport operations and efficiency. Copies of the expense receipts associated with these projects are enclosed for your review.

If you have any questions, or if you need additional information, please contact our office at your earliest convenience.

Sincerely,

A handwritten signature in black ink, appearing to read "Lisa N. Emerick". The signature is fluid and cursive, with the first name "Lisa" and last name "Emerick" clearly distinguishable.

Lisa N. Emerick
Contracts/Finance Administrator

Enclosures