

**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, April 7, 2020 at 5:30 p.m. at the **old Blaine County Courthouse Meeting Room** Hailey, Idaho. All matters shall be considered Joint Decision Matters unless otherwise noted. **This meeting is open to the public, but attendees are STRONGLY ENCOURAGED to attend by web access. Instructions below:**

Please join the meeting from your computer, tablet, or smartphone.

<https://global.gotomeeting.com/join/243457957>

You can also dial in using your phone.

United States: 1 (646) 749-3122

Dial In Access Code: 243-457-957

The proposed Agenda for the meeting is as follows:

**AGENDA  
April 7, 2020**

- I. APPROVE AGENDA – ACTION ITEM**
- II. PUBLIC COMMENT (10 Minutes Allotted)**
- III. FRIEDMAN MEMORIAL AIRPORT AUTHORITY MEETING MINUTES OF:**
  - A. March 3, 2020 Regular Meeting – Motion to Approve – **Attachment #1 ACTION ITEM**
- IV. REPORTS**
  - A. Chairman Report
  - B. Blaine County Report
  - C. City of Hailey Report
  - D. Fly Sun Valley Alliance Report
  - E. Airport Manager Report (to include COVID-19 report)
- V. AIRPORT STAFF BRIEF (5 Minutes Allotted)**
  - A. Noise Complaints in March
  - B. Profit & Loss, ATCT Traffic Operations Count and Enplanement Data – **Attachment #2 – #4**
  - C. Airport Commercial Flight Interruptions (unofficial)
  - D. Review Correspondence
- VI. ACTION ITEMS (a vote may occur but is not required to be taken)**
  - A. NEW BUSINESS
    - 1. Vector Airport Systems – Landing Fee Collection System – Consideration of Approval – **Attachment #5 – ACTION ITEM**
  - B. CONTINUING BUSINESS
    - 1. Revised Rates and Charges Schedule – Consideration of Approval – **Attachment #6 - #9 – ACTION ITEM**
- VII. DISCUSSION AND UPDATES**
  - A. NEW BUSINESS
    - 1. None
  - B. CONTINUING BUSINESS
    - 1. Construction and Capital Projects
      - i. Airport Pavement Maintenance Project - Update
      - ii. Parking Lot Improvement Project – Update
    - 2. Airport Planning Projects
      - i. Terminal Area Plan – Update
      - ii. Instrument Approach Improvements – Update
      - iii. Air Traffic Control Tower Relocation – Update
    - 3. Miscellaneous
      - i. None
- VIII. PUBLIC COMMENT**
- IX. EXECUTIVE SESSION**
  - I.C. §74-206 (1),(c) To acquire an interest in real property which is not owned by a public agency**
  - I.C. §74-206 (1),(f) To communicate with legal counsel to discuss legal ramifications for controversy**
  - imminently likely to be litigated**
- X. ADJOURNMENT**

**III. FRIEDMAN MEMORIAL AIRPORT AUTHORITY MEETING MINUTES OF:**

A. March 3, 2020 Regular Meeting – Motion to Approve - **Attachment #1 ACTION ITEM**

**IV. REPORTS**

A. Chairman Report

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

B. Blaine County Report

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

C. City of Hailey Report

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

D. Fly Sun Valley Alliance Report

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

E. Airport Manager Report

This item is on the agenda to permit an Airport Manager report if appropriate.

**V. AIRPORT STAFF BRIEF - (5 Minutes Allotted)**

A. Noise Complaints in March

LOCATION	DATE	TIME	AIRCRAFT TYPE	INCIDENT	ACTION/RESPONSE
Hailey	3/21/2020	2:54 p.m.	unknown	A resident from Deerfield said she had been listening to an aircraft running constantly for the past 2 hours. She said it started around 1:30 p.m. but couldn't determine if it was a jet or a prop.	Airport operations confirmed that there were no aircraft idling during that time and that the only operation was a prop aircraft departing. The Operations Manager returned her call and left a message.

B. Profit & Loss, ATCT Traffic Operations Count and Enplanement Data - **Attachments #2- #4**

**Attachment #2** is Friedman Memorial Airport Profit & Loss Budget vs. Actual (unaudited)

**Attachment #3** is 2001 - 2020 ATCT Traffic Operations data comparison by month **Attachment**

**#4** is 2020 Enplanement, Deplanement and Seat Occupancy data

The following revenue and expense analysis is provided for Board information and review:

<b>January 2020</b>		
Total Non-Federal Revenue	January, 2020	\$551,222.69
Total Non-Federal Revenue	January, 2019	\$491,418.16
Total Non-Federal Revenue	FY '20 thru January	\$1,402,050.67
Total Non-Federal Revenue	FY '19 thru January	\$1,262,940.57
Total Non-Federal Expenses	January, 2020	\$290,565.56
Total Non-Federal Expenses	January, 2019	\$308,020.85
Total Non-Federal Expenses	FY '20 thru January	\$1,261,443.30
Total Non-Federal Expenses	FY '19 thru January	\$1,331,028.59
Net Income excluding Federal Programs	FY '20 thru January	\$140,607.37
Net Income excluding Federal Programs	FY '19 thru January	-\$68,088.02
Net Income to include Federal Programs	FY '20 thru January	-\$94,666.77
Net Income to include Federal Programs	FY '19 thru January	\$31,901.98

C. Airport Commercial Flight Interruptions (unofficial):

<b>AIRLINE</b>	<b>FLIGHT CANCELLATIONS</b>	<b>FLIGHT DIVERSIONS</b>
COVID-19 resulted in significant flight interruptions in March. Due to other priorities and the scale of impacts, this information is unavailable this month.		
Alaska Airlines		
Delta		
United		

D. Review Correspondence

None

## VI. ACTION ITEMS (a vote may occur but is not required to be taken)

### A. NEW BUSINESS

#### 1. Vector Airport Systems – Landing Fee Collection System – Consideration of Approval – **Attachment #5 - ACTION ITEM**

Staff is seeking approval from the Board to implement a new landing fee collection system at the airport. Technical specifications of the system are included in **Attachment #5**. Historically, Atlantic Aviation has provided this service for the airport via an agreement between the airport and Atlantic Aviation.

The transition to an automated system is expected to result in more accuracy of landing fees collections based on the use of camera equipment. The vendor, Vector Airport Systems, will also administer the collection process, including the generation and sending out of monthly invoices.

The move to this system has been reviewed and discussed by the Finance Committee. A demonstration of the system was also provided by the vendor to staff and the Committee. It is the recommendation of the Finance Committee to move forward with the acquisition and implementation of the system.

The committee recommends moving forward with upfront purchase of the equipment at a cost of \$62,400. An annual maintenance fee of \$15,000 will be added which will increase at a 3% annual adjustment. Lastly, Vector Systems will also be paid an annual percentage of collections at a negotiated 13% for the first couple of years, increasing to 15% thereafter.

The cost of procurement, maintenance, and collection fees for this new should be offset by reallocation of commissions and collection fees going to Atlantic, as well as the additional revenue we are expected to collect with the new system.

### B. CONTINUING BUSINESS

#### 1. Revised Rates and Charges Schedule – Consideration of Approval – **Attachment #6- #9 – ACTION ITEM**

The proposed changes to the Rates and Charges Schedule have been reviewed by, and coordinated with, the Finance/Lease Committee, and presented and discussed with the Board at the February and March FMAA meetings. As a reminder, Rates and Charges can be changed by the Board at any time during the fiscal year.

**Attachment #6** includes the updated draft Rates and Charges Schedule. Due to the more complex nature of proposed revisions to Tie-Down fees, **Attachment #7** includes the proposed changes to Tie-Down fees. **Attachment #8** includes a comparative analysis researched by Staff of several other airport's Tie-Down fees. **Attachment #9** includes comments received to date from tenants regarding proposed changes to Tie-Down fees.

This will be the third review and discussion of the proposed changes to Rates and Charges schedule. Staff is seeking approval at this meeting.



## **VII. DISCUSSION AND UPDATES**

### **A. NEW BUSINESS**

1. None

### **B. CONTINUING BUSINESS**

1. Construction and Capital Projects

- i. Parking Lot Improvement Project - Update

The Board approved moving forward with design and bidding of the parking lot improvement project at the March meeting. Our engineer is moving forward on design and the project is expected to go out to bid in May. Staff will provide an update to the Board at the meeting as necessary.

2. Airport Planning Projects

- i. Terminal Area Plan – Update

The contract has been executed with Mead & Hunt for the completion of the Terminal Area Plan. Initially, the project kick-off meeting was scheduled for this April meeting. However, due to COVID-19 impacts, the meeting has been delayed until at least May. Staff will provide an update to the Board at the meeting as necessary.

- ii. Instrument Approach Improvements - Update

Our approach designer continues to work with the FAA on approval of the new instrument approach procedure. At this point, it appears a realistic date for approval is May. Staff will provide an update to the Board at the meeting.

- iii. Air Traffic Control Tower Relocation - Update

No new developments for this project to report at this meeting. Looking ahead, staff will continue to coordinate with the FAA and vendors regarding options to move forward with the project. COVID-19 priorities have slowed the coordination effort.

3. Miscellaneous

- i. None

## **VIII. PUBLIC COMMENT**

### **IX. EXECUTIVE SESSION - I.C. §74-206 (1),(c) To acquire an interest in real property which is not owned by a public agency**

**I.C. §74-206 (1),(f) To communicate with legal counsel to discuss legal ramifications for controversy imminently likely to be litigated**

## **X. ADJOURNMENT**

**MINUTES OF A REGULAR MEETING  
OF THE  
FRIEDMAN MEMORIAL AIRPORT AUTHORITY\***  
**March 3, 2020**  
**5:30 P.M.**

**IN ATTENDANCE:**

**BOARD MEMBERS:** Vice-Chairman – Don Keirn, Treasurer - Ron Fairfax, Board Members - Fritz Haemmerle, Angenie McCleary, Patrick Cooley, and Dick Fosbury  
**FRIEDMAN MEMORIAL AIRPORT STAFF:** Airport Manager – Chris Pomeroy, Contracts/Finance Administrator – Lisa Emerick, ASC/Special Projects Coordinator/Executive Assistant – Steve Guthrie, Airport Operations Manager – Todd Emerick; Airport Administrative Coordinators – Sue Heaphy & Jenna Elliott  
**CONSULTANTS:** T-O Engineers –Nathan Cuvala, Centerlyne – Candace Crew, Hertz – Dakota Dayton  
**AIRPORT LEGAL COUNSEL:** Lawson Laski Clark, PLLC – Jim Laski  
**AIRPORT TENANTS/PUBLIC:** Glass Cockpit Aviation – John Strauss

**CALL TO ORDER:**

The meeting was called to order at 5:31 p.m. by Vice-Chairman Keirn.

**I. APPROVE AGENDA**

The agenda was approved as presented.

**MOTION:** *Made by Board Member Fairfax to approve the agenda.  
Seconded by Board Member Fosbury.*

**PASSED UNANIMOUSLY**

**II. PUBLIC COMMENT**

No Public Comment

**III. APPROVE FMAA MEETING MINUTES**

A. February 11, 2020 Regular Meeting Minutes - **Attachment #1**

**MOTION:** *Made by Board Member McCleary to approve the board meeting minutes of the February 11, 2020 Regular Meeting.  
Seconded by Board Member Fairfax.*

**PASSED UNANIMOUSLY**

**IV. REPORTS**

A. Chairman Report

No Report was given.

B. Blaine County Report

Angenie McCleary reported the Blaine County Commissioners met and discussed the importance of a unified message to the public regarding the coronavirus. The Board of Commissioners will continue to work with County, City and Health officials to keep everyone up to date.

C. City of Hailey Report

No report was given.

D. Fly Sun Valley Alliance Report

No Report was given.

E. Treasurer's Report

Board Treasurer Ron Fairfax reported the FMA budget for first quarter ending December 31, 2019 is tracking well. He explained the revenues and expenses aligns very closely to the budget with a few exceptions on timing with PFC and payables. There was discussion by the Board on the potential economic impact on the airport financials in relation to the coronavirus outbreak.

E. Airport Manager Report (see Power Point Presentation)

Airport Manager Pomeroy reported on the summer 2020 construction project on the runway, general aviation aprons, and taxi lanes.

There will tentatively be intermittent times of runway closure on June 2<sup>nd</sup> and 3<sup>rd</sup>, 2020. Airport Manager Pomeroy will work with tenants, the FBO and all other stakeholders to coordinate closures.

Airport Manager Pomeroy reported the following is "On the Horizon:"

- Rates and Charges
- TAP – Terminal Area Plan Kick-off meeting

## V. AIRPORT STAFF BRIEF

- A. Noise Complaints (See Brief)
- B. Profit & Loss, ATCT Traffic Operations Count and Enplanement Data (See **Attachment #2-#4**)
- C. Airport Commercial Flight Interruptions (See Brief)
- D. Review Correspondence

## VI. ACTION ITEMS

A. NEW BUSINESS (See Brief & Power Point)

1. Parking Lot Improvements Project **Attachment #5 ACTION ITEM**

Airport Manager Pomeroy reported parking lot capacity continues to be a concern. He explained that improving the parking lot west of the operations building has been recommended by both the parking lot management company, The Car Park, and Chris Johnson FMA, parking lot consultant. The build-out of the new parking lot would increase capacity up to 60 stalls. Lot uses could include employee parking, large vehicle parking and rental car parking.

T-O Engineers has submitted Work Order 20-03 for the design and bidding of the project. This work order would be conditional based on Finance Committee budget review.

There was Board discussion on this project and the other projects slated for this summer.

**MOTION:** *Made by Board Member Haemmerle to approve T-O Engineers Work Order 20-03 in the amount of \$71,300.54, contingent upon finance committee review. Seconded by Board Member Fosbury.*

**PASSED UNANIMOUSLY**

B. CONTINUING BUSINESS

1. None

## VII. DISCUSSION AND UPDATES

A. NEW BUSINESS

1. Customer Facility Charge Discussion (CFC)

Airport Manager Pomeroy explained the CFC is a user fee imposed by an airport operator on each rental car user that is collected by the rental car companies. CFC collection is a common practice at many airports, with the money collected to be used for rental car facilities. Fees are collected based on transaction days and the amount is capped per rental. Airport Manager Pomeroy mentioned CFC collections were recommended in the last Airport Master Plan. He anticipates the upcoming Terminal Area Plan to identify future rental car facility needs and this would be a way to start building capital to address future projects.

Hertz Manager Dakotah Dayton commented this is a common fee at many airports, and as the Manager of Hertz, he supports this fee.

Board Member Haemmerle asked if this fee is a common practice in Idaho. Airport Manager Pomeroy confirmed it is becoming a common practice in Idaho for commercial use airports.

The Board discussed the CFC fees to collect money for parking lot and facility projects that would otherwise be funded 100% by airport funds. The Board agreed they would like Airport Manager Pomeroy to move forward with CFC implementation.

## B. CONTINUING BUSINESS

### 1. Construction and Capital Project

- i. None

### 2. Airport Planning Projects

- i. Terminal Area Plan – Update

Airport Manager Pomeroy reported he and Airport Counsel are finalizing the professional services agreement with Mead & Hunt. Upon finalization, Terminal Area Plan project is ready to start. He anticipates the kick-off meeting to be held in April 2020.

- ii. Instrument Approach Improvements - Update

Airport Manager Pomeroy reported the new instrument approach procedure is in front of the FAA for review. He indicated he anticipates approval will be received by May 2020. Board Member Fairfax asked about the timing on FAA publishing requirements after approval is received. Airport Manager Pomeroy responded the publication will depend on the FAA's publication cycle.

- iii. Air Traffic Control Tower Relocation - Update

Airport Manager Pomeroy reported he continues to have productive communications with the FAA Next Gen Office regarding pilot program status for SUN. He explained FAA current focus is on the current facilities in Leesburg, VA, and Loveland/Ft. Collins, CO sites. , He is hopeful that participation in the pilot program is still possible.

### 3. Miscellaneous

- i. Rates and Charges Schedule – Additions and Revisions – **Attachment #6-#8**

Airport Manager Pomeroy presented the Airport's Rates and Charges Schedule with proposed adjustments. The proposed changes have been sent to all airport tenants. Two comments were received from tenants and included in the Board meeting packet. A prior permission required (PPR) fee would be added for aircrafts that are over the designated weight limit that land without prior permission granted by the airport.

There was Board discussion regarding the addition of the PPR and other rate changes. The Board agreed to move forward with this discussion as an action item at the next Board Meeting.

## VIII. PUBLIC COMMENT

### Public Comment:

Carlton Green, an airport tiedown tenant and pilot, reported he has had a tiedown at the airport for over 20 years. His observation is that local pilots are moving to outlining areas such as Jerome and Gooding where there is no charge for tiedowns. He feels the proposed rate changes make a big difference to the few local pilots that keep their plane tiedown year-round at the airport. He opposed the 45% tiedown increase proposed.

**IX. EXECUTIVE SESSION**

**MOTION:** *Made by Board Member Haemmerle to enter into executive session pursuant to Idaho Code §74-206 paragraph 1(c) to acquire an interest in real property which is not owned by a public agency, and Idaho Code §74-206 1, (f) to communicate with legal counsel to discuss legal ramifications for controversy imminently likely to be litigated. Seconded by Board Member Fosbury.*

**Roll Call Vote:**

Board Vice-Chairman Keirn	Yes
Board Member McCleary	Yes
Board Member Fairfax	Yes
Board Member Fosbury	Yes
Board Member Haemmerle	Yes
Board Member Cooley	Yes

***PASSED UNANIMOUSLY***

**X. ADJOURNMENT**

The March 3, 2020 Regular Meeting of the Friedman Memorial Airport Authority was adjourned at approximately 7:00 p.m.

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Angenie McCleary, Secretary

\* *Additional resources/materials that should be reviewed with these meeting minutes include but are not limited to the Friedman Memorial Airport Authority Board Packet briefing, the PowerPoint presentation prepared for this meeting and any referenced attachments.*

2:48 PM

04/01/20

# Friedman Memorial Airport Profit & Loss Budget vs. Actual (COMBINED '20)

Accrual Basis

	Oct '19 - Jan 20	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4000-00 · AIRCARRIER				
4000-01 · Aircarrier - Lease Space	118,152.70	116,664.00	1,488.70	101.3%
4000-02 · Aircarrier - Landing Fees	68,399.46	61,000.00	7,399.46	112.1%
4000-04 · Aircarrier - Utility Fees	120.00	0.00	120.00	100.0%
4010-07 · Aircarrier - '14 PFC App	93,811.62	129,500.00	-35,688.38	72.4%
Total 4000-00 · AIRCARRIER	280,483.78	307,164.00	-26,680.22	91.3%
4020-00 · TERMINAL AUTO PARKING REVENUE				
4020-01 · Automobile Parking - Terminal	175,837.95	172,000.00	3,837.95	102.2%
Total 4020-00 · TERMINAL AUTO PARKING REVENUE	175,837.95	172,000.00	3,837.95	102.2%
4030-00 · AUTO RENTAL REVENUE				
4030-01 · Automobile Rental - Commission	197,756.92	175,000.00	22,756.92	113.0%
4030-02 · Automobile Rental - Lease Space	9,676.64	9,700.00	-23.36	99.8%
4030-03 · Automobile Rental - Auto Prkng	20,734.00	50,000.00	-29,266.00	41.5%
4030-04 · Automobile Rental - Utilities	467.49	1,250.00	-782.51	37.4%
Total 4030-00 · AUTO RENTAL REVENUE	228,635.05	235,950.00	-7,314.95	96.9%
4040-00 · TERMINAL CONCESSION REVENUE				
4040-01 · Terminal Shops - Commission	3,439.84	3,100.00	339.84	111.0%
4040-03 · Terminal Shops - Utility Fees	467.48	0.00	467.48	100.0%
4040-10 · Advertising - Commission	16,490.00	16,500.00	-10.00	99.9%
4040-11 · Vending Machines - Commission	3,329.02	5,000.00	-1,670.98	66.6%
4040-12 · Terminal ATM	300.00	300.00	0.00	100.0%
Total 4040-00 · TERMINAL CONCESSION REVENUE	24,026.34	24,900.00	-873.66	96.5%
4050-00 · FBO REVENUE				
4050-01 · FBO - Lease Space	80,950.80	79,950.00	1,000.80	101.3%
4050-02 · FBO - Tiedown Fees	52,893.81	61,000.00	-8,106.19	86.7%
4050-03 · FBO - Landing Fees - Trans.	109,219.20	115,000.00	-5,780.80	95.0%
4050-04 · FBO - Commission	10,397.86	9,000.00	1,397.86	115.5%
Total 4050-00 · FBO REVENUE	253,461.67	264,950.00	-11,488.33	95.7%
4060-00 · FUEL FLOWAGE REVENUE				
4060-01 · Fuel Flowage - FBO	118,340.88	120,000.00	-1,659.12	98.6%
Total 4060-00 · FUEL FLOWAGE REVENUE	118,340.88	120,000.00	-1,659.12	98.6%
4070-00 · TRANSIENT LANDING FEES REVENUE				
4070-02 · Landing Fees - Non-Comm./Gov't	281.34	0.00	281.34	100.0%
Total 4070-00 · TRANSIENT LANDING FEES REVENUE	281.34	0.00	281.34	100.0%
4080-00 · HANGAR REVENUE				
4080-01 · Land Lease - Hangar	299,189.38	336,907.50	-37,718.12	88.8%
4080-02 · Land Lease - Hangar/Trans. Fee	7,495.00	0.00	7,495.00	100.0%
4080-03 · Hangar/Utilities (E8,11,24)	0.00	0.00	0.00	0.0%
4080-05 · Land Lease - FMA Hangar Rentals	16,106.26	16,312.50	-206.24	98.7%
Total 4080-00 · HANGAR REVENUE	322,790.64	353,220.00	-30,429.36	91.4%
4090-00 · TIEDOWN PERMIT FEES REVENUE				
4090-01 · Tiedown Permit Fees (FMA)	13,335.54	12,000.00	1,335.54	111.1%
Total 4090-00 · TIEDOWN PERMIT FEES REVENUE	13,335.54	12,000.00	1,335.54	111.1%
4100-00 · CARGO CARRIERS REVENUE				
4100-01 · Cargo Carriers - Landing Fees	6,487.56	3,900.00	2,587.56	166.3%
4100-02 · Cargo Carriers - Tiedown	3,588.75	3,000.00	588.75	119.6%
Total 4100-00 · CARGO CARRIERS REVENUE	10,076.31	6,900.00	3,176.31	146.0%
4110-00 · MISCELLANEOUS REVENUE				
4110-01 · Misc. Revenue	28.48	0.00	28.48	100.0%
4110-05 · Misc. Incident/Accident	511.08	0.00	511.08	100.0%
Total 4110-00 · MISCELLANEOUS REVENUE	539.56	0.00	539.56	100.0%
4120-00 · GROUND TRANSP. PERMIT REVENUE				
4120-01 · Ground Transportation Permit	19,300.00	20,000.00	-700.00	96.5%
4120-02 · GTSP - Trip Fee	1,700.00	1,664.00	36.00	102.2%
Total 4120-00 · GROUND TRANSP. PERMIT REVENUE	21,000.00	21,664.00	-664.00	96.9%
4400-00 · TSA/SECURITY				
4400-02 · Terminal Lease	13,455.00	13,460.00	-5.00	100.0%
4400-03 · Security Prox. Cards	22,290.00	21,000.00	1,290.00	106.1%
Total 4400-00 · TSA/SECURITY	35,745.00	34,460.00	1,285.00	103.7%
4500-00 · IDAHO STATE GRANT PROGRAM REV.				
4500-19 · SUN-19 AIP Sponsor Match	0.00	15,000.00	-15,000.00	0.0%
Total 4500-00 · IDAHO STATE GRANT PROGRAM REV.	0.00	15,000.00	-15,000.00	0.0%

# Friedman Memorial Airport Profit & Loss Budget vs. Actual (COMBINED '20)

	Oct '19 - Jan 20	Budget	\$ Over Budget	% of Budget
<b>4520-00 · INTEREST REVENUE</b>				
4520-01 · Interest Revenue - General	11,308.23	15,000.00	-3,691.77	75.4%
4520-07 · Interest Revenue - '14 PFC	10.15	0.00	10.15	100.0%
4520-08 · Finance Fee Revenue	0.00	0.00	0.00	0.0%
<b>Total 4520-00 · INTEREST REVENUE</b>	<b>11,318.38</b>	<b>15,000.00</b>	<b>-3,681.62</b>	<b>75.5%</b>
<b>4743-00 · AIP 43 - Air Carrier /Pkg. Lot</b>				
4743-01 · AIP 43 - Air Carrier/Pkg. Lot	0.00	0.00	0.00	0.0%
<b>Total 4743-00 · AIP 43 - Air Carrier /Pkg. Lot</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>
<b>4744-00 · AIP '44 RPZ Acquisition EA</b>				
4744-00 · AIP '44 RPZ Acquisition EA	0.00	0.00	0.00	0.0%
<b>4745-00 · AIP '45 Terminal Apron Expan</b>				
4745-02 · AIP '45 Expand AC Apr	0.00	0.00	0.00	0.0%
4745-01 · AIP '45 Terminal Apron Expan	0.00	0.00	0.00	0.0%
<b>Total 4745-00 · AIP '45 Terminal Apron Expan</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>
<b>4746-00 · AIP '46 Acquire SRE ARFF</b>				
4746-01 · AIP '46 Acquire SRE ARFF	2,659.55	0.00	2,659.55	100.0%
4746-00 · AIP '46 Acquire SRE ARFF - Other	0.00	0.00	0.00	0.0%
<b>Total 4746-00 · AIP '46 Acquire SRE ARFF</b>	<b>2,659.55</b>	<b>0.00</b>	<b>2,659.55</b>	<b>100.0%</b>
<b>4747-00 · AIP '47 - Acq.SRE/ARFF, Obs.Rem</b>				
4747-01 · AIP '47-Acq.SRE/ARFF&Obs. Remov	519,435.38	0.00	519,435.38	100.0%
<b>Total 4747-00 · AIP '47 - Acq.SRE/ARFF, Obs.Rem</b>	<b>519,435.38</b>	<b>0.00</b>	<b>519,435.38</b>	<b>100.0%</b>
<b>4748-00 · AIP '48 Land Acquisition</b>				
4748-01 · AIP '48 Land Acquisition	1,770,240.16	0.00	1,770,240.16	100.0%
<b>Total 4748-00 · AIP '48 Land Acquisition</b>	<b>1,770,240.16</b>	<b>0.00</b>	<b>1,770,240.16</b>	<b>100.0%</b>
<b>Total Income</b>	<b>3,788,207.53</b>	<b>1,583,208.00</b>	<b>2,204,999.53</b>	<b>239.3%</b>
<b>Gross Profit</b>	<b>3,788,207.53</b>	<b>1,583,208.00</b>	<b>2,204,999.53</b>	<b>239.3%</b>
<b>Expense</b>				
<b>EXPENDITURES</b>				
<b>"A" EXPENSES</b>				
5000-01 · Salaries - Airport Manager	52,143.53	52,520.18	-376.65	99.3%
5010-00 · Salaries -Contracts/Finance Adm	46,436.99	37,670.09	8,766.90	123.3%
5010-01 · Salaries - Office Assist.	40,375.16	68,333.32	-27,958.16	59.1%
5020-00 · Salaries - ARFF/OPS Manager	38,203.31	36,467.52	1,735.79	104.8%
5030-00 · Salaries - ARFF/OPS Specialist	155,651.61	149,547.00	6,104.61	104.1%
5040-00 · Salaries-ASC/Sp.Prjct./Ex. Assi	30,567.23	28,055.64	2,511.59	109.0%
5050-00 · Salaries-Seasonal-Snow Removal	23,313.00	28,000.00	-4,687.00	83.3%
5050-01 · Salaries - Seasonal - Arpt Host	5,137.50	5,000.00	137.50	102.8%
5050-02 · Salaries - Merit Increase	0.00	14,874.63	-14,874.63	0.0%
5060-01 · Overtime - General	0.00	0.00	0.00	0.0%
5060-02 · Overtime - Snow Removal	17,279.39	22,500.00	-5,220.61	76.8%
5060-04 · OT - Security	0.00	0.00	0.00	0.0%
5100-00 · Retirement	46,644.14	46,991.23	-347.09	99.3%
5110-00 · Social Security/Medicare	28,324.26	30,963.20	-2,638.94	91.5%
5120-00 · Life Insurance	452.40	666.68	-214.28	67.9%
5130-00 · Medical Insurance	63,077.46	73,500.00	-10,422.54	85.8%
5160-00 · Workman's Compensation	0.00	6,666.64	-6,666.64	0.0%
5170-00 · Unemployment Claims	354.92	0.00	354.92	100.0%
<b>Total "A" EXPENSES</b>	<b>547,960.90</b>	<b>601,756.13</b>	<b>-53,795.23</b>	<b>91.1%</b>
<b>"B" EXPENDITURES</b>				
<b>"B" EXPENSES - ADMINISTRATIVE</b>				
<b>6000-00 · TRAVEL EXPENSE</b>				
6000-01 · Travel	4,194.49	0.00	4,194.49	100.0%
<b>Total 6000-00 · TRAVEL EXPENSE</b>	<b>4,194.49</b>	<b>0.00</b>	<b>4,194.49</b>	<b>100.0%</b>
<b>6010-00 · SUPPLIES/EQUIPMENT EXPENSE</b>				
6010-01 · Supplies - Office	2,181.72	3,664.00	-1,482.28	59.5%
6010-02 · Supplies - Parking	536.04	0.00	536.04	100.0%
6010-03 · Supplies - Computer	12.59	4,332.00	-4,319.41	0.3%
<b>Total 6010-00 · SUPPLIES/EQUIPMENT EXPENSE</b>	<b>2,730.35</b>	<b>7,996.00</b>	<b>-5,265.65</b>	<b>34.1%</b>
<b>6020-00 · INSURANCE</b>				
6020-01 · Insurance -	26,628.50	55,000.00	-28,371.50	48.4%
<b>Total 6020-00 · INSURANCE</b>	<b>26,628.50</b>	<b>55,000.00</b>	<b>-28,371.50</b>	<b>48.4%</b>

# Friedman Memorial Airport Profit & Loss Budget vs. Actual (COMBINED '20)

	Oct '19 - Jan 20	Budget	\$ Over Budget	% of Budget
<b>6030-00 · UTILITIES</b>				
6030-01 · Utilities - Gas/Terminal	4,700.00	6,664.00	-1,964.00	70.5%
6030-02 · Utilities - Gas/AOB & Cold Stor	1,268.00	3,164.00	-1,896.00	40.1%
6030-03 · Utilities - Elect./Runway&PAPI	2,062.74	2,732.00	-669.26	75.5%
6030-04 · Utilities - Elec./AOB & Cold St	2,606.07	3,164.00	-557.93	82.4%
6030-05 · Utilities - Electric/Terminal	17,361.47	17,000.00	361.47	102.1%
6030-06 · Utilities - Telephone	6,667.36	5,500.00	1,167.36	121.2%
6030-07 · Utilities - Water	1,067.04	6,500.00	-5,432.96	16.4%
6030-08 · Utilities - Garbage Removal	4,602.82	4,000.00	602.82	115.1%
6030-09 · Utilities - Sewer	1,215.71	1,332.00	-116.29	91.3%
6030-11 · Utilities - Electric/Tower	2,129.78	2,200.00	-70.22	96.8%
6030-12 · Utilities - Elec./Brdfrd.Hghl	124.12	164.00	-39.88	75.7%
6030-13 · Utilities - Elec. Exit Booth	833.03	1,100.00	-266.97	75.7%
6030-15 · Utilities - Elec/AWOS	1,509.30	1,100.00	409.30	137.2%
6030-16 · Utilities - Elec. Wind Cone	42.32	50.00	-7.68	84.6%
6030-17 · Utilities - Elec./Gas- Hangar	1,245.77	1,400.00	-154.23	89.0%
6030-18 · Utilities - Lubricant Wst. Dspl	0.00	166.64	-166.64	0.0%
<b>Total 6030-00 · UTILITIES</b>	<b>47,435.53</b>	<b>56,236.64</b>	<b>-8,801.11</b>	<b>84.3%</b>
<b>6040-00 · SERVICE PROVIDER</b>				
6040-01 · Service Provider - General	0.00	0.00	0.00	0.0%
6040-02 · Service Provider - Term. Serv.	5,465.92	2,500.00	2,965.92	218.6%
6040-03 · Service Provider - AOB Services	23,886.98	16,075.00	7,811.98	148.6%
6040-04 · Service Provider - Operations	13,350.00	16,000.00	-2,650.00	83.4%
<b>Total 6040-00 · SERVICE PROVIDER</b>	<b>42,702.90</b>	<b>34,575.00</b>	<b>8,127.90</b>	<b>123.5%</b>
<b>6050-00 · PROFESSIONAL SERVICES</b>				
6050-01 · Professional Services - Legal	18,653.40	16,664.00	1,989.40	111.9%
6050-02 · Professional Serv. - Audit/Fina	33,310.73	47,000.00	-13,689.27	70.9%
6050-03 · Professional Services - Enginee	2,031.25	8,320.00	-6,288.75	24.4%
6050-05 · Professional Services - Gen.	12,477.44	3,332.00	9,145.44	374.5%
6050-10 · Prof. Svcs.-IT/Comp. Support	3,070.25	5,000.00	-1,929.75	61.4%
6050-12 · Prof. Serv.- Planning Air Serv.	410.00	0.00	410.00	100.0%
6050-13 · Prof. Serv.-Website Des.& Maint	1,616.64	1,332.00	284.64	121.4%
6050-15 · Prof. Serv.-Comm.Coord/Pub.Outr	2,076.90	12,332.00	-10,255.10	16.8%
6050-17 · Prof. Serv. - Airspace Consult.	15,719.00	0.00	15,719.00	100.0%
6050-19 · Prof. Serv.-ATCT Relocation	0.00	0.00	0.00	0.0%
<b>Total 6050-00 · PROFESSIONAL SERVICES</b>	<b>89,365.61</b>	<b>93,980.00</b>	<b>-4,614.39</b>	<b>95.1%</b>
<b>6060-00 · MAINTENANCE-OFFICE EQUIPMENT</b>				
6060-01 · Maint.-Office Equip./Gen.	0.00	0.00	0.00	0.0%
6060-04 · Maintenance - Copier	549.56	664.00	-114.44	82.8%
6060-05 · Maintenance - Phone	1,215.00	416.00	799.00	292.1%
<b>Total 6060-00 · MAINTENANCE-OFFICE EQUIPMENT</b>	<b>1,764.56</b>	<b>1,080.00</b>	<b>684.56</b>	<b>163.4%</b>
<b>6070-00 · RENT/LEASE OFFICE EQUIPMENT</b>				
6070-02 · Rent/Lease - Postage Meter	292.65	400.00	-107.35	73.2%
<b>Total 6070-00 · RENT/LEASE OFFICE EQUIPMENT</b>	<b>292.65</b>	<b>400.00</b>	<b>-107.35</b>	<b>73.2%</b>
<b>6080-00 · DUES/MEMBERSHIPS/PUBLICATIONS E</b>				
6080-01 · Dues/Memberships	1,411.01	2,000.00	-588.99	70.6%
6080-04 · Publications	313.64	1,664.00	-1,350.36	18.8%
<b>Total 6080-00 · DUES/MEMBERSHIPS/PUBLICATION...</b>	<b>1,724.65</b>	<b>3,664.00</b>	<b>-1,939.35</b>	<b>47.1%</b>
<b>6090-00 · POSTAGE</b>				
6090-01 · Postage/Courier Service	295.33	664.00	-368.67	44.5%
<b>Total 6090-00 · POSTAGE</b>	<b>295.33</b>	<b>664.00</b>	<b>-368.67</b>	<b>44.5%</b>
<b>6100-00 · EDUCATION/TRAINING</b>				
6100-01 · Education/Training - Admin.	1,345.00	5,000.00	-3,655.00	26.9%
6100-02 · Education/Training - OPS	1,124.80	5,000.00	-3,875.20	22.5%
6100-03 · Education/Training - ARFF	9,743.22	6,000.00	3,743.22	162.4%
6100-04 · Ed/Train. - ARFF Trienn. Drill	0.00	2,500.00	-2,500.00	0.0%
6100-06 · Education - Security	0.00	1,000.00	-1,000.00	0.0%
6100-08 · Education/Training - HFD Coop.	0.00	0.00	0.00	0.0%
<b>Total 6100-00 · EDUCATION/TRAINING</b>	<b>12,213.02</b>	<b>19,500.00</b>	<b>-7,286.98</b>	<b>62.6%</b>
<b>6101-00 · PUBLIC OUTREACH/COMMUNICATIONS</b>				
6101-01 · Public Outr/Comm - General	12,251.42	11,000.00	1,251.42	111.4%
6101-02 · Public Outr/Comm - Noise Abatem	0.00	250.00	-250.00	0.0%
6101-03 · Public Outr/Comm - SAAC	1,302.02	4,000.00	-2,697.98	32.6%
<b>Total 6101-00 · PUBLIC OUTREACH/COMMUNICATI...</b>	<b>13,553.44</b>	<b>15,250.00</b>	<b>-1,696.56</b>	<b>88.9%</b>
<b>6110-00 · CONTRACTS</b>				
6110-01 · Contracts - General	0.00	0.00	0.00	0.0%
6110-02 · Contracts - FMAA	14,000.00	14,000.00	0.00	100.0%
6110-03 · Contracts - FBO/Fee Collection	14,700.00	19,632.00	-4,932.00	74.9%
6110-16 · Contracts - Prkg Mngt Fee/Ops	85,346.15	55,000.00	30,346.15	155.2%
<b>Total 6110-00 · CONTRACTS</b>	<b>114,046.15</b>	<b>88,632.00</b>	<b>25,414.15</b>	<b>128.7%</b>



# Friedman Memorial Airport

## Profit & Loss Budget vs. Actual (COMBINED '20)

	Oct '19 - Jan 20	Budget	\$ Over Budget	% of Budget
<b>6120-00 · PERMITS</b>				
6120-01 · Permits - General	0.00	0.00	0.00	0.0%
<b>Total 6120-00 · PERMITS</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>
<b>6130-00 · MISCELLANEOUS EXPENSES</b>				
6130-01 · Misc. - General	7,913.28	5,000.00	2,913.28	158.3%
6130-02 · Misc. - Incident/Accident	0.00	0.00	0.00	0.0%
6140-00 · Bank Fees	6,292.86	5,332.00	960.86	118.0%
6140-01 · Merchant Fees	5.63			
6150-01 · Interest Exp. - Prkg. Lot Equip	1,115.86	2,200.00	-1,084.14	50.7%
6150-02 · Interest Expense	0.00	0.00	0.00	0.0%
<b>Total 6130-00 · MISCELLANEOUS EXPENSES</b>	<b>15,327.63</b>	<b>12,532.00</b>	<b>2,795.63</b>	<b>122.3%</b>
<b>Total "B" EXPENSES - ADMINISTRATIVE</b>	<b>372,274.81</b>	<b>389,509.64</b>	<b>-17,234.83</b>	<b>95.6%</b>
<b>"B" EXPENSES - OPERATIONAL</b>				
<b>6500-00 · SUPPLIES/EQUIPMENT-OPERATIONS</b>				
6500-01 · Supplies/Equipment - General	1,566.55	1,664.00	-97.45	94.1%
6500-02 · Supplies/Equipment - Tools	1,039.33	0.00	1,039.33	100.0%
6500-03 · Supplies/Equipment - Clothing	0.00	1,664.00	-1,664.00	0.0%
6500-04 · Supplies/Equipment - Janitorial	9,276.00	6,664.00	2,612.00	139.2%
<b>Total 6500-00 · SUPPLIES/EQUIPMENT-OPERATIONS</b>	<b>11,881.88</b>	<b>9,992.00</b>	<b>1,889.88</b>	<b>118.9%</b>
<b>6505-00 · EQUIP/VEHICLE - LEASE/RENTAL</b>				
6505-01 · Eq./Vehi Lease/Rental - General	87,759.16	90,000.00	-2,240.84	97.5%
<b>Total 6505-00 · EQUIP/VEHICLE - LEASE/RENTAL</b>	<b>87,759.16</b>	<b>90,000.00</b>	<b>-2,240.84</b>	<b>97.5%</b>
<b>6510-00 · FUEL/LUBRICANTS</b>				
6510-01 · General	185.50	664.00	-478.50	27.9%
6510-02 · Fuel	23,802.38	21,500.00	2,302.38	110.7%
6510-03 · Lubricants	657.92	0.00	657.92	100.0%
<b>Total 6510-00 · FUEL/LUBRICANTS</b>	<b>24,645.80</b>	<b>22,164.00</b>	<b>2,481.80</b>	<b>111.2%</b>
<b>6520-00 · VEHICLES/MAINTENANCE</b>				
6520-01 · R/M Equipment - General	8,617.24	0.00	8,617.24	100.0%
6520-06 · R/M Equip. - '85 Ford Dump	791.89	0.00	791.89	100.0%
6520-08 · R/M Equip. - '96 Tiger Tractor	37.15	0.00	37.15	100.0%
6520-09 · R/M Equip. - '96 Oshkosh Swp.	34.97	0.00	34.97	100.0%
6520-17 · R/M Equip. '01 Case 921 Ldr.	1,639.94	0.00	1,639.94	100.0%
6520-18 · R/M Equip. - '97 Chevy Blazer	0.00	0.00	0.00	0.0%
6520-19 · R/M Equip. '02 Ford F-150 PU	112.75	0.00	112.75	100.0%
6520-20 · R/M Equip. - '02 Kodiak Blower	897.96	0.00	897.96	100.0%
6520-25 · R/M Equip. - '04 Batts De-Ice	0.00	0.00	0.00	0.0%
6520-28 · R/M Equip. '06 Case 621 Loader	756.90	0.00	756.90	100.0%
6520-29 · R/M Equip. - '10 Waus Broom/Plow	9,581.87	0.00	9,581.87	100.0%
6520-30 · R/M Equip. '05 Ford F-350	829.71	0.00	829.71	100.0%
6520-31 · R/M Equip. - '10 Oshkosh Blower	1,995.23	0.00	1,995.23	100.0%
6520-32 · R/M Equip. - '09 Mini Truck	282.07	0.00	282.07	100.0%
6520-34 · R/M Equip. - '12 Case 921F Load	5,030.50	0.00	5,030.50	100.0%
6520-35 · R/M Equip. - '14 Ford Explorer	237.57	0.00	237.57	100.0%
6520-36 · R/M Equip. - '10 Toyota Forklif	0.00	0.00	0.00	0.0%
6520-37 · R/M Equip. - '15 Tool Cat	2,146.21	0.00	2,146.21	100.0%
6520-38 · R/M Equip. - '15 Wausau Broom	84.18	0.00	84.18	100.0%
6520-39 · R/M Equip. - Boss Spreader	283.80	0.00	283.80	100.0%
6520-40 · R/M Equip. - '17 Ford-350 Super	1,082.94	0.00	1,082.94	100.0%
6520-41 · R/M Equip. - '17 Kodiak Blower	1,435.58	0.00	1,435.58	100.0%
6520-42 · R/M Equip. - '18 Kodiak Attach.	0.00	0.00	0.00	0.0%
6520-43 · R/M Equip. - '18 279D Skid St.	271.62	0.00	271.62	100.0%
6520-44 · R/M Equip. - '18 Cat 972M Ldr	1,540.76	0.00	1,540.76	100.0%
6520-45 · R/M Equip. - '19 Oshkosh Broom	34.58	0.00	34.58	100.0%
<b>Total 6520-00 · VEHICLES/MAINTENANCE</b>	<b>37,725.42</b>	<b>0.00</b>	<b>37,725.42</b>	<b>100.0%</b>
<b>6530-00 · ARFF MAINTENANCE</b>				
6530-01 · ARFF Maint. Gen/Supplies	498.17	3,332.00	-2,833.83	15.0%
6530-03 · ARFF Maint. - '87 Oshkosh	0.00	0.00	0.00	0.0%
6530-04 · ARFF Maint. - Radios	254.19	0.00	254.19	100.0%
6530-05 · ARFF Maint. - '03 E-One	0.00	0.00	0.00	0.0%
<b>Total 6530-00 · ARFF MAINTENANCE</b>	<b>752.36</b>	<b>3,332.00</b>	<b>-2,579.64</b>	<b>22.6%</b>
<b>6540-00 · REPAIRS/MAINTENANCE - BUILDING</b>				
6540-01 · R/M Bldg. - General	1,026.54	664.00	362.54	154.6%
6540-02 · R/M Bldg. - Terminal	32,030.35	31,664.00	366.35	101.2%
6540-03 · R/M Bldg. - Terminal Concession	859.14	832.00	27.14	103.3%
6540-04 · R/M Bldg. - Cold Storage	201.98	664.00	-462.02	30.4%
6540-05 · R/M Bldg. - AOB/SHOP	3,737.06	6,664.00	-2,926.94	56.1%
6540-06 · R/M Bldg. - Hangars	0.00	832.00	-832.00	0.0%
6540-07 · R/M Bldg. - Tower	3,791.70	2,000.00	1,791.70	189.6%
6540-08 · R/M Bldg. - Parking Booth	120.00	482.00	-362.00	24.9%
<b>Total 6540-00 · REPAIRS/MAINTENANCE - BUILDING</b>	<b>41,766.77</b>	<b>43,802.00</b>	<b>-2,035.23</b>	<b>95.4%</b>

# Friedman Memorial Airport

## Profit & Loss Budget vs. Actual (COMBINED '20)

	Oct '19 - Jan 20	Budget	\$ Over Budget	% of Budget
<b>6550-00 · REPAIRS/MAINTENANCE - AIRSIDE</b>				
6550-01 · R/M - General	895.30	1,664.00	-768.70	53.8%
6550-02 · R/M - Airfield/Runway	53,233.70	20,000.00	33,233.70	266.2%
6550-03 · R/M - Airfield/Runway - Deice	0.00	90,000.00	-90,000.00	0.0%
6550-04 · R/M - Lights	2,495.87	4,000.00	-1,504.13	62.4%
<b>Total 6550-00 · REPAIRS/MAINTENANCE - AIRSIDE</b>	<b>56,624.87</b>	<b>115,664.00</b>	<b>-59,039.13</b>	<b>49.0%</b>
<b>6551-00 · REPAIRS/MAINTENANCE - LANDSIDE</b>				
6551-01 · RM - General	0.00	832.00	-832.00	0.0%
6551-02 · R/M - Parking Lot	1,953.49	2,664.00	-710.51	73.3%
6551-03 · R/M - Landscaping	1,894.73	3,332.00	-1,437.27	56.9%
<b>Total 6551-00 · REPAIRS/MAINTENANCE - LANDSIDE</b>	<b>3,848.22</b>	<b>6,828.00</b>	<b>-2,979.78</b>	<b>56.4%</b>
<b>6560-00 · SECURITY EXPENSE</b>				
6560-01 · Security - General	120.00	0.00	120.00	100.0%
6560-02 · Security - Law Enf. Offi. (LEO)	1,872.50	0.00	1,872.50	100.0%
6560-03 · Security - Subscription Licen.	22,790.00	0.00	22,790.00	100.0%
6560-04 · Security - Perim./Access/CCTV	1,391.54	0.00	1,391.54	100.0%
6560-05 · Security - Professional Serv.	0.00	0.00	0.00	0.0%
6560-06 · Security - Prof. Services/IT	2,424.72	0.00	2,424.72	100.0%
<b>Total 6560-00 · SECURITY EXPENSE</b>	<b>28,598.76</b>	<b>0.00</b>	<b>28,598.76</b>	<b>100.0%</b>
<b>6570-00 · REPAIRS/MAINT.-AERONAUTICAL EQU</b>				
6570-01 · R/M Aeronautical Equip - NDB/DME	4,118.40	5,500.00	-1,381.60	74.9%
6570-02 · R/M Aeronautical Equip. - Tower	2,509.20	4,500.00	-1,990.80	55.8%
6570-03 · R/M Aeronautical Equip.-Swt. Sys	0.00	0.00	0.00	0.0%
6570-04 · R/M Aeron. Equip. - AWOS/ATIS	4,118.40	5,500.00	-1,381.60	74.9%
<b>Total 6570-00 · REPAIRS/MAINT.-AERONAUTICAL E...</b>	<b>10,746.00</b>	<b>15,500.00</b>	<b>-4,754.00</b>	<b>69.3%</b>
<b>Total "B" EXPENSES - OPERATIONAL</b>	<b>304,349.24</b>	<b>307,282.00</b>	<b>-2,932.76</b>	<b>99.0%</b>
<b>Total "B" EXPENDITURES</b>	<b>676,624.05</b>	<b>696,791.64</b>	<b>-20,167.59</b>	<b>97.1%</b>
<b>"C" EXPENSES</b>				
<b>7001-00 · CAPITAL EXPENDITURES</b>				
7001-0* · CONTINGENCY	0.00	8,332.00	-8,332.00	0.0%
7001-01 · Land	0.00	0.00	0.00	0.0%
7001-02 · Buildings and Improvements	12,151.61	0.00	12,151.61	100.0%
7001-03 · Airfield & General Improvements	0.00	0.00	0.00	0.0%
7001-04 · Office Equipment	0.00	0.00	0.00	0.0%
7001-05 · Maintenance Equipment /Vehicle	24,706.74	0.00	24,706.74	100.0%
7001-06 · Assessments/Plans/Studies	0.00	0.00	0.00	0.0%
7001-09 · Security Equipment	0.00	0.00	0.00	0.0%
<b>Total 7001-00 · CAPITAL EXPENDITURES</b>	<b>36,858.35</b>	<b>8,332.00</b>	<b>28,526.35</b>	<b>442.4%</b>
<b>7543-00 · AIP '43 EXPENSE - Air Carr. Apr</b>				
7543-01 · AIP '43 - AC Apron - Eligible	0.00	0.00	0.00	0.0%
7543-02 · AIP '43 - Parking - Non-Eligibl	294.00	0.00	294.00	100.0%
7543-03 · AIP '43 - SRE Equipment	3,000.13	0.00	3,000.13	100.0%
7543-05 · AIP '43 - Retainer - Eligible	84,016.52	0.00	84,016.52	100.0%
7543-06 · AIP '43 - Non-Elig. Retainer	18,246.30	0.00	18,246.30	100.0%
<b>Total 7543-00 · AIP '43 EXPENSE - Air Carr. Apr</b>	<b>105,556.95</b>	<b>0.00</b>	<b>105,556.95</b>	<b>100.0%</b>
<b>7544-00 · AIP '44 EXPENSE RPZ EA</b>				
7544-01 · AIP '44 - Eligible	0.00	0.00	0.00	0.0%
7544-00 · AIP '44 EXPENSE RPZ EA - Other	0.00	0.00	0.00	0.0%
<b>Total 7544-00 · AIP '44 EXPENSE RPZ EA</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>
<b>7545-00 · AIP '45 EXPENSE - Exp. AC Apron</b>				
7545-01 · AIP '45 - Eligible	0.00	0.00	0.00	0.0%
7545-02 · AIP '45 - Non-Eligible	0.00	0.00	0.00	0.0%
7545-03 · AIP '45 - Retainer - Eligible	35,072.86	0.00	35,072.86	100.0%
7545-04 · AIP '45 - Non-Elig. Retainer	258.75	0.00	258.75	100.0%
<b>Total 7545-00 · AIP '45 EXPENSE - Exp. AC Apron</b>	<b>35,331.61</b>	<b>0.00</b>	<b>35,331.61</b>	<b>100.0%</b>
<b>7546-00 · AIP '46 EXPENSE - SRE/ARFF EQU</b>				
7546-01 · AIP '46 - Eligible	3,966.25	0.00	3,966.25	100.0%
7546-02 · AIP '46 - Non-Eligible	0.00	0.00	0.00	0.0%
7546-03 · AIP '46 - Retainer - Eligible	0.00	0.00	0.00	0.0%
7546-04 · AIP '46 - Non-Elig. Retainer	0.00	0.00	0.00	0.0%
7546-00 · AIP '46 EXPENSE - SRE/ARFF EQU - Other	0.00	0.00	0.00	0.0%
<b>Total 7546-00 · AIP '46 EXPENSE - SRE/ARFF EQU</b>	<b>3,966.25</b>	<b>0.00</b>	<b>3,966.25</b>	<b>100.0%</b>
<b>7547-00 · AIP '47 EXPENSE - Acq. SRE/ARFF</b>				
7547-01 · AIP '47 - Eligible	581,433.00	0.00	581,433.00	100.0%
7547-02 · AIP '47 - Non-Eligible	0.00	0.00	0.00	0.0%
<b>Total 7547-00 · AIP '47 EXPENSE - Acq. SRE/ARFF</b>	<b>581,433.00</b>	<b>0.00</b>	<b>581,433.00</b>	<b>100.0%</b>
<b>7548-00 · AIP '48 EXPENSE - LAND ACQU</b>				
7548-01 · AIP '48 - Eligible	1,888,256.20	0.00	1,888,256.20	100.0%
7548-02 · AIP '48 - Non-Eligible	0.00	0.00	0.00	0.0%
<b>Total 7548-00 · AIP '48 EXPENSE - LAND ACQU</b>	<b>1,888,256.20</b>	<b>0.00</b>	<b>1,888,256.20</b>	<b>100.0%</b>

2:48 PM

04/01/20

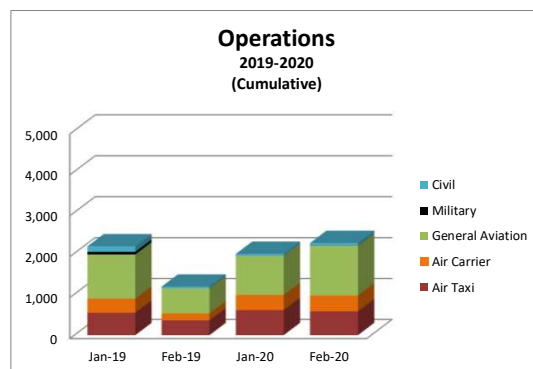
Accrual Basis

**Friedman Memorial Airport**  
**Profit & Loss Budget vs. Actual (COMBINED '20)**

	Oct '19 - Jan 20	Budget	\$ Over Budget	% of Budget
7549-00 · AIP '49 - TBD				
7549-01 · AIP '49 - Eligible	6,886.99	0.00	6,886.99	100.0%
Total 7549-00 · AIP '49 - TBD	6,886.99	0.00	6,886.99	100.0%
7550-00 · AIP TBD -				
7550-01 · AIP TBD	0.00	0.00	0.00	0.0%
Total 7550-00 · AIP TBD -	0.00	0.00	0.00	0.0%
Total "C" EXPENSES	2,658,289.35	8,332.00	2,649,957.35	31,904.6%
Total EXPENDITURES	3,882,874.30	1,306,879.77	2,575,994.53	297.1%
Total Expense	3,882,874.30	1,306,879.77	2,575,994.53	297.1%
Net Ordinary Income	-94,666.77	276,328.23	-370,995.00	-34.3%
Net Income	<b>-94,666.77</b>	<b>276,328.23</b>	<b>-370,995.00</b>	<b>-34.3%</b>

**Friedman Memorial Airport  
February 2020**

ATCT Traffic Operations Record																				
Month	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
January	3,622	3,893	3,912	2,600	3,028	2,787	4,547	2,520	2,070	2,379	2,408	2,098	2,454	2,128	2,249	1,842	1,665	2,019	2,172	1,987
February	4,027	4,498	3,073	3,122	3,789	3,597	3,548	2,857	2,244	2,647	2,117	2,205	2,612	1,417	2,268	2,533	1,629	1,914	1,187	2,253
March	4,952	5,126	3,086	4,097	3,618	2,918	4,677	3,097	2,145	2,709	1,813	1,921	2,753	1,924	2,023	1,917	1,895	1,860	2,016	0
April	2,494	3,649	2,213	2,840	2,462	2,047	2,581	2,113	1,724	1,735	1,604	1,513	1,509	1,210	1,337	1,380	1,426	1,257	1,116	0
May	3,905	4,184	2,654	3,282	2,729	2,134	1,579	2,293	2,280	1,891	1,533	1,693	1,852	555	668	1,501	1,802	1,442	1,174	0
June	4,787	5,039	4,737	4,438	3,674	3,656	5,181	3,334	2,503	3,019	2,898	2,761	3,203	2,164	2,387	2,475	2,502	2,552	2,292	0
July	6,359	8,796	6,117	5,910	5,424	5,931	7,398	4,704	4,551	5,005	5,004	4,810	5,345	4,345	4,159	4,562	4,573	5,033	4,266	0
August	6,479	6,917	5,513	5,707	5,722	6,087	8,196	4,570	4,488	4,705	4,326	3,823	4,644	3,114	2,932	3,719	3,873	3,175	3,260	0
September	3,871	4,636	4,162	4,124	4,609	3,760	4,311	2,696	3,376	3,128	3,359	2,396	2,403	2,237	2,292	2,379	2,036	2,224	2,235	0
October	3,879	3,656	3,426	2,936	3,570	3,339	3,103	2,134	2,145	2,012	1,886	1,658	1,874	1,760	1,789	1,377	1,939	1,670	1,571	0
November	3,082	2,698	2,599	2,749	2,260	2,912	2,892	1,670	1,901	1,309	1,114	1,325	1,475	908	1,229	1,314	1,135	1,392	1,328	0
December	3,401	2,805	3,247	3,227	2,722	3,834	2,699	1,848	2,272	1,811	2,493	2,066	2,016	1,545	1,482	1,717	2,217	2,033	1,960	0
<b>Totals</b>	<b>50,858</b>	<b>55,897</b>	<b>44,739</b>	<b>45,032</b>	<b>43,607</b>	<b>43,002</b>	<b>50,712</b>	<b>33,836</b>	<b>31,699</b>	<b>32,350</b>	<b>30,555</b>	<b>28,269</b>	<b>32,140</b>	<b>23,307</b>	<b>24,815</b>	<b>26,716</b>	<b>26,692</b>	<b>26,571</b>	<b>24,577</b>	<b>4,240</b>



ATCT Operations Change (February 2019 vs. February 2020)			
	2020	2019	% Change
Air Taxi	582	360	62%
Air Carrier	389	170	129%
General Aviation	1,216	614	98%
Military	2	1	100%
Civil	64	42	52%
Total	2,253	1,187	89.81%
YTD Total	4,240	3,359	26.23%

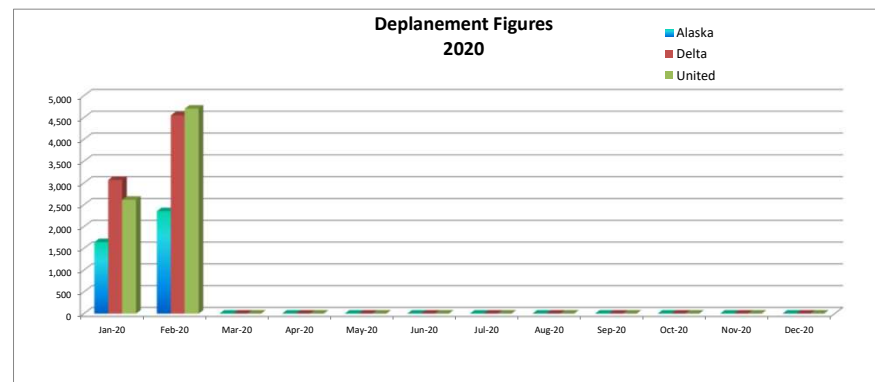
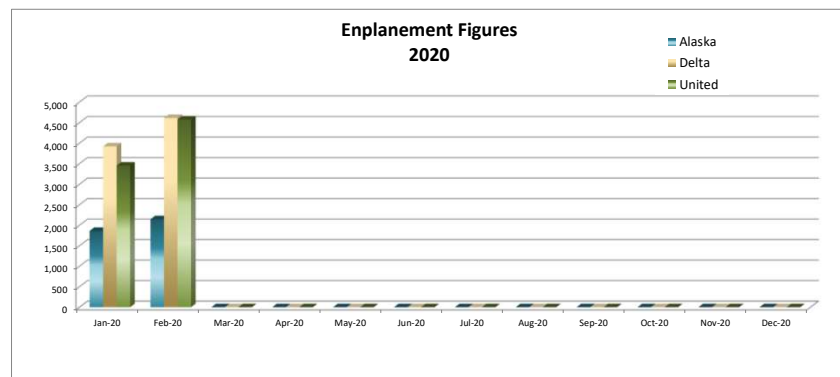
**Friedman Memorial Airport  
February 2020**

2020 Enplanements																		
Date	Alaska Airlines					Delta Airlines					United Airlines					Total Enp.	Prior Year Total Enp.	Total % Change
	Revenue	Non-Revenue	Total	Prior Year Month	Total % Change	Revenue	Non-Revenue	Total	Prior Year Month	Total % Change	Revenue	Non-Revenue	Total	Prior Year Month	Total % Change			
Jan-20	1,814	48	1,862	1,922	-3%	3,858	64	3,922	3,974	-1%	3,414	39	3,453	3,225	7%	9,237	9,121	1.3%
Feb-20	2,104	42	2,146	1,354	58%	4,521	92	4,613	1,826	153%	4,512	64	4,576	2,025	126%	11,335	5,205	117.8%
<b>Totals</b>	<b>3,918</b>	<b>90</b>	<b>4,008</b>	<b>3,276</b>	<b>22%</b>	<b>8,379</b>	<b>156</b>	<b>8,535</b>	<b>5,800</b>	<b>47%</b>	<b>7,926</b>	<b>103</b>	<b>8,029</b>	<b>5,250</b>	<b>53%</b>	<b>20,572</b>	<b>14,326</b>	<b>43.6%</b>

Legend for Chart:

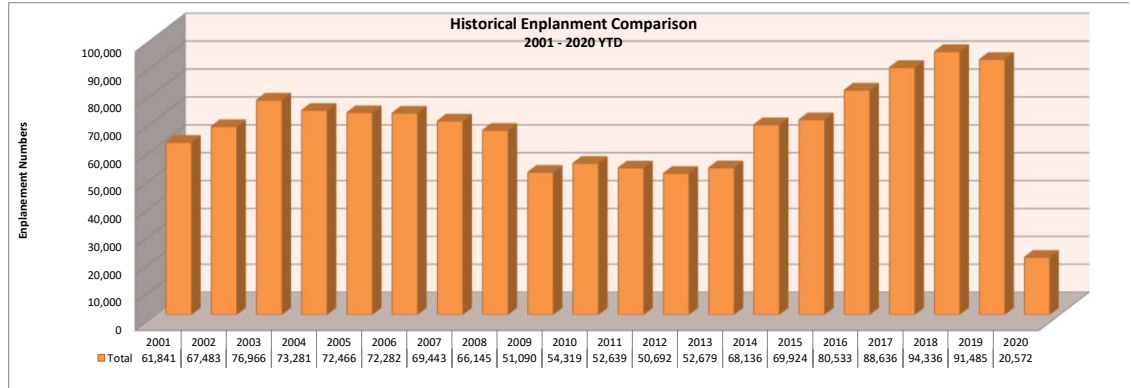
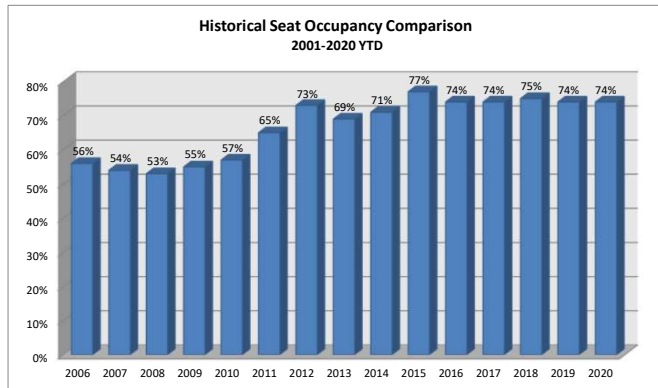
2020 Deplanements																		
Date	Alaska Airlines					Delta Airlines					United Airlines					Total Dep.	Prior Year Total Dep.	Total % Change
	Revenue	Non-Revenue	Total	Prior Year Month	Total % Change	Revenue	Non-Revenue	Total	Prior Year Month	Total % Change	Revenue	Non-Revenue	Total	Prior Year Month	Total % Change			
Jan-20	1,589	53	1,642	1,774	-7%	3,009	60	3,069	3,044	1%	2,567	47	2,614	2,331	12%	7,325	7,149	2.5%
Feb-20	2,316	38	2,354	1,447	63%	4,467	84	4,551	2,582	76%	4,640	64	4,704	2,268	107%	11,609	6,297	84.4%
<b>Totals</b>	<b>3,905</b>	<b>91</b>	<b>3,996</b>	<b>3,221</b>	<b>24%</b>	<b>7,476</b>	<b>144</b>	<b>7,620</b>	<b>5,626</b>	<b>35%</b>	<b>7,207</b>	<b>111</b>	<b>7,318</b>	<b>4,599</b>	<b>59%</b>	<b>18,934</b>	<b>13,446</b>	<b>40.8%</b>

Legend for Chart:



**Friedman Memorial Airport  
February 2020**

2020 Seat Occupancy																		
Date	Alaska Airlines				Delta Airlines				United Airlines				Seat Occupancy Totals			Seat Occupancy Totals Prior Year Comparison		
	Departure Flights	Seats Available*	Seats Occupied	Percent Occupied	Departure Flights	Seats Available*	Seats Occupied	Percent Occupied	Departure Flights	Seats Available*	Seats Occupied	Percent Occupied	Total Seats Available	Total Seats Occupied	Total Percent Occupied	Prior Year % Change Total Seats Available	Prior Year % Change Total Seats Occupied	Prior Year % Change Total % Occupied
Jan-20	32	2,432	1,862	77%	69	5,106	3,922	77%	74	5,624	3,453	61%	13,162	9,237	70%	-3%	1%	3%
Feb-20	37	2,812	2,146	76%	78	5,760	4,613	80%	81	6,156	4,576	74%	14,728	11,335	77%	73%	118%	16%
Totals	69	5,244	4,008	76%	147	10,866	8,535	79%	155	11,780	8,029	68%	27,890	20,572	74%	27%	44%	9%
Note:	*Preliminary available seat calculations based on scheduled flights. Actual available seat calculations will be updated periodically when official DOT numbers are obtained.																	





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Chris Pomeroy  
Airport Manager  
Friedman Memorial Airport  
1616 Airport Circle  
Hailey, ID 83333

March 10, 2020

Chris,

Thank you for your interest in Vector's products, specifically PlanePass, Vector's automated landing fee billing and collection system for the Friedman Memorial Airport (SUN). PlanePass will identify aircraft and use this information to bill and collect aircraft landing fees based on your airport fee structure.

PlanePass is a fully automated, turn-key solution for airport revenue management developed and operated by Vector and is the only solution that allows an airport to outsource all elements of the landing fee management process to one company, under one roof. The Vector PlanePass service handles all aspects of aircraft fee billing and collection and sends revenue and reports directly back to the Airport. Vector's PlanePass service includes:

- Automated aircraft identification
- Production and distribution of invoices
- US-based customer service
- Fee collection
- Operations and financial reporting
- Online viewing of operations and billing data through Airport Portal

Vector has over 16 years of billing and collection experience and currently has 18 airport billing clients in the US, totaling approximately \$18M per year in total collected revenue. Vector is the only company in the US to offer a turn-key billing solution that includes capture, identification, billing, collection, and customer service. Our proprietary aircraft operator database contains detailed information on over 50,000 aircraft and aircraft operators and this database grows daily as new aircraft enter our system.

Vector has dedicated full-time staff that handle billing inquiries, customer support, and data processing. Vector staff also conducts research into new aircraft as they enter our system through any of our other billing airport clients. All clients benefit from this pooled resource as the data is shared. All funds that enter the Vector system are carefully tracked and reports are made available through the Airport Portal. At least one client conducts a full annual audit of our system and this process has helped us continually refine and improve our process.

This proposal contains two pricing options for Vector's PlanePass landing fee billing and collection system

**Option #1**

Up-front purchase of Aircraft ID equipment and Airport-paid annual maintenance with normal percentage of collected revenue withheld.

**Option #2**

Five-year lease-to-own Aircraft ID equipment and annual maintenance paid through a higher retained percentage of collected revenue.



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The two options include the same hardware, software, and services described below. Pricing for both Options is shown after this description.

### **Aircraft Identification Pods:**

The Vector Aircraft Identification Pod is the cornerstone of Vector's multi-technology aircraft identification system and it gives Vector the unique ability to identify all types of aircraft, including military, commercial, and general aviation. This proprietary Aircraft ID Pod works day and night to capture images of aircraft as they pass by (see examples below) and the system processes these images to yield data such as aircraft registration number (tail number), aircraft type, runway used, and operation type (i.e., arrival or departure). It is fully automated and works much the same as a traffic camera, but in the much more demanding airfield environment and at distances of up to 400 feet.

### **Aircraft Identification Pod Example**



The highly flexible and configurable Aircraft ID Pods will be placed in locations adjacent to key aircraft operations areas (typically 80' - 400' from centerline of the taxiway or runway). These free-standing, zero-infrastructure Aircraft Identification Pods are deployed fully built and configured, requiring minimal time on-field to install and test. They are solar powered, communicate wirelessly, and even report their own health and status back to Vector through the Internet.

The systems are flexibly configured and stand between three and six feet tall, depending on airport requirements and environment (e.g. snow, height restrictions). The camera uses invisible infrared illumination at night so they will not interfere with aircraft operations. The systems are mounted on a plastic base with FAA approved frangible couplings.

The Vector Aircraft ID Pod has been proven effective, stable, and durable at over 50 airports of all types, sizes, and traffic profiles in virtually all climates and through all types of weather. These Pods are currently deployed at dozens of GA and





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commercial airports in the United States. The Pods are installed with hurricane anchors to protect against high winds and jet blast.

### Sample of Photographs Produced by Aircraft Identification Pod



### Automated Image Processing

As aircraft move in front of the Aircraft Identification Pods, multiple images are captured, transported wirelessly to the onsite Vector Airport data server, batched, and relayed to the Vector central server for automatic processing and posting on the web page. The following graphic illustrates how aircraft numbers are extracted from these images as well as direction of movement, which allows the Vector system to determine activity type (arrival/departure) and runway used, since camera location is also noted.



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### Image Capture and Registration Number Extraction Illustration



For images that are difficult to identify due to lighting conditions, etc., Vector has a man-in-the-loop QA process to resolve any issues. Our seamless combination of automation, plus human involvement when necessary, makes the Vector system more effective at identifying aircraft and runway usage than any other system available.



## Aircraft Identification Pod Locations – 2-Pod System

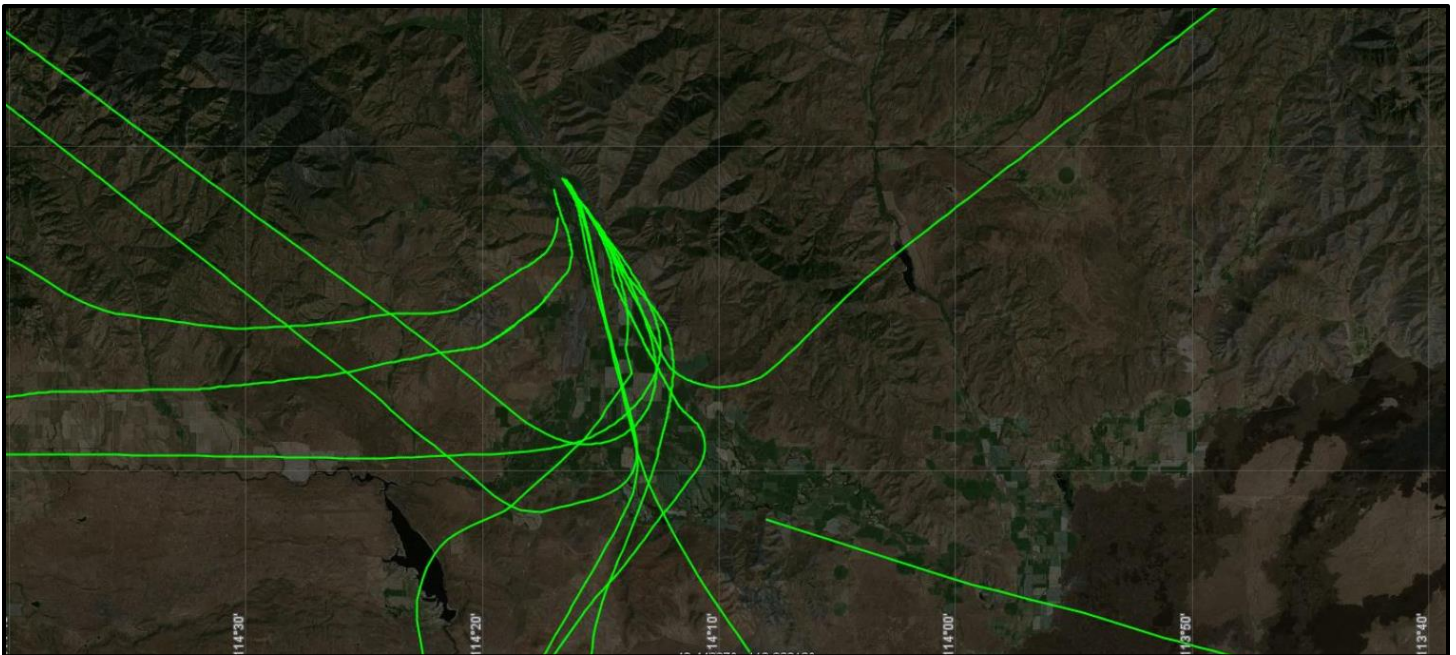
After a careful analysis of SUN runway and taxiway layout, and discussions with the airport, the notional locations for a two Aircraft Identification Pod system required to identify billable aircraft operations at the Friedman Memorial Airport is shown below. The Aircraft ID Pods are located adjacent to taxiway B and will capture departing aircraft as they taxi towards the runway.

### Aircraft Identification Pod Locations for SUN



## Flight Track/Flight Plan Data:

Vector will also use surveillance data from a third-party as a secondary source of aircraft identification data at the airport in combination with the aircraft ID pods. The electronic data is a combination of radar, ADS-B, and flight plan data. Below is a sample of the surveillance data from the Airport that will be used to identify operations for aircraft equipped with Mode S and ADS-B transponders.





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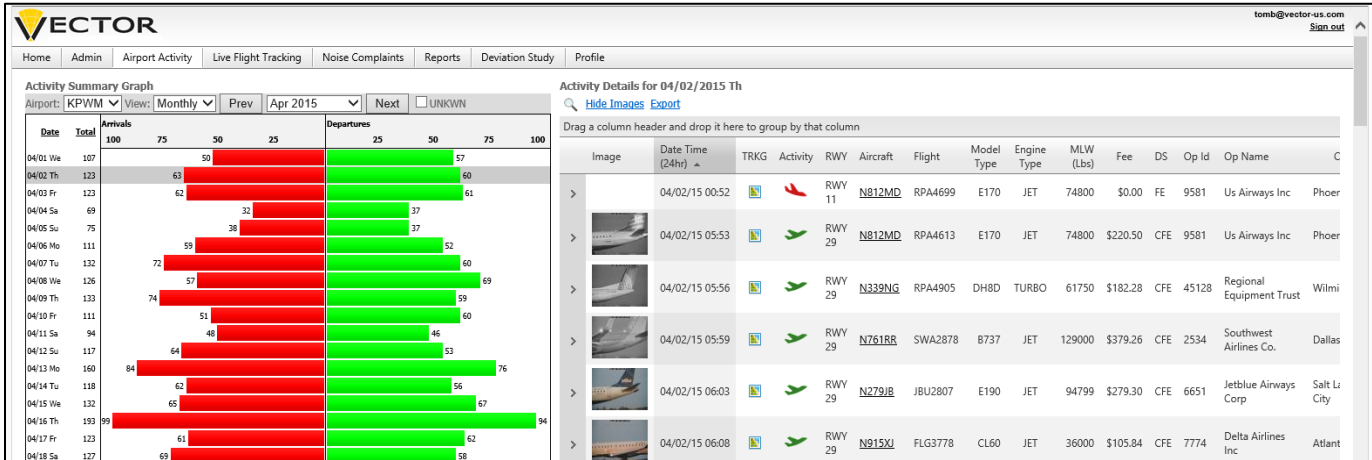
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## Airport Portal

All the identification data is made available for the user to visualize, analyze, and report the data. Vector provides this access through our web-based Airport Portal that can be accessed by only authorized users. In addition to providing metadata of all aircraft in the system (registration number, aircraft type, owner, contact information) all data in the Airport Portal can be sorted and exported as a CSV file.





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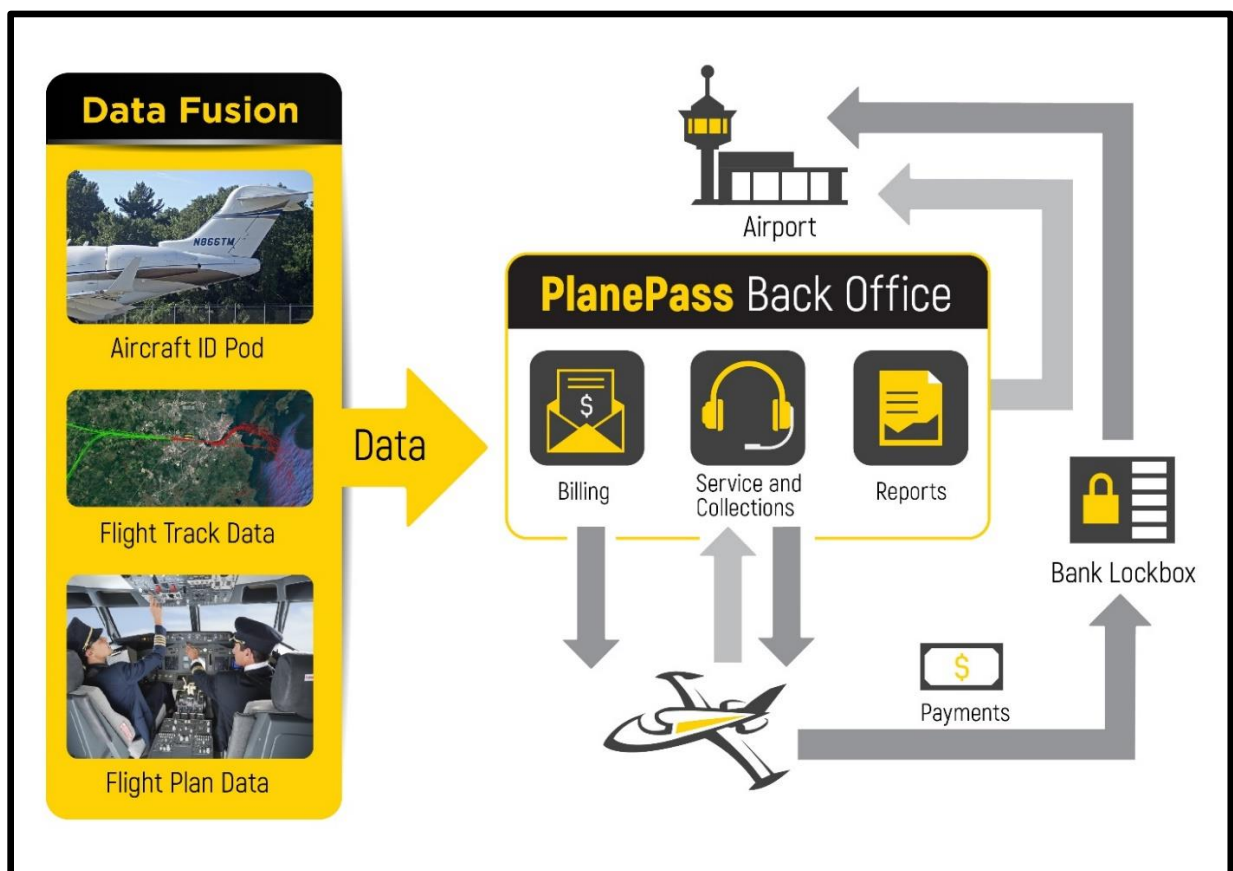
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## PlanePass Service

Vector's fully automated landing fee billing and collection service handles all aspects of landing fee billing including aircraft Identification, landing fee billing, customer service, landing fee collection, operations and financial reporting.

Once an aircraft is captured, and its data transmitted to Vector's backend system, Vector's full-time, in house PlanePass team investigates any aircraft whose owner and operator information is not already in our system. This extensive research allows Vector to collect more than 99.5% of billed landing fees across all PlanePass Airport clients. Invoices are sent out to aircraft operators and Vector's PlanePass team members work with these operators to ensure payment. Reports and revenue are sent back to the airport on a monthly basis and reports are analyzed by Vector and the airport to verify all information.

The following graphic shows the complete PlanePass process and how Vector handles all aspects of billing, from aircraft tracking and identification, through collection and reporting back to the airport.





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## Pricing

Both Options include the same PlanePass system consisting of two Aircraft Identification Pods, integrated flight plan data, and integrated NextGen flight tracking data. The Options include access to the Vector Airport Portal, storage of all data, and the first year of operations, processing, monitoring and maintenance of aircraft identification data and pods (OPM&M). As long as the system is under maintenance, the Airport will never have to buy or replace the equipment due to normal wear and tear and will continue to have access to the Airport Portal. Normal wear and tear excludes acts of God (floods, wind, etc.) and accidental damage due to contact with vehicles, mowers, etc.

### Option #1 - PlanePass with Up-front Purchase and Annual Paid Maintenance of Aircraft Identification Pods

This Option requires an initial purchase of the equipment and annual payment of the operation, processing, monitoring & maintenance (OPM&M). The OPM&M is escalated at 3% per year and billed at the start of each contract year. Vector has no equipment end-of-life or required upgrades. The billing and collection fees are paid as a percent of the collected revenue.

PlanePass with Two Aircraft ID Pods – Up-front Purchase and Annual Maintenance	
#1 System Hardware and Installation (one-time)	\$ 62,400
#2 Annual OPM&M (3% annual escalation)	\$ 15,000
First Year VANTAGE total	\$ 77,400
PlanePass collection Percentage	15%

The second-year OPM&M pricing would be \$15,000 plus 3%, so \$15,450 total for the year.

### Option #2 - PlanePass with Five-year Lease-to-own Aircraft ID Pod Equipment Paid Through Retained Percentage

This Option requires no initial purchase or money from the Airport. Under this option, Vector pays the Airport. The equipment, installation, and OPM&M is paid through the retained percentage of the collected landing fees. Since this Option requires no initial purchase or annual charges for OPM&M, all that is required is a minimum commitment of five years.

After the end of the five-year contract, the Airport will own the equipment and the retained percentage will be reduced to 18%. This percentage includes the 15% Vector normally retains and the additional 3% covers the annual OPM&M price, so the Airport will not have to pay any money to Vector at any time under this Option.

PlanePass with Two Aircraft ID Pods – Five-year Lease-to-own	
PlanePass collection percentage (first five years)	21.5%
PlanePass collection percentage (starting year six)	18.0%

Should the Airport wish to cancel the contract before the end of the five years, a cancellation penalty, equal to the value of the equipment and services provided up to that point, will be assessed. Vector requires a minimum 60-day written notice of cancellation to allow enough time for us to issue final invoices and extract ourselves from the billing process.

The Lease-to-own pricing option assumes the airport generates a minimum of \$500,000 annually in aircraft landing fees. After the first year, if the minimum revenue expectation is not met, the retained percentage may need to be increased to account for the difference.



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## Installation

Final assembly and installation of the on-field equipment will require the Airport to receive the equipment, provide a covered facility to store and build the aircraft ID pods, and aid access the field to locate and tune the cameras. The system also requires the installation of a remote server in a building with Airport-provided internet access and line-of-site to the cameras to allow wireless transmission of the photographic data across the airfield using an external omnidirectional antenna that must be mounted to the building roof or a wall.

If you have any questions or require additional information, please don't hesitate to contact me, either by phone at 781-983-1741 or by e-mail at [TomB@Vector-us.com](mailto:TomB@Vector-us.com). This pricing is valid for six months.

Sincerely,

A handwritten signature in black ink that reads 'Thomas J. Breen'.

Tom Breen  
Vice President







**Friedman Memorial Airport  
Rates & Charges Schedule  
Effective Date: (date)**

Description	Billing Cycle/ Unit	Current Rate	Proposed Rate	Rate Established/ Revised	Approved/ Not Approved
<b>Advertising - Terminal</b>					
<b>Framed Poster 2 x 3</b>					
Premier Location	Annual	\$3,600.00	No Change	08/01/16	
Superior Location	Annual	\$3,240.00	No Change	08/01/16	
Standard Location	Annual	\$2,400.00	No Change	08/01/16	
Basic Location	Annual	\$1,800.00	No Change	08/01/16	
Budget Location	Annual	\$1,200.00	No Change	08/01/16	
<b>Wall Display</b>					
Small	Annual	\$3,600.00	No Change	08/03/10	
Large	Annual	\$4,800.00	No Change	08/03/10	
<b>Floor Display</b>					
Glass Cabinet - Standard Area	Annual	\$6,000.00	No Change	08/03/10	
Brochure Rack					
Self-Stocked	Annual	\$150.00	No Change	08/01/16	
Self-Stocked	Monthly	\$15.00	\$0.00	08/03/10	Proposed
Full-Service	Annual	\$300.00	No Change	08/01/06	
Magazine Rack					
Self-Stocked - Budget Location	Annual/Per Rack	\$0.00	No Change	08/01/16	Proposed
Self-Stocked - Basic/Standard/Superior/Premier Location	Annual/Per Rack	\$500.00	No Change	08/01/16	Proposed
<b>Discount Organizations</b>					
Non-Profit	Monthly	15% Discount	No Change	08/01/16	
Ad Agency	Monthly	15% Discount	No Change	08/01/16	
Terminal Tenant	Monthly	50% Discount	No Change	07/10/18	
<b>Self Standing Kiosk</b>					
Premier Location	Annual	\$3,600.00	\$0.00	07/10/18	Proposed
Superior Location	Annual	\$3,240.00	\$0.00	07/10/18	Proposed
Standard Location	Annual	\$2,400.00	\$0.00	07/10/18	Proposed
<b>Special Event Poster</b>					
Application Fee (includes 2 days of display)	Per Event	\$100.00	No Change	07/10/18	Proposed
Poster	Per Day	\$50.00	No Change	07/10/18	Proposed
Banner/Poster	1 -2 Days	\$0.00	No Change	07/10/18	Proposed
Poster	3-5 Days	\$0.00	No Change	07/10/18	Proposed
Banner	3-5 Days	\$0.00	\$0.00	07/10/18	Proposed
<b>WiFi Sponsorship</b>					
FMA Login Page Advertisement	Annual	\$5,200.00	\$0.00	08/01/16	Proposed
<b>Aircraft Fuel Flowage</b>					
AvGas	per gallon	\$0.12	No Change	08/01/16	
JetA	per gallon	\$0.15	No Change	08/01/16	
<b>Aircraft Landing</b>					
Signatory - A/C over 6,000 lbs. mtow	per 1,000 lbs.	\$1.75	No Change	08/01/16	
Non-Signatory - A/C Design Group A/B I-II over 6,000 lbs. mtow	per 1,000 lbs.	\$2.75	No Change	08/01/06	
Non-Signatory - A/C Design Group C/D I-II	per 1,000 lbs.	\$3.60	No Change	08/01/16	
Non-Signatory - A/C Design Group B/C-III	per 1,000 lbs.	\$4.40	No Change	08/01/16	
<b>Aircraft Prior Permission Required (PPR)</b>					
Administrative Fee - Less than 48 hr. notice	Each Occurrence	n/a	\$150.00	new	Proposed
No PPR prior to arrival	Each Occurrence	n/a	\$500.00	new	Proposed





**Friedman Memorial Airport  
Rates & Charges Schedule  
Effective Date: (date)**

Description	Billing Cycle/ Unit	Current Rate	Proposed Rate	Rate Established/ Revised	Approved/ Not Approved
<b>Aircraft Parking- Transient</b>					
Single Prop					
Piston	Nightly	\$15.00	No Change	09/06/13	
Turb Turbo	Nightly	\$75.00	No Change	09/06/13	
Twin Prop					
Piston	Nightly	\$37.50	No Change	09/06/13	
Turbo	Nightly	\$87.50	No Change	09/06/13	
<b>Aircraft Parking- Transient, Cont.</b>					
Jet					
Less than 10,000 lbs. mtow	Nightly	\$90.00	No Change	08/05/14	
10,001 - 15,000 lbs. mtow	Nightly	\$115.00	No Change	08/05/14	
15,001 - 45,000 lbs. mtow	Nightly	\$175.00	No Change	08/05/14	
45,001 - 75,000 lbs. mtow	Nightly	\$300.00	No Change	08/05/14	
75,001 lbs. and over mtow	Nightly	\$400.00	No Change	08/05/14	
Helicopter					
Less than 4,000 lbs. mtow	Nightly	\$70.00	No Change	08/06/13	
4,001 - 6,000 lbs. mtow	Nightly	\$100.00	No Change	08/06/13	
6,001 and over mtow	Nightly	\$200.00	No Change	08/06/13	
Closed Overnight Parking (Notam Issued)	Each Occurrence	n/a	\$500.00	new	Proposed
<b>Aircraft Tiedown - Based</b>					
<b>Section 2 (South of T-Hangars)</b>					
Single < 6,000 lbs. mtow and wingspan < 40 ft.	Annual	\$495.00	\$720.00	08/03/10	Proposed
Twin < 6,000 lbs. mtow and wingspan < 40 ft.	Annual	\$706.00	\$960.00	08/03/10	Proposed
Single/Twin > 6,000 lbs. mtow and wingspan < 45 ft.	Annual	\$1,700.00	\$1,800.00	08/30/10	Proposed
Single Twin > 6,000 lbs. mtow and wingspan > 45 ft.	Annual	n/a	\$2,400.00	new	Proposed
<b>Section 2 (South of T-Hangars) - (May - October)</b>					
Single < 6,000 lbs. mtow and wingspan < 40 ft.	6 Month	n/a	\$432.00	08/03/10	Proposed
Twin < 6,000 lbs. mtow and wingspan < 40 ft.	6 Month	n/a	\$576.00	08/03/10	Proposed
Single/Twin > 6,000 lbs. mtow and wingspan < 45 ft.	6 Month	n/a	\$1,080.00	08/30/10	Proposed
Single Twin > 6,000 lbs. mtow and wingspan > 45 ft.	6 Month	n/a	\$1,440.00	new	Proposed
<b>West Hangar Apron (Includes Lights)</b>					
Single < 6,000 lbs. mtow and wingspan < 40 ft.	Annual	\$990.00	\$1,080.00	08/03/10	Proposed
Twin < 6,000 lbs. mtow and wingspan < 40 ft.	Annual	\$1,412.00	\$1,320.00	08/03/10	Proposed
Single/Twin > 6,000 lbs. mtow and wingspan < 45 ft.	Annual	n/a	\$2,160.00	new	Proposed
Single Twin > 6,000 lbs. mtow and wingspan > 45 ft.	Annual	n/a	\$2,760.00	new	Proposed
<b>West Hangar Apron (Includes Power &amp; Lights)</b>					
Single < 6,000 lbs. mtow and wingspan < 40 ft.	Annual	\$990.00	\$1,440.00	08/03/10	Proposed
Twin < 6,000 lbs. mtow and wingspan < 40 ft.	Annual	\$1,412.00	\$1,680.00	08/03/10	Proposed
Single/Twin > 6,000 lbs. mtow and wingspan < 45 ft.	Annual	n/a	\$2,520.00	new	Proposed
Single Twin > 6,000 lbs. mtow and wingspan > 45 ft.	Annual	n/a	\$3,120.00	new	Proposed
<b>Misc.</b>					
Change/Cancellation	Each Occurrence	\$100.00	No Change	08/03/10	
Permit Deposit	Per Permit	\$100.00	\$0.00	08/03/10	Proposed
Unpermitted/Unauthorized Auto Parking	Each Occurrence	\$55.00 plus daily auto parking fees	No Change	08/01/06	



**Friedman Memorial Airport  
Rates & Charges Schedule  
Effective Date: (date)**

Description	Billing Cycle/ Unit	Current Rate	Proposed Rate	Rate Established/ Revised	Approved/ Not Approved
<b>Auto Parking - Passenger Terminal</b>					
<b>Parking Rates</b>					
0 to 1/2 Hr.	Hour	\$0.00	No Change	06/05/02	
1/2 Hr. - 1 1/2 Hrs.	Hour	\$2.00	\$2.00	12/03/19	Approved
1 1/2 Hrs. - 2 Hrs.	Hour	\$3.00	\$4.00	12/03/19	Approved
2 Hrs. to 2 1/2 Hrs.	Hour	\$4.00	\$6.00	12/03/19	Approved
2 1/2 Hrs. - 3 Hrs.	Hour	\$5.00	\$6.00	12/03/19	Approved
3 Hrs. - 24 Hrs.	Hour	\$10.00	\$12.00	12/03/19	Approved
<b>Auto Parking Administrative/Management</b>					
Tenant/Employee Lot Access Card	Each	\$20.00	No Change	07/10/18	
Tenant/Employee Temp. Vehicle Access Card (fees refunded at 50% if returned in usable condition in less than 90 days)	Each	\$20.00	No Change	07/10/18	
Unreturned/Unaccounted For Access Card			No Change	07/10/18	
First Occurrence	Each	\$20.00	No Change	07/10/18	
Additional	Each	\$40.00	No Change	07/10/18	
Invoice Processing Fee	Each	\$25.00	No Change	07/10/18	
Improperly Parked/Parking Line Restrictions	Each	\$20.00	No Change	07/10/18	
Parked in Tenant Stall	Each	\$25.00	No Change	07/10/18	
Overtime Violation - 30 Min.	Each	\$20.00	No Change	07/10/18	
Towing/Relocation	Each	\$75.00	No Change	07/10/18	
Parking in ADA without proper credentials	Each	\$141.50	No Change	07/10/18	
Fire Lane Violation	Each	\$35.00	No Change	07/10/18	
<b>Auto Parking - Auto Rental Overflow</b>					
<b>S. of Terminal Lot</b>					
Prearranged - Parking Lot #1 (Restricted use November - March)	Monthly	\$1,500.00	\$1,466.00	08/03/10	Proposed
Prearranged - Parking Lot #1	Annual	\$14,000.00	\$0.00	08/06/13	Proposed
Prearranged - Parking Lot #2 (Restricted use November - March)	Monthly	\$1,500.00	\$2,011.00	08/08/17	Proposed
Prearranged - Parking Lot #2 (Restricted use November - March)	Annual	\$14,000.00	\$0.00	08/08/17	Proposed
Prearranged - Parking Lot #1 & 2	Monthly	\$2,250.00	\$0.00	08/08/17	Proposed
Prearranged - Parking Lot #1 & 2 (Restricted use November - March)	Annual	\$21,000.00	\$0.00	08/08/17	Proposed
<b>Ground Transportation Service Providers</b>					
<b>GTSP 1 &amp; Interstate Licensed GTSP</b>					
Application Processing Fee	Annual	\$200.00	No Change	08/01/06	
Vehicle Permit (15 or less passengers)	Each Veh./Annual	\$400.00	No Change	08/01/06	
Vehicle Permit (16 or more passengers)	Each Veh./Annual	\$600.00	No Change	08/04/11	
Application Change Fee NOTE: Permits being transferred to same vehicle due to windshield replacement are not subject to Change Fee if permit is returned	Each	\$100.00	No Change	08/01/06	
Vehicle permit reissuance after voluntary suspension of no more than 3 months	Each	\$0.00	No Change	08/04/11	
Permitted Vehicle Fee (courtesy veh. exempt)	Each Veh./Mo.	\$20.00	No Change	08/04/11	
<b>Interstate Licensed - Special Event</b>					
Application Processing Fee	Each Event	n/a	\$100.00	new	Proposed
Mini Coach	1 Pickup/Drop off	n/a	\$100.00	new	Proposed
Bus	1 Pickup/Drop off	n/a	\$200.00	new	Proposed



**Friedman Memorial Airport  
Rates & Charges Schedule  
Effective Date: (date)**

Description	Billing Cycle/ Unit	Current Rate	Proposed Rate	Rate Established/ Revised	Approved/ Not Approved
<b>Non-GTSP Special Event - 10 days or less</b>					
Application Processing Fee (waived for 5 vehicles or less)	Each Event	n/a	\$100.00	new	Proposed
Vehicle Permit (15 or less passengers)					
1-5 Vehicles	Each Event/Veh.	n/a	\$25.00	new	Proposed
5 or more Vehicles	Each Event/Veh.	n/a	\$50.00	new	Proposed
Vehicle Permit (16 or more passengers)					
1-5 Vehicles	Each Event/Veh.	n/a	\$50.00	new	Proposed
5 or more Vehicles	Each Event/Veh.	n/a	\$100.00	new	Proposed
<b>Miscellaneous Fees</b>					
Copies	per page	0.25 or direct cost	No Change	9/6/2013	
<b>Safety Training - Operations</b>					
Annual Fire Extinguisher Training					
Annual	1 Session	\$0.00	No Change	7/10/2018	
Additional	Per Session	\$100.00	No Change	7/10/2018	
<b>Security/Airport Identification Badge (AIB)</b>					
<b>Government agencies and FMAA Contractors Exempt from AIB Fees</b>					
<b>AOA - AIB</b>					
Setup (Includes Sys. Maint. Thru September 30)	Each Occurrence	\$80.00	No Change	08/06/13	
System Maintenance (not collected from badges issued after August 1)	Annual	\$40.00	No Change	08/07/07	
Renewal	Each Occurrence	\$50.00	No Change	08/06/13	
Reactivation - <b>Involuntary</b> Suspension and/ or Security Infraction	Each	\$40.00	No Change	08/04/11	
<b>AOA - Unreturned/Unaccounted For AIB</b>					
• Fee for 1st occurrence may be waived or include recurrent training based on circumstances at the discretion of the Airport Manager and ASC	1st Occurrence	\$150.00	No Change	08/08/17	
• Fees for 2nd and 3rd occurrences may include recurrent training at the discretion of the Airport Manager and ASC. Reissuance of 3rd AIB-AOA may be denied at the discretion of the Airport Manager and ASC	2nd Occurrence	\$200.00	No Change	08/08/17	
	3rd Occurrence	\$500.00	No Change	08/08/17	
<b>SIDA - AIB</b>					
Setup (Includes Sys. Maint. Thru Sept. 30)	Each Occurrence	\$120.00	No Change	08/05/14	
System Maintenance (not collected from badges issued after August 1)	Annual	\$60.00	No Change	08/07/07	
Renewal	Each Occurrence	\$60.00	No Change	08/07/07	
CHRC - Criminal History Record Check	Each Occurrence	\$50.00	No Change	08/07/07	
Reactivation - <b>Involuntary</b> Suspension and/or Security Infraction	Each Occurrence	\$60.00	No Change	08/07/07	
<b>SIDA - AIB Unreturned/Unaccounted</b>					
• Fees for 1st occurrence may be waived or include recurrent training based on circumstances at the direction of the Airport Manager and ASC	1st Occurrence	\$250.00	No Change	08/08/17	
• Fees for 2nd and 3rd occurrences may include recurrent training at the discretion of the Airport Manager and ASC. Reissuance of 3rd AIB-SIDA may be denied at the discretion of the Airport Manager and ASC	2nd Occurrence	\$300.00	No Change	08/08/17	
	3rd Occurrence	\$500.00	No Change	08/08/17	



**Friedman Memorial Airport**  
**Rates & Charges Schedule**  
**Effective Date: (date)**

Description	Billing Cycle/ Unit	Current Rate	Proposed Rate	Rate Established/ Revised	Approved/ Not Approved
<b>AIB Misc.</b>					
Broken Badge					
1st Replacement	Annual	\$0.00	\$0.00	08/07/07	Proposed
Additional Replacements	Each Occurrence	\$40.00	\$0.00	08/07/07	Proposed
Unreturned/Lost or Unaccounted Keys	Each Occurrence	\$500.00	\$200.00	08/04/15	Proposed
Airport Infraction - Training	Each Occurrence	\$150.00	No Change	10/01/12	
<b>Security Support Services</b>					
Event Coordination	Hourly	\$50.00	No Change	08/01/17	
ASC/Operations Escort (per ea. personnel)	Hourly	\$50.00	No Change	08/01/17	
Operations Vehicle (per vehicle w/ personnel)	Hourly	\$50.00	No Change	08/01/17	
ARFF Vehicle (per vehicle w/ personnel)	Hourly	\$50.00	No Change	08/17/17	

FRIEDMAN MEMORIAL AIRPORT AUTHORITY

By: Jacob Greenberg, Chairman

## Proposed 2020 Tiedown Lease Rates

Hangar Section	Billing Cycle	Current Rate (Last adjusted 2010)	Potential Monthly Rate Based on CPI Increase	Potential Annual Rate Based on CPI Increase	CPI Rate % Increase over current rate	Monthly Rate Based on Committee's Suggestion	Annual Rate Based on Committee's Suggestion	% Increase over current rate	Notes
<b>Section 2 (South of T-Hangars)</b>									
Single < 6,000 lbs. mtow and wingspan < 40 ft	Annual	\$ 495.00	\$ 48.90	\$ 586.77	18.5%	\$ 60.00	\$ 720.00	45%	
Twin < 6,000 lbs. mtow and wingspan < 40 ft	Annual	\$ 706.00	\$ 69.74	\$ 836.89	18.5%	\$ 80.00	\$ 960.00	36%	
Single/Twin > 6,000 lbs. mtow and wingspan < 45 ft	Annual	\$ 1,700.00	\$ 154.08	\$ 1,848.91	8.8%	\$ 150.00	\$ 1,800.00	6%	
Single/Twin > 6,000 lbs. mtow and wingspan > 45 ft	Annual	n/a	\$ 161.78	\$ 1,941.35	n/a	\$ 200.00	\$ 2,400.00	n/a	New Category
<b>6 Month leases for TD14 and TD15 (May - Oct)</b>									
Single < 6,000 lbs. mtow and wingspan < 40 ft	6 Mos	n/a	\$ 24.45	\$ 293.39	n/a	\$ 72.00	\$ 432.00	n/a	6 month rate / New Category
Twin < 6,000 lbs. mtow and wingspan < 40 ft	6 Mos	n/a	\$ 34.87	\$ 418.45	n/a	\$ 96.00	\$ 576.00	n/a	6 month rate / New Category
Single/Twin > 6,000 lbs. mtow and wingspan < 45 ft	6 Mos	n/a	\$ 77.04	\$ 924.45	n/a	\$ 180.00	\$ 1,080.00	n/a	6 month rate / New Category
Single/Twin > 6,000 lbs. mtow and wingspan > 45 ft	6 Mos	n/a	\$ 80.89	\$ 970.68	n/a	\$ 240.00	\$ 1,440.00	n/a	6 month rate / New Category
<b>West Hangar Apron (Lights)</b>									
Single < 6,000 lbs. mtow and wingspan < 40 ft	Annual	\$ 990.00	\$ 97.80	\$ 1,173.55	18.5%	\$ 90.00	\$ 1,080.00	9%	
Twin < 6,000 lbs. mtow and wingspan < 40 ft	Annual	\$ 1,412.00	\$ 139.48	\$ 1,673.79	18.5%	\$ 110.00	\$ 1,320.00	-7%	
Single/Twin > 6,000 lbs. mtow and wingspan < 45 ft	Annual	n/a	\$ 308.15	\$ 3,697.81	n/a	\$ 180.00	\$ 2,160.00	n/a	New Category
Single/Twin > 6,000 lbs. mtow and wingspan > 45 ft	Annual	n/a	\$ 323.56	\$ 3,882.71	n/a	\$ 230.00	\$ 2,760.00	n/a	New Category
<b>West Hangar Apron (Power &amp; Lights)</b>									
Single < 6,000 lbs. mtow and wingspan < 40 ft	Annual	\$ 990.00	\$ 102.69	\$ 1,232.23	24.5%	\$ 120.00	\$ 1,440.00	45%	New Category (Previously billed the same as 'Lights Only')
Twin < 6,000 lbs. mtow and wingspan < 40 ft	Annual	\$ 1,412.00	\$ 146.46	\$ 1,757.48	24.5%	\$ 140.00	\$ 1,680.00	19%	New Category (Previously billed the same as 'Lights Only')
Single/Twin > 6,000 lbs. mtow and wingspan < 45 ft	Annual	n/a	\$ 323.56	\$ 3,882.71	n/a	\$ 210.00	\$ 2,520.00	n/a	New Category
Single/Twin > 6,000 lbs. mtow and wingspan > 45 ft	Annual	n/a	\$ 339.74	\$ 4,076.84	n/a	\$ 260.00	\$ 3,120.00	n/a	New Category

**Rates subject to annual increase based on published CPI rate.**

## Tiedown Rates from Comparable Airports

				Annual Rate
<b>Chandler, AZ</b>	Single Engine:	\$50/mo		\$ 600.00
	Multi-Engine	\$68/mo		\$ 816.00
	Turbine Engine:	\$138/mo		\$ 1,656.00
<b>Wisconsin Airports Rates and Charges Survey (13 airports/19 FBOs)</b>				
	Cessna 172	\$25-\$300/mo	Avg: \$92/mo	\$ 1,104.00
	Beechcraft King Air	\$25-\$300/mo	Avg: \$132/mo	\$ 1,584.00
	Hawker 800	\$25-\$300/mo	Avg: \$133/mo	\$ 1,596.00
<b>Port of Bremerton, WA</b>		\$50.78/mo		\$ 609.36
<b>Arlington, TX</b>		\$55/mo		\$ 660.00
<b>Tacoma, WA</b>	Regular Tiedown	\$61.76/mo		\$ 741.12
	Large Tiedown	\$84.01/mo		\$ 1,008.12
<b>Yucca Valley, CA</b>		\$60/mo		\$ 720.00
<b>Livermore, CA*</b>	0-3500 lbs	\$76/mo		\$ 912.00
	3501-6250 lbs	\$87/mo		\$ 1,044.00
	6251-12500 lbs	\$105/mo		\$ 1,260.00
	12501-25000 lbs	\$126/mo		\$ 1,512.00
	12001-50000 lbs	\$157/mo		\$ 1,884.00
	50001+ lbs	\$205/mo		\$ 2,460.00
<b>San Luis Obispo, CA</b>	East Side Small	\$65/mo		\$ 780.00
	West Side Small	\$60/mo		\$ 720.00
	West Side Large	\$70/mo		\$ 840.00
<b>Port of Olympia, WA</b>				
	Small Tiedown	\$56.10/mo		\$ 673.20
	Large Tiedown	\$90.95/mo		\$ 1,091.40

City	Single/Small monthly rate		Multi/Large monthly rate		Larger
Chandler, AZ	\$	50.00	\$	68.00	\$ 138.00
Wisconsin (averages)	\$	92.00	\$	132.00	\$ 133.00
Port of Bremerton, WA	\$	50.78	\$	50.78	
Arlington, TX	\$	55.00	\$	55.00	
Tacoma, WA	\$	61.76	\$	84.01	
Yucca Valley, CA	\$	60.00	\$	60.00	
San Luis Obispo, CA	\$	62.50	\$	70.00	
Port of Olympia, WA	\$	56.10	\$	90.95	
Average Rate	\$	61.02	\$	76.34	\$ 135.50

- Glacier Park, Aspen, Twin, ID Falls: all handled by FBO
- Jackson Hole - no response on phone or email
- No Comparable information on power/lights tiedowns

\*Liverpool, CA rates not included in estimate chart at bottom since they base on weight

**SUN – Proposed Rates and Charges Aircraft Tie-Down Increase**  
**SUN Airport Customer Comments**  
**As of February 25, 2020**

1. **From:** lwheelwrig@aol.com <lwheelwrig@aol.com>  
**Sent:** Wednesday, February 12, 2020 5:16 PM  
**To:** Chris Pomeroy <Chris@iflysun.com>  
**Subject:** Re: SUN Airport Update

As per example 7 proposed rate increase ! it would appear that were kicking a dog that is already down it might be better to increase the airport ops in the private sector when its at about half the number it was a few years back that would stimulate all facets of the airport. My view on raising the fees would have just the opposite effect. Thx Lew Wheelwright

2. **From:** Kim Nilsen <kim@kmconstruct.com>  
**Sent:** Tuesday, February 11, 2020 7:21 PM  
**To:** Chris Pomeroy <Chris@iflysun.com>  
**Subject:** RE: SUN Airport Update

Thanks for the info Chris, I can understand a need to increase tiedown fees and hopefully it will be no more than the CPI based rate. That would be palatable...

Thanks  
Kim Nilsen  
Tiedown space #29