



ALBANY COUNTY AIRPORT AUTHORITY
 ALBANY INTERNATIONAL AIRPORT
 ADMINISTRATION BUILDING
 SUITE 200
 ALBANY, NEW YORK 12211-1057

TEL: 518-242-2222
 ADMIN FAX: 518-242-2641
 FINANCE FAX: 518-242-2640
 SITE: www.albanyairport.com

ACAA Approved
 04/06/2020

Minutes of the Regular Meeting of the Albany County Airport Authority

February 3, 2020

Pursuant to notice duly given and posted, the regular meeting of the Albany County Airport Authority was called to order on Monday, February 3 @ 11:30 a.m. in the 3rd Floor Conference Room of the main terminal located at the Albany International Airport by Chairman Kenneth J. Doyle with the following present:

MEMBERS PRESENT

Rev. Kenneth J. Doyle
 Tony Gorman
 Lyon M. Greenberg, M.D.
 Steven H. Heider
 Kevin R. Hicks
 Samuel A. Fresina
 Sari M. O'Connor

MEMBERS ABSENT

STAFF

Philip F. Calderone, Esq.
 Michael F. Zonsius
 Peter Stuto
 Liz Charland
 Steve Iachetta
 Helen Chadderdon
 John LaClair
 Margaret Herrmann
 Kathy Greenwood

ATTENDEES

Fred Acunto, Airport Manager, AvPorts
 John DelBalso, Assistant Airport Manager, AvPorts
 Robert Heitz, Million Air
 Dave Cook, Airport Fire Chief
 Dennis Feeney, Majority Leader
 Eric Anderson, Times Union
 John O'Donnell, Airport Consultant

General:

1. Chairman's Remarks

1.1 Election of Officers and Assignment of Committees

Chair Doyle requested a motion to elect the following slate of 2020 Officers to the ACAA Board:

Chair - Rev. Kenneth Doyle (Elected 03/26/14)
Anthony Gorman, Vice-Chair (Elected 10/07/2019)
Lyon M. Greenberg, M.D., Treasurer (Elected 10/07/2019)
Steven H. Heider, Secretary (Elected 10/07/2019)

Mr. Heider moved to approve the slate of officers. The motion was adopted unanimously.

Chair Doyle presented his Authority committee appointments to the Board.

Dr. Greenberg moved to seek concurrence of the Committee appointments for 2020. The motion was adopted unanimously.

2. Approval of Minutes

Ms. O'Connor moved to approve the minutes of the October 24, 2019, January 9 and January 23, 2020 meetings.

The motion was adopted unanimously.

3. Communications and Report of Chief Executive Officer

4. Interesting Correspondence

Management Reports:

5. Chief Financial Officer

- 5.1 Statistical and Financial Performance**
- 5.2 Comparison of Enplanements**
- 5.3 Summary of Airline Scheduled Flights and Markets**
- 5.4 USDOT Arrival and Departure Statistics**

6. Project Development

7. Counsel

8. Concessions/Ambassador Program

Ms. Chadderdon presented the Concessions/Ambassador Status Report for the month of February 2020.

9. Public Affairs

Action Items:

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

10.1 Professional Service Agreement: Authorization to Award Professional Engineering Agreement S-1039: Design and Construction Administration Service for Passenger Boarding Bridge Improvements: Replace Bridges A3, A5, B10 and C1 and Remove Over-the-Wing Boarding Bridges C2 and C3 under the proposed FY 2020 Federal AIP Program

Mr. Iachetta recommended authorization to award Contract S-1039 Professional Engineering Services for Design and Construction Administration Service for the Passenger Boarding Bridge Improvements in the amount of \$144,950. He advised is programmed for FY 2020 passenger entitlement funding with 90% FAA, and 5% NYSDOT and Authority share allocations respectively, pending 2020 AIP Grant Issuance.

Mr. Heider moved to authorize the Award of Professional Engineering Agreement S-1039 in the amount of \$144,950 to C&S Engineers, Inc. in the amount of \$144,950. The motion was approved unanimously.

10.2 Concession Contract: Assignment of Concession Contract No. 910-CONFB: Food and Beverage Concession with OHM Concession Group, LLC to OHM ALB, LLC

Mr. Stuto recommended authorization to execute and enter into an Assignment of contract. OHM Concession Group, LLC (“OHM-1”) has been operating at the Airport since 2018. They operate the Chick fil A, Wolfgang Puck Pizza and Empire Deli. OHM-1 is proposing to sell a controlling interest in its Airport Concession units to a major, publicly traded, retail company, The Hudson Group (the parent, publicly traded, company is Hudson Ltd.). OHM-1 is proposing to assign their interest in the contract at the Airport to a newly created entity, OHM ALB, LLC (“OHM-2”). Hudson Group (HG) Retail, LLC. (a Hudson Group affiliate) will own 80% of OHM-2 and OHM-1 will own 20% of OHM-2. The Authority would provide consent to this assignment by executing the attached Consent and Agreement. Importantly, the performance and payment obligations of OHM-2 will be guaranteed by the publicly traded Hudson, Ltd. The Authority currently receives 100% disadvantaged Business Enterprise (“DBE”) credit for the revenue of OHM-1, which is a certified DBE. Under the proposed transaction, the DBE credit will be reduced to 20% of revenue reflection the 20% interest of OHM-1 in the new enterprise. The Authority will still be projected to reach its DBE goals.

Ms. O’Connor moved to authorize the Assignment of Concession Contract No. 910-CONFB. The motion was approved unanimously.

10.3 Lease Amendment: Bifurcate Lease of Airport Buildings 202 and 203

Mr. Stuto recommended authorization to “split” the lease of 743 Albany

Shaker Road (Building No. 202) and 745 Albany Shaker Road (Building No. 203) between two entities. Both parcels are leased under one agreement, to Integra Optics Inc. (“Integra”). The current lease is 28,261 SF (both buildings) and the rent is \$16,787/month (\$201,446 per year). Integra would retain building No. 203. Building 202 would be leased to ProAir Holding Company, LLC, and its owner, David Prescott (the former owner of Integra) would guarantee this lease. The rent will be prorated in accordance with square footage - \$6,128.36 for Building #202, \$10,658.84 for Building #203. The term would remain the same for each building, with the initial term ending December 31, 2021. Tenant(s) each have three option periods: 5-years, 5-years, and 4-years 4-months (until April 30, 2036). An annual cost of living increase based upon CPI will continue.

Ms. O’Connor moved to authorize to Bifurcate Lease of Airport Buildings 202 and 203 and executive staff to resolve parking allocation between Buildings 202 and 203. The motion was approved unanimously.

11. Authorization of Change Orders

11.1 Change Order #1: Authorization to award Change Order #1 to Contract No. 991-W Wayfinding Signs to Color Ad, Inc.

Mr. LaClair recommended authorization of Change Order #1 for Contract 991-W for Wayfinding Signs, to Color Ad, Inc. of Manassas, Va. in the amount of \$160,115.00 for unforeseen conditions encountered by the contractor during construction. The modifications to the parking garage signs to include the digital signs provided with the PARCS system, modifications to the Terminal signs including the New York State seal and redesign and fabrication of new curbside signs. Since all signs are currently made or being made, we do not anticipate any significant change order requests at this juncture.

Ms. O’Connor moved to authorize Change Oder #1 in the amount of \$160,115 to Contract No. 991-W Wayfinding Signs to Color Ad, Inc. The motion was approved unanimously.

Old Business: None

New Business: Set dates for all months without meetings

Executive Session:

ES-1 – Employment history of a particular individual.

ES-2 – Matter leading to the appointment of a particular corporation

Attorney-Client Privilege Matters:

There being no further business, the meeting was adjourned at 12:25 p.m.

ALBANY COUNTY AIRPORT AUTHORITY

REGULAR MEETING

AGENDA

February 3, 2020

General:

- 3. Chairman's Remarks**
 - 1.1 Election of Officers and Assignment of Committees**
- 4. Approval of Minutes**

Special Meeting – October 24, 2019
Special Meeting – January 9, 2020
Special Meeting – January 23, 2020
- 4. Communications and Report of Chief Executive Officer**
- 4. Interesting Correspondence**

Management Reports:

- 5. Chief Financial Officer**
 - 5.1 Statistical and Financial Performance**
 - 5.2 Comparison of Enplanements**
 - 5.3 Summary of Airline Scheduled Flights and Markets**
 - 5.4 USDOT Arrival and Departure Statistics**
- 6. Project Development**
- 7. Counsel**
- 8. Concessions/Ambassador Program**
- 9. Public Affairs**

Action Items:

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

10.1 Professional Service Agreement: Authorization to Award Professional Engineering Agreement S-1039: Design and Construction Administration Service for Passenger Boarding Bridge Improvements: Replace Bridges A3, A5, B10 and C1 and Remove Over-the-Wing Boarding Bridges C2 and C3 under the proposed FY 2020 Federal AIP Program

10.2 Concession Contract: Assignment of Concession Contract No. 910-CONFB: Food and Beverage Concession with OHM Concession Group, LLC to OHM ALB, LLC

10.3 Lease Amendment: Bifurcate Lease of Airport Buildings 202 and 203

11. Authorization of Change Orders

11.1 Change Order #1: Authorization to award Change Order #1 to Contract No. 991-W Wayfinding Signs to Color Ad, Inc.

Old Business:

New Business:

Executive Session:

Attorney-Client Privilege Matters:

ES-1 – Employment history of a particular individual.

NOTICE



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ALBANY COUNTY AIRPORT AUTHORITY

MEETING NOTICE

Notice is hereby given of the following regular meeting of the Albany County Airport Authority:

The Albany County Airport Authority will hold its regularly scheduled meeting on Monday, February 3, 2020 at 11:30 a.m. The meeting will be held in the 3rd Floor Conference Room located in the Main Terminal at the Albany International Airport, Albany, New York.

TIMES UNION

timesunion.com

**Albany Times Union
News Plaza
Box 15000
Albany, New York 12212**

ALBANY COUNTY AIRPORT AUTHORITY
ADMINISTRATION BUILDING, SUITE 200
ALBANY, NY 12211

Account Number: 600054430
Order Number: 0004096141
Order Invoice Text: ACAA Meeting Monday

T Tomes / R Bernard / T Duquette / P Sheehan / A Rubel of the city of Albany, being duly sworn, says that he/she is principal Clerk of THE TIMES UNION, a daily newspaper printed in the county of Albany, Town of Colonie, and Published in the County of Albany, Town of Colonie and the city of Albany, aforesaid and that notice of which a printed copy is annexed has been regularly published in the said ALBANY TIMES UNION on the following dates

01-28-2020

Abigail Rubel 1-29-2020
Abigail Rubel

Sworn to before me, this 29 day of Jan 2020

Susan Quine

Notary Public
Albany County

SUSAN QUINE
NOTARY PUBLIC, STATE OF NEW YORK
Registration No. 01QU6396414
Qualified in Rensselaer County
Commission Expires August 19, 2023

ALBANY COUNTY AIRPORT AUTHORITY

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TU1t 4096141

Liz Charland

From: Liz Charland
Sent: Friday, January 24, 2020 2:20 PM
To: Saratogian Newspapers; The Colonie Spotlight; The Gazette; The Troy Record
Subject: ACAA Meeting Notice Monday February 3, 2020 - Please publish

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Liz Charland

From: Liz Charland
Sent: Friday, January 24, 2020 2:02 PM
To: TU Legals
Subject: ACAA Meeting Monday February 3, 2020 at 11:30 a.m. - PLEASE PUBLISH ONE TIME ASAP - THANK YOU.

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Liz Charland

From: Liz Charland
Sent: Friday, January 24, 2020 2:00 PM
To: ACAAlist
Subject: ACAA Meeting Notice Monday February 3, 2020 at 11:30 a.m.
Importance: High

ALBANY COUNTY AIRPORT AUTHORITY

MEETING NOTICE

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Liz Charland

From: Liz Charland
Sent: Friday, January 24, 2020 1:59 PM
To: Bart Johnson; Bob Heitz; Brandon Russell, Majority Counsel; County Executive Daniel P. McCoy; Dave Collins; Douglas A. Bullock, Albany County Mass Transit Committee Chair; Eric Anderson; Fire Chief Dave Cook; Frank Mauriello, Albany County Minority Leader; Fred Acunto; George Penn (Albany County); Jill Bryce; John DelBalso; Kelly Boyea (Albany County); Majority Leader Dennis Feeney; Mike DeMasi (Business Review); Mike DeSocio; Pam Allen; Pete Rea (prea@dot.state.ny.us); Spotlight News; WRGB News
Subject: ACAA Meeting Notice Monday February 3, 2020 at 11:30 a.m.
Importance: High

ALBANY COUNTY AIRPORT AUTHORITY

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Liz Charland

From: Liz Charland
Sent: Friday, January 24, 2020 1:38 PM
To: Kenneth Doyle; Kevin R. Hicks, Sr. - IPAD; Kevin R. Hicks, Sr. (Personal); Lyon Greenberg, MD; Lyon Greenberg, MD - IPAD; Rev. Kenneth Doyle (Personal); Samuel A. Fresina; Samuel A. Fresina - IPAD; Sari O'Connor; Steve Heider; Steven H. Heider; Tony Gorman; Tony Gorman - IPAD
Subject: Board Meeting Monday February 3, 2020 at 11:30 a.m.
Importance: High

ALBANY COUNTY AIRPORT AUTHORITY

MEETING NOTICE

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ALBANY COUNTY AIRPORT AUTHORITY

REGULAR MEETING

AGENDA

February 3, 2020

General:

1. **Chairman's Remarks**
 - 1.1 **Election of Officers and Assignment of Committees**
2. **Approval of Minutes**
Special Meeting – October 24, 2019
Special Meeting – January 9, 2020
Special Meeting – January 23, 2020
3. **Communications and Report of Chief Executive Officer**
4. **Interesting Correspondence**

Management Reports:

5. **Chief Financial Officer**
 - 5.1 **Statistical and Financial Performance**
 - 5.2 **Comparison of Enplanements**
 - 5.3 **Summary of Airline Scheduled Flights and Markets**
 - 5.4 **USDOT Arrival and Departure Statistics**
6. **Project Development**
7. **Counsel**
8. **Concessions/Ambassador Program**
9. **Public Affairs**

Action Items:

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

10.1 Professional Service Agreement: Authorization to Award Professional Engineering Agreement S-1039: Design and Construction Administration Service for Passenger Boarding Bridge Improvements: Replace Bridges A3, A5, B10 and C1 and Remove Over-the-Wing Boarding Bridges C2 and C3 under the proposed FY 2020 Federal AIP Program

10.2 Concession Contract: Assignment of Concession Contract No. 910-CONFB: Food and Beverage Concession with OHM Concession Group, LLC to OHM ALB, LLC

10.3 Lease Amendment: Bifurcate Lease of Airport Buildings 202 and 203

11. Authorization of Change Orders

11.1 Change Order #1: Authorization to award Change Order #1 to Contract No. 991-W Wayfinding Signs to Color Ad, Inc.

Old Business:

New Business:

Executive Session:

Attorney-Client Privilege Matters:

ES-1 – Employment history of a particular individual.

AGENDA ITEM NO. 1

Chairman's Remarks



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**ALBANY COUNTY AIRPORT AUTHORITY
2020 OFFICERS**

ACAA Approved Officers
02/03/2020

Chair - Rev. Kenneth Doyle (Elected 03/26/14)
Anthony Gorman, Vice-Chair (Elected 10/07/2019)
Lyon M. Greenberg, M.D., Treasurer (Elected 10/07/2019)
Steven H. Heider, Secretary (Elected 10/07/2019)

2020 COMMITTEE ASSIGNMENTS

ACAA Concurrence with
Committee Assignments
02/03/2020

Finance & Administration (Established: January 10, 1994)
Anthony Gorman, Chair
Steven H. Heider
Lyon M. Greenberg, M.D.

Audit (Established: May 1, 2006) **CHARTER**
Lyon M. Greenberg, M.D., Chair
Kevin R. Hicks, Sr.
Anthony Gorman

Personnel (Established: January 10, 1994)
Anthony Gorman, Chair
Steven H. Heider
Lyon M. Greenberg, M.D.

Operations (Established: January 10, 1994)
Steven H. Heider, Chair
Sari O'Connor
Kevin R. Hicks, Sr.

By-Laws (Established: January 10, 1994)
Steven H. Heider, Chair
Samuel A. Fresina
Kevin R. Hicks, Sr.

Public Communications (Established: January 10, 1994)
Samuel A. Fresina, Chair
Lyon M. Greenberg, M.D.
Sari O'Connor

Governance (Established: May 1, 2006) **CHARTER**
Kevin R. Hicks, Sr., Chair
Samuel A. Fresina
Sari O'Connor

AGENDA ITEM NO. 2

Approval of Minutes



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Minutes of the Regular Meeting of the Albany County Airport Authority

**October 24, 2019
 Special Meeting**

**ACAA Approved
 02/03/2020**

Pursuant to notice duly given and posted, the Special meeting of the Albany County Airport Authority was called to order on Thursday, October 24, 2019 @ 9:00 a.m. in the 3rd Floor Conference Room in the main terminal located at the Albany International Airport by Chairman Kenneth J. Doyle with the following present:

MEMBERS PRESENT

Rev. Kenneth J. Doyle
 Tony Gorman
 Lyon M. Greenberg, M.D.
 Steven H. Heider
 Samuel A. Fresina
 Kevin R. Hicks
 Sari O'Connor

MEMBERS ABSENT

STAFF

None

ATTENDEES

Ray Casey, Airport Consultant

Mr. Heider made a motion to go into Executive Session to discuss the employment history of a particular individual. The motion was adopted.

Mr. Gorman made a motion to go out of Executive Session and return to Regular Session. The motion was adopted.

Father Doyle made a motion to hire Philip Calderone as the Chief Executive Officer for the Albany County Airport Authority at a starting salary of \$185,000. The motion was adopted.

There being no further business the meeting was adjourned at 10:05 a.m.



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ALBANY COUNTY AIRPORT AUTHORITY

SPECIAL MEETING

AGENDA

October 24, 2019

- 1. Executive Session – Employment history of a particular individual.**



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Minutes of the Special Meeting of the Albany County Airport Authority

**ACAA Approved
 02/03/2020**

**January 9, 2020
 Special Meeting**

Pursuant to notice duly given and posted, the Special meeting of the Albany County Airport Authority was called to order on Thursday, January 9, 2020 @ 11:30 a.m. in the 2nd Floor Conference Room of the Administration Building located at the Albany International Airport by Chairman Kenneth J. Doyle with the following present:

MEMBERS PRESENT

Rev. Kenneth J. Doyle
 Lyon M. Greenberg, M.D.
 Steven H. Heider
 Samuel A. Fresina
 Kevin R. Hicks
 Sari O'Connor

MEMBERS ABSENT

Tony Gorman

STAFF

Philip F. Calderone
 Michael F. Zonsius
 Peter Stuto
 Liz Charland
 Steve Iachetta
 Helen Chadderdon
 Doug Myers
 John LaClair
 Margaret Herrmann

ATTENDEES

John A. O'Donnell, Airport Consultant
 Ray Casey, Airport Consultant
 Fred Acunto, Airport Manager, AvPorts
 John DelBalso, Assistant Airport Manager, AvPorts

1. Authorization of Contracts/Leases/Contract Negotiations/Contract Amendments

1.1 NEGOTIATIONS: Professional Service Agreement: Authorization to Negotiate Professional Engineering Agreement S-1039: Design and Construction Administration Service for Passenger Boarding Bridge Improvements: Replace Bridges A3, A5, B10 and C1

Mr. Iachetta recommended negotiation of Professional Services Contract S-1039 for Design and Construction Administration Service for the Passenger Boarding Bridge Improvements: Replace Bridges A3, A5, B10 and C1 under the FY 2020 Federal AIP Passenger Entitlement Program with the engineering team of C&S Engineers, Inc., and Foit-Albert Associates (D/MBE).

Mr. Hicks moved to authorize negotiations of Professional Services Contract S-1039 for Design and Construction Administration Services for the Passenger Boarding Bridge Improvements: Replace Bridges A3, A5, B10 and C1 under the FY 2020 Federal AIP Passenger Entitlement Program with the engineering team of C&S Engineers, Inc., and Foit-Albert Associates (D/MBE). The motion was adopted unanimously.

1.2 Change Order #2: Authorization to award Change Order #2 to Contract # 990-PARCS New Parking Access Revenue Control System to Amano McGann, Inc.

Mr. LaClair recommended authorization of Change Order #2 for Contract No.990-PARCS for New Parking Access Revenue Control System to Amano McGann, Inc. in the amount of \$103,670.11 to address purchase of 3 Ea. Pay Stations. The additional Pay Stations were needed to ensure that the new PARCS system was accessible to Airport patrons at all access points. The additional Pay Stations are being installed at key access points including in the existing Parking garage at the end of the Pedestrian bridge (on both ground level and the second floor and a second one in the baggage claim area.

Dr. Greenberg moved to authorize Change Order No. 2 to Contract No. 990-PARCS – New Parking Access Revenue Control System to Amano McGann, Inc. in the amount of \$103,670.11. The motion was adopted unanimously.

1.3 Purchase Order: Rifenburg Contracting to Cap the Depressurization Well for the New Parking Garage.

Mr. LaClair recommended authorization of a Purchase Order in the amount of \$55,000.00 to Rifenburg Contracting for the capping and repurposing of the depressurization well previously drilled by Hanson Well Drilling for the new Parking Garage Project #989-SF construction. Instead of capping and abandoning the well, the design engineers were asked to design a permanent water source that could be used by the Airport. Three quotes were obtained for this work and Rifenburg Contracting was the lowest quote and were also available to complete the work the quickest. The original contract well drilled by LeChase was capped by LeChase. This second well directed by the Authority staff is the subject of this change order.

Mr. Fresina moved to authorize a Purchase Order in the amount of \$55,000 to Rifenburg Contracting for the capping and repurposing of the depressurization well previously drilled by Hanson Well Drilling for the new Parking Garage Project #989-SF construction. The motion was adopted unanimously.

1.4 Change Order #3: Authorization to award Change Order #3 to Contract # 989-GCR New Parking Garage General Construction to LeChase Construction Services, LLC.

Mr. LaClair recommended authorization of Change Order #3 for Contract No.989-GCR for New Parking Garage General Construction to LeChase Construction Services, LLC in the amount of \$338,604.00 for unforeseen conditions encountered by

the contractor during construction. The additional work items that include ground floor slab joints and haunches, changes to masonry walls, sitework modifications around vehicular bridge, relocation of emergency generator, additional conduit for PARCS and wayfinding signs, revised site drainage for pedestrian bridge, foundations for monument signs, revenue entry island changes, galvanized bent plates, elevator revisions, additional smoke/CO detectors, insulating underground drain pipes, additional steel for elevator shafts, revisions to pedestrian bridge framing, sawcut joints in pedestrian bridge foundation wall and downtime for steel fabricator for elevator modifications. As a percentage of construction change orders are less than 3% of the bid amount we do not anticipate any significant requests for change order at this juncture.

Dr. Greenberg moved to authorize Change Order No. 3 to Contract No. 989-GCR – New Parking Garage General Construction to LeChase Construction Services, LLC in the amount of \$338,604.00. The motion was adopted unanimously.

2. November 2019 Enplanements

Mr. Zonsius presented the November 2019 enplanements.

Mr. Fresina made a motion to go into Executive Session to discuss two matters of Attorney-Client Privilege:

ES-1 – Matter leading to the appointment of a particular corporation.

ES-2 – Matter regarding proposed litigation.

Dr. Greenberg moved to go out of Executive Session. The motion was adopted unanimously.

There was no action taken.

There being no further business, the meeting was adjourned at 12:45 p.m.



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ALBANY COUNTY AIRPORT AUTHORITY

SPECIAL MEETING

AGENDA

January 9, 2020

Action Item:

1. **Authorization of Contracts/Leases/Contract Negotiations/Contract Amendments**
 - 1.1 **NEGOTIATIONS: Professional Service Agreement: Authorization to Negotiate Professional Engineering Agreement S-1039: Design and Construction Administration Service for Passenger Boarding Bridge Improvements: Replace Bridges A3, A5, B10 and C1**
 - 1.2 **Change Order #2: Authorization to award Change Order #2 to Contract # 990-PARCS New Parking Access Revenue Control System to Amano McGann, Inc.**
 - 1.3 **Purchase Order: Rifenburg Contracting to Cap the Depressurization Well for the New Parking Garage.**
 - 1.4 **Change Order #3: Authorization to award Change Order #3 to Contract # 989-GCr New Parking Garage General Construction to LeChase Construction Services, LLC.**
2. **November 2019 Enplanements**
3. **Executive Session**

Attorney-Client Privilege Matters:

- **Matter leading to the appointment of a particular corporation.**
- **Matter regarding proposed litigation.**



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**ACAA Approved
 02/03/2020**

**January 23, 2020
 Special Meeting**

Pursuant to notice duly given and posted, the Special meeting of the Albany County Airport Authority was called to order on Thursday, January 23, 2020 @ 11:30 a.m. in the 2nd Floor Conference Room of the Administration Building located at the Albany International Airport by Chairman Kenneth J. Doyle with the following present:

MEMBERS PRESENT

Rev. Kenneth J. Doyle
 Tony Gorman
 Lyon M. Greenberg, M.D.
 Steven H. Heider
 Kevin R. Hicks
 Sari O'Connor
 Samuel A. Fresina (Via Telephone)

MEMBERS ABSENT

STAFF

Philip F. Calderone
 Michael F. Zonsius
 Peter Stuto
 Liz Charland
 John LaClair
 Steve Iachetta
 Helen Chadderdon
 Doug Myers
 John LaClair

ATTENDEES

John A. O'Donnell, Airport Consultant
 Fred Acunto, Airport Manager, AvPorts
 John DelBalso, Assistant Airport Manager, AvPorts

1. Authorization of Contracts/Leases/Contract Negotiations/Contract Amendments

1.1 Change Order No. 3: Authorization to award Change Order #3 to Contract # 989-PC New Parking Garage Precast to Unistress Industries.

Mr. LaClair recommended authorization of Change Order No. 3 for Contract 989-PC for New Parking Garage Precast Concrete of Pittsfield, Mass. in the amount of \$85,340.72 which is the incentive (\$5,000/day x 15days = \$75,000 contract max.) which was included in the base contract for Substantial Completion of the Precast Contract work. The contractor completed the caulking and sealing of the precast garage pieces 16 days ahead of the revised (by Change Order #1) completion date. The remainder of the Change Order is for the casting, delivery and installation of an infill piece on level 3 at the vehicle entrance that was not detailed in the original drawings. As a percentage of construction change orders are less than 3.5% of the bid amount.

Mr. Heider moved to authorize Change Order No. 3 to Contract No. 989-PC – New Parking Garage Precast Concrete in the amount of \$85,340.72 which is the incentive (\$5,000/day x 15days = \$75,000 contract max.). The motion was adopted unanimously.

1.2 Change Order No. 4: Change Order #4: Authorization to award Change Order #4 to Contract # 989-GCr New Parking Garage General Construction to LeChase Construction Services, LLC

Mr. LaClair recommended authorization of Change Order No. 4 for Contract 989-GCR for New Parking Garage Site and Foundations, to LeChase Construction Services LLC of Schenectady, N.Y. in the amount of \$163,353.00 for unforeseen conditions encountered by the contractor during construction. The additional work items that include underground conduits for PARCS system, fire alarm changes, additional roof drains, revised fire alarm piping, additional PARCS conduits for vehicle bridge, joint and caulking for vehicle bridge, modifications to exterior framing on Pedestrian bridge, metal panel corrections per shop drawing review, additional asphalt paving at building #112 and a garage elevator hoistway louver. As a percentage of construction change orders are less than 4% of the bid amount we do not anticipate any significant requests for change order at this juncture.

Mr. Gorman moved to authorize of Change Order No. 4 for Contract 989-GCR for New Parking Garage Site and Foundations, to LeChase Construction Services LLC of Schenectady, N.Y. in the amount of \$163,353.00. The motion was adopted unanimously.

2. Mr. Calderone reported on the following informational items:

2.1 Report issuance of Emergency Contract for Cyber Security and Information Technology Services IT Emergency Contract

2.2 Release Request for Proposal for Cyber Security and Information Technology Services

Dr. Greenberg made a motion to go into Executive Session to discuss three matters of Attorney-Client Privilege:

ES-1 – Matter leading to the appointment of a particular corporation.

ES-2 – Matter leading to the appointment of a particular corporation.

ES-3 - Matter leading to the appointment of a particular corporation.

Mr. Heider moved to go out of Executive Session and back into Regular Session. The motion was adopted unanimously.

ES-1 There was no action taken on ES-1

ES-2 NEGOTIATIONS: Change Order (Gateway Sign) to Contract No. 989-PC with Unistress Corp

Mr. LaClair recommended authorization of to negotiate a Change Order for the Gateway with Unistress Corp. He advised Governor Andrew Cuomo commissioned a design team to prepare renderings of the Airport's New Gateway Sign and announced that the Airport would have a new gateway sign that will span Albany Shaker Road. NYSDOT has subsequently requested that the Airport advance the construction of the sign with the understanding that the Airport will be reimbursed for all of the design, inspection and construction costs. The Airport has met with all contractors and is currently negotiating the cost of the work with all involved parties.

We are requesting that the CEO be given authority to issue change orders for the gateway sign to the contractors working on the parking garage. These contractors have the equipment and resources available to complete the work in a timely manner. The change order review process is ongoing and should take approximately 2-3 months to have a final cost breakdown in place.

Ms. O'Connor moved to authorize negotiations for Change Order (Gateway Sign) to Contract No. 989-PC with Unistress Corp. The motion was adopted by majority with Mr. Heider opposing.

ES-3 NEGOTIATIONS: Change Order (Gateway Sign) to Contract No. 989-GCR with LeChase Construction Services, LLC

Mr. LaClair recommended authorization of to negotiate a Change Order for the Gateway Sign with LeChase Construction Services, LLC. He advised Governor Andrew Cuomo commissioned a design team to prepare renderings of the Airport's New Gateway Sign and announced that the Airport would have a new gateway sign that will span Albany Shaker Road. NYSDOT has subsequently requested that the Airport advance the construction of the sign with the understanding that the Airport will be reimbursed for all of the design, inspection and construction costs. The Airport has met with all contractors and is currently negotiating the cost of the work with all involved parties.

We are requesting that the CEO be given authority to issue change orders for the gateway sign to the contractors working on the parking garage. These contractors have the equipment and resources available to complete the work in a timely manner. The change order review process is ongoing and should take approximately 2-3 months to have a final cost breakdown in place.

Ms. O'Connor moved to authorize negotiations for Change Order (Gateway Sign) to Contract No. 989-GCR with LeChase Construction Services, LLC. The motion was adopted by majority with Mr. Heider opposing.

There being no further business, the meeting was adjourned at 12:30 p.m.



ALBANY COUNTY AIRPORT AUTHORITY
ALBANY INTERNATIONAL AIRPORT
ADMINISTRATION BUILDING
SUITE 200
ALBANY, NEW YORK 12211-1057

TEL: 518-242-2222
ADMIN FAX: 518-242-2641
FINANCE FAX: 518-242-2640
SITE: www.albanyairport.com

ALBANY COUNTY AIRPORT AUTHORITY

SPECIAL MEETING

AGENDA

January 23, 2020

Action Item:

3. Authorization of Contracts/Leases/Contract Negotiations/Contract Amendments

1.1 Change Order #3: Authorization to award Change Order #3 to Contract # 989-PC New Parking Garage Precast to Unistress Industries.

1.2 Change Order #4: Authorization to award Change Order #4 to Contract # 989-GCr New Parking Garage General Construction to LeChase Construction Services, LLC.

4. Information Items

2.1 Report issuance of Emergency Contract for Cyber Security and Information Technology Services IT Emergency Contract

2.2 Release Request for Proposal for Cyber Security and Information Technology Services

5. Executive Session

Attorney-Client Privilege Matters:

ES-1 - Matter leading to the appointment of a particular corporation.

ES-2 - Matter leading to the appointment of a particular corporation. Change Order (Gateway Sign) to Contract No. 989-PC with Unistress Corp. Returned to regular session and approved by majority.

ES-3 - Matter leading to the appointment of a particular corporation. Change Order (Gateway Sign) to Contract No. 989-GCR with LeChase Returned to regular session and approved by majority.

AGENDA ITEM NO. 3

**Communications and
Report of Chief Executive Officer**



ALBANY COUNTY AIRPORT AUTHORITY
ALBANY INTERNATIONAL AIRPORT
ADMINISTRATION BUILDING
SUITE 200
ALBANY, NEW YORK 12211-1057

TEL: 518-242-2222
ADMIN FAX: 518-242-2641
FINANCE FAX: 518-242-2640
SITE: www.flyalbany.com

MEMO: January 30, 2020

TO: Albany County Airport Authority Board Members

FROM: Philip F. Calderone, Esq., Chief Executive Officer

Attached is the report of significant events for the period through January 30, 2020 as well as forward-looking, noteworthy items. If you have any questions regarding this report, please let me know.



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ADMINISTRATION BUILDING
SUITE 200
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SITE: www.flyalbany.com

CHIEF EXECUTIVE OFFICER'S REPORT

January 30, 2020

- Meeting with Southern Airways Express (Mark Cestari, Chief Commercial Officer).
Purpose of meeting: To discuss air service to Buffalo and other possible destinations.
- Meeting with David Dague (Executive Vice President, InterVISTAS).
Purpose of meeting: To discuss upcoming meetings with airlines, and positioning Albany International for additional air service development.
- Continued progress on Terminal, Garage and Gateway construction.
- Continued progress on Information Technology and Cyber Security (CyberWa).
- Meeting with New York State Writers Institute (Paul Grondahl, Executive Director).
- Airport Arts Program (Kathy Greenwood).

AGENDA ITEM NO. 4

Interesting Correspondence

NEW YORK STATE DEPARTMENT OF ENVIRONMENTAL CONSERVATION

Division of Environmental Remediation, Region 4
1130 North Westcott Road, Schenectady, NY 12306-2014
P: (518) 357-2045 | F: (518) 357-2460
www.dec.ny.gov

Interesting Correspondence



January 23, 2020

Stephen Iachetta, Airport Planner
Albany County Airport Authority
Albany International Airport
Admin Bldg. 2nd Fl Suite 200
Albany, NY 12211-1057

**Re: Major Oil Storage Facility (MOSF)
Inspection - 6 NYCRR Part 613
MOSF# 4-3420, Inspection# 75685
Albany International Airport
Albany-Shaker Road
Albany, NY 12211-1057**

Dear Mr. Iachetta:

On January 21, 2020, the New York State Department of Environmental Conservation (DEC) inspected the facility identified above to determine compliance with New York State's MOSF License Conditions and related Petroleum Bulk Storage (PBS) regulations (6 NYCRR Part 613). Based upon a review of the records provided and an inspection of the accessible portions of the tank system(s), no violations were observed at the time of the inspection. We appreciate your cooperation during the inspection and your efforts in maintaining compliance to prevent releases of petroleum to the environment.

To assist you in keeping your facility in compliance, DEC provides several resources on our website including:

- * the PBS regulations (6 NYCRR Part 613) at http://www.dec.ny.gov/docs/remediation_hudson_pdf/part613text.pdf;
- * additional program guidance at <http://www.dec.ny.gov/chemical/287.html>

Note that the inspection may not have disclosed all violations that may exist at the facility. It is the responsibility of the facility owner, tank owner(s), and operator(s) to ensure that the entire facility is maintained in compliance with applicable requirements at all times. If you have any questions or need additional information, please contact me at the address given above.

Sincerely,

Michael Rice
NYSDEC, Region 4

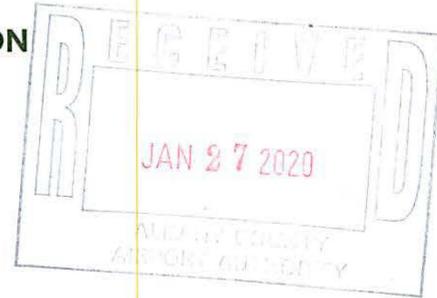
cc: Andrew Fleck



Department of
Environmental
Conservation

NEW YORK STATE DEPARTMENT OF ENVIRONMENTAL CONSERVATION

Division of Environmental Remediation, Region 4
1130 North Westcott Road, Schenectady, NY 12306-2014
P: (518) 357-2045 | F: (518) 357-2460
www.dec.ny.gov



January 23, 2020

Steve Iachetta
Albany County Airport Authority
Admin. Bldg. Albany International Airport
Albany, NY 12211-1057

**Re: Chemical Bulk Storage (CBS) Program Site
Inspection - 6 NYCRR Part 596-599.
CBS# 4-000227, Inspection# 75686
Albany International Airport
Propylene Glycol Treatment Facility
Albany, NY 12211-1057**

Dear Mr. Iachetta:

On January 21, 2020, the New York State Department of Environmental Conservation (DEC) inspected the facility identified above to determine compliance with DEC's CBS regulations (6 NYCRR Part 596-599). Based upon a review of the records provided and an inspection of the accessible portions of the tank system(s), no violations were observed at the time of the inspection. We appreciate your cooperation during the inspection and your efforts in maintaining compliance to prevent releases of petroleum to the environment.

To assist you in keeping your facility in compliance, DEC provides several resources on our website including:

- * the CBS regulations (6 NYCRR Part 596-599) at
http://www.dec.ny.gov/docs/remediation_hudson_pdf/part596text.pdf,
http://www.dec.ny.gov/docs/remediation_hudson_pdf/part597text.pdf,
http://www.dec.ny.gov/docs/remediation_hudson_pdf/part598text.pdf, and
http://www.dec.ny.gov/docs/remediation_hudson_pdf/part599text.pdf
- * the CBS inspection form at
http://www.dec.ny.gov/docs/remediation_hudson_pdf/cbschecklist.pdf; and
- * additional program guidance at <http://www.dec.ny.gov/chemical/287.html>

Note that the inspection may not have disclosed all violations that may exist at the facility. It is the responsibility of the facility owner, tank owner(s), and operator(s) to ensure that the entire facility is maintained in compliance with applicable requirements at all times. If you have any questions or need additional information, please contact me at the address given above.

Sincerely,

Michael Rice
NYSDEC, Region 4

ec: Andrew Fleck



Department of
Environmental
Conservation

AGENDA ITEM NO. 5

Financials

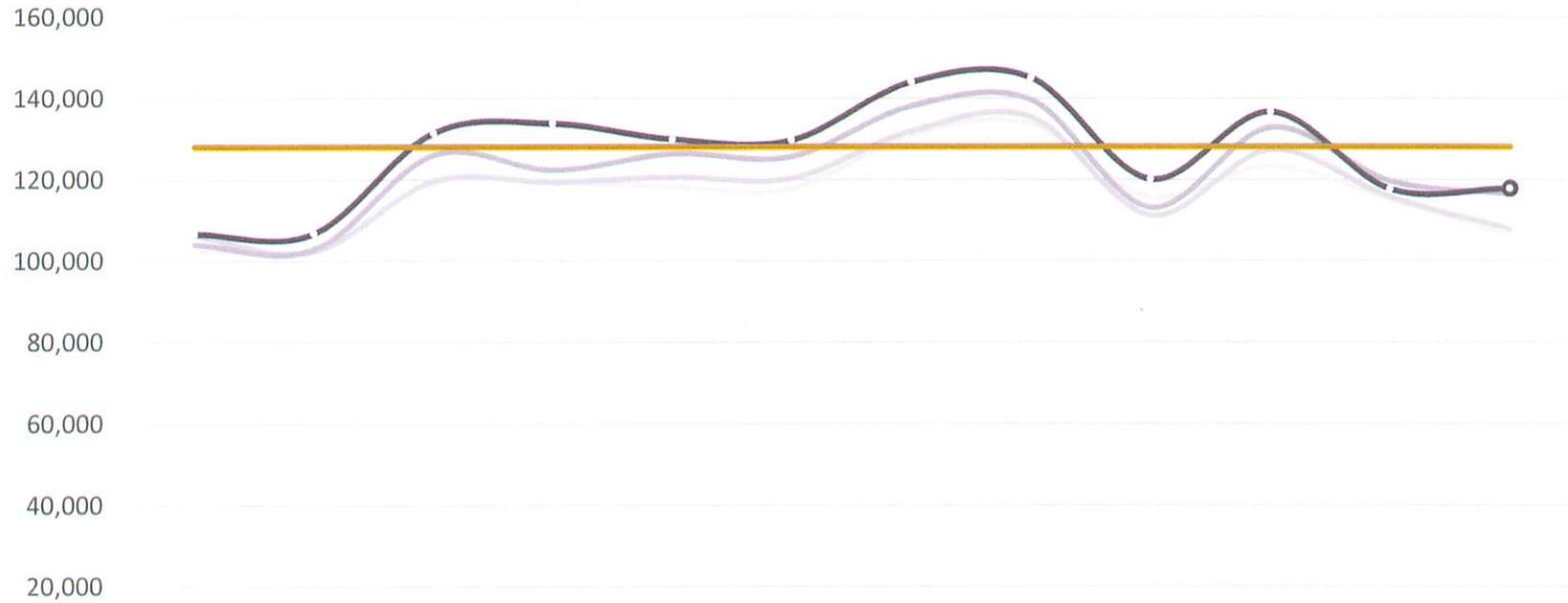
Monthly Report

As of December 31, 2019



Monthly Enplanements

Dec 2019

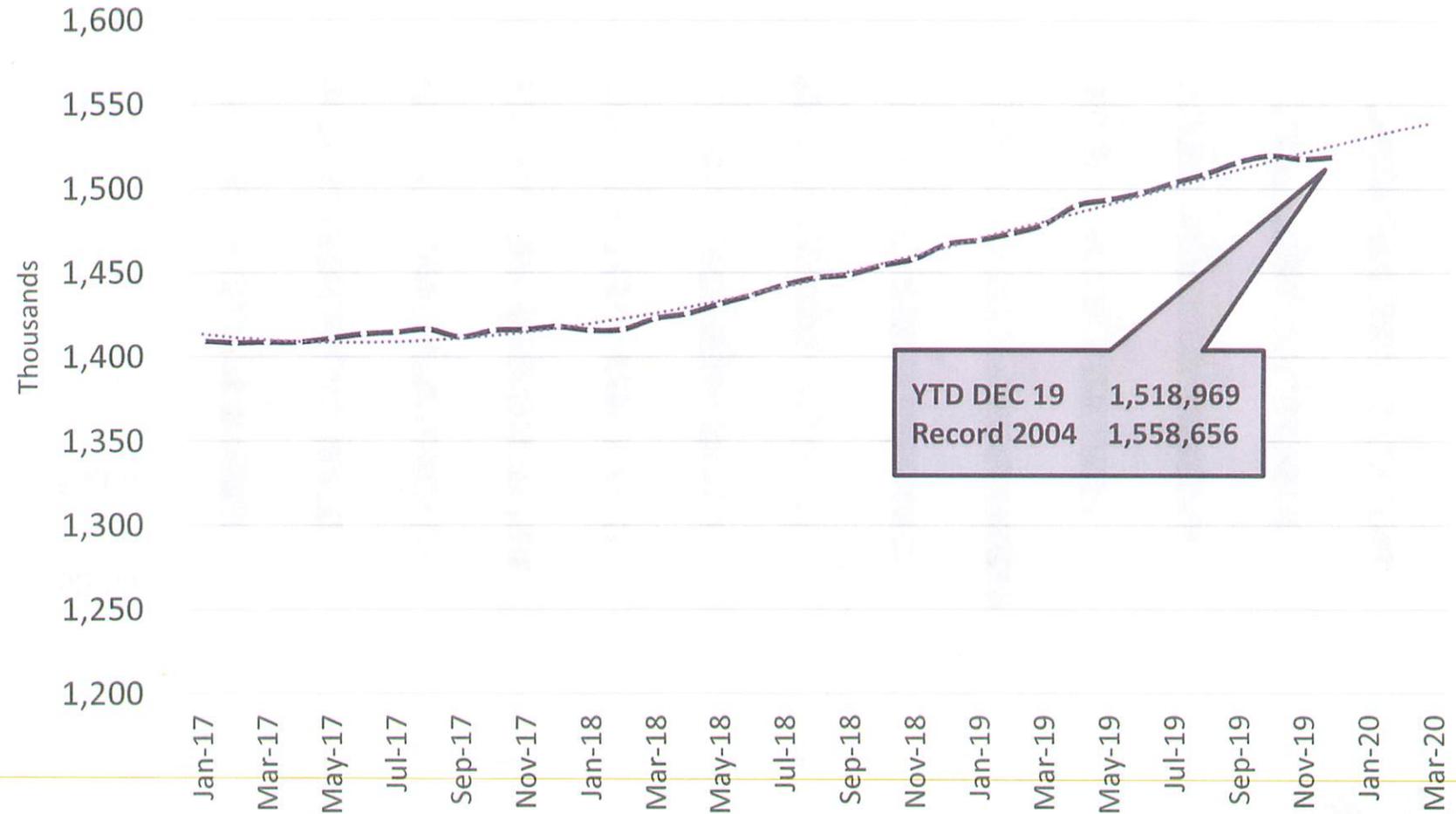


	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2016	102,325	103,214	119,403	119,362	118,293	117,743	130,930	133,612	115,752	123,374	115,220	106,206
2017	106,168	102,255	119,677	119,423	120,665	120,316	131,916	135,306	111,208	127,281	115,758	107,862
2018	104,011	102,852	126,052	122,342	126,345	125,618	137,983	139,520	113,139	132,723	119,639	116,482
2019	106,622	106,760	131,398	133,722	129,868	129,585	143,957	144,967	120,058	136,558	117,662	117,812
Budget	128,041	128,041	128,041	128,041	128,041	128,041	128,041	128,041	128,041	128,041	128,041	128,041



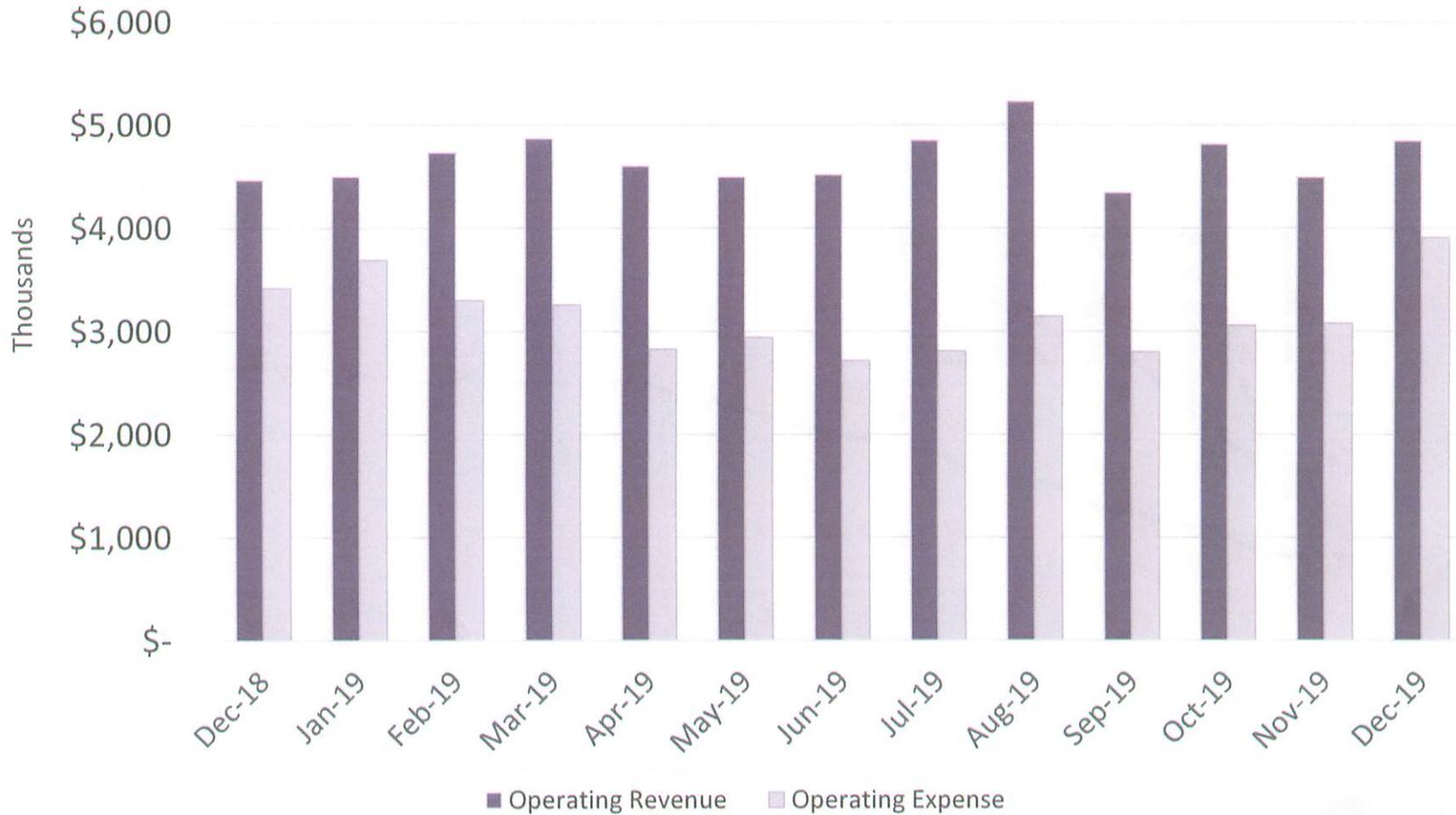
Enplanements - Twelve Month Running Total

Dec 19



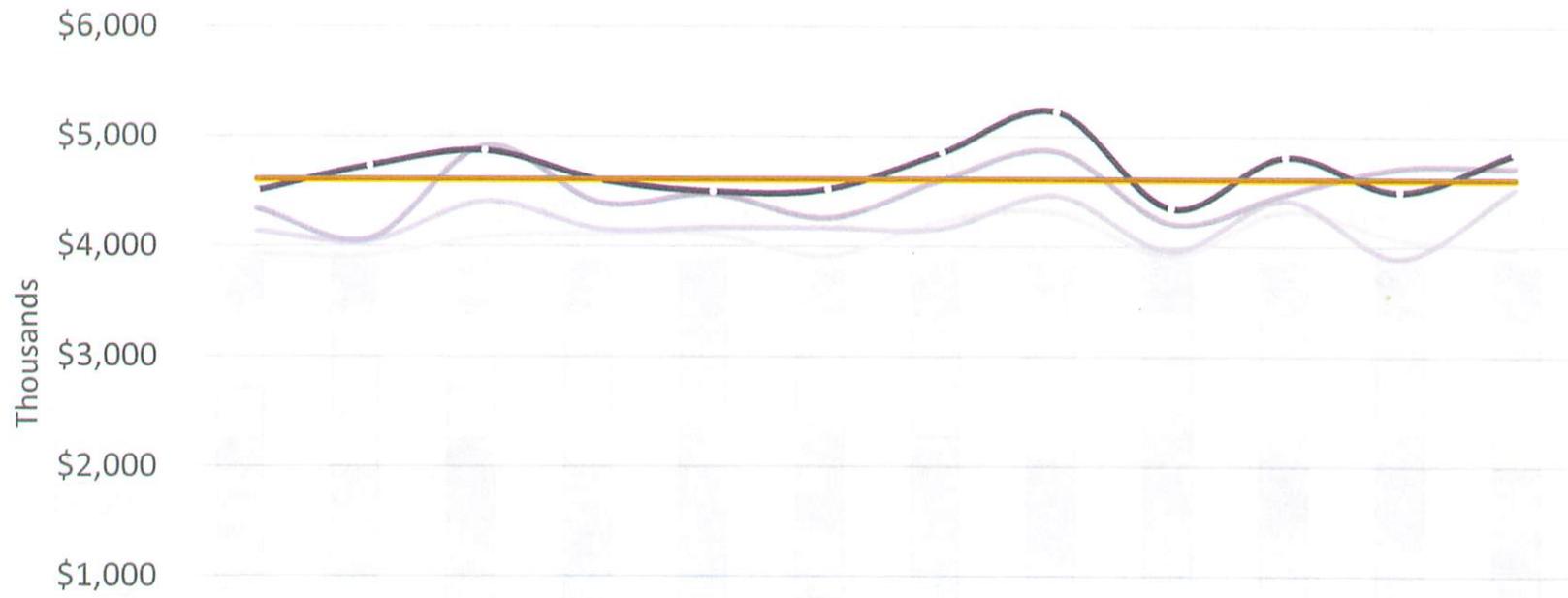
Operating Revenue vs Operating Expense

Dec 2019



Operating Revenue

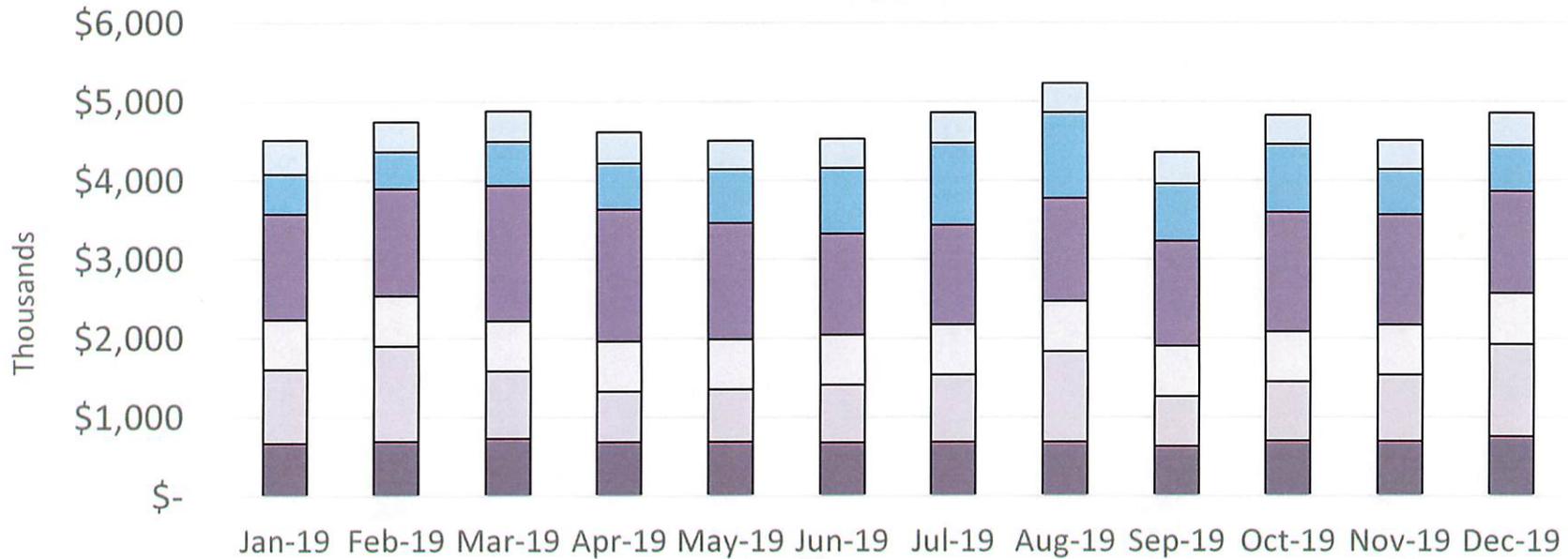
Dec 2019



\$-	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2016	3,928,860	3,917,499	4,087,012	4,109,382	4,106,818	3,910,886	4,231,228	4,307,318	3,914,972	4,319,343	4,064,148	3,978,554
2017	4,135,262	4,046,736	4,407,251	4,154,501	4,167,155	4,164,833	4,159,376	4,462,139	3,960,352	4,418,382	3,892,433	4,521,852
2018	4,341,336	4,067,370	4,912,273	4,395,345	4,473,235	4,256,906	4,604,285	4,863,261	4,206,101	4,477,987	4,712,918	4,712,918
2019	4,502,220	4,732,146	4,868,289	4,603,032	4,496,366	4,518,483	4,850,750	5,223,544	4,345,347	4,811,613	4,494,835	4,843,995
Budget	4,609,079	4,609,079	4,609,079	4,609,079	4,609,079	4,609,079	4,609,079	4,609,079	4,609,079	4,609,079	4,609,079	4,609,079

Operating Revenue

Dec 2019

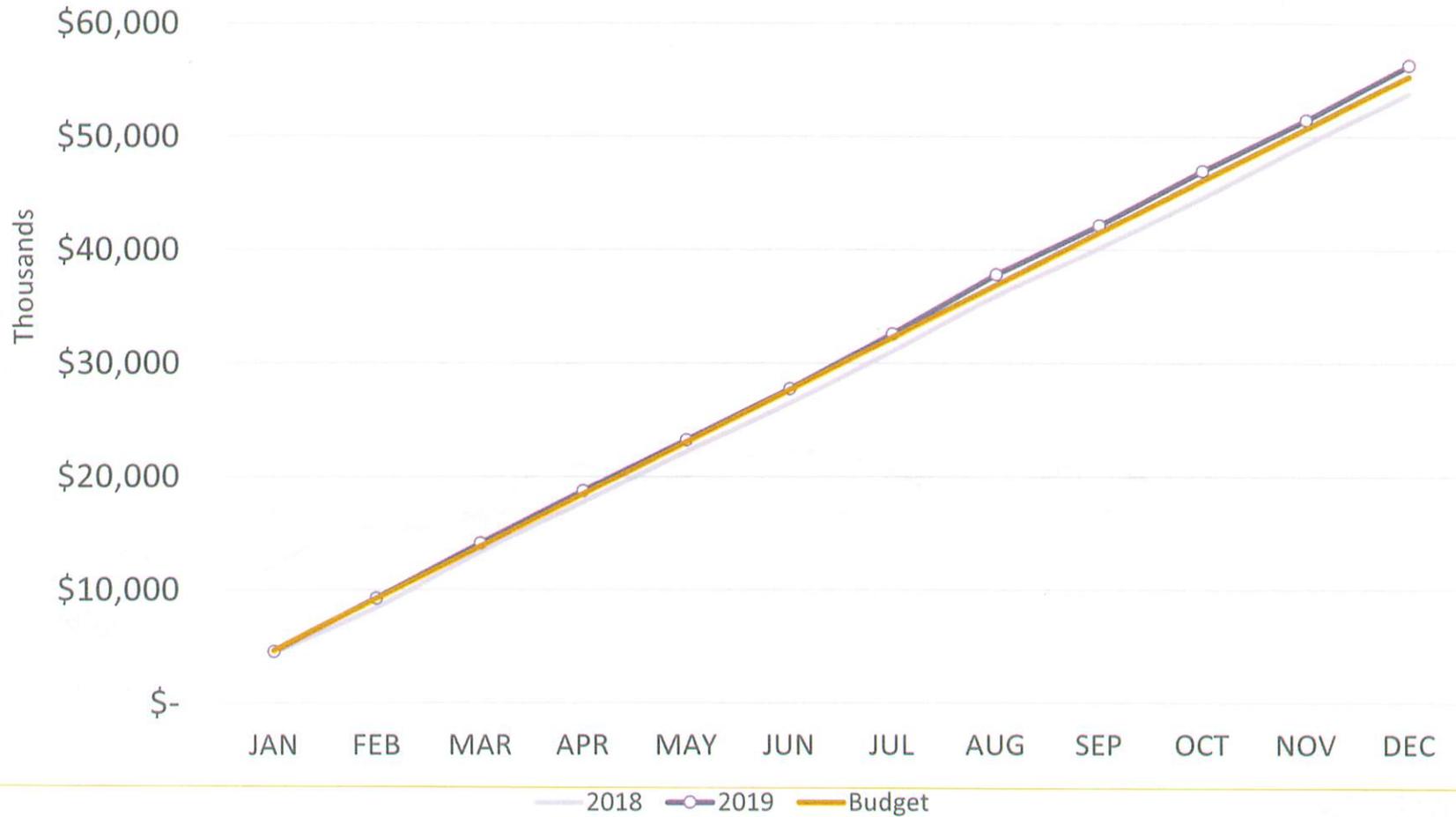


	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19
Other	431,022	375,774	384,887	394,631	365,431	371,940	385,831	372,369	398,274	365,945	367,161	413,705
Concessions	503,357	471,688	556,743	584,649	676,196	834,132	1,040,894	1,087,515	729,895	859,568	573,748	578,564
Ground Transportation	1,342,892	1,354,837	1,715,250	1,669,381	1,473,842	1,274,094	1,258,005	1,303,049	1,322,877	1,512,554	1,390,685	1,289,440
Terminal	632,759	636,817	638,233	636,963	638,045	638,575	637,284	637,301	641,302	636,237	637,308	648,082
FBO	930,877	1,207,500	852,991	642,494	664,296	729,805	852,230	1,148,274	634,829	751,308	841,822	1,170,465
Airfield	661,313	685,527	720,183	674,912	678,556	669,937	676,507	675,037	618,170	686,000	684,111	743,739

Airfield
 FBO
 Terminal
 Ground Transportation
 Concessions
 Other

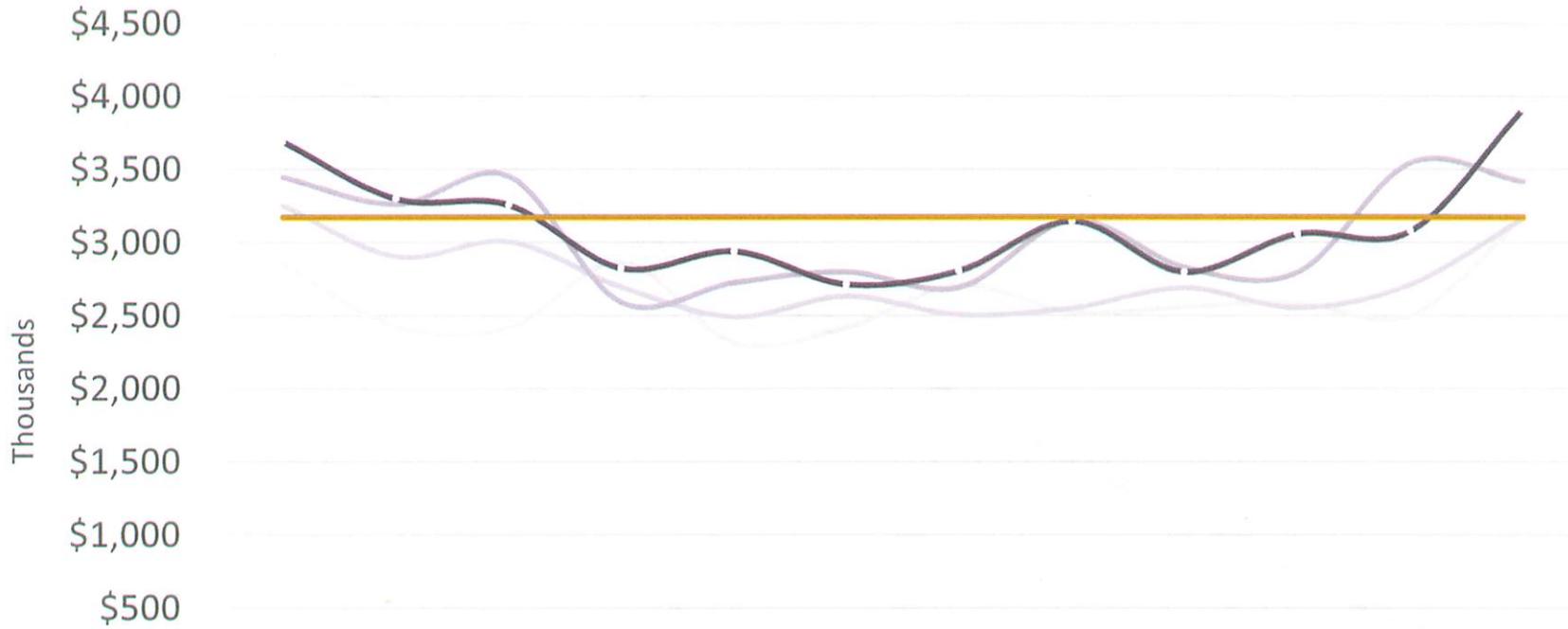
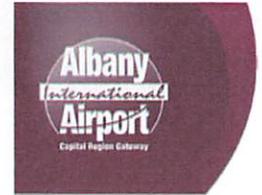
Operating Revenue - YTD

Dec 2019



Operating Expense

Dec 2019

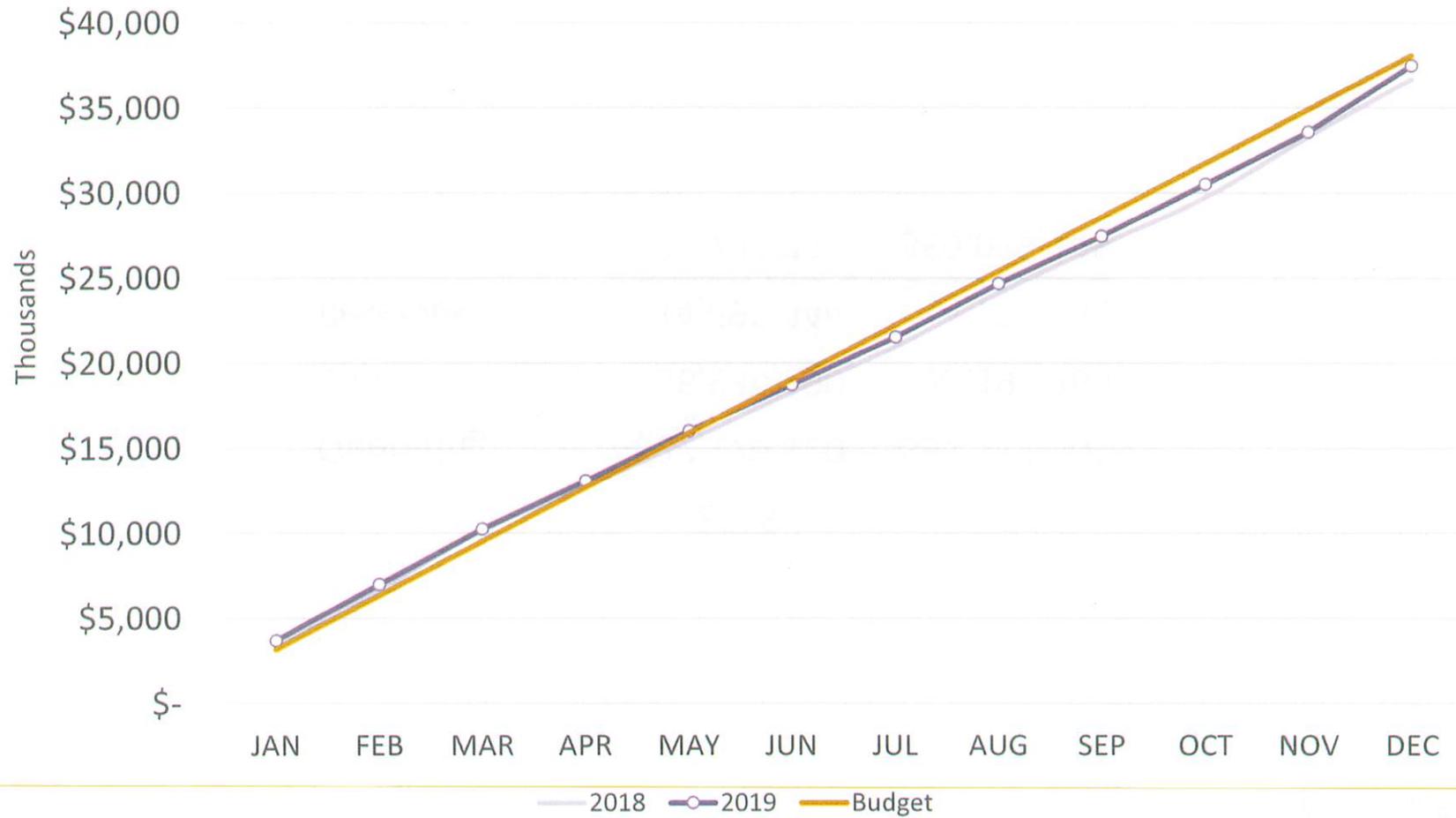


	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2016	2,852,717	2,427,095	2,418,031	2,866,213	2,318,096	2,417,098	2,708,221	2,524,316	2,557,925	2,587,711	2,499,105	3,168,810
2017	3,251,894	2,903,201	3,004,037	2,694,039	2,491,006	2,631,640	2,505,195	2,550,098	2,688,234	2,552,571	2,712,782	3,163,109
2018	3,445,227	3,260,564	3,451,165	2,590,563	2,724,077	2,796,448	2,690,407	3,150,598	2,828,280	2,794,640	3,542,749	3,416,310
2019	3,687,922	3,297,104	3,254,095	2,821,328	2,935,808	2,710,040	2,801,912	3,141,724	2,794,858	3,054,094	3,074,811	3,906,218
Budget	3,172,139	3,172,139	3,172,139	3,172,139	3,172,139	3,172,139	3,172,139	3,172,139	3,172,139	3,172,139	3,172,139	3,172,139



Operating Expense - YTD

Dec 2019





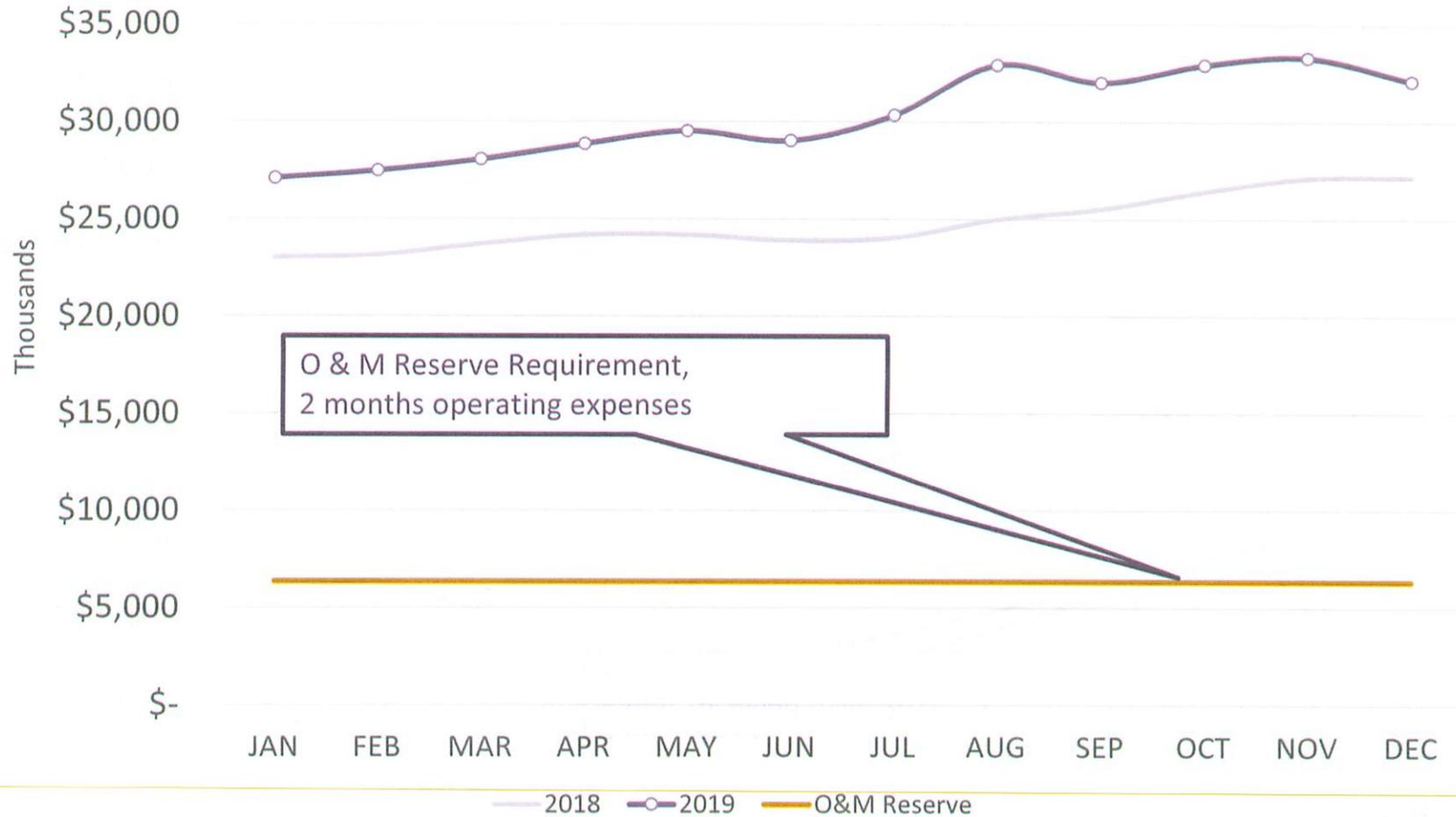
Cash and Cash Equivalents

As of Dec 31, 2019

	2018	2019
Operating	\$27,170,120	\$32,111,503
Capital	36,934,190	22,199,260
Reserves	14,695,444	14,722,382
	\$78,799,754	\$69,033,145

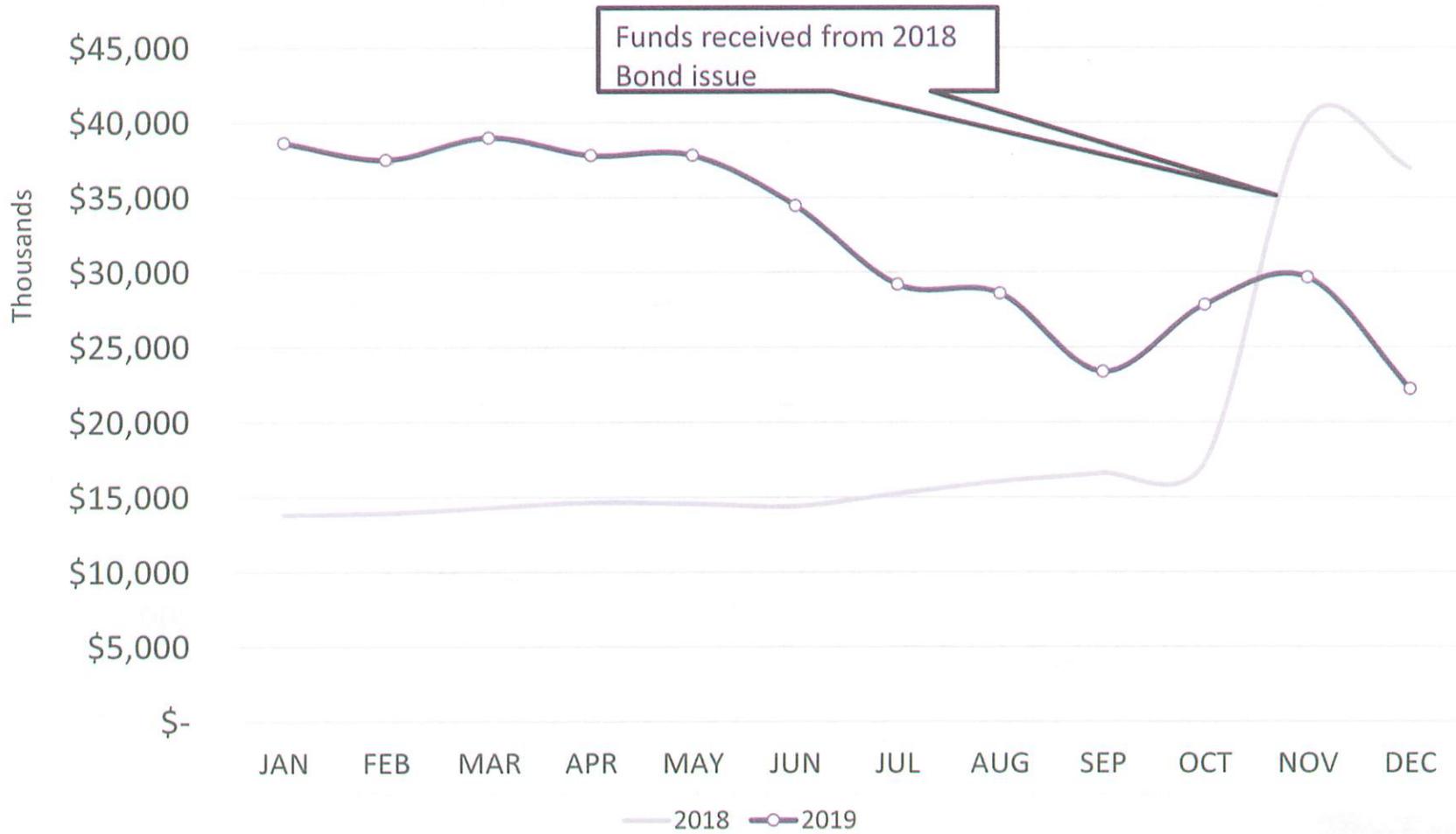
Cash and Cash Equivalents - Operating

Dec 2019

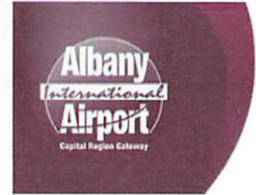


Cash and Cash Equivalents - Capital

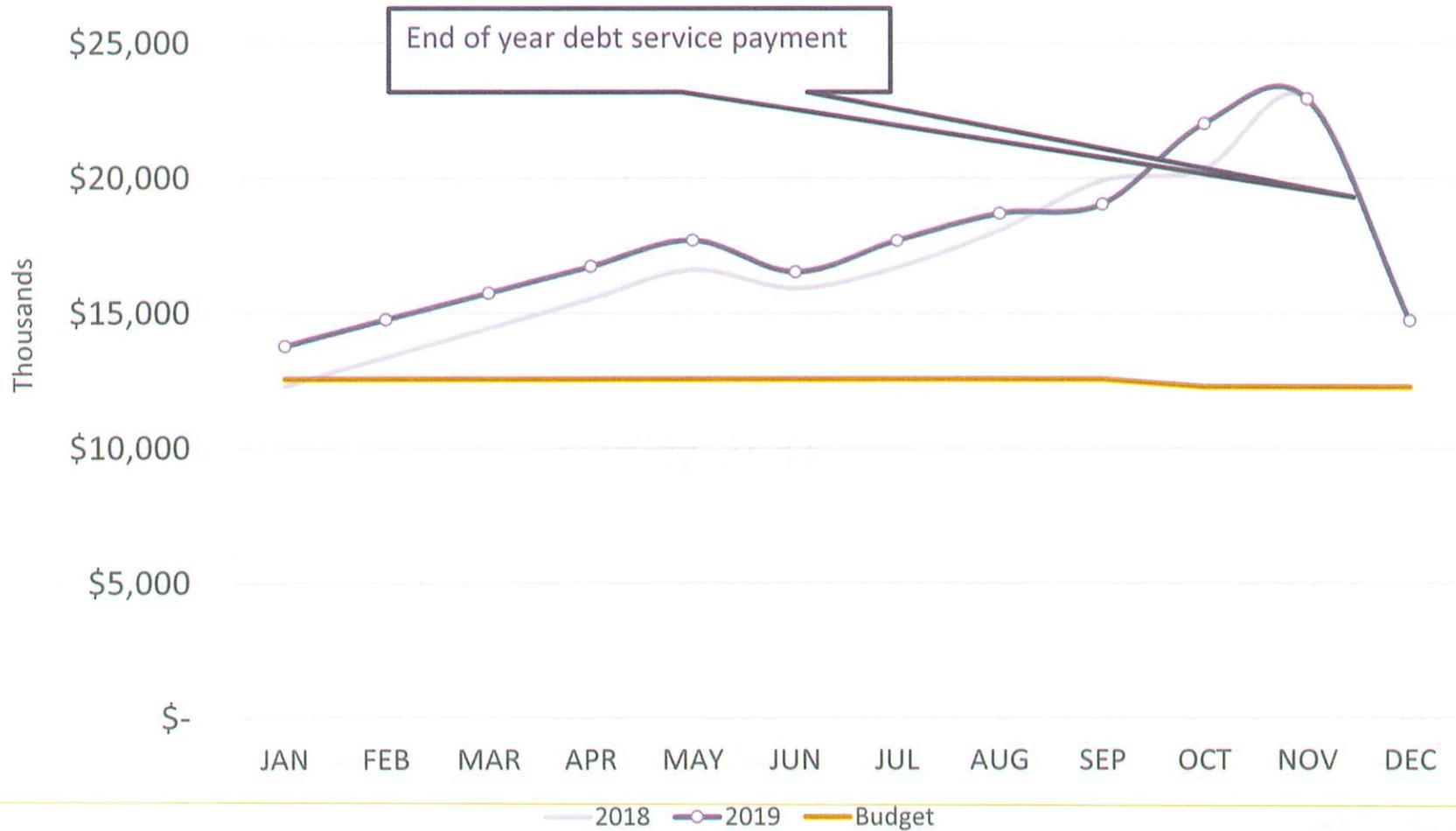
Dec 2019



Cash and Cash Equivalents— Reserves & Debt Service



Dec 2019



Monthly Report



THANK YOU

AGENDA ITEM NO. 5.1

FINANCIAL PERFORMANCE



**STATISTICAL
&
FINANCIAL
PERFORMANCE**

December 2019

***** UNAUDITED - FOR INTERNAL REVIEW*****



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Statistical Highlights.....	5
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Airport Revenues.....	22
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Authority Operations	57



ALBANY COUNTY AIRPORT AUTHORITY
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 SUITE 200
 ALBANY, NEW YORK 12211-1057

TEL: 518-242-2222
 ADMIN FAX: 518-242-2641
 FINANCE FAX: 518-242-2640
 SITE: www.albanyairport.com

TO: ACAA Members

FROM: Michael F. Zonsius, CFO

RE: December 2019 Financial Performance

INTRODUCTION

The attached report includes the Airport’s December 2019 statistical highlights, financial information, and operating information. This financial information is presented for the purposes of comparing budget to actual results and for indicating generally how revenues and expenses have compared to budgeted revenues and expenses through December 2019. The financial information presented herewith is prepared on the Albany County Airport Authority’s budgetary basis of accounting. The information provided in this report does not include a forecast of the effects of the final settlement based upon the calculation provided for in the Airport Use and Lease Agreement, which expires December 31, 2020, or make any provision for accrual of funds owed to or from the Signatory Airlines. *This report includes preliminary operating and performance statistics and financial forecasts based upon the budgetary basis of accounting estimates that involve uncertainties that could result in actual financial results differing materially from preliminary estimates.* This report is divided into the following sections: Statistical Highlights, Financial Statements, Airport Revenues, AFCO/AvPorts Airport Operations, Million Air FBO Operations and Authority Operations.

	Current Year Versus		
	2019 YTD Budget	2018 December	2018 YTD
Enplanements	1.3%	1.1%	3.6%
Operations (Take Offs/Landings)	-4.4%	-9.9%	-4.4%
Landed Weight	-0.2%	-3.2%	3.2%
Cargo, Mail & Express (Tons)	6.5%	39.4%	5.9%

December 2019 seat capacity was 1.4% less than December 2018 and the monthly load factor was 83% for December 2019 and 81% for December 2018.

ENPLANEMENT SHARE

A summary of YTD 2019 and 2018 market share by airline is as follows:

	2019			2018		
	Major Carriers	Express Carriers	Totals	Major Carriers	Express Carriers	Totals
Allegiant Air	5.1%		5.1%	0.2%		0.2%
American	6.4%	14.2%	20.6%	7.5%	13.3%	20.8%
Boutique Air	0.0%		0.0%	0.1%		0.1%
Cape Air	0.2%		0.2%	0.8%		0.8%
Delta	11.3%	5.2%	16.5%	11.2%	4.3%	15.5%
Elite Airways	0.0%		0.0%	0.1%		0.1%
Frontier	4.0%		4.0%	0.8%		0.8%
Jet Blue	6.1%		6.1%	6.1%		6.1%
Southwest	32.1%		32.1%	38.6%		38.6%
OneJet	0.0%		0.0%	0.3%		0.3%
United	6.9%	8.3%	15.2%	6.3%	10.3%	16.6%
Charters	0.2%		0.2%	0.1%		0.1%
Totals	72.3%	27.7%	100.0%	72.1%	27.9%	100.0%

FINANCIAL INFORMATION

The summary of Revenues, Expenses and Net Results shows YTD 2019 results compared to the 2019 budgeted amounts and 2018 actual amounts. The summary shows the YTD net operating results for 2019 are more than the amount budgeted by \$2,559,739. These YTD results do not reflect the adjustments for year-end settlement or reflect other year-end adjustments for 2019 which effect the revenue sharing with the airlines.

	2019 YTD Budget	2019 YTD Actual	2018 YTD Actual	2019 YTD vs 2018 YTD
Airport revenues	\$ 45,843,078	\$ 48,044,993	\$ 42,528,280	5,516,713
FBO revenues less cost of sales	2,589,053	3,089,864	2,824,859	265,005
Total operating expenses	(32,139,349)	(32,086,465)	(31,214,797)	(871,668)
Operating results	16,292,782	19,048,392	14,138,342	4,910,050
Other revenue and expenses, net	(6,453,809)	(6,649,680)	(6,688,039)	38,359
Net results	\$ 9,838,973	\$ 12,398,712	\$ 7,450,303	
Net variances: (2019 Actual to Budget)		\$ 2,559,739		
(2019 Actual to 2018 Actual)				\$ 4,948,409

Under the revenue sharing formula, the net revenues or deficiency at year-end are split fifty (50) percent to the signatory airlines and fifty (50) percent to the Authority, subject to certain limitations which require the airlines to ensure the Authority's net revenues are not less than 125 percent of its annual debt service requirement.

The summary information above does not reflect the effect of allocating all budget variances in accordance with the Airport Use and Lease Agreement or the potential assessment of charges to meet debt service coverage requirements, and accordingly, does not reflect the amount of an accumulated potential year-end settlement with the signatory airlines.

AIRLINE RATES AND CHARGES

Airline Rates and Charges shown for 2019 are based on the adopted budget and are calculated using the formulas incorporated into the Airline Use and Lease Agreement. Final 2019 rates will be calculated in the final settlement and revenue sharing report. The signatory airlines will be billed or credited for their share of any final variance and the Authority will fund its share of any negative variance from its reserves.

AIRPORT REVENUES

AIRPORT REVENUES for YTD 2019 are \$48,044,993 and are \$2,201,915 more than the \$45,843,078 budget to date.

PUBLIC PARKING REVENUES for YTD 2019 total \$16,262,184 compared to \$15,248,081 in YTD 2018, a 6.6% increase and are \$968,852 more than budget. Parking revenue per passenger increased from \$10.40 in YTD 2018 to \$10.70 in YTD 2019.

RENTAL CAR REVENUES for YTD 2019 total \$5,396,550 compared to \$5,561,921 in YTD 2018, and are \$218,572 more than budget. Rental car revenue per passenger decreased to \$3.55 in YTD 2019 from \$3.79 in YTD 2018.

FOOD AND BEVERAGE REVENUES for YTD 2019 total \$1,214,919 compared to \$902,530 in YTD 2018 and are \$214,107 more than budget. Concessionaire sales' per enplaned passenger were \$6.37 in YTD 2019 compared to \$5.83 in YTD 2018. Authority revenue per passenger was \$0.80 in YTD 2019, which is an increase from \$0.62 in YTD 2018.

RETAIL REVENUES for YTD 2019 total \$933,339 compared to \$844,970 in YTD 2018, and are \$45,713 more than budgeted. Concessionaire sales' for YTD 2019 per enplanement were \$2.92 in YTD 2019 compared to \$2.74 in YTD 2018. Authority revenue per passenger was \$0.61 in YTD 2019 compared to \$0.58 in YTD 2018.

COMBINED MANAGEMENT OPERATING EXPENSES

The airports three operating centers have combined operating expense results as follows:

	2019 YTD Budget	2019 YTD Actual	Budget Variance	2018 YTD Actual	Prior Year Variance
AvPorts	\$ 24,011,186	\$ 23,991,914	\$ 19,272	\$ 23,196,518	\$ (795,396)
Million Air	3,265,773	3,291,994	(26,221)	3,175,165	(116,829)
Authority	4,862,390	4,802,557	59,833	4,843,214	40,657
Total	<u>\$ 32,139,349</u>	<u>\$ 32,086,465</u>	<u>\$ 52,884</u>	<u>\$ 31,214,897</u>	<u>\$ (871,568)</u>
Variance			0.2%		-2.8%

OTHER REVENUES AND EXPENSES

Other revenues and expenses when netted together for YTD 2019 are \$195,871 less than budgeted.

AFCO/AVPORTS AIRPORT OPERATIONS

Operating expenses for AFco/AvPorts in YTD 2019 are \$19,272 (0.08%) under budget based upon a combination of variances and timing differences.

MILLION AIR FBO OPERATIONS

The commercial and retail YTD revenues and cost of sales results are as follows:

	2019 YTD Budget	2019 YTD Actual	2019 Variance	2018 YTD Actual	Prior Year Variance
Revenues	\$ 10,246,372	\$ 10,426,892	\$ 180,520	\$ 10,427,352	\$ (460)
Cost of Sales	(5,494,245)	(5,158,126)	336,119	(5,476,228)	318,102
Net results before O & M Expenses	\$ 4,752,127	\$ 5,268,766	\$ 516,639	\$ 4,951,124	\$ 317,642
FUEL SALES (gallons)					
Jet A	1,199,698	1,217,080	17,382	1,158,694	58,386
AvGas - Retail	52,953	65,993	13,040	51,534	14,459
AvGas - Commercial	63,680	35,780	(27,900)	95,909	(60,129)
DEICING SALES (gallons)					
Sprayed	59,500	99,455	39,955	91,758	7,697
Consortium	97,000	87,349	(9,651)	109,710	(22,361)
FUEL NET REVENUES					
Jet A	\$ 2,049,396	\$ 2,072,886	\$ 23,490	\$ 1,976,833	\$ 96,053
AvGas - Retail	\$ 62,191	\$ 66,044	\$ 3,853	\$ 57,215	\$ 8,829
AvGas - Commercial	\$ 23,562	\$ 15,208	\$ (8,354)	\$ 35,971	\$ (20,763)
DEICING NET REVENUE					
Sprayed	\$ 345,747	\$ 800,779	\$ 455,032	\$ 688,670	\$ 112,109
Consortium	\$ -	\$ (21,782)	\$ (21,782)	\$ (66,883)	\$ 45,101

YTD Net Results before YTD Operating and Maintenance expenses were \$516,639 more than budgeted and \$317,642 more than YTD 2018. Revenue from sprayed deicing services was the most significant variance from the budget amounts.

Operating expenses, not including the cost of retail sales, for YTD 2019 are \$26,221 less than budgeted. A detail account listing of expenses is included for all Million Air cost centers.

AUTHORITY OPERATIONS

YTD operating expenses in 2019 were \$59,833 less than budgeted mainly because of timing differences between budgeted and actual expenses. Departure's net operating results are (\$31,421) for YTD 2019 compared to (\$13,094) for YTD 2018.

A detail account listing of expenses is included for the Authority.

**** UNAUDITED - FOR INTERNAL REVIEW ****



Statistical Highlights

Albany International Airport December Highlights

ACTIVITIES:		2019	2019	Percentage	2018	Percentage
		ACTUAL	BUDGET	Actual vs. Budget	Actual	Actual 2019 VS. 2018
<i>Enplanements</i>	Current Month	117,812	119,126	-1.1%	116,482	1.1%
	Year - to - Date	1,518,969	1,500,000	1.3%	1,466,706	3.6%
<i>Aircraft Operations</i>	Current Month	4,341	4,818	-9.9%	4,819	-9.9%
	Year - to - Date	60,748	63,545	-4.4%	63,541	-4.4%
<i>Landed Weight (#)</i>	Current Month	127,001,388	135,604,558	-6.3%	131,167,667	-3.2%
	Year - to - Date	1,667,798,688	1,671,063,000	-0.2%	1,616,386,929	3.2%
<i>Cargo, Mail & Express (Tons)</i>	Current Month	2,470	1,782	38.6%	1,771	39.4%
	Year - to - Date	20,009	18,796	6.5%	18,896	5.9%
<i>FBO Jet A (Gallons)</i>	Current Month	96,319	85,081	13.2%	75,434	27.7%
	Year - to - Date	1,217,080	1,199,698	1.4%	1,158,694	5.0%
<i>FBO AvGas (Gallons)</i>	Current Month	3,162	3,044	3.9%	3,369	-6.1%
	Year - to - Date	65,993	52,953	24.6%	51,534	28.1%
<i>AvGas Commercial (gallons)</i>	Current Month	300	5,548	-94.6%	8,356	-96.4%
	Year - to - Date	35,780	63,680	-43.8%	95,909	-62.7%
<i>FBO Into-Plane (Gallons)</i>	Current Month	1,696,823	1,724,682	-1.6%	1,760,104	-3.6%
	Year - to - Date	22,022,122	20,590,563	7.0%	21,013,458	4.8%
<i>FBO Deicing (Gallons)</i>	Current Month	50,309	34,246	0.0%	19,946	0.0%
	Year - to - Date	186,804	141,866	31.7%	201,468	-7.3%

REVENUES:

<i>Landing Fees</i>	Current Month	\$515,698	\$523,728	-1.5%	\$505,405	2.0%
	Year - to - Date	\$6,496,696	\$6,476,719	0.3%	\$6,246,425	4.0%
<i>Terminal</i>	Current Month	\$572,384	\$538,545	6.3%	\$550,272	4.0%
	Year - to - Date	\$6,877,265	\$6,462,546	6.4%	\$6,419,917	7.1%
<i>Parking</i>	Current Month	\$1,240,402	\$1,116,198	11.1%	\$1,118,544	10.9%
	Year - to - Date	\$16,252,184	\$15,283,333	6.3%	\$15,248,081	6.6%
<i>Rental Cars</i>	Current Month	\$352,195	\$459,032	-23.3%	\$652,180	-46.0%
	Year - to - Date	\$5,396,550	\$5,177,978	4.2%	\$5,561,921	-3.0%
<i>Food & Beverage</i>	Current Month	\$102,413	\$82,176	24.6%	\$89,705	14.2%
	Year - to - Date	\$1,214,919	\$1,000,812	21.4%	\$902,530	34.6%
<i>Retail</i>	Current Month	\$61,147	\$61,111	0.1%	\$58,174	5.1%
	Year - to - Date	\$933,339	\$887,626	5.2%	\$844,970	10.5%
<i>Departure</i>	Current Month	\$0	\$16,439	-100.0%	\$27,917	-100.0%
	Year - to - Date	\$191,483	\$256,092	-25.2%	\$242,117	-20.9%
<i>FBO Jet A , Net</i>	Current Month	\$158,651	\$145,341	9.2%	\$126,192	25.7%
	Year - to - Date	\$2,072,886	\$2,049,396	1.1%	\$1,976,833	4.9%
<i>FBO AvGas, Net</i>	Current Month	\$2,176	\$3,576	-39.1%	\$554	292.8%
	Year - to - Date	\$66,044	\$62,191	6.2%	\$57,215	15.4%
<i>AvGas Commercial, Net</i>	Current Month	\$138	\$2,053	-93.3%	\$2,008	-93.1%
	Year - to - Date	\$15,208	\$23,562	-35.5%	\$35,971	-57.7%
<i>FBO Into-Plane</i>	Current Month	\$54,730	\$55,824	-2.0%	\$55,235	-0.9%
	Year - to - Date	\$690,015	\$666,474	3.5%	\$673,620	2.4%
<i>FBO Deicing, Net</i>	Current Month	\$219,881	\$85,556	0.0%	\$85,365	0.0%
	Year - to - Date	\$778,997	\$345,747	125.3%	\$621,787	25.3%

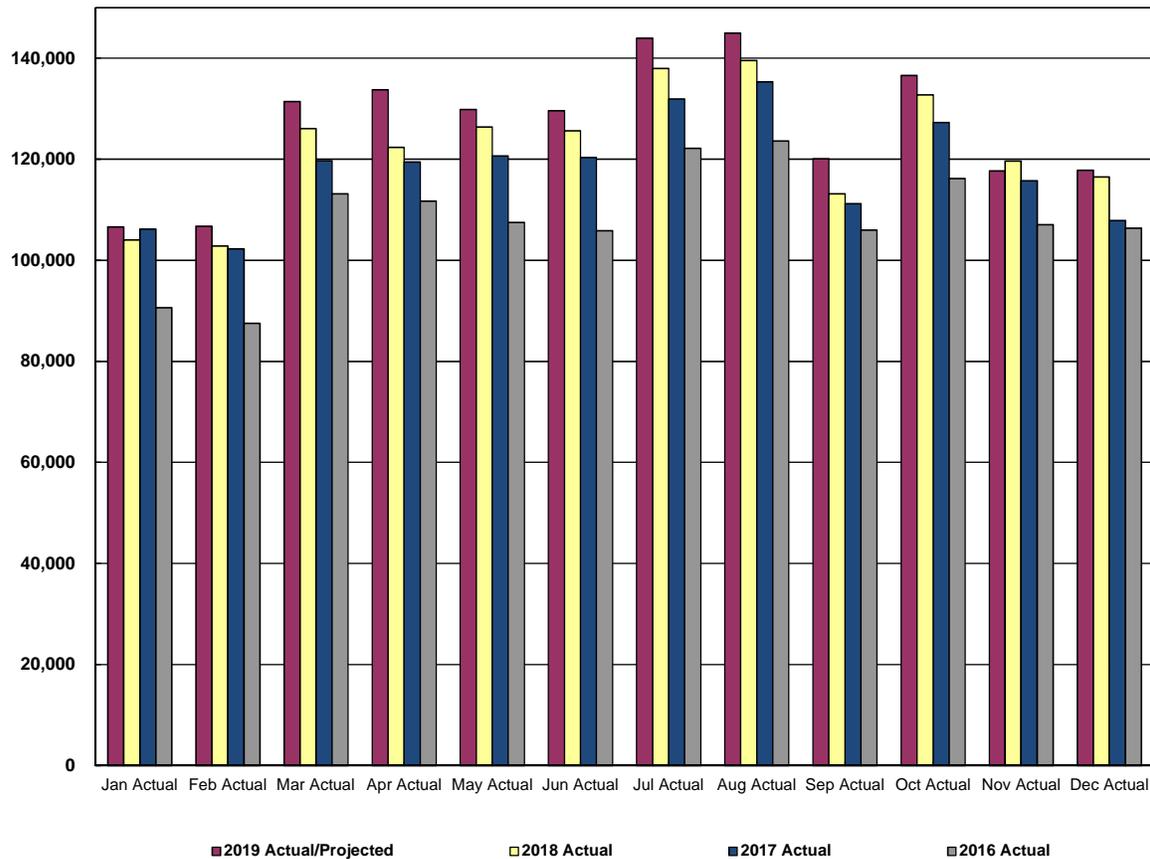
Albany International Airport December Highlights

	2019 YTD	2018	2017	2016	2015
REVENUE PER ENPLANEMENT:	PRELIMINARY	AUDITED	AUDITED	AUDITED	AUDITED
Parking	\$10.70	\$10.40	\$10.57	\$10.57	\$9.87
Rental Car	\$3.55	\$3.79	\$3.83	\$3.59	\$3.89
Food & Beverage	\$0.80	\$0.62	\$0.57	\$0.56	\$0.51
Retail	\$0.61	\$0.58	\$0.57	\$0.56	\$0.54
Departure	\$0.13	\$0.17	\$0.20	\$0.17	\$0.19

Annual Rates and Charges Summary

	2019	2018	2017	2016	2015
AIRLINE RATES & CHARGES:	BUDGET	AUDITED	AUDITED	AUDITED	AUDITED
Landing Fees Per 1,000 lbs. MGLW:					
Signatory	\$3.35	\$2.92	\$3.12	\$2.73	\$3.27
Non-Signatory	\$4.19	\$4.16	\$3.91	\$4.04	\$4.04
Apron Fees Per Square Foot:	\$1.48	\$1.31	\$1.33	\$1.19	\$1.52
Terminal Rental Per Square Foot:					
Signatory	\$83.59	\$86.48	\$79.86	\$81.11	\$74.63
Non-Signatory	\$104.49	\$101.96	\$100.98	\$93.48	\$93.48
Loading Bridges - Annual:	\$43,232	\$51,611	\$47,237	\$40,383	\$44,761
Cost per Enplanement :					
Airport CPE (after revenue sharing)	\$6.52	\$6.57	\$6.57	\$6.00	\$7.12

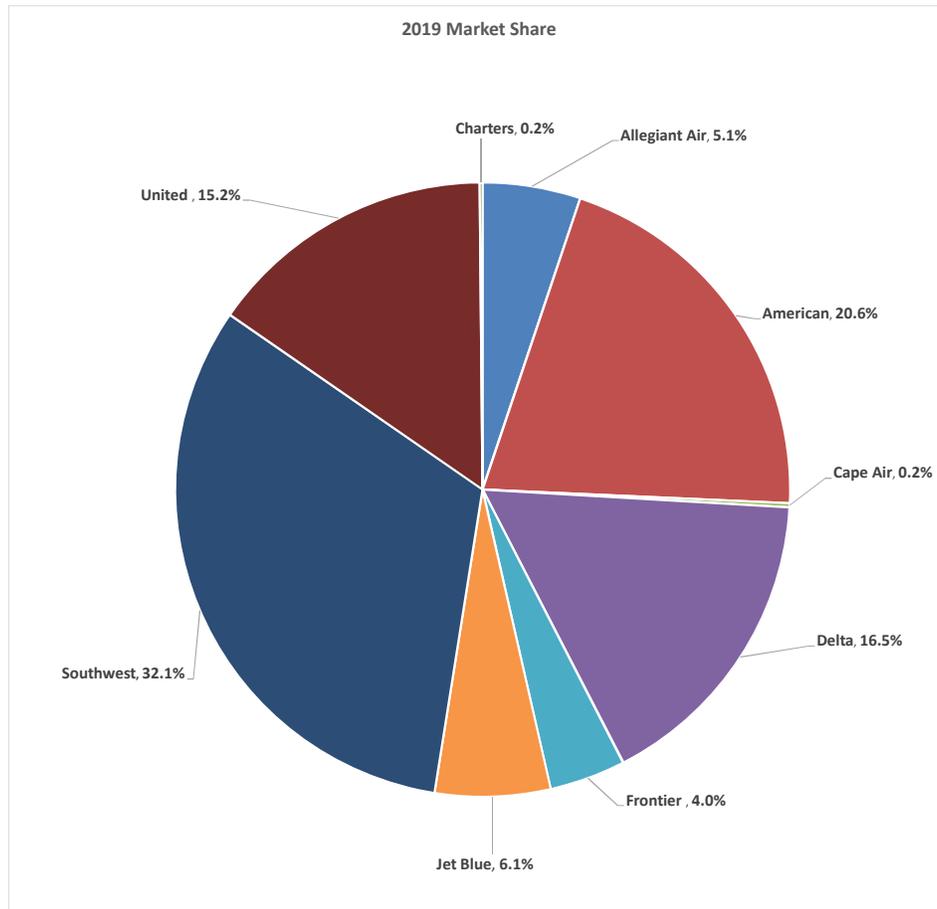
Albany International Airport Monthly Enplanements 2016-2019 For the twelve months ended December 31



		2019	2019 Budget	# Variance	% Variance	2018	2019 vs. 2018	2017	2016
January	(Actual)	106,622	106,372	250	0.2%	104,011	2.5%	106,168	102,325
February	(Actual)	106,760	105,187	1,573	1.5%	102,852	3.8%	102,255	103,214
March	(Actual)	131,398	128,913	2,485	1.9%	126,052	4.2%	119,677	119,403
April	(Actual)	133,722	125,119	8,603	6.9%	122,342	9.3%	119,423	119,362
May	(Actual)	129,868	129,213	655	0.5%	126,345	2.8%	120,665	118,293
June	(Actual)	129,585	128,470	1,115	0.9%	125,618	3.2%	120,316	117,743
July	(Actual)	143,957	141,115	2,842	2.0%	137,983	4.3%	131,916	130,930
August	(Actual)	144,967	142,687	2,280	1.6%	139,520	3.9%	135,306	133,612
September	(Actual)	120,058	115,707	4,351	3.8%	113,139	6.1%	111,208	115,752
October	(Actual)	136,558	135,736	822	0.6%	132,723	2.9%	127,281	123,374
November	(Actual)	117,662	122,355	(4,693)	-3.8%	119,639	-1.7%	115,758	115,220
December	(ACTUAL)	117,812	119,126	(1,314)	-1.1%	116,482	1.1%	107,862	108,206
Total		1,518,969	1,500,000	18,969	1.3%	1,466,706	3.6%	1,417,835	1,407,434

YTD Enplanements 1,518,969 1,500,000 18,969 1.3% 1,466,706 3.6% 1,417,835 1,407,434

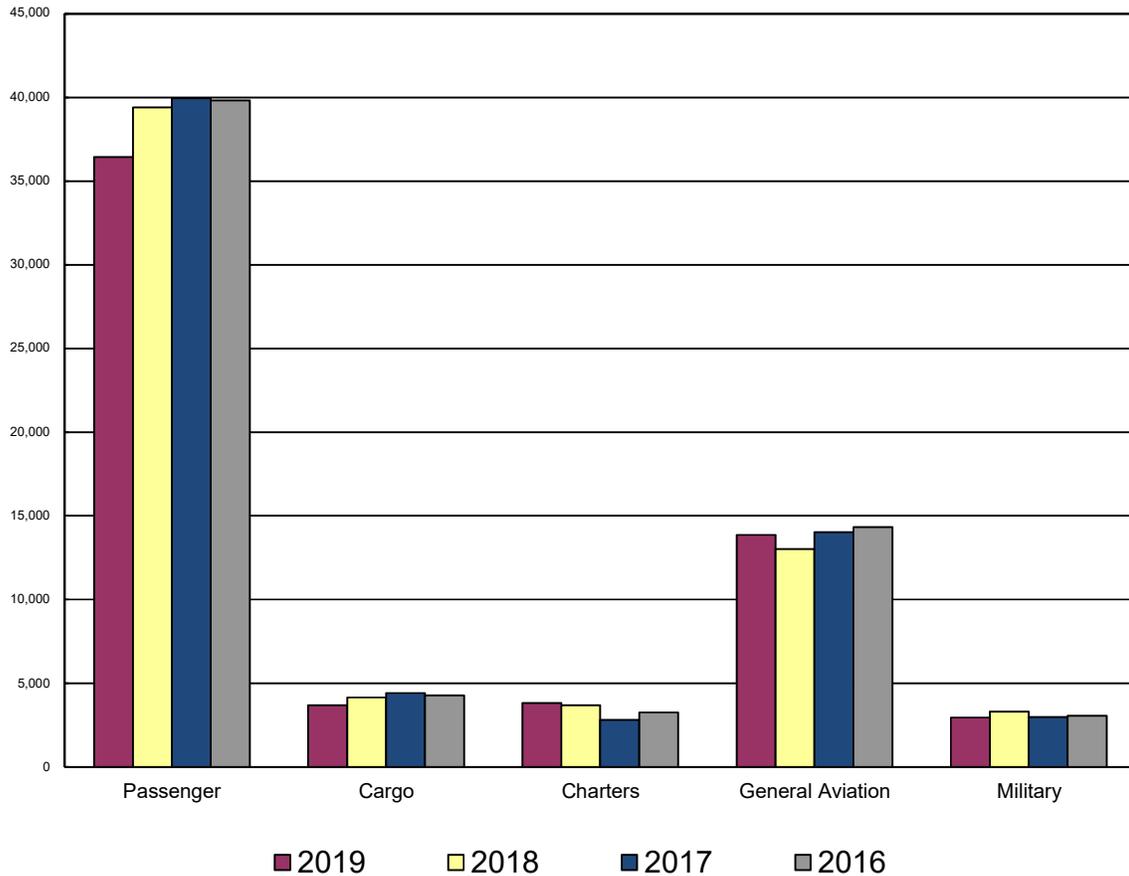
Albany International Airport Enplanements Per Carrier For the twelve months ended December 31



Carrier	Current Month		#		%		Year To Date		#		%		YTD Market Share		%	
	2019	2018	Change	Change	2019	2018	Change	Change	2019	2018	Change	Change	2019	2018	Change	Change
Allegiant Air	4,599	3635	964	100.0%	78,107	3635	74,472	100.0%	5.1%	0.2%	4.9%					
American	27,178	22,860	4,318	18.9%	312,378	304,735	7,643	2.5%	20.6%	20.8%	-0.2%					
Boutique Air	0	0	0	0.0%	0	827	(827)	-100.0%	0.0%	0.1%	-0.1%					
Cape Air	0	817	(817)	-100.0%	3,275	11,777	(8,502)	-72.2%	0.2%	0.8%	-0.6%					
Delta	19,133	17,275	1,858	10.8%	250,816	227,628	23,188	10.2%	16.5%	15.5%	1.0%					
Elite Airways	0	0	0	0.0%	0	1,044	(1,044)	-100.0%	0.0%	0.1%	-0.1%					
Frontier	2,926	3,970	(1,044)	-26.3%	60,804	11,123	49,681	446.7%	4.0%	0.8%	3.2%					
Jet Blue	8,303	7,517	786	10.5%	92,149	89,609	2,540	2.8%	6.1%	6.1%	0.0%					
One-Jet	0	0	0	0.0%	0	3,964	(3,964)	-100.0%	0.0%	0.3%	-0.3%					
Southwest	38,481	43,034	(4,553)	-10.6%	488,147	565,731	(77,584)	-13.7%	32.1%	38.6%	-6.4%					
United	16,999	17,268	(269)	-1.6%	230,996	245,372	(14,376)	-5.9%	15.2%	16.7%	-1.5%					
Other - Charters	193	106	87	82.1%	2,297	1,261	1,036	82.2%	0.2%	0.1%	0.1%					
Total	117,812	116,482	1,330	1.1%	1,518,969	1,466,706	52,263	3.6%	100.0%	100.0%	0.0%					

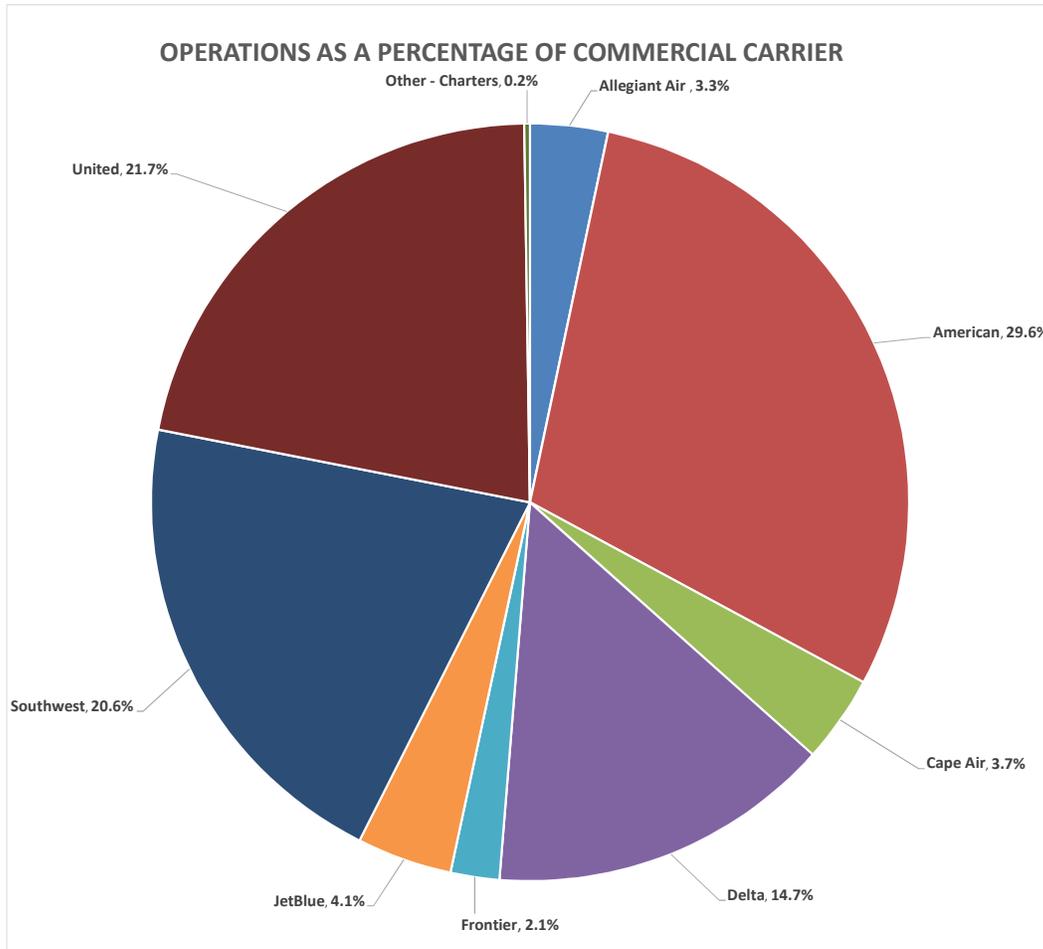
YTD Budget	YTD Actual	# Variance	% Variance
1,500,000	1,518,969	18,969	1.3%

Albany International Airport Aircraft Operations by Type For the twelve months ended December 31



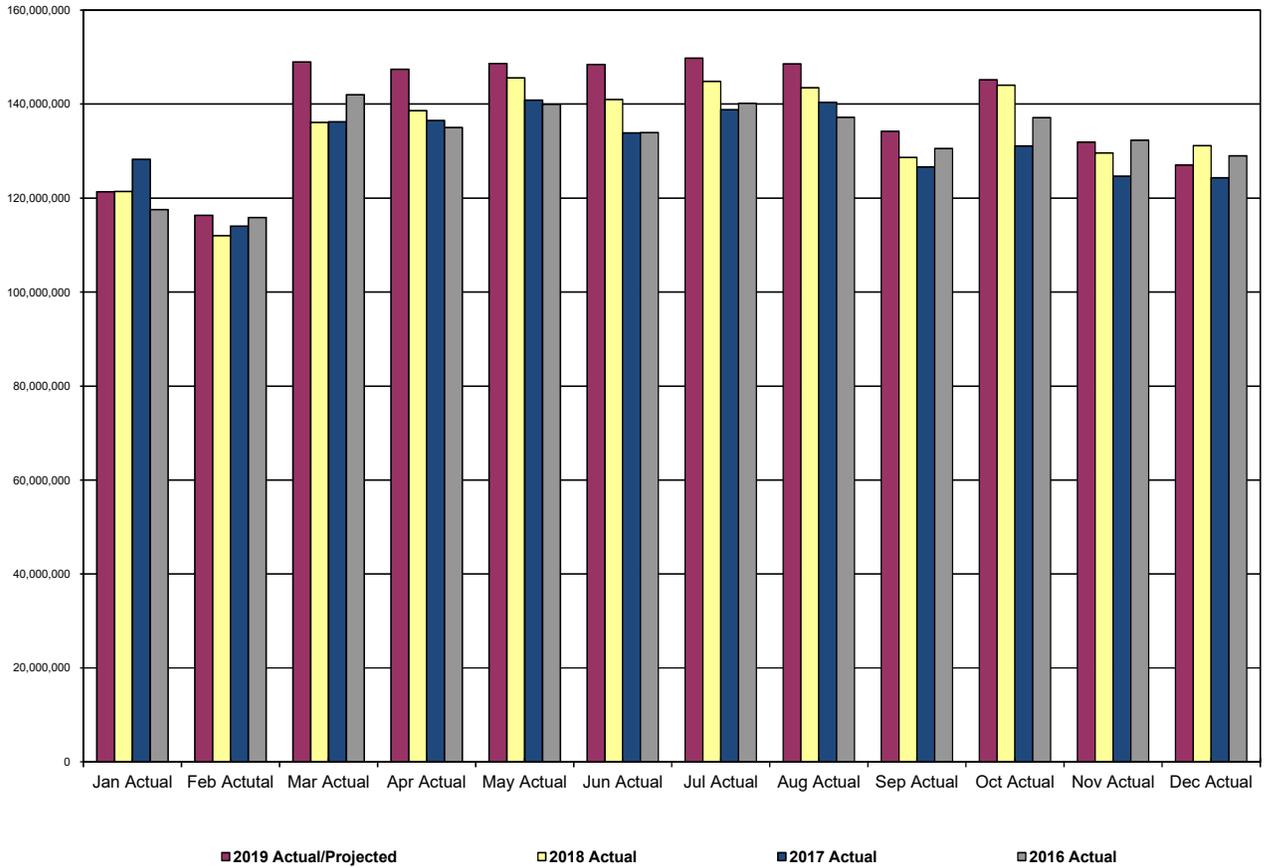
Type	2019	2018	% Change	2017	2016
Passenger	36,446	39,402	-7.5%	39,958	39,834
Cargo	3,678	4,148	-11.3%	4,406	4,264
Charters & Corporate	3,817	3,682	3.7%	2,804	3,248
Sub Total	43,941	47,232	-7.0%	47,168	47,346
General Aviation	13,863	13,009	6.6%	14,018	14,328
Military	2,944	3,300	-10.8%	2,974	3,057
Total	60,748	63,541	-4.4%	64,160	64,731

Albany International Airport Operations Per Carrier For the twelve months ended December 31



Carrier	# Sch.	Current Month			% Change	Year To Date			% Change	YTD Market Share		
		2019	2018	# Change		2019	2018	# Change		2019	2018	% Change
Allegiant Air	64	64	56	8	100.0%	1206	56	1150	2053.6%	2.7%	0.1%	2.6%
American	944	896	828	68	8.2%	10,778	9,940	838	8.4%	24.5%	20.6%	3.9%
Boutique Air	0	0	0	0	0.0%	0	502	-502	-100.0%	0.0%	1.0%	-1.0%
Cape Air	0	0	344	(344)	-100.0%	1,356	4,164	-2,808	-67.4%	3.1%	8.6%	-5.5%
Delta	412	416	400	16	4.0%	5,352	5,074	278	5.5%	12.2%	10.5%	1.7%
Elite Airlines	0	0	0	0	0.0%	0	92	-92	-100.0%	0.0%	0.2%	-0.2%
Frontier	40	40	50	(10)	-20.0%	760	156	604	387.2%	1.7%	0.3%	1.4%
JetBlue	124	126	124	2	1.6%	1,478	1,454	24	1.7%	3.4%	3.0%	0.4%
One Jet	0	0	0	0	0.0%	0	744	-744	-100.0%	0.0%	1.5%	-1.5%
Southwest	586	586	658	(72)	-10.9%	7,524	8,586	-1,062	-12.4%	17.1%	17.8%	-0.7%
United	648	640	728	(88)	-12.1%	7,904	8,586	-682	-7.9%	18.0%	17.8%	0.2%
Other - Charters	8	8	4	4	100.0%	88	48	40	83.3%	0.2%	0.1%	0.1%
Subtotal	2,826	2,776	3,192	(416)	-13.0%	36,446	39,402	-2,956	-7.5%	82.9%	81.6%	1.3%
DHL - Ameriflight, Inc.		60	72	(12)	-16.7%	546	584	-38	-6.5%	1.2%	1.2%	0.0%
Federal Express		48	52	(4)	-7.7%	538	524	14	2.7%	1.2%	1.1%	0.1%
Federal Express - Wiggins Airways		114	114	0	0.0%	1,690	2,154	-464	-21.5%	3.8%	4.5%	-0.7%
United Parcel Service		122	102	20	19.6%	904	886	18	2.0%	2.1%	1.8%	0.3%
Subtotal		344	340	4	1.2%	3,678	4,148	-470	-11.3%	8.4%	8.6%	-0.2%
Charter, Corporate & Diversions		285	1,287	(1,002)	-77.9%	3,817	4,744	-927	-19.5%	8.7%	9.8%	-1.1%
Total		3,405	4,819	(1,414)	-29.3%	43,941	48,294	-4,353	-9.0%	100.0%	100.0%	0.0%

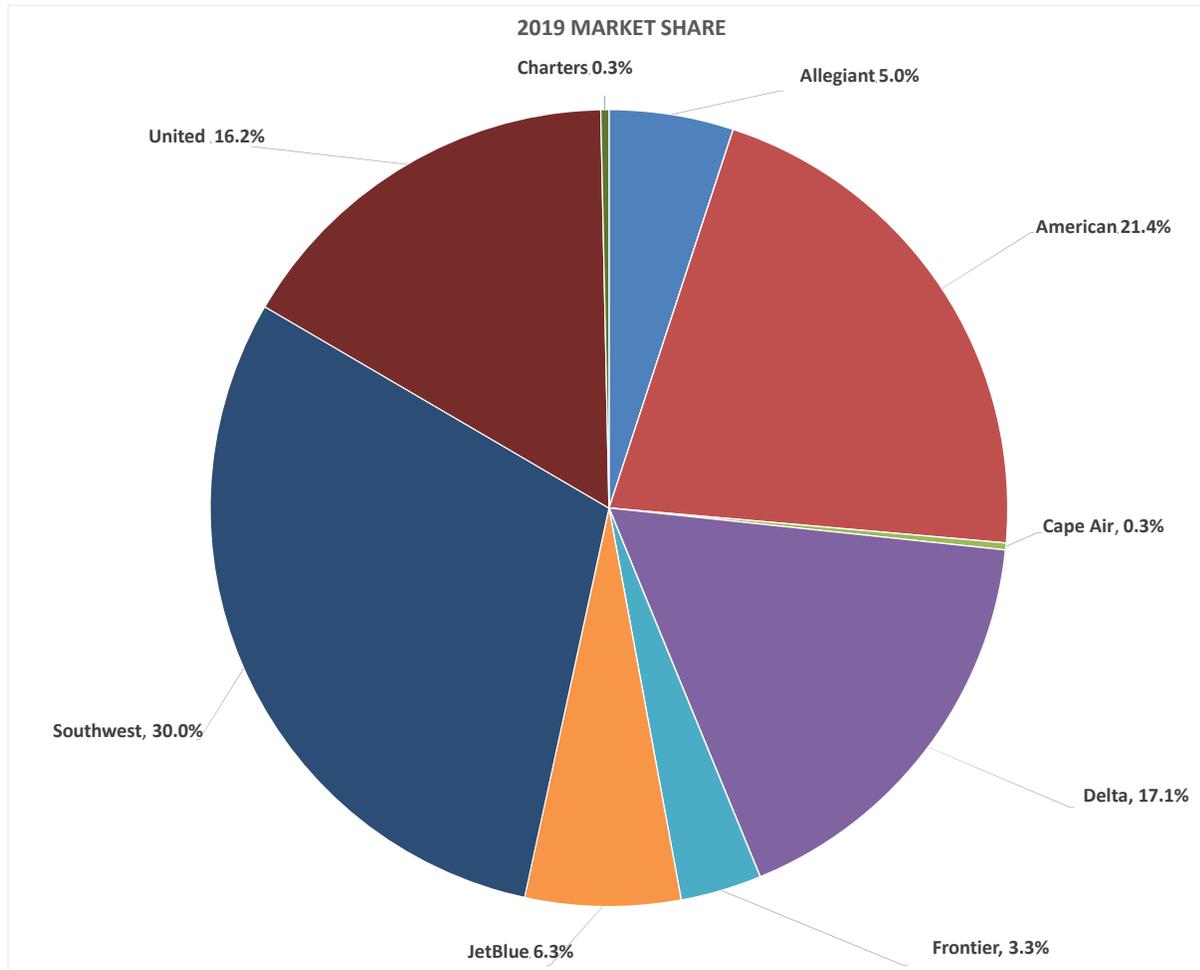
Albany International Airport Landed Weights 2016 - 2019 For the twelve months ended December 31



		2019	2019 Budget	2019 Variance	2018	2019 vs. 2018	2017	2016
January	(Actual)	121,373,829	125,515,413	(4,141,584)	121,408,632	0.0%	128,222,843	117,525,483
February	(Actual)	116,327,437	115,761,286	566,151	111,973,654	3.9%	114,046,534	115,840,308
March	(Actual)	148,943,975	140,696,948	8,247,027	136,093,437	9.4%	136,249,073	142,019,773
April	(Actual)	147,433,306	143,280,167	4,153,139	138,592,135	6.4%	136,505,291	135,028,314
May	(Actual)	148,624,852	150,472,077	(1,847,224)	145,548,731	2.1%	140,846,914	139,980,749
June	(Actual)	148,440,298	145,739,073	2,701,225	140,970,587	5.3%	133,835,433	133,960,121
July	(Actual)	149,788,017	149,711,669	76,348	144,813,203	3.4%	138,796,395	140,184,045
August	(Actual)	148,593,387	148,340,625	252,762	143,487,018	3.6%	140,343,697	137,206,202
September	(Actual)	134,203,060	133,017,578	1,185,482	128,665,331	4.3%	126,632,991	130,566,058
October	(Actual)	145,174,948	148,910,201	(3,735,253)	144,037,958	0.8%	131,118,304	137,092,985
November	(Actual)	131,894,191	134,013,405	(2,119,215)	129,628,576	1.7%	124,636,868	132,288,190
December	(ACTUAL)	127,001,388	135,604,558	(8,603,170)	131,167,667	-3.2%	124,327,179	128,999,178
Total		1,667,798,688	1,671,063,000	(3,264,312)	1,616,386,929	3.2%	1,575,561,523	1,590,691,408

YTD Landed Weight 1,667,798,688 1,671,063,000 (3,264,312) 1,616,386,929 3.2% 1,575,561,522 1,590,691,408

Albany International Airport Landed Weights Per Carrier For the twelve months ended December 31



Carrier	Current Month		#	%	Year To Date		#	%	YTD Market Share		%
	2019	2018			2019	2018			2019	2018	
Allegiant	4,522,734	3884529	638,206	16.4%	84,122,513	3,884,529	80,237,985	2065.6%	5.0%	0.2%	4.8%
American	30,677,931	27,687,249	2,990,682	10.8%	356,096,612	358,576,847	(2,489,235)	-0.7%	21.4%	22.2%	-0.8%
Boutique Air	0	0	0	0.0%	0	2,489,923	(2,489,923)	-100.0%	0.0%	0.2%	-0.2%
Cape Air	0	1,178,201	(1,178,201)	-100.0%	4,644,301	14,261,700	(9,617,398)	-67.4%	0.3%	0.9%	-0.6%
Delta	21,905,003	20,369,258	1,535,745	7.5%	285,707,854	256,997,937	28,709,917	11.2%	17.1%	15.9%	1.2%
Elite Airlines	0	0	0	0.0%	0	2,182,000	(2,182,000)	-100.0%	0.0%	0.1%	-0.1%
Frontier	2,789,950	3,760,190	(970,240)	-25.8%	54,948,790	11,049,772	43,899,018	397.3%	3.3%	0.7%	2.6%
JetBlue	8,942,579	8,816,276	126,303	1.4%	105,034,143	103,377,946	1,656,198	1.6%	6.3%	6.4%	-0.1%
One Jet	0	0	0	0.0%	0	11,115,418	(11,115,418)	-100.0%	0.0%	0.7%	-0.7%
Southwest	38,608,000	44,260,000	(5,652,000)	-12.8%	500,895,200	571,924,399	(71,029,199)	-12.4%	30.0%	35.4%	-5.3%
United	19,020,591	20,953,565	(1,932,974)	-9.2%	270,835,272	277,561,904	(6,726,632)	-2.4%	16.2%	17.2%	-0.9%
Charters/Diversions	534,599	258,399	276,200	106.9%	5,514,002	2,964,555	2,549,447	86.0%	0.3%	0.2%	0.1%
Total	127,001,388	131,167,667	(4,166,279)	-3.2%	1,667,798,688	1,616,386,929	51,411,759	3.2%	100.0%	100.0%	0.0%

YTD Budget	YTD Actual	# Variance	% Variance
1,671,063,000	1,667,798,688	(3,264,312)	-0.2%

Albany International Airport

Cargo, Mail & Express Handled by Carrier

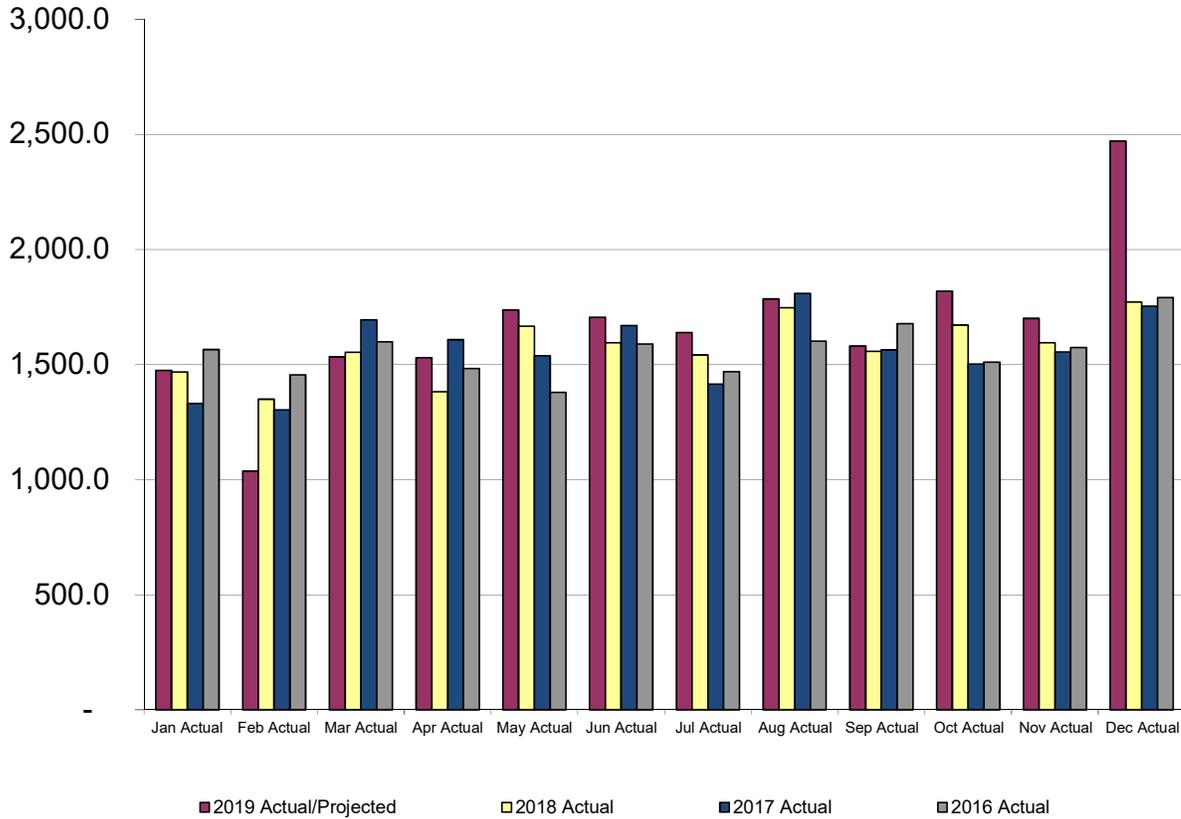
For the twelve months ended December 31

(In Tons)

	CARGO		19 vs. 18	MAIL & EXPRESS		19 vs. 18
	2019	2018	% Change	2019	2018	% Change
January	926.34	906.25	2.2%	547.91	561.55	-2.4%
February	540.45	867.99	-37.7%	496.76	481.10	3.3%
March	939.26	985.47	-4.7%	594.27	568.51	4.5%
April	929.33	871.82	6.6%	600.63	509.85	17.8%
May	984.11	1,011.26	-2.7%	753.02	655.23	14.9%
June	883.57	970.52	-9.0%	820.97	624.09	31.5%
July	942.71	940.60	0.2%	695.91	600.88	15.8%
August	963.63	1,039.71	-7.3%	820.55	706.45	16.2%
September	834.83	925.13	-9.8%	745.74	632.21	18.0%
October	973.99	1,023.92	-4.9%	843.79	647.75	30.3%
November	852.97	976.95	-12.7%	847.98	617.48	37.3%
December	1,162.28	928.31	25.2%	1,307.78	842.98	55.1%
Total	10,933.47	11,447.93	-4.5%	9,075.31	7,448.08	21.8%
Total Fiscal Year	12,039.20			6,700.28		

Carrier	Cargo, Mail & Express		19 vs. 18	Cargo, Mail & Express	
	2019	2018	% Change	2017	2016
American	0.19	1.62	-88.6%	26.07	52.43
American - Air Wisconsin	0.00	0.08	-100.0%	2.11	4.50
American - Envoy	1.26	0.63	100.2%	0.27	3.23
American - Piedmont	24.46	3.60	580.1%	1.94	2.86
American - PSA	21.78	15.29	42.4%	2.95	0.61
American - Republic Airways	0.02	0.00	0.0%	0.06	0.01
American - Skywest	140.44	0.00	0.0%	0.02	0.31
American - Trans States	0.00	1.25	0.0%	0.06	0.00
Delta	77.94	110.84	-29.7%	85.99	83.28
Southwest	350.53	417.10	-16.0%	486.57	473.59
United	5.99	29.59	-79.8%	11.74	3.25
Airline Subtotal	622.60	579.99	7.3%	617.78	624.06
DHL - Ameriflight, Inc.	737.20	556.38	32.5%	586.18	377.66
Federal Express	8,705.32	9,065.50	-4.0%	9,200.79	9,480.16
Federal Express - Wiggins Airways	640.34	905.88	-29.3%	1,048.85	1,215.27
United Parcel Serv	9,303.33	7,788.26	19.5%	7,285.88	6,994.95
Subtotal Cargo	19,386.19	18,316.02	5.8%	18,121.70	18,068.04
Total	20,008.78	18,896.01	5.9%	18,739.49	18,692.11
Total Fiscal Year	18,896.01			18,739.49	18,692.11

Albany International Airport Cargo, Mail & Express 2016 - 2019 For the twelve months ended December 31



(In tons)		2019	Budget 2019	# Variance	% Variance	2018	2019 vs. 2018	2017	2016
January	(Actual)	1,474.3	1,461.6	12.7	0.9%	1,467.8	0.4%	1,330.9	1,565.4
February	(Actual)	1,037.2	1,364.6	(327.4)	-24.0%	1,349.1	-23.1%	1,303.2	1,455.6
March	(Actual)	1,533.5	1,561.7	(28.1)	-1.8%	1,554.0	-1.3%	1,694.5	1,598.4
April	(Actual)	1,530.0	1,509.0	21.0	1.4%	1,381.7	10.7%	1,607.6	1,482.5
May	(Actual)	1,737.1	1,642.5	94.7	5.8%	1,666.5	4.2%	1,537.5	1,379.0
June	(Actual)	1,704.5	1,574.3	130.3	8.3%	1,594.6	6.9%	1,669.2	1,588.9
July	(Actual)	1,638.6	1,508.9	129.8	8.6%	1,541.5	6.3%	1,414.4	1,468.6
August	(Actual)	1,784.2	1,630.3	153.9	9.4%	1,746.2	2.2%	1,808.9	1,601.0
September	(Actual)	1,580.6	1,603.7	(23.1)	-1.4%	1,557.3	1.5%	1,563.4	1,677.6
October	(Actual)	1,817.8	1,631.4	186.4	11.4%	1,671.7	8.7%	1,502.2	1,510.3
November	(Actual)	1,701.0	1,526.2	174.8	11.5%	1,594.4	6.7%	1,554.4	1,574.1
December	(ACTUAL)	2,470.1	1,782.0	688.0	38.6%	1,771.3	39.4%	1,753.3	1,790.7
		20,008.8	18,796.0	1,212.8	6.5%	18,896.0	5.9%	18,739.5	18,692.1

YTD Cargo, Mail, & Express 20,008.8 18,796.0 1,212.8 6.5% 18,896.0 5.9% 18,739.5 18,692.1

**** UNAUDITED - FOR INTERNAL REVIEW****



Financial Information

Albany County Airport Authority
Statements of Net Position

	Unaudited December 31, 2019	Audited December 31, 2018
<u>ASSETS</u>		
CURRENT ASSETS		
Unrestricted Assets		
Cash and cash equivalents	\$ 32,241,579	\$ 27,170,120
Accounts receivable - net	1,161,259	2,206,229
Due from Albany County	-	248,724
Prepaid Expenses	990,905	951,673
Total Unrestricted Assets	<u>34,393,743</u>	<u>30,576,746</u>
Restricted Assets		
Capital Funds	6,655,070	25,897,864
PFC Funds	16,006,589	13,904,279
Revenue Bond Funds	12,831,704	12,778,763
FAA Restricted Funds:	1,081,542	198,096
Concession Improvement Funds	681,422	859,098
Total Restricted Assets	<u>37,256,327</u>	<u>53,638,100</u>
Total Current Assets	<u>71,650,070</u>	<u>84,214,846</u>
NON-CURRENT ASSETS		
Bond Insurance Premiums	240,770	300,790
Capital Assets	293,173,387	237,254,042
Prepaid Expenses	240,538	255,973
Total Non-Current Assets	<u>293,654,695</u>	<u>237,810,805</u>
Total Assets	<u>365,304,765</u>	<u>322,025,651</u>
<u>DEFERRED OUTFLOWS OF RESOURCES</u>		
Refunding	3,031,913	3,031,913
OPEB Expenses	34,725	34,725
Pension Expenses	782,773	782,773
Total Deferred Outflows of Resources	<u>3,849,411</u>	<u>3,849,411</u>
<u>LIABILITIES AND NET ASSETS</u>		
CURRENT LIABILITIES		
Payable from Unrestricted Assets	\$ 2,626,242	\$ 7,117,841
Payable from Restricted Assets	19,454,798	9,320,889
Total Current Liabilities	<u>22,081,040</u>	<u>16,438,730</u>
NON-CURRENT LIABILITIES		
Bonds and other debt obligations	97,490,024	86,676,495
Net OPEB liability	6,621,984	6,621,984
Net pension liability - proportionate share	152,292	152,292
Total Non-Current Liabilities	<u>104,264,300</u>	<u>93,450,771</u>
Total Liabilities	<u>126,345,340</u>	<u>109,889,501</u>
<u>DEFERRED INFLOWS OF RESOURCES</u>		
Concession Improvement Funds	681,422	859,098
OPEB expenses	64,289	64,289
Pension expenses	492,514	492,514
Total Deferred Inflows of Resources	<u>1,238,225</u>	<u>1,415,901</u>
<u>NET POSITION</u>		
Invested in Capital Assets, net of Related Debt	192,252,991	170,718,128
Restricted	23,823,162	26,650,235
Unrestricted	<u>25,494,458</u>	<u>17,201,297</u>
Net Position	<u>241,570,611</u>	<u>214,569,660</u>

Albany County Airport Authority
2019 Summary of Revenues, Expenses and Net Results

	2019	DECEMBER 2019				December	2019 Actual /
	Adopted FY Budget	Budget YTD	Actual YTD	Variance YTD	Variance %	2018 YTD Actual	Prior Year Var %
AIRPORT REVENUES							
Airline	\$ 15,065,276	\$ 15,065,276	\$ 15,664,263	\$ 598,987	3.98%	\$ 11,916,240	31.45%
Non-Airline	30,777,802	30,777,802	32,380,730	1,602,928	5.21%	30,612,040	5.78%
Total Revenues	45,843,078	45,843,078	48,044,993	2,201,915	4.80%	42,528,280	12.97%
FIXED BASED OPERATOR RETAIL SALES							
Fixed Based Operator Retail Sales	8,083,298	8,083,298	8,247,990	164,692	2.04%	8,301,087	-0.64%
Cost of Sales	5,494,245	5,494,245	5,158,126	336,119	6.12%	5,476,228	5.81%
Net FBO Retail Sales	2,589,053	2,589,053	3,089,864	500,811	19.34%	2,824,859	9.38%
EXPENSE SUMMARY							
AvPorts-Airport Management	24,011,186	24,011,186	23,991,914	19,272	0.08%	23,196,518	-3.43%
Million Air-FBO Management Authority	3,265,773	3,265,773	3,291,994	(26,221)	-0.80%	3,175,065	-3.68%
	4,862,390	4,862,390	4,802,557	59,833	1.23%	4,843,214	0.84%
Total Expenses	32,139,349	32,139,349	32,086,465	52,884	0.16%	31,214,797	-2.79%
OPERATING RESULTS	16,292,782	16,292,782	19,048,392	2,755,610	16.91%	14,138,342	34.73%
OTHER REVENUES (EXPENSES)							
Interest Earnings	875,457	875,457	1,403,088	527,631	60.27%	243,269	476.76%
Passenger Facility Charges	4,516,141	4,516,140	3,763,460	(752,680)	-16.67%	2,834,913	32.75%
ACAA '99 EFC Debt	(712,765)	(712,765)	(714,136)	(1,371)	0.19%	(449,273)	-58.95%
ACAA '10 A Debt Service	(8,172,601)	(8,172,601)	(8,172,601)	0	0.00%	(9,129,224)	10.48%
ACAA '17 A Debt Service	(430,225)	(430,225)	(430,225)	0	0.00%	(757,375)	43.20%
ACAA '17 B Debt Service	(1,130,125)	(1,130,125)	(1,130,125)	0	0.00%	(1,203,925)	6.13%
ACAA '18 A Debt Service	(771,322)	(771,322)	(771,322)	0	0.00%	0	100.00%
ACAA '18 B Debt Service	(703,378)	(703,378)	(703,378)	0	0.00%	0	100.00%
Line of Credit Interest	0	0	(53,124)	(53,124)	100.00%	0	100.00%
Special Item - LIBOR Settlement	0	0	0	0	0.00%	1,496,915	100.00%
Extraordinary Item - Sale of Land	0	0	0	0	0.00%	148,595	100.00%
Non-Capital Equipment	(432,090)	(432,090)	(368,951)	63,139	-14.61%	(414,411)	10.97%
Insurance Recoveries	0	0	8,704	8,704	100.00%	76,654	88.65%
Insured Expenses	0	0	0	0	100.00%	(76,654)	100.00%
Customer Facility Charges Income	0	0	309,507	309,507	100.00%	0	100.00%
Customer Facility Charges Expense	0	0	(309,457)	(309,457)	100.00%	0	100.00%
Grant Income	138,700	138,700	150,480	11,780	8.49%	174,077	13.56%
Improvement Charges	368,400	368,400	368,400	0	0.00%	368,400	0.00%
Total Other Revenues(Expenses)	(6,453,808)	(6,453,809)	(6,649,680)	(195,871)	3.03%	(6,688,039)	0.57%
NET RESULTS BEFORE RESERVES	9,838,974	9,838,973	12,398,712	2,559,739	26.02%	7,450,303	-66.42%
Less: Capital Improvements	(3,306,134)	(3,306,134)	(3,306,134)	0	0.00%	(3,123,696)	-5.84%
Less: Reserve Requirements	(435,879)	(435,879)	(435,879)	0	0.00%	(200,381)	117.53%
NET RESULTS	6,096,961	6,096,960	8,656,699	2,559,739	41.98%	4,126,226	-109.80%
Revenue Sharing:							
Transfer to/from Airlines (50%)	3,048,481	3,048,480	4,328,350	1,279,870	41.98%	2,063,113	-109.80%
Authority Share (50%)	3,048,481	3,048,480	4,328,350	1,279,870	41.98%	2,063,113	-109.80%
Less: Airline Incentives	(1,000,000)	(1,000,000)	(1,487,677)	(487,677)	48.77%	(244,691)	507.98%
Net Authority Share	\$ 2,048,481	\$ 2,048,480	\$ 2,840,673	\$ 792,193	38.67%	\$ 1,818,422	56.22%

MONTHLY RECAP	Adopted FY Budget		2019 Actual YTD		2018 Actual YTD	
	Operating Results	Net Results	Operating Results	Net Results	Operating Results	Net Results
JANUARY	\$ 656,283	\$ 118,465	\$ 814,297	\$ 347,237	\$ 896,108	\$ 213,276
FEBRUARY	935,136	397,318	1,435,042	974,785	806,806	122,834
MARCH	1,298,730	760,913	1,614,195	884,983	1,461,110	916,451
APRIL	1,521,553	983,736	1,781,702	1,358,849	1,804,780	1,083,612
MAY	1,449,727	911,910	1,560,561	1,151,239	1,749,157	1,066,326
JUNE	1,471,425	933,608	1,808,441	1,524,382	1,460,459	653,885
JULY	1,717,001	1,179,184	2,048,838	1,393,367	1,913,878	870,137
AUGUST	1,629,546	1,091,729	2,081,822	1,612,892	1,712,667	667,343
SEPTEMBER	1,219,386	681,568	1,550,546	1,046,520	1,377,820	2,377,965
OCTOBER	1,813,529	1,227,205	1,757,460	1,656,491	1,683,346	523,046
NOVEMBER	1,317,012	827,700	1,420,026	149,810	1,170,170	275,717
DECEMBER	1,263,454	725,638	1,175,462	298,157	(1,897,959)	(1,320,289)
TOTAL	\$ 16,292,782	\$ 9,838,974	\$ 19,048,392	\$ 12,398,712	\$ 14,138,342	\$ 7,450,303

Albany County Airport Authority
Revenue Summary

	2019	DECEMBER 2019			December 2018 Actual	2019 Actual / Prior Year Variance %
	Adopted FY Budget	Budget YTD	Actual YTD	Variance YTD		
AIRLINE REVENUES						
COMMERCIAL	\$ 6,728,685	\$ 6,728,685	\$ 6,874,230	\$ 145,545	2.16%	\$ 5,356,968 28.32%
CARGO	581,234	581,234	572,171	(9,063)	-1.56%	507,452 12.75%
TERMINAL	6,462,546	6,462,546	6,877,265	414,719	6.42%	4,748,375 44.83%
FBO	1,292,811	1,292,811	1,340,597	47,786	3.70%	1,303,445 2.85%
TOTAL AIRLINE REVENUES	15,065,276	15,065,276	15,664,263	598,987	3.98%	11,916,240 31.45%
NON-AIRLINE REVENUES						
AIRFIELD	517,879	517,879	548,473	30,594	5.91%	522,172 5.04%
TERMINAL	3,549,419	3,549,419	3,821,485	272,066	7.67%	3,419,530 11.75%
GROUND TRANSPORTATION	21,082,046	21,082,046	22,397,694	1,315,648	6.24%	21,370,153 4.81%
OTHER AIRPORT	5,628,458	5,628,458	5,613,078	(15,380)	-0.27%	5,300,185 5.90%
TOTAL NON AIRLINE REVENUES	30,777,802	30,777,802	32,380,730	1,602,928	5.21%	30,612,040 5.78%
TOTAL REVENUES	\$ 45,843,078	\$45,843,078	\$48,044,993	\$ 2,201,915	4.80%	\$42,528,280 12.97%

Albany County Airport Authority
Net FBO Retail Sales
For the Twelve Months Ending Tuesday, December 31, 2019

	2019	December 2019			December 2018 Actual	2019 Act... Prior Year Variance %
	Adopted... Budget	Budget YTD	Actual YTD	Variance YTD		
FIXED BASED OPERATOR RETAIL SALES						
Jet A Fuel Sales	\$5,782,543	\$5,782,543	\$5,622,733	(\$159,810)	-2.76%	\$5,521,148 1.84%
Fuel Costs - Jet A	(3,383,148)	(3,383,148)	(3,164,808)	218,340	-6.45%	(3,178,014) -0.42%
Fuel Discounts - Jet A	(350,000)	(350,000)	(385,039)	(35,039)	10.01%	(366,301) 5.12%
Net Jet A Fuel Sales	2,049,395	2,049,395	2,072,886	23,491	1.15%	1,976,834 4.86%
AvGas Fuel Sales	274,825	274,825	324,539	49,714	18.09%	264,845 22.54%
Fuel Costs - AvGas	(208,635)	(208,635)	(254,103)	(45,468)	21.79%	(204,140) 24.47%
Fuel Discounts - AvGas	(4,000)	(4,000)	(4,392)	(392)	9.79%	(3,490) 25.85%
Net AvGas Fuel Sales	62,190	62,190	66,044	3,854	6.20%	57,216 15.43%
Commercial AvGas Fuel Sales	256,631	256,631	135,402	(121,229)	-47.24%	382,653 -64.61%
Fuel Costs-Comm AvGas	(233,069)	(233,069)	(120,194)	112,876	-48.43%	(346,682) -65.33%
Net Comm AvGas Fuel Sales	23,562	23,562	15,208	(8,353)	-35.45%	35,971 -57.72%
Auto & Diesel Fuel Sales	330,581	330,581	317,701	(12,880)	-3.90%	328,293 -3.23%
Fuel Costs - Auto & Diesel	(278,000)	(278,000)	(242,196)	35,804	-12.88%	(253,862) -4.60%
Net Auto & Diesel Fuel Sales	52,581	52,581	75,505	22,924	43.60%	74,432 1.44%
Deicing Services	734,920	734,920	1,209,019	474,099	64.51%	1,064,298 13.60%
Deicing Costs Type I, Type IV	(390,173)	(390,173)	(409,268)	(19,096)	4.89%	(376,189) 8.79%
Net Deicing Services	344,747	344,747	799,750	455,003	131.98%	688,109 16.22%
Deicing Consortium	643,220	643,220	554,699	(88,521)	-13.76%	679,039 -18.31%
Deicing Costs Type I, Type IV	(643,220)	(643,220)	(576,482)	66,738	-10.38%	(745,921) -22.72%
Net Deicing Consortium	0	0	(21,783)	(21,783)	0.00%	(66,882) -67.43%
FBO Services	60,578	60,578	83,896	23,318	38.49%	60,811 37.96%
Catering	(1,000)	(1,000)	(117)	883	-88.27%	0 0.00%
Oil	(3,000)	(3,000)	(1,526)	1,474	-49.14%	(1,631) -6.45%
Net FBO Services	56,578	56,578	82,253	25,675	45.38%	59,180 38.99%
NET FBO RETAIL SALES	2,589,053	2,589,053	3,089,864	500,811	19.34%	2,824,859 9.38%

Albany County Airport Authority
Expense Summary

	2019	DECEMBER 2019				December	2019 Actual /
	Adopted FY Budget	Budget YTD	Actual YTD	Variance YTD	Variance %	2018 Actual	Prior Year Variance %
EXPENSES - SUMMARY							
AvPort-Airport Management	\$ 24,011,186	\$ 24,011,186	\$ 23,991,914	\$ 19,271	0.1%	\$ 23,196,518	-3.4%
Million Air-FBO Management Authority	3,265,773	3,265,773	3,291,994	(26,222)	-0.8%	3,175,065	-3.7%
	4,862,390	4,862,390	4,802,557	59,834	1.2%	4,843,214	0.8%
	<u>\$ 32,139,349</u>	<u>\$ 32,139,349</u>	<u>\$ 32,086,465</u>	<u>\$ 52,884</u>	<u>0.2%</u>	<u>\$ 31,214,797</u>	<u>-2.8%</u>
EXPENSES BY CATEGORY							
Personal Services	\$ 11,231,810	\$ 11,231,810	\$ 11,160,594	\$ 71,216	0.6%	\$ 10,749,751	-3.8%
Employee Benefits	5,668,604	5,668,604	5,428,504	240,101	4.2%	5,269,613	-3.0%
Utilities & Communications	2,205,123	2,205,123	1,956,757	248,366	11.3%	2,203,014	11.2%
Purchased Services							
Accounting & Auditing	61,000	61,000	121,761	(60,761)	-99.6%	58,306	-108.8%
Insurance	808,178	808,178	835,625	(27,447)	-3.4%	852,950	2.0%
Legal Services	50,000	50,000	23,218	26,782	53.6%	164,680	85.9%
Public Safety	309,107	309,107	318,462	(9,355)	-3.0%	294,251	-8.2%
Albany County Sheriffs	2,731,859	2,731,859	2,731,859	-	0.0%	2,281,644	-19.7%
Parking Valet Service	350,000	350,000	448,519	(98,519)	-28.1%	385,436	-16.4%
Employee Shuttle	25,000	25,000	30,000	(5,000)	-20.0%	25,000	-20.0%
Ground Transportation	-	-	33,600	(33,600)	100.0%	-	100.0%
Janitorial	499,204	499,204	600,932	(101,728)	-20.4%	548,350	-9.6%
Public Communications	975,374	975,374	710,967	264,407	27.1%	789,566	10.0%
Special Studies	69,200	69,200	97,660	(28,460)	-41.1%	111,284	12.2%
Professional Services	879,160	879,160	861,313	17,847	2.0%	910,129	5.4%
Total Purchased Services	<u>6,758,082</u>	<u>6,758,082</u>	<u>6,813,916</u>	<u>(55,834)</u>	<u>-0.8%</u>	<u>6,421,596</u>	<u>-6.1%</u>
Material & Supplies							
Airfield	914,500	914,500	696,786	217,714	23.8%	793,991	12.2%
Buildings	2,134,569	2,134,569	2,651,033	(516,465)	-24.2%	2,741,085	3.3%
Grounds	897,785	897,785	1,016,445	(118,660)	-13.2%	815,081	-24.7%
Vehicles	944,900	944,900	1,029,790	(84,890)	-9.0%	918,121	-12.2%
Total Material & Supplies	<u>4,891,754</u>	<u>4,891,755</u>	<u>5,394,056</u>	<u>(502,298)</u>	<u>-10.3%</u>	<u>5,268,281</u>	<u>-2.4%</u>
Office Administration	477,206	477,206	404,038	73,168	15.3%	372,704	-8.4%
	906,770	906,770	928,604	(21,834)	-2.4%	929,841	0.1%
Total Expenses	<u>\$ 32,139,349</u>	<u>\$ 32,139,350</u>	<u>\$ 32,086,469</u>	<u>\$ 52,885</u>	<u>0.2%</u>	<u>\$ 31,214,800</u>	<u>-2.8%</u>
DEPARTMENT SUMMARY (DIRECT & INDIRECT)							
Direct Cost Centers							
Airfield	\$ 3,408,313	\$ 3,408,313	\$ 3,003,306	\$ 405,007	11.9%	\$ 3,159,828	5.0%
FBO	2,581,429	2,581,429	2,659,598	(78,169)	-3.0%	2,528,507	-5.2%
Terminal	5,575,507	5,575,507	5,701,443	(125,936)	-2.3%	5,831,328	2.2%
Loading Bridges	311,452	311,452	311,362	90	0.0%	349,282	10.9%
Parking	4,725,138	4,725,138	4,875,861	(150,723)	-3.2%	4,438,029	-9.9%
Landside	1,271,568	1,271,568	1,377,980	(106,412)	-8.4%	1,434,900	4.0%
Total Direct Cost Centers	<u>17,873,407</u>	<u>17,873,407</u>	<u>17,929,550</u>	<u>(56,143)</u>	<u>-0.3%</u>	<u>17,741,874</u>	<u>-1.1%</u>
Indirect Cost Center							
ARFF	2,144,562	2,144,562	2,071,966	72,597	3.4%	1,947,283	-6.4%
Operations	1,005,988	1,005,988	1,071,224	(65,236)	-6.5%	1,004,598	-6.6%
Security	3,152,170	3,152,170	3,100,734	51,436	1.6%	2,667,060	-16.3%
Vehicles & Equipment	1,505,340	1,505,340	1,440,811	64,529	4.3%	1,485,029	3.0%
Airport Mgmt Administration	911,147	911,147	1,037,228	(126,080)	-13.8%	879,181	-18.0%
FBO Administration	684,344	684,344	632,395	51,949	7.6%	646,559	2.2%
Airport Authority Administration	4,862,390	4,862,390	4,802,557	59,834	1.2%	4,843,214	0.8%
Total Indirect Cost Centers	<u>14,265,941</u>	<u>14,265,941</u>	<u>14,156,915</u>	<u>109,029</u>	<u>0.8%</u>	<u>13,472,924</u>	<u>-5.1%</u>
Total Expenses	<u>\$ 32,139,348</u>	<u>\$ 32,139,348</u>	<u>\$ 32,086,465</u>	<u>\$ 52,886</u>	<u>0.2%</u>	<u>\$ 31,214,798</u>	<u>-2.8%</u>

***** UNAUDITED - FOR INTERNAL REVIEW *****



Airport Revenues

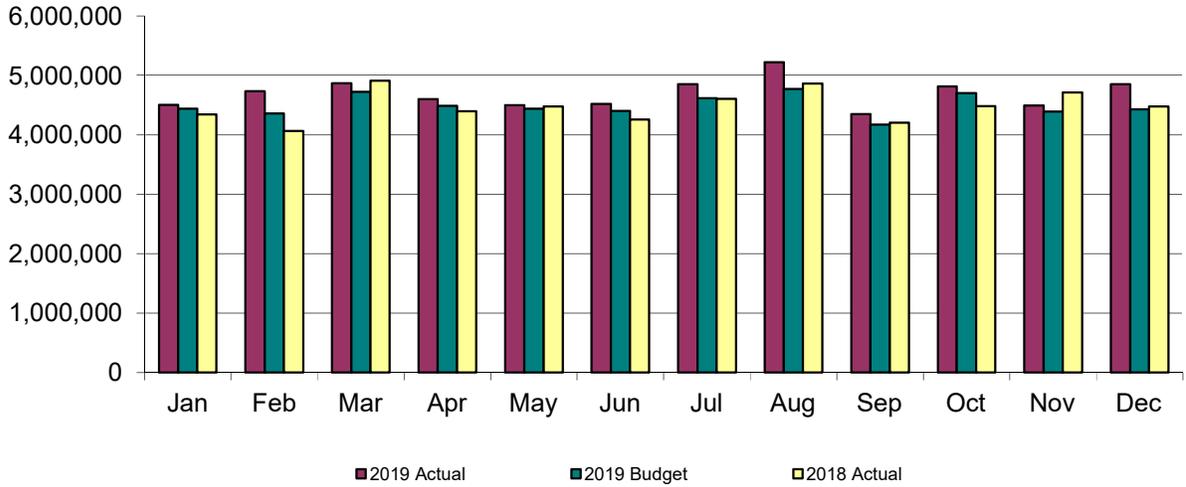
ALBANY COUNTY AIRPORT AUTHORITY
For the Twelve Months Ending Tuesday, December 31, 2019

	2019	December 2019				December 2018 Actual	2019 Actual/ Prior Year Variance %
	Adopted FY Budget	Budget YTD	Actual YTD	Variance YTD	Variance %		
AIRLINE REVENUES							
COMMERCIAL							
Landing Fees	\$5,619,263	\$5,619,263	\$5,637,914	\$18,651	0.33%	\$4,239,275	32.99%
Airline Apron Fees	749,370	749,370	806,787	57,417	7.66%	654,321	23.30%
Glycol Disposal Fee	360,052	360,052	429,529	69,477	19.30%	463,372	-7.30%
CARGO							
Landing Fee	581,234	581,234	572,171	(9,063)	-1.56%	507,452	12.75%
TERMINAL							
Loading Bridges	562,011	562,011	691,713	129,702	23.08%	670,939	3.10%
Space Rental	5,900,535	5,900,535	6,185,552	285,017	4.83%	4,077,436	51.70%
FBO							
Into Plane Fees	666,474	666,474	690,015	23,541	3.53%	673,620	2.43%
Fuel Farm Fee	626,337	626,337	650,582	24,245	3.87%	629,825	3.30%
TOTAL AIRLINE REVENUES	15,065,276	15,065,276	15,664,263	598,987	3.98%	11,916,240	31.45%
NON-AIRLINE REVENUES							
AIRFIELD							
General Av Landing Fees	276,222	276,222	286,611	10,389	3.76%	268,498	6.75%
Aircraft Parking Fees	206,657	206,657	200,046	(6,611)	-3.20%	195,737	2.20%
Tenant Maintenance	35,000	35,000	61,816	26,816	76.62%	57,937	6.70%
Total Airfield	517,879	517,879	548,473	30,594	5.91%	522,172	5.04%
TERMINAL							
FIS Facility Use Fee	0	0	0	0	0.00%	1,520	-100.00%
Utility Reimbursement	24,000	24,000	24,277	277	1.15%	25,477	-4.71%
Tenant Maintenance	25,000	25,000	18,847	(6,153)	-24.61%	39,736	-52.57%
Space Rent - Non Airline	737,745	737,745	738,519	774	0.10%	722,936	2.16%
Food & Beverage	1,000,812	1,000,812	1,214,921	214,109	21.39%	902,530	34.61%
Retail	887,626	887,626	933,339	45,713	5.15%	844,970	10.46%
Advertising	300,000	300,000	297,444	(2,556)	-0.85%	306,782	-3.04%
Foreign Currency	26,600	26,600	8,867	(17,733)	-66.67%	26,600	-66.67%
Payphones	2,141	2,141	1,241	(900)	-42.04%	1,984	-37.47%
ATM	36,803	36,803	34,479	(2,325)	-6.32%	35,228	-2.13%
Museum Shop	256,092	256,092	191,483	(64,609)	-25.23%	242,117	-20.91%
Operating Permits	212,385	212,385	309,179	96,794	45.57%	230,025	34.41%
Vending Machines	33,215	33,215	34,634	1,419	4.27%	32,624	6.16%
Baggage Cart Rentals	7,000	7,000	14,257	7,257	103.68%	7,000	103.68%
Total Terminal	3,549,419	3,549,419	3,821,485	272,066	7.67%	3,419,530	11.75%
GROUND							
Parking	15,283,333	15,283,333	16,252,184	968,851	6.34%	15,248,081	6.59%
Rental Cars	5,177,978	5,177,978	5,396,551	218,573	4.22%	5,561,921	-2.97%
Access Fees	330,970	330,970	293,627	(37,343)	-11.28%	318,468	-7.80%
TNCs	200,000	200,000	363,460	163,460	81.73%	154,540	135.19%
Garage Space Rent	89,765	89,765	91,872	2,107	2.35%	87,144	5.43%
Total Ground Transportation	21,082,046	21,082,046	22,397,694	1,315,648	6.24%	21,370,153	4.81%

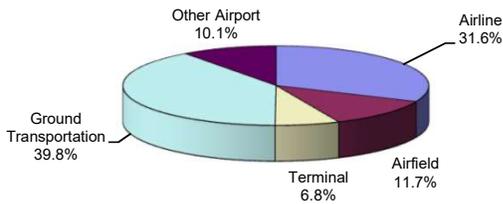
ALBANY COUNTY AIRPORT AUTHORITY
For the Twelve Months Ending Tuesday, December 31, 2019

	2019	December 2019			December 2018 Actual	2019 Actual/ Prior Year Variance %
	Adopted FY Budget	Budget YTD	Actual YTD	Variance YTD		
OTHER AIRPORT						
Telephone System -	71,000	71,000	60,555	(10,445)	-14.71%	70,479 -14.08%
Building Rental	110,882	110,882	120,637	9,755	8.80%	114,856 5.03%
Control Tower Rental	665,776	665,776	665,776	0	0.00%	665,776 0.00%
Air Cargo Facility	922,420	922,420	925,203	2,783	0.30%	928,820 -0.39%
State Executive Hangar	1,247,083	1,247,083	1,247,083	0	0.00%	1,247,083 0.00%
T Hangars	100,328	100,328	109,835	9,507	9.48%	101,477 8.24%
Tie Downs	4,176	4,176	3,948	(228)	-5.47%	4,176 -5.47%
AV Gas Fuel Sales	41,068	41,068	39,873	(1,195)	-2.91%	39,836 0.09%
FBO Properties	387,384	387,384	351,648	(35,736)	-9.22%	358,585 -1.93%
Industrial Park	568,282	568,282	562,585	(5,697)	-1.00%	554,978 1.37%
Land Rental	314,289	314,289	316,237	1,948	0.62%	313,007 1.03%
Eclipse Hangar	331,373	331,373	332,615	1,242	0.37%	41,393 703.55%
Hangar Rental	526,833	526,833	512,363	(14,470)	-2.75%	499,036 2.67%
Internet and Cable Access	7,680	7,680	7,680	0	0.00%	9,770 -21.39%
Fingerprinting	26,000	26,000	48,476	22,476	86.45%	37,600 28.93%
Tenant Maintenance	1,000	1,000	6,964	5,964	596.46%	178 3821.99%
Purchasing Proposals	5,000	5,000	530	(4,470)	-89.40%	930 -43.01%
Ebay/Scrap/Equipment	15,000	15,000	9,089	(5,911)	-39.41%	7,730 17.57%
Utility Reimbursement	170,000	170,000	163,342	(6,658)	-3.92%	162,248 0.67%
Reim of Property Taxes	42,883	42,883	27,804	(15,079)	-35.16%	42,883 -35.16%
Other	70,000	70,000	100,834	30,834	44.05%	99,344 1.50%
Total Other Airport	5,628,458	5,628,458	5,613,078	(15,380)	-0.27%	5,300,185 5.90%
TOTAL NON AIRLINE REVENUES						
	30,777,801	30,777,801	32,380,729	1,602,928	5.21%	30,612,040 5.78%
TOTAL REVENUES	45,843,078	45,843,078	48,044,992	2,201,915	4.80%	42,528,280 12.97%

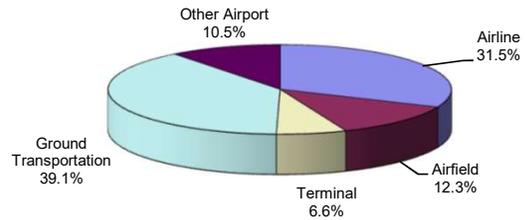
Albany International Airport Operating Revenue For the twelve months ended December 31



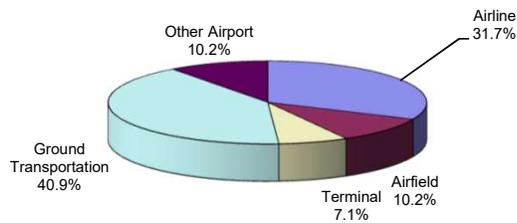
YTD 2019 Actual



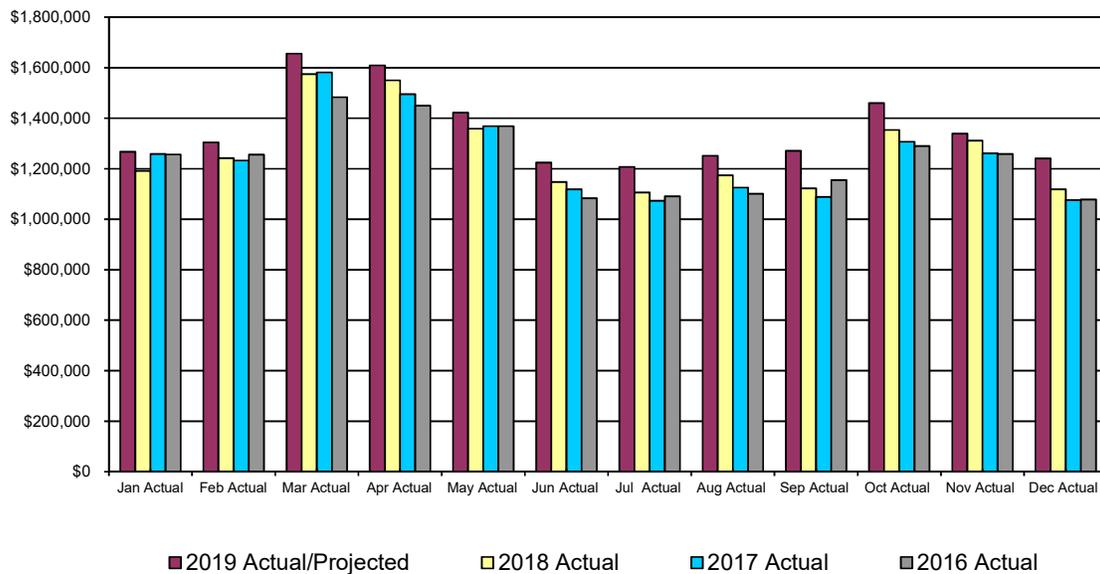
YTD 2019 Budget



YTD 2018 Actual



Albany International Airport Public Parking Revenues 2016-2019 For the twelve months ended December 31



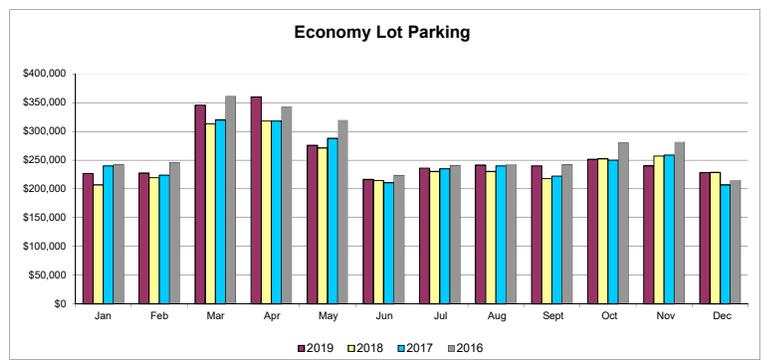
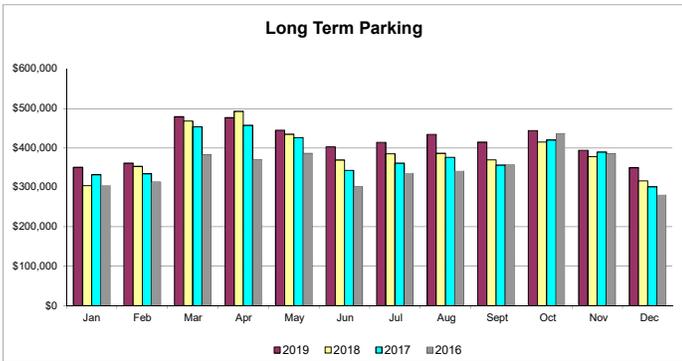
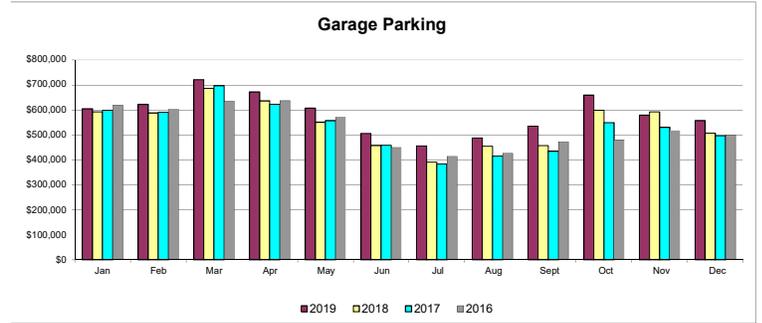
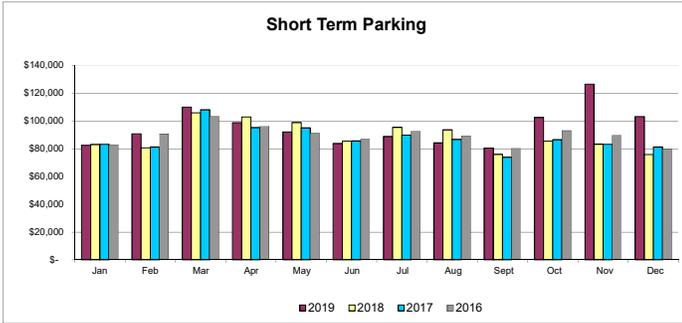
YTD Revenues	2019	% of Total Revenues	2018	2019 vs. 2018	2017	2016
Cash	\$1,417,151	8.7%	\$1,487,139	-4.7%	\$1,572,315	\$1,753,530
Credit Cards	5,821,012	35.8%	2,727,290	113.4%	2,112,359	2,291,985
Express Credit Card Machine	4,880,208	30.0%	7,085,273	-31.1%	7,426,884	7,108,055
Express EZ Pass	2,601,299	16.0%	3,412,079	-23.8%	3,404,688	3,202,067
EZ Pass	1,485,302	9.1%	500,088	197.0%	435,531	487,898
Misc Parking Revenue (*)	47,212	0.3%	36,212	30.4%	33,495	26,942
Total Rev handled at the Parking Location	\$16,252,184	100.0%	\$15,248,081	281.2%	\$14,985,272	\$14,870,476

(*) Employee Parking, Over/Short, and adjustments

	2019	2019 Budget	2019 Variance	2018	2019 vs. 2018	2017	2016
January (Actual)	\$1,267,193	\$1,253,225	\$13,968	\$1,191,119	6.4%	\$1,257,733	\$1,255,963
February (Actual)	1,304,356	1,263,036	41,320	1,241,645	5.1%	1,232,330	1,255,458
March (Actual)	1,656,049	1,570,286	85,763	1,574,995	5.1%	1,581,307	1,483,347
April (Actual)	1,609,555	1,521,748	87,807	1,550,273	3.8%	1,495,565	1,449,407
May (Actual)	1,421,577	1,386,547	35,030	1,358,290	4.7%	1,368,602	1,368,289
June (Actual)	1,224,225	1,133,472	90,753	1,147,240	6.7%	1,118,414	1,083,242
July (Actual)	1,207,722	1,107,479	100,243	1,106,181	9.2%	1,073,350	1,091,119
August (Actual)	1,250,979	1,151,398	99,581	1,173,263	6.6%	1,125,907	1,101,308
September (Actual)	1,271,091	1,139,091	132,000	1,122,276	13.3%	1,088,340	1,155,036
October (Actual)	1,459,810	1,337,356	122,454	1,353,320	7.9%	1,306,746	1,290,474
November (Actual)	1,339,225	1,303,496	35,729	1,310,935	2.2%	1,260,873	1,258,315
December (ACTUAL)	1,240,402	1,116,198	124,204	1,118,544	10.9%	1,076,105	1,078,518
Total	\$16,252,184	\$15,283,333	\$968,852	\$15,248,081	6.6%	\$14,985,272	\$14,870,476

YTD Revenues	\$16,252,184	\$15,283,333	\$968,852	\$15,248,081	6.6%	\$14,985,272	\$14,870,476
YTD Enplanements	1,518,969	1,500,000	18,969	1,466,706	3.6%	1,417,835	1,407,434
Revenue Per Enplanement:	\$10.70	\$10.19	\$0.51	\$10.40	2.9%	\$10.57	\$10.57

Albany International Airport Public Parking by Parking Lots 2016-2019 For the twelve months ended December 31



Current Month

	2019	2019 Budget	2019 Variance	2018	2019 vs. 2018	2017	2016
Short Term	\$ 103,254	\$ 80,208	\$ 23,046	\$ 75,837	36.2%	\$ 81,289	\$ 79,901
Long Term	350,135	304,594	45,541	316,650	10.6%	301,870	281,603
Garage	557,516	509,277	48,239	507,161	9.9%	497,213	500,618
E Lot	228,517	220,204	8,313	228,558	0.0%	206,965	215,214
Employee Parking	800	1,917	(1,117)	620	29.0%	4,361	683
Customer Adjustments	(514)	0	(514)	(10,099)	-94.9%	(14,957)	(83)
Short/Over	694	0	694	(183)	-479.2%	(636)	582
Total	\$ 1,240,402	\$ 1,116,200	\$ 124,202	\$ 1,118,544	10.9%	\$ 1,076,105	\$ 1,078,518

YTD Revenues

	2019	2019 Budget	2019 Variance	2018	2019 vs. 2018	2017	2016
Short Term	\$ 1,145,060	\$ 1,081,296	\$ 63,764	\$ 1,067,653	7.3%	\$ 1,050,643	\$ 1,077,099
Long Term	4,969,568	4,546,577	422,991	4,675,423	6.3%	4,555,616	4,204,790
Garage	7,011,445	6,491,700	519,745	6,516,026	7.6%	6,339,437	6,328,502
E Lot	3,088,910	3,117,821	(28,911)	2,959,555	4.4%	3,013,646	3,240,437
Employee Parking	42,569	45,939	(3,370)	45,676	-6.8%	46,566	43,516
Customer Adjustments	(5,569)	0	(5,569)	(16,417)	-66.1%	(19,880)	(22,788)
Short/Over	201	0	201	165	22.2%	(756)	(1,080)
Total	\$ 16,252,184	\$ 15,283,333	\$ 968,852	\$ 15,248,081	6.6%	\$ 14,985,272	\$ 14,870,476

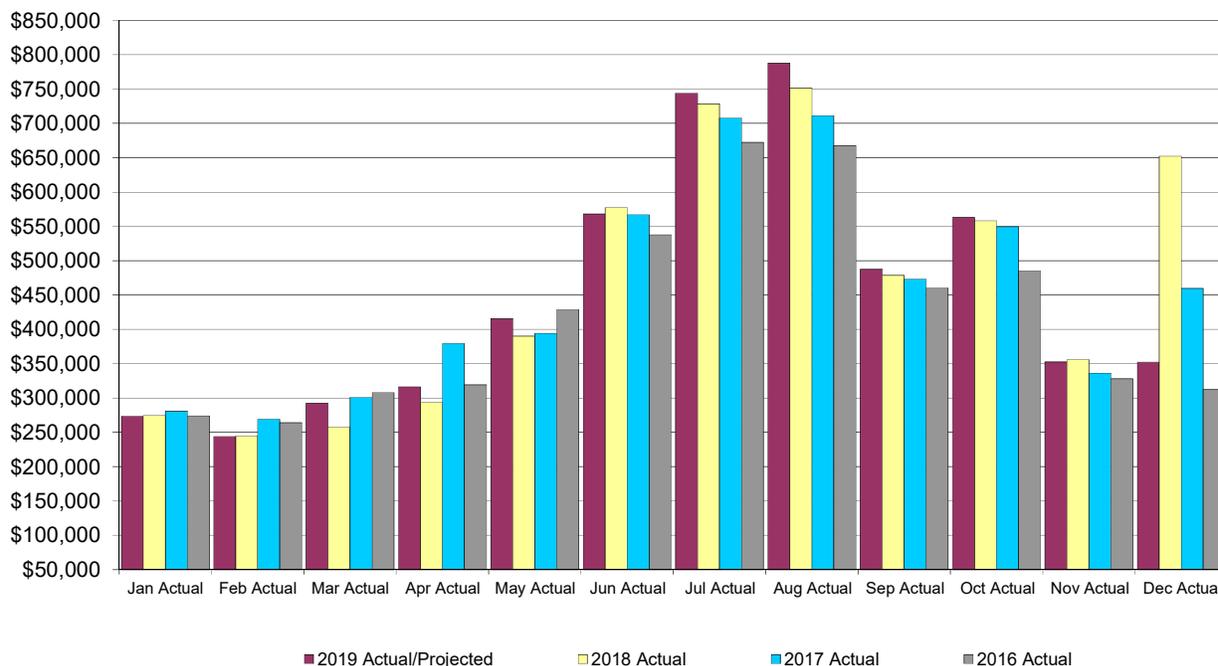
**Parking Activity 2019
Monthly Totals**

	SHORT TERM / LOT A				GARAGE				LONG TERM / LOT D				ECONOMY / LOT E				Total
	#	\$	\$/#	%	#	\$	\$/#	%	#	\$	\$/#	%	#	\$	\$/#	%	\$
January	20,887	\$82,689	\$3.96	6.5%	11,539	\$604,822	\$52.42	47.8%	8,748	\$351,086	\$40.13	27.8%	5,695	\$226,529	\$39.78	17.9%	\$1,265,126
February	17,919	\$90,794	\$5.07	7.0%	11,268	\$622,790	\$55.27	47.8%	9,848	\$361,504	\$36.71	27.8%	6,376	\$227,542	\$35.69	17.5%	\$1,302,630
March	23,766	\$110,128	\$4.63	6.6%	13,265	\$721,200	\$54.37	43.5%	12,653	\$479,618	\$37.91	29.0%	9,490	\$345,487	\$36.41	20.9%	\$1,656,433
April	24,208	\$98,905	\$4.09	6.2%	12,661	\$672,231	\$53.09	41.8%	12,645	\$476,999	\$37.72	29.7%	9,957	\$359,991	\$36.15	22.4%	\$1,608,126
May	25,378	\$92,244	\$3.63	6.5%	12,912	\$607,673	\$47.06	42.8%	11,729	\$445,189	\$37.96	31.3%	8,156	\$275,670	\$33.80	19.4%	\$1,420,776
June	26,824	\$83,877	\$3.13	6.9%	10,600	\$506,347	\$47.77	41.8%	9,885	\$403,283	\$40.80	33.3%	6,511	\$216,424	\$33.24	17.9%	\$1,209,931
July	31,499	\$88,870	\$2.82	7.4%	9,210	\$456,013	\$49.51	38.2%	9,267	\$414,245	\$44.70	34.7%	6,469	\$235,984	\$36.48	19.7%	\$1,195,112
August	30,044	\$84,355	\$2.81	6.8%	9,915	\$488,058	\$49.22	39.1%	9,771	\$434,695	\$44.49	34.8%	6,723	\$241,304	\$35.89	19.3%	\$1,248,412
September	22,172	\$80,614	\$3.64	6.3%	11,067	\$535,507	\$48.39	42.1%	9,781	\$414,621	\$42.39	32.6%	7,000	\$239,956	\$34.28	18.9%	\$1,270,698
October	22,629	\$102,709	\$4.54	7.0%	13,375	\$659,832	\$49.33	45.3%	10,722	\$444,064	\$41.42	30.5%	7,616	\$251,403	\$33.01	17.2%	\$1,458,008
November	22,169	\$126,621	\$5.71	9.4%	11,378	\$579,456	\$50.93	43.2%	9,758	\$394,093	\$40.39	29.4%	7,009	\$240,103	\$34.26	17.9%	\$1,340,273
December	24,506	\$103,254	\$4.21	8.3%	11,028	\$557,516	\$50.55	45.0%	10,243	\$350,135	\$34.18	28.2%	6,396	\$228,517	\$35.73	18.4%	\$1,239,422
Total	292,001	\$1,145,060	\$3.92	7.1%	138,218	\$7,011,445	\$50.73	43.2%	125,050	\$4,969,532	\$39.74	30.6%	87,398	\$3,088,910	\$35.34	19.0%	\$16,214,947

**Parking Activity 2019
Cumulative Totals**

	SHORT TERM / LOT A				GARAGE				LONG TERM / LOT D				ECONOMY / LOT E				Total
	#	\$	\$/#	%	#	\$	\$/#	%	#	\$	\$/#	%	#	\$	\$/#	%	\$
January	20,887	\$82,689	\$3.96	6.5%	11,539	\$604,822	\$52.42	47.8%	8,748	\$351,086	\$40.13	27.8%	5,695	\$226,529	\$39.78	17.9%	\$1,265,126
February	38,806	\$173,483	\$4.47	6.8%	22,807	\$1,227,612	\$53.83	47.8%	18,596	\$712,590	\$38.32	27.8%	12,071	\$454,071	\$37.62	17.7%	\$2,567,756
March	62,572	\$283,611	\$4.53	6.7%	36,072	\$1,948,812	\$54.03	46.1%	31,249	\$1,192,208	\$38.15	28.2%	21,561	\$799,558	\$37.08	18.9%	\$4,224,189
April	86,780	\$382,516	\$4.41	6.6%	48,733	\$2,621,043	\$53.78	44.9%	43,894	\$1,669,207	\$38.03	28.6%	31,518	\$1,159,549	\$36.79	19.9%	\$5,832,315
May	112,158	\$474,760	\$4.23	6.5%	61,645	\$3,228,716	\$52.38	44.5%	55,623	\$2,114,396	\$38.01	29.2%	39,674	\$1,435,219	\$36.18	19.8%	\$7,253,091
June	138,982	\$558,637	\$4.02	6.6%	72,245	\$3,735,063	\$51.70	44.1%	65,508	\$2,517,679	\$38.43	29.7%	46,185	\$1,651,643	\$35.76	19.5%	\$8,463,022
July	170,481	\$647,507	\$3.80	6.7%	81,455	\$4,191,076	\$51.45	43.4%	74,775	\$2,931,924	\$39.21	30.4%	52,654	\$1,887,627	\$35.85	19.5%	\$9,658,134
August	200,525	\$731,862	\$3.65	6.7%	91,370	\$4,679,134	\$51.21	42.9%	84,546	\$3,366,619	\$39.82	30.9%	59,377	\$2,128,931	\$35.85	19.5%	\$10,906,546
September	222,697	\$812,476	\$3.65	6.7%	102,437	\$5,214,641	\$50.91	42.8%	94,327	\$3,781,240	\$40.09	31.1%	66,377	\$2,368,887	\$35.69	19.5%	\$12,177,244
October	245,326	\$915,185	\$3.73	6.7%	115,812	\$5,874,473	\$50.72	43.1%	105,049	\$4,225,304	\$40.22	31.0%	73,993	\$2,620,290	\$35.41	19.2%	\$13,635,252
November	267,495	\$1,041,806	\$3.89	7.0%	127,190	\$6,453,929	\$50.74	43.1%	114,807	\$4,619,397	\$40.24	30.8%	81,002	\$2,860,393	\$35.31	19.1%	\$14,975,525
December	292,001	\$1,145,060	\$3.92	7.1%	138,218	\$7,011,445	\$50.73	43.2%	125,050	\$4,969,532	\$39.74	30.6%	87,398	\$3,088,910	\$35.34	19.0%	\$16,214,947

Albany International Airport Rental Car Revenues 2016-2019 For the twelve months ended December 31

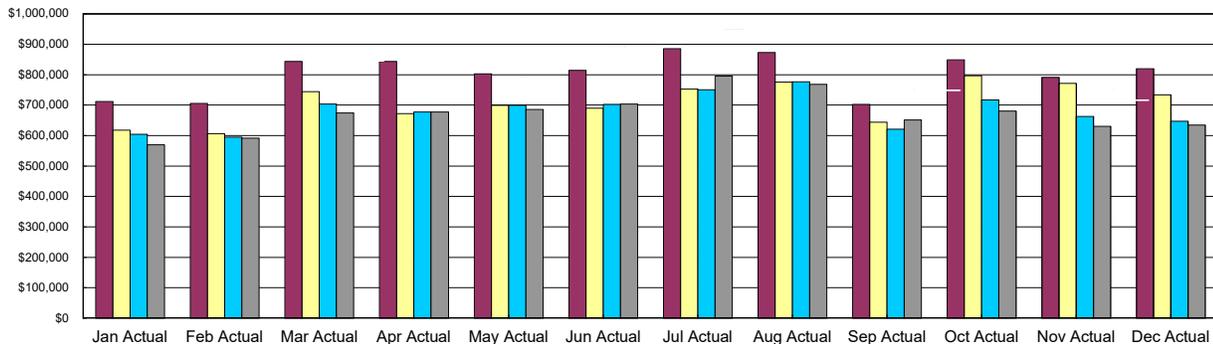


YTD Revenues		2019	2019 Budget	2019 Variance	2018	2019 vs. 2018	2017	2016
On Airport Rental Car Rev		\$5,368,478	\$4,996,231	\$372,247	\$5,335,644	\$32,835	\$5,194,097	\$4,888,588
Off Airport Rental Car Rev		28,072	181,747	(153,675)	226,277	(198,205)	233,645	168,676
Total YTD		\$5,396,550	\$5,177,978	\$218,572	\$5,561,921	-\$165,371	\$5,427,741	\$5,057,262
		2019	2019 Budget	2019 Variance	2018	2019 vs. 2018	2017	2016
January	(Actual)	\$273,534	\$267,859	\$5,675	\$274,396	-0.3%	\$280,610	\$274,115
February	(Actual)	243,850	251,570	(7,720)	244,464	-0.3%	269,050	263,953
March	(Actual)	292,438	280,085	12,353	257,554	13.5%	300,825	307,890
April	(Actual)	316,211	321,266	(5,055)	293,529	7.7%	379,319	319,224
May	(Actual)	415,543	392,036	23,507	390,188	6.5%	394,053	428,748
June	(Actual)	568,224	542,589	25,635	577,170	-1.5%	566,799	537,901
July	(Actual)	743,889	680,263	63,626	728,505	2.1%	707,627	672,335
August	(Actual)	787,627	688,162	99,465	751,410	4.8%	711,095	667,716
September	(Actual)	487,483	455,003	32,480	478,515	1.9%	473,049	460,324
October	(Actual)	563,137	511,144	51,993	557,914	0.9%	549,416	484,966
November	(Actual)	352,419	328,971	23,449	356,094	-1.0%	336,262	328,000
December	(ACTUAL)	352,195	459,032	(106,836)	652,180	-46.0%	459,637	312,090
Total		5,396,550	\$5,177,978	\$218,572	5,561,921	-3.0%	\$5,427,741	\$5,057,262

YTD Revenues	\$5,396,550	\$5,177,978	\$218,572	\$5,561,921	-3.0%	\$5,427,741	\$5,057,262
YTD Enplanements	1,518,969	1,500,000	18,969	1,466,706	3.6%	1,417,835	1,407,434
Revenue Per Enplanement:	\$3.55	\$3.45	\$0.10	\$3.79	-6.3%	\$3.83	\$3.59

Albany International Airport Food & Beverage Sales & Revenues 2016-2019 For the twelve months ended December 31

Gross Food & Beverage Sales



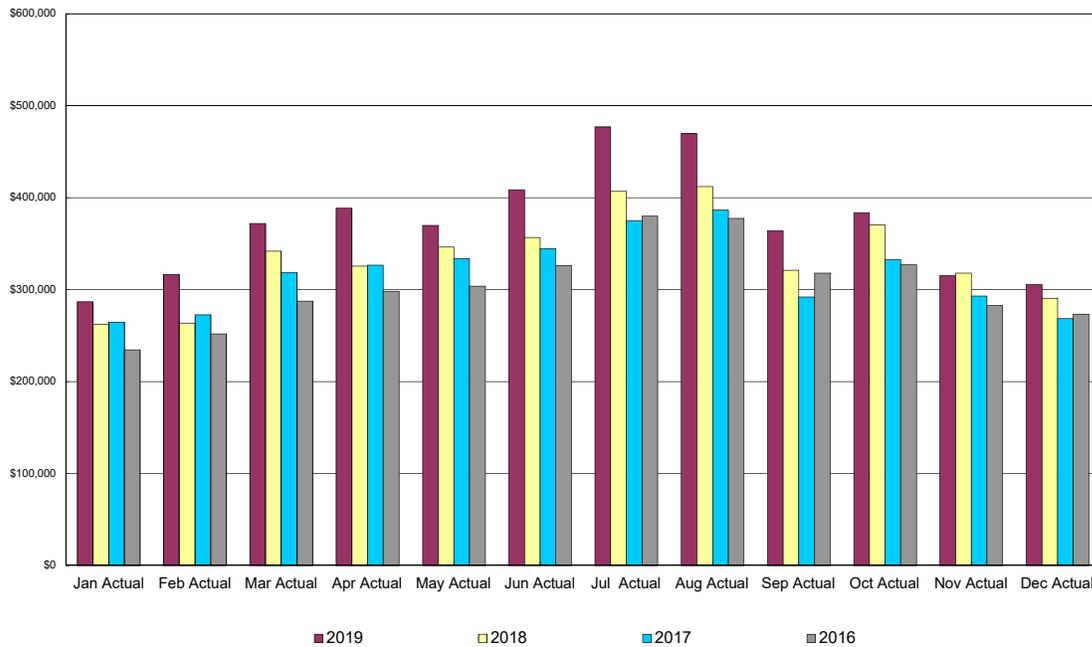
		Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
Sales per Enplanement:														
2019	HMS Host	\$4.33	\$4.45	\$4.43	\$4.37	\$4.17	\$4.45	\$4.27	\$4.11	\$3.92	\$4.20	\$4.53	\$4.62	\$4.32
	OHM	\$2.35	\$2.16	\$1.99	\$1.94	\$2.02	\$1.84	\$1.88	\$1.91	\$1.93	\$2.02	\$2.20	\$2.33	\$2.05
	Total 2019	\$6.68	\$6.61	\$6.42	\$6.31	\$6.18	\$6.29	\$6.15	\$6.02	\$5.85	\$6.22	\$6.73	\$6.96	\$6.37
Sales per Enplanement:														
2018	McDonalds	\$1.11	\$1.10	\$1.33	\$1.23	\$1.21	\$1.21	\$1.23	\$1.25	\$1.23	\$1.08	\$0.93	\$0.94	\$1.15
	HMS Host	\$4.11	\$4.14	\$4.48	\$4.13	\$4.21	\$4.11	\$4.01	\$4.11	\$4.27	\$4.06	\$3.79	\$3.66	\$4.09
	Greenleaf's	\$0.28	\$0.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.04
	OHM	\$0.00	\$0.00	\$0.10	\$0.21	\$0.21	\$0.23	\$0.24	\$0.23	\$0.19	\$0.86	\$1.73	\$1.71	\$0.48
	Villa	\$0.44	\$0.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.07
	Total 2018	\$5.94	\$5.90	\$5.91	\$5.57	\$5.63	\$5.55	\$5.48	\$5.59	\$5.69	\$6.00	\$6.45	\$6.30	\$5.83
Sales per Enplanement:														
2017	McDonalds	\$1.06	\$1.05	\$1.00	\$1.01	\$0.96	\$0.97	\$0.95	\$0.97	\$0.94	\$0.91	\$1.01	\$1.04	\$0.99
	HMS Host	\$3.78	\$3.81	\$3.94	\$3.72	\$3.96	\$4.02	\$3.75	\$3.81	\$3.81	\$3.92	\$4.00	\$4.26	\$3.90
	Greenleaf's	\$0.38	\$0.45	\$0.46	\$0.45	\$0.40	\$0.39	\$0.44	\$0.43	\$0.37	\$0.35	\$0.30	\$0.26	\$0.39
	Villa	\$0.47	\$0.51	\$0.47	\$0.49	\$0.48	\$0.47	\$0.54	\$0.54	\$0.46	\$0.45	\$0.41	\$0.44	\$0.48
	Total 2017	\$5.69	\$5.82	\$5.88	\$5.67	\$5.80	\$5.84	\$5.69	\$5.74	\$5.58	\$5.64	\$5.73	\$6.00	\$5.76
Sales per Enplanement:														
2016	McDonalds	\$0.96	\$0.98	\$0.92	\$0.96	\$0.91	\$0.94	\$1.01	\$0.97	\$0.97	\$0.97	\$0.99	\$1.03	\$0.97
	HMS Host	\$3.74	\$3.79	\$3.76	\$3.72	\$3.91	\$4.00	\$4.03	\$3.79	\$3.84	\$3.73	\$3.60	\$3.94	\$3.82
	Greenleaf's	\$0.42	\$0.45	\$0.46	\$0.47	\$0.46	\$0.48	\$0.45	\$0.41	\$0.37	\$0.37	\$0.39	\$0.37	\$0.42
	Villa	\$0.46	\$0.51	\$0.50	\$0.54	\$0.52	\$0.55	\$0.59	\$0.58	\$0.46	\$0.45	\$0.49	\$0.53	\$0.51
	Total 2016	\$5.57	\$5.73	\$5.64	\$5.68	\$5.80	\$5.97	\$6.08	\$5.75	\$5.63	\$5.52	\$5.47	\$5.86	\$5.73

ACAA Food & Beverage Revenues

		2019	2019	2019	2018	2019 vs.	2017	2016
		2019	Budget	Variance	2018	2018	2017	2016
January	(Actual)	\$89,647	\$72,615	\$17,032	\$59,517	50.6%	\$57,444	\$54,811
February	(Actual)	88,953	73,143	15,810	59,536	49.4%	57,118	56,890
March	(Actual)	106,302	85,450	20,852	74,351	43.0%	68,502	65,702
April	(Actual)	106,136	77,711	28,425	67,265	57.8%	65,228	65,817
May	(Actual)	102,957	82,531	20,426	70,417	46.2%	67,955	66,960
June	(Actual)	101,748	81,707	20,041	69,137	47.2%	68,162	68,057
July	(Actual)	110,146	90,729	19,417	76,437	44.1%	71,600	76,561
August	(Actual)	109,080	92,667	16,414	81,127	34.5%	75,973	74,763
September	(Actual)	88,594	79,737	8,857	68,439	29.4%	62,093	65,090
October	(Actual)	109,171	91,143	18,028	88,479	23.4%	73,404	68,546
November	(Actual)	99,772	91,203	8,569	98,121	1.7%	68,188	70,403
December (ACTUAL)		102,413	82,176	20,237	89,705	14.2%	68,271	51,597
Total		1,214,919	\$1,000,812	\$214,107	\$902,530	34.6%	\$803,939	\$785,197
YTD Revenues		\$1,214,919	\$1,000,812	\$214,107	\$902,530	34.6%	\$803,939	\$785,197
YTD Enplanements		1,518,969	1,500,000	18,969	1,466,706	3.6%	1,417,835	1,407,434
Revenue Per Enplanement:		\$0.80	\$0.67	\$0.13	\$0.62	29.0%	\$0.57	\$0.56

Albany International Airport Retail Sales & Revenues 2016-2019 For the twelve months ended December 31

Gross Retail Sales



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	YTD
Sales per Enplanement:													
2019	\$2.69	\$2.97	\$2.83	\$2.91	\$2.85	\$3.15	\$3.31	\$3.24	\$3.03	\$2.81	\$2.68	\$2.60	\$2.92
2018	\$2.52	\$2.56	\$2.71	\$2.70	\$2.79	\$2.87	\$2.96	\$2.97	\$2.84	\$2.79	\$2.66	\$2.50	\$2.74
2017	\$2.49	\$2.67	\$2.66	\$2.74	\$2.77	\$2.87	\$2.84	\$2.86	\$2.63	\$2.61	\$2.53	\$2.49	\$2.68
2016	\$2.29	\$2.44	\$2.41	\$2.50	\$2.57	\$2.77	\$2.90	\$2.83	\$2.75	\$2.65	\$2.45	\$2.53	\$2.59

ACAA Retail Revenues

		2019	2019	2019	2019 vs.	2017	2016	
		2019	Budget	Variance	2018	2018	2016	
January	(Actual)	\$67,806	\$66,042	\$1,764	\$62,868	7.9%	\$65,706	\$65,583
February	(Actual)	63,328	55,385	7,943	52,723	20.1%	55,583	55,584
March	(Actual)	74,379	71,868	2,511	68,414	8.7%	63,695	57,541
April	(Actual)	88,164	79,348	8,816	75,535	16.7%	75,478	69,653
May	(Actual)	74,028	72,771	1,257	69,274	6.9%	66,785	60,783
June	(Actual)	81,744	74,971	6,773	71,368	14.5%	68,968	65,255
July	(Actual)	105,823	96,447	9,376	91,812	15.3%	85,180	85,995
August	(Actual)	93,912	86,620	7,292	82,457	13.9%	77,344	75,532
September	(Actual)	72,793	67,516	5,277	64,271	13.3%	58,406	63,581
October	(Actual)	87,168	88,730	(1,562)	84,466	3.2%	76,689	75,432
November	(Actual)	63,047	66,819	(3,772)	63,608	-0.9%	58,637	56,553
December (ACTUAL)		61,147	61,111	36	58,174	5.1%	50,063	55,583
Total		\$933,339	\$887,626	\$45,713	\$844,970	10.5%	\$802,534	\$787,075
YTD Revenues		\$933,339	\$887,626	\$45,713	\$844,970	10.5%	\$802,534	\$787,075
YTD Enplanements		1,518,969	1,500,000	18,969	1,466,706	3.6%	1,417,835	1,407,434
Revenue Per Enplanement:		\$0.61	\$0.59	\$0.02	\$0.58	5.2%	\$0.57	\$0.56

**** UNAUDITED - FOR INTERNAL REVIEW****



AvPort Airport Operations

Albany County Airport Authority
Summary of AvPorts Expenses

	2019	December 2019			December 2018	2019 Actual/ & Prior Year Variance %	
	Adopted FY Budget	Budget YTD	Actual YTD	Variance YTD			Variance %
EXPENSES BY CATEGORY							
Personal Services	\$ 7,805,707	\$ 7,805,707	\$ 7,639,537	\$ 166,170	2.13%	\$ 7,356,496	-3.85%
Employee Benefits	3,694,377	3,694,377	3,523,992	170,386	4.61%	3,305,132	-6.62%
Utilities & Communications	2,019,051	2,019,051	1,763,547	255,504	12.65%	2,031,843	13.20%
Purchased Services							
Insurance	269,656	269,656	308,989	(39,333)	-14.59%	339,465	8.98%
Legal	0	0	0	0	-100.00%	70,000	100.00%
Public Safety	309,107	309,107	318,462	(9,355)	-3.03%	294,251	-8.23%
Albany County Sheriffs	2,731,859	2,731,859	2,731,859	0	0.00%	2,281,644	-19.73%
Parking Valet Service	350,000	350,000	448,519	(98,519)	-28.15%	385,436	-16.37%
Employee Shuttle	25,000	25,000	30,000	(5,000)	-20.00%	25,000	-20.00%
Ground Transportation	0	0	33,600	(33,600)	100.00%	0	-100.00%
Janitorial	479,141	479,141	582,087	(102,946)	-21.49%	528,956	-10.04%
Public Communications	518,420	518,420	462,331	56,089	10.82%	521,391	11.33%
Special Studies	34,200	34,200	2,992	31,208	91.25%	578	-417.65%
Professional Services	498,000	498,000	462,125	35,875	7.20%	480,637	3.85%
Total Purchased Services	5,215,383	5,215,383	5,380,964	(165,581)	-3.17%	4,927,358	-9.21%
Material & Supplies							
Airfield	914,500	914,500	696,786	217,714	23.81%	793,991	12.24%
Buildings	2,020,884	2,020,884	2,546,427	(525,542)	-26.01%	2,597,624	1.97%
Grounds	874,185	874,185	991,734	(117,548)	-13.45%	790,411	-25.47%
Vehicles	652,900	652,900	674,952	(22,052)	-3.38%	637,793	-5.83%
Total Material & Supplies	4,462,469	4,462,469	4,909,899	(447,428)	-10.03%	4,819,819	-1.87%
Office	212,248	212,248	139,354	72,895	34.34%	124,030	-12.36%
Administration	601,950	601,950	634,623	(32,673)	-5.43%	631,841	-0.44%
Total Expenses	\$ 24,011,185	\$ 24,011,185	\$ 23,991,916	\$ 19,273	0.08%	\$ 23,196,519	-3.43%

DEPARTMENT SUMMARY (DIRECT & INDIRECT)

Direct Cost Centers							
Airfield	\$ 3,408,313	\$ 3,408,313	\$ 3,003,306	\$ 405,007	11.88%	\$ 3,159,828	4.95%
Terminal	5,575,507	5,575,507	5,701,443	(125,936)	-2.26%	5,831,328	2.23%
Loading Bridges	311,452	311,452	311,362	90	0.03%	349,282	10.86%
Parking	4,725,138	4,725,138	4,875,861	(150,723)	-3.19%	4,438,029	-9.87%
Landside	1,271,568	1,271,568	1,377,980	(106,412)	-8.37%	1,434,900	3.97%
Total Direct Cost Centers	15,291,978	15,291,978	15,269,952	22,026	0.14%	15,213,367	-0.37%
Indirect Cost Center							
ARFF	2,144,562	2,144,562	2,071,966	72,597	3.39%	1,947,283	-6.40%
Operations	1,005,988	1,005,988	1,071,224	(65,236)	-6.48%	1,004,598	-6.63%
Security	3,152,170	3,152,170	3,100,734	51,436	1.63%	2,667,060	-16.26%
Vehicles & Equipment	1,505,340	1,505,340	1,440,811	64,529	4.29%	1,485,029	2.98%
Airport Mgmt Administration	911,147	911,147	1,037,228	(126,080)	-13.84%	879,181	-17.98%
Total Indirect Cost Centers	8,719,207	8,719,207	8,721,963	(2,754)	-0.03%	7,983,151	-9.25%
Total Expenses	\$ 24,011,185	\$ 24,011,185	\$ 23,991,915	\$ 19,272	0.08%	\$ 23,196,518	-3.43%

ALBANY COUNTY AIRPORT AUTHORITY
Detail of AvPorts Departments
For the Twelve Months Ending Tuesday, December 31, 2019

	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
EXPENSES							
Personal Services							
11000 Salaries	\$7,088,746	\$545,288	\$565,494	(\$20,206)	\$7,088,746	\$6,561,637	\$527,109
12010 Overtime 1.5	678,976	87,139	153,364	(66,225)	678,976	997,079	(318,103)
12020 Overtime 2.0	37,985	5,579	16,420	(10,840)	37,985	64,614	(26,629)
13000 Temporary Help	0	0	16,208	(16,208)	0	16,208	(16,208)
Total Personal Services	7,805,707	638,006	751,485	(113,478)	7,805,707	7,639,537	166,170
Employee Benefits							
21000 Social Security	563,085	46,183	54,740	(8,558)	563,085	565,568	(2,483)
22000 Health Insurance	2,173,435	181,120	211,764	(30,645)	2,173,435	2,061,044	112,391
24000 Medical Exams	21,600	1,800	678	1,122	21,600	15,239	6,361
25000 Uniforms & Laundry	46,700	3,892	5,766	(1,874)	46,700	53,541	(6,841)
25005 Uniform Purchases	32,600	3,584	3,189	395	32,600	20,793	11,807
26010 Disability Insurance	135,481	11,290	(34,318)	45,608	135,481	119,692	15,789
26020 Unemployment Insurance	52,123	315	302	14	52,123	43,956	8,167
26030 Workers Compensation	506,275	42,190	29,463	12,727	506,275	462,647	43,628
29001 Airport & FBO 401K	163,078	13,074	17,940	(4,866)	163,078	181,512	(18,434)
Total Employee Benefits	3,694,377	303,447	289,523	13,924	3,694,377	3,523,992	170,386
Utilities & Communications							
31000 Electric	1,456,250	94,312	110,207	(15,895)	1,456,250	1,213,377	242,873
33000 Natural Gas	273,500	18,544	34,892	(16,348)	273,500	258,400	15,100
34000 Sewer	92,400	0	0	0	92,400	79,331	13,069
35000 Water	106,150	0	0	0	106,150	131,136	(24,986)
36010 Telephone Charges-Local	13,870	1,156	1,052	104	13,870	13,606	264
36011 Tele Chg-Long Dist	675	56	0	56	675	459	216
36012 Telephone - Sheriff	4,200	350	0	350	4,200	3,695	505
36017 Payphones-Annual & Mo Serv	21,271	1,773	1,032	740	21,271	12,306	8,965
36018 Payphones-Monthly Usage	300	25	10	15	300	225	75
36020 Telephone Repairs	5,000	417	208	209	5,000	5,760	(760)
36030 Telephone-Cellular	42,000	3,500	4,229	(729)	42,000	43,468	(1,468)
36035 Radio Communications	0	0	0	0	0	100	(100)
36060 Cable Television	3,435	286	0	286	3,435	1,684	1,751
Total Utilities & Communications	2,019,051	120,418	151,629	(31,211)	2,019,051	1,763,547	255,504
PURCHASED SERVICES							
Insurance							
42010 Airport Liability Insurance	5,750	479	485	(6)	5,750	5,817	(67)
42020 Automotive Insurance	68,378	0	0	0	68,378	77,061	(8,683)
42060 Property Insurance	180,028	0	0	0	180,028	212,103	(32,075)
42095 Insurance Claims	15,500	1,292	961	330	15,500	14,008	1,492
Total Insurance	269,656	1,771	1,447	324	269,656	308,989	(39,333)
Public Safety							
44000 Public Safety	2,731,859	227,655	227,655	0	2,731,859	2,731,859	0
44005 Outside Security Services	298,107	22,887	14,887	8,000	298,107	309,191	(11,084)
44010 Armored Car Service	11,000	917	935	(18)	11,000	9,271	1,729
44020 Parking Valet Service	350,000	17,042	37,170	(20,128)	350,000	448,519	(98,519)
44030 Employee Shuttle Service	25,000	0	0	0	25,000	30,000	(5,000)
44035 Ground Transportation	0	0	0	0	0	33,600	(33,600)
Total Public Safety	3,415,966	268,500	280,646	(12,146)	3,415,966	3,562,439	(146,473)

ALBANY COUNTY AIRPORT AUTHORITY
Detail of AvPorts Departments
For the Twelve Months Ending Tuesday, December 31, 2019

	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
Janitorial							
45000 Janitorial Services	413,081	34,423	51,774	(17,351)	413,081	508,437	(95,356)
45010 Refuse Removal Services	66,060	5,505	6,870	(1,365)	66,060	73,650	(7,590)
Total Janitorial	479,141	39,928	58,645	(18,716)	479,141	582,087	(102,946)
Public Communications							
46012 Artistic Exhibits	100,817	9,856	6,244	3,612	100,817	88,300	12,517
46013 Museum Shop	266,471	34,582	91	34,491	266,471	222,904	43,567
46020 Passenger Information Booth	151,132	12,594	12,594	0	151,132	151,128	4
Total Public Communications	518,420	57,032	18,929	38,103	518,420	462,331	56,089
Studies							
47000 Special Studies	22,000	1,833	0	1,833	22,000	0	22,000
47010 GIS Services	12,200	1,017	0	1,017	12,200	2,992	9,208
Total Studies	34,200	2,850	0	2,850	34,200	2,992	31,208
Professional Services							
49005 Appraisal	0	0	0	0	0	3,500	(3,500)
49010 Architectural	40,000	3,333	(9,000)	12,333	40,000	9,681	30,319
49020 Engineering Services	33,000	2,750	0	2,750	33,000	25,194	7,806
49040 Professional Management	425,000	35,417	35,417	0	425,000	423,750	1,250
Total Professional Services	498,000	41,500	26,417	15,083	498,000	462,125	35,875
Total Purchased Services	5,215,383	411,582	386,084	25,498	5,215,383	5,380,964	(165,581)
MATERIALS & SUPPLIES							
Airfield							
51010 Fencing	10,000	719	1,072	(353)	10,000	4,143	5,857
51011 Airfield Lighting	100,000	7,782	6,316	1,466	100,000	28,190	71,810
51014 Pavement Repairs	10,000	833	0	833	10,000	133	9,867
51015 Apron Maintenance	50,000	14,932	10,108	4,825	50,000	114,310	(64,310)
51016 Runway Painting	40,000	0	0	0	40,000	20,070	19,930
51017 Airfield Shop Supplies	25,000	2,083	359	1,724	25,000	27,436	(2,436)
51018 Airfield Shop Tools	0	0	0	0	0	160	(160)
51019 Snow Removal Supplies	250,000	87,571	84,485	3,087	250,000	224,743	25,257
51020 Rubber Removal	35,000	7,099	19,104	(12,005)	35,000	41,296	(6,296)
51030 EMS Supplies	12,000	1,000	3,332	(2,332)	12,000	13,401	(1,401)
51031 ARFF Supplies	25,000	2,083	2,073	11	25,000	17,749	7,251
51032 Hazardous Material Supplies	6,000	500	2,501	(2,001)	6,000	5,988	12
51033 Foam	24,000	2,000	0	2,000	24,000	162	23,838
51052 Wastewater Conveyance	7,500	0	0	0	7,500	7,500	0
51053 Electric	95,000	5,155	7,251	(2,096)	95,000	75,745	19,255
51054 Sewer District Charges	5,000	0	0	0	5,000	0	5,000
51055 Water District Charges	20,000	1,053	2,247	(1,194)	20,000	28,622	(8,622)
51057 System Maint & Repairs	200,000	10,597	651	9,946	200,000	87,136	112,864
Total Airfield	914,500	143,409	139,499	3,910	914,500	696,786	217,714
Buildings							
52010 Alarm & PA Systems	107,995	9,000	681	8,319	107,995	88,081	19,915
52012 Card Access Control	55,000	4,583	7,744	(3,161)	55,000	57,799	(2,799)
52013 CTV Repair	35,000	2,917	4,264	(1,347)	35,000	34,116	884

ALBANY COUNTY AIRPORT AUTHORITY
Detail of AvPorts Departments
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	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
52014 Key Access System	25,000	2,083	314	1,769	25,000	4,560	20,440
52020 Baggage System	20,000	1,667	2,540	(874)	20,000	93,939	(73,939)
52031 Electrical Repairs & Supplies	209,000	17,417	38,087	(20,671)	209,000	350,477	(141,477)
52032 Elevator Repairs & Supplies	120,000	10,000	(22,751)	32,751	120,000	87,495	32,505
52033 HVAC	211,000	17,583	25,375	(7,792)	211,000	185,453	25,547
52034 Roof	28,000	2,333	425	1,908	28,000	14,849	13,151
52035 Plumbing Repairs & Supplies	66,000	5,500	3,955	1,545	66,000	134,488	(68,488)
52036 Automatic Door Repairs	9,000	750	1,419	(669)	9,000	15,641	(6,641)
52037 Pest Control	16,640	1,387	3,512	(2,125)	16,640	27,689	(11,048)
Building Maintenance Contract							
52038 Services	0	0	0	0	0	7,542	(7,542)
52040 Fire Equipment Services	6,000	500	0	500	6,000	4,230	1,770
52041 Fire Equipment Testing	3,800	317	0	317	3,800	1,709	2,091
52050 US Customs	25,000	3,895	4,740	(845)	25,000	48,145	(23,145)
52051 Control Tower	300,000	25,000	34,045	(9,045)	300,000	380,651	(80,651)
52060 Building Maintenance	437,500	36,458	49,303	(12,845)	437,500	689,168	(251,668)
52062 Janitorial Supplies	153,500	12,792	19,216	(6,424)	153,500	169,954	(16,454)
52063 Window Washing	64,907	5,409	9,991	(4,582)	64,907	84,994	(20,087)
52071 ID Tags	27,000	2,250	3,556	(1,306)	27,000	39,383	(12,383)
52080 Sign Expense	4,000	333	44	290	4,000	8,602	(4,602)
52090 Flight Information Displays	96,542	8,045	1,275	6,770	96,542	17,462	79,080
Total Buildings	2,020,884	170,218	187,735	(17,517)	2,020,884	2,546,427	(525,542)
Grounds							
53010 Landscaping	19,200	0	1,350	(1,350)	19,200	9,139	10,061
53020 Fencing	1,500	125	0	125	1,500	14,342	(12,842)
53030 Pavement Repairs	120,000	0	8,298	(8,298)	120,000	63,791	56,209
53035 Utility Repairs	500	42	0	42	500	0	500
53040 Sign Expense	15,000	1,250	1,521	(271)	15,000	14,458	542
53041 Traffic Light Repairs	2,000	167	0	167	2,000	1,350	650
53045 Catch Basin Maintenance	3,000	250	0	250	3,000	0	3,000
53048 Snow Removal Supplies	70,000	3,557	39,683	(36,126)	70,000	89,478	(19,478)
53050 Snow Removal Services	265,600	16,107	218,162	(202,055)	265,600	480,807	(215,207)
53051 NYS Police Hangar Maint	125,000	10,417	29,934	(19,517)	125,000	126,671	(1,671)
53060 Dump Fees - Landfill	9,150	763	0	763	9,150	1,975	7,175
53070 Hazardous Waste Mgmt	12,300	1,025	0	1,025	12,300	2,864	9,436
53071 Wildlife Hazard Management	38,000	3,167	8,703	(5,536)	38,000	44,402	(6,402)
53078 Liquid Waste Disposal	30,000	2,500	0	2,500	30,000	3,110	26,890
53085 Land Lease	22,935	1,911	1,286	625	22,935	36,435	(13,500)
53090 T-Hangar Facility Maintenance	140,000	11,667	5,611	6,056	140,000	102,912	37,088
Total Grounds	874,185	52,946	314,549	(261,602)	874,185	991,734	(117,548)
Vehicles							
54010 Gasoline	67,000	4,119	5,434	(1,315)	67,000	52,208	14,792
54011 Diesel Fuel	137,000	18,663	30,038	(11,374)	137,000	125,462	11,538
54012 Oil / Grease	28,000	2,333	1,922	411	28,000	12,570	15,430
54015 CNG Fuel	23,000	1,282	1,917	(636)	23,000	21,390	1,610
54013 Vehicle / Equipment Tires	43,000	3,583	15,081	(11,498)	43,000	62,986	(19,986)
54021 Vehicle Repair & Maintenance	62,000	5,167	15,524	(10,357)	62,000	99,240	(37,240)
54022 Vehicle Communication Equip	7,000	583	0	583	7,000	6,319	681
54023 Sheriff Vehicle Repair & Maint	100	8	0	8	100	0	100
54030 General Equip Repair & Maint	70,800	5,900	691	5,209	70,800	21,556	49,244
54040 Heavy Equipment Maint	60,000	12,066	1,504	10,562	60,000	39,097	20,903
54045 ARFF Vehicle Repair & Maint	20,000	1,667	8,478	(6,812)	20,000	26,980	(6,980)

ALBANY COUNTY AIRPORT AUTHORITY
Detail of AvPorts Departments
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	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
54050 Snow Equip Repair & Maint	80,000	23,664	27,442	(3,779)	80,000	136,954	(56,954)
54060 Mower Repair & Maintenance	15,000	378	12	366	15,000	12,733	2,267
54070 Vehicle Shop Tools & Supplies	40,000	3,333	5,560	(2,227)	40,000	57,456	(17,456)
Total Vehicles	652,900	82,747	113,604	(30,857)	652,900	674,952	(22,052)
Total Material & Supplies	4,462,469	449,321	755,387	(306,066)	4,462,469	4,909,898	(447,429)
Office							
55010 Office Equipment Rental	5,794	483	412	70	5,794	5,678	116
55011 Copy Machine Use	25	2	0	2	25	0	25
55012 Office Equipment Serv Agrmnt	3,292	187	0	187	3,292	3,228	64
55013 Office Equipment Repairs	700	58	0	58	700	0	700
55014 Computer System Supplies	31,850	2,654	4,137	(1,483)	31,850	7,072	24,778
55015 Hardware/Software Maint	82,637	6,886	13,768	(6,882)	82,637	52,532	30,105
55016 Computer Equipment	13,500	1,125	0	1,125	13,500	12,555	945
55020 Office Furniture & Fixtures	6,750	563	0	563	6,750	1,249	5,501
55030 Printed Forms / Letterhead	3,200	267	0	267	3,200	844	2,356
55031 Parking Ticket Stock	16,000	1,333	0	1,333	16,000	17,742	(1,742)
55032 Printing Outside Services	100	8	0	8	100	0	100
55041 Express Mail	600	50	0	50	600	333	267
55050 Reference Materials	700	58	0	58	700	736	(36)
55060 Office Supplies	13,100	1,092	444	647	13,100	9,347	3,753
55070 Payroll Services	34,000	5,673	2,270	3,403	34,000	28,037	5,963
Total Office	212,248	20,439	21,031	(592)	212,248	139,354	72,895
Administration							
66000 Dues & Subscriptions	8,850	50	0	50	8,850	6,453	2,397
66002 A.A.A.E. Memberships	1,100	0	0	0	1,100	925	175
66010 AvPorts/MA Training & Travel	70,600	4,095	7,311	(3,216)	70,600	72,605	(2,005)
66030 Advertising - Public Meetings	2,000	167	0	167	2,000	0	2,000
66031 Economic Development	10,000	833	0	833	10,000	0	10,000
66040 License & Permits	2,400	0	0	0	2,400	2,300	100
66050 Property Taxes	37,000	0	0	0	37,000	38,063	(1,063)
66060 Credit Card Service Charges	350,000	22,230	33,306	(11,076)	350,000	398,756	(48,756)
66061 EZ Pass Fees	120,000	8,617	8,739	(123)	120,000	115,521	4,479
Total Administration	601,950	35,992	49,357	(13,365)	601,950	634,623	(32,673)
Total Expenses	24,011,186	1,979,205	2,404,495	(425,290)	24,011,186	23,991,914	19,271
83000 Non Capital Equipment	432,090	36,008	6,705	29,303	432,090	369,550	62,540
Total Exp & Non Cap Equip.	<u>24,443,276</u>	<u>2,015,213</u>	<u>2,411,200</u>	<u>(395,987)</u>	<u>24,443,276</u>	<u>24,361,464</u>	<u>81,812</u>

Albany International Airport
Employee Count 2019

	Budget	As of	Variance											
	2019	Jan 31, 19	Feb 28, 19	Mar 31, 19	Apr 30, 19	May 31, 19	Jun 30, 19	Jul 31, 19	Aug 31, 19	Sep 30, 19	Oct 31, 19	Nov 30, 19	Dec 31, 19	Budget vs. Dec 31, 19
AIRPORT MANAGEMENT - AVPORTS:														
Airfield														
Maintenance Manager	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Deputy Maintenance Manager	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Airport Maintenance Supervisor	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Airport Maintenance Lead-Airfield Electrician	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	0.00
Airport Maintenance Tech-Electrical	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	1.00	0.00
Airport Maintenance Tech-Electrical	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00	0.00	0.00	-1.00
Airport Maintenance Lead-Grounds	1.00	1.00	1.00	1.00	1.00	2.00	2.00	2.00	2.00	1.00	1.00	1.00	1.00	0.00
Airport Maint Tech Lead-Glycol	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Airport Maint Tech -Chief Glycol	0.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Airport Maint Tech-Glycol	4.00	1.00	1.00	1.00	2.00	2.00	3.00	3.00	3.00	3.00	3.00	2.00	2.00	-2.00
Airport Maint Tech Airfield Secretary	12.00	9.00	10.00	11.00	11.00	9.50	8.75	7.75	7.00	6.00	7.00	8.00	9.00	-3.00
Secretary	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.00
Terminal														
Facilities Manager	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Facilities Coordinator	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.00
Facilities Maint Lead	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	0.00
Facilities Maint - HVAC	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Facilities Maint Technician	5.00	4.00	5.00	5.00	5.00	5.00	5.00	5.25	5.25	5.25	5.25	5.00	5.00	0.00
Custodial Supervisor	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Custodial Lead	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	0.00
Custodial Worker	18.00	18.00	18.00	18.00	18.00	17.00	16.00	16.00	16.00	16.00	17.00	18.00	18.00	0.00
Floor Care Technician	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Airport Custodial Technician	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Artistic Exhibits	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.00
Museum Shop	5.50	3.50	3.50	3.50	3.50	3.50	3.50	3.50	3.50	3.50	2.50	0.00	0.00	-5.50
Loading Bridges														
Facilities Maint Lead-Loading Bridge	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	0.00
Parking														
Deputy, Commercial Services	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Parking Supervisor	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	1.00	1.00	1.00	1.00	1.00	-1.00
Lead Cashier	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	0.00
Cashier, Full Time	14.00	14.00	13.00	13.00	10.00	12.00	12.00	14.00	14.00	13.00	13.00	13.00	12.00	-2.00
Cashier, Part Time - FTE	2.50	0.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-2.50
Shuttle Operator Lead	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Shuttle Detailer	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Shuttle Operator, Full Time	12.00	12.00	12.00	12.00	14.00	14.00	14.00	13.00	13.00	13.00	12.00	12.00	12.00	0.00
Shuttle Operator, Part Time - FTE	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Lead Parking Maint Tech	1.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-1.00
Parking Assistant	1.00	0.00	0.00	0.00	0.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Parking Maint Technician	4.00	4.00	4.00	4.00	4.00	4.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	-1.00
Security														
Curbside Monitors, Full Time	4.00	2.00	3.00	4.00	4.00	3.00	3.00	3.00	4.00	4.00	4.00	4.00	4.00	0.00
Curbside Monitors, Part Time - FTE	2.50	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	1.50	1.50	-1.00
Landside														
Tower/Custodial	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	0.00
Admin Building/Custodial	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.00
ARFF														
Chief/Safety Manager	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Captains/Safety Supervisor	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	0.00
Firefighters/Safety Officer	16.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	-1.00
Operations														
Airport Operations Manager	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Airport Security Supervisor	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Asst Airport Security Supervisor	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Airport Operations Supervisor	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	0.00
Airport Operations Officer	4.00	4.00	4.00	3.00	3.00	3.00	4.00	4.25	5.00	5.00	5.00	5.00	5.00	1.00
Receptionist	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Vehicles & Equipment														
Airport Maint Lead-Vehicle Maint	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	0.00
Inventory Control Specialist	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Airport Maint Tech-Vehicle Maint	8.00	7.00	8.00	7.00	7.00	7.00	6.00	6.00	6.00	6.00	6.00	6.00	7.00	-1.00
Administration														
	3.50	3.50	3.50	4.50	5.50	5.50	5.50	6.50	6.50	6.50	5.50	5.50	5.50	2.00
Total AvPORTS Positions	173.00	156.50	159.00	160.00	161.00	161.50	159.75	160.25	161.25	158.25	156.25	153.00	153.00	-20.00

Personnel Services & Benefits

For the twelve months ended December 31, 2019

	AFCO (AvPorts)		
	Year to Date Budget	Year to Date Actual	Variance
Personnel Services			
Regular - Salaries	\$ 5,704,043	\$ 5,587,181	\$ 116,862
Holiday Pay	225,427	216,007	9,420
Other Dollars/Funeral/Jury/Retro	501,312	183,624	317,688
Shift Premium	89,201	84,373	4,828
Lead Pay	9,008	9,415	(407)
Sick Pay	122,167	124,508	(2,341)
Personal Pay	-	-	-
Vacation Pay	437,588	356,529	81,059
Sub Total	7,088,746	6,561,637	527,109
Overtime	678,976	997,079	(318,103)
Double Time Pay	37,985	64,614	(26,629)
Total	7,805,707	7,623,330	182,377
Employee Benefits			
Social Security & Medicare	563,085	565,567	(2,482)
Federal Unemployment Tax	8,458	7,486	972
NYS Unemployment	43,665	36,471	7,194
Workers Compensation	506,275	462,647	43,628
401 (K) Plan Match	163,078	181,512	(18,434)
Health & Dental Insurance	2,462,475	2,339,006	123,469
Employee Benefits Deductions	(289,040)	(277,962)	(11,078)
Disability/Life Insurance	135,481	119,692	15,789
Total	3,593,477	3,434,419	159,058
Total Salaries and Benefits	\$ 11,399,184	\$ 11,057,749	\$ 341,435

Albany International Airport 2019 AvPort's Performance Measurements For the twelve months ended December 31

Airfield Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Number of vehicle accidents on Airfield over \$1,000	1	1	0	0	0
Airport remained open for all airline operations	100%	100%	100%	100%	100%
Electrical work-orders	727	868	1026	700	722
SPEDES permit sanctions	0	0	0	0	0
Gallons of deicing aircraft storm water fluid collected	13,606,000	18,499,000	17,013,812	25,000,000	16,330,000
water removed (the higher the better)	2.9%	3.3%	4.4%	3.5%	3.6%
Employees with CDL licenses	34	33	33	40	30
Runway incidents	0	0	0	0	1
Notices to Airmen (NOTAMs) for airfield lighting	66	28	37	0	119
Occupational Safety and Health Administration (OSHA) reportable incidents	2	2	2	0	1
Liquid potassium acetate used on runways (avg gallons per snow ice event)	785	2,418	2,419	4,000	2,960
Airfield electric usage (KWH)	636,751	659,988	678,226	675,000	723,662
Overtime/Personnel Services (%)	11.3%	14.0%	13.2%	10.6%	13.8%

Terminal Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
HVAC Equipment in operation	100.0%	100.0%	100.0%	100.0%	100.0%
Work Orders	3,586	3,548	4,228	4,000	3,556
Survey: cleanliness of the terminal	N/A	N/A	N/A	80%	N/A
Average # of days a work order remains open	2.5	2.5	2.5	2.5	2.7
Plumbing Equipment in operation	100%	100%	100%	100%	100%
Terminal Maintenance direct cost per square foot	\$18.38	\$17.77	\$20.34	\$19.43	\$19.81
Terminal electrical usage (KWH): 79 Building	1,547,262	1,337,120	1,412,191	1,400,000	1,247,866
Terminal electrical usage (KWH): 98 Building	7,339,716	7,041,849	6,945,277	7,000,000	6,852,472
Overtime/Personnel Services (%)	6.9%	7.6%	8.4%	6.2%	8.4%

Loading Bridge Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Direct Cost per Loading Bridge	\$20,933	\$23,787	\$26,868	\$23,958	\$20,757
Airline Employees trained	2	13	35	10	54
Over-the-Wing (OTW) Loading Bridge total operations (no longer in use as of September)	4,278	4,249	4,031	4,200	1,788
Loading Bridge electrical usage (KWH) (6.1% of 98 building gets allocated)	635,970	635,970	601,792	600,000	593,751
OTW Loading Bridge Maintenance calls (new measurement for 2009)	93	80	93	10	47
OTW Loading Bridge out of service (new measurement for 2009)	19.5%	30.2%	32.3%	0.0%	36.4%
Number of leased loading bridges	14	13	13	13	15
Overtime/Personnel Services (%)	16.8%	16.1%	15.4%	11.2%	19.7%

Parking Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Express parking transactions	327,771	345,998	336,899	350,000	317,144
Cashier parking transactions*	322,647	292,572	301,127	300,000	325,523
Cashier parking transaction errors	110	67	53	50	53
Shuttle Bus Survey (new measurement for 2008)	N/A	N/A	80%	85%	N/A
Customer/Vehicle Contact	0	0	0	0	0
OSHA recordable accidents	6	2	2	0	3
Parking electrical usage (KWH)	348,356	348,356	351,034	345,000	334,184
Parking Garage electrical usage (KWH) (23.5% of 98 building gets allocated)	2,450,047	2,450,047	2,318,381	2,500,000	2,287,402
YTD Loss/Gain	-\$1,080	-\$636	\$165	\$0	-\$493
Overtime/Personnel Services (%)	18.0%	14.8%	16.2%	11.6%	18.5%

* No cashiers as of December 2019

N/A for Sept/
Oct/ Nov/Dec

Landside Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Number of tenants	53	56	55	56	60
Landside building rental (Sq ft) *	327,108	329,478	428,094	429,165	404,178
Landside land rental (acres)*	34	36	36	36	35
Tenant complaints	0	0	0	0	0

*Includes rented space/land only

ARFF Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Annual Dispatch Calls	536	658	643	650	645
Tour conducted by ARFF	34	21	41	35	28
AED classes conducted	27	22	4	15	7
Fire Extinguishers inspected/serviced	5,711	5,970	5,920	5,800	5,608
NYS Fire Fighter training (training hours)	504	504	504	504	504
OSHA required fire training (training hours)	156	156	156	156	156
NYS EMT training (training hours)	480	480	480	480	480
FAA ARFF training (training hours)	516	516	516	516	516
Building code inspections	52	45	31	20	14
Overtime/Personnel Services (%)	16.2%	18.6%	15.2%	11.4%	18.4%

Operations Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Work Orders (Facility) Building Maintenance calls	3,698	3,644	4,236	3,500	3,486
Work Orders (139) aeronautical areas	729	999	1,030	1,000	829
Notice to airmen (NOTAMS)	978	1,471	2,488	1,500	2,438
Bird Strikes	48	71	28	15	16
Property Damage Reports	147	176	190	140	212
Bodily Injury Reports	248	246	227	200	222
FAA 139 Inspections discrepancies	18	9	7	5	17
Operations' employee accidents	0	0	0	0	0
Operations' property accidents	2	0	1	0	0
Overtime/Personnel Services (%)	13.1%	11.0%	12.3%	8.0%	16.6%

Security Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Security Trainees	686	697	797	700	836
Driver Trainees	408	422	501	400	62
Finger Printing	763	743	934	750	1,066
Badges Issued	166	186	260	200	375
Revalidations*	656	681	854	900	5,872
Escort Required Badges Issued	2,840	2,137	3,490	2,500	4,911
Business Center Security Passes	169	64	199	100	311
Curbside Accidents	0	0	0	0	0
Curbside Security - Overtime/Personnel Services (%)	8.6%	5.4%	5.2%	2.7%	5.9%

*Revalidations of badges are performed every other year

Vehicle Maintenance Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Heavy Equipment (Units)	47	47	45	45	45
Light Vehicles (Units)	34	34	35	36	38
Light Equipment (Units)	233	233	230	230	225
Average age of ARFF Fleet (yrs)	9	8	9	9	8
Average age of Shuttle Buses (yrs)	4	3	4	5	5
Average age of Fuel Trucks (yrs)	12	14	15	16	16
Average age of other large vehicles	17	16	17	18	17
Average age of Pick-ups	15	10	11	8	7
Shuttle Bus (Not less than 6 operational)	7	7	7	8	6
Fuel Truck (Not less than 7 operational)	7	7	7	7	11
Technicians trained	0	24	16	2	24
Overtime/Personnel Services (%)	9.7%	10.2%	9.0%	8.5%	12.3%

AvPort's Administration Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
AvPort's total full time employment equivalents	154.3	159.5	153.8	173.0	153.0
Total AvPort's overtime	12.4%	12.4%	12.2%	9.2%	13.9%
Budgetary needs met	Yes	Yes	Yes	Yes	Yes
Saving/revenue producing ideas	0	0	0	0	0
Total AvPorts Property Damage Reports	16	23	4	1	17
Administration Overtime/Personnel Services (%)	0.0%	0.0%	0.0%	0.0%	0.0%
Employee turnover	15.9%	12.9%	15.4%	13.0%	15.1%

**** UNAUDITED - FOR INTERNAL REVIEW****

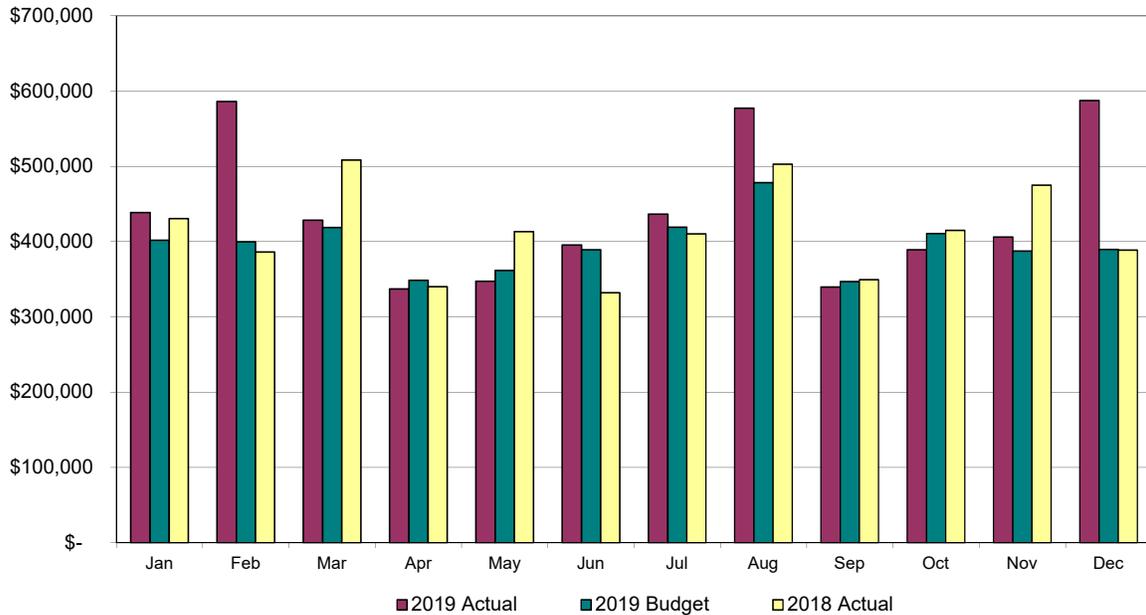


Million Air FBO Operations

Albany County Airport Authority
FBO Operations Summary
For the twelve months ended December 31, 2019

	Commercial Fueling (60)		GA & Facilities (61)		Administration (69)		TOTAL		
	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Variance
REVENUES									
Retail Fuel									
Jet A Fuel Sales	\$ -	\$ -	\$ 5,782,543	\$ 5,622,733	\$ -	\$ -	\$ 5,782,543	\$ 5,622,733	\$ (159,810)
AvGas Fuel Sales	-	-	274,825	324,539	-	-	274,825	324,539	49,714
Commercial AvGas Fuel Sales	256,631	135,402	-	-	-	-	256,631	135,402	(121,229)
Auto & Diesel Fuel Sales	330,581	317,701	-	-	-	-	330,581	317,701	(12,880)
Retail Fuel Sales	587,212	453,103	6,057,368	5,947,272	-	-	6,644,580	6,400,375	(244,205)
Into Plane Fees	666,474	690,015	-	-	-	-	666,474	690,015	23,541
Fuel Farm Fees	626,337	650,582	-	-	-	-	626,337	650,582	24,245
General Aviation Landing Fees	-	-	276,222	286,611	-	-	276,222	286,611	10,389
Aircraft Parking Fees	-	-	206,657	200,046	-	-	206,657	200,046	(6,611)
Deicing Services	1,337,540	1,668,642	40,600	95,077	-	-	1,378,140	1,763,719	385,579
FBO Properties	-	-	387,384	351,648	-	-	387,384	351,648	(35,736)
FBO Services	-	-	60,578	83,896	-	-	60,578	83,896	23,318
TOTAL REVENUES	\$ 3,217,563	\$ 3,462,342	\$ 7,028,809	\$ 6,964,550	\$ -	\$ -	\$ 10,246,372	\$ 10,426,892	\$ 180,520
COST OF SALES ()									
Fuel Costs - Jet A	-	-	3,383,148	3,164,808	-	-	3,383,148	3,164,808	(218,340)
Fuel Volume Discounts - Jet	-	-	350,000	385,039	-	-	350,000	385,039	35,039
Fuel Costs - AvGas	-	-	208,635	254,103	-	-	208,635	254,103	45,468
Fuel Volume Discounts - AvGas	-	-	4,000	4,392	-	-	4,000	4,392	392
Fuel Costs - Commercial AvGas	233,069	120,194	-	-	-	-	233,069	120,194	(112,875)
Fuel Costs - Auto & Diesel	278,000	242,196	-	-	-	-	278,000	242,196	(35,804)
Fuel Costs	511,069	362,390	3,945,783	3,808,342	-	-	4,456,852	4,170,732	(286,120)
Deicing Costs - Type I & IV	1,032,393	984,723	-	-	-	-	1,032,393	984,723	(47,670)
Catering, Oil & Other	-	-	5,000	2,671	-	-	5,000	2,671	(2,329)
Total Cost of Sales	1,543,462	1,347,113	3,950,783	3,811,013	-	-	5,494,245	5,158,126	(336,119)
Net Operating	\$ 1,674,101	\$ 2,115,229	\$ 3,078,026	\$ 3,153,537	\$ -	\$ -	\$ 4,752,127	\$ 5,268,766	\$ 516,639
EXPENSES ()									
Personal Services									
Salaries	\$ 454,736	\$ 386,432	\$ 604,344	\$ 647,331	\$ 214,861	\$ 213,864	\$ 1,273,941	\$ 1,247,627	\$ 26,314
Overtime	54,568	56,704	120,709	202,015	-	-	175,277	258,719	(83,442)
Total Personal Services	509,304	443,136	725,053	849,346	214,861	213,864	1,449,218	1,506,346	(57,128)
Employee Benefits	165,810	146,146	322,777	332,602	89,513	74,396	578,100	553,144	24,956
Utilities & Communications	21,064	17,641	70,740	60,569	1,350	861	93,154	79,071	14,083
Purchased Services	74,663	66,682	122,996	124,936	327,868	306,178	525,527	497,796	27,731
Materials & Supplies									
Buildings	12,700	6,960	69,721	72,587	-	-	82,421	79,547	2,874
Grounds	20,000	22,900	3,100	1,811	-	-	23,100	24,711	(1,611)
Vehicles	215,500	277,224	76,500	77,613	-	-	292,000	354,837	(62,837)
Total Materials & Supplies	248,200	307,084	149,321	152,011	-	-	397,521	459,095	(61,574)
Office & Administration	-	-	171,500	159,445	50,752	37,096	222,252	196,541	25,711
Non-Capital Equipment	-	-	-	-	-	-	-	-	-
TOTAL EXPENSES	1,019,041	980,689	1,562,387	1,678,909	684,344	632,395	3,265,772	3,291,993	(26,221)
FBO Net Direct Cost	\$ 655,060	\$ 1,134,540	\$ 1,515,639	\$ 1,474,628	\$ (684,344)	\$ (632,395)	\$ 1,486,355	\$ 1,976,773	\$ 490,418
Allocation of Indirect Cost Centers									
ARFF	64,337	62,159	64,337	62,159	-	-	128,674	124,318	4,356
Operations	50,299	53,561	50,299	53,561	-	-	100,599	107,122	(6,524)
Security	31,522	31,007	31,522	31,007	-	-	63,043	62,015	1,029
Vehicles & Equipment	75,267	72,041	45,160	43,224	-	-	120,427	115,265	5,162
Airport Mgmt Administration	29,373	26,957	33,645	41,910	-	-	63,018	68,866	(5,849)
FBO Administration	318,974	247,541	365,370	384,854	(684,344)	(632,395)	-	-	-
ACAA Administration	212,344	167,802	243,230	260,883	-	-	455,574	428,685	26,889
Total Allocation	782,116	661,068	833,563	877,599	(684,344)	(632,395)	931,335	906,272	25,063
FBO Net Results	\$ (127,056)	\$ 473,472	\$ 682,076	\$ 597,029	\$ -	\$ -	\$ 555,020	\$ 1,070,501	\$ 515,481

Albany International Airport FBO Net Revenue Before Operating and Maintenance Expenses For the twelve months ended December 31

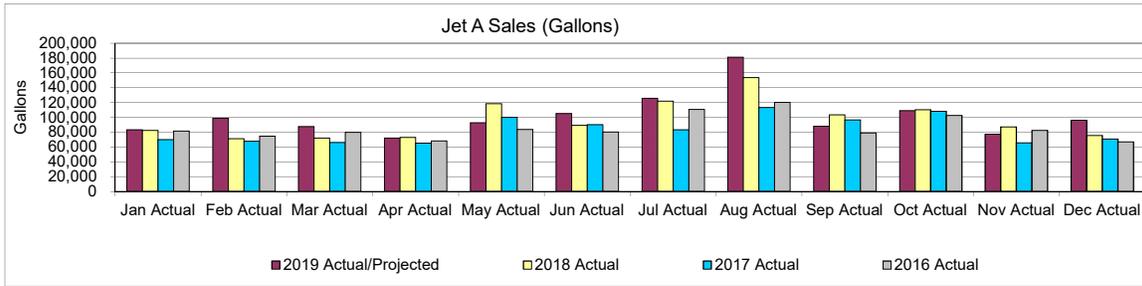


YTD Revenues	2019 Actual			2019 Budget			2018 Actual		
	Gross Revenues	Cost of Sales	Net Revenue	Gross Revenues	Cost of Sales	Net Revenue	Gross Revenues	Cost of Sales	Net Revenue
Jet A Fuel Sales	\$ 5,622,733	\$ 3,164,808	\$ 2,457,925	\$ 5,782,543	\$ 3,383,148	\$ 2,399,395	\$ 5,521,148	\$ 3,178,014	\$ 2,343,134
Fuel Volume Discounts-Jet A		385,039	(385,039)		350,000	(350,000)		366,301	(366,301)
AVGas Fuel Sales-Commercial	135,402	120,194	15,208	256,631	233,069	23,562	382,653	346,682	35,971
AVGas Fuel Sales	324,539	254,103	70,436	274,825	208,635	66,190	264,845	204,140	60,705
Fuel Volume Discounts-AVGas		4,392	(4,392)		4,000	(4,000)		3,490	(3,490)
Auto & Diesel Fuel Sales	317,701	242,196	75,505	330,581	278,001	52,580	328,293	253,862	74,431
Into-Plane Fees	690,015		690,015	666,474		666,474	673,620		673,620
Fuel Farm Fees	650,582		650,582	626,337		626,337	629,825		629,825
Landing Fees	286,611		286,611	276,222		276,222	268,498		268,498
Parking Fees	200,046		200,046	206,657		206,657	195,737		195,737
Deicing	1,763,719	984,722	778,997	1,378,140	1,032,393	345,747	1,743,337	1,121,551	621,786
Pro Services	351,648		351,648	387,384		387,384	358,585		358,585
FBO Services (Catering, etc)	83,895	2,671	81,224	60,578	5,000	55,578	60,811	2,189	58,622
Total	\$ 10,426,891	\$ 5,158,125	\$ 5,268,766	\$ 10,246,372	\$ 5,494,246	\$ 4,752,126	\$ 10,427,352	\$ 5,476,229	\$ 4,951,123

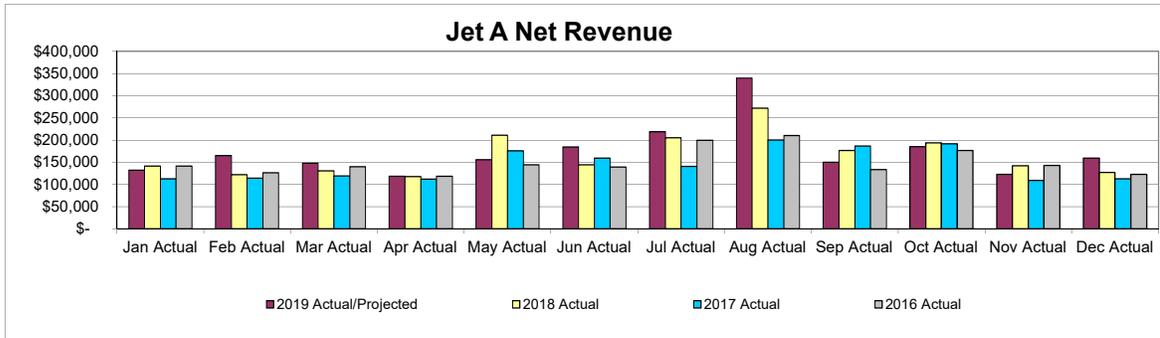
	2019 Actual			2019 Budget			2018 Actual		
	Gross Revenues	Cost of Sales	Net Revenue	Gross Revenues	Cost of Sales	Net Revenue	Gross Revenues	Cost of Sales	Net Revenue
January	\$ 930,877	\$ 492,248	\$ 438,629	\$ 968,749	\$ 566,759	\$ 401,990	\$ 981,904	\$ 551,280	\$ 430,624
February	1,207,502	621,512	585,990	973,400	573,590	399,810	838,732	452,647	386,085
March	852,990	424,464	428,526	880,075	461,376	418,699	1,060,934	552,644	508,290
April	642,494	305,445	337,049	715,370	366,690	348,680	682,197	342,099	340,098
May	664,298	316,871	347,427	722,868	361,190	361,678	843,555	430,353	413,202
June	729,804	334,297	395,507	801,318	412,050	389,268	673,250	341,233	332,017
July	852,228	415,774	436,454	863,799	444,701	419,098	859,036	448,941	410,095
August	1,148,278	571,146	577,132	980,582	502,274	478,308	1,057,757	555,130	502,627
September	634,827	295,184	339,643	693,298	346,517	346,781	738,734	389,209	349,525
October	751,308	362,200	389,108	864,159	453,603	410,556	857,474	442,605	414,869
November	841,821	435,826	405,995	833,239	445,685	387,554	1,054,884	579,770	475,114
December	1,170,464	583,158	587,306	949,515	559,811	389,704	778,895	390,318	388,577
Total	\$ 10,426,891	\$ 5,158,125	\$ 5,268,766	\$ 10,246,372	\$ 5,494,246	\$ 4,752,126	\$ 10,427,352	\$ 5,476,229	\$ 4,951,123

YTD \$ 10,426,891 \$ 5,158,125 \$ 5,268,766 \$ 10,246,372 \$ 5,494,246 \$ 4,752,126 \$ 10,427,352 \$ 5,476,229 \$ 4,951,123

Albany International Airport FBO Jet A Fuel Sales For the twelve months ended December 31

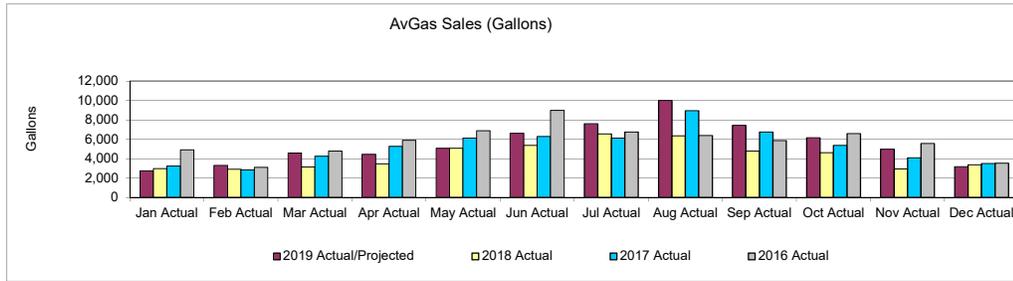


Jet A Gallons		2019	2019 Budget	# Variance	% Variance	2018	2019 vs 2018	2017	2016
January	(Actual)	83,336	87,543	(4,207)	-4.8%	82,592	0.9%	70,070	81,710
February	(Actual)	98,665	83,002	15,663	18.9%	71,125	38.7%	67,820	74,536
March	(Actual)	87,742	81,932	5,810	7.1%	72,099	21.7%	66,129	79,951
April	(Actual)	72,253	88,173	(15,920)	-18.1%	72,863	-0.8%	65,069	68,402
May	(Actual)	92,728	97,342	(4,614)	-4.7%	118,650	-21.8%	99,920	83,850
June	(Actual)	105,222	114,968	(9,746)	-8.5%	89,409	17.7%	89,950	80,224
July	(Actual)	125,728	124,465	1,263	1.0%	122,091	3.0%	83,365	110,860
August	(Actual)	180,994	141,198	39,796	28.2%	153,689	17.8%	113,131	120,313
September	(Actual)	88,182	93,791	(5,609)	-6.0%	103,321	-14.7%	96,413	79,169
October	(Actual)	108,828	115,440	(6,612)	-5.7%	110,506	-1.5%	107,989	102,474
November	(Actual)	77,083	86,762	(9,679)	-11.2%	86,915	-11.3%	65,483	82,517
December	(ACTUAL)	96,319	85,081	11,238	13.2%	75,434	27.7%	70,963	67,060
Total		1,217,080	1,199,698	17,382	1.4%	1,158,694	5.0%	996,302	1,031,066
YTD Gallons		1,217,080	1,199,698	17,382	1.4%	1,158,694	5.0%	996,302	1,031,066

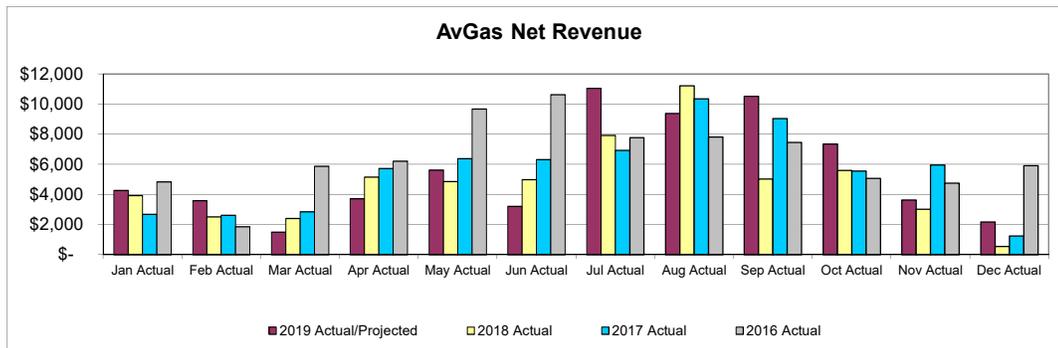


Jet A Net Revenue		2019	2019 Budget	# Variance	% Variance	2018	2019 vs 2018	2017	2016
January	(Actual)	\$ 131,406	\$ 149,546	\$ (18,140)	-12.1%	\$ 141,143	-6.9%	\$ 112,128	\$ 140,607
February	(Actual)	164,266	141,788	22,478	15.9%	121,451	35.3%	113,822	125,545
March	(Actual)	147,453	139,961	7,492	5.4%	130,403	13.1%	118,397	139,416
April	(Actual)	117,685	150,623	(32,938)	-21.9%	117,160	0.4%	111,173	117,903
May	(Actual)	155,129	166,285	(11,156)	-6.7%	210,246	-26.2%	175,376	143,880
June	(Actual)	183,921	196,396	(12,475)	-6.4%	143,769	27.9%	158,488	138,577
July	(Actual)	218,301	212,619	5,682	2.7%	204,549	6.7%	140,062	199,181
August	(Actual)	339,586	241,203	98,383	40.8%	271,633	25.0%	199,745	210,063
September	(Actual)	149,149	160,220	(11,071)	-6.9%	175,786	-15.2%	186,356	132,912
October	(Actual)	184,894	197,201	(12,307)	-6.2%	192,929	-4.2%	191,217	176,189
November	(Actual)	122,445	148,213	(25,768)	-17.4%	141,572	-13.5%	108,259	142,396
December	(ACTUAL)	158,651	145,341	13,310	9.2%	126,192	25.7%	111,976	121,863
Total		\$ 2,072,886	\$ 2,049,396	\$ 23,490	1.1%	\$ 1,976,833	4.9%	\$ 1,726,999	\$ 1,788,532
YTD Net Revenues		\$ 2,072,886	\$ 2,049,396	\$ 23,490	1.1%	\$ 1,976,833	4.9%	\$ 1,726,999	\$ 1,788,532

Albany International Airport FBO Av Gas Retail Sales For the twelve months ended December 31

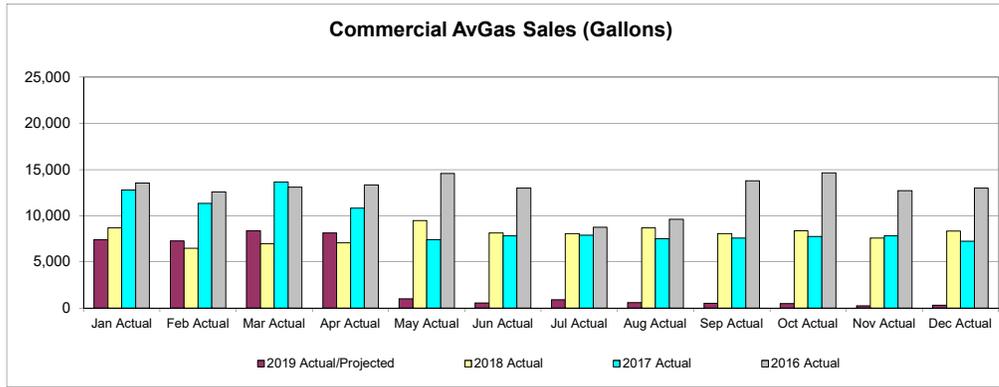


AvGas Gallons		2019	2019	#	%	2018	2019 vs	2017	2016
		(Actual)	Budget	Variance	Variance		2018		
January	(Actual)	2,738	3,016	(278)	-9.2%	2,978	-8.1%	3,248	4,915
February	(Actual)	3,291	2,706	585	21.6%	2,914	12.9%	2,836	3,087
March	(Actual)	4,578	3,250	1,328	40.9%	3,134	46.1%	4,236	4,773
April	(Actual)	4,431	4,482	(51)	-1.1%	3,471	27.7%	5,261	5,879
May	(Actual)	5,054	5,266	(212)	-4.0%	5,062	-0.2%	6,101	6,884
June	(Actual)	6,600	5,539	1,061	19.1%	5,378	22.7%	6,292	8,954
July	(Actual)	7,604	5,627	1,977	35.1%	6,547	16.1%	6,118	6,733
August	(Actual)	9,989	6,128	3,861	63.0%	6,341	57.5%	8,939	6,380
September	(Actual)	7,418	5,517	1,901	34.5%	4,772	55.4%	6,751	5,863
October	(Actual)	6,149	4,571	1,578	34.5%	4,616	33.2%	5,359	6,588
November	(Actual)	4,979	3,805	1,174	30.8%	2,952	68.7%	4,090	5,563
December	(ACTUAL)	3,162	3,044	118	3.9%	3,369	-6.1%	3,479	3,537
Total		65,993	52,953	13,040	24.6%	51,534	28.1%	62,710	69,156
YTD Gallons		65,993	52,953	13,040	24.6%	51,534	28.1%	62,710	69,156

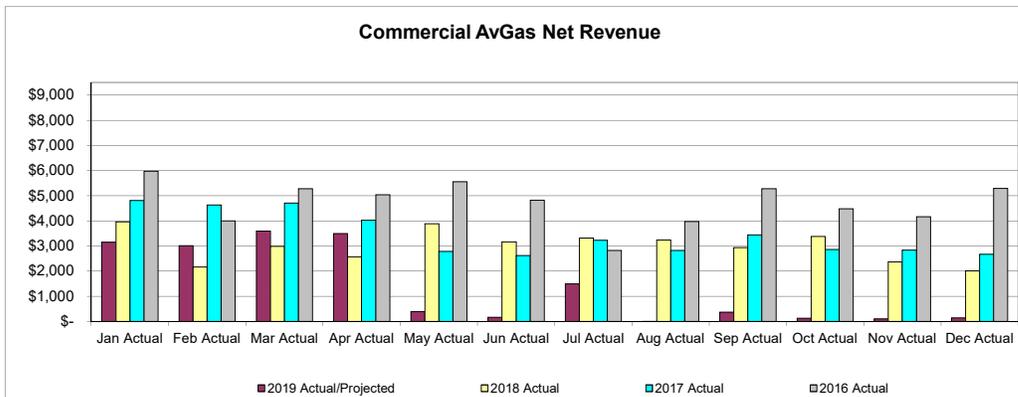


AvGas Net Revenue		2019	2019	#	%	2018	2019 vs	2017	2016
		(Actual)	Budget	Variance	Variance		2018		
January	(Actual)	\$ 4,275	\$ 3,542	\$ 733	20.7%	\$ 3,940	8.5%	\$ 2,687	\$ 4,839
February	(Actual)	3,582	3,178	404	12.7%	2,516	42.4%	2,618	1,857
March	(Actual)	1,504	3,817	(2,313)	-60.6%	2,405	-37.5%	2,843	5,885
April	(Actual)	3,722	5,264	(1,542)	-29.3%	5,159	-27.9%	5,721	6,205
May	(Actual)	5,614	6,185	(571)	-9.2%	4,869	15.3%	6,373	9,675
June	(Actual)	3,212	6,506	(3,294)	-50.6%	4,982	-35.5%	6,322	10,632
July	(Actual)	11,052	6,609	4,443	67.2%	7,935	39.3%	6,925	7,786
August	(Actual)	9,384	7,197	2,187	30.4%	11,213	-16.3%	10,360	7,815
September	(Actual)	10,531	6,480	4,051	62.5%	5,023	109.7%	9,049	7,463
October	(Actual)	7,358	5,368	1,990	37.1%	5,591	31.6%	5,560	5,076
November	(Actual)	3,634	4,469	(835)	-18.7%	3,028	20.0%	5,967	4,755
December	(ACTUAL)	2,176	3,576	(1,400)	-39.1%	554	292.8%	1,237	5,917
Total		\$ 66,044	\$ 62,191	\$ 3,853	6.2%	\$ 57,215	15.4%	\$ 65,662	\$ 77,905
YTD Net Revenues		\$ 66,044	\$ 62,191	\$ 3,853	6.2%	\$ 57,215	15.4%	\$ 65,662	\$ 77,905

Albany International Airport Commercial Av Gas Retail Sales For the twelve months ended December 31

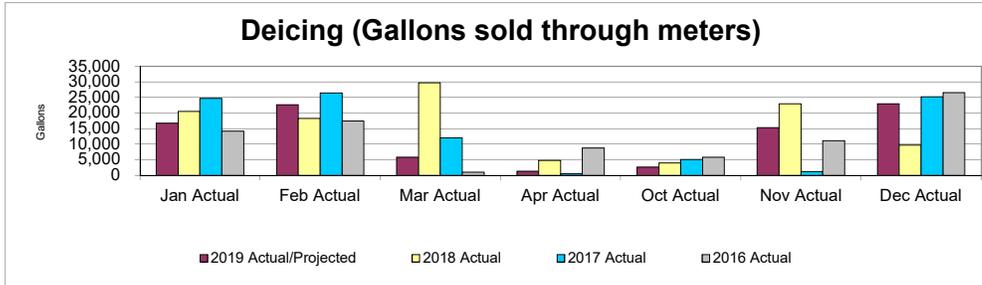


Commercial AvGas Gallons		2019	2019 Budget	# Variance	% Variance	2018	2019 vs 2018	2017	2016
January	(Actual)	7,400	5,765	1,635	28.4%	8,683	-14.8%	12,793	13,548
February	(Actual)	7,277	4,294	2,983	69.5%	6,467	12.5%	11,347	12,560
March	(Actual)	8,377	4,632	3,745	80.8%	6,977	20.1%	13,639	13,080
April	(Actual)	8,127	4,698	3,429	73.0%	7,076	14.9%	10,817	13,340
May	(Actual)	1,012	6,281	(5,269)	-83.9%	9,460	-89.3%	7,402	14,577
June	(Actual)	562	5,399	(4,837)	-89.6%	8,132	-93.1%	7,834	13,001
July	(Actual)	884	5,358	(4,474)	-83.5%	8,070	-89.0%	7,875	8,754
August	(Actual)	590	5,769	(5,179)	-89.8%	8,689	-93.2%	7,506	9,604
September	(Actual)	521	5,354	(4,833)	-90.3%	8,064	-93.5%	7,594	13,774
October	(Actual)	480	5,555	(5,075)	-91.4%	8,366	-94.3%	7,743	14,650
November	(Actual)	250	5,026	(4,776)	-95.0%	7,569	-96.7%	7,820	12,715
December	(ACTUAL)	300	5,548	(5,248)	-94.6%	8,356	-96.4%	7,223	12,983
Total		35,780	63,680	(27,900)	-43.8%	95,909	-62.7%	109,593	152,586
YTD Gallons		35,780	63,680	(27,900)	-43.8%	95,909	-62.7%	109,593	152,586

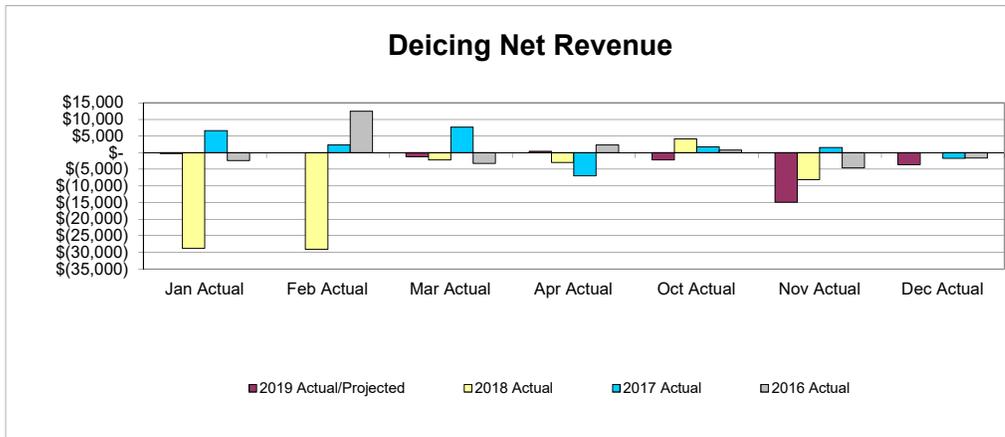


Commercial AvGas Net Revenue		2019	2019 Budget	# Variance	% Variance	2018	2019 vs 2018	2017	2016
January	(Actual)	\$ 3,154	\$ 2,133	\$ 1,021	47.9%	\$ 3,965	-20.5%	\$ 4,805	\$ 5,974
February	(Actual)	3,005	1,589	1,416	89.1%	2,165	38.8%	4,625	4,003
March	(Actual)	3,593	1,714	1,879	109.6%	2,981	20.5%	4,706	5,277
April	(Actual)	3,497	1,738	1,759	101.2%	2,564	36.4%	4,016	5,040
May	(Actual)	393	2,324	(1,931)	-83.1%	3,889	-89.9%	2,780	5,548
June	(Actual)	161	1,998	(1,837)	-91.9%	3,168	-94.9%	2,619	4,822
July	(Actual)	1,497	1,983	(486)	-24.5%	3,315	-54.8%	3,229	2,817
August	(Actual)	(824)	2,135	(2,959)	-138.6%	3,242	-125.4%	2,825	3,970
September	(Actual)	360	1,981	(1,621)	-81.8%	2,933	-87.7%	3,443	5,271
October	(Actual)	128	2,055	(1,927)	-93.8%	3,372	-96.2%	2,860	4,476
November	(Actual)	106	1,859	(1,753)	-94.3%	2,369	-95.5%	2,831	4,165
December	(ACTUAL)	138	2,053	(1,915)	-93.3%	2,008	-93.1%	2,668	5,293
Total		\$ 15,208	\$ 23,562	\$ (8,354)	-35.5%	\$ 35,971	-57.7%	\$ 41,407	\$ 56,656
YTD Net Revenues		\$ 15,208	\$ 23,562	\$ (8,354)	-35.5%	\$ 35,971	-57.7%	\$ 41,407	\$ 56,656

**Albany International Airport
FBO Deicing Sales Consortium
For the twelve months ended December 31**

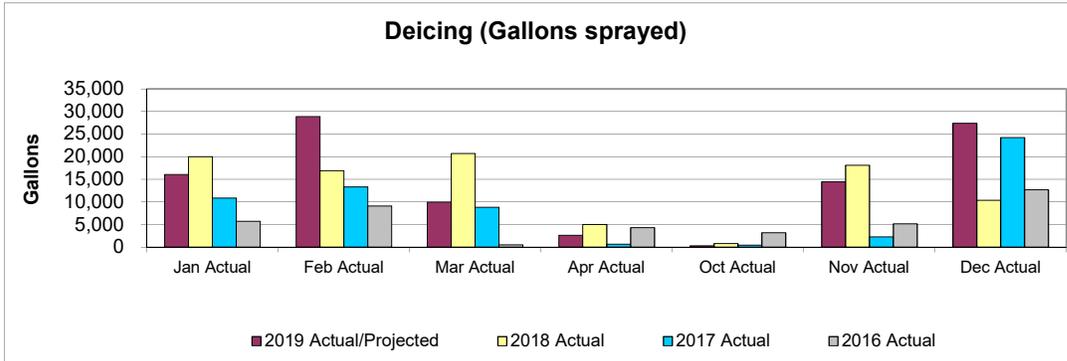


Deicing gallons sold through meters		2019	2019	#	%	2019	2019 vs	2017	2016
		2019	Budget	Variance	Variance	2018	2018	2017	2016
January	(Actual)	16,742	20,776	(4,034)	-19.4%	20,525	-18.4%	24,685	14,145
February	(Actual)	22,642	25,024	(2,382)	-9.5%	18,289	23.8%	26,437	17,437
March	(Actual)	5,746	13,494	(7,748)	-57.4%	29,689	-80.6%	11,991	981
April	(Actual)	1,282	3,259	(1,977)	-60.7%	4,758	-73.1%	530	8,786
October	(Actual)	2,650	4,088	(1,438)	-35.2%	3,917	-32.3%	5,049	5,767
November	(Actual)	15,318	10,747	4,571	42.5%	22,905	-33.1%	1,184	11,114
December	(ACTUAL)	22,969	19,613	3,356	17.1%	9,627	138.6%	25,203	26,507
Total		87,349	97,000	(9,651)	-9.9%	109,710	-20.4%	95,079	84,737
YTD Gallons		87,349	97,000	(9,651)	-9.9%	109,710	-20.4%	95,079	84,737

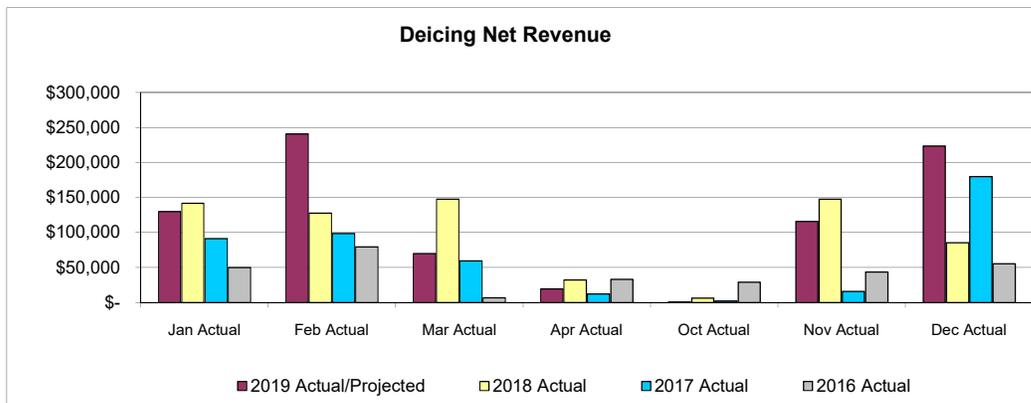


Deicing gallons sold through meters Net Revenue		2019	2019	#	%	2019	2019 vs	2017	2016
		2019	Budget	Variance	Variance	2018	2018	2017	2016
January	(Actual)	\$ (276)	0	-276	100.0%	\$ (28,775)	-99.0%	\$ 6,670	(\$2,395)
February	(Actual)	0	0	0	0.0%	(29,046)	-100.0%	2,322	12,514
March	(Actual)	(1,247)	0	-1,247	0.0%	(2,171)	-42.6%	7,706	(3,199)
April	(Actual)	378	0	378	0.0%	(2,912)	0.0%	(6,980)	2,292
October	(Actual)	(2,156)	0	-2,156	0.0%	4,102	-152.6%	1,749	778
November	(Actual)	(14,869)	0	-14,869	0.0%	(8,081)	84.0%	1,574	(4,603)
December	(ACTUAL)	(3,612)	0	-3,612	0.0%	0	0.0%	(1,730)	(1,648)
Total		(\$21,782)	0	(\$21,782)	100.0%	(\$66,883)	-67.4%	\$ 11,311	\$ 3,739
YTD Net Revenues		\$ (21,782)	\$ -	(\$21,782)	100.0%	(\$66,883)	-67.4%	\$ 11,311	\$ 3,739

**Albany International Airport
FBO Deicing Sales Sprayed
For the twelve months ended December 31**

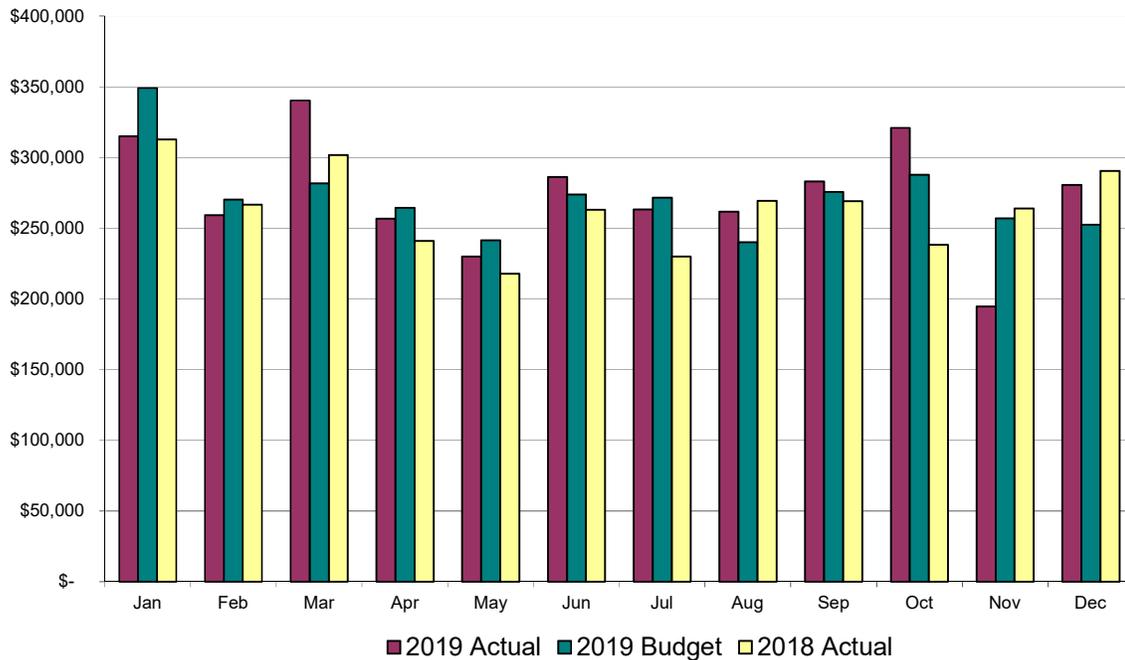


Deicing gallons sprayed		2019	2019 Budget	# Variance	% Variance	2018	2019 vs 2018	2017	2016
January	(Actual)	16,067	12,057	4,010	33.3%	19,977	-19.6%	10,812	5,729
February	(Actual)	28,817	13,908	14,909	107.2%	16,900	70.5%	13,293	9,105
March	(Actual)	9,901	8,511	1,390	16.3%	20,710	-52.2%	8,787	527
April	(Actual)	2,601	2,471	130	5.2%	5,008	-48.1%	675	4,310
October	(Actual)	321	1,563	(1,242)	-79.5%	764	-58.0%	431	3,198
November	(Actual)	14,408	6,356	8,052	126.7%	18,080	-20.3%	2,231	5,132
December	(ACTUAL)	27,340	14,634	12,706	86.8%	10,319	164.9%	24,198	12,645
Total		99,455	59,500	39,955	67.2%	91,758	8.4%	60,427	40,646
YTD Gallons		99,455	44,866	39,955	89.1%	91,758	8.4%	60,427	40,646



Deicing gallons sprayed Net Revenue		2019	# Variance	% Variance	2018	2019 vs 2018	2017	2016
January	(Actual)	\$ 129,840	\$ 60,455	87.1%	\$ 141,663	-8.3%	\$ 91,123	\$ 49,782
February	(Actual)	240,751	158,883	194.1%	127,744	88.5%	98,604	79,410
March	(Actual)	70,039	20,919	42.6%	147,445	-52.5%	59,441	6,732
April	(Actual)	19,740	5,858	42.2%	32,128	-38.6%	12,121	33,181
October	(Actual)	1,039	(9,288)	-89.9%	6,556	-84.2%	2,237	28,882
November	(Actual)	115,877	80,267	225.4%	147,769	-21.6%	16,093	43,735
December	(ACTUAL)	223,493	137,937	161.2%	85,365	161.8%	179,788	55,253
Total		800,779	455,032	131.6%	688,670	16.3%	459,407	296,975
YTD Net Revenues		\$ 800,779	\$ 455,032	131.6%	\$ 688,670	16.3%	\$ 459,407	\$ 296,975

Albany International Airport FBO Operating and Maintenance Expenses For the twelve months ended December 31



YTD Expenses	2019 Actual	2019 Budget	2018 Actual
Personal Services			
Salaries	\$ 1,247,627	\$ 1,273,941	\$ 1,205,192
Overtime	258,719	175,277	220,730
Total Personal Services	1,506,346	1,449,218	1,425,922
Employee Benefits	553,144	578,100	504,798
Utilities & Communications	79,072	93,154	87,400
Purchased Services	497,796	525,527	503,037
Material & Supplies			
Buildings	79,547	82,421	114,786
Grounds	24,712	23,100	24,507
Vehicles	354,837	292,000	279,120
Total Materials & Supplies	459,096	397,521	418,413
Administration	196,542	222,252	224,826
Non-Capital Equipment	-	-	-
Total Expenses	\$ 3,291,994	\$ 3,265,772	\$ 3,164,397

	2019 Actual	2019 Budget	2018 Actual
January	\$ 315,065	\$ 349,105	\$ 312,720
February	259,182	270,382	266,639
March	340,320	281,675	301,868
April	256,693	264,505	241,095
May	230,092	241,383	217,740
June	286,279	273,886	263,094
July	263,299	271,679	229,965
August	261,807	240,138	269,334
September	283,212	275,642	269,166
October	320,834	287,887	238,330
November	194,619	257,095	263,932
December	280,592	252,395	290,514
Total	\$ 3,291,994	\$ 3,265,772	\$ 3,164,397

YTD \$ 3,291,994 \$ 3,265,772 \$ 3,164,397

ALBANY COUNTY AIRPORT AUTHORITY
Detail of FBO/Million Air Departments
For the Twelve Months Ending Tuesday, December 31, 2019

	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
EXPENSES							
Personal Services							
11000 Salaries	\$1,273,941	\$122,494	\$121,921	\$573	\$1,273,941	\$1,247,627	\$26,314
12010 Overtime 1.5	175,277	14,037	32,935	(18,898)	175,277	258,719	(83,442)
Total Personal Services	1,449,218	136,531	154,856	(18,325)	1,449,218	1,506,346	(57,128)
Employee Benefits							
21000 Social Security	110,866	7,343	11,563	(4,219)	110,866	111,888	(1,022)
22000 Health Insurance	410,237	34,186	19,187	14,999	410,237	395,794	14,443
24000 Medical Exams	1,500	125	0	125	1,500	1,335	165
25000 Uniforms & Laundry	6,650	554	443	112	6,650	5,021	1,629
25005 Uniform Purchases	11,500	958	2,301	(1,342)	11,500	13,711	(2,211)
26010 Disability Insurance	3,470	289	0	289	3,470	1,470	2,001
26020 Unemployment Insurance	19,910	282	65	217	19,910	6,058	13,852
29001 Airport & FBO 401K	13,967	992	1,602	(611)	13,967	17,868	(3,901)
Total Employee Benefits	578,100	44,731	35,161	9,570	578,100	553,144	24,956
Utilities & Communications							
31000 Electric	53,000	2,846	3,512	(667)	53,000	44,422	8,578
33000 Natural Gas	33,000	2,873	3,101	(227)	33,000	25,961	7,039
35000 Water	1,400	0	0	0	1,400	1,966	(566)
36010 Telephone Charges-Local	550	46	0	46	550	296	254
36011 Tele Chg-Long Dist	650	54	0	54	650	286	364
36033 Wireless	2,414	201	0	201	2,414	2,202	212
36035 Radio Communications	400	0	0	0	400	397	3
36060 Cable Television	1,740	145	0	145	1,740	3,543	(1,803)
Total Utilities & Communications	93,154	6,165	6,613	(448)	93,154	79,072	14,082
PURCHASED SERVICES							
Insurance							
42010 Airport Liability Insurance	120,868	0	0	0	120,868	99,178	21,690
42041 Environmental Liability	7,642	0	0	0	7,642	0	7,642
42060 Property Insurance	52,017	0	0	0	52,017	54,690	(2,673)
42095 Insurance Claims	20,000	1,667	0	1,667	20,000	0	20,000
Total Insurance	200,527	1,667	0	1,667	200,527	153,869	46,659
Janitorial							
45010 Refuse Removal Services	3,000	250	220	30	3,000	2,643	357
Total Janitorial	3,000	250	220	30	3,000	2,643	357
Public Communications							
46010 Public Relations	42,000	3,500	3,500	0	42,000	55,613	(13,613)
Total Public Communications	42,000	3,500	3,500	0	42,000	55,613	(13,613)
Professional Services							
49020 Engineering Services	0	0	0	0	0	1,940	(1,940)
49040 Professional Management	280,000	16,838	25,808	(8,970)	280,000	283,732	(3,732)
Total Professional Services	280,000	16,838	25,808	(8,970)	280,000	285,672	(5,672)
Total Purchased Services	525,527	22,255	29,528	(7,274)	525,527	497,796	27,732

ALBANY COUNTY AIRPORT AUTHORITY
Detail of FBO/Million Air Departments
For the Twelve Months Ending Tuesday, December 31, 2019

	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
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MATERIALS & SUPPLIES

FBO

51101	Fuel Costs - Jet A	3,383,148	239,929	262,572	(22,644)	3,383,148	3,164,808	218,340
51102	Fuel Discounts - Jet A	350,000	24,822	30,286	(5,464)	350,000	385,039	(35,039)
51103	Fuel Costs - AvGas	208,635	11,995	12,521	(526)	208,635	254,103	(45,468)
51104	Fuel Discount - AvGas	4,000	230	245	(15)	4,000	4,392	(392)
51108	Fuel Costs - Comm AvGas	233,069	20,306	962	19,344	233,069	120,194	112,876
51105	Fuel Costs - Auto Gas	78,000	10,201	10,896	(695)	78,000	81,787	(3,787)
51107	Fuel Costs - Diesel	200,000	26,646	22,823	3,823	200,000	160,409	39,591
51110	Deicing Type I - Sprayed	344,414	82,246	72,061	10,185	344,414	321,997	22,417
51111	Deicing Type I - Consortium	505,500	100,461	115,510	(15,049)	505,500	472,556	32,944
51112	Deicing Type IV - Sprayed	44,759	13,089	29,131	(16,042)	44,759	86,244	(41,485)
51113	Deicing Type IV - Consortium	137,720	29,469	26,151	3,317	137,720	103,925	33,795
51120	Catering	1,000	83	0	83	1,000	117	883
51125	Oil	3,000	250	0	250	3,000	1,526	1,474
51126	TKS	1,000	83	0	83	1,000	1,028	(28)
	Total FBO	5,494,246	559,810	583,158	(23,348)	5,494,246	5,158,125	336,121

Buildings

52010	Alarm & PA Systems	6,200	517	0	517	6,200	762	5,438
52031	Electrical Repairs & Supplies	10,000	833	5,633	(4,800)	10,000	14,128	(4,128)
52032	Elevator Repairs & Supplies	5,000	417	(887)	1,304	5,000	4,113	887
52033	HVAC	10,500	875	0	875	10,500	11,423	(923)
52034	Roof	5,500	458	0	458	5,500	1,853	3,648
52035	Plumbing Repairs & Supplies	3,500	292	0	292	3,500	5,433	(1,933)
52036	Automatic Door Repairs	4,000	333	0	333	4,000	1,456	2,544
52037	Pest Control	744	62	62	0	744	752	(8)
52060	Building Maintenance	27,000	2,250	560	1,690	27,000	24,671	2,329
52062	Janitorial Supplies	5,000	417	433	(16)	5,000	9,102	(4,102)
52063	Window Washing	4,477	373	689	(316)	4,477	5,855	(1,378)
52080	Sign Expense	500	42	0	42	500	0	500
	Total Buildings	82,421	6,868	6,489	379	82,421	79,547	2,874

Grounds

53010	Landscaping	500	0	0	0	500	0	500
53030	Pavement Repairs	500	0	0	0	500	0	500
53040	Sign Expense	100	8	0	8	100	0	100
53070	Hazardous Waste Mgmt	10,000	833	0	833	10,000	0	10,000
53078	Liquid Waste Disposal	12,000	1,000	6,667	(5,667)	12,000	24,712	(12,712)
	Total Grounds	23,100	1,842	6,667	(4,825)	23,100	24,712	(1,612)

Vehicles

54010	Gasoline	10,000	2,295	2,621	(326)	10,000	11,764	(1,764)
54011	Diesel Fuel	64,000	5,530	7,862	(2,332)	64,000	69,917	(5,917)
54013	Vehicle / Equipment Tires	10,500	875	0	875	10,500	9,677	823
54021	Vehicle Repair & Maintenance	1,500	125	0	125	1,500	2,204	(704)
54022	Vehicle Communication Equip	2,000	167	417	(251)	2,000	5,320	(3,320)
54030	General Equip Repair & Maint	57,500	4,792	5,582	(791)	57,500	109,360	(51,860)
54031	Quality Control Testing Equip	15,000	1,250	574	676	15,000	7,063	7,938
54040	Heavy Equipment Maint	125,000	4,582	7,653	(3,072)	125,000	133,346	(8,346)
54070	Vehicle Shop Tools & Supplies	6,500	542	314	227	6,500	6,186	314
	Total Vehicles	292,000	20,157	25,024	(4,867)	292,000	354,837	(62,837)

ALBANY COUNTY AIRPORT AUTHORITY
Detail of FBO/Million Air Departments
For the Twelve Months Ending Tuesday, December 31, 2019

	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
Total Material & Supplies	5,891,767	588,677	621,338	(32,662)	5,891,767	5,617,221	274,546
Office							
55010 Office Equipment Rental	1,912	159	156	4	1,912	1,264	648
55012 Office Equipment Serv Agrmnt	600	200	0	200	600	360	240
55013 Office Equipment Repairs	100	8	0	8	100	0	100
55014 Computer System Supplies	6,250	521	0	521	6,250	0	6,250
55015 Hardware/Software Maint	8,390	699	295	404	8,390	6,009	2,381
55016 Computer Equipment	650	54	0	54	650	644	6
55020 Office Furniture & Fixtures	2,000	167	0	167	2,000	0	2,000
55030 Printed Forms / Letterhead	1,000	83	0	83	1,000	167	833
55032 Printing Outside Services	300	25	0	25	300	294	6
55041 Express Mail	250	21	0	21	250	0	250
55060 Office Supplies	5,000	417	649	(232)	5,000	5,239	(239)
55070 Payroll Services	18,000	1,828	1,810	18	18,000	18,945	(945)
Total Office	44,452	4,182	2,909	1,273	44,452	32,923	11,529
Administration							
66000 Dues & Subscriptions	17,300	0	0	0	17,300	15,052	2,248
66010 AvPorts/MA Training & Travel	11,500	958	0	958	11,500	5,599	5,901
66013 Function Refreshments	1,000	83	0	83	1,000	0	1,000
66015 Incentives	43,000	4,594	3,638	956	43,000	41,626	1,374
66031 Economic Development	1,000	83	0	83	1,000	0	1,000
66060 Credit Card Service Charges	104,000	3,947	9,707	(5,760)	104,000	101,340	2,660
Total Administration	177,800	9,666	13,345	(3,679)	177,800	163,617	14,183
Total Expenses	8,760,018	812,206	863,751	(51,545)	8,760,018	8,450,119	309,899
Total Exp & Non Cap Equip.	<u>8,760,018</u>	<u>812,206</u>	<u>863,751</u>	<u>(51,545)</u>	<u>8,760,018</u>	<u>8,450,119</u>	<u>309,899</u>

Albany International Airport
Employee Count 2019

	Budget	As of	Variance											
	2019	Jan 31, 19	Feb 28, 19	Mar 31, 19	Apr 30, 19	May 31, 19	Jun 30, 19	Jul 31, 19	Aug 31, 19	Sep 30, 19	Oct 31, 19	Nov 30, 19	Dec 31, 19	Budget vs.
														Dec 31, 19
<u>FBO MANAGEMENT - MILLION AIR:</u>														
Commercial														
Fuel Farm Technician	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	0.00
Line Service Technician	9.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	7.00	7.00	7.00	7.00	7.00	-2.00
Fuel Farm /Facility Manager	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
General Aviation														
Line Service Technician	15.00	16.00	15.00	14.00	15.00	16.00	17.00	17.00	14.00	12.00	14.00	16.00	16.00	1.00
Facilities Maintenance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Customer Service Representative	5.00	5.00	5.00	5.00	5.00	5.00	6.00	6.00	5.00	5.00	5.00	5.00	5.00	0.00
Administration														
General Manager	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
LSM-GA Trainer	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Operations Supervisors/PM	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Total Million Air Positions	35.00	35.00	34.00	33.00	34.00	35.00	37.00	37.00	32.00	30.00	32.00	34.00	34.00	-1.00

Personnel Services & Benefits

For the twelve months ended December 31, 2019

	Million Air		
	Year to Date Budget	Year to Date Actual	Variance
Personnel Services			
Regular - Salaries	\$ 1,114,581	\$ 1,104,689	\$ 9,892
Holiday Pay	-	-	-
Other Dollars/Funeral/Jury/Retro	68,663	48,159	20,504
Shift Premium	6,224	7,351	(1,127)
Lead Pay	1,947	4,752	(2,805)
Sick Pay	21,099	20,030	1,069
Personal Pay	32,706	28,898	3,808
Vacation Pay	28,721	33,748	(5,027)
Sub Total	1,273,941	1,247,627	26,314
Overtime	175,277	258,719	(83,442)
Double Time Pay	-	-	-
Total	1,449,218	1,506,346	(57,128)
Employee Benefits			
Social Security & Medicare	110,866	111,888	(1,022)
Federal Unemployment Tax	4,075	1,684	2,391
NYS Unemployment	15,835	4,374	11,461
Workers Compensation	-	-	-
401 (K) Plan Match	13,967	17,868	(3,901)
Health & Dental Insurance	458,113	442,100	16,013
Employee Benefits Deductions	(47,876)	(46,306)	(1,570)
Disability/Life Insurance	3,470	1,470	2,000
Total	558,450	533,078	25,372
Total Salaries and Benefits	\$ 2,007,668	\$ 2,039,424	\$ (31,756)

Albany International Airport 2019 FBO Performance Measurements For the twelve months ended December 31

Commercial Aviation Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Number of accidents/incidents	5	1	4	0	2
Number of airline delays counted against MA	14	14	36	0	25
Into-plane gallons pumped	18,602,032	19,495,122	21,013,458	20,590,563	22,022,122
Number of Audits performed by Airlines/ Quality Control-Employee Training Records	25	28	31	5	22
Number of non-compliance items reported in Airline Audits	10	9	6	4	10
AvGas fuel sales commercial	152,586	109,593	95,909	63,680	35,780
Deicing gallons pumped	128,320	157,039	208,128	156,500	192,746
Workers' compensation cases	4	0	0	0	2
Employees who have completed Safety Programs	20	55	60	15	50
Quality control audits at the Fuel Farm (less the better)	13	25	17	5	16
Completed monthly training programs	12	12	12	12	12
Monthly survey of airlines	100%	100%	100%	100%	100%
Overtime/Personnel Services (%)	13.3%	14.3%	13.9%	10.7%	12.8%

General Aviation Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
AvGas fuel sales (gallons)	69,156	62,710	51,534	52,953	65,993
Jet A fuel sales (gallons)	1,031,066	996,302	1,158,694	1,199,698	1,217,080
Number of international flights	517	456	426	500	482
General Aviation Aircraft customer transactions	7,392	6,931	7,479	7,687	7,858
Number of Aircraft Arrivals	7,349	7,260	7,822	8,000	7,774
Number of Aircraft fueled	5,958	6,307	5,833	6,000	6,374
Number of ramp fees collected	2,102	1,743	2,071	2,200	2,378
Number of landing fees collected	4,147	3,637	3,682	3,800	4,036
Employees who completed the NATA Safety 1st Program	20	9	21	20	1
Employees who completed all Safety Programs	15	54	79	14	59
Property Accidents	5	0	2	0	0
Quarterly reports from monthly safety meetings	100%	100%	100%	100%	100%
Overtime/Personnel Services (%)	16.4%	17.6%	20.7%	16.6%	23.8%

Million Air's Administrative Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Million Air's total full time employment equivalents	33	36	32	35.0	34.0
Total Million Air overtime	13.0%	13.9%	15.5%	12.1%	17.2%
Number of marketing events attended	1	2	3	4	0
Number of based tenants	15	18	16	16	17
Employee turnover annum	30%	16%	25%	10%	25%
Workers' compensation cases	2	3	1	0	3
Number of customers gained (prior year comparison)	6%	-6%	8%	1%	5%
Overtime/Personnel Services (%)	0.0%	0.0%	0.0%	0.0%	0.0%

***** UNAUDITED - FOR INTERNAL REVIEW *****



Authority Operations

Albany County Airport Authority
Expense Summary

	2019	December 2019				December 2018 Actual	2019 Actual/ Prior Year Variance %
	Adopted FY Budget	Budget YTD	Actual YTD	Variance YTD	Variance %		
EXPENSES BY CATEGORY							
Personal Services	\$ 1,976,885	\$ 1,976,885	\$ 2,014,711	\$ (37,826)	-1.91%	\$ 1,967,333	-2.41%
Employee Benefits	1,396,127	1,396,127	1,351,368	44,759	3.21%	1,459,683	7.42%
Utilities & Communications	92,918	92,918	114,139	(21,221)	-22.84%	83,771	-36.25%
Purchased Services							
Accounting & Auditing	61,000	61,000	121,761	(60,761)	-99.61%	58,306	-108.83%
Insurance	337,994	337,994	372,767	(34,773)	-10.29%	339,622	-9.76%
Legal Services	50,000	50,000	23,218	26,782	53.56%	94,680	75.48%
Janitorial	17,063	17,063	16,202	861	5.05%	16,803	3.58%
Public Communications	414,954	414,954	193,023	221,931	53.48%	226,176	14.66%
Special Studies	35,000	35,000	94,668	(59,667)	-170.48%	103,956	8.93%
Professional Services	101,160	101,160	113,516	(12,356)	100.00%	148,261	23.43%
Total Purchased Services	1,017,171	1,017,171	935,155	82,017	8.06%	987,804	5.33%
Material & Supplies							
Buildings	31,263	31,263	25,060	6,203	19.84%	22,612	-10.82%
Grounds	500	500	0	500	100.00%	162	100.00%
Total Material & Supplies	31,763	31,763	25,060	6,703	21.10%	22,774	-10.04%
Office	220,506	220,506	231,761	(11,255)	-5.10%	212,835	-8.89%
Administration	127,020	127,020	130,364	(3,344)	-2.63%	109,016	-19.58%
Total Expenses	\$ 4,862,390	\$ 4,862,390	\$ 4,802,558	\$ 59,833	1.23%	\$ 4,843,216	0.84%

ALBANY COUNTY AIRPORT AUTHORITY
 ACAA
 For the Twelve Months Ending Tuesday, December 31, 2019

	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
EXPENSES							
Personal Services							
11000 Salaries	\$1,976,885	\$164,740	\$171,196	(\$6,456)	\$1,976,885	\$1,962,761	\$14,124
12010 Overtime 1.5	0	0	0	0	0	47	(47)
13000 Temporary Help	0	0	480	(480)	0	51,903	(51,903)
Total Personal Services	1,976,885	164,740	171,676	(6,936)	1,976,885	2,014,711	(37,826)
Employee Benefits							
21000 Social Security	151,803	10,622	11,640	(1,018)	151,803	146,189	5,614
22000 Health Insurance	598,427	49,869	45,514	4,355	598,427	548,459	49,968
22105 OPEB	325,000	27,083	27,083	0	325,000	325,000	0
22200 Health-Dental	45,232	3,769	3,543	226	45,232	41,265	3,967
22300 Health-Vision	6,643	554	516	37	6,643	6,107	536
23000 Health - AFLAC	7,560	630	576	54	7,560	7,105	455
24010 EAP Program	970	0	0	0	970	791	179
24015 Smoking Cessation Class	1,200	100	0	100	1,200	0	1,200
25005 Uniform Purchases	0	0	0	0	0	994	(994)
26010 Disability Insurance	644	54	0	54	644	171	473
26020 Unemployment Insurance	3,259	10	68	(58)	3,259	2,545	714
26030 Workers Compensation	4,812	401	0	401	4,812	7,766	(2,954)
29000 NYS Retirement	250,577	20,881	23,285	(2,404)	250,577	264,975	(14,398)
Total Employee Benefits	1,396,127	113,974	112,226	1,748	1,396,127	1,351,368	44,759
Utilities & Communications							
31000 Electric	23,000	2,287	1,698	588	23,000	18,207	4,793
33000 Natural Gas	5,500	407	825	(417)	5,500	5,730	(230)
36010 Telephone Charges-Local	5,500	458	308	151	5,500	4,830	670
36011 Tele Chg-Long Dist	1,500	125	1,340	(1,215)	1,500	6,860	(5,360)
36015 Telephones-Monthly Service	15,000	1,250	1,295	(45)	15,000	13,927	1,073
36016 Telephones-Monthly Usage	1,500	125	30	95	1,500	2,504	(1,004)
36020 Telephone Repairs	23,585	1,965	4,231	(2,265)	23,585	23,500	85
36032 Internet Access	17,100	1,425	4,460	(3,035)	17,100	38,392	(21,292)
36060 Cable Television	233	19	0	19	233	189	44
Total Utilities & Communications	92,918	8,062	14,187	(6,125)	92,918	114,139	(21,221)
PURCHASED SERVICES							
Accounting & Auditing							
41010 Financial Services	55,000	8,634	1,470	7,164	55,000	116,439	(61,439)
41020 Rates & Charges	6,000	0	0	0	6,000	5,322	678
Total Accounting & Auditing	61,000	8,634	1,470	7,164	61,000	121,761	(60,761)
Insurance							
42010 Airport Liability Insurance	227,168	0	0	0	227,168	227,186	(18)
42041 Environmental Liability	38,705	0	0	0	38,705	38,705	0
42060 Property Insurance	2,027	0	0	0	2,027	2,388	(361)
42065 Crime Insurance	2,397	0	0	0	2,397	6,577	(4,180)
42090 Fiduciary Insurance	1,272	0	0	0	1,272	1,690	(418)
42070 Public Official Liability	24,519	0	0	0	24,519	25,061	(542)
42080 Cyber Liability	11,906	0	0	0	11,906	16,160	(4,254)
42093 Agency Fee	30,000	0	0	0	30,000	30,000	0
42095 Insurance Claims	0	0	25,000	(25,000)	0	25,000	(25,000)
Total Insurance	337,994	0	25,000	(25,000)	337,994	372,767	(34,773)

ALBANY COUNTY AIRPORT AUTHORITY
 ACAA
 For the Twelve Months Ending Tuesday, December 31, 2019

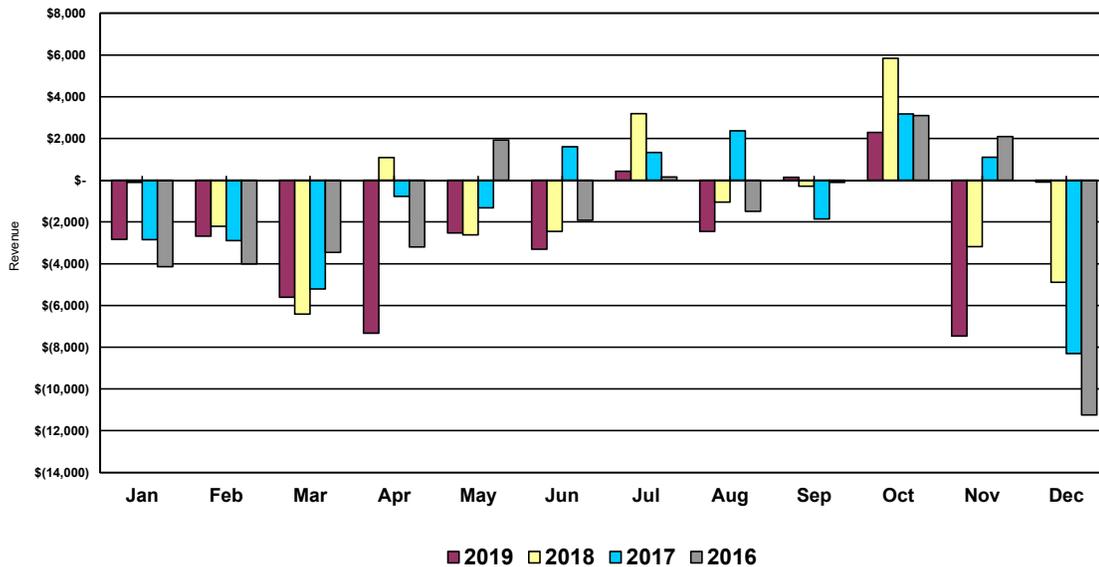
	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
Legal							
43000 Legal Services	50,000	4,167	97	4,069	50,000	23,218	26,782
Total Legal	50,000	4,167	97	4,069	50,000	23,218	26,782
Janitorial							
45000 Janitorial Services	17,063	1,313	1,350	(38)	17,063	16,202	861
Total Janitorial	17,063	1,313	1,350	(38)	17,063	16,202	861
Public Communications							
46010 Public Relations	85,389	7,116	12,451	(5,335)	85,389	120,818	(35,429)
46015 Advertising	329,565	27,464	22,081	5,383	329,565	72,205	257,360
Total Public Communications	414,954	34,580	34,531	48	414,954	193,023	221,931
Studies							
47000 Special Studies	35,000	2,917	8,013	(5,096)	35,000	94,668	(59,667)
Total Studies	35,000	2,917	8,013	(5,096)	35,000	94,668	(59,667)
Professional Services							
49005 Appraisal	5,000	417	0	417	5,000	0	5,000
49010 Architectural	30,000	2,500	0	2,500	30,000	0	30,000
49015 Consultant	18,000	1,500	13,094	(11,594)	18,000	50,656	(32,656)
49020 Engineering Services	3,000	250	0	250	3,000	17,700	(14,700)
49060 Code Enforcement	45,160	3,763	3,763	0	45,160	45,160	0
Total Professional Services	101,160	8,430	16,857	(8,427)	101,160	113,516	(12,356)
Total Purchased Services	1,017,171	60,039	87,318	(27,279)	1,017,171	935,154	82,017
MATERIALS & SUPPLIES							
Buildings							
52010 Alarm & PA Systems	3,000	250	0	250	3,000	6,875	(3,875)
52031 Electrical Repairs & Supplies	8,000	667	0	667	8,000	2,089	5,911
52032 Elevator Repairs & Supplies	3,000	250	(887)	1,137	3,000	4,113	(1,113)
52033 HVAC	1,500	125	0	125	1,500	0	1,500
52034 Roof	500	42	0	42	500	0	500
52035 Plumbing Repairs & Supplies	1,500	125	0	125	1,500	4,110	(2,610)
52036 Automatic Door Repairs	500	42	0	42	500	0	500
52037 Pest Control	1,500	125	0	125	1,500	0	1,500
52059 Storage Space Rental	7,500	625	529	96	7,500	7,360	140
52060 Building Maintenance	3,000	250	260	(10)	3,000	512	2,488
52063 Window Washing	1,263	105	0	105	1,263	0	1,263
Total Buildings	31,263	2,605	(99)	2,704	31,263	25,060	6,203
Grounds							
53010 Landscaping	500	0	0	0	500	0	500
Total Grounds	500	0	0	0	500	0	500
Total Material & Supplies	31,763	2,605	(99)	2,704	31,763	25,060	6,703
Office							
55010 Office Equipment Rental	10,133	844	1,204	(359)	10,133	10,304	(171)
55011 Copy Machine Use	0	0	0	0	0	839	(839)

ALBANY COUNTY AIRPORT AUTHORITY
 ACAA
 For the Twelve Months Ending Tuesday, December 31, 2019

	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
55012 Office Equipment Serv Agrmnt	3,297	275	138	137	3,297	3,309	(12)
55013 Office Equipment Repairs	500	42	0	42	500	0	500
55014 Computer System Supplies	26,500	2,208	686	1,522	26,500	21,997	4,502
55015 Hardware/Software Maint	107,356	6,152	2,635	3,517	107,356	129,518	(22,162)
55016 Computer Equipment	10,720	893	0	893	10,720	10,520	200
55020 Office Furniture & Fixtures	10,000	833	870	(37)	10,000	2,902	7,098
55030 Printed Forms / Letterhead	1,000	83	0	83	1,000	882	118
55032 Printing Outside Services	20,000	1,667	201	1,466	20,000	17,552	2,448
55040 Postage	8,500	708	(292)	1,001	8,500	7,354	1,146
55041 Express Mail	500	42	57	(16)	500	682	(182)
55050 Reference Materials	1,000	83	122	(39)	1,000	122	878
55060 Office Supplies	15,000	1,250	4,092	(2,842)	15,000	19,878	(4,878)
55070 Payroll Services	6,000	465	328	136	6,000	5,900	100
Total Office	220,506	15,545	10,041	5,505	220,506	231,761	(11,255)
Administration							
66000 Dues & Subscriptions	18,000	1,585	398	1,186	18,000	11,269	6,731
66001 Airport Membership (ACI)	14,000	0	0	0	14,000	14,217	(217)
66002 A.A.A.E. Memberships	550	0	0	0	550	550	0
66003 G.F.O.A.	800	67	450	(383)	800	1,390	(590)
66005 NYS Bar Association	670	228	0	228	670	275	395
66006 NY Airport Managers Assoc	5,000	0	0	0	5,000	5,000	0
66007 Local Chamber Of Commerce	6,000	0	0	0	6,000	6,096	(96)
66008 Center For Economic Growth	3,000	0	0	0	3,000	3,000	0
66011 Authority Travel & Education	500	42	0	42	500	48	452
66012 Authority Mgmt Travel & Educ	20,000	1,667	3,462	(1,795)	20,000	25,905	(5,905)
66013 Function Refreshments	20,000	1,667	2,367	(700)	20,000	16,321	3,679
66014 Outside Functions	5,000	417	0	417	5,000	2,828	2,172
66020 Tuition Reimbursement	0	0	0	0	0	1,946	(1,946)
66030 Advertising - Public Meetings	20,000	1,667	591	1,075	20,000	26,181	(6,181)
66031 Economic Development	1,000	83	0	83	1,000	0	1,000
66060 Credit Card Service Charges	2,500	79	11	68	2,500	2,995	(495)
66062 Bank & Paying Agent Fees	10,000	833	21	812	10,000	12,343	(2,343)
Total Administration	127,020	8,334	7,300	1,033	127,020	130,364	(3,344)
Total Expenses	4,862,390	373,300	402,650	(29,350)	4,862,390	4,802,557	59,834
83000 Non Capital Equipment	0	0	0	0	0	(598)	598
Total Exp & Non Cap Equip.	<u>4,862,390</u>	<u>373,300</u>	<u>402,650</u>	<u>(29,350)</u>	<u>4,862,390</u>	<u>4,801,959</u>	<u>60,432</u>

Albany International Airport Departure Revenue and Expenses 2016 - 2019

Departure Operating Results



	2019 Gross Revenues	2019 Direct Expenses	2019 Operating Results	2018 Gross Revenues	2018 Direct Expenses	2018 Operating Results	2017 Operating Results	2016 Operating Results
YTD Revenues								
Museums	\$120,155	\$79,513	\$40,642	\$134,542	\$76,491	\$58,051	\$73,922	\$58,886
Direct Purchase	70,704	22,054	48,650	106,989	38,069	68,920	56,964	54,497
Salaries	0	115,735	(115,735)	0	126,868	(126,868)	(128,749)	(118,924)
Misc Rev/Exp (*)	623	5,601	(4,978)	585	13,783	(13,197)	(15,795)	(16,773)
Total	\$191,483	\$222,904	(\$31,421)	\$242,117	\$255,211	(\$13,094)	(\$13,658)	(\$22,315)
(*) Supplies, shipping, parking discounts, credit card expenses								
	2019 Gross Revenues	2019 Direct Expenses	2019 Operating Results	2018 Gross Revenues	2018 Direct Expenses	2018 Operating Results	2017 Operating Results	2016 Operating Results
January	\$ 10,529	\$ 13,361	\$ (2,832)	\$ 14,604	\$ 14,713	\$ (109)	\$ (2,845)	\$ (4,146)
February	\$ 15,134	\$ 17,818	(2,685)	14,215	16,419	(2,204)	(2,900)	(4,010)
March	16,570	22,177	(5,607)	15,175	21,595	(6,420)	(5,204)	(3,459)
April	13,689	21,018	(7,329)	18,944	17,859	1,085	(769)	(3,193)
May	18,740	21,271	(2,530)	22,284	24,897	(2,613)	(1,320)	1,929
June	16,625	19,924	(3,299)	19,899	22,354	(2,455)	1,602	(1,923)
July	21,882	21,454	428	22,297	19,108	3,188	1,322	154
August	23,998	26,444	(2,446)	21,174	22,218	(1,044)	2,359	(1,491)
September	16,995	16,855	140	19,849	20,137	(288)	(1,863)	(107)
October	37,320	35,028	2,291	24,362	18,519	5,842	3,178	3,092
November	-	7,460	(7,460)	21,398	24,578	(3,180)	1,093	2,089
December	-	91	(91)	27,917	32,813	(4,896)	(8,310)	(11,250)
Total	\$191,483	\$ 222,904	(\$31,421)	\$ 242,117	\$ 255,211	(\$13,094)	(\$13,658)	(\$22,315)
YTD	\$ 191,483	\$ 222,904	\$ (31,421)	\$ 242,117	\$ 255,211	\$ (13,094)	\$ (13,658)	\$ (22,315)

Albany International Airport Departure Operating Summary For the twelve months ended December 31

	Total 2019 Budget	This Month		Year to Date		
		Budget	Actual	Budget	Actual	Variance
Revenue						
Museum Shop	\$141,607	9,673.46	\$0	\$141,607	\$120,155	(\$21,452)
Direct Buy	113,560	6,724	0	113,560	70,704	(42,855)
Shipping	926	41	0	926	820	(106)
Layaway	0	0	0	0	0	0
Miscellaneous	0	0	0	0	0	0
Over/(Short)	0	0	0	0	(47)	(47)
Gift Cert. Redeemed/(Sold)	0	0	0	0	(150)	(150)
Total Revenues	\$256,092	\$16,439	\$0	\$256,092	\$191,483	(\$64,609)
Expenses						
Salaries and Benefits						
Salaries	\$101,593	\$8,910	\$156	\$101,593	\$89,478	\$12,114
Benefits	31,574	1,932	0	31,574	26,256	5,317
Total Salaries and Benefits	133,166	10,842	156	133,166	115,735	17,432
Museum Shop	80,751	9,900	-65	80,751	79,513	1,237
Direct Buy	38,213	3,821	0	38,213	22,054	16,159
Shipping	610	98	0	610	1,245	(635)
Parking	584	79	0	584	581	3
Telephone	156	8	0	156	99	57
Travel/Membership/Donations	285	0	0	285	50	235
Equipment/Repairs/Loss/Supplies	3,345	473	0	3,345	3,627	(282)
Credit Card Fees	9,362	9,362	0	9,362	0	9,362
Total Expenses	\$266,471	\$34,582	\$91	\$266,471	\$222,904	\$43,567
Net Revenues	(\$10,379)	(\$18,143)	(\$91)	(\$10,379)	(\$31,421)	(\$21,042)

Albany International Airport
Employee Count 2019

	Budget 2019	As of Jan 31, 19	As of Feb 28, 19	As of Mar 31, 19	As of Apr 30, 19	As of May 31, 19	As of Jun 30, 19	As of Jul 31, 19	As of Aug 31, 19	As of Sep 30, 19	As of Oct 31, 19	As of Nov 30, 19	As of Dec 31, 19	Variance Budget vs. Dec 31, 19
<u>AUTHORITY</u>														
Administration	23.00	21.30	21.30	21.30	21.30	21.30	21.30	21.30	21.30	21.30	21.30	21.30	21.30	-1.70
Total Authority Positions	23.00	21.30	-1.70											
Total Airport Positions	231.00	212.80	214.30	214.30	216.30	217.80	218.05	218.55	214.55	209.55	209.55	208.30	208.30	-22.70

Albany International Airport 2019 ACAA Performance Measurements For the twelve months ended December 31

ACAA Performance Measurements						
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual	
ACAA's total full time employment equivalents	22	22	22	23	21.3	
Community meetings	70	62	86	50	79	
Aviation conferences/meetings	29	30	51	30	40	
Open Accounts Receivable/Total Operating Revenues	4.2%	4.3%	4.0%	3.0%	2.1%	
Open Accounts Payable/Total Operating Expenses	1.9%	1.8%	2.9%	1.6%	1.2%	
SPDES Permit	yes	yes	yes	yes	yes	
FAA: Part 139 Operation Compliance	yes	yes	yes	yes	yes	
Part 77 Airspace Compliance	yes	yes	yes	yes	yes	
Part 150 Noise Program	yes	yes	yes	yes	yes	
Part 121 Air Cargo Carriers	yes	yes	yes	yes	yes	
Update maps & charts of Airport	yes	yes	yes	yes	yes	
Landside building rent increase/(decrease) from previous year	8%	2%	1%	10%	10%	
T Hangar rent increase/(decrease) from previous year	-3%	1%	4%	-2%	8%	
Tie Down rent increase/(decrease) from previous year	-6%	26%	2%	0%	-5%	
Landside land rent increase/(decrease) from previous year	4%	14%	2%	0%	1%	
DBE Participation for construction/engineer contractors	9%	9%	7%	7%	7%	
MWBE Participation for construction/engineer contractors	30%	30%	30%	20%	30%	
Minority Representation in the Workforce-Concessions						
HMS Host	28%	29%	38%	30%	37%	N/A for Dec
Paradies	37%	43%	54%	38%	63%	N/A for Dec
Dunkin Donuts	33%	44%	48%	50%	58%	N/A for Dec
OHM (New concessionaire as of March 2018)	N/A	N/A	33%	20%	74%	N/A for Dec
Terminal Survey Results (average, 5 being the highest)	N/A	N/A	4.8	5.0	4.6	N/A for Dec
Ambassador Program-hours volunteered	15,879	15,827	14,963	15,000	13,760	N/A for Dec
Ambassador assistance - landside	66,111	120,038	21,750	20,000	18,645	N/A for Dec
Ambassador assistance - airside	31,768	29,670	27,568	30,000	41,384	N/A for Dec
Canine assistance-landside (new for 2015)	45,294	93,060	80,333	80,000	67,615	N/A for Dec
Canine assistance-airside (new for 2015)	6,442	7,024	4,375	5,000	3,176	N/A for Dec
Concession revenue increase from previous year	3.7%	7.0%	2.4%	1.3%	2.8%	
Business Center Visitors (new for 2017)	1278	2670	3275	3,500	3675	N/A for Dec
Community tours	33	44	30	40	27	N/A for Dec

AGENDA ITEM NO. 5.2

COMPARISON OF ENPLANEMENTS

Comparison of Enplanements 2018 - 2019

	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	TOTAL
Albany International Airport (ALB)													
Current Year	106,622	106,760	131,398	133,722	129,868	129,585	143,957	144,967	120,058	136,558	117,662	117,812	1,518,969
Prior Year	104,011	102,852	126,052	122,342	126,345	125,618	137,983	139,520	113,139	132,723	119,639	116,482	1,466,706
% of Change	2.51%	3.80%	4.24%	9.30%	2.79%	3.16%	4.33%	3.90%	6.12%	2.89%	-1.65%	1.14%	3.56%
Bradley International Airport (BDL)													
Current Year	241,312	238,652	286,170	302,915	302,763	290,619	302,636	297,662	261,996	296,471	271,271	286,626	3,379,093
Prior Year	237,215	235,556	269,481	288,401	284,122	285,063	311,100	312,711	255,985	295,060	285,639	270,790	3,331,123
% of Change	1.73%	1.31%	6.19%	5.03%	6.56%	1.95%	-2.72%	-4.81%	2.35%	0.48%	-5.03%	5.85%	1.44%
Buffalo Niagara International Airport (BUF)													
Current Year	158,054	153,200	214,190	218,968	232,113	225,693	237,078	242,176	201,851	212,507	191,510	N/A	2,287,340
Prior Year	162,717	158,607	212,421	213,631	237,279	232,716	246,058	244,123	206,248	222,735	201,219	N/A	2,337,754
% of Change	-2.87%	-3.41%	0.83%	2.50%	-2.18%	-3.02%	-3.65%	-0.80%	-2.13%	-4.59%	-4.83%	N/A	-2.16%
Greater Rochester International Airport (ROC)													
Current Year	91,034	90,318	110,297	109,411	121,722	109,801	116,857	115,732	102,703	115,325	104,815	107,733	1,295,748
Prior Year	89,012	91,691	107,777	108,161	117,556	112,539	121,371	115,854	100,068	114,121	109,024	100,547	1,287,721
% of Change	2.27%	-1.50%	2.34%	1.16%	3.54%	-2.43%	-3.72%	-0.11%	2.63%	1.06%	-3.86%	7.15%	0.62%
Plattsburgh International Airport (PBG)													
Current Year	10,083	15,177	17,328	13,794	7,491	7,448	11,783	10,541	3,566	6,903	8,565	12,325	125,004
Prior Year	9,945	13,711	17,305	12,352	6,803	5,832	9,943	9,432	5,020	8,227	9,787	11,404	119,761
% of Change	1.39%	10.69%	0.13%	11.67%	10.11%	27.71%	18.51%	11.76%	-28.96%	-16.09%	-12.49%	8.08%	4.38%
Stewart International Airport (SWF)													
Current Year	22,330	17,736	21,118	22,945	27,430	26,283	30,081	31,156	17,019	N/A	N/A	N/A	216,097
Prior Year	21,466	19,631	23,893	25,249	32,325	34,999	38,163	30,074	31,647	N/A	N/A	N/A	257,446
% of Change	4.02%	-9.65%	-11.62%	-9.13%	-15.14%	-24.90%	-21.18%	3.60%	-46.22%	N/A	N/A	N/A	-16.06%
Syracuse International Airport (SYR)													
Current Year	85,812	88,986	107,201	102,828	114,544	109,483	123,947	124,608	105,130	117,855	106,346	106,613	1,293,353
Prior Year	75,835	81,317	91,908	97,947	96,879	96,337	110,919	109,613	94,907	107,426	98,723	94,647	1,156,458
% of Change	13.16%	9.43%	16.64%	4.98%	18.23%	13.65%	11.75%	13.68%	10.77%	9.71%	7.72%	12.64%	11.84%
Westchester County Airport (HPN)													
Current Year	60,594	60,693	71,484	73,250	74,590	70,960	77,854	77,940	65,139	75,791	72,963	N/A	781,258
Prior Year	57,087	56,060	62,078	64,854	63,429	63,828	70,569	73,990	58,935	68,356	55,952	N/A	695,138
% of Change	6.14%	8.26%	15.15%	12.95%	17.60%	11.17%	10.32%	5.34%	10.53%	10.88%	30.40%	N/A	12.39%

N/A - Not Available

AGENDA ITEM NO. 5.3

SUMMARY AIRLINES SCHEDULED

FLIGHTS AND MARKETS

**ALBANY COUNTY AIRPORT AUTHORITY
SUMMARY AIRLINE SCHEDULED FLIGHTS AND MARKETS**

AS OF DATES	1/08/20	2/05/20	3/ /20	4/ /20	5/ /20	6/ /20	7/ /20	8/ /20	9/ /20	10/ /20	11/ /20	12/ /20
DAILY DEPARTURES												
American Airlines	3	3										
American Eagle/Envoy	2	2										
American Eagle/Piedmont	7	7										
American Eagle/PSA	2	2										
American Eagle/SkyWest	1	1										
Delta Air Lines	4	4										
Delta Connection/SkyWest	3	3										
jetBlue Airways	2	2										
Southwest Airlines	10	9										
United Airlines	1	1										
United Express/Air Wisconsin	4	4										
United Express/Commutair	5	5										
United Express/Expressjet	1	1										
TOTAL DAILY FLIGHTS	45	44	0	0	0							
MAXIMUM SEATS AVAILABLE <1>												
Enplanements	140,977	140,839										
DIRECT FLIGHT MARKETS												
Atlanta	3	3										
Baltimore-Washington	4	4										
Charlotte	3	3										
Chicago Midway	2	2										
Chicago O'Hare	6	6										
Detroit Wayne County	4	4										
Fort Lauderdale/Hollywood	2	1										
New York-Newark	5	5										
Orlando	3	3										
Philadelphia	4	4										
Tampa	1	1										
Washington Dulles	3	3										
Washington National	5	5										
TOTAL MARKETS	45	44	0	0	0							
AIRCRAFT TYPE												
Jets	20	19	0	0	0	0	0	0	0	0	0	0
RJ's	25	25	0	0	0	0	0	0	0	0	0	0
TOTAL	45	44	0	0	0							

<1> Maximum seats includes non-daily service by Allegiant and Frontier

- ** Effective 10/2/18, Frontier Airlines has 3 flights a week direct to Orlando, FL
- ** Effective 12/12/18, Allegiant Air has 3 flights a week to St. St. Pete / Clearwater / Tampa, FL, down to 2 flights a week effective 5/13/19
- ** Effective 12/13/18, Allegiant Air has 2 flights a week to Orlando / Sanford, FL
- ** Effective 12/13/18, Allegiant Air has 3 flights a week to Punta Gorda / Fort Myers, FL
- ** Effective 06/01/19, Allegiant Air has 2 flights a week to Savannah, GA
- ** Effective 06/19/19, Allegiant Air has 2 flights a week to Myrtle Beach, SC, ceasing operations 10/28/19
- ** Effective 07/18/19, Frontier Airlines has 3 flights a week direct to Denver, CO
- ** Effective 07/18/19, Frontier Airlines has 3 flights a week direct to Raleigh/Durham, NC, ceasing operations 11/12/19

**ALBANY INTERNATIONAL AIRPORT
DAILY DEPARTURES
CHANGES TO BE IMPLEMENTED BY FEBRUARY 5, 2020**

	<u>Destination</u>	<u># of Flights</u>		<u>Inc/(Dec) in Flights</u>	<u>Daily Seat Changes</u>
		<u>This Month</u>	<u>Last Month</u>		
<u>JET SERVICE</u>					
SOUTHWEST	Fort Lauderdale/Hollywood	0	0	-1	-143
UNITED	Chicago O'Hare-Equipment Change	1	1	0	19
TOTAL				-1	-124

RECAP OF CHANGES BY MARKET

Fort Lauderdale/Hollywood	Southwest	-143
Chicago O'Hare	United	19
TOTAL		-124

**ALBANY INTERNATIONAL AIRPORT
AIRLINES ARRIVALS AND DEPARTURES**

As of February 5, 2020

TIME	TOTAL FLIGHTS			CONCOURSE "A"		CONCOURSE "B"				CONCOURSE "C"		DAILY SEATS			
	Arr	Dep	On Ground	United & Expresses Arr	Dep	American & Eagle Arr	Dep	jetBlue Arr	Dep	Delta & Connections Arr	Dep	Southwest Arr	Dep	Arrivals	Departures
05:00 - 05:59		3	15		1		1				1				250
06:00 - 06:59		4	11				1				1		2		485
07:00 - 07:59		6	5		2		2						2		767
08:00 - 08:59	1	2	4		1		1			1				76	100
09:00 - 09:59	1	3	2	1	1	1	1				1			50	176
10:00 - 10:59	3	2	3		1	2	1					1		243	100
11:00 - 11:59	5	2	6			3	1			2			1	511	269
12:00 - 12:59	2	3	5	1							2	1	1	193	368
13:00 - 13:59	2	3	4		1	1	2	1						200	260
14:00 - 14:59	1	2	3	1	1				1					50	200
15:00 - 15:59	3		6			1						2		362	
16:00 - 16:59	4	3	7			1		1	1	1		1	2	464	436
17:00 - 17:59	4	5	6	3	1		2			1	1		1	429	440
18:00 - 18:59	3	4	5	1	1	1	2				1			228	429
19:00 - 19:59	2	2	5	1	1	1	1							100	178
20:00 - 20:59	1		6									1		175	
21:00 - 21:59	3		9	1		2								176	
22:00 - 22:59			9												
23:00 - 23:59	6		15	2		1				1		2		585	
00:00 - 00:59	3		18			1				1		1		466	
01:00 - 01:59			18												
	44	44			11		15		2		7		9	4,308	4,458
Overnights	Gates		16		5		5				3		3	4,278	
	Remote		2										2		
	Total		18												
Times	First Departure			5:45		5:22		14:36		5:40		6:10			
	Last Departure			19:30		19:16		16:58		18:10		17:30			
	Last Arrival			23:43		0:02		16:13		0:09		0:05			

AGENDA ITEM NO. 5.4

USDOT ARRIVAL AND DEPARTURE STATISTICS

U.S. DEPARTMENT OF TRANSPORTATION AIR TRAVEL CONSUMER REPORT

	9 MO		6 MO				3 MO			12 MO								
	NOV 19	OCT 19	2019	SEP 19	AUG 19	JUL 19	2019	JUN 19	MAY 19	APR 19	2019	MAR 19	FEB 19	JAN 19	2018	DEC 18	NOV 18	OCT 18
ALBANY ON-TIME (%)																		
Arrivals	85.2	85.7	-	86.1	75.9	72.5	-	73.1	78.2	79.6	-	82.4	75.1	71.9	-	75.2	78.2	84.6
Departures	88.4	88.3	-	87.1	75.9	76.0	-	79.5	83.3	82.8	-	85.1	76.5	74.0	-	82.2	83.0	87.7
ON-TIME ARRIVALS (%)																		
Allegiant	81.6	83.4	78.6	84.1	76.8	78.6	78.3	72.9	79.5	81.6	78.0	85.3	75.2	73.4	77.4	78.8	78.7	83.5
American	84.7	80.5	75.3	82.9	74.6	73.7	74.4	67.1	70.4	75.6	78.0	78.3	75.8	80.0	78.4	79.6	80.9	78.8
Delta	89.6	86.6	84.6	88.6	83.2	80.8	84.9	79.9	86.7	86.2	85.5	88.3	81.6	86.7	85.7	89.1	83.3	90.0
Endeavor	87.8	83.2	79.8	88.0	79.3	77.8	78.9	72.2	84.0	78.9	79.4	83.7	76.2	78.3	79.3	82.9	77.3	83.3
Envoy	83.1	80.4	74.5	80.2	75.9	74.2	73.4	68.6	74.1	79.6	72.8	82.3	66.5	69.5	76.7	76.7	78.5	80.6
Express Jet	81.8	73.7	68.5	71.9	66.4	66.9	68.6	59.5	69.0	68.8	71.4	75.1	69.6	69.6	76.3	70.3	71.6	75.5
Frontier	78.5	74.5	72.0	78.8	71.2	66.0	72.5	64.0	67.0	77.6	75.5	78.3	74.3	73.9	69.4	74.4	70.1	68.2
Jetblue	80.4	80.7	72.7	82.0	67.8	70.2	72.4	70.1	77.6	73.4	71.1	73.8	70.0	69.4	71.0	74.5	71.2	78.8
Mesa	83.2	75.4	75.9	80.8	73.9	76.4	75.4	68.5	74.3	79.6	76.7	78.6	72.3	79.1	77.3	76.1	76.1	73.0
Republic	86.7	81.9	77.6	85.7	74.0	76.3	77.0	73.5	78.4	78.4	77.3	82.5	76.8	72.6	78.6	82.2	78.2	82.0
Southwest	85.3	84.0	79.5	88.1	82.2	80.3	77.5	75.1	75.8	78.7	78.5	80.0	73.5	81.9	81.1	78.8	81.7	83.5
Skywest	83.6	83.1	78.3	83.7	81.0	78.7	76.8	76.3	80.5	82.0	74.1	79.2	69.5	73.5	79.8	78.3	78.6	83.4
United	83.9	82.0	74.0	79.0	75.4	73.6	76.7	70.2	75.5	79.7	78.2	78.8	77.0	78.8	79.7	80.6	77.8	81.9

SUMMARY ALL AIRLINES - NOVEMBER - On-time 84.39%; Cancelled 0.85%; Diverted 0.16%; Delays: Air Carrier 4.35%, Weather 0.28%; Aviation System 4.61%; Security 0.03%; Late Arrivals 5.33%

COMPLAINTS/100,000 PASSENGERS (%)																		
Allegiant	1.14	1.74	1.62	2.11	1.82	1.30	1.50	1.42	1.55	1.71	1.56	0.66	2.53	1.49	1.65	1.02	1.55	1.28
American	0.96	1.10	1.80	1.52	2.10	2.49	1.69	2.27	1.76	1.88	1.38	1.46	1.33	1.36	1.38	1.25	1.20	1.56
Delta	0.28	0.44	0.51	0.49	0.61	0.65	0.47	0.60	0.52	0.46	0.42	0.31	0.53	0.41	0.65	0.44	1.11	0.39
Endeavor	0.16	0.31	0.42	0.24	0.78	0.51	0.38	0.66	0.08	0.73	0.26	0.15	0.42	0.20	0.43	0.34	0.26	0.25
Envoy	0.50	0.97	1.16	0.81	1.29	2.42	0.99	1.56	0.59	1.00	0.93	0.72	1.29	0.78	0.84	0.62	0.90	0.42
Express Jet	0.19	0.20	0.74	0.40	1.75	1.69	0.48	0.43	0.48	0.21	0.57	0.53	0.21	0.96	0.36	0.50	0.31	0.28
Frontier	2.60	2.32	2.58	2.25	3.29	3.32	2.41	3.58	1.73	2.03	2.33	2.19	2.47	2.34	4.02	2.47	3.60	4.37
Jetblue	0.91	0.95	0.98	1.31	1.28	1.46	0.80	1.11	0.78	0.79	0.68	0.71	0.70	0.64	0.99	0.87	0.71	0.92
Mesa	0.50	0.62	0.84	0.76	1.31	1.37	0.69	1.05	1.00	0.41	0.54	0.38	0.56	0.68	0.63	0.67	0.40	0.86
Republic	0.20	0.30	0.42	0.20	1.01	0.78	0.31	0.41	0.18	0.38	0.28	0.31	0.23	0.31	0.50	0.39	0.52	0.12
Southwest	0.18	0.31	0.34	0.21	0.30	0.30	0.39	0.40	0.30	0.44	0.38	0.38	0.51	0.26	0.36	0.21	0.31	0.27
Skywest	0.30	0.24	0.45	0.35	0.57	0.59	0.42	0.63	0.24	0.23	0.48	0.39	0.61	0.44	0.43	0.31	0.41	0.44
United	0.96	1.13	1.43	1.39	1.92	2.12	1.26	1.81	1.29	1.19	1.06	0.97	1.32	0.88	1.28	0.84	1.09	1.08

SUMMARY ALL AIRLINES - NOVEMBER - 0.68%; 2019 NINE MONTHS - 0.97%

MISHANDLED BAGS/1,000 PASSENGERS (%)																		
Allegiant	1.53	1.68	1.75	1.43	1.90	2.00	1.73	1.98	1.64	1.59	1.70	1.54	1.71	1.94	N/A	N/A	N/A	N/A
American	7.20	6.94	8.79	6.72	9.67	9.71	8.91	11.15	10.06	8.85	7.64	7.38	7.73	7.85	3.77	4.53	3.39	3.34
Delta	3.80	4.27	4.84	3.87	4.83	5.36	4.91	5.42	5.06	4.54	4.78	4.47	5.23	4.74	1.80	1.68	1.75	1.30
Endeavor	3.33	3.61	4.53	3.44	4.77	5.10	4.56	5.05	4.60	4.04	4.53	4.1	4.89	4.73	N/A	N/A	N/A	N/A
Envoy	7.43	7.51	9.82	7.45	9.70	10.11	10.36	13.41	12.73	9.01	8.63	8.2	9.04	8.74	5.3	6.76	5.18	5.01
Express Jet	4.40	4.60	4.85	4.78	6.32	6.44	6.08	7.99	6.25	2.70	3.06	2.88	2.77	3.51	4.98	6.06	4.11	3.97
Frontier	4.06	4.56	4.16	4.94	4.02	3.91	4.12	4.43	4.35	3.70	4.01	3.6	3.93	4.52	2.6	1.95	2.00	2.19
Jetblue	4.94	4.99	5.69	5.46	6.33	6.36	5.50	5.92	5.60	5.59	5.30	5.1	5.25	5.59	1.75	2.24	1.63	1.45
Mesa	5.84	6.79	8.34	5.94	8.63	8.71	9.47	13.46	12.37	6.39	6.51	6.3	6.65	6.54	N/A	N/A	N/A	N/A
Republic	5.57	6.11	7.84	6.58	9.70	9.94	7.93	9.84	8.02	6.99	6.44	5.9	6.25	7.34	N/A	N/A	N/A	N/A
Southwest	3.59	3.57	4.50	3.24	4.14	4.69	4.72	5.05	4.73	4.42	4.70	4.23	5.08	4.91	2.81	3.79	2.66	2.50
Skywest	4.59	4.38	5.89	4.55	5.53	6.08	6.84	7.37	8.18	3.98	5.74	5.3	6.22	5.84	4.0	6.18	4.44	3.57
United	5.13	5.18	6.84	5.56	6.96	7.37	6.95	8.39	6.24	5.95	6.99	6.63	7.41	7.03	2.51	3.10	2.33	1.96

SUMMARY ALL AIRLINES - NOVEMBER - 4.67%; 2019 NINE MONTHS - 4.68%

Consistent with the Department's introduction of new on-time performance data into the ATCR last year, the Department is delaying the publication of the new mishandled baggage data to give the Department and airlines an opportunity to verify the accuracy of the data.

OVERSALES/10,000 PASSENGERS (Denied Boarding= "V" Voluntary, "INV" Involuntary) (%)

	Nine Months	V	INV	Six Months	V	INV	Three Months	V	INV	Twelve Months	V	INV
Delta	Months	6.15	0.00	Months	8.51	0.00	Months	8.67	0.00	Months	5.89	0.00
Jetblue	Stats	0.80	0.01	Stats	0.72	0.02	Stats	0.80	0.03	Stats	0.66	0.01
Southwest		1.18	0.08		2.81	0.32		2.67	0.43		1.34	0.15
United		3.38	0.00		4.08	0.01		3.91	0.01		3.59	0.01
American		7.09	0.52		10.11	0.73		8.57	0.52		4.58	0.20
ALL AIRLINES		5.08	0.19		6.61	0.31		6.05	0.31		4.49	0.14

COMPLAINTS			
	Screening Procedures	Processing Time	Personal Property
645	18	72	500
0.00098%	0.00003%	0.00011%	0.00076%

Animal Incidents	
Death	1
Injury	1
Loss	0

AGENDA ITEM NO. 5.1

FINANCIAL PERFORMANCE



**STATISTICAL
&
FINANCIAL
PERFORMANCE**

December 2019

***** UNAUDITED - FOR INTERNAL REVIEW*****



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TO: ACAA Members

FROM: Michael F. Zonsius, CFO

RE: December 2019 Financial Performance

INTRODUCTION

The attached report includes the Airport’s December 2019 statistical highlights, financial information, and operating information. This financial information is presented for the purposes of comparing budget to actual results and for indicating generally how revenues and expenses have compared to budgeted revenues and expenses through December 2019. The financial information presented herewith is prepared on the Albany County Airport Authority’s budgetary basis of accounting. The information provided in this report does not include a forecast of the effects of the final settlement based upon the calculation provided for in the Airport Use and Lease Agreement, which expires December 31, 2020, or make any provision for accrual of funds owed to or from the Signatory Airlines. *This report includes preliminary operating and performance statistics and financial forecasts based upon the budgetary basis of accounting estimates that involve uncertainties that could result in actual financial results differing materially from preliminary estimates.* This report is divided into the following sections: Statistical Highlights, Financial Statements, Airport Revenues, AFCO/AvPorts Airport Operations, Million Air FBO Operations and Authority Operations.

	Current Year Versus		
	2019 YTD Budget	2018 December	2018 YTD
Enplanements	1.3%	1.1%	3.6%
Operations (Take Offs/Landings)	-4.4%	-9.9%	-4.4%
Landed Weight	-0.2%	-3.2%	3.2%
Cargo, Mail & Express (Tons)	6.5%	39.4%	5.9%

December 2019 seat capacity was 1.4% less than December 2018 and the monthly load factor was 83% for December 2019 and 81% for December 2018.

ENPLANEMENT SHARE

A summary of YTD 2019 and 2018 market share by airline is as follows:

	2019			2018		
	Major Carriers	Express Carriers	Totals	Major Carriers	Express Carriers	Totals
Allegiant Air	5.1%		5.1%	0.2%		0.2%
American	6.4%	14.2%	20.6%	7.5%	13.3%	20.8%
Boutique Air	0.0%		0.0%	0.1%		0.1%
Cape Air	0.2%		0.2%	0.8%		0.8%
Delta	11.3%	5.2%	16.5%	11.2%	4.3%	15.5%
Elite Airways	0.0%		0.0%	0.1%		0.1%
Frontier	4.0%		4.0%	0.8%		0.8%
Jet Blue	6.1%		6.1%	6.1%		6.1%
Southwest	32.1%		32.1%	38.6%		38.6%
OneJet	0.0%		0.0%	0.3%		0.3%
United	6.9%	8.3%	15.2%	6.3%	10.3%	16.6%
Charters	0.2%		0.2%	0.1%		0.1%
Totals	72.3%	27.7%	100.0%	72.1%	27.9%	100.0%

FINANCIAL INFORMATION

The summary of Revenues, Expenses and Net Results shows YTD 2019 results compared to the 2019 budgeted amounts and 2018 actual amounts. The summary shows the YTD net operating results for 2019 are more than the amount budgeted by \$2,559,739. These YTD results do not reflect the adjustments for year-end settlement or reflect other year-end adjustments for 2019 which effect the revenue sharing with the airlines.

	2019 YTD Budget	2019 YTD Actual	2018 YTD Actual	2019 YTD vs 2018 YTD
Airport revenues	\$ 45,843,078	\$ 48,044,993	\$ 42,528,280	5,516,713
FBO revenues less cost of sales	2,589,053	3,089,864	2,824,859	265,005
Total operating expenses	(32,139,349)	(32,086,465)	(31,214,797)	(871,668)
Operating results	16,292,782	19,048,392	14,138,342	4,910,050
Other revenue and expenses, net	(6,453,809)	(6,649,680)	(6,688,039)	38,359
Net results	\$ 9,838,973	\$ 12,398,712	\$ 7,450,303	
Net variances: (2019 Actual to Budget)		\$ 2,559,739		
(2019 Actual to 2018 Actual)				\$ 4,948,409

Under the revenue sharing formula, the net revenues or deficiency at year-end are split fifty (50) percent to the signatory airlines and fifty (50) percent to the Authority, subject to certain limitations which require the airlines to ensure the Authority's net revenues are not less than 125 percent of its annual debt service requirement.

The summary information above does not reflect the effect of allocating all budget variances in accordance with the Airport Use and Lease Agreement or the potential assessment of charges to meet debt service coverage requirements, and accordingly, does not reflect the amount of an accumulated potential year-end settlement with the signatory airlines.

AIRLINE RATES AND CHARGES

Airline Rates and Charges shown for 2019 are based on the adopted budget and are calculated using the formulas incorporated into the Airline Use and Lease Agreement. Final 2019 rates will be calculated in the final settlement and revenue sharing report. The signatory airlines will be billed or credited for their share of any final variance and the Authority will fund its share of any negative variance from its reserves.

AIRPORT REVENUES

AIRPORT REVENUES for YTD 2019 are \$48,044,993 and are \$2,201,915 more than the \$45,843,078 budget to date.

PUBLIC PARKING REVENUES for YTD 2019 total \$16,262,184 compared to \$15,248,081 in YTD 2018, a 6.6% increase and are \$968,852 more than budget. Parking revenue per passenger increased from \$10.40 in YTD 2018 to \$10.70 in YTD 2019.

RENTAL CAR REVENUES for YTD 2019 total \$5,396,550 compared to \$5,561,921 in YTD 2018, and are \$218,572 more than budget. Rental car revenue per passenger decreased to \$3.55 in YTD 2019 from \$3.79 in YTD 2018.

FOOD AND BEVERAGE REVENUES for YTD 2019 total \$1,214,919 compared to \$902,530 in YTD 2018 and are \$214,107 more than budget. Concessionaire sales' per enplaned passenger were \$6.37 in YTD 2019 compared to \$5.83 in YTD 2018. Authority revenue per passenger was \$0.80 in YTD 2019, which is an increase from \$0.62 in YTD 2018.

RETAIL REVENUES for YTD 2019 total \$933,339 compared to \$844,970 in YTD 2018, and are \$45,713 more than budgeted. Concessionaire sales' for YTD 2019 per enplanement were \$2.92 in YTD 2019 compared to \$2.74 in YTD 2018. Authority revenue per passenger was \$0.61 in YTD 2019 compared to \$0.58 in YTD 2018.

COMBINED MANAGEMENT OPERATING EXPENSES

The airports three operating centers have combined operating expense results as follows:

	2019 YTD Budget	2019 YTD Actual	Budget Variance	2018 YTD Actual	Prior Year Variance
AvPorts	\$ 24,011,186	\$ 23,991,914	\$ 19,272	\$ 23,196,518	\$ (795,396)
Million Air	3,265,773	3,291,994	(26,221)	3,175,165	(116,829)
Authority	4,862,390	4,802,557	59,833	4,843,214	40,657
Total	<u>\$ 32,139,349</u>	<u>\$ 32,086,465</u>	<u>\$ 52,884</u>	<u>\$ 31,214,897</u>	<u>\$ (871,568)</u>
Variance			0.2%		-2.8%

OTHER REVENUES AND EXPENSES

Other revenues and expenses when netted together for YTD 2019 are \$195,871 less than budgeted.

AFCO/AVPORTS AIRPORT OPERATIONS

Operating expenses for AFco/AvPorts in YTD 2019 are \$19,272 (0.08%) under budget based upon a combination of variances and timing differences.

MILLION AIR FBO OPERATIONS

The commercial and retail YTD revenues and cost of sales results are as follows:

	2019 YTD Budget	2019 YTD Actual	2019 Variance	2018 YTD Actual	Prior Year Variance
Revenues	\$ 10,246,372	\$ 10,426,892	\$ 180,520	\$ 10,427,352	\$ (460)
Cost of Sales	(5,494,245)	(5,158,126)	336,119	(5,476,228)	318,102
Net results before O & M Expenses	\$ 4,752,127	\$ 5,268,766	\$ 516,639	\$ 4,951,124	\$ 317,642
FUEL SALES (gallons)					
Jet A	1,199,698	1,217,080	17,382	1,158,694	58,386
AvGas - Retail	52,953	65,993	13,040	51,534	14,459
AvGas - Commercial	63,680	35,780	(27,900)	95,909	(60,129)
DEICING SALES (gallons)					
Sprayed	59,500	99,455	39,955	91,758	7,697
Consortium	97,000	87,349	(9,651)	109,710	(22,361)
FUEL NET REVENUES					
Jet A	\$ 2,049,396	\$ 2,072,886	\$ 23,490	\$ 1,976,833	\$ 96,053
AvGas - Retail	\$ 62,191	\$ 66,044	\$ 3,853	\$ 57,215	\$ 8,829
AvGas - Commercial	\$ 23,562	\$ 15,208	\$ (8,354)	\$ 35,971	\$ (20,763)
DEICING NET REVENUE					
Sprayed	\$ 345,747	\$ 800,779	\$ 455,032	\$ 688,670	\$ 112,109
Consortium	\$ -	\$ (21,782)	\$ (21,782)	\$ (66,883)	\$ 45,101

YTD Net Results before YTD Operating and Maintenance expenses were \$516,639 more than budgeted and \$317,642 more than YTD 2018. Revenue from sprayed deicing services was the most significant variance from the budget amounts.

Operating expenses, not including the cost of retail sales, for YTD 2019 are \$26,221 less than budgeted. A detail account listing of expenses is included for all Million Air cost centers.

AUTHORITY OPERATIONS

YTD operating expenses in 2019 were \$59,833 less than budgeted mainly because of timing differences between budgeted and actual expenses. Departure's net operating results are (\$31,421) for YTD 2019 compared to (\$13,094) for YTD 2018.

A detail account listing of expenses is included for the Authority.

**** UNAUDITED - FOR INTERNAL REVIEW ****



Statistical Highlights

Albany International Airport December Highlights

ACTIVITIES:		2019	2019	Percentage	2018	Percentage
		ACTUAL	BUDGET	Actual vs. Budget	Actual	Actual 2019 VS. 2018
<i>Enplanements</i>	Current Month	117,812	119,126	-1.1%	116,482	1.1%
	Year - to - Date	1,518,969	1,500,000	1.3%	1,466,706	3.6%
<i>Aircraft Operations</i>	Current Month	4,341	4,818	-9.9%	4,819	-9.9%
	Year - to - Date	60,748	63,545	-4.4%	63,541	-4.4%
<i>Landed Weight (#)</i>	Current Month	127,001,388	135,604,558	-6.3%	131,167,667	-3.2%
	Year - to - Date	1,667,798,688	1,671,063,000	-0.2%	1,616,386,929	3.2%
<i>Cargo, Mail & Express (Tons)</i>	Current Month	2,470	1,782	38.6%	1,771	39.4%
	Year - to - Date	20,009	18,796	6.5%	18,896	5.9%
<i>FBO Jet A (Gallons)</i>	Current Month	96,319	85,081	13.2%	75,434	27.7%
	Year - to - Date	1,217,080	1,199,698	1.4%	1,158,694	5.0%
<i>FBO AvGas (Gallons)</i>	Current Month	3,162	3,044	3.9%	3,369	-6.1%
	Year - to - Date	65,993	52,953	24.6%	51,534	28.1%
<i>AvGas Commercial (gallons)</i>	Current Month	300	5,548	-94.6%	8,356	-96.4%
	Year - to - Date	35,780	63,680	-43.8%	95,909	-62.7%
<i>FBO Into-Plane (Gallons)</i>	Current Month	1,696,823	1,724,682	-1.6%	1,760,104	-3.6%
	Year - to - Date	22,022,122	20,590,563	7.0%	21,013,458	4.8%
<i>FBO Deicing (Gallons)</i>	Current Month	50,309	34,246	0.0%	19,946	0.0%
	Year - to - Date	186,804	141,866	31.7%	201,468	-7.3%

REVENUES:

<i>Landing Fees</i>	Current Month	\$515,698	\$523,728	-1.5%	\$505,405	2.0%
	Year - to - Date	\$6,496,696	\$6,476,719	0.3%	\$6,246,425	4.0%
<i>Terminal</i>	Current Month	\$572,384	\$538,545	6.3%	\$550,272	4.0%
	Year - to - Date	\$6,877,265	\$6,462,546	6.4%	\$6,419,917	7.1%
<i>Parking</i>	Current Month	\$1,240,402	\$1,116,198	11.1%	\$1,118,544	10.9%
	Year - to - Date	\$16,252,184	\$15,283,333	6.3%	\$15,248,081	6.6%
<i>Rental Cars</i>	Current Month	\$352,195	\$459,032	-23.3%	\$652,180	-46.0%
	Year - to - Date	\$5,396,550	\$5,177,978	4.2%	\$5,561,921	-3.0%
<i>Food & Beverage</i>	Current Month	\$102,413	\$82,176	24.6%	\$89,705	14.2%
	Year - to - Date	\$1,214,919	\$1,000,812	21.4%	\$902,530	34.6%
<i>Retail</i>	Current Month	\$61,147	\$61,111	0.1%	\$58,174	5.1%
	Year - to - Date	\$933,339	\$887,626	5.2%	\$844,970	10.5%
<i>Departure</i>	Current Month	\$0	\$16,439	-100.0%	\$27,917	-100.0%
	Year - to - Date	\$191,483	\$256,092	-25.2%	\$242,117	-20.9%
<i>FBO Jet A , Net</i>	Current Month	\$158,651	\$145,341	9.2%	\$126,192	25.7%
	Year - to - Date	\$2,072,886	\$2,049,396	1.1%	\$1,976,833	4.9%
<i>FBO AvGas, Net</i>	Current Month	\$2,176	\$3,576	-39.1%	\$554	292.8%
	Year - to - Date	\$66,044	\$62,191	6.2%	\$57,215	15.4%
<i>AvGas Commercial, Net</i>	Current Month	\$138	\$2,053	-93.3%	\$2,008	-93.1%
	Year - to - Date	\$15,208	\$23,562	-35.5%	\$35,971	-57.7%
<i>FBO Into-Plane</i>	Current Month	\$54,730	\$55,824	-2.0%	\$55,235	-0.9%
	Year - to - Date	\$690,015	\$666,474	3.5%	\$673,620	2.4%
<i>FBO Deicing, Net</i>	Current Month	\$219,881	\$85,556	0.0%	\$85,365	0.0%
	Year - to - Date	\$778,997	\$345,747	125.3%	\$621,787	25.3%

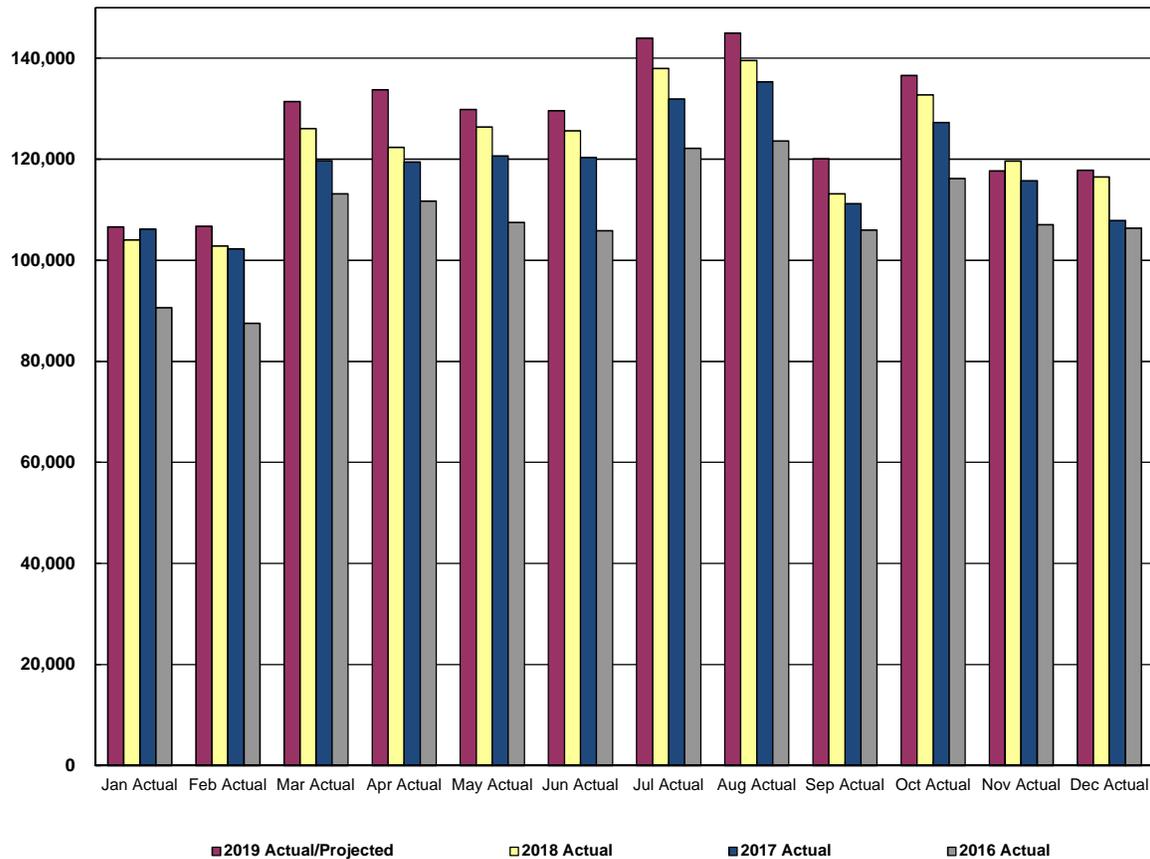
Albany International Airport December Highlights

	2019 YTD	2018	2017	2016	2015
REVENUE PER ENPLANEMENT:	PRELIMINARY	AUDITED	AUDITED	AUDITED	AUDITED
Parking	\$10.70	\$10.40	\$10.57	\$10.57	\$9.87
Rental Car	\$3.55	\$3.79	\$3.83	\$3.59	\$3.89
Food & Beverage	\$0.80	\$0.62	\$0.57	\$0.56	\$0.51
Retail	\$0.61	\$0.58	\$0.57	\$0.56	\$0.54
Departure	\$0.13	\$0.17	\$0.20	\$0.17	\$0.19

Annual Rates and Charges Summary

	2019	2018	2017	2016	2015
AIRLINE RATES & CHARGES:	BUDGET	AUDITED	AUDITED	AUDITED	AUDITED
Landing Fees Per 1,000 lbs. MGLW:					
Signatory	\$3.35	\$2.92	\$3.12	\$2.73	\$3.27
Non-Signatory	\$4.19	\$4.16	\$3.91	\$4.04	\$4.04
Apron Fees Per Square Foot:	\$1.48	\$1.31	\$1.33	\$1.19	\$1.52
Terminal Rental Per Square Foot:					
Signatory	\$83.59	\$86.48	\$79.86	\$81.11	\$74.63
Non-Signatory	\$104.49	\$101.96	\$100.98	\$93.48	\$93.48
Loading Bridges - Annual:	\$43,232	\$51,611	\$47,237	\$40,383	\$44,761
Cost per Enplanement :					
Airport CPE (after revenue sharing)	\$6.52	\$6.57	\$6.57	\$6.00	\$7.12

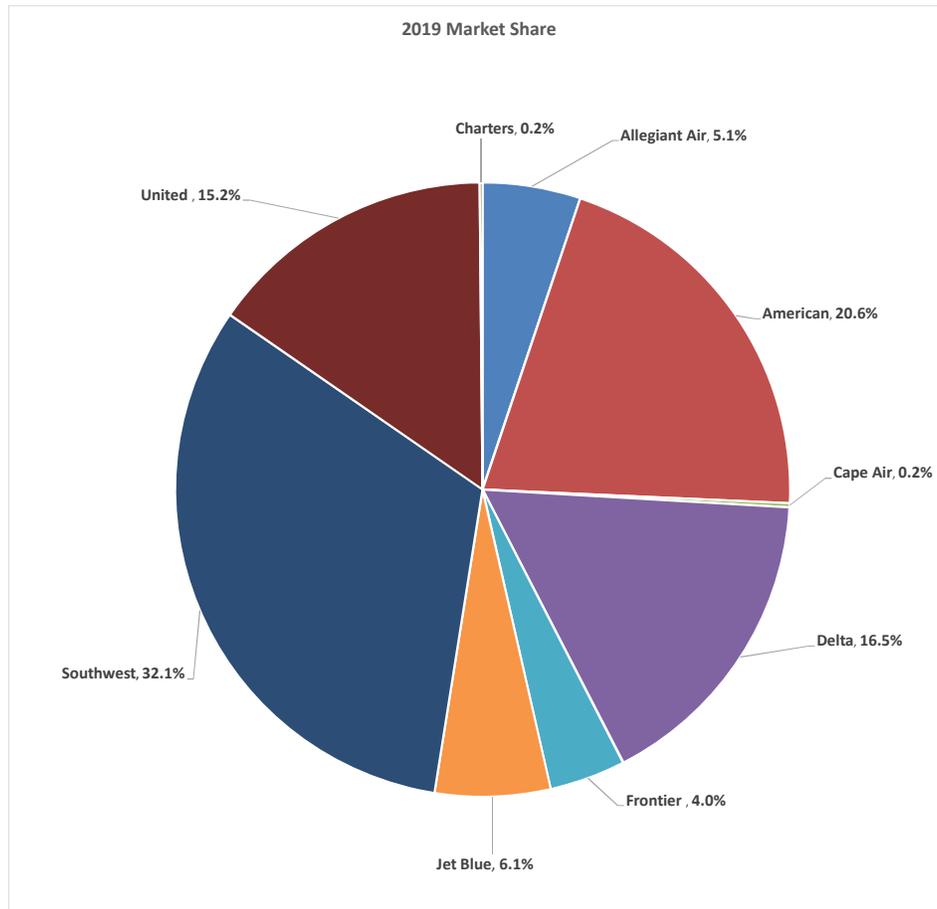
Albany International Airport Monthly Enplanements 2016-2019 For the twelve months ended December 31



		2019	2019 Budget	# Variance	% Variance	2018	2019 vs. 2018	2017	2016
January	(Actual)	106,622	106,372	250	0.2%	104,011	2.5%	106,168	102,325
February	(Actual)	106,760	105,187	1,573	1.5%	102,852	3.8%	102,255	103,214
March	(Actual)	131,398	128,913	2,485	1.9%	126,052	4.2%	119,677	119,403
April	(Actual)	133,722	125,119	8,603	6.9%	122,342	9.3%	119,423	119,362
May	(Actual)	129,868	129,213	655	0.5%	126,345	2.8%	120,665	118,293
June	(Actual)	129,585	128,470	1,115	0.9%	125,618	3.2%	120,316	117,743
July	(Actual)	143,957	141,115	2,842	2.0%	137,983	4.3%	131,916	130,930
August	(Actual)	144,967	142,687	2,280	1.6%	139,520	3.9%	135,306	133,612
September	(Actual)	120,058	115,707	4,351	3.8%	113,139	6.1%	111,208	115,752
October	(Actual)	136,558	135,736	822	0.6%	132,723	2.9%	127,281	123,374
November	(Actual)	117,662	122,355	(4,693)	-3.8%	119,639	-1.7%	115,758	115,220
December	(ACTUAL)	117,812	119,126	(1,314)	-1.1%	116,482	1.1%	107,862	108,206
Total		1,518,969	1,500,000	18,969	1.3%	1,466,706	3.6%	1,417,835	1,407,434

YTD Enplanements 1,518,969 1,500,000 18,969 1.3% 1,466,706 3.6% 1,417,835 1,407,434

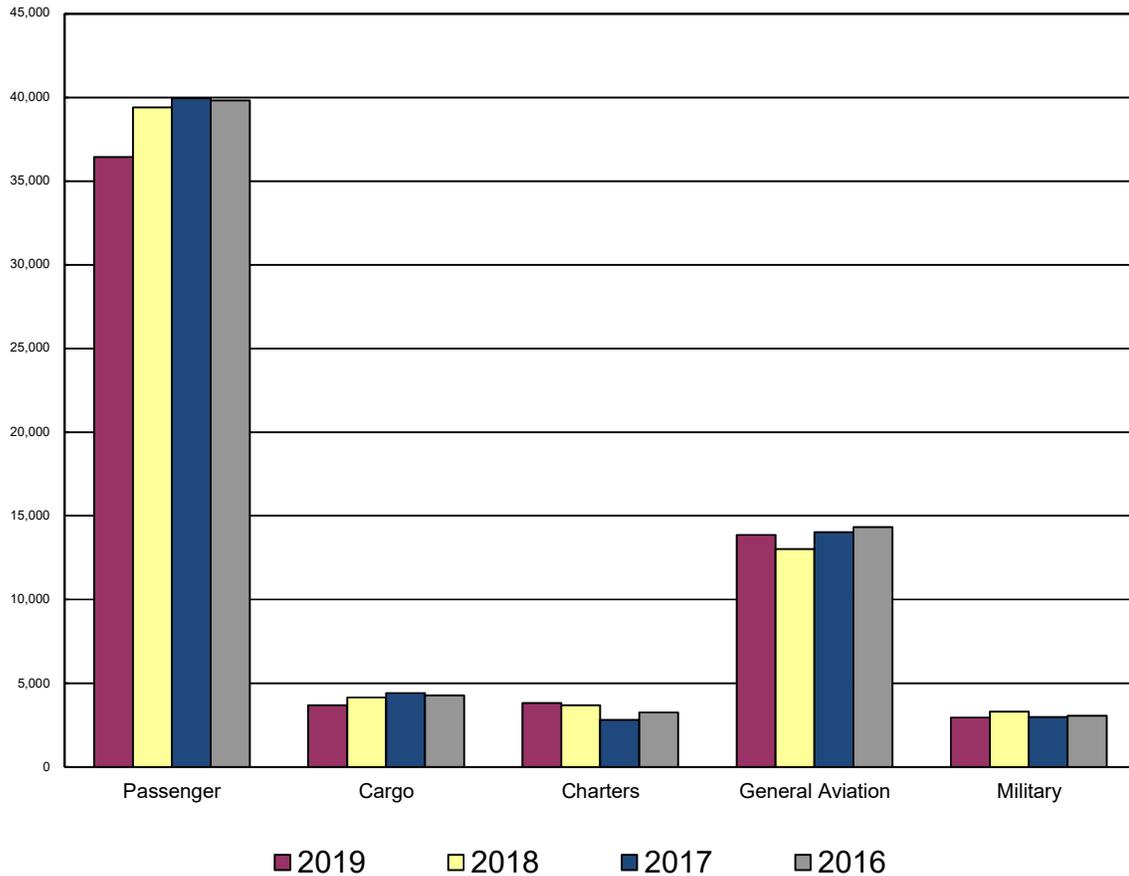
Albany International Airport Enplanements Per Carrier For the twelve months ended December 31



Carrier	Current Month		#		%		Year To Date		#		%		YTD Market Share		%	
	2019	2018	Change	Change	2019	2018	Change	Change	2019	2018	Change	Change	2019	2018	Change	Change
Allegiant Air	4,599	3635	964	100.0%	78,107	3635	74,472	100.0%	5.1%	0.2%	4.9%					
American	27,178	22,860	4,318	18.9%	312,378	304,735	7,643	2.5%	20.6%	20.8%	-0.2%					
Boutique Air	0	0	0	0.0%	0	827	(827)	-100.0%	0.0%	0.1%	-0.1%					
Cape Air	0	817	(817)	-100.0%	3,275	11,777	(8,502)	-72.2%	0.2%	0.8%	-0.6%					
Delta	19,133	17,275	1,858	10.8%	250,816	227,628	23,188	10.2%	16.5%	15.5%	1.0%					
Elite Airways	0	0	0	0.0%	0	1,044	(1,044)	-100.0%	0.0%	0.1%	-0.1%					
Frontier	2,926	3,970	(1,044)	-26.3%	60,804	11,123	49,681	446.7%	4.0%	0.8%	3.2%					
Jet Blue	8,303	7,517	786	10.5%	92,149	89,609	2,540	2.8%	6.1%	6.1%	0.0%					
One-Jet	0	0	0	0.0%	0	3,964	(3,964)	-100.0%	0.0%	0.3%	-0.3%					
Southwest	38,481	43,034	(4,553)	-10.6%	488,147	565,731	(77,584)	-13.7%	32.1%	38.6%	-6.4%					
United	16,999	17,268	(269)	-1.6%	230,996	245,372	(14,376)	-5.9%	15.2%	16.7%	-1.5%					
Other - Charters	193	106	87	82.1%	2,297	1,261	1,036	82.2%	0.2%	0.1%	0.1%					
Total	117,812	116,482	1,330	1.1%	1,518,969	1,466,706	52,263	3.6%	100.0%	100.0%	0.0%					

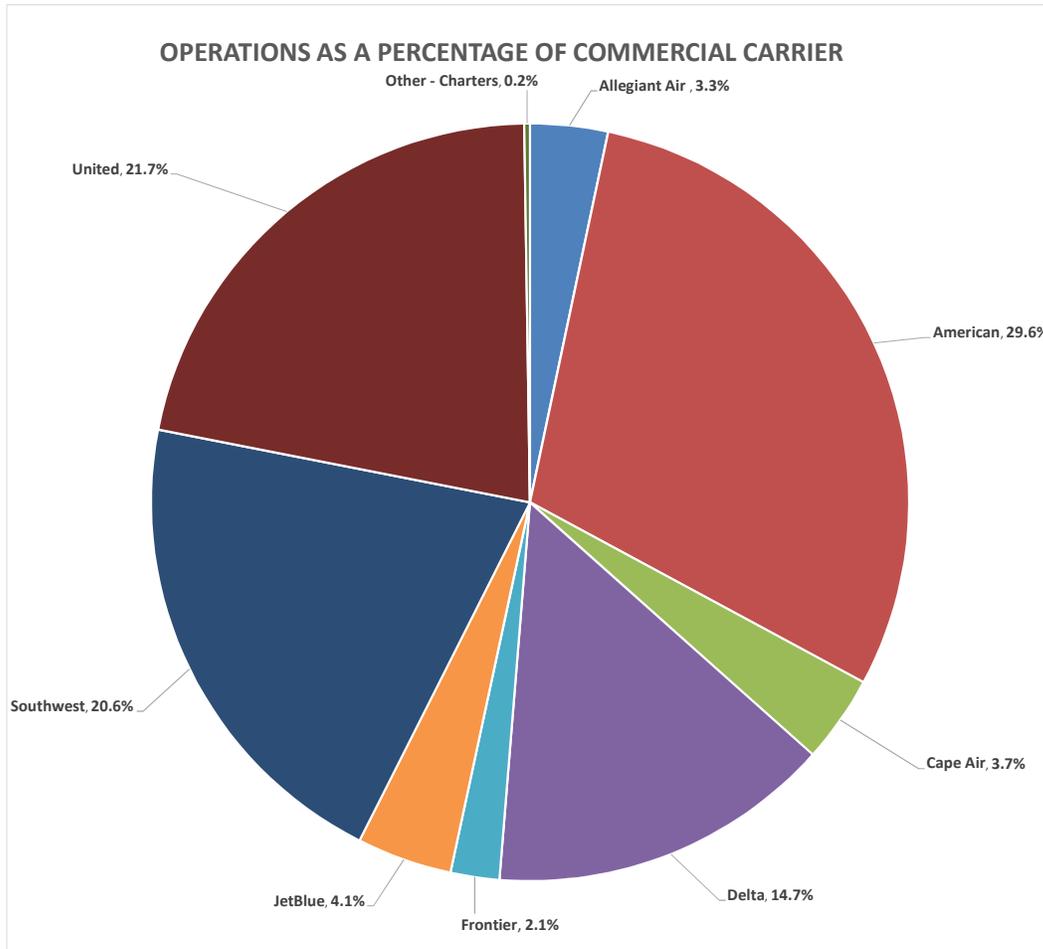
YTD Budget	YTD Actual	# Variance	% Variance
1,500,000	1,518,969	18,969	1.3%

Albany International Airport Aircraft Operations by Type For the twelve months ended December 31



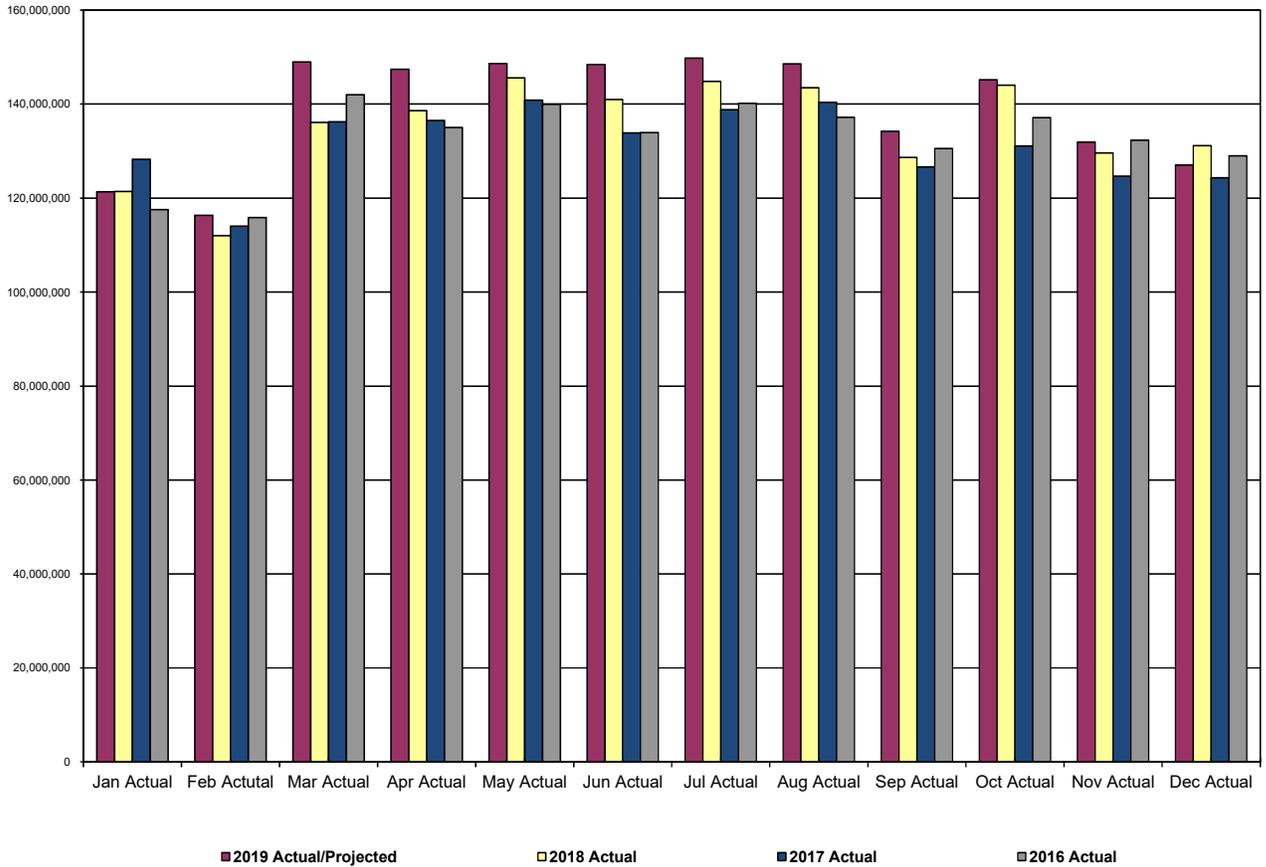
Type	2019	2018	% Change	2017	2016
Passenger	36,446	39,402	-7.5%	39,958	39,834
Cargo	3,678	4,148	-11.3%	4,406	4,264
Charters & Corporate	3,817	3,682	3.7%	2,804	3,248
Sub Total	43,941	47,232	-7.0%	47,168	47,346
General Aviation	13,863	13,009	6.6%	14,018	14,328
Military	2,944	3,300	-10.8%	2,974	3,057
Total	60,748	63,541	-4.4%	64,160	64,731

Albany International Airport Operations Per Carrier For the twelve months ended December 31



Carrier	# Sch.	Current Month			% Change	Year To Date			% Change	YTD Market Share		
		2019	2018	# Change		2019	2018	# Change		2019	2018	% Change
Allegiant Air	64	64	56	8	100.0%	1206	56	1150	2053.6%	2.7%	0.1%	2.6%
American	944	896	828	68	8.2%	10,778	9,940	838	8.4%	24.5%	20.6%	3.9%
Boutique Air	0	0	0	0	0.0%	0	502	-502	-100.0%	0.0%	1.0%	-1.0%
Cape Air	0	0	344	(344)	-100.0%	1,356	4,164	-2,808	-67.4%	3.1%	8.6%	-5.5%
Delta	412	416	400	16	4.0%	5,352	5,074	278	5.5%	12.2%	10.5%	1.7%
Elite Airlines	0	0	0	0	0.0%	0	92	-92	-100.0%	0.0%	0.2%	-0.2%
Frontier	40	40	50	(10)	-20.0%	760	156	604	387.2%	1.7%	0.3%	1.4%
JetBlue	124	126	124	2	1.6%	1,478	1,454	24	1.7%	3.4%	3.0%	0.4%
One Jet	0	0	0	0	0.0%	0	744	-744	-100.0%	0.0%	1.5%	-1.5%
Southwest	586	586	658	(72)	-10.9%	7,524	8,586	-1,062	-12.4%	17.1%	17.8%	-0.7%
United	648	640	728	(88)	-12.1%	7,904	8,586	-682	-7.9%	18.0%	17.8%	0.2%
Other - Charters	8	8	4	4	100.0%	88	48	40	83.3%	0.2%	0.1%	0.1%
Subtotal	2,826	2,776	3,192	(416)	-13.0%	36,446	39,402	-2,956	-7.5%	82.9%	81.6%	1.3%
DHL - Ameriflight, Inc.		60	72	(12)	-16.7%	546	584	-38	-6.5%	1.2%	1.2%	0.0%
Federal Express		48	52	(4)	-7.7%	538	524	14	2.7%	1.2%	1.1%	0.1%
Federal Express - Wiggins Airways		114	114	0	0.0%	1,690	2,154	-464	-21.5%	3.8%	4.5%	-0.7%
United Parcel Service		122	102	20	19.6%	904	886	18	2.0%	2.1%	1.8%	0.3%
Subtotal		344	340	4	1.2%	3,678	4,148	-470	-11.3%	8.4%	8.6%	-0.2%
Charter, Corporate & Diversions		285	1,287	(1,002)	-77.9%	3,817	4,744	-927	-19.5%	8.7%	9.8%	-1.1%
Total		3,405	4,819	(1,414)	-29.3%	43,941	48,294	-4,353	-9.0%	100.0%	100.0%	0.0%

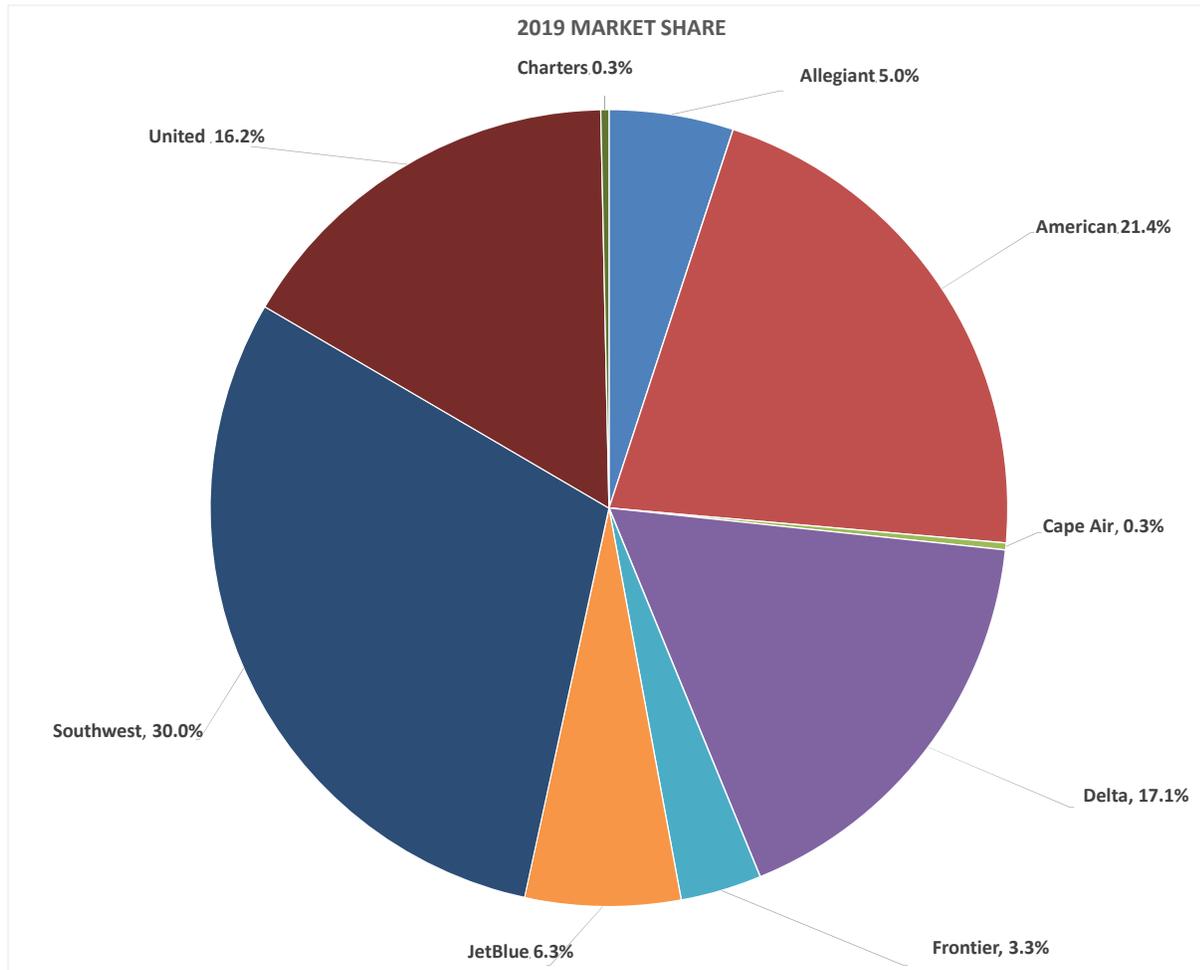
Albany International Airport Landed Weights 2016 - 2019 For the twelve months ended December 31



		2019	2019 Budget	2019 Variance	2018	2019 vs. 2018	2017	2016
January	(Actual)	121,373,829	125,515,413	(4,141,584)	121,408,632	0.0%	128,222,843	117,525,483
February	(Actual)	116,327,437	115,761,286	566,151	111,973,654	3.9%	114,046,534	115,840,308
March	(Actual)	148,943,975	140,696,948	8,247,027	136,093,437	9.4%	136,249,073	142,019,773
April	(Actual)	147,433,306	143,280,167	4,153,139	138,592,135	6.4%	136,505,291	135,028,314
May	(Actual)	148,624,852	150,472,077	(1,847,224)	145,548,731	2.1%	140,846,914	139,980,749
June	(Actual)	148,440,298	145,739,073	2,701,225	140,970,587	5.3%	133,835,433	133,960,121
July	(Actual)	149,788,017	149,711,669	76,348	144,813,203	3.4%	138,796,395	140,184,045
August	(Actual)	148,593,387	148,340,625	252,762	143,487,018	3.6%	140,343,697	137,206,202
September	(Actual)	134,203,060	133,017,578	1,185,482	128,665,331	4.3%	126,632,991	130,566,058
October	(Actual)	145,174,948	148,910,201	(3,735,253)	144,037,958	0.8%	131,118,304	137,092,985
November	(Actual)	131,894,191	134,013,405	(2,119,215)	129,628,576	1.7%	124,636,868	132,288,190
December	(ACTUAL)	127,001,388	135,604,558	(8,603,170)	131,167,667	-3.2%	124,327,179	128,999,178
Total		1,667,798,688	1,671,063,000	(3,264,312)	1,616,386,929	3.2%	1,575,561,523	1,590,691,408

YTD Landed Weight 1,667,798,688 1,671,063,000 (3,264,312) 1,616,386,929 3.2% 1,575,561,522 1,590,691,408

Albany International Airport Landed Weights Per Carrier For the twelve months ended December 31



Carrier	Current Month		#	%	Year To Date		#	%	YTD Market Share		%
	2019	2018			Change	Change			2019	2018	
Allegiant	4,522,734	3884529	638,206	16.4%	84,122,513	3,884,529	80,237,985	2065.6%	5.0%	0.2%	4.8%
American	30,677,931	27,687,249	2,990,682	10.8%	356,096,612	358,576,847	(2,489,235)	-0.7%	21.4%	22.2%	-0.8%
Boutique Air	0	0	0	0.0%	0	2,489,923	(2,489,923)	-100.0%	0.0%	0.2%	-0.2%
Cape Air	0	1,178,201	(1,178,201)	-100.0%	4,644,301	14,261,700	(9,617,398)	-67.4%	0.3%	0.9%	-0.6%
Delta	21,905,003	20,369,258	1,535,745	7.5%	285,707,854	256,997,937	28,709,917	11.2%	17.1%	15.9%	1.2%
Elite Airlines	0	0	0	0.0%	0	2,182,000	(2,182,000)	-100.0%	0.0%	0.1%	-0.1%
Frontier	2,789,950	3,760,190	(970,240)	-25.8%	54,948,790	11,049,772	43,899,018	397.3%	3.3%	0.7%	2.6%
JetBlue	8,942,579	8,816,276	126,303	1.4%	105,034,143	103,377,946	1,656,198	1.6%	6.3%	6.4%	-0.1%
One Jet	0	0	0	0.0%	0	11,115,418	(11,115,418)	-100.0%	0.0%	0.7%	-0.7%
Southwest	38,608,000	44,260,000	(5,652,000)	-12.8%	500,895,200	571,924,399	(71,029,199)	-12.4%	30.0%	35.4%	-5.3%
United	19,020,591	20,953,565	(1,932,974)	-9.2%	270,835,272	277,561,904	(6,726,632)	-2.4%	16.2%	17.2%	-0.9%
Charters/Diversions	534,599	258,399	276,200	106.9%	5,514,002	2,964,555	2,549,447	86.0%	0.3%	0.2%	0.1%
Total	127,001,388	131,167,667	(4,166,279)	-3.2%	1,667,798,688	1,616,386,929	51,411,759	3.2%	100.0%	100.0%	0.0%

YTD Budget	YTD Actual	# Variance	% Variance
1,671,063,000	1,667,798,688	(3,264,312)	-0.2%

Albany International Airport

Cargo, Mail & Express Handled by Carrier

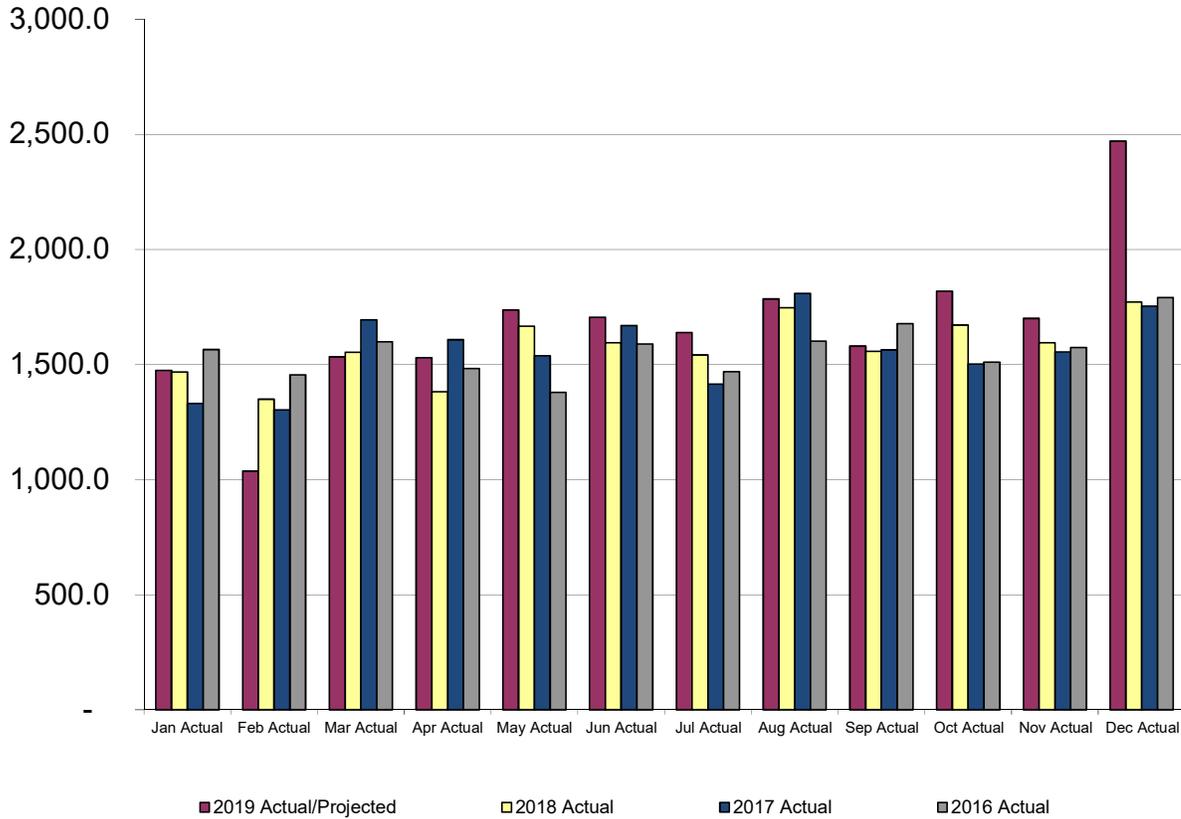
For the twelve months ended December 31

(In Tons)

	CARGO		19 vs. 18	MAIL & EXPRESS		19 vs. 18
	2019	2018	% Change	2019	2018	% Change
January	926.34	906.25	2.2%	547.91	561.55	-2.4%
February	540.45	867.99	-37.7%	496.76	481.10	3.3%
March	939.26	985.47	-4.7%	594.27	568.51	4.5%
April	929.33	871.82	6.6%	600.63	509.85	17.8%
May	984.11	1,011.26	-2.7%	753.02	655.23	14.9%
June	883.57	970.52	-9.0%	820.97	624.09	31.5%
July	942.71	940.60	0.2%	695.91	600.88	15.8%
August	963.63	1,039.71	-7.3%	820.55	706.45	16.2%
September	834.83	925.13	-9.8%	745.74	632.21	18.0%
October	973.99	1,023.92	-4.9%	843.79	647.75	30.3%
November	852.97	976.95	-12.7%	847.98	617.48	37.3%
December	1,162.28	928.31	25.2%	1,307.78	842.98	55.1%
Total	10,933.47	11,447.93	-4.5%	9,075.31	7,448.08	21.8%
Total Fiscal Year	12,039.20			6,700.28		

Carrier	Cargo, Mail & Express		19 vs. 18	Cargo, Mail & Express	
	2019	2018	% Change	2017	2016
American	0.19	1.62	-88.6%	26.07	52.43
American - Air Wisconsin	0.00	0.08	-100.0%	2.11	4.50
American - Envoy	1.26	0.63	100.2%	0.27	3.23
American - Piedmont	24.46	3.60	580.1%	1.94	2.86
American - PSA	21.78	15.29	42.4%	2.95	0.61
American - Republic Airways	0.02	0.00	0.0%	0.06	0.01
American - Skywest	140.44	0.00	0.0%	0.02	0.31
American - Trans States	0.00	1.25	0.0%	0.06	0.00
Delta	77.94	110.84	-29.7%	85.99	83.28
Southwest	350.53	417.10	-16.0%	486.57	473.59
United	5.99	29.59	-79.8%	11.74	3.25
Airline Subtotal	622.60	579.99	7.3%	617.78	624.06
DHL - Ameriflight, Inc.	737.20	556.38	32.5%	586.18	377.66
Federal Express	8,705.32	9,065.50	-4.0%	9,200.79	9,480.16
Federal Express - Wiggins Airways	640.34	905.88	-29.3%	1,048.85	1,215.27
United Parcel Serv	9,303.33	7,788.26	19.5%	7,285.88	6,994.95
Subtotal Cargo	19,386.19	18,316.02	5.8%	18,121.70	18,068.04
Total	20,008.78	18,896.01	5.9%	18,739.49	18,692.11
Total Fiscal Year	18,896.01			18,739.49	18,692.11

Albany International Airport Cargo, Mail & Express 2016 - 2019 For the twelve months ended December 31



(In tons)		2019	Budget 2019	# Variance	% Variance	2018	2019 vs. 2018	2017	2016
January	(Actual)	1,474.3	1,461.6	12.7	0.9%	1,467.8	0.4%	1,330.9	1,565.4
February	(Actual)	1,037.2	1,364.6	(327.4)	-24.0%	1,349.1	-23.1%	1,303.2	1,455.6
March	(Actual)	1,533.5	1,561.7	(28.1)	-1.8%	1,554.0	-1.3%	1,694.5	1,598.4
April	(Actual)	1,530.0	1,509.0	21.0	1.4%	1,381.7	10.7%	1,607.6	1,482.5
May	(Actual)	1,737.1	1,642.5	94.7	5.8%	1,666.5	4.2%	1,537.5	1,379.0
June	(Actual)	1,704.5	1,574.3	130.3	8.3%	1,594.6	6.9%	1,669.2	1,588.9
July	(Actual)	1,638.6	1,508.9	129.8	8.6%	1,541.5	6.3%	1,414.4	1,468.6
August	(Actual)	1,784.2	1,630.3	153.9	9.4%	1,746.2	2.2%	1,808.9	1,601.0
September	(Actual)	1,580.6	1,603.7	(23.1)	-1.4%	1,557.3	1.5%	1,563.4	1,677.6
October	(Actual)	1,817.8	1,631.4	186.4	11.4%	1,671.7	8.7%	1,502.2	1,510.3
November	(Actual)	1,701.0	1,526.2	174.8	11.5%	1,594.4	6.7%	1,554.4	1,574.1
December	(ACTUAL)	2,470.1	1,782.0	688.0	38.6%	1,771.3	39.4%	1,753.3	1,790.7
		20,008.8	18,796.0	1,212.8	6.5%	18,896.0	5.9%	18,739.5	18,692.1

YTD Cargo, Mail, & Express 20,008.8 18,796.0 1,212.8 6.5% 18,896.0 5.9% 18,739.5 18,692.1

**** UNAUDITED - FOR INTERNAL REVIEW****



Financial Information

Albany County Airport Authority
Statements of Net Position

	Unaudited December 31, 2019	Audited December 31, 2018
<u>ASSETS</u>		
CURRENT ASSETS		
Unrestricted Assets		
Cash and cash equivalents	\$ 32,241,579	\$ 27,170,120
Accounts receivable - net	1,161,259	2,206,229
Due from Albany County	-	248,724
Prepaid Expenses	990,905	951,673
Total Unrestricted Assets	34,393,743	30,576,746
Restricted Assets		
Capital Funds	6,655,070	25,897,864
PFC Funds	16,006,589	13,904,279
Revenue Bond Funds	12,831,704	12,778,763
FAA Restricted Funds:	1,081,542	198,096
Concession Improvement Funds	681,422	859,098
Total Restricted Assets	37,256,327	53,638,100
Total Current Assets	71,650,070	84,214,846
NON-CURRENT ASSETS		
Bond Insurance Premiums	240,770	300,790
Capital Assets	293,173,387	237,254,042
Prepaid Expenses	240,538	255,973
Total Non-Current Assets	293,654,695	237,810,805
Total Assets	365,304,765	322,025,651
<u>DEFERRED OUTFLOWS OF RESOURCES</u>		
Refunding	3,031,913	3,031,913
OPEB Expenses	34,725	34,725
Pension Expenses	782,773	782,773
Total Deferred Outflows of Resources	3,849,411	3,849,411
<u>LIABILITIES AND NET ASSETS</u>		
CURRENT LIABILITIES		
Payable from Unrestricted Assets	\$ 2,626,242	\$ 7,117,841
Payable from Restricted Assets	19,454,798	9,320,889
Total Current Liabilities	22,081,040	16,438,730
NON-CURRENT LIABILITIES		
Bonds and other debt obligations	97,490,024	86,676,495
Net OPEB liability	6,621,984	6,621,984
Net pension liability - proportionate share	152,292	152,292
Total Non-Current Liabilities	104,264,300	93,450,771
Total Liabilities	126,345,340	109,889,501
<u>DEFERRED INFLOWS OF RESOURCES</u>		
Concession Improvement Funds	681,422	859,098
OPEB expenses	64,289	64,289
Pension expenses	492,514	492,514
Total Deferred Inflows of Resources	1,238,225	1,415,901
<u>NET POSITION</u>		
Invested in Capital Assets, net of Related Debt	192,252,991	170,718,128
Restricted	23,823,162	26,650,235
Unrestricted	25,494,458	17,201,297
Net Position	241,570,611	214,569,660

Albany County Airport Authority
2019 Summary of Revenues, Expenses and Net Results

	2019	DECEMBER 2019				December	2019 Actual /
	Adopted FY Budget	Budget YTD	Actual YTD	Variance YTD	Variance %	2018 YTD Actual	Prior Year Var %
AIRPORT REVENUES							
Airline	\$ 15,065,276	\$ 15,065,276	\$ 15,664,263	\$ 598,987	3.98%	\$ 11,916,240	31.45%
Non-Airline	30,777,802	30,777,802	32,380,730	1,602,928	5.21%	30,612,040	5.78%
Total Revenues	45,843,078	45,843,078	48,044,993	2,201,915	4.80%	42,528,280	12.97%
FIXED BASED OPERATOR RETAIL SALES							
Fixed Based Operator Retail Sales	8,083,298	8,083,298	8,247,990	164,692	2.04%	8,301,087	-0.64%
Cost of Sales	5,494,245	5,494,245	5,158,126	336,119	6.12%	5,476,228	5.81%
Net FBO Retail Sales	2,589,053	2,589,053	3,089,864	500,811	19.34%	2,824,859	9.38%
EXPENSE SUMMARY							
AvPorts-Airport Management	24,011,186	24,011,186	23,991,914	19,272	0.08%	23,196,518	-3.43%
Million Air-FBO Management Authority	3,265,773	3,265,773	3,291,994	(26,221)	-0.80%	3,175,065	-3.68%
	4,862,390	4,862,390	4,802,557	59,833	1.23%	4,843,214	0.84%
Total Expenses	32,139,349	32,139,349	32,086,465	52,884	0.16%	31,214,797	-2.79%
OPERATING RESULTS	16,292,782	16,292,782	19,048,392	2,755,610	16.91%	14,138,342	34.73%
OTHER REVENUES (EXPENSES)							
Interest Earnings	875,457	875,457	1,403,088	527,631	60.27%	243,269	476.76%
Passenger Facility Charges	4,516,141	4,516,140	3,763,460	(752,680)	-16.67%	2,834,913	32.75%
ACAA '99 EFC Debt	(712,765)	(712,765)	(714,136)	(1,371)	0.19%	(449,273)	-58.95%
ACAA '10 A Debt Service	(8,172,601)	(8,172,601)	(8,172,601)	0	0.00%	(9,129,224)	10.48%
ACAA '17 A Debt Service	(430,225)	(430,225)	(430,225)	0	0.00%	(757,375)	43.20%
ACAA '17 B Debt Service	(1,130,125)	(1,130,125)	(1,130,125)	0	0.00%	(1,203,925)	6.13%
ACAA '18 A Debt Service	(771,322)	(771,322)	(771,322)	0	0.00%	0	100.00%
ACAA '18 B Debt Service	(703,378)	(703,378)	(703,378)	0	0.00%	0	100.00%
Line of Credit Interest	0	0	(53,124)	(53,124)	100.00%	0	100.00%
Special Item - LIBOR Settlement	0	0	0	0	0.00%	1,496,915	100.00%
Extraordinary Item - Sale of Land	0	0	0	0	0.00%	148,595	100.00%
Non-Capital Equipment	(432,090)	(432,090)	(368,951)	63,139	-14.61%	(414,411)	10.97%
Insurance Recoveries	0	0	8,704	8,704	100.00%	76,654	88.65%
Insured Expenses	0	0	0	0	100.00%	(76,654)	100.00%
Customer Facility Charges Income	0	0	309,507	309,507	100.00%	0	100.00%
Customer Facility Charges Expense	0	0	(309,457)	(309,457)	100.00%	0	100.00%
Grant Income	138,700	138,700	150,480	11,780	8.49%	174,077	13.56%
Improvement Charges	368,400	368,400	368,400	0	0.00%	368,400	0.00%
Total Other Revenues(Expenses)	(6,453,808)	(6,453,809)	(6,649,680)	(195,871)	3.03%	(6,688,039)	0.57%
NET RESULTS BEFORE RESERVES	9,838,974	9,838,973	12,398,712	2,559,739	26.02%	7,450,303	-66.42%
Less: Capital Improvements	(3,306,134)	(3,306,134)	(3,306,134)	0	0.00%	(3,123,696)	-5.84%
Less: Reserve Requirements	(435,879)	(435,879)	(435,879)	0	0.00%	(200,381)	117.53%
NET RESULTS	6,096,961	6,096,960	8,656,699	2,559,739	41.98%	4,126,226	-109.80%
Revenue Sharing:							
Transfer to/from Airlines (50%)	3,048,481	3,048,480	4,328,350	1,279,870	41.98%	2,063,113	-109.80%
Authority Share (50%)	3,048,481	3,048,480	4,328,350	1,279,870	41.98%	2,063,113	-109.80%
Less: Airline Incentives	(1,000,000)	(1,000,000)	(1,487,677)	(487,677)	48.77%	(244,691)	507.98%
Net Authority Share	\$ 2,048,481	\$ 2,048,480	\$ 2,840,673	\$ 792,193	38.67%	\$ 1,818,422	56.22%

MONTHLY RECAP	Adopted FY Budget		2019 Actual YTD		2018 Actual YTD	
	Operating Results	Net Results	Operating Results	Net Results	Operating Results	Net Results
JANUARY	\$ 656,283	\$ 118,465	\$ 814,297	\$ 347,237	\$ 896,108	\$ 213,276
FEBRUARY	935,136	397,318	1,435,042	974,785	806,806	122,834
MARCH	1,298,730	760,913	1,614,195	884,983	1,461,110	916,451
APRIL	1,521,553	983,736	1,781,702	1,358,849	1,804,780	1,083,612
MAY	1,449,727	911,910	1,560,561	1,151,239	1,749,157	1,066,326
JUNE	1,471,425	933,608	1,808,441	1,524,382	1,460,459	653,885
JULY	1,717,001	1,179,184	2,048,838	1,393,367	1,913,878	870,137
AUGUST	1,629,546	1,091,729	2,081,822	1,612,892	1,712,667	667,343
SEPTEMBER	1,219,386	681,568	1,550,546	1,046,520	1,377,820	2,377,965
OCTOBER	1,813,529	1,227,205	1,757,460	1,656,491	1,683,346	523,046
NOVEMBER	1,317,012	827,700	1,420,026	149,810	1,170,170	275,717
DECEMBER	1,263,454	725,638	1,175,462	298,157	(1,897,959)	(1,320,289)
TOTAL	\$ 16,292,782	\$ 9,838,974	\$ 19,048,392	\$ 12,398,712	\$ 14,138,342	\$ 7,450,303

Albany County Airport Authority
Revenue Summary

	2019	DECEMBER 2019			December 2018 Actual	2019 Actual / Prior Year Variance %
	Adopted FY Budget	Budget YTD	Actual YTD	Variance YTD		
AIRLINE REVENUES						
COMMERCIAL	\$ 6,728,685	\$ 6,728,685	\$ 6,874,230	\$ 145,545	2.16%	\$ 5,356,968 28.32%
CARGO	581,234	581,234	572,171	(9,063)	-1.56%	507,452 12.75%
TERMINAL	6,462,546	6,462,546	6,877,265	414,719	6.42%	4,748,375 44.83%
FBO	1,292,811	1,292,811	1,340,597	47,786	3.70%	1,303,445 2.85%
TOTAL AIRLINE REVENUES	15,065,276	15,065,276	15,664,263	598,987	3.98%	11,916,240 31.45%
NON-AIRLINE REVENUES						
AIRFIELD	517,879	517,879	548,473	30,594	5.91%	522,172 5.04%
TERMINAL	3,549,419	3,549,419	3,821,485	272,066	7.67%	3,419,530 11.75%
GROUND TRANSPORTATION	21,082,046	21,082,046	22,397,694	1,315,648	6.24%	21,370,153 4.81%
OTHER AIRPORT	5,628,458	5,628,458	5,613,078	(15,380)	-0.27%	5,300,185 5.90%
TOTAL NON AIRLINE REVENUES	30,777,802	30,777,802	32,380,730	1,602,928	5.21%	30,612,040 5.78%
TOTAL REVENUES	\$ 45,843,078	\$45,843,078	\$48,044,993	\$ 2,201,915	4.80%	\$42,528,280 12.97%

Albany County Airport Authority
Net FBO Retail Sales
For the Twelve Months Ending Tuesday, December 31, 2019

	2019	December 2019			December 2018 Actual	2019 Act... Prior Year Variance %
	Adopted... Budget	Budget YTD	Actual YTD	Variance YTD		
FIXED BASED OPERATOR RETAIL SALES						
Jet A Fuel Sales	\$5,782,543	\$5,782,543	\$5,622,733	(\$159,810)	-2.76%	\$5,521,148 1.84%
Fuel Costs - Jet A	(3,383,148)	(3,383,148)	(3,164,808)	218,340	-6.45%	(3,178,014) -0.42%
Fuel Discounts - Jet A	(350,000)	(350,000)	(385,039)	(35,039)	10.01%	(366,301) 5.12%
Net Jet A Fuel Sales	2,049,395	2,049,395	2,072,886	23,491	1.15%	1,976,834 4.86%
AvGas Fuel Sales	274,825	274,825	324,539	49,714	18.09%	264,845 22.54%
Fuel Costs - AvGas	(208,635)	(208,635)	(254,103)	(45,468)	21.79%	(204,140) 24.47%
Fuel Discounts - AvGas	(4,000)	(4,000)	(4,392)	(392)	9.79%	(3,490) 25.85%
Net AvGas Fuel Sales	62,190	62,190	66,044	3,854	6.20%	57,216 15.43%
Commercial AvGas Fuel Sales	256,631	256,631	135,402	(121,229)	-47.24%	382,653 -64.61%
Fuel Costs-Comm AvGas	(233,069)	(233,069)	(120,194)	112,876	-48.43%	(346,682) -65.33%
Net Comm AvGas Fuel Sales	23,562	23,562	15,208	(8,353)	-35.45%	35,971 -57.72%
Auto & Diesel Fuel Sales	330,581	330,581	317,701	(12,880)	-3.90%	328,293 -3.23%
Fuel Costs - Auto & Diesel	(278,000)	(278,000)	(242,196)	35,804	-12.88%	(253,862) -4.60%
Net Auto & Diesel Fuel Sales	52,581	52,581	75,505	22,924	43.60%	74,432 1.44%
Deicing Services	734,920	734,920	1,209,019	474,099	64.51%	1,064,298 13.60%
Deicing Costs Type I, Type IV	(390,173)	(390,173)	(409,268)	(19,096)	4.89%	(376,189) 8.79%
Net Deicing Services	344,747	344,747	799,750	455,003	131.98%	688,109 16.22%
Deicing Consortium	643,220	643,220	554,699	(88,521)	-13.76%	679,039 -18.31%
Deicing Costs Type I, Type IV	(643,220)	(643,220)	(576,482)	66,738	-10.38%	(745,921) -22.72%
Net Deicing Consortium	0	0	(21,783)	(21,783)	0.00%	(66,882) -67.43%
FBO Services	60,578	60,578	83,896	23,318	38.49%	60,811 37.96%
Catering	(1,000)	(1,000)	(117)	883	-88.27%	0 0.00%
Oil	(3,000)	(3,000)	(1,526)	1,474	-49.14%	(1,631) -6.45%
Net FBO Services	56,578	56,578	82,253	25,675	45.38%	59,180 38.99%
NET FBO RETAIL SALES	2,589,053	2,589,053	3,089,864	500,811	19.34%	2,824,859 9.38%

Albany County Airport Authority
Expense Summary

	2019	DECEMBER 2019				December	2019 Actual /
	Adopted FY Budget	Budget YTD	Actual YTD	Variance YTD	Variance %	2018 Actual	Prior Year Variance %
EXPENSES - SUMMARY							
AvPort-Airport Management	\$ 24,011,186	\$ 24,011,186	\$ 23,991,914	\$ 19,271	0.1%	\$ 23,196,518	-3.4%
Million Air-FBO Management Authority	3,265,773	3,265,773	3,291,994	(26,222)	-0.8%	3,175,065	-3.7%
	4,862,390	4,862,390	4,802,557	59,834	1.2%	4,843,214	0.8%
	<u>\$ 32,139,349</u>	<u>\$ 32,139,349</u>	<u>\$ 32,086,465</u>	<u>\$ 52,884</u>	<u>0.2%</u>	<u>\$ 31,214,797</u>	<u>-2.8%</u>
EXPENSES BY CATEGORY							
Personal Services	\$ 11,231,810	\$ 11,231,810	\$ 11,160,594	\$ 71,216	0.6%	\$ 10,749,751	-3.8%
Employee Benefits	5,668,604	5,668,604	5,428,504	240,101	4.2%	5,269,613	-3.0%
Utilities & Communications	2,205,123	2,205,123	1,956,757	248,366	11.3%	2,203,014	11.2%
Purchased Services							
Accounting & Auditing	61,000	61,000	121,761	(60,761)	-99.6%	58,306	-108.8%
Insurance	808,178	808,178	835,625	(27,447)	-3.4%	852,950	2.0%
Legal Services	50,000	50,000	23,218	26,782	53.6%	164,680	85.9%
Public Safety	309,107	309,107	318,462	(9,355)	-3.0%	294,251	-8.2%
Albany County Sheriffs	2,731,859	2,731,859	2,731,859	-	0.0%	2,281,644	-19.7%
Parking Valet Service	350,000	350,000	448,519	(98,519)	-28.1%	385,436	-16.4%
Employee Shuttle	25,000	25,000	30,000	(5,000)	0.0%	25,000	-20.0%
Ground Transportation	-	-	33,600	(33,600)	100.0%	-	100.0%
Janitorial	499,204	499,204	600,932	(101,728)	200.0%	548,350	-9.6%
Public Communications	975,374	975,374	710,967	264,407	300.0%	789,566	10.0%
Special Studies	69,200	69,200	97,660	(28,460)	400.0%	111,284	12.2%
Professional Services	879,160	879,160	861,313	17,847	500.0%	910,129	5.4%
Total Purchased Services	<u>6,758,082</u>	<u>6,758,082</u>	<u>6,813,916</u>	<u>(55,834)</u>	<u>-0.8%</u>	<u>6,421,596</u>	<u>-6.1%</u>
Material & Supplies							
Airfield	914,500	914,500	696,786	217,714	23.8%	793,991	12.2%
Buildings	2,134,569	2,134,569	2,651,033	(516,465)	-24.2%	2,741,085	3.3%
Grounds	897,785	897,785	1,016,445	(118,660)	-13.2%	815,081	-24.7%
Vehicles	944,900	944,900	1,029,790	(84,890)	-9.0%	918,121	-12.2%
Total Material & Supplies	<u>4,891,754</u>	<u>4,891,755</u>	<u>5,394,056</u>	<u>(502,298)</u>	<u>-10.3%</u>	<u>5,268,281</u>	<u>-2.4%</u>
Office Administration	477,206	477,206	404,038	73,168	15.3%	372,704	-8.4%
	906,770	906,770	928,604	(21,834)	-2.4%	929,841	0.1%
Total Expenses	<u>\$ 32,139,349</u>	<u>\$ 32,139,350</u>	<u>\$ 32,086,469</u>	<u>\$ 52,885</u>	<u>0.2%</u>	<u>\$ 31,214,800</u>	<u>-2.8%</u>
DEPARTMENT SUMMARY (DIRECT & INDIRECT)							
Direct Cost Centers							
Airfield	\$ 3,408,313	\$ 3,408,313	\$ 3,003,306	\$ 405,007	11.9%	\$ 3,159,828	5.0%
FBO	2,581,429	2,581,429	2,659,598	(78,169)	-3.0%	2,528,507	-5.2%
Terminal	5,575,507	5,575,507	5,701,443	(125,936)	-2.3%	5,831,328	2.2%
Loading Bridges	311,452	311,452	311,362	90	0.0%	349,282	10.9%
Parking	4,725,138	4,725,138	4,875,861	(150,723)	-3.2%	4,438,029	-9.9%
Landside	1,271,568	1,271,568	1,377,980	(106,412)	-8.4%	1,434,900	4.0%
Total Direct Cost Centers	<u>17,873,407</u>	<u>17,873,407</u>	<u>17,929,550</u>	<u>(56,143)</u>	<u>-0.3%</u>	<u>17,741,874</u>	<u>-1.1%</u>
Indirect Cost Center							
ARFF	2,144,562	2,144,562	2,071,966	72,597	3.4%	1,947,283	-6.4%
Operations	1,005,988	1,005,988	1,071,224	(65,236)	-6.5%	1,004,598	-6.6%
Security	3,152,170	3,152,170	3,100,734	51,436	1.6%	2,667,060	-16.3%
Vehicles & Equipment	1,505,340	1,505,340	1,440,811	64,529	4.3%	1,485,029	3.0%
Airport Mgmt Administration	911,147	911,147	1,037,228	(126,080)	-13.8%	879,181	-18.0%
FBO Administration	684,344	684,344	632,395	51,949	7.6%	646,559	2.2%
Airport Authority Administration	4,862,390	4,862,390	4,802,557	59,834	1.2%	4,843,214	0.8%
Total Indirect Cost Centers	<u>14,265,941</u>	<u>14,265,941</u>	<u>14,156,915</u>	<u>109,029</u>	<u>0.8%</u>	<u>13,472,924</u>	<u>-5.1%</u>
Total Expenses	<u>\$ 32,139,348</u>	<u>\$ 32,139,348</u>	<u>\$ 32,086,465</u>	<u>\$ 52,886</u>	<u>0.2%</u>	<u>\$ 31,214,798</u>	<u>-2.8%</u>

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Airport Revenues

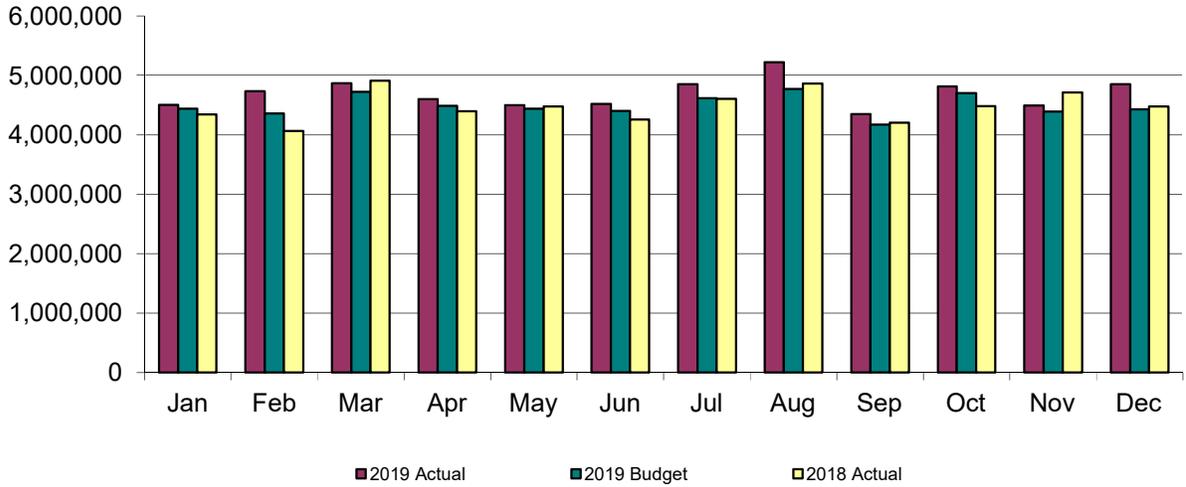
ALBANY COUNTY AIRPORT AUTHORITY
For the Twelve Months Ending Tuesday, December 31, 2019

	2019 Adopted FY Budget	December 2019			Variance %	December 2018 Actual	2019 Actual/ Prior Year Variance %
		Budget YTD	Actual YTD	Variance YTD			
AIRLINE REVENUES							
COMMERCIAL							
Landing Fees	\$5,619,263	\$5,619,263	\$5,637,914	\$18,651	0.33%	\$4,239,275	32.99%
Airline Apron Fees	749,370	749,370	806,787	57,417	7.66%	654,321	23.30%
Glycol Disposal Fee	360,052	360,052	429,529	69,477	19.30%	463,372	-7.30%
CARGO							
Landing Fee	581,234	581,234	572,171	(9,063)	-1.56%	507,452	12.75%
TERMINAL							
Loading Bridges	562,011	562,011	691,713	129,702	23.08%	670,939	3.10%
Space Rental	5,900,535	5,900,535	6,185,552	285,017	4.83%	4,077,436	51.70%
FBO							
Into Plane Fees	666,474	666,474	690,015	23,541	3.53%	673,620	2.43%
Fuel Farm Fee	626,337	626,337	650,582	24,245	3.87%	629,825	3.30%
TOTAL AIRLINE REVENUES	15,065,276	15,065,276	15,664,263	598,987	3.98%	11,916,240	31.45%
NON-AIRLINE REVENUES							
AIRFIELD							
General Av Landing Fees	276,222	276,222	286,611	10,389	3.76%	268,498	6.75%
Aircraft Parking Fees	206,657	206,657	200,046	(6,611)	-3.20%	195,737	2.20%
Tenant Maintenance	35,000	35,000	61,816	26,816	76.62%	57,937	6.70%
Total Airfield	517,879	517,879	548,473	30,594	5.91%	522,172	5.04%
TERMINAL							
FIS Facility Use Fee	0	0	0	0	0.00%	1,520	-100.00%
Utility Reimbursement	24,000	24,000	24,277	277	1.15%	25,477	-4.71%
Tenant Maintenance	25,000	25,000	18,847	(6,153)	-24.61%	39,736	-52.57%
Space Rent - Non Airline	737,745	737,745	738,519	774	0.10%	722,936	2.16%
Food & Beverage	1,000,812	1,000,812	1,214,921	214,109	21.39%	902,530	34.61%
Retail	887,626	887,626	933,339	45,713	5.15%	844,970	10.46%
Advertising	300,000	300,000	297,444	(2,556)	-0.85%	306,782	-3.04%
Foreign Currency	26,600	26,600	8,867	(17,733)	-66.67%	26,600	-66.67%
Payphones	2,141	2,141	1,241	(900)	-42.04%	1,984	-37.47%
ATM	36,803	36,803	34,479	(2,325)	-6.32%	35,228	-2.13%
Museum Shop	256,092	256,092	191,483	(64,609)	-25.23%	242,117	-20.91%
Operating Permits	212,385	212,385	309,179	96,794	45.57%	230,025	34.41%
Vending Machines	33,215	33,215	34,634	1,419	4.27%	32,624	6.16%
Baggage Cart Rentals	7,000	7,000	14,257	7,257	103.68%	7,000	103.68%
Total Terminal	3,549,419	3,549,419	3,821,485	272,066	7.67%	3,419,530	11.75%
GROUND							
Parking	15,283,333	15,283,333	16,252,184	968,851	6.34%	15,248,081	6.59%
Rental Cars	5,177,978	5,177,978	5,396,551	218,573	4.22%	5,561,921	-2.97%
Access Fees	330,970	330,970	293,627	(37,343)	-11.28%	318,468	-7.80%
TNCs	200,000	200,000	363,460	163,460	81.73%	154,540	135.19%
Garage Space Rent	89,765	89,765	91,872	2,107	2.35%	87,144	5.43%
Total Ground Transportation	21,082,046	21,082,046	22,397,694	1,315,648	6.24%	21,370,153	4.81%

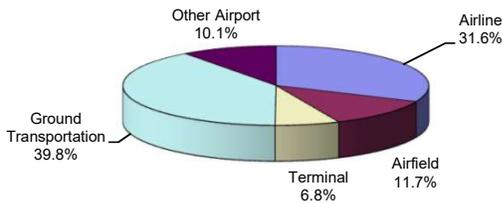
ALBANY COUNTY AIRPORT AUTHORITY
For the Twelve Months Ending Tuesday, December 31, 2019

	2019	December 2019			December 2018 Actual	2019 Actual/ Prior Year Variance %
	Adopted FY Budget	Budget YTD	Actual YTD	Variance YTD		
OTHER AIRPORT						
Telephone System -	71,000	71,000	60,555	(10,445)	-14.71%	70,479 -14.08%
Building Rental	110,882	110,882	120,637	9,755	8.80%	114,856 5.03%
Control Tower Rental	665,776	665,776	665,776	0	0.00%	665,776 0.00%
Air Cargo Facility	922,420	922,420	925,203	2,783	0.30%	928,820 -0.39%
State Executive Hangar	1,247,083	1,247,083	1,247,083	0	0.00%	1,247,083 0.00%
T Hangars	100,328	100,328	109,835	9,507	9.48%	101,477 8.24%
Tie Downs	4,176	4,176	3,948	(228)	-5.47%	4,176 -5.47%
AV Gas Fuel Sales	41,068	41,068	39,873	(1,195)	-2.91%	39,836 0.09%
FBO Properties	387,384	387,384	351,648	(35,736)	-9.22%	358,585 -1.93%
Industrial Park	568,282	568,282	562,585	(5,697)	-1.00%	554,978 1.37%
Land Rental	314,289	314,289	316,237	1,948	0.62%	313,007 1.03%
Eclipse Hangar	331,373	331,373	332,615	1,242	0.37%	41,393 703.55%
Hangar Rental	526,833	526,833	512,363	(14,470)	-2.75%	499,036 2.67%
Internet and Cable Access	7,680	7,680	7,680	0	0.00%	9,770 -21.39%
Fingerprinting	26,000	26,000	48,476	22,476	86.45%	37,600 28.93%
Tenant Maintenance	1,000	1,000	6,964	5,964	596.46%	178 3821.99%
Purchasing Proposals	5,000	5,000	530	(4,470)	-89.40%	930 -43.01%
Ebay/Scrap/Equipment	15,000	15,000	9,089	(5,911)	-39.41%	7,730 17.57%
Utility Reimbursement	170,000	170,000	163,342	(6,658)	-3.92%	162,248 0.67%
Reim of Property Taxes	42,883	42,883	27,804	(15,079)	-35.16%	42,883 -35.16%
Other	70,000	70,000	100,834	30,834	44.05%	99,344 1.50%
Total Other Airport	5,628,458	5,628,458	5,613,078	(15,380)	-0.27%	5,300,185 5.90%
TOTAL NON AIRLINE REVENUES						
	30,777,801	30,777,801	32,380,729	1,602,928	5.21%	30,612,040 5.78%
TOTAL REVENUES	45,843,078	45,843,078	48,044,992	2,201,915	4.80%	42,528,280 12.97%

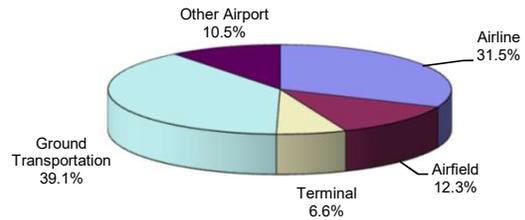
Albany International Airport Operating Revenue For the twelve months ended December 31



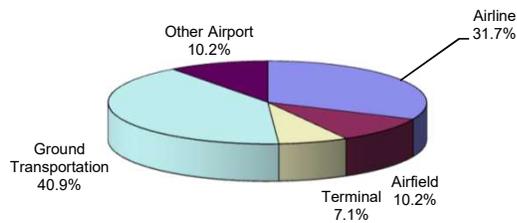
YTD 2019 Actual



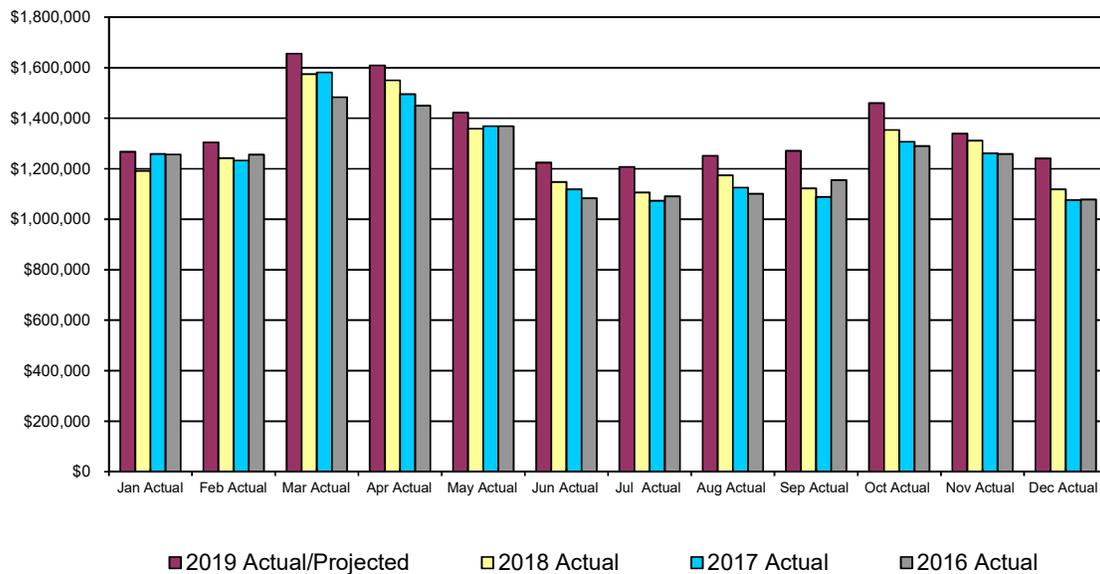
YTD 2019 Budget



YTD 2018 Actual



Albany International Airport Public Parking Revenues 2016-2019 For the twelve months ended December 31



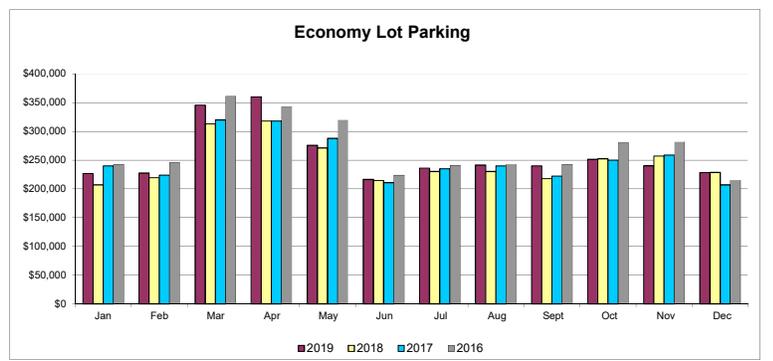
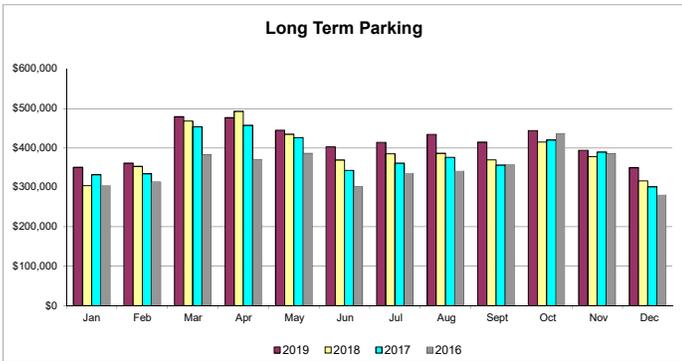
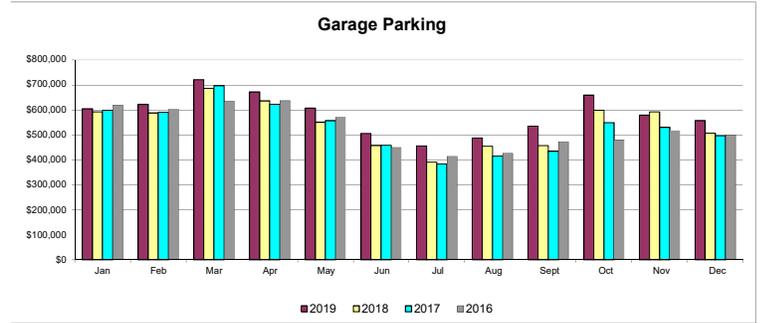
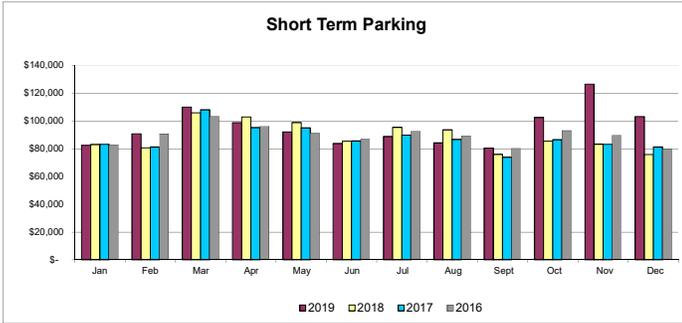
YTD Revenues	2019	% of Total Revenues	2018	2019 vs. 2018	2017	2016
Cash	\$1,417,151	8.7%	\$1,487,139	-4.7%	\$1,572,315	\$1,753,530
Credit Cards	5,821,012	35.8%	2,727,290	113.4%	2,112,359	2,291,985
Express Credit Card Machine	4,880,208	30.0%	7,085,273	-31.1%	7,426,884	7,108,055
Express EZ Pass	2,601,299	16.0%	3,412,079	-23.8%	3,404,688	3,202,067
EZ Pass	1,485,302	9.1%	500,088	197.0%	435,531	487,898
Misc Parking Revenue (*)	47,212	0.3%	36,212	30.4%	33,495	26,942
Total Rev handled at the Parking Location	\$16,252,184	100.0%	\$15,248,081	281.2%	\$14,985,272	\$14,870,476

(*) Employee Parking, Over/Short, and adjustments

	2019	2019 Budget	2019 Variance	2018	2019 vs. 2018	2017	2016
January (Actual)	\$1,267,193	\$1,253,225	\$13,968	\$1,191,119	6.4%	\$1,257,733	\$1,255,963
February (Actual)	1,304,356	1,263,036	41,320	1,241,645	5.1%	1,232,330	1,255,458
March (Actual)	1,656,049	1,570,286	85,763	1,574,995	5.1%	1,581,307	1,483,347
April (Actual)	1,609,555	1,521,748	87,807	1,550,273	3.8%	1,495,565	1,449,407
May (Actual)	1,421,577	1,386,547	35,030	1,358,290	4.7%	1,368,602	1,368,289
June (Actual)	1,224,225	1,133,472	90,753	1,147,240	6.7%	1,118,414	1,083,242
July (Actual)	1,207,722	1,107,479	100,243	1,106,181	9.2%	1,073,350	1,091,119
August (Actual)	1,250,979	1,151,398	99,581	1,173,263	6.6%	1,125,907	1,101,308
September (Actual)	1,271,091	1,139,091	132,000	1,122,276	13.3%	1,088,340	1,155,036
October (Actual)	1,459,810	1,337,356	122,454	1,353,320	7.9%	1,306,746	1,290,474
November (Actual)	1,339,225	1,303,496	35,729	1,310,935	2.2%	1,260,873	1,258,315
December (ACTUAL)	1,240,402	1,116,198	124,204	1,118,544	10.9%	1,076,105	1,078,518
Total	\$16,252,184	\$15,283,333	\$968,852	\$15,248,081	6.6%	\$14,985,272	\$14,870,476

YTD Revenues	\$16,252,184	\$15,283,333	\$968,852	\$15,248,081	6.6%	\$14,985,272	\$14,870,476
YTD Enplanements	1,518,969	1,500,000	18,969	1,466,706	3.6%	1,417,835	1,407,434
Revenue Per Enplanement:	\$10.70	\$10.19	\$0.51	\$10.40	2.9%	\$10.57	\$10.57

Albany International Airport Public Parking by Parking Lots 2016-2019 For the twelve months ended December 31



Current Month

	2019	2019 Budget	2019 Variance	2018	2019 vs. 2018	2017	2016
Short Term	\$ 103,254	\$ 80,208	\$ 23,046	\$ 75,837	36.2%	\$ 81,289	\$ 79,901
Long Term	350,135	304,594	45,541	316,650	10.6%	301,870	281,603
Garage	557,516	509,277	48,239	507,161	9.9%	497,213	500,618
E Lot	228,517	220,204	8,313	228,558	0.0%	206,965	215,214
Employee Parking	800	1,917	(1,117)	620	29.0%	4,361	683
Customer Adjustments	(514)	0	(514)	(10,099)	-94.9%	(14,957)	(83)
Short/Over	694	0	694	(183)	-479.2%	(636)	582
Total	\$ 1,240,402	\$ 1,116,200	\$ 124,202	\$ 1,118,544	10.9%	\$ 1,076,105	\$ 1,078,518

YTD Revenues

	2019	2019 Budget	2019 Variance	2018	2019 vs. 2018	2017	2016
Short Term	\$ 1,145,060	\$ 1,081,296	\$ 63,764	\$ 1,067,653	7.3%	\$ 1,050,643	\$ 1,077,099
Long Term	4,969,568	4,546,577	422,991	4,675,423	6.3%	4,555,616	4,204,790
Garage	7,011,445	6,491,700	519,745	6,516,026	7.6%	6,339,437	6,328,502
E Lot	3,088,910	3,117,821	(28,911)	2,959,555	4.4%	3,013,646	3,240,437
Employee Parking	42,569	45,939	(3,370)	45,676	-6.8%	46,566	43,516
Customer Adjustments	(5,569)	0	(5,569)	(16,417)	-66.1%	(19,880)	(22,788)
Short/Over	201	0	201	165	22.2%	(756)	(1,080)
Total	\$ 16,252,184	\$ 15,283,333	\$ 968,852	\$ 15,248,081	6.6%	\$ 14,985,272	\$ 14,870,476

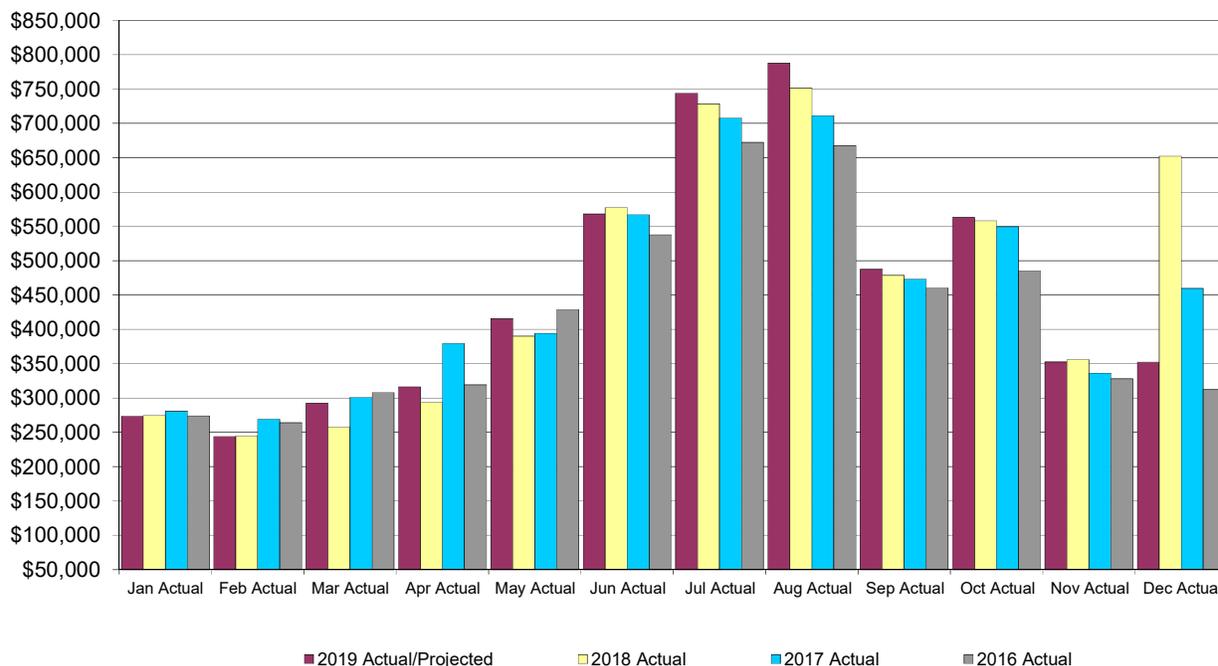
**Parking Activity 2019
Monthly Totals**

	SHORT TERM / LOT A				GARAGE				LONG TERM / LOT D				ECONOMY / LOT E				Total
	#	\$	\$/#	%	#	\$	\$/#	%	#	\$	\$/#	%	#	\$	\$/#	%	\$
January	20,887	\$82,689	\$3.96	6.5%	11,539	\$604,822	\$52.42	47.8%	8,748	\$351,086	\$40.13	27.8%	5,695	\$226,529	\$39.78	17.9%	\$1,265,126
February	17,919	\$90,794	\$5.07	7.0%	11,268	\$622,790	\$55.27	47.8%	9,848	\$361,504	\$36.71	27.8%	6,376	\$227,542	\$35.69	17.5%	\$1,302,630
March	23,766	\$110,128	\$4.63	6.6%	13,265	\$721,200	\$54.37	43.5%	12,653	\$479,618	\$37.91	29.0%	9,490	\$345,487	\$36.41	20.9%	\$1,656,433
April	24,208	\$98,905	\$4.09	6.2%	12,661	\$672,231	\$53.09	41.8%	12,645	\$476,999	\$37.72	29.7%	9,957	\$359,991	\$36.15	22.4%	\$1,608,126
May	25,378	\$92,244	\$3.63	6.5%	12,912	\$607,673	\$47.06	42.8%	11,729	\$445,189	\$37.96	31.3%	8,156	\$275,670	\$33.80	19.4%	\$1,420,776
June	26,824	\$83,877	\$3.13	6.9%	10,600	\$506,347	\$47.77	41.8%	9,885	\$403,283	\$40.80	33.3%	6,511	\$216,424	\$33.24	17.9%	\$1,209,931
July	31,499	\$88,870	\$2.82	7.4%	9,210	\$456,013	\$49.51	38.2%	9,267	\$414,245	\$44.70	34.7%	6,469	\$235,984	\$36.48	19.7%	\$1,195,112
August	30,044	\$84,355	\$2.81	6.8%	9,915	\$488,058	\$49.22	39.1%	9,771	\$434,695	\$44.49	34.8%	6,723	\$241,304	\$35.89	19.3%	\$1,248,412
September	22,172	\$80,614	\$3.64	6.3%	11,067	\$535,507	\$48.39	42.1%	9,781	\$414,621	\$42.39	32.6%	7,000	\$239,956	\$34.28	18.9%	\$1,270,698
October	22,629	\$102,709	\$4.54	7.0%	13,375	\$659,832	\$49.33	45.3%	10,722	\$444,064	\$41.42	30.5%	7,616	\$251,403	\$33.01	17.2%	\$1,458,008
November	22,169	\$126,621	\$5.71	9.4%	11,378	\$579,456	\$50.93	43.2%	9,758	\$394,093	\$40.39	29.4%	7,009	\$240,103	\$34.26	17.9%	\$1,340,273
December	24,506	\$103,254	\$4.21	8.3%	11,028	\$557,516	\$50.55	45.0%	10,243	\$350,135	\$34.18	28.2%	6,396	\$228,517	\$35.73	18.4%	\$1,239,422
Total	292,001	\$1,145,060	\$3.92	7.1%	138,218	\$7,011,445	\$50.73	43.2%	125,050	\$4,969,532	\$39.74	30.6%	87,398	\$3,088,910	\$35.34	19.0%	\$16,214,947

**Parking Activity 2019
Cumulative Totals**

	SHORT TERM / LOT A				GARAGE				LONG TERM / LOT D				ECONOMY / LOT E				Total
	#	\$	\$/#	%	#	\$	\$/#	%	#	\$	\$/#	%	#	\$	\$/#	%	\$
January	20,887	\$82,689	\$3.96	6.5%	11,539	\$604,822	\$52.42	47.8%	8,748	\$351,086	\$40.13	27.8%	5,695	\$226,529	\$39.78	17.9%	\$1,265,126
February	38,806	\$173,483	\$4.47	6.8%	22,807	\$1,227,612	\$53.83	47.8%	18,596	\$712,590	\$38.32	27.8%	12,071	\$454,071	\$37.62	17.7%	\$2,567,756
March	62,572	\$283,611	\$4.53	6.7%	36,072	\$1,948,812	\$54.03	46.1%	31,249	\$1,192,208	\$38.15	28.2%	21,561	\$799,558	\$37.08	18.9%	\$4,224,189
April	86,780	\$382,516	\$4.41	6.6%	48,733	\$2,621,043	\$53.78	44.9%	43,894	\$1,669,207	\$38.03	28.6%	31,518	\$1,159,549	\$36.79	19.9%	\$5,832,315
May	112,158	\$474,760	\$4.23	6.5%	61,645	\$3,228,716	\$52.38	44.5%	55,623	\$2,114,396	\$38.01	29.2%	39,674	\$1,435,219	\$36.18	19.8%	\$7,253,091
June	138,982	\$558,637	\$4.02	6.6%	72,245	\$3,735,063	\$51.70	44.1%	65,508	\$2,517,679	\$38.43	29.7%	46,185	\$1,651,643	\$35.76	19.5%	\$8,463,022
July	170,481	\$647,507	\$3.80	6.7%	81,455	\$4,191,076	\$51.45	43.4%	74,775	\$2,931,924	\$39.21	30.4%	52,654	\$1,887,627	\$35.85	19.5%	\$9,658,134
August	200,525	\$731,862	\$3.65	6.7%	91,370	\$4,679,134	\$51.21	42.9%	84,546	\$3,366,619	\$39.82	30.9%	59,377	\$2,128,931	\$35.85	19.5%	\$10,906,546
September	222,697	\$812,476	\$3.65	6.7%	102,437	\$5,214,641	\$50.91	42.8%	94,327	\$3,781,240	\$40.09	31.1%	66,377	\$2,368,887	\$35.69	19.5%	\$12,177,244
October	245,326	\$915,185	\$3.73	6.7%	115,812	\$5,874,473	\$50.72	43.1%	105,049	\$4,225,304	\$40.22	31.0%	73,993	\$2,620,290	\$35.41	19.2%	\$13,635,252
November	267,495	\$1,041,806	\$3.89	7.0%	127,190	\$6,453,929	\$50.74	43.1%	114,807	\$4,619,397	\$40.24	30.8%	81,002	\$2,860,393	\$35.31	19.1%	\$14,975,525
December	292,001	\$1,145,060	\$3.92	7.1%	138,218	\$7,011,445	\$50.73	43.2%	125,050	\$4,969,532	\$39.74	30.6%	87,398	\$3,088,910	\$35.34	19.0%	\$16,214,947

Albany International Airport Rental Car Revenues 2016-2019 For the twelve months ended December 31

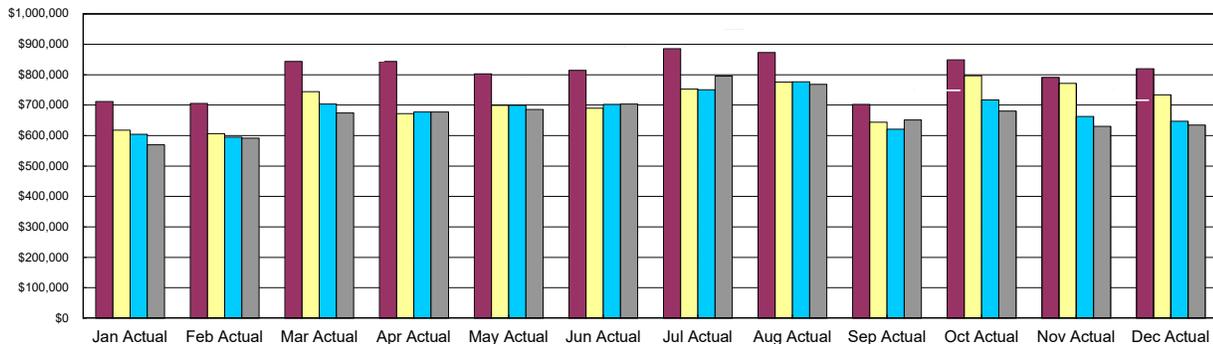


YTD Revenues		2019	2019 Budget	2019 Variance	2018	2019 vs. 2018	2017	2016
On Airport Rental Car Rev		\$5,368,478	\$4,996,231	\$372,247	\$5,335,644	\$32,835	\$5,194,097	\$4,888,588
Off Airport Rental Car Rev		28,072	181,747	(153,675)	226,277	(198,205)	233,645	168,676
Total YTD		\$5,396,550	\$5,177,978	\$218,572	\$5,561,921	-\$165,371	\$5,427,741	\$5,057,262
		2019	2019 Budget	2019 Variance	2018	2019 vs. 2018	2017	2016
January	(Actual)	\$273,534	\$267,859	\$5,675	\$274,396	-0.3%	\$280,610	\$274,115
February	(Actual)	243,850	251,570	(7,720)	244,464	-0.3%	269,050	263,953
March	(Actual)	292,438	280,085	12,353	257,554	13.5%	300,825	307,890
April	(Actual)	316,211	321,266	(5,055)	293,529	7.7%	379,319	319,224
May	(Actual)	415,543	392,036	23,507	390,188	6.5%	394,053	428,748
June	(Actual)	568,224	542,589	25,635	577,170	-1.5%	566,799	537,901
July	(Actual)	743,889	680,263	63,626	728,505	2.1%	707,627	672,335
August	(Actual)	787,627	688,162	99,465	751,410	4.8%	711,095	667,716
September	(Actual)	487,483	455,003	32,480	478,515	1.9%	473,049	460,324
October	(Actual)	563,137	511,144	51,993	557,914	0.9%	549,416	484,966
November	(Actual)	352,419	328,971	23,449	356,094	-1.0%	336,262	328,000
December	(ACTUAL)	352,195	459,032	(106,836)	652,180	-46.0%	459,637	312,090
Total		5,396,550	\$5,177,978	\$218,572	5,561,921	-3.0%	\$5,427,741	\$5,057,262

YTD Revenues	\$5,396,550	\$5,177,978	\$218,572	\$5,561,921	-3.0%	\$5,427,741	\$5,057,262
YTD Enplanements	1,518,969	1,500,000	18,969	1,466,706	3.6%	1,417,835	1,407,434
Revenue Per Enplanement:	\$3.55	\$3.45	\$0.10	\$3.79	-6.3%	\$3.83	\$3.59

Albany International Airport Food & Beverage Sales & Revenues 2016-2019 For the twelve months ended December 31

Gross Food & Beverage Sales



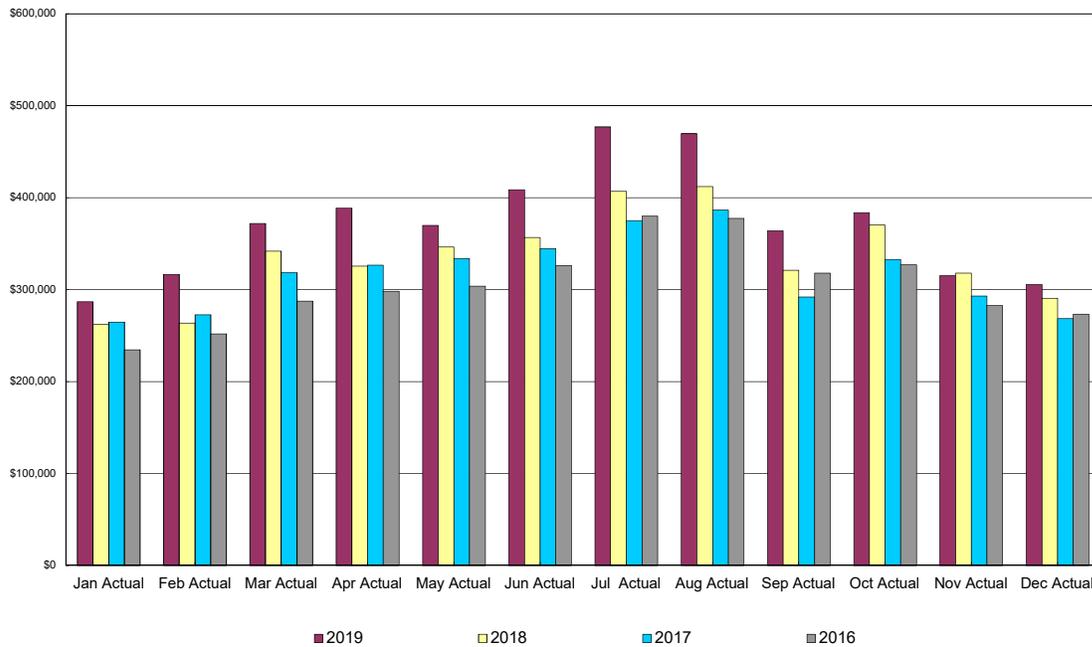
		Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
Sales per Enplanement:														
2019	HMS Host	\$4.33	\$4.45	\$4.43	\$4.37	\$4.17	\$4.45	\$4.27	\$4.11	\$3.92	\$4.20	\$4.53	\$4.62	\$4.32
	OHM	\$2.35	\$2.16	\$1.99	\$1.94	\$2.02	\$1.84	\$1.88	\$1.91	\$1.93	\$2.02	\$2.20	\$2.33	\$2.05
	Total 2019	\$6.68	\$6.61	\$6.42	\$6.31	\$6.18	\$6.29	\$6.15	\$6.02	\$5.85	\$6.22	\$6.73	\$6.96	\$6.37
Sales per Enplanement:														
2018	McDonalds	\$1.11	\$1.10	\$1.33	\$1.23	\$1.21	\$1.21	\$1.23	\$1.25	\$1.23	\$1.08	\$0.93	\$0.94	\$1.15
	HMS Host	\$4.11	\$4.14	\$4.48	\$4.13	\$4.21	\$4.11	\$4.01	\$4.11	\$4.27	\$4.06	\$3.79	\$3.66	\$4.09
	Greenleaf's	\$0.28	\$0.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.04
	OHM	\$0.00	\$0.00	\$0.10	\$0.21	\$0.21	\$0.23	\$0.24	\$0.23	\$0.19	\$0.86	\$1.73	\$1.71	\$0.48
	Villa	\$0.44	\$0.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.07
	Total 2018	\$5.94	\$5.90	\$5.91	\$5.57	\$5.63	\$5.55	\$5.48	\$5.59	\$5.69	\$6.00	\$6.45	\$6.30	\$5.83
Sales per Enplanement:														
2017	McDonalds	\$1.06	\$1.05	\$1.00	\$1.01	\$0.96	\$0.97	\$0.95	\$0.97	\$0.94	\$0.91	\$1.01	\$1.04	\$0.99
	HMS Host	\$3.78	\$3.81	\$3.94	\$3.72	\$3.96	\$4.02	\$3.75	\$3.81	\$3.81	\$3.92	\$4.00	\$4.26	\$3.90
	Greenleaf's	\$0.38	\$0.45	\$0.46	\$0.45	\$0.40	\$0.39	\$0.44	\$0.43	\$0.37	\$0.35	\$0.30	\$0.26	\$0.39
	Villa	\$0.47	\$0.51	\$0.47	\$0.49	\$0.48	\$0.47	\$0.54	\$0.54	\$0.46	\$0.45	\$0.41	\$0.44	\$0.48
	Total 2017	\$5.69	\$5.82	\$5.88	\$5.67	\$5.80	\$5.84	\$5.69	\$5.74	\$5.58	\$5.64	\$5.73	\$6.00	\$5.76
Sales per Enplanement:														
2016	McDonalds	\$0.96	\$0.98	\$0.92	\$0.96	\$0.91	\$0.94	\$1.01	\$0.97	\$0.97	\$0.97	\$0.99	\$1.03	\$0.97
	HMS Host	\$3.74	\$3.79	\$3.76	\$3.72	\$3.91	\$4.00	\$4.03	\$3.79	\$3.84	\$3.73	\$3.60	\$3.94	\$3.82
	Greenleaf's	\$0.42	\$0.45	\$0.46	\$0.47	\$0.46	\$0.48	\$0.45	\$0.41	\$0.37	\$0.37	\$0.39	\$0.37	\$0.42
	Villa	\$0.46	\$0.51	\$0.50	\$0.54	\$0.52	\$0.55	\$0.59	\$0.58	\$0.46	\$0.45	\$0.49	\$0.53	\$0.51
	Total 2016	\$5.57	\$5.73	\$5.64	\$5.68	\$5.80	\$5.97	\$6.08	\$5.75	\$5.63	\$5.52	\$5.47	\$5.86	\$5.73

ACAA Food & Beverage Revenues

		2019	2019	2019	2018	2019 vs.	2017	2016
		Actual	Budget	Variance	Actual	2019 vs.	Actual	Actual
January	(Actual)	\$89,647	\$72,615	\$17,032	\$59,517	50.6%	\$57,444	\$54,811
February	(Actual)	88,953	73,143	15,810	59,536	49.4%	57,118	56,890
March	(Actual)	106,302	85,450	20,852	74,351	43.0%	68,502	65,702
April	(Actual)	106,136	77,711	28,425	67,265	57.8%	65,228	65,817
May	(Actual)	102,957	82,531	20,426	70,417	46.2%	67,955	66,960
June	(Actual)	101,748	81,707	20,041	69,137	47.2%	68,162	68,057
July	(Actual)	110,146	90,729	19,417	76,437	44.1%	71,600	76,561
August	(Actual)	109,080	92,667	16,414	81,127	34.5%	75,973	74,763
September	(Actual)	88,594	79,737	8,857	68,439	29.4%	62,093	65,090
October	(Actual)	109,171	91,143	18,028	88,479	23.4%	73,404	68,546
November	(Actual)	99,772	91,203	8,569	98,121	1.7%	68,188	70,403
December (ACTUAL)		102,413	82,176	20,237	89,705	14.2%	68,271	51,597
Total		1,214,919	\$1,000,812	\$214,107	\$902,530	34.6%	\$803,939	\$785,197
YTD Revenues		\$1,214,919	\$1,000,812	\$214,107	\$902,530	34.6%	\$803,939	\$785,197
YTD Enplanements		1,518,969	1,500,000	18,969	1,466,706	3.6%	1,417,835	1,407,434
Revenue Per Enplanement:		\$0.80	\$0.67	\$0.13	\$0.62	29.0%	\$0.57	\$0.56

Albany International Airport Retail Sales & Revenues 2016-2019 For the twelve months ended December 31

Gross Retail Sales



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	YTD
Sales per Enplanement:													
2019	\$2.69	\$2.97	\$2.83	\$2.91	\$2.85	\$3.15	\$3.31	\$3.24	\$3.03	\$2.81	\$2.68	\$2.60	\$2.92
2018	\$2.52	\$2.56	\$2.71	\$2.70	\$2.79	\$2.87	\$2.96	\$2.97	\$2.84	\$2.79	\$2.66	\$2.50	\$2.74
2017	\$2.49	\$2.67	\$2.66	\$2.74	\$2.77	\$2.87	\$2.84	\$2.86	\$2.63	\$2.61	\$2.53	\$2.49	\$2.68
2016	\$2.29	\$2.44	\$2.41	\$2.50	\$2.57	\$2.77	\$2.90	\$2.83	\$2.75	\$2.65	\$2.45	\$2.53	\$2.59

ACAA Retail Revenues

		2019	2019	2018	2019 vs.	2017	2016	
		2019	Budget	Variance	2018	2018	2016	
January	(Actual)	\$67,806	\$66,042	\$1,764	\$62,868	7.9%	\$65,706	\$65,583
February	(Actual)	63,328	55,385	7,943	52,723	20.1%	55,583	55,584
March	(Actual)	74,379	71,868	2,511	68,414	8.7%	63,695	57,541
April	(Actual)	88,164	79,348	8,816	75,535	16.7%	75,478	69,653
May	(Actual)	74,028	72,771	1,257	69,274	6.9%	66,785	60,783
June	(Actual)	81,744	74,971	6,773	71,368	14.5%	68,968	65,255
July	(Actual)	105,823	96,447	9,376	91,812	15.3%	85,180	85,995
August	(Actual)	93,912	86,620	7,292	82,457	13.9%	77,344	75,532
September	(Actual)	72,793	67,516	5,277	64,271	13.3%	58,406	63,581
October	(Actual)	87,168	88,730	(1,562)	84,466	3.2%	76,689	75,432
November	(Actual)	63,047	66,819	(3,772)	63,608	-0.9%	58,637	56,553
December	(ACTUAL)	61,147	61,111	36	58,174	5.1%	50,063	55,583
Total		\$933,339	\$887,626	\$45,713	\$844,970	10.5%	\$802,534	\$787,075
YTD Revenues		\$933,339	\$887,626	\$45,713	\$844,970	10.5%	\$802,534	\$787,075
YTD Enplanements		1,518,969	1,500,000	18,969	1,466,706	3.6%	1,417,835	1,407,434
Revenue Per Enplanement:		\$0.61	\$0.59	\$0.02	\$0.58	5.2%	\$0.57	\$0.56

**** UNAUDITED - FOR INTERNAL REVIEW****



AvPort Airport Operations

Albany County Airport Authority
Summary of AvPorts Expenses

	2019	December 2019			December 2018	2019 Actual/ & Prior Year Variance %	
	Adopted FY Budget	Budget YTD	Actual YTD	Variance YTD			Variance %
EXPENSES BY CATEGORY							
Personal Services	\$ 7,805,707	\$ 7,805,707	\$ 7,639,537	\$ 166,170	2.13%	\$ 7,356,496	-3.85%
Employee Benefits	3,694,377	3,694,377	3,523,992	170,386	4.61%	3,305,132	-6.62%
Utilities & Communications	2,019,051	2,019,051	1,763,547	255,504	12.65%	2,031,843	13.20%
Purchased Services							
Insurance	269,656	269,656	308,989	(39,333)	-14.59%	339,465	8.98%
Legal	0	0	0	0	-100.00%	70,000	100.00%
Public Safety	309,107	309,107	318,462	(9,355)	-3.03%	294,251	-8.23%
Albany County Sheriffs	2,731,859	2,731,859	2,731,859	0	0.00%	2,281,644	-19.73%
Parking Valet Service	350,000	350,000	448,519	(98,519)	-28.15%	385,436	-16.37%
Employee Shuttle	25,000	25,000	30,000	(5,000)	-20.00%	25,000	-20.00%
Ground Transportation	0	0	33,600	(33,600)	100.00%	0	-100.00%
Janitorial	479,141	479,141	582,087	(102,946)	-21.49%	528,956	-10.04%
Public Communications	518,420	518,420	462,331	56,089	10.82%	521,391	11.33%
Special Studies	34,200	34,200	2,992	31,208	91.25%	578	-417.65%
Professional Services	498,000	498,000	462,125	35,875	7.20%	480,637	3.85%
Total Purchased Services	5,215,383	5,215,383	5,380,964	(165,581)	-3.17%	4,927,358	-9.21%
Material & Supplies							
Airfield	914,500	914,500	696,786	217,714	23.81%	793,991	12.24%
Buildings	2,020,884	2,020,884	2,546,427	(525,542)	-26.01%	2,597,624	1.97%
Grounds	874,185	874,185	991,734	(117,548)	-13.45%	790,411	-25.47%
Vehicles	652,900	652,900	674,952	(22,052)	-3.38%	637,793	-5.83%
Total Material & Supplies	4,462,469	4,462,469	4,909,899	(447,428)	-10.03%	4,819,819	-1.87%
Office	212,248	212,248	139,354	72,895	34.34%	124,030	-12.36%
Administration	601,950	601,950	634,623	(32,673)	-5.43%	631,841	-0.44%
Total Expenses	\$ 24,011,185	\$ 24,011,185	\$ 23,991,916	\$ 19,273	0.08%	\$ 23,196,519	-3.43%

DEPARTMENT SUMMARY (DIRECT & INDIRECT)

Direct Cost Centers							
Airfield	\$ 3,408,313	\$ 3,408,313	\$ 3,003,306	\$ 405,007	11.88%	\$ 3,159,828	4.95%
Terminal	5,575,507	5,575,507	5,701,443	(125,936)	-2.26%	5,831,328	2.23%
Loading Bridges	311,452	311,452	311,362	90	0.03%	349,282	10.86%
Parking	4,725,138	4,725,138	4,875,861	(150,723)	-3.19%	4,438,029	-9.87%
Landside	1,271,568	1,271,568	1,377,980	(106,412)	-8.37%	1,434,900	3.97%
Total Direct Cost Centers	15,291,978	15,291,978	15,269,952	22,026	0.14%	15,213,367	-0.37%
Indirect Cost Center							
ARFF	2,144,562	2,144,562	2,071,966	72,597	3.39%	1,947,283	-6.40%
Operations	1,005,988	1,005,988	1,071,224	(65,236)	-6.48%	1,004,598	-6.63%
Security	3,152,170	3,152,170	3,100,734	51,436	1.63%	2,667,060	-16.26%
Vehicles & Equipment	1,505,340	1,505,340	1,440,811	64,529	4.29%	1,485,029	2.98%
Airport Mgmt Administration	911,147	911,147	1,037,228	(126,080)	-13.84%	879,181	-17.98%
Total Indirect Cost Centers	8,719,207	8,719,207	8,721,963	(2,754)	-0.03%	7,983,151	-9.25%
Total Expenses	\$ 24,011,185	\$ 24,011,185	\$ 23,991,915	\$ 19,272	0.08%	\$ 23,196,518	-3.43%

ALBANY COUNTY AIRPORT AUTHORITY
Detail of AvPorts Departments
For the Twelve Months Ending Tuesday, December 31, 2019

	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
EXPENSES							
Personal Services							
11000 Salaries	\$7,088,746	\$545,288	\$565,494	(\$20,206)	\$7,088,746	\$6,561,637	\$527,109
12010 Overtime 1.5	678,976	87,139	153,364	(66,225)	678,976	997,079	(318,103)
12020 Overtime 2.0	37,985	5,579	16,420	(10,840)	37,985	64,614	(26,629)
13000 Temporary Help	0	0	16,208	(16,208)	0	16,208	(16,208)
Total Personal Services	7,805,707	638,006	751,485	(113,478)	7,805,707	7,639,537	166,170
Employee Benefits							
21000 Social Security	563,085	46,183	54,740	(8,558)	563,085	565,568	(2,483)
22000 Health Insurance	2,173,435	181,120	211,764	(30,645)	2,173,435	2,061,044	112,391
24000 Medical Exams	21,600	1,800	678	1,122	21,600	15,239	6,361
25000 Uniforms & Laundry	46,700	3,892	5,766	(1,874)	46,700	53,541	(6,841)
25005 Uniform Purchases	32,600	3,584	3,189	395	32,600	20,793	11,807
26010 Disability Insurance	135,481	11,290	(34,318)	45,608	135,481	119,692	15,789
26020 Unemployment Insurance	52,123	315	302	14	52,123	43,956	8,167
26030 Workers Compensation	506,275	42,190	29,463	12,727	506,275	462,647	43,628
29001 Airport & FBO 401K	163,078	13,074	17,940	(4,866)	163,078	181,512	(18,434)
Total Employee Benefits	3,694,377	303,447	289,523	13,924	3,694,377	3,523,992	170,386
Utilities & Communications							
31000 Electric	1,456,250	94,312	110,207	(15,895)	1,456,250	1,213,377	242,873
33000 Natural Gas	273,500	18,544	34,892	(16,348)	273,500	258,400	15,100
34000 Sewer	92,400	0	0	0	92,400	79,331	13,069
35000 Water	106,150	0	0	0	106,150	131,136	(24,986)
36010 Telephone Charges-Local	13,870	1,156	1,052	104	13,870	13,606	264
36011 Tele Chg-Long Dist	675	56	0	56	675	459	216
36012 Telephone - Sheriff	4,200	350	0	350	4,200	3,695	505
36017 Payphones-Annual & Mo Serv	21,271	1,773	1,032	740	21,271	12,306	8,965
36018 Payphones-Monthly Usage	300	25	10	15	300	225	75
36020 Telephone Repairs	5,000	417	208	209	5,000	5,760	(760)
36030 Telephone-Cellular	42,000	3,500	4,229	(729)	42,000	43,468	(1,468)
36035 Radio Communications	0	0	0	0	0	100	(100)
36060 Cable Television	3,435	286	0	286	3,435	1,684	1,751
Total Utilities & Communications	2,019,051	120,418	151,629	(31,211)	2,019,051	1,763,547	255,504
PURCHASED SERVICES							
Insurance							
42010 Airport Liability Insurance	5,750	479	485	(6)	5,750	5,817	(67)
42020 Automotive Insurance	68,378	0	0	0	68,378	77,061	(8,683)
42060 Property Insurance	180,028	0	0	0	180,028	212,103	(32,075)
42095 Insurance Claims	15,500	1,292	961	330	15,500	14,008	1,492
Total Insurance	269,656	1,771	1,447	324	269,656	308,989	(39,333)
Public Safety							
44000 Public Safety	2,731,859	227,655	227,655	0	2,731,859	2,731,859	0
44005 Outside Security Services	298,107	22,887	14,887	8,000	298,107	309,191	(11,084)
44010 Armored Car Service	11,000	917	935	(18)	11,000	9,271	1,729
44020 Parking Valet Service	350,000	17,042	37,170	(20,128)	350,000	448,519	(98,519)
44030 Employee Shuttle Service	25,000	0	0	0	25,000	30,000	(5,000)
44035 Ground Transportation	0	0	0	0	0	33,600	(33,600)
Total Public Safety	3,415,966	268,500	280,646	(12,146)	3,415,966	3,562,439	(146,473)

ALBANY COUNTY AIRPORT AUTHORITY
Detail of AvPorts Departments
For the Twelve Months Ending Tuesday, December 31, 2019

	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
Janitorial							
45000 Janitorial Services	413,081	34,423	51,774	(17,351)	413,081	508,437	(95,356)
45010 Refuse Removal Services	66,060	5,505	6,870	(1,365)	66,060	73,650	(7,590)
Total Janitorial	479,141	39,928	58,645	(18,716)	479,141	582,087	(102,946)
Public Communications							
46012 Artistic Exhibits	100,817	9,856	6,244	3,612	100,817	88,300	12,517
46013 Museum Shop	266,471	34,582	91	34,491	266,471	222,904	43,567
46020 Passenger Information Booth	151,132	12,594	12,594	0	151,132	151,128	4
Total Public Communications	518,420	57,032	18,929	38,103	518,420	462,331	56,089
Studies							
47000 Special Studies	22,000	1,833	0	1,833	22,000	0	22,000
47010 GIS Services	12,200	1,017	0	1,017	12,200	2,992	9,208
Total Studies	34,200	2,850	0	2,850	34,200	2,992	31,208
Professional Services							
49005 Appraisal	0	0	0	0	0	3,500	(3,500)
49010 Architectural	40,000	3,333	(9,000)	12,333	40,000	9,681	30,319
49020 Engineering Services	33,000	2,750	0	2,750	33,000	25,194	7,806
49040 Professional Management	425,000	35,417	35,417	0	425,000	423,750	1,250
Total Professional Services	498,000	41,500	26,417	15,083	498,000	462,125	35,875
Total Purchased Services	5,215,383	411,582	386,084	25,498	5,215,383	5,380,964	(165,581)
MATERIALS & SUPPLIES							
Airfield							
51010 Fencing	10,000	719	1,072	(353)	10,000	4,143	5,857
51011 Airfield Lighting	100,000	7,782	6,316	1,466	100,000	28,190	71,810
51014 Pavement Repairs	10,000	833	0	833	10,000	133	9,867
51015 Apron Maintenance	50,000	14,932	10,108	4,825	50,000	114,310	(64,310)
51016 Runway Painting	40,000	0	0	0	40,000	20,070	19,930
51017 Airfield Shop Supplies	25,000	2,083	359	1,724	25,000	27,436	(2,436)
51018 Airfield Shop Tools	0	0	0	0	0	160	(160)
51019 Snow Removal Supplies	250,000	87,571	84,485	3,087	250,000	224,743	25,257
51020 Rubber Removal	35,000	7,099	19,104	(12,005)	35,000	41,296	(6,296)
51030 EMS Supplies	12,000	1,000	3,332	(2,332)	12,000	13,401	(1,401)
51031 ARFF Supplies	25,000	2,083	2,073	11	25,000	17,749	7,251
51032 Hazardous Material Supplies	6,000	500	2,501	(2,001)	6,000	5,988	12
51033 Foam	24,000	2,000	0	2,000	24,000	162	23,838
51052 Wastewater Conveyance	7,500	0	0	0	7,500	7,500	0
51053 Electric	95,000	5,155	7,251	(2,096)	95,000	75,745	19,255
51054 Sewer District Charges	5,000	0	0	0	5,000	0	5,000
51055 Water District Charges	20,000	1,053	2,247	(1,194)	20,000	28,622	(8,622)
51057 System Maint & Repairs	200,000	10,597	651	9,946	200,000	87,136	112,864
Total Airfield	914,500	143,409	139,499	3,910	914,500	696,786	217,714
Buildings							
52010 Alarm & PA Systems	107,995	9,000	681	8,319	107,995	88,081	19,915
52012 Card Access Control	55,000	4,583	7,744	(3,161)	55,000	57,799	(2,799)
52013 CTV Repair	35,000	2,917	4,264	(1,347)	35,000	34,116	884

ALBANY COUNTY AIRPORT AUTHORITY
Detail of AvPorts Departments
For the Twelve Months Ending Tuesday, December 31, 2019

	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
52014 Key Access System	25,000	2,083	314	1,769	25,000	4,560	20,440
52020 Baggage System	20,000	1,667	2,540	(874)	20,000	93,939	(73,939)
52031 Electrical Repairs & Supplies	209,000	17,417	38,087	(20,671)	209,000	350,477	(141,477)
52032 Elevator Repairs & Supplies	120,000	10,000	(22,751)	32,751	120,000	87,495	32,505
52033 HVAC	211,000	17,583	25,375	(7,792)	211,000	185,453	25,547
52034 Roof	28,000	2,333	425	1,908	28,000	14,849	13,151
52035 Plumbing Repairs & Supplies	66,000	5,500	3,955	1,545	66,000	134,488	(68,488)
52036 Automatic Door Repairs	9,000	750	1,419	(669)	9,000	15,641	(6,641)
52037 Pest Control	16,640	1,387	3,512	(2,125)	16,640	27,689	(11,048)
Building Maintenance Contract							
52038 Services	0	0	0	0	0	7,542	(7,542)
52040 Fire Equipment Services	6,000	500	0	500	6,000	4,230	1,770
52041 Fire Equipment Testing	3,800	317	0	317	3,800	1,709	2,091
52050 US Customs	25,000	3,895	4,740	(845)	25,000	48,145	(23,145)
52051 Control Tower	300,000	25,000	34,045	(9,045)	300,000	380,651	(80,651)
52060 Building Maintenance	437,500	36,458	49,303	(12,845)	437,500	689,168	(251,668)
52062 Janitorial Supplies	153,500	12,792	19,216	(6,424)	153,500	169,954	(16,454)
52063 Window Washing	64,907	5,409	9,991	(4,582)	64,907	84,994	(20,087)
52071 ID Tags	27,000	2,250	3,556	(1,306)	27,000	39,383	(12,383)
52080 Sign Expense	4,000	333	44	290	4,000	8,602	(4,602)
52090 Flight Information Displays	96,542	8,045	1,275	6,770	96,542	17,462	79,080
Total Buildings	2,020,884	170,218	187,735	(17,517)	2,020,884	2,546,427	(525,542)
Grounds							
53010 Landscaping	19,200	0	1,350	(1,350)	19,200	9,139	10,061
53020 Fencing	1,500	125	0	125	1,500	14,342	(12,842)
53030 Pavement Repairs	120,000	0	8,298	(8,298)	120,000	63,791	56,209
53035 Utility Repairs	500	42	0	42	500	0	500
53040 Sign Expense	15,000	1,250	1,521	(271)	15,000	14,458	542
53041 Traffic Light Repairs	2,000	167	0	167	2,000	1,350	650
53045 Catch Basin Maintenance	3,000	250	0	250	3,000	0	3,000
53048 Snow Removal Supplies	70,000	3,557	39,683	(36,126)	70,000	89,478	(19,478)
53050 Snow Removal Services	265,600	16,107	218,162	(202,055)	265,600	480,807	(215,207)
53051 NYS Police Hangar Maint	125,000	10,417	29,934	(19,517)	125,000	126,671	(1,671)
53060 Dump Fees - Landfill	9,150	763	0	763	9,150	1,975	7,175
53070 Hazardous Waste Mgmt	12,300	1,025	0	1,025	12,300	2,864	9,436
53071 Wildlife Hazard Management	38,000	3,167	8,703	(5,536)	38,000	44,402	(6,402)
53078 Liquid Waste Disposal	30,000	2,500	0	2,500	30,000	3,110	26,890
53085 Land Lease	22,935	1,911	1,286	625	22,935	36,435	(13,500)
53090 T-Hangar Facility Maintenance	140,000	11,667	5,611	6,056	140,000	102,912	37,088
Total Grounds	874,185	52,946	314,549	(261,602)	874,185	991,734	(117,548)
Vehicles							
54010 Gasoline	67,000	4,119	5,434	(1,315)	67,000	52,208	14,792
54011 Diesel Fuel	137,000	18,663	30,038	(11,374)	137,000	125,462	11,538
54012 Oil / Grease	28,000	2,333	1,922	411	28,000	12,570	15,430
54015 CNG Fuel	23,000	1,282	1,917	(636)	23,000	21,390	1,610
54013 Vehicle / Equipment Tires	43,000	3,583	15,081	(11,498)	43,000	62,986	(19,986)
54021 Vehicle Repair & Maintenance	62,000	5,167	15,524	(10,357)	62,000	99,240	(37,240)
54022 Vehicle Communication Equip	7,000	583	0	583	7,000	6,319	681
54023 Sheriff Vehicle Repair & Maint	100	8	0	8	100	0	100
54030 General Equip Repair & Maint	70,800	5,900	691	5,209	70,800	21,556	49,244
54040 Heavy Equipment Maint	60,000	12,066	1,504	10,562	60,000	39,097	20,903
54045 ARFF Vehicle Repair & Maint	20,000	1,667	8,478	(6,812)	20,000	26,980	(6,980)

ALBANY COUNTY AIRPORT AUTHORITY
Detail of AvPorts Departments
For the Twelve Months Ending Tuesday, December 31, 2019

	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
54050 Snow Equip Repair & Maint	80,000	23,664	27,442	(3,779)	80,000	136,954	(56,954)
54060 Mower Repair & Maintenance	15,000	378	12	366	15,000	12,733	2,267
54070 Vehicle Shop Tools & Supplies	40,000	3,333	5,560	(2,227)	40,000	57,456	(17,456)
Total Vehicles	652,900	82,747	113,604	(30,857)	652,900	674,952	(22,052)
Total Material & Supplies	4,462,469	449,321	755,387	(306,066)	4,462,469	4,909,898	(447,429)
Office							
55010 Office Equipment Rental	5,794	483	412	70	5,794	5,678	116
55011 Copy Machine Use	25	2	0	2	25	0	25
55012 Office Equipment Serv Agrmnt	3,292	187	0	187	3,292	3,228	64
55013 Office Equipment Repairs	700	58	0	58	700	0	700
55014 Computer System Supplies	31,850	2,654	4,137	(1,483)	31,850	7,072	24,778
55015 Hardware/Software Maint	82,637	6,886	13,768	(6,882)	82,637	52,532	30,105
55016 Computer Equipment	13,500	1,125	0	1,125	13,500	12,555	945
55020 Office Furniture & Fixtures	6,750	563	0	563	6,750	1,249	5,501
55030 Printed Forms / Letterhead	3,200	267	0	267	3,200	844	2,356
55031 Parking Ticket Stock	16,000	1,333	0	1,333	16,000	17,742	(1,742)
55032 Printing Outside Services	100	8	0	8	100	0	100
55041 Express Mail	600	50	0	50	600	333	267
55050 Reference Materials	700	58	0	58	700	736	(36)
55060 Office Supplies	13,100	1,092	444	647	13,100	9,347	3,753
55070 Payroll Services	34,000	5,673	2,270	3,403	34,000	28,037	5,963
Total Office	212,248	20,439	21,031	(592)	212,248	139,354	72,895
Administration							
66000 Dues & Subscriptions	8,850	50	0	50	8,850	6,453	2,397
66002 A.A.A.E. Memberships	1,100	0	0	0	1,100	925	175
66010 AvPorts/MA Training & Travel	70,600	4,095	7,311	(3,216)	70,600	72,605	(2,005)
66030 Advertising - Public Meetings	2,000	167	0	167	2,000	0	2,000
66031 Economic Development	10,000	833	0	833	10,000	0	10,000
66040 License & Permits	2,400	0	0	0	2,400	2,300	100
66050 Property Taxes	37,000	0	0	0	37,000	38,063	(1,063)
66060 Credit Card Service Charges	350,000	22,230	33,306	(11,076)	350,000	398,756	(48,756)
66061 EZ Pass Fees	120,000	8,617	8,739	(123)	120,000	115,521	4,479
Total Administration	601,950	35,992	49,357	(13,365)	601,950	634,623	(32,673)
Total Expenses	24,011,186	1,979,205	2,404,495	(425,290)	24,011,186	23,991,914	19,271
83000 Non Capital Equipment	432,090	36,008	6,705	29,303	432,090	369,550	62,540
Total Exp & Non Cap Equip.	<u>24,443,276</u>	<u>2,015,213</u>	<u>2,411,200</u>	<u>(395,987)</u>	<u>24,443,276</u>	<u>24,361,464</u>	<u>81,812</u>

Albany International Airport
Employee Count 2019

	Budget	As of	Variance											
	2019	Jan 31, 19	Feb 28, 19	Mar 31, 19	Apr 30, 19	May 31, 19	Jun 30, 19	Jul 31, 19	Aug 31, 19	Sep 30, 19	Oct 31, 19	Nov 30, 19	Dec 31, 19	Budget vs. Dec 31, 19
AIRPORT MANAGEMENT - AVPORTS:														
Airfield														
Maintenance Manager	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Deputy Maintenance Manager	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Airport Maintenance Supervisor	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Airport Maintenance Lead-Airfield Electrician	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	0.00
Airport Maintenance Tech-Electrical	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	1.00	0.00	-2.00
Airport Maintenance Tech-Electrical	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00	0.00	0.00	-1.00
Airport Maintenance Lead-Grounds	1.00	1.00	1.00	1.00	1.00	2.00	2.00	2.00	2.00	1.00	1.00	1.00	1.00	0.00
Airport Maint Tech Lead-Glycol	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Airport Maint Tech -Chief Glycol	0.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Airport Maint Tech-Glycol	4.00	1.00	1.00	1.00	2.00	2.00	3.00	3.00	3.00	3.00	3.00	2.00	2.00	-2.00
Airport Maint Tech Airfield	12.00	9.00	10.00	11.00	11.00	9.50	8.75	7.75	7.00	6.00	7.00	8.00	9.00	-3.00
Secretary	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.00
Terminal														
Facilities Manager	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Facilities Coordinator	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.00
Facilities Maint Lead	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	0.00
Facilities Maint - HVAC	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Facilities Maint Technician	5.00	4.00	5.00	5.00	5.00	5.00	5.00	5.25	5.25	5.25	5.25	5.00	5.00	0.00
Custodial Supervisor	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Custodial Lead	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	0.00
Custodial Worker	18.00	18.00	18.00	18.00	18.00	17.00	16.00	16.00	16.00	16.00	17.00	18.00	18.00	0.00
Floor Care Technician	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Airport Custodial Technician	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Artistic Exhibits	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.00
Museum Shop	5.50	3.50	3.50	3.50	3.50	3.50	3.50	3.50	3.50	3.50	2.50	0.00	0.00	-5.50
Loading Bridges														
Facilities Maint Lead-Loading Bridge	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	0.00
Parking														
Deputy, Commercial Services	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Parking Supervisor	2.00	2.00	2.00	2.00	2.00	2.00	2.00	1.00	1.00	1.00	1.00	1.00	1.00	-1.00
Lead Cashier	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	0.00
Cashier, Full Time	14.00	14.00	13.00	13.00	10.00	12.00	12.00	14.00	14.00	13.00	13.00	13.00	12.00	-2.00
Cashier, Part Time - FTE	2.50	0.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-2.50
Shuttle Operator Lead	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Shuttle Detailer	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Shuttle Operator, Full Time	12.00	12.00	12.00	12.00	14.00	14.00	14.00	13.00	13.00	13.00	12.00	12.00	12.00	0.00
Shuttle Operator, Part Time - FTE	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Lead Parking Maint Tech	1.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-1.00
Parking Assistant	1.00	0.00	0.00	0.00	0.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Parking Maint Technician	4.00	4.00	4.00	4.00	4.00	4.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	-1.00
Security														
Curbside Monitors, Full Time	4.00	2.00	3.00	4.00	4.00	3.00	3.00	3.00	4.00	4.00	4.00	4.00	4.00	0.00
Curbside Monitors, Part Time - FTE	2.50	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	1.50	1.50	-1.00
Landside														
Tower/Custodial	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	0.00
Admin Building/Custodial	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.00
ARFF														
Chief/Safety Manager	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Captains/Safety Supervisor	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	0.00
Firefighters/Safety Officer	16.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	-1.00
Operations														
Airport Operations Manager	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Airport Security Supervisor	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Asst Airport Security Supervisor	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Airport Operations Supervisor	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	0.00
Airport Operations Officer	4.00	4.00	4.00	3.00	3.00	3.00	4.00	4.25	5.00	5.00	5.00	5.00	5.00	1.00
Receptionist	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Vehicles & Equipment														
Airport Maint Lead-Vehicle Maint	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	0.00
Inventory Control Specialist	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Airport Maint Tech-Vehicle Maint	8.00	7.00	8.00	7.00	7.00	7.00	6.00	6.00	6.00	6.00	6.00	6.00	7.00	-1.00
Administration														
	3.50	3.50	3.50	4.50	5.50	5.50	5.50	6.50	6.50	6.50	5.50	5.50	5.50	2.00
Total AvPORTS Positions	173.00	156.50	159.00	160.00	161.00	161.50	159.75	160.25	161.25	158.25	156.25	153.00	153.00	-20.00

Personnel Services & Benefits

For the twelve months ended December 31, 2019

	AFCO (AvPorts)		
	Year to Date Budget	Year to Date Actual	Variance
Personnel Services			
Regular - Salaries	\$ 5,704,043	\$ 5,587,181	\$ 116,862
Holiday Pay	225,427	216,007	9,420
Other Dollars/Funeral/Jury/Retro	501,312	183,624	317,688
Shift Premium	89,201	84,373	4,828
Lead Pay	9,008	9,415	(407)
Sick Pay	122,167	124,508	(2,341)
Personal Pay	-	-	-
Vacation Pay	437,588	356,529	81,059
Sub Total	7,088,746	6,561,637	527,109
Overtime	678,976	997,079	(318,103)
Double Time Pay	37,985	64,614	(26,629)
Total	7,805,707	7,623,330	182,377
Employee Benefits			
Social Security & Medicare	563,085	565,567	(2,482)
Federal Unemployment Tax	8,458	7,486	972
NYS Unemployment	43,665	36,471	7,194
Workers Compensation	506,275	462,647	43,628
401 (K) Plan Match	163,078	181,512	(18,434)
Health & Dental Insurance	2,462,475	2,339,006	123,469
Employee Benefits Deductions	(289,040)	(277,962)	(11,078)
Disability/Life Insurance	135,481	119,692	15,789
Total	3,593,477	3,434,419	159,058
Total Salaries and Benefits	\$ 11,399,184	\$ 11,057,749	\$ 341,435

Albany International Airport 2019 AvPort's Performance Measurements For the twelve months ended December 31

Airfield Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Number of vehicle accidents on Airfield over \$1,000	1	1	0	0	0
Airport remained open for all airline operations	100%	100%	100%	100%	100%
Electrical work-orders	727	868	1026	700	722
SPEDES permit sanctions	0	0	0	0	0
Gallons of deicing aircraft storm water fluid collected	13,606,000	18,499,000	17,013,812	25,000,000	16,330,000
water removed (the higher the better)	2.9%	3.3%	4.4%	3.5%	3.6%
Employees with CDL licenses	34	33	33	40	30
Runway incidents	0	0	0	0	1
Notices to Airmen (NOTAMs) for airfield lighting	66	28	37	0	119
Occupational Safety and Health Administration (OSHA) reportable incidents	2	2	2	0	1
Liquid potassium acetate used on runways (avg gallons per snow ice event)	785	2,418	2,419	4,000	2,960
Airfield electric usage (KWH)	636,751	659,988	678,226	675,000	723,662
Overtime/Personnel Services (%)	11.3%	14.0%	13.2%	10.6%	13.8%

Terminal Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
HVAC Equipment in operation	100.0%	100.0%	100.0%	100.0%	100.0%
Work Orders	3,586	3,548	4,228	4,000	3,556
Survey: cleanliness of the terminal	N/A	N/A	N/A	80%	N/A
Average # of days a work order remains open	2.5	2.5	2.5	2.5	2.7
Plumbing Equipment in operation	100%	100%	100%	100%	100%
Terminal Maintenance direct cost per square foot	\$18.38	\$17.77	\$20.34	\$19.43	\$19.81
Terminal electrical usage (KWH): 79 Building	1,547,262	1,337,120	1,412,191	1,400,000	1,247,866
Terminal electrical usage (KWH): 98 Building	7,339,716	7,041,849	6,945,277	7,000,000	6,852,472
Overtime/Personnel Services (%)	6.9%	7.6%	8.4%	6.2%	8.4%

Loading Bridge Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Direct Cost per Loading Bridge	\$20,933	\$23,787	\$26,868	\$23,958	\$20,757
Airline Employees trained	2	13	35	10	54
Over-the-Wing (OTW) Loading Bridge total operations (no longer in use as of September)	4,278	4,249	4,031	4,200	1,788
Loading Bridge electrical usage (KWH) (6.1% of 98 building gets allocated)	635,970	635,970	601,792	600,000	593,751
OTW Loading Bridge Maintenance calls (new measurement for 2009)	93	80	93	10	47
OTW Loading Bridge out of service (new measurement for 2009)	19.5%	30.2%	32.3%	0.0%	36.4%
Number of leased loading bridges	14	13	13	13	15
Overtime/Personnel Services (%)	16.8%	16.1%	15.4%	11.2%	19.7%

Parking Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Express parking transactions	327,771	345,998	336,899	350,000	317,144
Cashier parking transactions*	322,647	292,572	301,127	300,000	325,523
Cashier parking transaction errors	110	67	53	50	53
Shuttle Bus Survey (new measurement for 2008)	N/A	N/A	80%	85%	N/A
Customer/Vehicle Contact	0	0	0	0	0
OSHA recordable accidents	6	2	2	0	3
Parking electrical usage (KWH)	348,356	348,356	351,034	345,000	334,184
Parking Garage electrical usage (KWH) (23.5% of 98 building gets allocated)	2,450,047	2,450,047	2,318,381	2,500,000	2,287,402
YTD Loss/Gain	-\$1,080	-\$636	\$165	\$0	-\$493
Overtime/Personnel Services (%)	18.0%	14.8%	16.2%	11.6%	18.5%

* No cashiers as of December 2019

N/A for Sept/
Oct/ Nov/Dec

Landside Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Number of tenants	53	56	55	56	60
Landside building rental (Sq ft) *	327,108	329,478	428,094	429,165	404,178
Landside land rental (acres)*	34	36	36	36	35
Tenant complaints	0	0	0	0	0

*Includes rented space/land only

ARFF Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Annual Dispatch Calls	536	658	643	650	645
Tour conducted by ARFF	34	21	41	35	28
AED classes conducted	27	22	4	15	7
Fire Extinguishers inspected/serviced	5,711	5,970	5,920	5,800	5,608
NYS Fire Fighter training (training hours)	504	504	504	504	504
OSHA required fire training (training hours)	156	156	156	156	156
NYS EMT training (training hours)	480	480	480	480	480
FAA ARFF training (training hours)	516	516	516	516	516
Building code inspections	52	45	31	20	14
Overtime/Personnel Services (%)	16.2%	18.6%	15.2%	11.4%	18.4%

Operations Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Work Orders (Facility) Building Maintenance calls	3,698	3,644	4,236	3,500	3,486
Work Orders (139) aeronautical areas	729	999	1,030	1,000	829
Notice to airmen (NOTAMS)	978	1,471	2,488	1,500	2,438
Bird Strikes	48	71	28	15	16
Property Damage Reports	147	176	190	140	212
Bodily Injury Reports	248	246	227	200	222
FAA 139 Inspections discrepancies	18	9	7	5	17
Operations' employee accidents	0	0	0	0	0
Operations' property accidents	2	0	1	0	0
Overtime/Personnel Services (%)	13.1%	11.0%	12.3%	8.0%	16.6%

Security Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Security Trainees	686	697	797	700	836
Driver Trainees	408	422	501	400	62
Finger Printing	763	743	934	750	1,066
Badges Issued	166	186	260	200	375
Revalidations*	656	681	854	900	5,872
Escort Required Badges Issued	2,840	2,137	3,490	2,500	4,911
Business Center Security Passes	169	64	199	100	311
Curbside Accidents	0	0	0	0	0
Curbside Security - Overtime/Personnel Services (%)	8.6%	5.4%	5.2%	2.7%	5.9%

*Revalidations of badges are performed every other year

Vehicle Maintenance Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Heavy Equipment (Units)	47	47	45	45	45
Light Vehicles (Units)	34	34	35	36	38
Light Equipment (Units)	233	233	230	230	225
Average age of ARFF Fleet (yrs)	9	8	9	9	8
Average age of Shuttle Buses (yrs)	4	3	4	5	5
Average age of Fuel Trucks (yrs)	12	14	15	16	16
Average age of other large vehicles	17	16	17	18	17
Average age of Pick-ups	15	10	11	8	7
Shuttle Bus (Not less than 6 operational)	7	7	7	8	6
Fuel Truck (Not less than 7 operational)	7	7	7	7	11
Technicians trained	0	24	16	2	24
Overtime/Personnel Services (%)	9.7%	10.2%	9.0%	8.5%	12.3%

AvPort's Administration Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
AvPort's total full time employment equivalents	154.3	159.5	153.8	173.0	153.0
Total AvPort's overtime	12.4%	12.4%	12.2%	9.2%	13.9%
Budgetary needs met	Yes	Yes	Yes	Yes	Yes
Saving/revenue producing ideas	0	0	0	0	0
Total AvPorts Property Damage Reports	16	23	4	1	17
Administration Overtime/Personnel Services (%)	0.0%	0.0%	0.0%	0.0%	0.0%
Employee turnover	15.9%	12.9%	15.4%	13.0%	15.1%

**** UNAUDITED - FOR INTERNAL REVIEW****

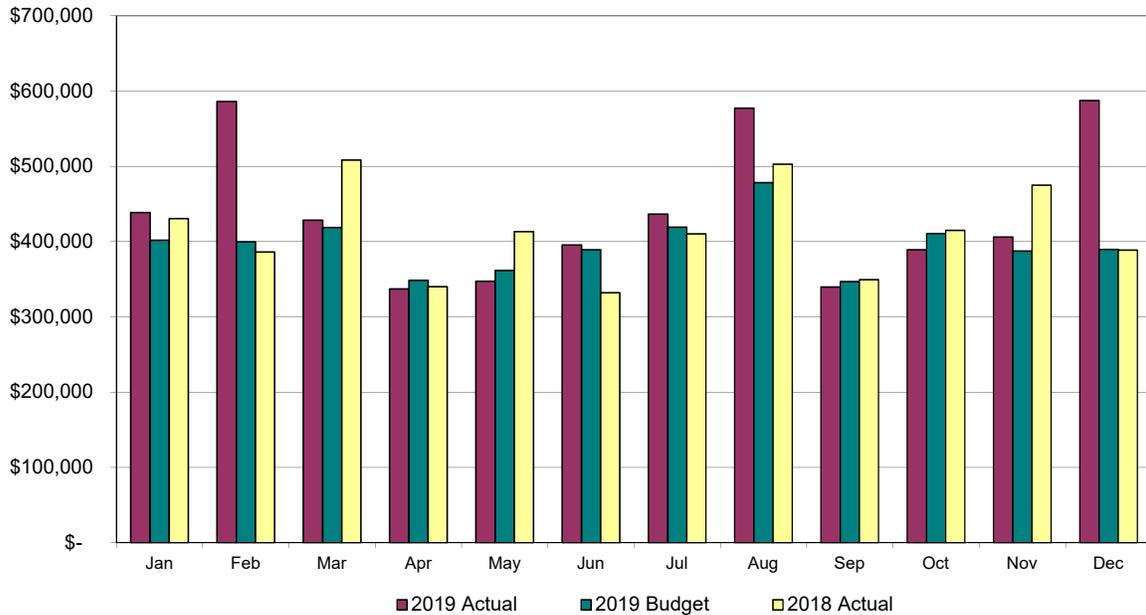


Million Air FBO Operations

Albany County Airport Authority
FBO Operations Summary
For the twelve months ended December 31, 2019

	Commercial Fueling (60)		GA & Facilities (61)		Administration (69)		TOTAL		
	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Variance
REVENUES									
Retail Fuel									
Jet A Fuel Sales	\$ -	\$ -	\$ 5,782,543	\$ 5,622,733	\$ -	\$ -	\$ 5,782,543	\$ 5,622,733	\$ (159,810)
AvGas Fuel Sales	-	-	274,825	324,539	-	-	274,825	324,539	49,714
Commercial AvGas Fuel Sales	256,631	135,402	-	-	-	-	256,631	135,402	(121,229)
Auto & Diesel Fuel Sales	330,581	317,701	-	-	-	-	330,581	317,701	(12,880)
Retail Fuel Sales	587,212	453,103	6,057,368	5,947,272	-	-	6,644,580	6,400,375	(244,205)
Into Plane Fees	666,474	690,015	-	-	-	-	666,474	690,015	23,541
Fuel Farm Fees	626,337	650,582	-	-	-	-	626,337	650,582	24,245
General Aviation Landing Fees	-	-	276,222	286,611	-	-	276,222	286,611	10,389
Aircraft Parking Fees	-	-	206,657	200,046	-	-	206,657	200,046	(6,611)
Deicing Services	1,337,540	1,668,642	40,600	95,077	-	-	1,378,140	1,763,719	385,579
FBO Properties	-	-	387,384	351,648	-	-	387,384	351,648	(35,736)
FBO Services	-	-	60,578	83,896	-	-	60,578	83,896	23,318
TOTAL REVENUES	\$ 3,217,563	\$ 3,462,342	\$ 7,028,809	\$ 6,964,550	\$ -	\$ -	\$ 10,246,372	\$ 10,426,892	\$ 180,520
COST OF SALES ()									
Fuel Costs - Jet A	-	-	3,383,148	3,164,808	-	-	3,383,148	3,164,808	(218,340)
Fuel Volume Discounts - Jet	-	-	350,000	385,039	-	-	350,000	385,039	35,039
Fuel Costs - AvGas	-	-	208,635	254,103	-	-	208,635	254,103	45,468
Fuel Volume Discounts - AvGas	-	-	4,000	4,392	-	-	4,000	4,392	392
Fuel Costs - Commercial AvGas	233,069	120,194	-	-	-	-	233,069	120,194	(112,875)
Fuel Costs - Auto & Diesel	278,000	242,196	-	-	-	-	278,000	242,196	(35,804)
Fuel Costs	511,069	362,390	3,945,783	3,808,342	-	-	4,456,852	4,170,732	(286,120)
Deicing Costs - Type I & IV	1,032,393	984,723	-	-	-	-	1,032,393	984,723	(47,670)
Catering, Oil & Other	-	-	5,000	2,671	-	-	5,000	2,671	(2,329)
Total Cost of Sales	1,543,462	1,347,113	3,950,783	3,811,013	-	-	5,494,245	5,158,126	(336,119)
Net Operating	\$ 1,674,101	\$ 2,115,229	\$ 3,078,026	\$ 3,153,537	\$ -	\$ -	\$ 4,752,127	\$ 5,268,766	\$ 516,639
EXPENSES ()									
Personal Services									
Salaries	\$ 454,736	\$ 386,432	\$ 604,344	\$ 647,331	\$ 214,861	\$ 213,864	\$ 1,273,941	\$ 1,247,627	\$ 26,314
Overtime	54,568	56,704	120,709	202,015	-	-	175,277	258,719	(83,442)
Total Personal Services	509,304	443,136	725,053	849,346	214,861	213,864	1,449,218	1,506,346	(57,128)
Employee Benefits	165,810	146,146	322,777	332,602	89,513	74,396	578,100	553,144	24,956
Utilities & Communications	21,064	17,641	70,740	60,569	1,350	861	93,154	79,071	14,083
Purchased Services	74,663	66,682	122,996	124,936	327,868	306,178	525,527	497,796	27,731
Materials & Supplies									
Buildings	12,700	6,960	69,721	72,587	-	-	82,421	79,547	2,874
Grounds	20,000	22,900	3,100	1,811	-	-	23,100	24,711	(1,611)
Vehicles	215,500	277,224	76,500	77,613	-	-	292,000	354,837	(62,837)
Total Materials & Supplies	248,200	307,084	149,321	152,011	-	-	397,521	459,095	(61,574)
Office & Administration	-	-	171,500	159,445	50,752	37,096	222,252	196,541	25,711
Non-Capital Equipment	-	-	-	-	-	-	-	-	-
TOTAL EXPENSES	1,019,041	980,689	1,562,387	1,678,909	684,344	632,395	3,265,772	3,291,993	(26,221)
FBO Net Direct Cost	\$ 655,060	\$ 1,134,540	\$ 1,515,639	\$ 1,474,628	\$ (684,344)	\$ (632,395)	\$ 1,486,355	\$ 1,976,773	\$ 490,418
Allocation of Indirect Cost Centers									
ARFF	64,337	62,159	64,337	62,159	-	-	128,674	124,318	4,356
Operations	50,299	53,561	50,299	53,561	-	-	100,599	107,122	(6,524)
Security	31,522	31,007	31,522	31,007	-	-	63,043	62,015	1,029
Vehicles & Equipment	75,267	72,041	45,160	43,224	-	-	120,427	115,265	5,162
Airport Mgmt Administration	29,373	26,957	33,645	41,910	-	-	63,018	68,866	(5,849)
FBO Administration	318,974	247,541	365,370	384,854	(684,344)	(632,395)	-	-	-
ACAA Administration	212,344	167,802	243,230	260,883	-	-	455,574	428,685	26,889
Total Allocation	782,116	661,068	833,563	877,599	(684,344)	(632,395)	931,335	906,272	25,063
FBO Net Results	\$ (127,056)	\$ 473,472	\$ 682,076	\$ 597,029	\$ -	\$ -	\$ 555,020	\$ 1,070,501	\$ 515,481

Albany International Airport FBO Net Revenue Before Operating and Maintenance Expenses For the twelve months ended December 31

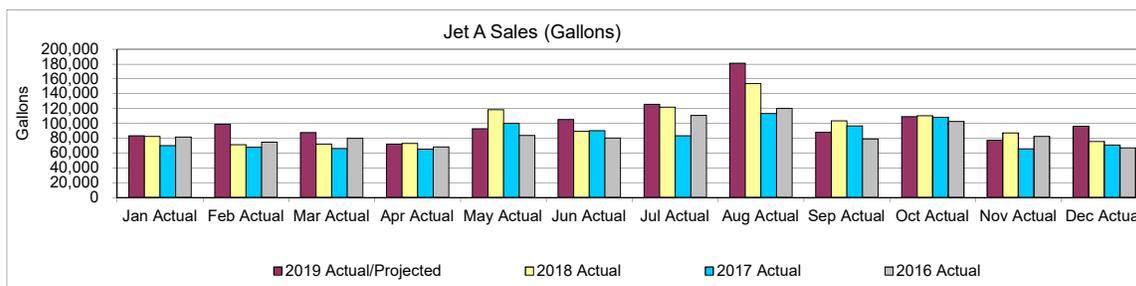


YTD Revenues	2019 Actual			2019 Budget			2018 Actual		
	Gross Revenues	Cost of Sales	Net Revenue	Gross Revenues	Cost of Sales	Net Revenue	Gross Revenues	Cost of Sales	Net Revenue
Jet A Fuel Sales	\$ 5,622,733	\$ 3,164,808	\$ 2,457,925	\$ 5,782,543	\$ 3,383,148	\$ 2,399,395	\$ 5,521,148	\$ 3,178,014	\$ 2,343,134
Fuel Volume Discounts-Jet A		385,039	(385,039)		350,000	(350,000)		366,301	(366,301)
AVGas Fuel Sales-Commercial	135,402	120,194	15,208	256,631	233,069	23,562	382,653	346,682	35,971
AVGas Fuel Sales	324,539	254,103	70,436	274,825	208,635	66,190	264,845	204,140	60,705
Fuel Volume Discounts-AVGas		4,392	(4,392)		4,000	(4,000)		3,490	(3,490)
Auto & Diesel Fuel Sales	317,701	242,196	75,505	330,581	278,001	52,580	328,293	253,862	74,431
Into-Plane Fees	690,015		690,015	666,474		666,474	673,620		673,620
Fuel Farm Fees	650,582		650,582	626,337		626,337	629,825		629,825
Landing Fees	286,611		286,611	276,222		276,222	268,498		268,498
Parking Fees	200,046		200,046	206,657		206,657	195,737		195,737
Deicing	1,763,719	984,722	778,997	1,378,140	1,032,393	345,747	1,743,337	1,121,551	621,786
Pro Services	351,648		351,648	387,384		387,384	358,585		358,585
FBO Services (Catering, etc)	83,895	2,671	81,224	60,578	5,000	55,578	60,811	2,189	58,622
Total	\$ 10,426,891	\$ 5,158,125	\$ 5,268,766	\$ 10,246,372	\$ 5,494,246	\$ 4,752,126	\$ 10,427,352	\$ 5,476,229	\$ 4,951,123

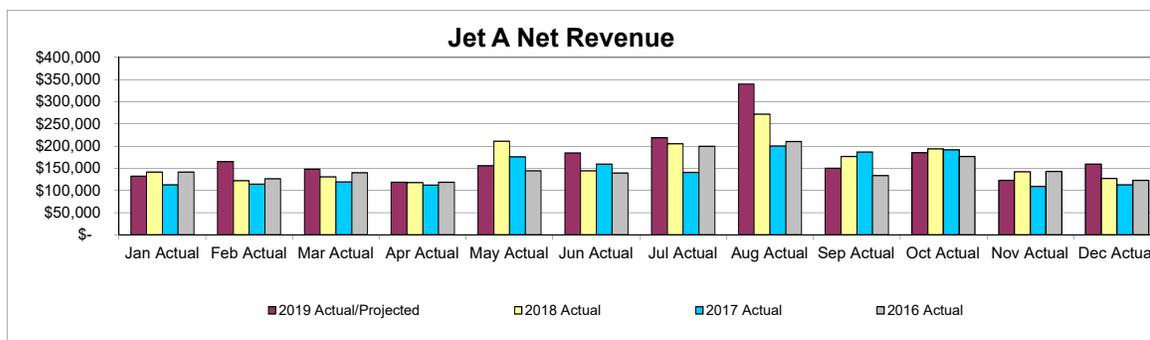
	2019 Actual			2019 Budget			2018 Actual		
	Gross Revenues	Cost of Sales	Net Revenue	Gross Revenues	Cost of Sales	Net Revenue	Gross Revenues	Cost of Sales	Net Revenue
January	\$ 930,877	\$ 492,248	\$ 438,629	\$ 968,749	\$ 566,759	\$ 401,990	\$ 981,904	\$ 551,280	\$ 430,624
February	1,207,502	621,512	585,990	973,400	573,590	399,810	838,732	452,647	386,085
March	852,990	424,464	428,526	880,075	461,376	418,699	1,060,934	552,644	508,290
April	642,494	305,445	337,049	715,370	366,690	348,680	682,197	342,099	340,098
May	664,298	316,871	347,427	722,868	361,190	361,678	843,555	430,353	413,202
June	729,804	334,297	395,507	801,318	412,050	389,268	673,250	341,233	332,017
July	852,228	415,774	436,454	863,799	444,701	419,098	859,036	448,941	410,095
August	1,148,278	571,146	577,132	980,582	502,274	478,308	1,057,757	555,130	502,627
September	634,827	295,184	339,643	693,298	346,517	346,781	738,734	389,209	349,525
October	751,308	362,200	389,108	864,159	453,603	410,556	857,474	442,605	414,869
November	841,821	435,826	405,995	833,239	445,685	387,554	1,054,884	579,770	475,114
December	1,170,464	583,158	587,306	949,515	559,811	389,704	778,895	390,318	388,577
Total	\$ 10,426,891	\$ 5,158,125	\$ 5,268,766	\$ 10,246,372	\$ 5,494,246	\$ 4,752,126	\$ 10,427,352	\$ 5,476,229	\$ 4,951,123

YTD \$ 10,426,891 \$ 5,158,125 \$ 5,268,766 \$ 10,246,372 \$ 5,494,246 \$ 4,752,126 \$ 10,427,352 \$ 5,476,229 \$ 4,951,123

Albany International Airport FBO Jet A Fuel Sales For the twelve months ended December 31

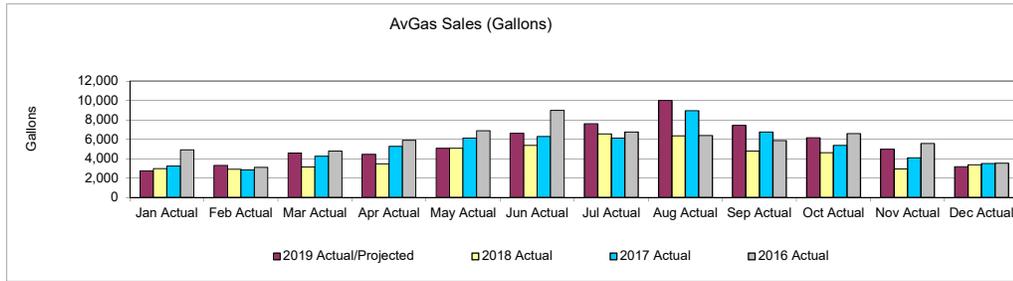


Jet A Gallons		2019	2019 Budget	# Variance	% Variance	2018	2019 vs 2018	2017	2016
January	(Actual)	83,336	87,543	(4,207)	-4.8%	82,592	0.9%	70,070	81,710
February	(Actual)	98,665	83,002	15,663	18.9%	71,125	38.7%	67,820	74,536
March	(Actual)	87,742	81,932	5,810	7.1%	72,099	21.7%	66,129	79,951
April	(Actual)	72,253	88,173	(15,920)	-18.1%	72,863	-0.8%	65,069	68,402
May	(Actual)	92,728	97,342	(4,614)	-4.7%	118,650	-21.8%	99,920	83,850
June	(Actual)	105,222	114,968	(9,746)	-8.5%	89,409	17.7%	89,950	80,224
July	(Actual)	125,728	124,465	1,263	1.0%	122,091	3.0%	83,365	110,860
August	(Actual)	180,994	141,198	39,796	28.2%	153,689	17.8%	113,131	120,313
September	(Actual)	88,182	93,791	(5,609)	-6.0%	103,321	-14.7%	96,413	79,169
October	(Actual)	108,828	115,440	(6,612)	-5.7%	110,506	-1.5%	107,989	102,474
November	(Actual)	77,083	86,762	(9,679)	-11.2%	86,915	-11.3%	65,483	82,517
December	(ACTUAL)	96,319	85,081	11,238	13.2%	75,434	27.7%	70,963	67,060
Total		1,217,080	1,199,698	17,382	1.4%	1,158,694	5.0%	996,302	1,031,066
YTD Gallons		1,217,080	1,199,698	17,382	1.4%	1,158,694	5.0%	996,302	1,031,066

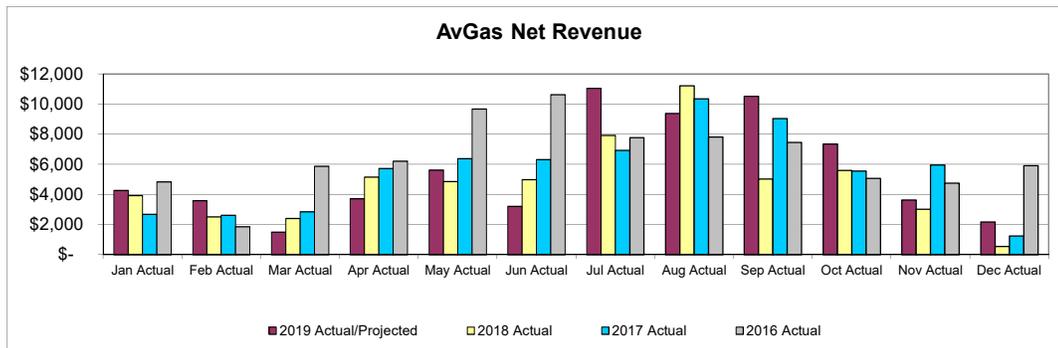


Jet A Net Revenue		2019	2019 Budget	# Variance	% Variance	2018	2019 vs 2018	2017	2016
January	(Actual)	\$ 131,406	\$ 149,546	\$ (18,140)	-12.1%	\$ 141,143	-6.9%	\$ 112,128	\$ 140,607
February	(Actual)	164,266	141,788	22,478	15.9%	121,451	35.3%	113,822	125,545
March	(Actual)	147,453	139,961	7,492	5.4%	130,403	13.1%	118,397	139,416
April	(Actual)	117,685	150,623	(32,938)	-21.9%	117,160	0.4%	111,173	117,903
May	(Actual)	155,129	166,285	(11,156)	-6.7%	210,246	-26.2%	175,376	143,880
June	(Actual)	183,921	196,396	(12,475)	-6.4%	143,769	27.9%	158,488	138,577
July	(Actual)	218,301	212,619	5,682	2.7%	204,549	6.7%	140,062	199,181
August	(Actual)	339,586	241,203	98,383	40.8%	271,633	25.0%	199,745	210,063
September	(Actual)	149,149	160,220	(11,071)	-6.9%	175,786	-15.2%	186,356	132,912
October	(Actual)	184,894	197,201	(12,307)	-6.2%	192,929	-4.2%	191,217	176,189
November	(Actual)	122,445	148,213	(25,768)	-17.4%	141,572	-13.5%	108,259	142,396
December	(ACTUAL)	158,651	145,341	13,310	9.2%	126,192	25.7%	111,976	121,863
Total		\$ 2,072,886	\$ 2,049,396	\$ 23,490	1.1%	\$ 1,976,833	4.9%	\$ 1,726,999	\$ 1,788,532
YTD Net Revenues		\$ 2,072,886	\$ 2,049,396	\$ 23,490	1.1%	\$ 1,976,833	4.9%	\$ 1,726,999	\$ 1,788,532

Albany International Airport FBO Av Gas Retail Sales For the twelve months ended December 31

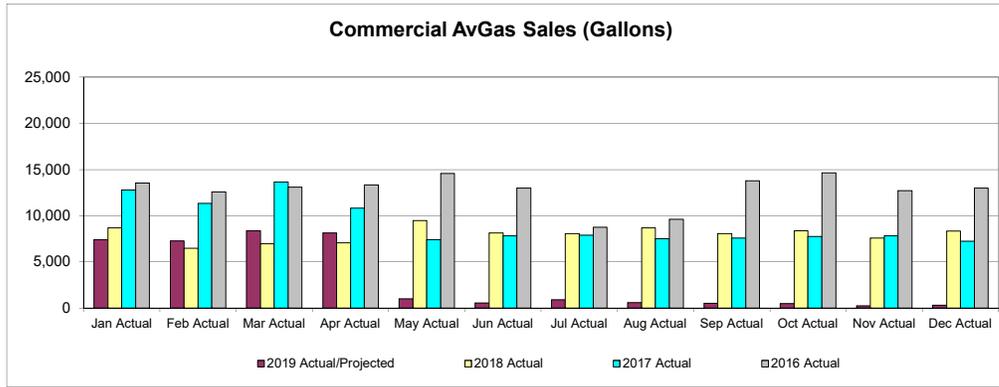


AvGas Gallons		2019	2019	#	%	2018	2019 vs	2017	2016
		(Actual)	Budget	Variance	Variance		2018		
January	(Actual)	2,738	3,016	(278)	-9.2%	2,978	-8.1%	3,248	4,915
February	(Actual)	3,291	2,706	585	21.6%	2,914	12.9%	2,836	3,087
March	(Actual)	4,578	3,250	1,328	40.9%	3,134	46.1%	4,236	4,773
April	(Actual)	4,431	4,482	(51)	-1.1%	3,471	27.7%	5,261	5,879
May	(Actual)	5,054	5,266	(212)	-4.0%	5,062	-0.2%	6,101	6,884
June	(Actual)	6,600	5,539	1,061	19.1%	5,378	22.7%	6,292	8,954
July	(Actual)	7,604	5,627	1,977	35.1%	6,547	16.1%	6,118	6,733
August	(Actual)	9,989	6,128	3,861	63.0%	6,341	57.5%	8,939	6,380
September	(Actual)	7,418	5,517	1,901	34.5%	4,772	55.4%	6,751	5,863
October	(Actual)	6,149	4,571	1,578	34.5%	4,616	33.2%	5,359	6,588
November	(Actual)	4,979	3,805	1,174	30.8%	2,952	68.7%	4,090	5,563
December	(ACTUAL)	3,162	3,044	118	3.9%	3,369	-6.1%	3,479	3,537
Total		65,993	52,953	13,040	24.6%	51,534	28.1%	62,710	69,156
YTD Gallons		65,993	52,953	13,040	24.6%	51,534	28.1%	62,710	69,156

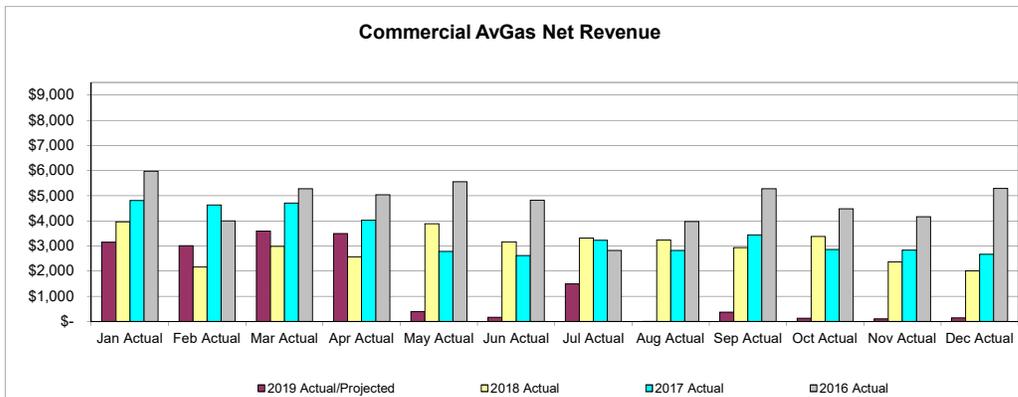


AvGas Net Revenue		2019	2019	#	%	2018	2019 vs	2017	2016
		(Actual)	Budget	Variance	Variance		2018		
January	(Actual)	\$ 4,275	\$ 3,542	\$ 733	20.7%	\$ 3,940	8.5%	\$ 2,687	\$ 4,839
February	(Actual)	3,582	3,178	404	12.7%	2,516	42.4%	2,618	1,857
March	(Actual)	1,504	3,817	(2,313)	-60.6%	2,405	-37.5%	2,843	5,885
April	(Actual)	3,722	5,264	(1,542)	-29.3%	5,159	-27.9%	5,721	6,205
May	(Actual)	5,614	6,185	(571)	-9.2%	4,869	15.3%	6,373	9,675
June	(Actual)	3,212	6,506	(3,294)	-50.6%	4,982	-35.5%	6,322	10,632
July	(Actual)	11,052	6,609	4,443	67.2%	7,935	39.3%	6,925	7,786
August	(Actual)	9,384	7,197	2,187	30.4%	11,213	-16.3%	10,360	7,815
September	(Actual)	10,531	6,480	4,051	62.5%	5,023	109.7%	9,049	7,463
October	(Actual)	7,358	5,368	1,990	37.1%	5,591	31.6%	5,560	5,076
November	(Actual)	3,634	4,469	(835)	-18.7%	3,028	20.0%	5,967	4,755
December	(ACTUAL)	2,176	3,576	(1,400)	-39.1%	554	292.8%	1,237	5,917
Total		\$ 66,044	\$ 62,191	\$ 3,853	6.2%	\$ 57,215	15.4%	\$ 65,662	\$ 77,905
YTD Net Revenues		\$ 66,044	\$ 62,191	\$ 3,853	6.2%	\$ 57,215	15.4%	\$ 65,662	\$ 77,905

Albany International Airport Commercial Av Gas Retail Sales For the twelve months ended December 31

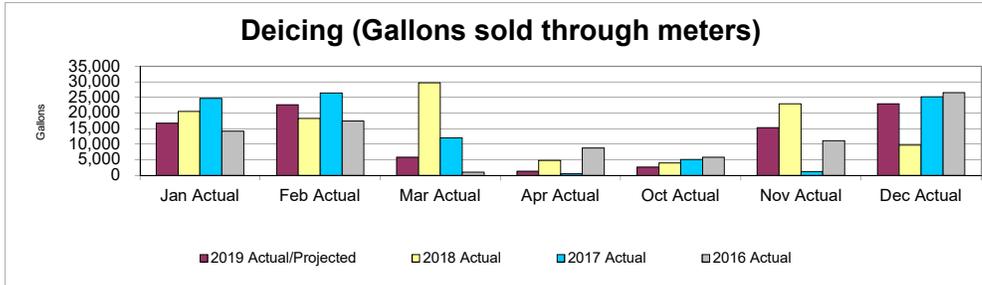


Commercial AvGas Gallons		2019	2019 Budget	# Variance	% Variance	2018	2019 vs 2018	2017	2016
January	(Actual)	7,400	5,765	1,635	28.4%	8,683	-14.8%	12,793	13,548
February	(Actual)	7,277	4,294	2,983	69.5%	6,467	12.5%	11,347	12,560
March	(Actual)	8,377	4,632	3,745	80.8%	6,977	20.1%	13,639	13,080
April	(Actual)	8,127	4,698	3,429	73.0%	7,076	14.9%	10,817	13,340
May	(Actual)	1,012	6,281	(5,269)	-83.9%	9,460	-89.3%	7,402	14,577
June	(Actual)	562	5,399	(4,837)	-89.6%	8,132	-93.1%	7,834	13,001
July	(Actual)	884	5,358	(4,474)	-83.5%	8,070	-89.0%	7,875	8,754
August	(Actual)	590	5,769	(5,179)	-89.8%	8,689	-93.2%	7,506	9,604
September	(Actual)	521	5,354	(4,833)	-90.3%	8,064	-93.5%	7,594	13,774
October	(Actual)	480	5,555	(5,075)	-91.4%	8,366	-94.3%	7,743	14,650
November	(Actual)	250	5,026	(4,776)	-95.0%	7,569	-96.7%	7,820	12,715
December	(ACTUAL)	300	5,548	(5,248)	-94.6%	8,356	-96.4%	7,223	12,983
Total		35,780	63,680	(27,900)	-43.8%	95,909	-62.7%	109,593	152,586
YTD Gallons		35,780	63,680	(27,900)	-43.8%	95,909	-62.7%	109,593	152,586

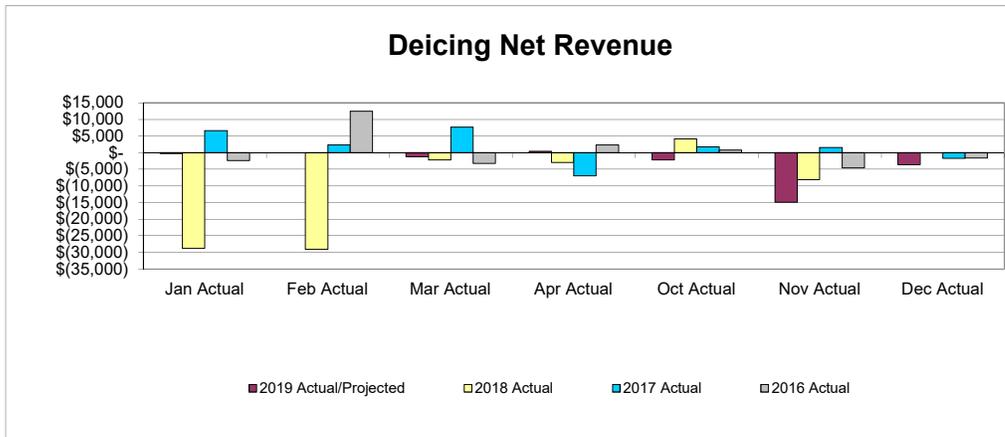


Commercial AvGas Net Revenue		2019	2019 Budget	# Variance	% Variance	2018	2019 vs 2018	2017	2016
January	(Actual)	\$ 3,154	\$ 2,133	\$ 1,021	47.9%	\$ 3,965	-20.5%	\$ 4,805	\$ 5,974
February	(Actual)	3,005	1,589	1,416	89.1%	2,165	38.8%	4,625	4,003
March	(Actual)	3,593	1,714	1,879	109.6%	2,981	20.5%	4,706	5,277
April	(Actual)	3,497	1,738	1,759	101.2%	2,564	36.4%	4,016	5,040
May	(Actual)	393	2,324	(1,931)	-83.1%	3,889	-89.9%	2,780	5,548
June	(Actual)	161	1,998	(1,837)	-91.9%	3,168	-94.9%	2,619	4,822
July	(Actual)	1,497	1,983	(486)	-24.5%	3,315	-54.8%	3,229	2,817
August	(Actual)	(824)	2,135	(2,959)	-138.6%	3,242	-125.4%	2,825	3,970
September	(Actual)	360	1,981	(1,621)	-81.8%	2,933	-87.7%	3,443	5,271
October	(Actual)	128	2,055	(1,927)	-93.8%	3,372	-96.2%	2,860	4,476
November	(Actual)	106	1,859	(1,753)	-94.3%	2,369	-95.5%	2,831	4,165
December	(ACTUAL)	138	2,053	(1,915)	-93.3%	2,008	-93.1%	2,668	5,293
Total		\$ 15,208	\$ 23,562	\$ (8,354)	-35.5%	\$ 35,971	-57.7%	\$ 41,407	\$ 56,656
YTD Net Revenues		\$ 15,208	\$ 23,562	\$ (8,354)	-35.5%	\$ 35,971	-57.7%	\$ 41,407	\$ 56,656

**Albany International Airport
FBO Deicing Sales Consortium
For the twelve months ended December 31**

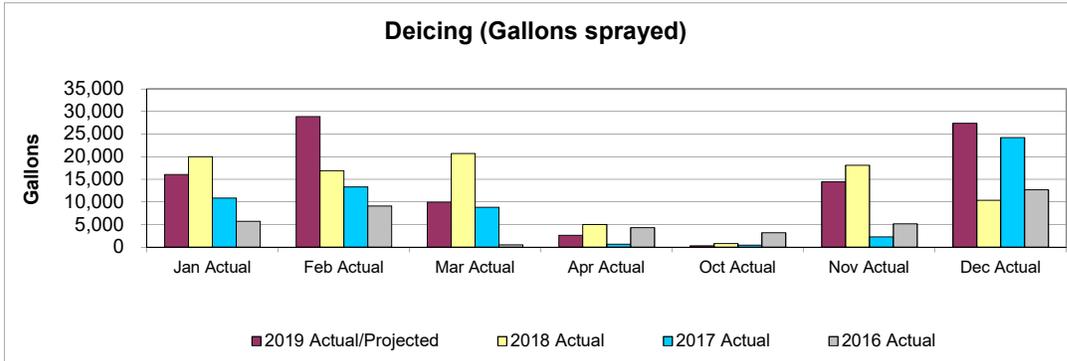


Deicing gallons sold through meters		2019	2019	#	%	2019	2019 vs	2017	2016
		2019	Budget	Variance	Variance	2018	2018	2017	2016
January	(Actual)	16,742	20,776	(4,034)	-19.4%	20,525	-18.4%	24,685	14,145
February	(Actual)	22,642	25,024	(2,382)	-9.5%	18,289	23.8%	26,437	17,437
March	(Actual)	5,746	13,494	(7,748)	-57.4%	29,689	-80.6%	11,991	981
April	(Actual)	1,282	3,259	(1,977)	-60.7%	4,758	-73.1%	530	8,786
October	(Actual)	2,650	4,088	(1,438)	-35.2%	3,917	-32.3%	5,049	5,767
November	(Actual)	15,318	10,747	4,571	42.5%	22,905	-33.1%	1,184	11,114
December	(ACTUAL)	22,969	19,613	3,356	17.1%	9,627	138.6%	25,203	26,507
Total		87,349	97,000	(9,651)	-9.9%	109,710	-20.4%	95,079	84,737
YTD Gallons		87,349	97,000	(9,651)	-9.9%	109,710	-20.4%	95,079	84,737

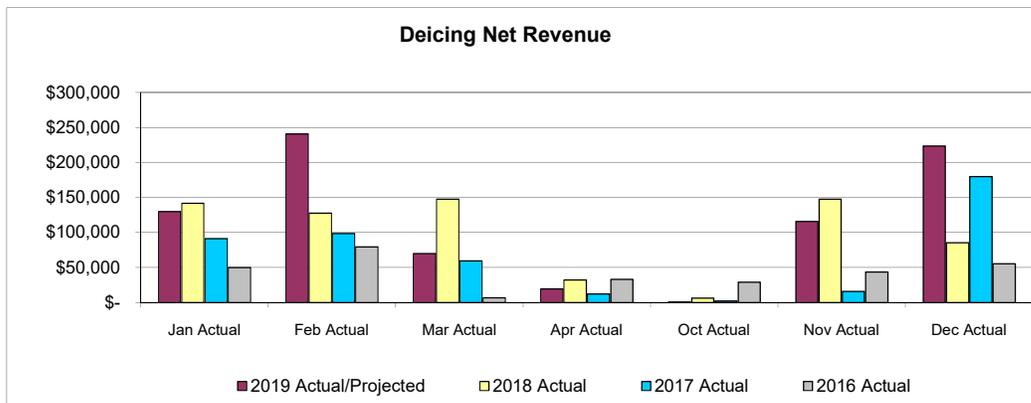


Deicing gallons sold through meters Net Revenue		2019	2019	#	%	2019	2019 vs	2017	2016
		2019	Budget	Variance	Variance	2018	2018	2017	2016
January	(Actual)	\$ (276)	0	-276	100.0%	\$ (28,775)	-99.0%	\$ 6,670	(2,395)
February	(Actual)	0	0	0	0.0%	(29,046)	-100.0%	2,322	12,514
March	(Actual)	(1,247)	0	-1,247	0.0%	(2,171)	-42.6%	7,706	(3,199)
April	(Actual)	378	0	378	0.0%	(2,912)	0.0%	(6,980)	2,292
October	(Actual)	(2,156)	0	-2,156	0.0%	4,102	-152.6%	1,749	778
November	(Actual)	(14,869)	0	-14,869	0.0%	(8,081)	84.0%	1,574	(4,603)
December	(ACTUAL)	(3,612)	0	-3,612	0.0%	0	0.0%	(1,730)	(1,648)
Total		(\$21,782)	0	(\$21,782)	100.0%	(\$66,883)	-67.4%	\$ 11,311	\$ 3,739
YTD Net Revenues		\$ (21,782)	\$ -	\$ (21,782)	100.0%	\$ (66,883)	-67.4%	\$ 11,311	\$ 3,739

**Albany International Airport
FBO Deicing Sales Sprayed
For the twelve months ended December 31**

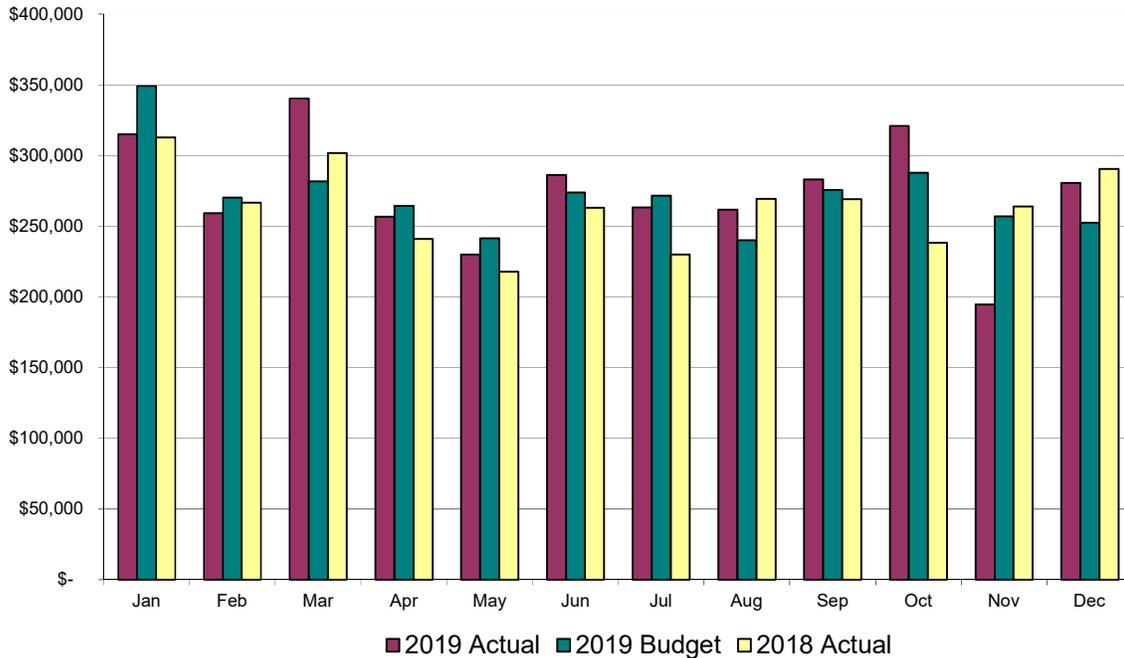


Deicing gallons sprayed		2019	2019 Budget	# Variance	% Variance	2018	2019 vs 2018	2017	2016
January	(Actual)	16,067	12,057	4,010	33.3%	19,977	-19.6%	10,812	5,729
February	(Actual)	28,817	13,908	14,909	107.2%	16,900	70.5%	13,293	9,105
March	(Actual)	9,901	8,511	1,390	16.3%	20,710	-52.2%	8,787	527
April	(Actual)	2,601	2,471	130	5.2%	5,008	-48.1%	675	4,310
October	(Actual)	321	1,563	(1,242)	-79.5%	764	-58.0%	431	3,198
November	(Actual)	14,408	6,356	8,052	126.7%	18,080	-20.3%	2,231	5,132
December	(ACTUAL)	27,340	14,634	12,706	86.8%	10,319	164.9%	24,198	12,645
Total		99,455	59,500	39,955	67.2%	91,758	8.4%	60,427	40,646
YTD Gallons		99,455	44,866	39,955	89.1%	91,758	8.4%	60,427	40,646



Deicing gallons sprayed Net Revenue		2019	# Variance	% Variance	2018	2019 vs 2018	2017	2016
January	(Actual)	\$ 129,840	\$ 60,455	87.1%	\$ 141,663	-8.3%	\$ 91,123	\$ 49,782
February	(Actual)	240,751	158,883	194.1%	127,744	88.5%	98,604	79,410
March	(Actual)	70,039	20,919	42.6%	147,445	-52.5%	59,441	6,732
April	(Actual)	19,740	5,858	42.2%	32,128	-38.6%	12,121	33,181
October	(Actual)	1,039	(9,288)	-89.9%	6,556	-84.2%	2,237	28,882
November	(Actual)	115,877	80,267	225.4%	147,769	-21.6%	16,093	43,735
December	(ACTUAL)	223,493	137,937	161.2%	85,365	161.8%	179,788	55,253
Total		800,779	455,032	131.6%	688,670	16.3%	459,407	296,975
YTD Net Revenues		\$ 800,779	\$ 455,032	131.6%	\$ 688,670	16.3%	\$ 459,407	\$ 296,975

Albany International Airport FBO Operating and Maintenance Expenses For the twelve months ended December 31



YTD Expenses	2019 Actual	2019 Budget	2018 Actual
Personal Services			
Salaries	\$ 1,247,627	\$ 1,273,941	\$ 1,205,192
Overtime	258,719	175,277	220,730
Total Personal Services	<u>1,506,346</u>	<u>1,449,218</u>	<u>1,425,922</u>
Employee Benefits	553,144	578,100	504,798
Utilities & Communications	79,072	93,154	87,400
Purchased Services	497,796	525,527	503,037
Material & Supplies			
Buildings	79,547	82,421	114,786
Grounds	24,712	23,100	24,507
Vehicles	354,837	292,000	279,120
Total Materials & Supplies	<u>459,096</u>	<u>397,521</u>	<u>418,413</u>
Administration	196,542	222,252	224,826
Non-Capital Equipment	-	-	-
Total Expenses	<u>\$ 3,291,994</u>	<u>\$ 3,265,772</u>	<u>\$ 3,164,397</u>

	2019 Actual	2019 Budget	2018 Actual
January	\$ 315,065	\$ 349,105	\$ 312,720
February	259,182	270,382	266,639
March	340,320	281,675	301,868
April	256,693	264,505	241,095
May	230,092	241,383	217,740
June	286,279	273,886	263,094
July	263,299	271,679	229,965
August	261,807	240,138	269,334
September	283,212	275,642	269,166
October	320,834	287,887	238,330
November	194,619	257,095	263,932
December	280,592	252,395	290,514
Total	<u>\$ 3,291,994</u>	<u>\$ 3,265,772</u>	<u>\$ 3,164,397</u>

YTD \$ 3,291,994 \$ 3,265,772 \$ 3,164,397

ALBANY COUNTY AIRPORT AUTHORITY
Detail of FBO/Million Air Departments
For the Twelve Months Ending Tuesday, December 31, 2019

	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
EXPENSES							
Personal Services							
11000 Salaries	\$1,273,941	\$122,494	\$121,921	\$573	\$1,273,941	\$1,247,627	\$26,314
12010 Overtime 1.5	175,277	14,037	32,935	(18,898)	175,277	258,719	(83,442)
Total Personal Services	1,449,218	136,531	154,856	(18,325)	1,449,218	1,506,346	(57,128)
Employee Benefits							
21000 Social Security	110,866	7,343	11,563	(4,219)	110,866	111,888	(1,022)
22000 Health Insurance	410,237	34,186	19,187	14,999	410,237	395,794	14,443
24000 Medical Exams	1,500	125	0	125	1,500	1,335	165
25000 Uniforms & Laundry	6,650	554	443	112	6,650	5,021	1,629
25005 Uniform Purchases	11,500	958	2,301	(1,342)	11,500	13,711	(2,211)
26010 Disability Insurance	3,470	289	0	289	3,470	1,470	2,001
26020 Unemployment Insurance	19,910	282	65	217	19,910	6,058	13,852
29001 Airport & FBO 401K	13,967	992	1,602	(611)	13,967	17,868	(3,901)
Total Employee Benefits	578,100	44,731	35,161	9,570	578,100	553,144	24,956
Utilities & Communications							
31000 Electric	53,000	2,846	3,512	(667)	53,000	44,422	8,578
33000 Natural Gas	33,000	2,873	3,101	(227)	33,000	25,961	7,039
35000 Water	1,400	0	0	0	1,400	1,966	(566)
36010 Telephone Charges-Local	550	46	0	46	550	296	254
36011 Tele Chg-Long Dist	650	54	0	54	650	286	364
36033 Wireless	2,414	201	0	201	2,414	2,202	212
36035 Radio Communications	400	0	0	0	400	397	3
36060 Cable Television	1,740	145	0	145	1,740	3,543	(1,803)
Total Utilities & Communications	93,154	6,165	6,613	(448)	93,154	79,072	14,082
PURCHASED SERVICES							
Insurance							
42010 Airport Liability Insurance	120,868	0	0	0	120,868	99,178	21,690
42041 Environmental Liability	7,642	0	0	0	7,642	0	7,642
42060 Property Insurance	52,017	0	0	0	52,017	54,690	(2,673)
42095 Insurance Claims	20,000	1,667	0	1,667	20,000	0	20,000
Total Insurance	200,527	1,667	0	1,667	200,527	153,869	46,659
Janitorial							
45010 Refuse Removal Services	3,000	250	220	30	3,000	2,643	357
Total Janitorial	3,000	250	220	30	3,000	2,643	357
Public Communications							
46010 Public Relations	42,000	3,500	3,500	0	42,000	55,613	(13,613)
Total Public Communications	42,000	3,500	3,500	0	42,000	55,613	(13,613)
Professional Services							
49020 Engineering Services	0	0	0	0	0	1,940	(1,940)
49040 Professional Management	280,000	16,838	25,808	(8,970)	280,000	283,732	(3,732)
Total Professional Services	280,000	16,838	25,808	(8,970)	280,000	285,672	(5,672)
Total Purchased Services	525,527	22,255	29,528	(7,274)	525,527	497,796	27,732

ALBANY COUNTY AIRPORT AUTHORITY
Detail of FBO/Million Air Departments
For the Twelve Months Ending Tuesday, December 31, 2019

	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
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MATERIALS & SUPPLIES

FBO

51101 Fuel Costs - Jet A	3,383,148	239,929	262,572	(22,644)	3,383,148	3,164,808	218,340
51102 Fuel Discounts - Jet A	350,000	24,822	30,286	(5,464)	350,000	385,039	(35,039)
51103 Fuel Costs - AvGas	208,635	11,995	12,521	(526)	208,635	254,103	(45,468)
51104 Fuel Discount - AvGas	4,000	230	245	(15)	4,000	4,392	(392)
51108 Fuel Costs - Comm AvGas	233,069	20,306	962	19,344	233,069	120,194	112,876
51105 Fuel Costs - Auto Gas	78,000	10,201	10,896	(695)	78,000	81,787	(3,787)
51107 Fuel Costs - Diesel	200,000	26,646	22,823	3,823	200,000	160,409	39,591
51110 Deicing Type I - Sprayed	344,414	82,246	72,061	10,185	344,414	321,997	22,417
51111 Deicing Type I - Consortium	505,500	100,461	115,510	(15,049)	505,500	472,556	32,944
51112 Deicing Type IV - Sprayed	44,759	13,089	29,131	(16,042)	44,759	86,244	(41,485)
51113 Deicing Type IV - Consortium	137,720	29,469	26,151	3,317	137,720	103,925	33,795
51120 Catering	1,000	83	0	83	1,000	117	883
51125 Oil	3,000	250	0	250	3,000	1,526	1,474
51126 TKS	1,000	83	0	83	1,000	1,028	(28)
Total FBO	5,494,246	559,810	583,158	(23,348)	5,494,246	5,158,125	336,121

Buildings

52010 Alarm & PA Systems	6,200	517	0	517	6,200	762	5,438
52031 Electrical Repairs & Supplies	10,000	833	5,633	(4,800)	10,000	14,128	(4,128)
52032 Elevator Repairs & Supplies	5,000	417	(887)	1,304	5,000	4,113	887
52033 HVAC	10,500	875	0	875	10,500	11,423	(923)
52034 Roof	5,500	458	0	458	5,500	1,853	3,648
52035 Plumbing Repairs & Supplies	3,500	292	0	292	3,500	5,433	(1,933)
52036 Automatic Door Repairs	4,000	333	0	333	4,000	1,456	2,544
52037 Pest Control	744	62	62	0	744	752	(8)
52060 Building Maintenance	27,000	2,250	560	1,690	27,000	24,671	2,329
52062 Janitorial Supplies	5,000	417	433	(16)	5,000	9,102	(4,102)
52063 Window Washing	4,477	373	689	(316)	4,477	5,855	(1,378)
52080 Sign Expense	500	42	0	42	500	0	500
Total Buildings	82,421	6,868	6,489	379	82,421	79,547	2,874

Grounds

53010 Landscaping	500	0	0	0	500	0	500
53030 Pavement Repairs	500	0	0	0	500	0	500
53040 Sign Expense	100	8	0	8	100	0	100
53070 Hazardous Waste Mgmt	10,000	833	0	833	10,000	0	10,000
53078 Liquid Waste Disposal	12,000	1,000	6,667	(5,667)	12,000	24,712	(12,712)
Total Grounds	23,100	1,842	6,667	(4,825)	23,100	24,712	(1,612)

Vehicles

54010 Gasoline	10,000	2,295	2,621	(326)	10,000	11,764	(1,764)
54011 Diesel Fuel	64,000	5,530	7,862	(2,332)	64,000	69,917	(5,917)
54013 Vehicle / Equipment Tires	10,500	875	0	875	10,500	9,677	823
54021 Vehicle Repair & Maintenance	1,500	125	0	125	1,500	2,204	(704)
54022 Vehicle Communication Equip	2,000	167	417	(251)	2,000	5,320	(3,320)
54030 General Equip Repair & Maint	57,500	4,792	5,582	(791)	57,500	109,360	(51,860)
54031 Quality Control Testing Equip	15,000	1,250	574	676	15,000	7,063	7,938
54040 Heavy Equipment Maint	125,000	4,582	7,653	(3,072)	125,000	133,346	(8,346)
54070 Vehicle Shop Tools & Supplies	6,500	542	314	227	6,500	6,186	314
Total Vehicles	292,000	20,157	25,024	(4,867)	292,000	354,837	(62,837)

ALBANY COUNTY AIRPORT AUTHORITY
 Detail of FBO/Million Air Departments
 For the Twelve Months Ending Tuesday, December 31, 2019

	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
Total Material & Supplies	5,891,767	588,677	621,338	(32,662)	5,891,767	5,617,221	274,546
Office							
55010 Office Equipment Rental	1,912	159	156	4	1,912	1,264	648
55012 Office Equipment Serv Agrmnt	600	200	0	200	600	360	240
55013 Office Equipment Repairs	100	8	0	8	100	0	100
55014 Computer System Supplies	6,250	521	0	521	6,250	0	6,250
55015 Hardware/Software Maint	8,390	699	295	404	8,390	6,009	2,381
55016 Computer Equipment	650	54	0	54	650	644	6
55020 Office Furniture & Fixtures	2,000	167	0	167	2,000	0	2,000
55030 Printed Forms / Letterhead	1,000	83	0	83	1,000	167	833
55032 Printing Outside Services	300	25	0	25	300	294	6
55041 Express Mail	250	21	0	21	250	0	250
55060 Office Supplies	5,000	417	649	(232)	5,000	5,239	(239)
55070 Payroll Services	18,000	1,828	1,810	18	18,000	18,945	(945)
Total Office	44,452	4,182	2,909	1,273	44,452	32,923	11,529
Administration							
66000 Dues & Subscriptions	17,300	0	0	0	17,300	15,052	2,248
66010 AvPorts/MA Training & Travel	11,500	958	0	958	11,500	5,599	5,901
66013 Function Refreshments	1,000	83	0	83	1,000	0	1,000
66015 Incentives	43,000	4,594	3,638	956	43,000	41,626	1,374
66031 Economic Development	1,000	83	0	83	1,000	0	1,000
66060 Credit Card Service Charges	104,000	3,947	9,707	(5,760)	104,000	101,340	2,660
Total Administration	177,800	9,666	13,345	(3,679)	177,800	163,617	14,183
Total Expenses	8,760,018	812,206	863,751	(51,545)	8,760,018	8,450,119	309,899
Total Exp & Non Cap Equip.	<u>8,760,018</u>	<u>812,206</u>	<u>863,751</u>	<u>(51,545)</u>	<u>8,760,018</u>	<u>8,450,119</u>	<u>309,899</u>

Albany International Airport
Employee Count 2019

	Budget	As of	Variance											
	2019	Jan 31, 19	Feb 28, 19	Mar 31, 19	Apr 30, 19	May 31, 19	Jun 30, 19	Jul 31, 19	Aug 31, 19	Sep 30, 19	Oct 31, 19	Nov 30, 19	Dec 31, 19	Budget vs.
														Dec 31, 19
<u>FBO MANAGEMENT - MILLION AIR:</u>														
Commercial														
Fuel Farm Technician	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	0.00
Line Service Technician	9.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	7.00	7.00	7.00	7.00	7.00	-2.00
Fuel Farm /Facility Manager	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
General Aviation														
Line Service Technician	15.00	16.00	15.00	14.00	15.00	16.00	17.00	17.00	14.00	12.00	14.00	16.00	16.00	1.00
Facilities Maintenance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Customer Service Representative	5.00	5.00	5.00	5.00	5.00	5.00	6.00	6.00	5.00	5.00	5.00	5.00	5.00	0.00
Administration														
General Manager	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
LSM-GA Trainer	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Operations Supervisors/PM	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00
Total Million Air Positions	35.00	35.00	34.00	33.00	34.00	35.00	37.00	37.00	32.00	30.00	32.00	34.00	34.00	-1.00

Personnel Services & Benefits

For the twelve months ended December 31, 2019

	Million Air		
	Year to Date Budget	Year to Date Actual	Variance
Personnel Services			
Regular - Salaries	\$ 1,114,581	\$ 1,104,689	\$ 9,892
Holiday Pay	-	-	-
Other Dollars/Funeral/Jury/Retro	68,663	48,159	20,504
Shift Premium	6,224	7,351	(1,127)
Lead Pay	1,947	4,752	(2,805)
Sick Pay	21,099	20,030	1,069
Personal Pay	32,706	28,898	3,808
Vacation Pay	28,721	33,748	(5,027)
Sub Total	1,273,941	1,247,627	26,314
Overtime	175,277	258,719	(83,442)
Double Time Pay	-	-	-
Total	1,449,218	1,506,346	(57,128)
Employee Benefits			
Social Security & Medicare	110,866	111,888	(1,022)
Federal Unemployment Tax	4,075	1,684	2,391
NYS Unemployment	15,835	4,374	11,461
Workers Compensation	-	-	-
401 (K) Plan Match	13,967	17,868	(3,901)
Health & Dental Insurance	458,113	442,100	16,013
Employee Benefits Deductions	(47,876)	(46,306)	(1,570)
Disability/Life Insurance	3,470	1,470	2,000
Total	558,450	533,078	25,372
Total Salaries and Benefits	\$ 2,007,668	\$ 2,039,424	\$ (31,756)

Albany International Airport 2019 FBO Performance Measurements For the twelve months ended December 31

Commercial Aviation Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Number of accidents/incidents	5	1	4	0	2
Number of airline delays counted against MA	14	14	36	0	25
Into-plane gallons pumped	18,602,032	19,495,122	21,013,458	20,590,563	22,022,122
Number of Audits performed by Airlines/ Quality Control-Employee Training Records	25	28	31	5	22
Number of non-compliance items reported in Airline Audits	10	9	6	4	10
AvGas fuel sales commercial	152,586	109,593	95,909	63,680	35,780
Deicing gallons pumped	128,320	157,039	208,128	156,500	192,746
Workers' compensation cases	4	0	0	0	2
Employees who have completed Safety Programs	20	55	60	15	50
Quality control audits at the Fuel Farm (less the better)	13	25	17	5	16
Completed monthly training programs	12	12	12	12	12
Monthly survey of airlines	100%	100%	100%	100%	100%
Overtime/Personnel Services (%)	13.3%	14.3%	13.9%	10.7%	12.8%

General Aviation Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
AvGas fuel sales (gallons)	69,156	62,710	51,534	52,953	65,993
Jet A fuel sales (gallons)	1,031,066	996,302	1,158,694	1,199,698	1,217,080
Number of international flights	517	456	426	500	482
General Aviation Aircraft customer transactions	7,392	6,931	7,479	7,687	7,858
Number of Aircraft Arrivals	7,349	7,260	7,822	8,000	7,774
Number of Aircraft fueled	5,958	6,307	5,833	6,000	6,374
Number of ramp fees collected	2,102	1,743	2,071	2,200	2,378
Number of landing fees collected	4,147	3,637	3,682	3,800	4,036
Employees who completed the NATA Safety 1st Program	20	9	21	20	1
Employees who completed all Safety Programs	15	54	79	14	59
Property Accidents	5	0	2	0	0
Quarterly reports from monthly safety meetings	100%	100%	100%	100%	100%
Overtime/Personnel Services (%)	16.4%	17.6%	20.7%	16.6%	23.8%

Million Air's Administrative Performance Measurements					
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual
Million Air's total full time employment equivalents	33	36	32	35.0	34.0
Total Million Air overtime	13.0%	13.9%	15.5%	12.1%	17.2%
Number of marketing events attended	1	2	3	4	0
Number of based tenants	15	18	16	16	17
Employee turnover annum	30%	16%	25%	10%	25%
Workers' compensation cases	2	3	1	0	3
Number of customers gained (prior year comparison)	6%	-6%	8%	1%	5%
Overtime/Personnel Services (%)	0.0%	0.0%	0.0%	0.0%	0.0%

***** UNAUDITED - FOR INTERNAL REVIEW *****



Authority Operations

Albany County Airport Authority
Expense Summary

	2019	December 2019				December 2018 Actual	2019 Actual/ Prior Year Variance %
	Adopted FY Budget	Budget YTD	Actual YTD	Variance YTD	Variance %		
EXPENSES BY CATEGORY							
Personal Services	\$ 1,976,885	\$ 1,976,885	\$ 2,014,711	\$ (37,826)	-1.91%	\$ 1,967,333	-2.41%
Employee Benefits	1,396,127	1,396,127	1,351,368	44,759	3.21%	1,459,683	7.42%
Utilities & Communications	92,918	92,918	114,139	(21,221)	-22.84%	83,771	-36.25%
Purchased Services							
Accounting & Auditing	61,000	61,000	121,761	(60,761)	-99.61%	58,306	-108.83%
Insurance	337,994	337,994	372,767	(34,773)	-10.29%	339,622	-9.76%
Legal Services	50,000	50,000	23,218	26,782	53.56%	94,680	75.48%
Janitorial	17,063	17,063	16,202	861	5.05%	16,803	3.58%
Public Communications	414,954	414,954	193,023	221,931	53.48%	226,176	14.66%
Special Studies	35,000	35,000	94,668	(59,667)	-170.48%	103,956	8.93%
Professional Services	101,160	101,160	113,516	(12,356)	100.00%	148,261	23.43%
Total Purchased Services	1,017,171	1,017,171	935,155	82,017	8.06%	987,804	5.33%
Material & Supplies							
Buildings	31,263	31,263	25,060	6,203	19.84%	22,612	-10.82%
Grounds	500	500	0	500	100.00%	162	100.00%
Total Material & Supplies	31,763	31,763	25,060	6,703	21.10%	22,774	-10.04%
Office	220,506	220,506	231,761	(11,255)	-5.10%	212,835	-8.89%
Administration	127,020	127,020	130,364	(3,344)	-2.63%	109,016	-19.58%
Total Expenses	\$ 4,862,390	\$ 4,862,390	\$ 4,802,558	\$ 59,833	1.23%	\$ 4,843,216	0.84%

ALBANY COUNTY AIRPORT AUTHORITY
 ACAA
 For the Twelve Months Ending Tuesday, December 31, 2019

	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
EXPENSES							
Personal Services							
11000 Salaries	\$1,976,885	\$164,740	\$171,196	(\$6,456)	\$1,976,885	\$1,962,761	\$14,124
12010 Overtime 1.5	0	0	0	0	0	47	(47)
13000 Temporary Help	0	0	480	(480)	0	51,903	(51,903)
Total Personal Services	1,976,885	164,740	171,676	(6,936)	1,976,885	2,014,711	(37,826)
Employee Benefits							
21000 Social Security	151,803	10,622	11,640	(1,018)	151,803	146,189	5,614
22000 Health Insurance	598,427	49,869	45,514	4,355	598,427	548,459	49,968
22105 OPEB	325,000	27,083	27,083	0	325,000	325,000	0
22200 Health-Dental	45,232	3,769	3,543	226	45,232	41,265	3,967
22300 Health-Vision	6,643	554	516	37	6,643	6,107	536
23000 Health - AFLAC	7,560	630	576	54	7,560	7,105	455
24010 EAP Program	970	0	0	0	970	791	179
24015 Smoking Cessation Class	1,200	100	0	100	1,200	0	1,200
25005 Uniform Purchases	0	0	0	0	0	994	(994)
26010 Disability Insurance	644	54	0	54	644	171	473
26020 Unemployment Insurance	3,259	10	68	(58)	3,259	2,545	714
26030 Workers Compensation	4,812	401	0	401	4,812	7,766	(2,954)
29000 NYS Retirement	250,577	20,881	23,285	(2,404)	250,577	264,975	(14,398)
Total Employee Benefits	1,396,127	113,974	112,226	1,748	1,396,127	1,351,368	44,759
Utilities & Communications							
31000 Electric	23,000	2,287	1,698	588	23,000	18,207	4,793
33000 Natural Gas	5,500	407	825	(417)	5,500	5,730	(230)
36010 Telephone Charges-Local	5,500	458	308	151	5,500	4,830	670
36011 Tele Chg-Long Dist	1,500	125	1,340	(1,215)	1,500	6,860	(5,360)
36015 Telephones-Monthly Service	15,000	1,250	1,295	(45)	15,000	13,927	1,073
36016 Telephones-Monthly Usage	1,500	125	30	95	1,500	2,504	(1,004)
36020 Telephone Repairs	23,585	1,965	4,231	(2,265)	23,585	23,500	85
36032 Internet Access	17,100	1,425	4,460	(3,035)	17,100	38,392	(21,292)
36060 Cable Television	233	19	0	19	233	189	44
Total Utilities & Communications	92,918	8,062	14,187	(6,125)	92,918	114,139	(21,221)
PURCHASED SERVICES							
Accounting & Auditing							
41010 Financial Services	55,000	8,634	1,470	7,164	55,000	116,439	(61,439)
41020 Rates & Charges	6,000	0	0	0	6,000	5,322	678
Total Accounting & Auditing	61,000	8,634	1,470	7,164	61,000	121,761	(60,761)
Insurance							
42010 Airport Liability Insurance	227,168	0	0	0	227,168	227,186	(18)
42041 Environmental Liability	38,705	0	0	0	38,705	38,705	0
42060 Property Insurance	2,027	0	0	0	2,027	2,388	(361)
42065 Crime Insurance	2,397	0	0	0	2,397	6,577	(4,180)
42090 Fiduciary Insurance	1,272	0	0	0	1,272	1,690	(418)
42070 Public Official Liability	24,519	0	0	0	24,519	25,061	(542)
42080 Cyber Liability	11,906	0	0	0	11,906	16,160	(4,254)
42093 Agency Fee	30,000	0	0	0	30,000	30,000	0
42095 Insurance Claims	0	0	25,000	(25,000)	0	25,000	(25,000)
Total Insurance	337,994	0	25,000	(25,000)	337,994	372,767	(34,773)

ALBANY COUNTY AIRPORT AUTHORITY
 ACAA
 For the Twelve Months Ending Tuesday, December 31, 2019

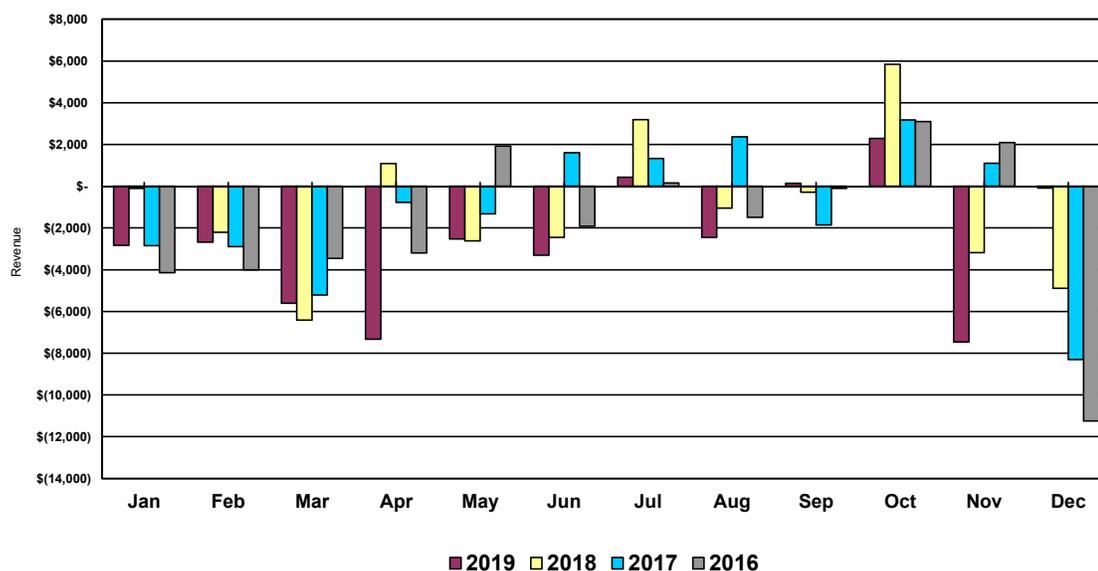
	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
Legal							
43000 Legal Services	50,000	4,167	97	4,069	50,000	23,218	26,782
Total Legal	50,000	4,167	97	4,069	50,000	23,218	26,782
Janitorial							
45000 Janitorial Services	17,063	1,313	1,350	(38)	17,063	16,202	861
Total Janitorial	17,063	1,313	1,350	(38)	17,063	16,202	861
Public Communications							
46010 Public Relations	85,389	7,116	12,451	(5,335)	85,389	120,818	(35,429)
46015 Advertising	329,565	27,464	22,081	5,383	329,565	72,205	257,360
Total Public Communications	414,954	34,580	34,531	48	414,954	193,023	221,931
Studies							
47000 Special Studies	35,000	2,917	8,013	(5,096)	35,000	94,668	(59,667)
Total Studies	35,000	2,917	8,013	(5,096)	35,000	94,668	(59,667)
Professional Services							
49005 Appraisal	5,000	417	0	417	5,000	0	5,000
49010 Architectural	30,000	2,500	0	2,500	30,000	0	30,000
49015 Consultant	18,000	1,500	13,094	(11,594)	18,000	50,656	(32,656)
49020 Engineering Services	3,000	250	0	250	3,000	17,700	(14,700)
49060 Code Enforcement	45,160	3,763	3,763	0	45,160	45,160	0
Total Professional Services	101,160	8,430	16,857	(8,427)	101,160	113,516	(12,356)
Total Purchased Services	1,017,171	60,039	87,318	(27,279)	1,017,171	935,154	82,017
MATERIALS & SUPPLIES							
Buildings							
52010 Alarm & PA Systems	3,000	250	0	250	3,000	6,875	(3,875)
52031 Electrical Repairs & Supplies	8,000	667	0	667	8,000	2,089	5,911
52032 Elevator Repairs & Supplies	3,000	250	(887)	1,137	3,000	4,113	(1,113)
52033 HVAC	1,500	125	0	125	1,500	0	1,500
52034 Roof	500	42	0	42	500	0	500
52035 Plumbing Repairs & Supplies	1,500	125	0	125	1,500	4,110	(2,610)
52036 Automatic Door Repairs	500	42	0	42	500	0	500
52037 Pest Control	1,500	125	0	125	1,500	0	1,500
52059 Storage Space Rental	7,500	625	529	96	7,500	7,360	140
52060 Building Maintenance	3,000	250	260	(10)	3,000	512	2,488
52063 Window Washing	1,263	105	0	105	1,263	0	1,263
Total Buildings	31,263	2,605	(99)	2,704	31,263	25,060	6,203
Grounds							
53010 Landscaping	500	0	0	0	500	0	500
Total Grounds	500	0	0	0	500	0	500
Total Material & Supplies	31,763	2,605	(99)	2,704	31,763	25,060	6,703
Office							
55010 Office Equipment Rental	10,133	844	1,204	(359)	10,133	10,304	(171)
55011 Copy Machine Use	0	0	0	0	0	839	(839)

ALBANY COUNTY AIRPORT AUTHORITY
 ACAA
 For the Twelve Months Ending Tuesday, December 31, 2019

	Total Annual Budget	This Month Budget	This Month Actual	Var this Mo To Budget	Year to Date Budget	Year to Date Actual	Var this Yr to Budget
55012 Office Equipment Serv Agrmnt	3,297	275	138	137	3,297	3,309	(12)
55013 Office Equipment Repairs	500	42	0	42	500	0	500
55014 Computer System Supplies	26,500	2,208	686	1,522	26,500	21,997	4,502
55015 Hardware/Software Maint	107,356	6,152	2,635	3,517	107,356	129,518	(22,162)
55016 Computer Equipment	10,720	893	0	893	10,720	10,520	200
55020 Office Furniture & Fixtures	10,000	833	870	(37)	10,000	2,902	7,098
55030 Printed Forms / Letterhead	1,000	83	0	83	1,000	882	118
55032 Printing Outside Services	20,000	1,667	201	1,466	20,000	17,552	2,448
55040 Postage	8,500	708	(292)	1,001	8,500	7,354	1,146
55041 Express Mail	500	42	57	(16)	500	682	(182)
55050 Reference Materials	1,000	83	122	(39)	1,000	122	878
55060 Office Supplies	15,000	1,250	4,092	(2,842)	15,000	19,878	(4,878)
55070 Payroll Services	6,000	465	328	136	6,000	5,900	100
Total Office	220,506	15,545	10,041	5,505	220,506	231,761	(11,255)
Administration							
66000 Dues & Subscriptions	18,000	1,585	398	1,186	18,000	11,269	6,731
66001 Airport Membership (ACI)	14,000	0	0	0	14,000	14,217	(217)
66002 A.A.A.E. Memberships	550	0	0	0	550	550	0
66003 G.F.O.A.	800	67	450	(383)	800	1,390	(590)
66005 NYS Bar Association	670	228	0	228	670	275	395
66006 NY Airport Managers Assoc	5,000	0	0	0	5,000	5,000	0
66007 Local Chamber Of Commerce	6,000	0	0	0	6,000	6,096	(96)
66008 Center For Economic Growth	3,000	0	0	0	3,000	3,000	0
66011 Authority Travel & Education	500	42	0	42	500	48	452
66012 Authority Mgmt Travel & Educ	20,000	1,667	3,462	(1,795)	20,000	25,905	(5,905)
66013 Function Refreshments	20,000	1,667	2,367	(700)	20,000	16,321	3,679
66014 Outside Functions	5,000	417	0	417	5,000	2,828	2,172
66020 Tuition Reimbursement	0	0	0	0	0	1,946	(1,946)
66030 Advertising - Public Meetings	20,000	1,667	591	1,075	20,000	26,181	(6,181)
66031 Economic Development	1,000	83	0	83	1,000	0	1,000
66060 Credit Card Service Charges	2,500	79	11	68	2,500	2,995	(495)
66062 Bank & Paying Agent Fees	10,000	833	21	812	10,000	12,343	(2,343)
Total Administration	127,020	8,334	7,300	1,033	127,020	130,364	(3,344)
Total Expenses	4,862,390	373,300	402,650	(29,350)	4,862,390	4,802,557	59,834
83000 Non Capital Equipment	0	0	0	0	0	(598)	598
Total Exp & Non Cap Equip.	<u>4,862,390</u>	<u>373,300</u>	<u>402,650</u>	<u>(29,350)</u>	<u>4,862,390</u>	<u>4,801,959</u>	<u>60,432</u>

Albany International Airport Departure Revenue and Expenses 2016 - 2019

Departure Operating Results



	2019 Gross Revenues	2019 Direct Expenses	2019 Operating Results	2018 Gross Revenues	2018 Direct Expenses	2018 Operating Results	2017 Operating Results	2016 Operating Results
YTD Revenues								
Museums	\$120,155	\$79,513	\$40,642	\$134,542	\$76,491	\$58,051	\$73,922	\$58,886
Direct Purchase	70,704	22,054	48,650	106,989	38,069	68,920	56,964	54,497
Salaries	0	115,735	(115,735)	0	126,868	(126,868)	(128,749)	(118,924)
Misc Rev/Exp (*)	623	5,601	(4,978)	585	13,783	(13,197)	(15,795)	(16,773)
Total	\$191,483	\$222,904	(\$31,421)	\$242,117	\$255,211	(\$13,094)	(\$13,658)	(\$22,315)
(*) Supplies, shipping, parking discounts, credit card expenses								
	2019 Gross Revenues	2019 Direct Expenses	2019 Operating Results	2018 Gross Revenues	2018 Direct Expenses	2018 Operating Results	2017 Operating Results	2016 Operating Results
January	\$ 10,529	\$ 13,361	\$ (2,832)	\$ 14,604	\$ 14,713	\$ (109)	\$ (2,845)	\$ (4,146)
February	\$ 15,134	\$ 17,818	(2,685)	14,215	16,419	(2,204)	(2,900)	(4,010)
March	16,570	22,177	(5,607)	15,175	21,595	(6,420)	(5,204)	(3,459)
April	13,689	21,018	(7,329)	18,944	17,859	1,085	(769)	(3,193)
May	18,740	21,271	(2,530)	22,284	24,897	(2,613)	(1,320)	1,929
June	16,625	19,924	(3,299)	19,899	22,354	(2,455)	1,602	(1,923)
July	21,882	21,454	428	22,297	19,108	3,188	1,322	154
August	23,998	26,444	(2,446)	21,174	22,218	(1,044)	2,359	(1,491)
September	16,995	16,855	140	19,849	20,137	(288)	(1,863)	(107)
October	37,320	35,028	2,291	24,362	18,519	5,842	3,178	3,092
November	-	7,460	(7,460)	21,398	24,578	(3,180)	1,093	2,089
December	-	91	(91)	27,917	32,813	(4,896)	(8,310)	(11,250)
Total	\$191,483	\$ 222,904	(\$31,421)	\$ 242,117	\$ 255,211	(\$13,094)	(\$13,658)	(\$22,315)
YTD	\$ 191,483	\$ 222,904	\$ (31,421)	\$ 242,117	\$ 255,211	\$ (13,094)	\$ (13,658)	\$ (22,315)

Albany International Airport Departure Operating Summary For the twelve months ended December 31

	Total 2019 Budget	This Month		Year to Date		
		Budget	Actual	Budget	Actual	Variance
Revenue						
Museum Shop	\$141,607	9,673.46	\$0	\$141,607	\$120,155	(\$21,452)
Direct Buy	113,560	6,724	0	113,560	70,704	(42,855)
Shipping	926	41	0	926	820	(106)
Layaway	0	0	0	0	0	0
Miscellaneous	0	0	0	0	0	0
Over/(Short)	0	0	0	0	(47)	(47)
Gift Cert. Redeemed/(Sold)	0	0	0	0	(150)	(150)
Total Revenues	\$256,092	\$16,439	\$0	\$256,092	\$191,483	(\$64,609)
Expenses						
Salaries and Benefits						
Salaries	\$101,593	\$8,910	\$156	\$101,593	\$89,478	\$12,114
Benefits	31,574	1,932	0	31,574	26,256	5,317
Total Salaries and Benefits	133,166	10,842	156	133,166	115,735	17,432
Museum Shop	80,751	9,900	-65	80,751	79,513	1,237
Direct Buy	38,213	3,821	0	38,213	22,054	16,159
Shipping	610	98	0	610	1,245	(635)
Parking	584	79	0	584	581	3
Telephone	156	8	0	156	99	57
Travel/Membership/Donations	285	0	0	285	50	235
Equipment/Repairs/Loss/Supplies	3,345	473	0	3,345	3,627	(282)
Credit Card Fees	9,362	9,362	0	9,362	0	9,362
Total Expenses	\$266,471	\$34,582	\$91	\$266,471	\$222,904	\$43,567
Net Revenues	(\$10,379)	(\$18,143)	(\$91)	(\$10,379)	(\$31,421)	(\$21,042)

Albany International Airport
Employee Count 2019

	Budget 2019	As of Jan 31, 19	As of Feb 28, 19	As of Mar 31, 19	As of Apr 30, 19	As of May 31, 19	As of Jun 30, 19	As of Jul 31, 19	As of Aug 31, 19	As of Sep 30, 19	As of Oct 31, 19	As of Nov 30, 19	As of Dec 31, 19	Variance Budget vs. Dec 31, 19
<u>AUTHORITY</u>														
Administration	23.00	21.30	21.30	21.30	21.30	21.30	21.30	21.30	21.30	21.30	21.30	21.30	21.30	-1.70
Total Authority Positions	23.00	21.30	-1.70											
Total Airport Positions	231.00	212.80	214.30	214.30	216.30	217.80	218.05	218.55	214.55	209.55	209.55	208.30	208.30	-22.70

Albany International Airport 2019 ACAA Performance Measurements For the twelve months ended December 31

ACAA Performance Measurements						
	2016 Final	2017 Final	2018 Final	2019 Budget	2019 YTD Actual	
ACAA's total full time employment equivalents	22	22	22	23	21.3	
Community meetings	70	62	86	50	79	
Aviation conferences/meetings	29	30	51	30	40	
Open Accounts Receivable/Total Operating Revenues	4.2%	4.3%	4.0%	3.0%	2.1%	
Open Accounts Payable/Total Operating Expenses	1.9%	1.8%	2.9%	1.6%	1.2%	
SPDES Permit	yes	yes	yes	yes	yes	
FAA: Part 139 Operation Compliance	yes	yes	yes	yes	yes	
Part 77 Airspace Compliance	yes	yes	yes	yes	yes	
Part 150 Noise Program	yes	yes	yes	yes	yes	
Part 121 Air Cargo Carriers	yes	yes	yes	yes	yes	
Update maps & charts of Airport	yes	yes	yes	yes	yes	
Landside building rent increase/(decrease) from previous year	8%	2%	1%	10%	10%	
T Hangar rent increase/(decrease) from previous year	-3%	1%	4%	-2%	8%	
Tie Down rent increase/(decrease) from previous year	-6%	26%	2%	0%	-5%	
Landside land rent increase/(decrease) from previous year	4%	14%	2%	0%	1%	
DBE Participation for construction/engineer contractors	9%	9%	7%	7%	7%	
MWBE Participation for construction/engineer contractors	30%	30%	30%	20%	30%	
Minority Representation in the Workforce-Concessions						
HMS Host	28%	29%	38%	30%	37%	N/A for Dec
Paradies	37%	43%	54%	38%	63%	N/A for Dec
Dunkin Donuts	33%	44%	48%	50%	58%	N/A for Dec
OHM (New concessionaire as of March 2018)	N/A	N/A	33%	20%	74%	N/A for Dec
Terminal Survey Results (average, 5 being the highest)	N/A	N/A	4.8	5.0	4.6	N/A for Dec
Ambassador Program-hours volunteered	15,879	15,827	14,963	15,000	13,760	N/A for Dec
Ambassador assistance - landside	66,111	120,038	21,750	20,000	18,645	N/A for Dec
Ambassador assistance - airside	31,768	29,670	27,568	30,000	41,384	N/A for Dec
Canine assistance-landside (new for 2015)	45,294	93,060	80,333	80,000	67,615	N/A for Dec
Canine assistance-airside (new for 2015)	6,442	7,024	4,375	5,000	3,176	N/A for Dec
Concession revenue increase from previous year	3.7%	7.0%	2.4%	1.3%	2.8%	
Business Center Visitors (new for 2017)	1278	2670	3275	3,500	3675	N/A for Dec
Community tours	33	44	30	40	27	N/A for Dec

AGENDA ITEM NO. 5.2

COMPARISON OF ENPLANEMENTS

Comparison of Enplanements 2018 - 2019

	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	TOTAL
Albany International Airport (ALB)													
Current Year	106,622	106,760	131,398	133,722	129,868	129,585	143,957	144,967	120,058	136,558	117,662	117,812	1,518,969
Prior Year	104,011	102,852	126,052	122,342	126,345	125,618	137,983	139,520	113,139	132,723	119,639	116,482	1,466,706
% of Change	2.51%	3.80%	4.24%	9.30%	2.79%	3.16%	4.33%	3.90%	6.12%	2.89%	-1.65%	1.14%	3.56%
Bradley International Airport (BDL)													
Current Year	241,312	238,652	286,170	302,915	302,763	290,619	302,636	297,662	261,996	296,471	271,271	286,626	3,379,093
Prior Year	237,215	235,556	269,481	288,401	284,122	285,063	311,100	312,711	255,985	295,060	285,639	270,790	3,331,123
% of Change	1.73%	1.31%	6.19%	5.03%	6.56%	1.95%	-2.72%	-4.81%	2.35%	0.48%	-5.03%	5.85%	1.44%
Buffalo Niagara International Airport (BUF)													
Current Year	158,054	153,200	214,190	218,968	232,113	225,693	237,078	242,176	201,851	212,507	191,510	N/A	2,287,340
Prior Year	162,717	158,607	212,421	213,631	237,279	232,716	246,058	244,123	206,248	222,735	201,219	N/A	2,337,754
% of Change	-2.87%	-3.41%	0.83%	2.50%	-2.18%	-3.02%	-3.65%	-0.80%	-2.13%	-4.59%	-4.83%	N/A	-2.16%
Greater Rochester International Airport (ROC)													
Current Year	91,034	90,318	110,297	109,411	121,722	109,801	116,857	115,732	102,703	115,325	104,815	107,733	1,295,748
Prior Year	89,012	91,691	107,777	108,161	117,556	112,539	121,371	115,854	100,068	114,121	109,024	100,547	1,287,721
% of Change	2.27%	-1.50%	2.34%	1.16%	3.54%	-2.43%	-3.72%	-0.11%	2.63%	1.06%	-3.86%	7.15%	0.62%
Plattsburgh International Airport (PBG)													
Current Year	10,083	15,177	17,328	13,794	7,491	7,448	11,783	10,541	3,566	6,903	8,565	12,325	125,004
Prior Year	9,945	13,711	17,305	12,352	6,803	5,832	9,943	9,432	5,020	8,227	9,787	11,404	119,761
% of Change	1.39%	10.69%	0.13%	11.67%	10.11%	27.71%	18.51%	11.76%	-28.96%	-16.09%	-12.49%	8.08%	4.38%
Stewart International Airport (SWF)													
Current Year	22,330	17,736	21,118	22,945	27,430	26,283	30,081	31,156	17,019	N/A	N/A	N/A	216,097
Prior Year	21,466	19,631	23,893	25,249	32,325	34,999	38,163	30,074	31,647	N/A	N/A	N/A	257,446
% of Change	4.02%	-9.65%	-11.62%	-9.13%	-15.14%	-24.90%	-21.18%	3.60%	-46.22%	N/A	N/A	N/A	-16.06%
Syracuse International Airport (SYR)													
Current Year	85,812	88,986	107,201	102,828	114,544	109,483	123,947	124,608	105,130	117,855	106,346	106,613	1,293,353
Prior Year	75,835	81,317	91,908	97,947	96,879	96,337	110,919	109,613	94,907	107,426	98,723	94,647	1,156,458
% of Change	13.16%	9.43%	16.64%	4.98%	18.23%	13.65%	11.75%	13.68%	10.77%	9.71%	7.72%	12.64%	11.84%
Westchester County Airport (HPN)													
Current Year	60,594	60,693	71,484	73,250	74,590	70,960	77,854	77,940	65,139	75,791	72,963	N/A	781,258
Prior Year	57,087	56,060	62,078	64,854	63,429	63,828	70,569	73,990	58,935	68,356	55,952	N/A	695,138
% of Change	6.14%	8.26%	15.15%	12.95%	17.60%	11.17%	10.32%	5.34%	10.53%	10.88%	30.40%	N/A	12.39%

N/A - Not Available

AGENDA ITEM NO. 5.3

SUMMARY AIRLINES SCHEDULED

FLIGHTS AND MARKETS

**ALBANY COUNTY AIRPORT AUTHORITY
SUMMARY AIRLINE SCHEDULED FLIGHTS AND MARKETS**

AS OF DATES	1/08/20	2/05/20	3/ /20	4/ /20	5/ /20	6/ /20	7/ /20	8/ /20	9/ /20	10/ /20	11/ /20	12/ /20
DAILY DEPARTURES												
American Airlines	3	3										
American Eagle/Envoy	2	2										
American Eagle/Piedmont	7	7										
American Eagle/PSA	2	2										
American Eagle/SkyWest	1	1										
Delta Air Lines	4	4										
Delta Connection/SkyWest	3	3										
jetBlue Airways	2	2										
Southwest Airlines	10	9										
United Airlines	1	1										
United Express/Air Wisconsin	4	4										
United Express/Commutair	5	5										
United Express/Expressjet	1	1										
TOTAL DAILY FLIGHTS	45	44	0									
MAXIMUM SEATS AVAILABLE <1>												
Enplanements	140,977	140,839										
DIRECT FLIGHT MARKETS												
Atlanta	3	3										
Baltimore-Washington	4	4										
Charlotte	3	3										
Chicago Midway	2	2										
Chicago O'Hare	6	6										
Detroit Wayne County	4	4										
Fort Lauderdale/Hollywood	2	1										
New York-Newark	5	5										
Orlando	3	3										
Philadelphia	4	4										
Tampa	1	1										
Washington Dulles	3	3										
Washington National	5	5										
TOTAL MARKETS	45	44	0									
AIRCRAFT TYPE												
Jets	20	19	0	0	0	0	0	0	0	0	0	0
RJ's	25	25	0	0	0	0	0	0	0	0	0	0
	45	44	0									

<1> Maximum seats includes non-daily service by Allegiant and Frontier

- ** Effective 10/2/18, Frontier Airlines has 3 flights a week direct to Orlando, FL
- ** Effective 12/12/18, Allegiant Air has 3 flights a week to St. St. Pete / Clearwater / Tampa, FL, down to 2 flights a week effective 5/13/19
- ** Effective 12/13/18, Allegiant Air has 2 flights a week to Orlando / Sanford, FL
- ** Effective 12/13/18, Allegiant Air has 3 flights a week to Punta Gorda / Fort Myers, FL
- ** Effective 06/01/19, Allegiant Air has 2 flights a week to Savannah, GA
- ** Effective 06/19/19, Allegiant Air has 2 flights a week to Myrtle Beach, SC, ceasing operations 10/28/19
- ** Effective 07/18/19, Frontier Airlines has 3 flights a week direct to Denver, CO
- ** Effective 07/18/19, Frontier Airlines has 3 flights a week direct to Raleigh/Durham, NC, ceasing operations 11/12/19

**ALBANY INTERNATIONAL AIRPORT
DAILY DEPARTURES
CHANGES TO BE IMPLEMENTED BY FEBRUARY 5, 2020**

	<u>Destination</u>	<u># of Flights</u>		<u>Inc/(Dec) in Flights</u>	<u>Daily Seat Changes</u>
		<u>This Month</u>	<u>Last Month</u>		
<u>JET SERVICE</u>					
SOUTHWEST	Fort Lauderdale/Hollywood	0	0	-1	-143
UNITED	Chicago O'Hare-Equipment Change	1	1	0	19
	TOTAL			-1	-124

RECAP OF CHANGES BY MARKET

Fort Lauderdale/Hollywood	Southwest	-143
Chicago O'Hare	United	19
	TOTAL	-124

**ALBANY INTERNATIONAL AIRPORT
AIRLINES ARRIVALS AND DEPARTURES**

As of February 5, 2020

TIME	TOTAL FLIGHTS			CONCOURSE "A"		CONCOURSE "B"				CONCOURSE "C"		DAILY SEATS			
	Arr	Dep	On Ground	United & Expresses Arr	Dep	American & Eagle Arr	Dep	jetBlue Arr	Dep	Delta & Connections Arr	Dep	Southwest Arr	Dep	Arrivals	Departures
05:00 - 05:59		3	15		1		1				1				250
06:00 - 06:59		4	11				1						2		485
07:00 - 07:59		6	5		2		2						2		767
08:00 - 08:59	1	2	4		1		1			1				76	100
09:00 - 09:59	1	3	2	1	1	1	1				1			50	176
10:00 - 10:59	3	2	3		1	2	1					1		243	100
11:00 - 11:59	5	2	6			3	1			2			1	511	269
12:00 - 12:59	2	3	5	1							2	1	1	193	368
13:00 - 13:59	2	3	4		1	1	2	1						200	260
14:00 - 14:59	1	2	3	1	1				1					50	200
15:00 - 15:59	3		6			1						2		362	
16:00 - 16:59	4	3	7			1		1	1	1		1	2	464	436
17:00 - 17:59	4	5	6	3	1		2			1	1		1	429	440
18:00 - 18:59	3	4	5	1	1	1	2				1			228	429
19:00 - 19:59	2	2	5	1	1	1	1							100	178
20:00 - 20:59	1		6									1		175	
21:00 - 21:59	3		9	1		2								176	
22:00 - 22:59			9												
23:00 - 23:59	6		15	2		1				1		2		585	
00:00 - 00:59	3		18			1				1		1		466	
01:00 - 01:59			18												
	44	44			11		15		2		7		9	4,308	4,458
Overnights	Gates		16		5		5				3		3	4,278	
	Remote		2										2		
	Total		18												
Times	First Departure			5:45		5:22		14:36		5:40		6:10			
	Last Departure			19:30		19:16		16:58		18:10		17:30			
	Last Arrival			23:43		0:02		16:13		0:09		0:05			

AGENDA ITEM NO. 5.4

USDOT ARRIVAL AND DEPARTURE STATISTICS

U.S. DEPARTMENT OF TRANSPORTATION AIR TRAVEL CONSUMER REPORT

	9 MO		6 MO			3 MO			12 MO									
	NOV 19	OCT 19	2019	SEP 19	AUG 19	JUL 19	2019	JUN 19	MAY 19	APR 19	2019	MAR 19	FEB 19	JAN 19	2018	DEC 18	NOV 18	OCT 18
ALBANY ON-TIME (%)																		
Arrivals	85.2	85.7	-	86.1	75.9	72.5	-	73.1	78.2	79.6	-	82.4	75.1	71.9	-	75.2	78.2	84.6
Departures	88.4	88.3	-	87.1	75.9	76.0	-	79.5	83.3	82.8	-	85.1	76.5	74.0	-	82.2	83.0	87.7
ON-TIME ARRIVALS (%)																		
Allegiant	81.6	83.4	78.6	84.1	76.8	78.6	78.3	72.9	79.5	81.6	78.0	85.3	75.2	73.4	77.4	78.8	78.7	83.5
American	84.7	80.5	75.3	82.9	74.6	73.7	74.4	67.1	70.4	75.6	78.0	78.3	75.8	80.0	78.4	79.6	80.9	78.8
Delta	89.6	86.6	84.6	88.6	83.2	80.8	84.9	79.9	86.7	86.2	85.5	88.3	81.6	86.7	85.7	89.1	83.3	90.0
Endeavor	87.8	83.2	79.8	88.0	79.3	77.8	78.9	72.2	84.0	78.9	79.4	83.7	76.2	78.3	79.3	82.9	77.3	83.3
Envoy	83.1	80.4	74.5	80.2	75.9	74.2	73.4	68.6	74.1	79.6	72.8	82.3	66.5	69.5	76.7	76.7	78.5	80.6
Express Jet	81.8	73.7	68.5	71.9	66.4	66.9	68.6	59.5	69.0	68.8	71.4	75.1	69.6	69.6	76.3	70.3	71.6	75.5
Frontier	78.5	74.5	72.0	78.8	71.2	66.0	72.5	64.0	67.0	77.6	75.5	78.3	74.3	73.9	69.4	74.4	70.1	68.2
Jetblue	80.4	80.7	72.7	82.0	67.8	70.2	72.4	70.1	77.6	73.4	71.1	73.8	70.0	69.4	71.0	74.5	71.2	78.8
Mesa	83.2	75.4	75.9	80.8	73.9	76.4	75.4	68.5	74.3	79.6	76.7	78.6	72.3	79.1	77.3	76.1	76.1	73.0
Republic	86.7	81.9	77.6	85.7	74.0	76.3	77.0	73.5	78.4	78.4	77.3	82.5	76.8	72.6	78.6	82.2	78.2	82.0
Southwest	85.3	84.0	79.5	88.1	82.2	80.3	77.5	75.1	75.8	78.7	78.5	80.0	73.5	81.9	81.1	78.8	81.7	83.5
Skywest	83.6	83.1	78.3	83.7	81.0	78.7	76.8	76.3	80.5	82.0	74.1	79.2	69.5	73.5	79.8	78.3	78.6	83.4
United	83.9	82.0	74.0	79.0	75.4	73.6	76.7	70.2	75.5	79.7	78.2	78.8	77.0	78.8	79.7	80.6	77.8	81.9

SUMMARY ALL AIRLINES - NOVEMBER - On-time 84.39%; Cancelled 0.85%; Diverted 0.16%; Delays: Air Carrier 4.35%, Weather 0.28%; Aviation System 4.61%; Security 0.03%; Late Arrivals 5.33%

COMPLAINTS/100,000 PASSENGERS (%)																		
Allegiant	1.14	1.74	1.62	2.11	1.82	1.30	1.50	1.42	1.55	1.71	1.56	0.66	2.53	1.49	1.65	1.02	1.55	1.28
American	0.96	1.10	1.80	1.52	2.10	2.49	1.69	2.27	1.76	1.88	1.38	1.46	1.33	1.36	1.38	1.25	1.20	1.56
Delta	0.28	0.44	0.51	0.49	0.61	0.65	0.47	0.60	0.52	0.46	0.42	0.31	0.53	0.41	0.65	0.44	1.11	0.39
Endeavor	0.16	0.31	0.42	0.24	0.78	0.51	0.38	0.66	0.08	0.73	0.26	0.15	0.42	0.20	0.43	0.34	0.26	0.25
Envoy	0.50	0.97	1.16	0.81	1.29	2.42	0.99	1.56	0.59	1.00	0.93	0.72	1.29	0.78	0.84	0.62	0.90	0.42
Express Jet	0.19	0.20	0.74	0.40	1.75	1.69	0.48	0.43	0.48	0.21	0.57	0.53	0.21	0.96	0.36	0.50	0.31	0.28
Frontier	2.60	2.32	2.58	2.25	3.29	3.32	2.41	3.58	1.73	2.03	2.33	2.19	2.47	2.34	4.02	2.47	3.60	4.37
Jetblue	0.91	0.95	0.98	1.31	1.28	1.46	0.80	1.11	0.78	0.79	0.68	0.71	0.70	0.64	0.99	0.87	0.71	0.92
Mesa	0.50	0.62	0.84	0.76	1.31	1.37	0.69	1.05	1.00	0.41	0.54	0.38	0.56	0.68	0.63	0.67	0.40	0.86
Republic	0.20	0.30	0.42	0.20	1.01	0.78	0.31	0.41	0.18	0.38	0.28	0.31	0.23	0.31	0.50	0.39	0.52	0.12
Southwest	0.18	0.31	0.34	0.21	0.30	0.30	0.39	0.40	0.30	0.44	0.38	0.38	0.51	0.26	0.36	0.21	0.31	0.27
Skywest	0.30	0.24	0.45	0.35	0.57	0.59	0.42	0.63	0.24	0.23	0.48	0.39	0.61	0.44	0.43	0.31	0.41	0.44
United	0.96	1.13	1.43	1.39	1.92	2.12	1.26	1.81	1.29	1.19	1.06	0.97	1.32	0.88	1.28	0.84	1.09	1.08

SUMMARY ALL AIRLINES - NOVEMBER - 0.68%; 2019 NINE MONTHS - 0.97%

MISHANDLED BAGS/1,000 PASSENGERS (%)																		
Allegiant	1.53	1.68	1.75	1.43	1.90	2.00	1.73	1.98	1.64	1.59	1.70	1.54	1.71	1.94	N/A	N/A	N/A	N/A
American	7.20	6.94	8.79	6.72	9.67	9.71	8.91	11.15	10.06	8.85	7.64	7.38	7.73	7.85	3.77	4.53	3.39	3.34
Delta	3.80	4.27	4.84	3.87	4.83	5.36	4.91	5.42	5.06	4.54	4.78	4.47	5.23	4.74	1.80	1.68	1.75	1.30
Endeavor	3.33	3.61	4.53	3.44	4.77	5.10	4.56	5.05	4.60	4.04	4.53	4.1	4.89	4.73	N/A	N/A	N/A	N/A
Envoy	7.43	7.51	9.82	7.45	9.70	10.11	10.36	13.41	12.73	9.01	8.63	8.2	9.04	8.74	5.3	6.76	5.18	5.01
Express Jet	4.40	4.60	4.85	4.78	6.32	6.44	6.08	7.99	6.25	2.70	3.06	2.88	2.77	3.51	4.98	6.06	4.11	3.97
Frontier	4.06	4.56	4.16	4.94	4.02	3.91	4.12	4.43	4.35	3.70	4.01	3.6	3.93	4.52	2.6	1.95	2.00	2.19
Jetblue	4.94	4.99	5.69	5.46	6.33	6.36	5.50	5.92	5.60	5.59	5.30	5.1	5.25	5.59	1.75	2.24	1.63	1.45
Mesa	5.84	6.79	8.34	5.94	8.63	8.71	9.47	13.46	12.37	6.39	6.51	6.3	6.65	6.54	N/A	N/A	N/A	N/A
Republic	5.57	6.11	7.84	6.58	9.70	9.94	7.93	9.84	8.02	6.99	6.44	5.9	6.25	7.34	N/A	N/A	N/A	N/A
Southwest	3.59	3.57	4.50	3.24	4.14	4.69	4.72	5.05	4.73	4.42	4.70	4.23	5.08	4.91	2.81	3.79	2.66	2.50
Skywest	4.59	4.38	5.89	4.55	5.53	6.08	6.84	7.37	8.18	3.98	5.74	5.3	6.22	5.84	4.0	6.18	4.44	3.57
United	5.13	5.18	6.84	5.56	6.96	7.37	6.95	8.39	6.24	5.95	6.99	6.63	7.41	7.03	2.51	3.10	2.33	1.96

SUMMARY ALL AIRLINES - NOVEMBER - 4.67%; 2019 NINE MONTHS - 4.68%

Consistent with the Department's introduction of new on-time performance data into the ATCR last year, the Department is delaying the publication of the new mishandled baggage data to give the Department and airlines an opportunity to verify the accuracy of the data.

OVERSALES/10,000 PASSENGERS (Denied Boarding= "V" Voluntary, "INV" Involuntary) (%)

	Nine Months	V	INV	Six Months	V	INV	Three Months	V	INV	Twelve Months	V	INV
Delta	Months	6.15	0.00	Months	8.51	0.00	Months	8.67	0.00	Months	5.89	0.00
Jetblue	Stats	0.80	0.01	Stats	0.72	0.02	Stats	0.80	0.03	Stats	0.66	0.01
Southwest		1.18	0.08		2.81	0.32		2.67	0.43		1.34	0.15
United		3.38	0.00		4.08	0.01		3.91	0.01		3.59	0.01
American		7.09	0.52		10.11	0.73		8.57	0.52		4.58	0.20
ALL AIRLINES		5.08	0.19		6.61	0.31		6.05	0.31		4.49	0.14

COMPLAINTS			
	Screening Procedures	Processing Time	Personal Property
	645	72	500
0.00098%	0.00003%	0.00011%	0.00076%

Animal Incidents	
Death	1
Injury	1
Loss	0

AGENDA ITEM NO. 6

Project Development



ALBANY COUNTY AIRPORT AUTHORITY
ALBANY INTERNATIONAL AIRPORT
ADMINISTRATION BUILDING
SUITE 200
ALBANY, NEW YORK 12211-1057

TEL: 518-242-2222
ADMIN FAX: 518-242-2641
FINANCE FAX: 518-242-2640
SITE: www.albanyairport.com

PROJECT STATUS REPORT

February 03, 2020

I. AIRSIDE IMPROVEMENTS

A) Runway 10-28 and Taxiway C Edge Light Replacement (Contract No. S-946)

DLC Electric, the low bid has shutdown the project for the winter. The project was forced to shutdown before Thanksgiving 2019 due to winter weather conditions. Work will resume in the Spring of 2020 when the weather permits.

B) Airport Drainage Culvert Replacement (Contract No. SD-930)

Rifenburg Contracting was the low bidder for this project. Rifenburg has shutdown the project and demobilized for the winter. The airfield work will be done in the Spring of 2020.

C) Replacement of Boarding Bridges A3,A5,B10 & C1 (Contract No. S-1039)

An RFP was advertised and two firms submitted proposals for the design work. An action Item for later in this meeting will be asking for the Board's approval of C & S Companies proposal for the design.

II. LANDSIDE IMPROVEMENTS

A) Revenue Upgrades and PARCS System (Contract #990-GC)

The existing parking revenue system is being replaced with the PARCS system. Amano McGann is working with ATI Access Control and HMA Contracting to install and test the new PARCS system which includes LPR's (License Plate Readers) and EZ Pass Plus antennas, which are all in place and active. The Pay on Foot kiosks are installed at key locations, which will allow parking customers to pay for parking before they go to their vehicle, speeding up their exit from the parking lot. The Long Term, Short Term and North Garage entrances and exits are operating with the new equipment. The

Economy Lot entrance/exit is operating with the new equipment and the installation in the back entrance/ exit of Economy Lot was completed last week.

B) New Parking Garage (Contract No. S-989)

The project was divided into 4 separate contracts to expedite the construction. The Precast Concrete Contract 989-PC is the fabrication and erection of the precast garage which includes caulking the joints and sealing the top of the double T's is currently over 70% completed. The contractor is in the process of completing minor punchlist items. Contract 989-SF is the site and utility relocations, pile driving and concrete pile caps which LeChase Construction is working on is complete. Contract 989-ES is for the elevators (3 units), two for the Garage and one for the Pedestrian Bridge was awarded to Kone, Inc. Kone has the equipment onsite and has begun installation of the two elevators in the new parking garage. Contract 989-GCR which includes the pedestrian bridge to the Terminal, the vehicle bridge to the garage, electrical, communication and plumbing work inside the new precast structure was awarded to LeChase Construction. The contractor continues to work on the new pedestrian bridge that will connect the garage to the Terminal. The plumbing and electrical installation work inside the new garage structure continues and the reconfiguration of the Jetway Drive intersection is ongoing and will be completed when the new traffic signal poles are erected in late February 2020.

C) Terminal Amenities (Contract No. S-991)

This project was divided into 5 separate contracts. Contract 991-GC is for the new Terminal flooring (terrazzo tile and carpet), soffit lighting, new ceiling in Times Square and various wall finishes was awarded to VMJR Companies. VMJR has removed partitions in B Concourse since the terrazzo work is complete in that concourse. The partitions in A concourse have been reduced in size and terrazzo work is continuing. The terrazzo floor pre-TSA checkpoint has been placed and is being finished. Contract 991-P is for the Toilet rooms rehab and upgrades, the Pet Relief area, the ceiling and lighting in the baggage carousel area, HVAC upgrade at the ticket counters and door refinishing and replacements was awarded to VMJR Companies. VMJR has completed the renovation of men's and women's bathroom in A& B Concourses and first floor Terminal restrooms. Work continues on the C Concourse restrooms. Work on the new ceiling and lighting in the Baggage Claim area is completed. The Pet Relief station and mens and womens restrooms in lower B Concourse are complete. Contract 991-R for the removal of the existing skylight in A Concourse and replacement with a metal roof and photovoltaic panels mounted on top was awarded to Kasselmann Electric. Kasselmann has completed the installation and testing of the photovoltaic panels. Kasselmann has completed work and is working to close out the project. Contract 991-ES is for the replacement of the escalators in the existing parking garage was awarded to Wainschaf Associates. Wainschaf has completed the installation of the new escalators and turned over to the Airport for use last week. Contract 991-W is for all new Wayfinding signs throughout the Terminal and new parking garage to guide people to all the Terminal amenities. Color Ad the contractor has been in full production of the signs. Color Ad has mobilized onsite and began installing new signs at various locations throughout the Terminal.

D) Water Service for Sprinkler at Building 211 (Contract 1030-GC)

CommutAir, the tenant, asked to have a sprinkler system installed in their newly renovated aircraft parts storage area. The project to bring a water service to the building was awarded last Board meeting to J.H. Maloy, Inc. Latham Water District requested a few changes to the plans before issuing a permit to tap into their system. The revisions are under review by LWD.

E) Air Traffic Control Tower (Contract 1013-SW, M & E)

The FAA has requested some upgrades to their facility. Sage Engineering put together bid packages for Sitework (SW), HVAC (M) and Electrical (E) which were bid the end of September and approved by the Board in October. J.H.Maloy Construction has completed all the sitework except landscaping which will be completed in the Spring 2020. Eckert Mechanical has begun the installation of the new equipment and are working with ACAA and the FAA to complete the HVAC equipment replacements.

F) New Terminal Concessions

The Hudson Valley Wine Bar was closed on January 2, 2020 and demolition was started. The space is being converted to the Beer Union which is going to feature craft beers. It will be advertised as part of the Taste New York campaign.

AGENDA ITEM NO. 7

Counsel

AGENDA ITEM NO. 8

Concessions/Ambassador Program



ALBANY COUNTY AIRPORT AUTHORITY
ALBANY INTERNATIONAL AIRPORT
ADMINISTRATION BUILDING
SUITE 200
ALBANY, NEW YORK 12211-1057

TEL: 518-242-2222
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February 3, 2020

Marketing, Concessions & Ambassador Program

Minority Percentages in the Concession's Workforce

Date	HMS Host	OHM	Paradies	Dunkin Donuts
Jan 2019	21/54=38.8%	42/50=84%	15/25=60%	5/10=50%
Feb 2019	24/60=40%	42/51=82.3%	12/22=54.5%	5/9=55.5%
Mar 2019	26/61=42.6%	34/52=65.3%	14/22=63.6%	4/9=44.4%
Apr 2019	21/57=36.8%	35/42=83.3%	14/23=60%	4/8=50%
May 2019	18/67=26.8%	28/43=65%	15/22=68%	5/9=55%
June 2019	20/64=31.2%	24/41=58.5%	15/24=62.5%	6/10=60%
July 2019	20/64=31.2%	23/40=57.5%	15/24=62.5%	7/12=58.3%
Aug 2019	20/58=34.5%	27/33=81.8%	13/22=59%	6/10=60%
Sept 2019	21/55=38.2%	25/32=78%	12/20=65%	6/9=66.6%
Oct 2019	23/61=37.7%	37/48=77%	16/24=66%	7/10=70%
Nov 2019	29/61=47.5%	37/45=82%	15/22=68%	8/12=66.6%
Dec 2019	27/69=39%	64/75=85.3%	15/22=68%	5/11=45.45%
Jan 2020	26/67=38.8%	60/70=86%	15/22=68%	5/11=45.45%

Concessions

Silks of Saratoga – This remodel is planned to start in the Spring.

HVWB – This remodel started this month and will reopen as the The Hudson Valley Beer Union.

Dunkin Donuts - A remodel is planned to start in April under the Dunkin only name.

Ambassador Program

Tours 2019

Jan - 0	Feb - 0	Mar - 1	Apr - 3	May - 4	June - 5	YTD - 32
July - 4	Aug - 1	Sept - 1	Oct - 5	Nov - 3	Dec - 5	

Hours 2019

Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD - 14,846
1153	1025	1207	1215	1234	1230	1316	1234	1363	1435	1348	1086	

Guest Served 2019

Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD - 147,491
11,227	8,590	9,926	11,460	9,558	13,385	12,396	14,316	11,531	15,550	13,734	15,818	

Canine 2019

Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
7380	6100	6513	6183	4816	5826	6677	7487	5428	7036	7343	5963

YTD - 76,752

Business Center 2019

Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
302	167	209	251	306	494	350	378	419	341	365	334

YTD - 3,916

AGENDA ITEM NO. 9

Public Affairs



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 SUITE 200
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TEL: 518-242-2222
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 FINANCE FAX: 518-242-2640
 SITE: www.flyalbany.com

Public Affairs Report February, 2020

AccuWeather

Reporter Dexter Henry of the AccuWeather TV channel aired a comprehensive report on the Airport’s response to the December 2019 Winter Storm Ezekiel. His report focused on how the Airport operates during heavy snow and dense fog conditions. His report was aired on Dish-TV and on Accuweather.com. The Airport operates a system known as CAT-2 which enables aircraft to follow an electronic pathway to the runway during dense fog. However, the decision whether to land is up to the pilot of the aircraft.



Wolfgang Puck Grand Opening

Wolfgang Puck Pizza celebrated its Grand opening on December 18. The event was highlighted by a “make your own pizza” effort with both the media and Airport staff participating.



Holiday Entertainment

Holiday entertainment this year included a variety of performers including keyboard player Kathy Dorn, Saxophone Santa and his Elf, a harpist, a Dixieland band and solo guitar players. The performers played both landside and airside.



BOCES

Criminal Justice students from the Washington-Warren-Saratoga-Hamilton-Essex BOCES were our guests on January 14 for a presentation on airport security. Participating agencies included the TSA, Airport Operations and the Albany County Sheriff’s Office.



Eastern Contractors

Todd Helfrich, President and CEO of the Eastern Contractors Association presented a check for \$1,000 to the John J. McKenna IV Military Courtesy Room on January 16.



Global Entry

U.S. Customs and Border Protection will conduct a Global Entry program at their offices at Albany International Airport on March 26, 27 and 28, 2020. Global Entry is a U.S. Customs and Border Protection (CBP) program that allows expedited clearance for pre-approved, low-risk travelers upon arrival in the United States. Members enter the United States through automatic kiosks at [select airports](#). Prior to attending the program travelers must be pre-approved for the Global Entry program. Those interested in obtaining Global Entry credentials must first check the CBP website to determine if they are eligible.



AGENDA ITEM NO. 10

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

AGENDA ITEM NO. 10.1

**Professional Service Agreement:
Authorization to Award Professional Engineering
Agreement S-1039: Design and Construction
Administration Service for Passenger Boarding
Bridge Improvements: Replace Bridges A3, A5,
B10 and C1 and Remove Over-the-Wing
Boarding Bridges C2 and C3 under the proposed
FY 2020 Federal AIP Program**

AGENDA ITEM NO: 10.1
MEETING DATE: February 3, 2020

ALBANY COUNTY AIRPORT AUTHORITY
REQUEST FOR AUTHORIZATION

ACAA Approved
02/03/2020

DEPARTMENT: *Planning and Engineering*

Contact Person: *Stephen Iachetta, AICP, Airport Planner*

PURPOSE OF REQUEST:

Professional Service Agreement: *Authorization to Award Professional Engineering Agreement S-1039: Design and Construction Administration Service for Passenger Boarding Bridge Improvements: Replace Bridges A3, A5, B10 and C1 and Remove Over-the-Wing Boarding Bridges C2 and C3 under the proposed FY 2020 Federal AIP Program*

CONTRACT AMOUNT: *\$144,950*

BUDGET INFORMATION:

Anticipated in Current ALB Capital Plan: Yes ✓ No ___ NA
Funding Account No.: CPN 2251

FISCAL IMPACT - FUNDING (Dollars or Percentages)

Federal 0%* State 0%* Airport 100%* **Pending 2020 AIP Grant issuance*
Term of Funding: 2020-2022
Grant No.: 3-36-0001-___-2020; STATE PIN: 1A00.____

JUSTIFICATION:

Authorization is requested to negotiate Contract S-1039 Professional Engineering Services for Design and Construction Administration Service the Passenger Boarding Bridge Improvements: Replace Bridges A3, A5, B10 and C1 under the FY 2020 Federal AIP Passenger Entitlement Program. The Request for Qualifications was widely advertised and two qualified engineering teams responded. Following FAA Advisory Circular 150/5100-14E, the Evaluation Committee scored each proposal in accordance with criteria specified in the RFQ. The engineering team of C&S Engineers, Inc., and Foit-Albert Associates (D/MBE) received the highest score and the proposed fee is less than the Independent Fee Estimate prepared by William Hennessey, P.E.

The project is programmed for FY 2020 passenger entitlement funding with 90% FAA, and 5% NYSDOT and Authority share allocations respectively, pending 2020 AIP Grant Issuance.

CHIEF EXECUTIVE OFFICER'S RECOMMENDATION:

Recommend approval.

AGENDA ITEM NO: 10.1
MEETING DATE: February 3, 2020

FINAL AGREEMENT SUBJECT TO APPROVAL BY COUNSEL: YES J NA _____

PROCUREMENT DEPARTMENT APPROVAL:

Procurement complies with Authority Procurement Guidelines and Chief Financial Officer has approved. YES J NA _____

BACK-UP MATERIAL:

Please refer to the attached proposed scope and fee proposal, project site location plan, Hennessey Engineering Independent Fee Estimate, and December 11, 2019 Times Union article on retirement of the Over-the-Wing boarding bridges C2 and C3-OTW.

SCHEDULE A

SCOPE OF WORK

Project Title: PASSENGER BOARDING BRIDGE IMPROVEMENTS – PHASE 4 (S-1039)
Airport Name: ALBANY COUNTY AIRPORT AUTHORITY (ACAA)
Services Provided: DESIGN and CONSTRUCTION ADMINISTRATION

Project Description:

The CONSULTANT shall provide required professional services for design and construction administration services for the proposed replacement of Passenger Boarding Bridges A3, A5, B10, and C1 as well as the removal and salvage of Over-the-wing Boarding Bridges at Gates C2 and C3 at Albany International Airport.

The construction budget for the project is approximately \$4,200,000. The CONSULTANT shall evaluate the feasibility of this budget and keep the ACAA apprised during each phase of the design. The CONSULTANT shall advise the ACAA as to options available for reducing construction costs to stay within the budget, if it appears likely that contractor bid prices will exceed this budget.

The design schedule is anticipated to be as follows:

	Time from Receipt of <u>NTP</u>
Contract Execution	
Notice to Proceed (NTP)	
Preliminary Design	45 days
Final Design	30 days

Professional services to be provided by the CONSULTANT shall include civil, electrical, structural, and architectural services required to accomplish the following items:

PRELIMINARY DESIGN

The work included under this phase shall generally consist of all work required to furnish the ACAA with a set of Preliminary Plans and Specifications. Weekly Project Status Reports will be submitted throughout the project duration.

The specific items of work shall include:

1. Participate in a project Kick-Off Meeting.
2. Review JBT Aerotech report dated October 20, 2015 and review field notes from previous site inspections. Verify findings.

3. Conduct site inspections to verify utility locations, and other project related existing physical features and facilities.
4. Conduct site inspections of bridges with Authority and AV-Ports to verify foundations, electrical and building interface. Review removal of over-the-wing bridges and necessary restoration of surfaces and building elements required.
5. Meet with Airlines and other stakeholders to review requirements for bridges to be replaced.
6. Provide recommended scope of work for bridge locations based upon existing report and results of field inspection.
7. Prepare preliminary contract drawings (approx. 30% complete) providing sufficient detail for review of design concepts by ACAA.
8. Prepare general specifications and preliminarily develop technical specifications expected to be required for the proposed work. Front end documentation will be provided by ACAA.
9. Develop a draft construction phasing plan which limits interference of the construction with airline operations.
10. Develop probable construction cost to reflect the preliminary project design.
11. Updated "Accessibility Matrix" previously developed for bridges to be replaced.
12. Submit sufficient copies of preliminary design documents to the ACAA for review and comment.
13. Schedule and conduct a preliminary design review meeting to discuss and resolve ACAA comments.
14. Schedule and conduct a preliminary review meeting with Airlines to discuss project phasing.

FINAL DESIGN PHASE

The work included under this Phase shall generally consist of all work required to furnish the ACAA with a complete set of contract documents including Final Plans, Specifications, and probable construction costs. Specifically, this work will include revising the Preliminary submittal information to comply with ACAA comments and then completion of the final design. Plans and Specifications, suitable for lump sum bidding, will be completed, final design will be coordinated with the ACAA and a 100% complete set of bid documents will be furnished to the ACAA. Specific items of work include:

1. On the basis of the accepted preliminary design documents, prepare final contract drawings to show the scope, character and extent of the work.
2. One intermediate review submission (at 60% completion) accompanied by a page turn review meeting to address any ACAA comments.

3. Submit draft final documents to ACAA for final review and comment. Schedule and conduct draft final review meeting with ACAA to discuss and resolve final comments.
4. Schedule and conduct draft final review meeting with Airlines to discuss phasing and resolve final comments.
5. Perform a detailed quantity takeoff of all bid items to be included on the contract drawings and in the general specifications of the construction contract.
6. Finalize general specifications and prepare written technical specifications as needed. Finalize construction phasing plan and include in specifications.
7. Prepare final probable construction costs based upon the actual bid items and quantity takeoffs.
8. Prepare and submit 7460-1, Engineer's Report, and Construction Safety and Phasing Plan to the FAA.
9. Reproduce and submit original copies of drawings and technical specifications to ACAA for reproduction. ACAA to prepare Front End documents with cooperation and assistance as needed.

BID PHASE

The bid phase is that time frame between completion of the design process and beginning of actual construction when the ACAA publicly advertises and receives bids, awards contracts to the lowest responsible bidder and executes a construction contract to perform the work with the successful contractors. The CONSULTANT shall assist the ACAA during this phase as required. Specifically, the work shall consist of:

1. Assist ACAA in the advertisement of the project and issuance of bid documents.
2. Receive and respond as required to questions from potential bidders regarding the contract documents.
3. Prepare addenda to the bid documents after advertisement and prior to bidding as required upon the ACAAS approval.
4. Upon receipt of bids, perform bid reviews. The bid review shall include items such as a check of the contractor's bid extensions, addenda receipt, buy American certificate, and subcontractors and supplier's list. Request evidence of competency and evidence of financial responsibility from the contractor. Review contractor's list of personnel, list of equipment and financial statement. Formal contact of the contractor's references shall be made upon ACAA's request or if contractor has no past working relationship with CONSULTANT or ACAA.
5. Prepare a final bid tabulation, recommendation/rejection of award to the ACAA.
6. Upon award of contract, prepare conformed copies of contracts and review contractor's submission with ACAA.

CONSTRUCTION CONTRACT ADMINISTRATION PHASE

Construction Contract Administration comprises the following:

1. Provide consultation and advice to the ACAA during construction, including attendance at a pre-construction conference, weekly construction coordination meetings, and special meetings as needed or requested. Prepare and distribute minutes of all meetings.
2. Obtain and review the proposed subcontractor and supplier list for approval.
3. Review the construction schedule prepared by the Contractor for compliance with the contract and give written advice to the ACAA concerning its acceptability.
4. Maintain an approved shop drawing file and verify construction is in compliance with these submittals. Alert the Contractor if materials are being installed without approved shop drawings.
5. Review and respond to requests for information (RFI) regarding the Contract Documents and, if required, prepare and issue supplemental drawings and specifications in response to RFIs.
6. Develop, maintain, and distribute an emergency contact list.
7. Revise the Construction Drawings to include field "red line" mark-ups, and certify the final record plans.
8. Review and recommend all Contractor payments and change order approvals and maintain a record for the project files.
9. Recommend final project acceptance to the ACAA.
10. Transmit required field records to the ACAA in a timely, neat, and orderly manner.
11. Assist the ACAA in compiling and submitting all necessary grant/project closeout documents required by the FAA.
12. Submit As- Built drawings (2- CD's and 2 -paper copies) and all O &M manuals for new equipment installed.

END OF SCHEDULE A

SCHEDULE B

COST SUMMARY

Project Title: PASSENGER BOARDING BRIDGE IMPROVEMENTS – PHASE 4
Airport Name: ALBANY COUNTY AIRPORT AUTHORITY
Services Provided: DESIGN and CONSTRUCTION ADMINISTRATION

Project Description:

The CONSULTANT shall provide professional services as outlined in Schedule A for the Lump Sum fee of \$144,950, based upon the following;

Rate Schedule:

Administrative Assistant	\$21.60	8 Hours
CADD Designer	\$27.10	152 Hours
CADD Senior Designer	\$32.85	160 Hours
Principal Architect	\$55.50	280 Hours
Senior Project Engineer	\$42.40	168 Hours
Managing Engineer	\$51.60	40 Hours
Department Manager	\$60.50	100 Hours
Group Manager	\$69.10	16 Hours

Hourly Breakdown by Phase:

PROJECT ADMINISTRATION / MANAGEMENT:

Administrative Assistant	8 Hours
Principal Architect	8 Hours
Department Manager	32 Hours
Group Manager	8 Hours

MEETINGS/SITE VISITS

Principal Architect	48 Hours
Project Engineer	16 Hours
Senior Project Engineer	80 Hours
Department Manager:	24 Hours

PRELIMINARY DESIGN:

CADD Designer:	80 Hours
CADD Senior Designer:	100 Hours
Principal Architect:	76 Hours
Managing Engineer	16 Hours
Senior Project Engineer:	46 Hours
Department Manager:	20 Hours

FINAL DESIGN:

CADD Designer	40 Hours
CADD Senior Designer	60 Hours
Principal Architect	100 Hours
Senior Project Engineer	36 Hours
Department Manager	24 Hours

QA/QC:

Principal Architect	8 Hours
Department Manager	8 Hours
Group Manager:	8 Hours

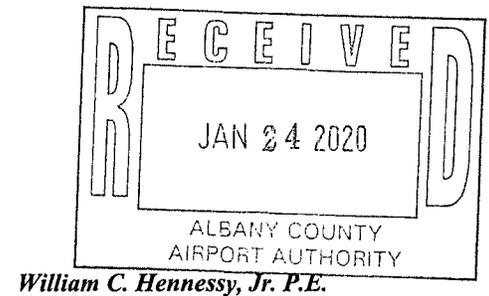
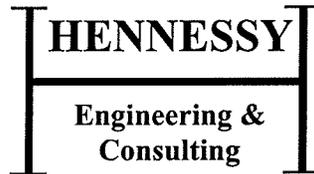
CA:

Principal Architect:	40 Hours
Senior Project Engineer:	16 Hours
Managing Engineer:	8 Hours
CADD Designer:	32 Hours

Sub-Consultant (DBE): Foit-Albert: \$14,000

Direct Expenses: \$1,591.57

END OF SCHEDULE B



January 23, 2020

Stephen Iachetta, AICP
Albany International Airport
Administration Building
Albany, NY 12211

Re: IFE – S1039 PBB Replacements

Dear Mr. Iachetta:

You recently requested I provide an Independent Fee Estimate (IFE) for: *PASSENGER BOARDING BRIDGE IMPROVEMENT, Design, Bid and Construction Administration*. I understand the estimated Total budget is \$4,200,000. My review considered FAA Advisory Circular 150/5100-14E : ARCHITECTURAL, ENGINEERING, AND PLANNING CONSULTANT SERVICES FOR AIRPORT GRANT PROJECTS, ASCE Handbook No 45 for Working with Consulting Engineers, and our past experience in similar work.

A. ASCE Handbook 45. This reference provides estimated guidelines for design fees and total fees received versus construction costs. The Handbook clearly states there are limitations to using their graphs to estimate costs, such as scope of work, complexity of assignments, and agency review requirements. However, it does provide an acceptable basis for comparison and consideration. We note the subject project will be on the “air side” thus adding to complexity for work tasks.

The Handbook guideline for Total fees includes all facets of the project, but does not estimate construction inspection separately. Based on a construction cost estimate based on the Total budget of \$4,200,000, the Handbook indicates an acceptable percentage for Design fees for similar level of work is 6.2% or approximately \$225,000.

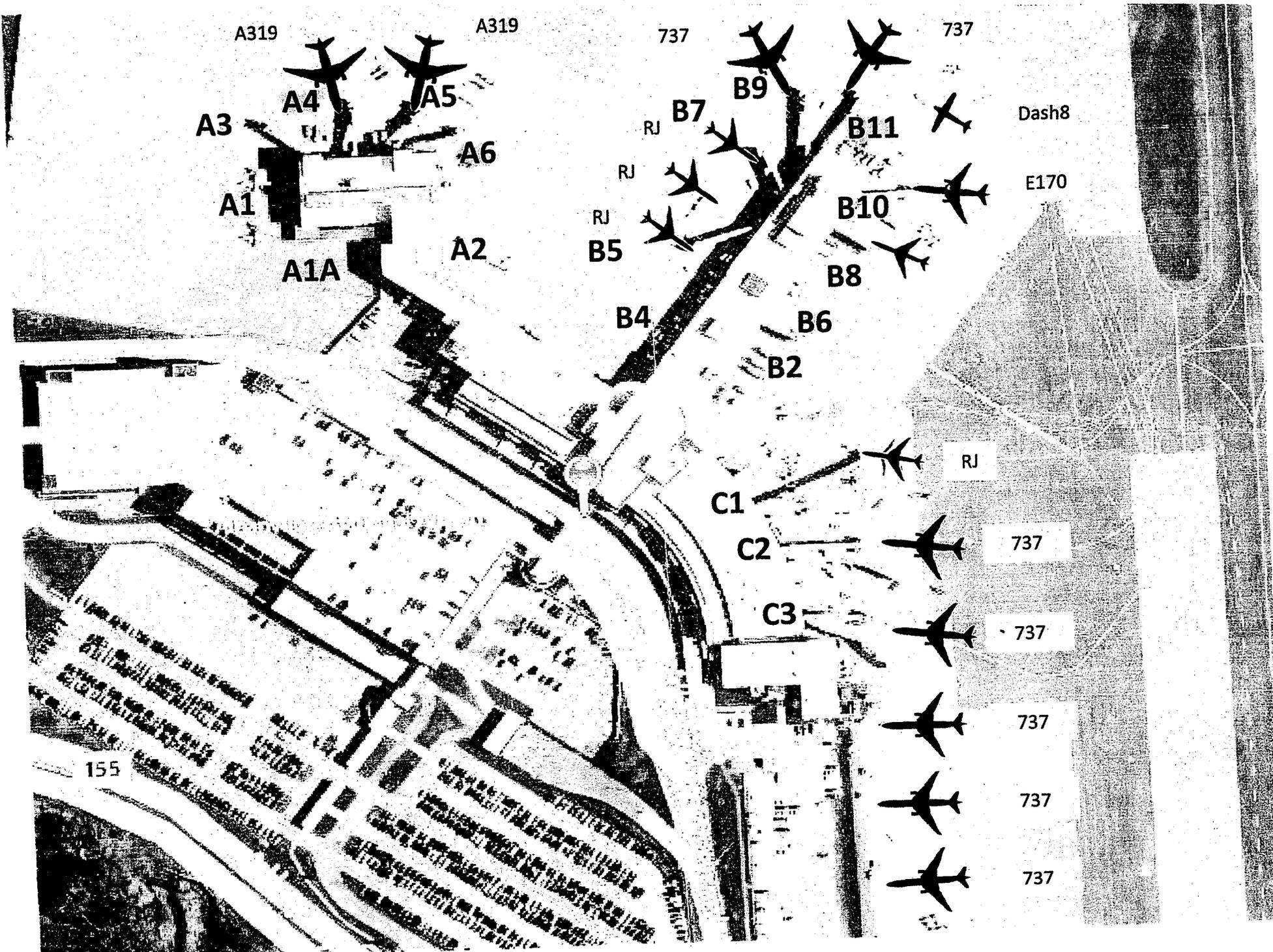
B. Hourly Estimates. I estimated total hours for each task and assigned an *estimated* hourly rate for specific labor categories. These rates are only estimates and vary greatly between consultants. They are dependent on individual labor rates and overhead, which vary constantly. Design Phase services include the following tasks: Administration, Preliminary Design, Final Design, Bid Assistance, and Construction Contract Administration. The *hourly* estimated fee for these services was 150,000.

This work is nearly identical design from prior Passenger Boarding Bridge replacement design in 2016 and 2018 by the same design firm. Clearly savings in design fee is warranted. Therefore based on this information, the above described methods and complexity of work, I estimate the fees to be \$150,000 for design phase services.

Sincerely,

A handwritten signature in black ink, appearing to read "W. Hennessy, Jr.", written in a cursive style.

William C. Hennessy, Jr. P.E.



set 2016

TIMES UNION | Timesunion.com | Wednesday, December 11, 2019

AIRPORT

Albany to retire time-saving loading bridges

Out-of-date machines originally purchased with state grant in '03

By Eric Anderson

Colonie

They were unique, the two dual loading bridges that allowed passengers to use the front or back doors to enter and exit Southwest's Boeing 737s at Albany International Airport.

They could shave several minutes off boarding and exiting crowded aircraft.

The rear bridge would rise over the wing, clearing the upright winglets, before connecting to the fuselage.

Large glass windows on the rear bridge gave passengers a view of the top of the wing and the fuselage as they were boarding.

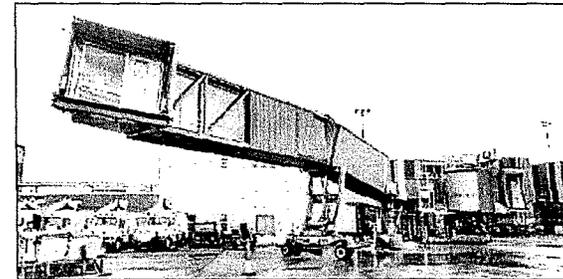
But the bridges, which are more than 15 years old, have "outlived their life span," airport spokesman Doug Myers said, and will be dismantled after the first of the year. As early as 2007, they were developing mechanical glitches that made

them less dependable.

Southwest at one time had similar bridges in service at airports it served in Austin and Dallas, but those had already been discontinued by 2007, when Gary Kelly, who would succeed airline founder Herb Kelleher as CEO the following year, visited Albany International Airport.

During the visit, Kelly told a reporter that Southwest wasn't planning to install any new dual bridges at any of the cities it serves.

Please see BRIDGES D2 ▶



Paul Buckowski / Times Union

A view of one of the dual jet bridges used by Southwest Airlines at Albany International Airport on Tuesday in Colonie. The bridges will be retired.

BRIDGES

▼ CONTINUED FROM D1

The bridges are actually the property of the airport, a Southwest spokesman said Tuesday. They were financed with a state grant of \$2.3 million when they were purchased in 2003. The bridge at C2 went into service in 2004, followed by C3 in 2005. The airline pays the Albany County Airport Authority for use of the bridges.

Myers said that the bridges are still in place and can be used "at

the discretion of the pilot."

Southwest recently launched a pilot program to use both doors for boarding and exiting its aircraft, but passengers will need to walk across the tarmac and climb outside stairs to use the rear door. And they'll have to lug their carry-on items up and down the stairs.

For now, the procedure is limited to four California airports. There's no word on whether it might be tried at Albany.

▶ eanderson@timesunion.com • 518-454-5323

AGENDA ITEM NO. 10.2

**Concession Contract: Assignment of
Concession Contract No. 910-CONFB: Food and
Beverage Concession with OHM Concession
Group, LLC to OHM ALB, LLC**

AGENDA ITEM NO: 10.2
MEETING DATE: February 3, 2020

ALBANY COUNTY AIRPORT AUTHORITY
REQUEST FOR AUTHORIZATION

ACAA Approved
02/03/2020

DEPARTMENT:

Contact Person: *Peter F. Stuto, General Counsel
Helen Chadderdon, Concessions and Marketing Manager*

PURPOSE OF REQUEST:

Concession Contract: *Assignment of Concession Contract No. 910-CONFB: Food and Beverage Concession with OHM Concession Group, LLC to OHM ALB, LLC*

CONTRACT AMOUNT:

Total Contract Amount:

BUDGET INFORMATION:

Anticipated in Current Budget: Yes___ No___ NA ✓

FISCAL IMPACT - FUNDING (Dollars or Percentages)

Federal _____ State _____ Airport _____ NA ✓
Funding Source: N/A

JUSTIFICATION:

OHM Concession Group, LLC (“OHM-1”) has been operating at the Airport since 2018. They operate the Chick fil A, Wolfgang Puck Pizza and Empire Deli. OHM-1 is proposing to sell a controlling interest in its Airport Concession units to a major, publicly traded, retail company, The Hudson Group (the parent, publicly traded, company is Hudson Ltd.). OHM-1 is proposing to assign their interest in the contract at the Airport to a newly created entity, OHM ALB, LLC (“OHM-2”). Hudson Group (HG) Retail, LLC. (a Hudson Group affiliate) will own 80% of OHM-2 and OHM-1 will own 20% of OHM-2. The Authority would provide consent to this assignment by executing the attached Consent and Agreement. Importantly, the performance and payment obligations of OHM-2 will be guaranteed by the publicly traded Hudson, Ltd.

The Authority currently receives 100% disadvantaged Business Enterprise (“DBE”) credit for the revenue of OHM-1, which is a certified DBE. Under the proposed transaction, the DBE credit will be reduced to 20% of revenue reflection the 20% interest of OHM-1 in the new enterprise. The Authority will still be projected to reach its DBE goals.

Authorization is requested to execute and enter into the attached Consent and Agreement.

AGENDA ITEM NO: 10.2
MEETING DATE: February 3, 2020

CHIEF EXECUTIVE OFFICER'S RECOMMENDATION:

Recommend approval.

FINAL AGREEMENT SUBJECT TO APPROVAL BY COUNSEL: YES ✓ NA

BACK-UP MATERIAL:

- 1) *Consent and Agreement*
- 2) *Memorandum from Hudson Group Requesting Assignment and Prescribing Acquisition as OHM Concession Units*
- 3) *OHM ALB, LLC: Legal Entity Formation Documents*

CONSENT AND AGREEMENT

THIS CONSENT AND AGREEMENT (this "Consent") is made as of this ____ day of _____, 2020, by the Albany County Airport Authority (the "Authority"), in favor of OHM Concession Group LLC, a Missouri limited liability company ("OHM") and OHM ALB, LLC, a Delaware limited liability company ("ALB") and among the signatories hereto.

RECITALS

WHEREAS, the Authority and OHM are parties to that certain Agreement as detailed in Appendix 1 hereto (together with all schedules, amendments, restatements, modifications and supplements thereto, if any, detailed in Appendix I, the "Agreement");

WHEREAS, pursuant to a certain Asset Purchase Agreement ("APA"), entered into as of October 31, 2019 by and among OHM and Hudson Group (HG) Retail, LLC, a Delaware limited liability company ("Hudson") and certain joint venture entities, including ALB, ALB and Hudson will acquire, and OHM will sell, assign and transfer to ALB, the Agreement and OHM's operations with respect to the Agreement; including the assets and liabilities associated with the Agreement as more particularly set forth herein (the "Transaction"); and

WHEREAS, capitalized terms used herein and not otherwise defined shall have the respective meanings ascribed to such terms in the Agreement.

NOW, THEREFORE, in consideration of the covenants, terms, conditions and agreements herein contained, and in consideration of other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the parties to this Consent, for their mutual benefit, hereby agree, covenant and warrant, as follows:

1. In accordance with the terms of the Agreement, the Authority hereby consents to the assignment of all of OHM's rights, duties and obligations under the Agreement to ALB pursuant to the Transaction. Notwithstanding anything herein to the contrary, the granting of such consent shall not be, or deemed to operate as, a waiver of the requirement for consent to each and every subsequent assignment of the Agreement by ALB or any subsequent assignee.

2. The Authority hereby certifies for the benefit of Hudson, OHM and ALB, and their successors and assigns, with respect to the Agreement as follows:

(a) The Agreement is in full force and effect and, as of the date of this Consent, there are, to the Authority's actual knowledge, no defaults, or events which with the giving of notice or the passage of time or both would become defaults, by the Authority or OHM under the Agreement. No notice has been delivered to OHM by the Authority or received by the Authority from OHM of any default or event of default.

(b) The Authority has commenced no action against OHM arising out of the Agreement or in any way relating thereto, or arising out of any other transactions between the Authority and OHM nor does the Authority have any present intention to do so. The Authority does not however, waive its right to bring an action if facts come to its

attention which would give rise to a cause of action, whether such facts or cause of action arose before or after the execution of this Consent.

3. Upon the closing of the Transaction (the "Closing"), ALB shall be substituted in place of OHM as a party to the Agreement and ALB shall assume any and all obligations, responsibilities or liability under the Agreement from and after the Closing.

4. Upon the Closing, the Authority hereby releases and forever discharges OHM from any and all obligations, responsibilities, or duty to perform under the Agreement which arise or accrue after Closing of the Transaction.

5. **GUARANTY**

(a) Guaranty. Upon Closing, Hudson Ltd., a Bermuda limited company, ("Parent") unconditionally guarantees to the Authority the performance of all of ALB's obligations under the Agreement and under all modifications, renewals and extensions of the Agreement by ALB, Parent or a third party capable of performing such obligations (hereinafter, collectively, the "Obligations") The guaranty of Parent set forth in this Consent shall be referred to as the "Guaranty".

(b) Cooperation. Parent shall perform, subject to the terms herein, on request of the Authority, such reasonable acts as may be necessary or advisable to carry out the intent of the Guaranty.

(c) Existence, Conduct of Business, Properties, Etc. Parent shall maintain and preserve its existence as a corporation and all material rights, privileges and franchises necessary in the normal conduct of its business, provided, however, that, in the event of the sale or transfer of all or substantially all of Parent's assets, the successor to Parent shall provide the Guaranty, and Authority consents to the foregoing so long as such successor is at least equally creditworthy as Parent at the time of such transfer.

(d) Compliance with Laws. Parent shall at all times comply with, or cause to be complied with, all laws, statutes, rules, regulations, orders and directions of any governmental authority having jurisdiction over Parent and applicable to Parent as they relate to Albany International Airport.

(e) Representations and Warranties.

(i) Parent represents and warrants to and in favor of the Authority on the date hereof (and shall cause such representations and warranties, except as provided in 5(c) above, to remain true and correct so long as ALB is a party to the Agreement) that:

(1) Parent is a Delaware corporation duly organized, validly existing and in good standing under the laws of the State of Delaware and has the full power and authority to carry on its business as now conducted and to enter into and perform its obligations under the Guaranty.

(2) Parent has duly authorized, executed and delivered this Guaranty, and neither Parent's execution and delivery hereof nor its compliance with the terms hereof (a) does or will contravene its articles or bylaws or any law applicable to or binding on it or any of its properties, (b) does or will contravene or result in any breach of or constitute any default under, any agreement or instrument to which it is a party or by which it or any of its properties may be bound or affected, which breach or default could affect Parent's ability to perform hereunder, or (c) does or will require the consent of any person which has not already been obtained.

(3) This Guaranty is a legal, valid and binding obligation of Parent, enforceable against Parent in accordance with its terms, except to the extent that enforceability may be limited by applicable bankruptcy, insolvency, moratorium, reorganization or other similar laws affecting the enforcement of creditors' rights.

(4) There are no pending or, to the best of Parent's knowledge, threatened actions or proceedings of any kind, including, without, limitation actions or proceedings of or before any government, to which Parent is a party or is subject, or by which it or any of its properties are bound that, if adversely determined to Parent, would have a materially adverse effect on the Parent's financial condition, business or operation, its ability to carry on its business or to perform its obligations hereunder, nor, to the best of the Parent's knowledge, is there any basis for any such action or proceedings.

(5) Parent's consolidated income statements previously provided to the Authority were complete and accurate as of the date thereof.

(6) Guarantor is a limited company formed in Bermuda and is in good standing and service of any legal process may be made to _____.

(f) Authority represents and warrants to and in favor of OHM, ALB and Parent on the date hereof (and shall cause such representations and warranties to remain true and correct so long as Authority is a party to the Agreement) that Authority is a public benefit corporation established and existing pursuant to the Albany County Airport Authority Act enacted by Chapter 686 of the laws of 1993 and set forth in Title 32 of the New York Public Authorities Law and has the full power and authority to carry on its business as now conducted and to enter into and perform the Authority obligations under the Agreement.

(g) Obligations.

(i) Parent's obligations under the Guaranty are unconditional and absolute and, if for any reason whatsoever the Obligations of ALB under the Agreement shall not be performed in accordance with the provisions thereof, Parent shall, subsequent to the receipt of proper notice under the Agreement, honor and

perform the Obligations to Authority hereunder or cause ALB to honor and perform the Obligations to Authority.

(ii) The Guaranty is a separate obligation of Parent independent of the obligations of ALB under the Agreement, provided that no action may be brought to enforce the provisions hereof so long as ALB performs its obligations under the Agreement.

(h) Waivers. Parent, to the extent it may legally do so, waives any right now or hereafter existing to require Authority, as a condition to proceeding against Parent hereunder, to (a) proceed against ALB, provided that ALB has been given all applicable notice and cure rights and has failed to perform in accordance with the Agreement, or (b) pursue any other remedy in Authority's power. PARENT WAIVES ALL RIGHTS AND DEFENSES ARISING BY REASON OF ANY DISABILITY OF ALB OR BY REASON OF THE CESSATION FROM ANY CAUSE WHATSOEVER OF THE LIABILITY OF ALB OTHER THAN FULL PERFORMANCE OF ALL OBLIGATIONS OWING TO AUTHORITY UNDER THE AGREEMENT.

6. Miscellaneous.

(a) Successors and Assigns. This Consent shall inure to the benefit of and be binding upon the parties hereto and their respective heirs, legal representatives, successors and assigns.

(b) Applicable Law. The validity of this Consent, its performance and effect shall be determined in accordance with the internal laws of the State of New York without regards to conflict of laws principles.

(c) Entire Agreement. This Consent, together with the Agreement, shall constitute the entire agreement of the parties with respect to the subject matter hereof, and supersedes all prior and contemporaneous agreements, understandings and discussions of the parties, whether written or oral. No change, modification, amendment or termination of this Consent, except as expressly provided for in this Consent, shall be valid, unless the same shall be in writing and signed by all of the parties hereto. This Consent may be signed in multiple counterparts, all of which shall together constitute a single integrated instrument. Signatures by facsimile or scan shall be valid and binding for all purposes under this Consent.

(d) Severability. Whenever possible, each provision of this Consent shall be interpreted in such manner as to be effective and valid under applicable law, but if any provision of this Consent is held to be invalid, illegal or unenforceable in any respect under any applicable law or rule in any jurisdiction, such invalidity, illegality, or unenforceability shall not affect any other provision or any other jurisdiction, but this Consent shall be reformed, construed and enforced in such jurisdiction as if such invalid, illegal or unenforceable provision had never been contained therein.

(e) Expiration, Cancellation. This Consent shall expire and be deemed null and void and of no further effect if the Transaction does not close within six (6) months of the

execution of this Consent. Further, prior to the Closing, the Authority may cancel and deem this Consent null and void if the Authority becomes aware of a material fact relative to ALB or Parent which would render the continuation of this Consent not in the best interest of the Authority and the Authority so notifies ALB. ALB and Parent shall be provided with reasonable opportunity to cure or satisfy the concerns expressed by the Authority and shall be given no less than thirty (30) days after receipt of such notification to effect such cure, during which time the Consent shall not be cancelled. ALB shall immediately notify the Authority upon Closing.

(f) Employees. Reference is hereby made to the APA pursuant to which ALB agrees to hire all the current employees of OHM as of Closing on terms no less favorable than those currently in effect, and to recognize all labor unions currently representing any of such employees and all applicable collective bargaining agreements.

7. Notices. After the date of execution of this Consent and the Closing, notices to be delivered pursuant to the Agreement shall be directed as follows:

If to ALB,

OHM ALB, LLC
c/o Hudson Group (HG) Retail, LLC
One Meadowlands Plaza, 11th Floor
East Rutherford, NJ 07073
Attn: Adam Ratner, General Counsel
Phone: (201) 528-2534
Email: ARatner@hudsongroup.com

with a copy to:

OHM Concession Group, LLC
4482 Woodson Road
Woodson Terrace, MO 63134
Attn: Milan Patel
Phone: (314) 280-5034
Email: milan@ohmgroup.com

If to Guarantor,
c/o Hudson Group (HG) Retail, LLC
One Meadowlands Plaza, 11th Floor
East Rutherford, NJ 07073
Attn: Adam Ratner
Phone: (201) 528-2534
Email: ARatner@hudsongroup.com

8. The Authority hereby confirms, acknowledges and agrees that, upon the Closing, the Authority and ALB are in direct privity of contract, as Authority and contractor, respectively, under the Agreement.

IN WITNESS WHEREOF, the parties hereto have caused this Consent to be executed as of the date first written above.

Albany County Airport Authority

By: _____
Name: _____
Title: _____
Date: _____

OHM ALB, LLC

By: _____
Name: _____
Title: _____
Date: _____

OHM Concession Group LLC

By: _____
Name: _____
Title: _____
Date: _____

Hudson Ltd.

By: _____
Name: _____
Title: _____
Date: _____

Appendix I

Food and Beverage Concession Agreement between OHM Concession Group LLC and the Albany County Airport Authority dated February 23, 2018 as amended by First Amendment to Lease dated May 13, 2019

HUDSON GROUP RETAIL

T 201-528-2406
M 201-707-7212

RFordyce@hudsongroup.com
www.hudsongroup.com



Thursday, November 14, 2019

Re: Acquisition of Concession Units from OHM Concession Group LLC

I am writing to share some additional information about Hudson's agreement to acquire a controlling stake in certain of the assets of OHM Concession Group LLC (OHM), an award winning food and beverage concessions operator in North America. The addition of these OHM assets will add notable food and beverage options to Hudson's existing concessions catalog and complements our existing footprint in the Quick Service Restaurant space.

The completion of this transaction is subject to customary closing conditions (including the assignment of the lease, franchise and other material agreements currently held by OHM in connection with the subject units). We expect the transaction to be completed sometime over the next 2-3 months and, at that time, all of OHM's stores currently in operation at Albany International Airport ("ALB") will be owned and operated by OHM ALB, LLC, a Delaware limited liability company (the "Company"). The Company will be jointly owned by Hudson Group (HG) Retail, LLC and OHM Concession Group LLC, with Hudson Group (HG) Retail, LLC holding an 80% membership interest and OHM Concession Group LLC holding a 20% membership interest. We are very pleased to confirm that Milan Patel will remain actively involved in the Company's business operations.

We look forward to working with you and building on OHM's successful track record at Albany International Airport. Along with this letter, you are being provided with a request to consent to the assignment of OHM's interest in the agreement(s) relating to the ALB airport units to OHM Concession Group, LLC. We'd be grateful if you would return a signed copy of this consent to OHM by no later than December 11th, 2019.

Should you have any questions about the transaction or the consent letter, please feel free to contact Adam Ratner, Hudson Group's General Counsel, by email at aratner@hudsongroup.com or by phone at (201) 528-2534. Any other questions relating to Hudson or OHM ALB, LLC should be directed to Adrian Bartella at ABartella@hudsongroup.com or (201) 528-2367

Very truly yours,

Roger Fordyce, CEO
Hudson Group
1 Meadowlands Plaza,
East Rutherford, NJ 07073



cc: Milan Patel
Richard A. Chinsammy
Adam Ratner
Adrian Bartella

CSC

www.cscglobal.com

CSC- Wilmington
251 Little Falls Drive
Wilmington, DE 19808
800-927-9800
302-636-5454 (Fax)

Matter# Not Provided
Project Id :

Order# 074570-10
Order Date 12/04/2019

Entity Name : OHM ALB, LLC
Jurisdiction : NY-Department of State
Request for : Qualification Filing
File# : 5668377
File date : 12/09/2019
Result : Filed

Ordered by JEANEDRA N. BIGGER at HUDSON GROUP

Thank you for using CSC. For real-time 24 hour access to the status of any order placed with CSC, access our website at www.cscglobal.com.

If you have any questions concerning this order or CSCGlobal, please feel free to contact us.

Erica Wisniewski
ewisniew@cscinfo.com

The responsibility for verification of the files and determination of the information therein lies with the filing officer; we accept no liability for errors or omissions.

CERTIFICATE OF AUTHORITY UNDER SEC. 805 OF THE LIMITED LIABILITY COMPANY LAW

ENTITY NAME: OHM ALB, LLC

DOCUMENT TYPE: APPLICATION FOR AUTHORITY (FOR LLC)

COUNTY: ALBA

FILED:12/09/2019 DURATION:***** CASH#:191209000425 FILM #:191209000386
DOS ID:5668377

FILER:

EXIST DATE

C/O HUDSON GROUP (HG) RETAIL, LLC
1 MEADOWLANDS PLAZA
11TH FLOOR
EAST RUTHERFORD, NJ 07073

12/09/2019

ADDRESS FOR PROCESS:

C/O CORPORATION SERVICE COMPANY
80 STATE STREET
ALBANY, NY 12207-2543

REGISTERED AGENT:

The limited liability company is required to file a Biennial Statement with the Department of State every two years pursuant to Limited Liability Company Law Section 301. Notification that the biennial statement is due will only be made via email. Please go to www.email.ebiennial.dos.ny.gov to provide an email address to receive an email notification when the Biennial Statement is due.

=====

SERVICE COMPANY: CORPORATION SERVICE COMPANY

SERVICE CODE: 45

FEES	285.00	PAYMENTS	285.00
	-----		-----
FILING	250.00	CASH	0.00
TAX	0.00	CHECK	0.00
CERT	0.00	CHARGE	0.00
COPIES	10.00	DRAWDOWN	285.00
HANDLING	25.00	OPAL	0.00
		REFUND	0.00

074570AJC

DOS-1025 (04/2007)

STATE OF NEW YORK
DEPARTMENT OF STATE

I hereby certify that the annexed copy has been compared with the original document in the custody of the Secretary of State and that the same is a true copy of said original.



WITNESS my hand and official seal of the
Department of State, at the City of Albany, on
December 10, 2019.

Brendan C. Hughes

Brendan C. Hughes
Executive Deputy Secretary of State

CSC 45
DRAW DOWN

201912090 384



Division of Corporations,
State Records and
Uniform Commercial Code

Department of State
DIVISION OF CORPORATIONS,
STATE RECORDS AND
UNIFORM COMMERCIAL CODE
One Commerce Plaza
99 Washington Ave.
Albany, NY 12231-0001
www.dos.ny.gov

APPLICATION FOR AUTHORITY OF

OHM ALB, LLC

(Insert name of Foreign Limited Liability Company)

Under Section 802 of the Limited Liability Company Law

FIRST: The name of the foreign limited liability company is:

OHM ALB, LLC

If the name does not contain the required words or abbreviation pursuant to Section 204 of the Limited Liability Company Law, the following words or abbreviation is added to the name for use in this state:

(Do not complete this section unless the foreign limited liability company's true name is not available pursuant to §204 of the Limited Liability Company Law.) The fictitious name under which the foreign limited liability company will do business in New York is:

(The fictitious name must contain the words "Limited Liability Company" or abbreviation "LLC" or "L.L.C.")

SECOND: The jurisdiction of organization of the foreign limited liability company is:

Delaware

The date of its organization is: 10/28/2019

THIRD: The county within New York state in which the office, or if more than one office, the principal office of the foreign limited liability company is to be located is: Albany

(A county in New York is required. Please note that the limited liability company is not required to have an actual physical office in this state.)

FOURTH: The Secretary of State is designated as agent of the foreign limited liability company upon whom process against it may be served. The address within or without this state to which the Secretary of State shall mail a copy of any process served against him or her is:

c/o Corporation Service Company
80 State Street
Albany, NY 12207-2543

FIFTH: (Check and complete the statement that applies)

The address of the office required to be maintained in the jurisdiction of its formation is:

c/o Corporation Service company
251 Little Falls Drive
Wilmington, DE 19808

No office is required to be maintained in the jurisdiction of its formation. The address of the principal office of the foreign limited liability company is:

SIXTH: The foreign limited liability company is in existence in its jurisdiction of formation at the time of filing of this application.

SEVENTH: The authorized officer (e.g. "Secretary of State") in its jurisdiction of its formation where a copy of its articles of organization is filed is:

Secretary of State

The address of the authorized officer is:

401 Federal Street
Dover, DE 19901

X



(Signature)

Roger Fordyce, CEO

(Type or print name)

Capacity of signer (Check appropriate box):

- Member
- Manager
- Authorized Person

Delaware

The First State

Page 1

I, JEFFREY W. BULLOCK, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY "OHM ALB, LLC" IS DULY FORMED UNDER THE LAWS OF THE STATE OF DELAWARE AND IS IN GOOD STANDING AND HAS A LEGAL EXISTENCE SO FAR AS THE RECORDS OF THIS OFFICE SHOW, AS OF THE FOURTH DAY OF DECEMBER, A.D. 2019.

AND I DO HEREBY FURTHER CERTIFY THAT THE SAID "OHM ALB, LLC" WAS FORMED ON THE TWENTY-EIGHTH DAY OF OCTOBER, A.D. 2019.

AND I DO HEREBY FURTHER CERTIFY THAT THE ANNUAL TAXES HAVE BEEN ASSESSED TO DATE.



7675669 8300

SR# 20198422500

You may verify this certificate online at corp.delaware.gov/authver.shtml

A handwritten signature in black ink, appearing to read "JBULLOCK", written over a horizontal line. Below the line, the text "Jeffrey W. Bullock, Secretary of State" is printed in a small font.

Authentication: 204131721

Date: 12-04-19

AGENDA ITEM NO. 10.3

**Lease Amendment: Bifurcate Lease of
Airport Buildings 202 and 203**

AGENDA ITEM NO: 10.3
MEETING DATE: February 3, 2020

ALBANY COUNTY AIRPORT AUTHORITY
REQUEST FOR AUTHORIZATION

DEPARTMENT: *Legal Department/Finance Department*

ACAA Approved
02/03/2020

Contact Person: *Peter F. Stuto, General Counsel*
Michael Zonsius, Chief Financial Officer

Executive staff to resolve
parking allocation
between Buildings 202
and 203.

PURPOSE OF REQUEST:

Lease Amendment: Bifurcate Lease of Airport Buildings 202 and 203

CONTRACT AMOUNT: \$201,446 Revenue Per Year

BUDGET INFORMATION:

Anticipated in Current Budget: Yes ✓ No NA

FISCAL IMPACT - FUNDING (Dollars or Percentages)

Federal State Airport NA ✓

JUSTIFICATION:

Authorization is requested to "split" the lease of 743 Albany Shaker Road (Building No. 202) and 745 Albany Shaker Road (Building No. 203) between two entities.

Both parcels are leased under one agreement, to Integra Optics Inc. ("Integra"). The current lease is 28,261 SF (both buildings) and the rent is \$16,787/month (\$201,446 per year). Integra would retain building No. 203. Building 202 would be leased to ProAir Holding Company, LLC, and its owner, David Prescott (the former owner of Integra) would guarantee this lease. The rent will be prorated in accordance with square footage as follows:

	<u>Sq/ft</u>		<u>Annual Rent</u>		<u>Monthly Rent</u>
Building #202	10,317	\$	73,540.29	\$	6,128.36
Building #203	17,944	\$	127,906.07	\$	10,658.84
	<u>28,261</u>	<u>\$</u>	<u>201,446.35</u>	<u>\$</u>	<u>16,787.20</u>
Current Cost per Sq/Ft	<u>\$</u>	<u>7.13</u>			

AGENDA ITEM NO: 10.3

MEETING DATE: February 3, 2020

The term would remain the same for each building, with the initial term ending December 31, 2021. Tenant(s) each have three option periods: 5-years, 5-years, and 4-years 4-months (until April 30, 2036). An annual cost of living increase based upon CPI will continue.

CHIEF EXECUTIVE OFFICER'S RECOMMENDATION:

Recommend approval.

FINAL AGREEMENT SUBJECT TO APPROVAL BY COUNSEL: YES ✓ NA

BACK-UP MATERIAL:

- 1. Site Locator Map*
- 2. Draft Lease*



Locator Map

Building No. 203

Building No. 202



Integra Optics
Building 203

ProAir Holding
Company, LLC
Building 202

DRAFT

LEASE AGREEMENT

BETWEEN THE

ALBANY COUNTY AIRPORT AUTHORITY

AND

PROAIR HOLDING COMPANY, LLC

CONTRACT No. L-1044

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LEASE AGREEMENT
BETWEEN THE
ALBANY COUNTY AIRPORT AUTHORITY
AND
PROAIR HOLDING COMPANY, LLC
AT THE ALBANY INTERNATIONAL AIRPORT

THIS AGREEMENT is made and entered into effective the ____ day of _____, 20__ by and between the **ALBANY COUNTY AIRPORT AUTHORITY** (the "AUTHORITY"), a body corporate and politic constituting a public benefit corporation established and existing pursuant to the Albany County Airport Authority Act enacted by Chapter 686 of the laws of 1993 and set forth in Title 32 of the New York Public Authorities Law, having offices at the Administration Building, Room 204, Albany International Airport, Albany, NY, 12211 and **PROAIR HOLDING COMPANY, LLC** (the "TENANT"), a corporation organized and existing under the laws of the State of New York, having offices at 745 Albany Shaker Road, Building 202, Latham, New York 12110.

RECITALS

1. The County of Albany (the "County") is the owner of the Albany International Airport located in the Town of Colonie, County of Albany, State of New York, (hereinafter referred to as the "Airport");
2. The County and the AUTHORITY have entered into an Airport Lease Agreement (the "Airport Lease Agreement"), effective as of May 16, 1996, for a term expiring December 31, 2049, whereby the AUTHORITY has the exclusive right to operate, maintain and improve the Airport and do anything else permitted by law, subject on to the restrictions and conditions stated in such Airport Lease Agreement and in accordance with applicable law;
3. The Board of the AUTHORITY approved the terms of this lease agreement at its meeting held February 3, 2020;
4. TENANT desires to lease office space and the AUTHORITY agrees to enter into this agreement with TENANT to provide office space.

NOW THEREFORE, In consideration of the mutual covenants contained herein, the parties agree as follows:

ARTICLE 1: DEFINITIONS

- 1.1_ "Agreement", "Lease" or "Lease Agreement" shall mean this lease agreement between TENANT and AUTHORITY to lease office space.

- 1.2 “**Airport**” shall mean the land, with all improvements thereon and to be erected thereon, owned and/or operated by the AUTHORITY, and other locations as may be added from time to time.
- 1.3 “**Airport Terminal**” and “**Terminal**” shall mean the terminal building at the Airport as of the date of the execution of the Agreement.
- 1.4 “**Chief Executive Officer**” or “**CEO**” shall mean the Chief Executive Officer of Albany County Airport Authority as, from time to time, appointed by the AUTHORITY and shall include such person or persons as may, from time to time, be authorized in writing by the CEO to act for him or her with respect to any or all matters pertaining to this Agreement.

ARTICLE 2: TERM

2.1 The initial lease term shall commence March 1, 2020 and shall end December 31, 2021 (“Initial Term”). Tenant shall have the option to renew the term of the lease for two additional renewal terms of five years and one additional renewal term of four years and four months as described in this paragraph. The first renewal term shall commence January 1, 2022 and shall end December 31, 2026 (“First Renewal Term”). The second renewal term shall commence January 1, 2027 and shall end December 31, 2031 (“Second Renewal Term”). The third renewal term shall commence January 1, 2032 and shall end April 30, 2036 (“Third Renewal Term”).

2.2 Tenant may exercise its right to renew for the next renewal term by so notifying the Authority in writing at least ninety (90) days but not sooner than one hundred eight (180) days before the end of the then current term.

ARTICLE 3: ASSIGNED AREA

3.1 The AUTHORITY hereby leases to TENANT and TENANT hereby agrees to lease from the AUTHORITY for its use, and for the uses and purposes defined in Article 4 hereinafter, subject to all terms, conditions and covenants of this Agreement, the entirety of AUTHORITY Building #202 located at 745 Albany Shaker Road, Colonie, New York, which is hereby designated as the “Assigned Area” and as shown herein in Exhibit “A”.

3.2 The AUTHORITY may terminate this Lease if the Premises is needed for Airport Purposes by giving LESSEE Ninety (90) days written advance notice. “Airport Purposes” shall be construed to mean any purpose directly related to public aviation but shall not include lease or sale to a third party solely to generate revenue to the AUTHORITY greater than that generated pursuant to this Lease.

ARTICLE 4: USES AND PRIVILEGES

4.1 The TENANT has a non-exclusive right, privilege, and obligation to operate a business office at the Airport as an information technology business.

- 4.2 The TENANT agrees that they shall not engage in any businesses in the assigned space, other than that stated in Section 4.1 above, without first seeking and gaining approval from the AUTHORITY.
- 4.3 Without limiting the generality of the foregoing, TENANT shall not engage in any "Aeronautical Activity," as that term is defined in the AUTHORITY's published Minimum Standards (which the TENANT acknowledges to have read and has in its possession, and which the AUTHORITY may change from time to time without notice to TENANT), without first having applied and been approved, in accordance with the Minimum Standards, to be a Fixed Base Operator (as that term is defined in the Minimum Standards) or a Specialized Aviation Service Operator (as that term is defined in the Minimum Standards).
- 4.4 Should a conflict arise between the TENANT and other operators at the Airport regarding the scope of privileges, the CEO will serve as the final arbitrator. The TENANT agrees to abide by the CEO's decision.
- 4.5 The TENANT has the rights of ingress and egress over Airport roadways, including common use roadways, subject to any rules or regulations which may have been established or shall be established in the future by the AUTHORITY. Such rights of ingress and egress shall apply to the TENANT's employees.
- 4.6 The AUTHORITY, if providing parking facilities to the TENANT's employees in common with employees of other tenants and users of the Airport, retains the right to institute a reasonable charge for the privilege of utilizing these parking facilities.

ARTICLE 5: OBLIGATIONS OF TENANT

- 5.1 The TENANT hereby warrants and agrees that: (1) it will conduct its business affairs which complies with the highest standards of operations at the Airport and be responsive to all reasonable demands therefore on a fair, equal and nondiscriminatory basis.
- 5.2 The TENANT shall be responsible for the conduct, demeanor and appearance of its employees and invitees and of those doing business with it. Upon receipt of any complaint or objection to the conduct, demeanor or appearance of the employees, invitees or those doing business with the TENANT, the TENANT shall immediately take all reasonable steps necessary to remove the cause of the complaint or objection.
- 5.3 No banners, signs or other identifying markings shall be placed on the interior or exterior of the building without the prior written approval of the AUTHORITY. The AUTHORITY may install and maintain a sign comprising a directory of building occupants.

ARTICLE 6: FEES, CHARGES AND ACCOUNTABILITY

- 6.1 In consideration of the terms and obligations of this Agreement, the TENANT agrees to pay to the AUTHORITY a sum equal to \$6,128.36 per month (10,317 SF X \$7.13 PSF). Monthly payments are due on or before the first of the month and sent to:

Albany County Airport Authority
Attn: Accounts Receivable
Administration Bldg., Room 204
Albany, New York 12211-1057

The rental rate and rent shall be adjusted January 1, of each year during the Initial Term and renewal terms thereafter ("Rental Adjustment Date"). The annual adjustment will be based upon the increase, if any, in the CPI Index. There shall be no adjustment for any decrease in the CPI Index. The CPI Index is the Consumer Price Index – for All Urban Consumers – Northeast, Not Seasonally Adjusted (the CPI Omdex), as reported by the United States Department of Commerce. The CPI Index adjustment is computed by multiplying the rental rate then in effect by the percentage increase, if any, in the CPI Index during the 12 months ended 3 months immediately preceding the Rental Adjustment Date. The CPI Index adjustment is then added to the rental rate last in effect to arrive at the new adjusted rental rate to become effective on the Rental Adjustment Date. Each rental adjustment is cumulative and added to any prior rental adjustments.

- 6.2 Upon execution of the Lease Tenant will pay the Authority one month's rent (\$6,128.36) as a security deposit which shall be held without interest until the termination of the Agreement and the payment of all outstanding amounts due the Authority.
- 6.3 Payments shall be made in lawful money of the United States, free from all claims, demands, set-offs, or counter-claims of any kind against the AUTHORITY. Any payments not paid when due shall be subject to interest thereon at the rate of eighteen (18%) percent per annum.

ARTICLE 7: MAINTENANCE OF THE ASSIGNED AREAS; UTILITIES

- 7.1 The TENANT shall at all times and at its sole expense, maintain in good repair and keep in an orderly condition and appearance all of the TENANT's fixtures, equipment and personal property which are located in or on any part of the assigned area, such conditions at all times satisfactory to the AUTHORITY.
- 7.2 All repairs done by the TENANT or on its behalf shall be of first class quality in both materials and workmanship. All repairs will be made in conformity with the rules and regulations prescribed from time to time by Federal, State or local authority having jurisdiction over the work in the TENANT's assigned area.
- 7.3 Tenant shall pay all charges for utilities (electric, gas, water, internet etc.) either on its own account or by reimbursement to the AUTHORITY.
- 7.4 The CEO or his duly appointed representatives shall have the right to enter the TENANT's assigned areas to:
 - 7.4.1 Inspect the assigned areas at reasonable intervals during the TENANT's regular business hours, or at any time in case of emergency, to determine whether the TENANT has complied with and is complying with the terms and conditions of the Agreement. The CEO may, at his discretion, require the TENANT to affect repairs at the TENANT's own cost.

- 7.4.2 Perform any and all things which the TENANT is obligated to and has failed after reasonable notice to do so, including: maintenance, repairs and replacements to the TENANT's assigned area. The cost of the labor and materials required to complete the work will be paid by the TENANT to the AUTHORITY. Such work shall be paid for the by the TENANT within ten (10) days following demand by CEO for said payment at the AUTHORITY's standard rates plus any overhead which may be determined by the CEO.
- 7.4.3 Exercise the AUTHORITY's police power.

ARTICLE 8: LIABILITY, INDEMNITY, AND INSURANCE

- 8.1 The TENANT hereby agrees to release, indemnify and save harmless the AUTHORITY, the County of Albany, their officers, agents and employees, AFCO AVPORTS MANAGEMENT LLC, Go Albany, Inc. d/b/a Million Air - Albany, or successor, if any, from and against any and all loss of, or damage to, property, or injuries to, or death of, any person or persons, including property and employees or agents of the AUTHORITY, and shall defend, indemnify and save harmless the AUTHORITY, their officers, agents and employees from any and all claims, damages, suits, costs, expense, liability, actions or proceedings of any kind or nature whatsoever, including Worker's Compensation claims, of or by anyone whomsoever, in any way resulting from, or arising out of, directly or indirectly, TENANT's operations in connection herewith, or its use or occupancy of any portion of the Airport, and including acts and omissions of officers, employees, representatives, suppliers, invitees, customers, guests, patrons, contractors, and agents of the TENANT; provided, however, that the TENANT need not release, indemnify, or save harmless the AUTHORITY, the County of Albany, their officers, agents, and employees from damages resulting from the sole negligence of the AUTHORITY's or County's officers, agents, or employees. The minimum insurance requirements prescribed herein shall not be deemed to in any way limit or define the obligations of the TENANT hereunder.
- 8.2 Each party hereto shall give to the other prompt and timely written notice of any claim made or suit instituted coming to its knowledge which in any way, directly, or indirectly, contingently, or otherwise, affects or might affect either, and each shall have the right to participate in the defense of the same to the extent of its own interest.
- 8.3 The TENANT shall procure and maintain at its own expense, the following types and amounts of insurance for the term of this Agreement:
- 8.3.1 Comprehensive General Liability Insurance, including automobile liability insurance covering owned, hired, and non-owned vehicles. The policy or policies providing said coverage shall include premises-operations, independent contractors, personal injury (deleting any exclusion relating to employees), products, and contractual liability including, but not limited to, the liability assumed by TENANT under the Hold Harmless provisions of this Agreement. Said policy or policies shall cover loss or liability for damages in an amount not less than Two Million Dollars (\$2,000,000), combined single limit, for each occurrence for bodily injury, death, or property damage occurring by reason of the TENANT's operations in, on, or about the concession premises or Airport.
- 8.3.2 Worker's Compensation and Employers' Liability insurance in the amounts and form required by the Worker's Compensation Act and insurance laws of the State of New York.

- 8.3.3 Fire Insurance - TENANT shall insure against the perils of fire, extended coverage, and other perils on any and all of TENANT's improvements in the assigned areas. Such insurance shall be in an amount equal to the full insurable replacement value of such improvements. The AUTHORITY and the County of Albany shall be named as additional insured under the policy or the policies herein described. All fire insurance policies shall contain loss payable endorsements in favor of the parties as their respective interests may appear hereunder. The AUTHORITY agrees that any payments received by it from such insuring companies by reason of loss under such policy or policies shall be applied toward the repair and reconstruction of said improvements, but only in the event that such repairs and reconstruction can be completed prior to the termination date of the Agreement.
- 8.4 The insurance specified above shall, either by provisions in the policies or by special endorsements attached thereto, insure the AUTHORITY, the County of Albany, AFCA AVPORTS MANAGEMENT LLC, and Go Albany, Inc. d/b/a Million Air - Albany, or successor, if any, against the risks to which it is exposed as the owner of the concession premises and as the grantor of the right to operate the concession business authorized to be conducted under this Agreement, and except for Worker's Compensation and Employers' Liability coverage, shall include the AUTHORITY, the County of Albany, and all of its officers, employees, and agents, AFCA AVPORTS MANAGEMENT LLC, and Go Albany, Inc. d/b/a Million Air - Albany as additional insureds, shall contain a standard cross-liability provision and shall stipulate that no insurance held by the AUTHORITY or the County of Albany will be called on the contribute to a loss covered thereunder. The AUTHORITY and the County of Albany shall have no liability for any premiums charged for such coverage, and the inclusion of the AUTHORITY and the County of Albany as an additional insured is not intended to, and shall not, make the AUTHORITY or the County of Albany a partner of joint venture with TENANT in TENANT's operations at the Airport. Such policies shall also insure TENANT against the risks to which it is exposed as the operator of the concession business authorized under this Agreement, including fire insurance on personal property, and shall be for full coverage with any deductibles and/or retentions subject to approval by the AUTHORITY and shall contain provisions on the part of the respective insurers waiving the right of such insurers to subrogation.
- 8.5 The original or a certified copy of above policy or policies, plus certificates evidencing the existence thereof, all in such form as the AUTHORITY may require, or a binder, shall be delivered to the AUTHORITY upon the execution of this Agreement. A copy of the General Liability declarations page and a copy of the policy endorsement that adds the requested entities as Additional Insureds, or that section of the General Liability policy that provides for automatic coverage for Additional Insureds when it is required under the terms of a written contract is required. In the event a binder is delivered, it shall be replaced within ten (10) days by the original or a certified copy of the policy. Each such policy or certificate shall contain a valid provision or endorsement that **"This policy will not be canceled or materially changed or altered without first giving thirty (30) days written notice thereof to the Chief Executive Officer, Albany International Airport, Administration Bldg., Room 200, Albany, New York, 12211-1057, sent by certified mail, return receipt requested."**
- 8.6 A renewal policy shall be delivered to the CEO at least fifteen (15) days prior to a policy's expiration date except for any policy expiring on the expiration date of this Agreement or thereafter.

ARTICLE 9: ASSIGNMENT AND SUBLEASING

- 9.1 The TENANT shall not assign or transfer this Agreement or any other right, privilege, or license conferred by this Agreement, either in whole or in part, or sublet or in any manner encumber Assigned Area or any part thereof, without obtaining in advance the written consent of the AUTHORITY.
- 9.2 The TENANT must obtain the consent of the AUTHORITY to keep this Agreement in effect prior to any transfer or merger of ownership between the TENANT and any other corporation or company, such consent not to be unreasonable withheld.

ARTICLE 10: COMPLIANCE

- 10.1 The TENANT, its officers, agents, servants, employees, contractors, licenses, and any other person over which the TENANT controls or has the right to control shall comply with all present and future laws, ordinances, orders, directives, rules, and regulations of the Federal, State, and Municipal governments as well as the Rules & Regulations of the Albany County Airport Authority which may be applicable to its operations at the Airport.
- 10.2 TENANT shall pay, on or before their respective due dates, to the appropriate collecting authority, all Federal, State, and local taxes and fees, which are now or may hereafter be levied upon the premises, or upon TENANT, or upon the business conducted on the premises, or upon any of TENANT's property used in connection therewith; and shall have and maintain in current status all Federal, State, and local licenses and permits required for the operation of the business conducted by TENANT.
- 10.3 This Agreement is governed by the laws of the State of New York. Any disputes relating to this Agreement must be resolved in accordance with the laws of the State of New York. Claims, disputes and other matters in question will be decided in the Supreme Court, State of New York, County of Albany or the United States District Court, Northern District of New York.

ARTICLE 11: DEFAULT BY TENANT

- 11.1 The following contingencies shall be a condition of default by TENANT:
 - 11.1.1. TENANT fails to make any other payments required hereunder when due to the AUTHORITY within ten (10) days after receipt of written notice from the AUTHORITY of non-payment therefore;
 - 11.1.2. TENANT permits to continue, for a period of three (3) days after receipt of written notice from AUTHORITY, the existence of unsanitary conditions or practices in or about the premises;
 - 11.1.3. The happening of any act which results in the suspension or revocation of the TENANT's rights, powers, licenses, permits, and authorities necessary for the conduct and operation of the business authorized herein;
 - 11.1.4. The interest of TENANT under this Agreement is transferred, passes to, or

devolves upon, by operation of law or otherwise, any other person, firm, or corporation without the written consent, not to be unreasonably withheld, of the AUTHORITY;

- 11.1.5. TENANT becomes, without the prior written approval of the AUTHORITY, not to be unreasonably withheld, a successor or merged corporation in a merger, a constituent corporation in a consolidation or a corporation in dissolution;
- 11.1.6. TENANT fails to keep, perform, and observe each and every promise, covenant, and condition set forth in this Agreement on its part to be kept, performed, or observed after receipt of written notice of default from the AUTHORITY, except where fulfillment of TENANT's obligation requires activity over a period of time and TENANT has commenced to perform whatever may be required within ten (10) days after receipt of such notice and continues such performance without interruption except for causes beyond its control;
- 11.1.7. The levy of any attachment or execution, or the appointment of any receiver, or the execution of any other process of any court of competent jurisdiction which is not vacated, dismissed, or set aside within a period of thirty (30) days and which does, or as a direct consequence of such process will, interfere with TENANT's use of the concession premises or with its operations under this Agreement;
- 11.1.8. TENANT becomes insolvent, or takes the benefit of any present or future insolvency statute, or makes a general assignment for the benefit of creditors, or files a voluntary petition in bankruptcy, or a petition or answer seeking an arrangement for its reorganization, or the readjustment of its indebtedness under the federal bankruptcy laws or under any other law, or statute of the United States, or of any state law, or consents to the appointment of a receiver, trustee or liquidator of all or substantially all of its property or its property located within the concession areas;
- 11.1.9. By order or decree of court, TENANT is adjudged bankrupt, or an order is made approving a petition filed by any of the creditors or stockholders of TENANT seeking its reorganization or the readjustment of its indebtedness under the federal bankruptcy laws, or under any law or statute of the United States, or any state thereof;
- 11.1.10. A petition under any part of the federal bankruptcy laws, or an action under any present or future solvency law or statute is filed against TENANT and is not dismissed with sixty (60) days.
- 11.1.11. By or pursuant to, or under authority of, any legislative act, resolution or rule, order or decree of any court, governmental board, agency or officer having jurisdiction, a receiver, trustee or liquidator takes possession or control of all or substantially all of the property of TENANT, and such possession or control continues in effect for a period of sixty (60) days;
- 11.1.12. Cessation or deterioration of service for any period which, in the opinion of the AUTHORITY, materially and adversely affects the operation of service required to be performed by TENANT under this Agreement;

- 11.1.13 Any lien is filed against the concession because of any act or omission of TENANT and such lien is not removed, enjoined or a bond for satisfaction of such lien is not posted within thirty (30) days; or
- 11.1.14 TENANT voluntarily abandons, deserts, vacates, or discontinues its operation of the business herein authorized.
- 11.2 Nothing in this Article shall require TENANT to observe or conform to any governmental authority's requirements to pay any tax, lien, claim, charge, or demand so long as the validity or enforce ability thereof is contested in good faith and to the extent appropriate, unless in the AUTHORITY's judgment the performance of TENANT's obligations is being materially and adversely affected thereby.
- 11.3 No acceptance by the AUTHORITY of payments specified herein, in whole or in part, and for any period of periods, after a default of any of the terms, covenants, and conditions to be performed, kept or observed by TENANT, other than the default in the payment thereof, shall be deemed a waiver of any right on the part of the AUTHORITY to cancel or terminate this Agreement on account of such default.
- 11.4 No waiver by the AUTHORITY at any time of any default on the part of the TENANT in the performance of any of the terms, covenants, or conditions hereof to be performed, kept, or observed by TENANT shall be or be construed to be a waiver at any time thereafter by the AUTHORITY of any other or subsequent default in performance of any of said terms, covenants, or conditions, and no notice by the AUTHORITY shall be required to restore or revive time as of the essence hereof after waiver by the AUTHORITY of default in one or more instances.
- 11.5 Any default by TENANT which remains uncured after fifteen (15) days written notice (or shorter notice in matters of health, safety or irreparable damages) by AUTHORITY shall entitle the AUTHORITY to elect any or all of the following remedies: a) terminate this lease, b) re-enter and take possession of premise, c) collect damages from TENANT, or d) any other remedy permitted by law.

ARTICLE 12 - DAMAGE OR DESTRUCTION OF ASSIGNED AREA

- 12.1 If all or a portion of the Assigned Areas are partially damaged by fire, explosion, the elements, public enemy, or other casualty, but not rendered uninhabitable, the same will be repaired with due diligence by the AUTHORITY at its own cost and expense, subject to limitations as hereinafter provided. If said damage is caused by the negligence, intentional act or omission to act of TENANT, its sub-contractors, agents or employees, TENANT shall be responsible for reimbursing the AUTHORITY for the cost and expenses incurred in such repair.
- 12.2 If damage is so extensive as to render the Assigned Area, or a portion thereof, uninhabitable, but are capable of being repaired within thirty (30) days, the same shall be repaired with due diligence by the AUTHORITY at its own cost and expense, subject to the limitations as hereinafter provided, and an appropriate portion of the rentals, fees and charges payable herein shall abate from the time of the damage until such time as the premises are fully restored and certified by the AUTHORITY as ready for use; provided, however, that if said damage is caused by the negligence, intentional act or omission to act of TENANT, its subcontractors, agents or

employees, said rentals, fees and charges will not abate and TENANT shall be responsible for reimbursing the AUTHORITY for the cost and expenses incurred in such repair.

- 12.3 In the event all or a substantial portion of the Assigned Area is completely destroyed by fire, explosion, the elements, public enemy or other casualty, or are so damaged that they are uninhabitable and cannot be replaced except after more than thirty (30) days, the AUTHORITY shall be under no obligation to repair, replace or reconstruct said premises and an appropriate portion of the rentals, fees and charges payable hereunder shall abate as of the time of such damage or destruction and shall henceforth cease until such time as the said premises are fully restored. If, within twelve (12) months after the time of such damage or destruction, said premises shall not have been repaired or reconstructed, TENANT may cancel this Agreement in its entirety as of the date of such damage or destruction. Notwithstanding the foregoing, if the said premises, or a substantial portion thereof, is completely destroyed as a result of the negligence, intentional act or omission to act of TENANT, its subcontractors, agents or employees, said fees and charges shall not abate and the AUTHORITY may, in its discretion, require TENANT to repair and reconstruct said premises within twelve (12) months of such destruction and pay the cost therefore, or the AUTHORITY may repair and reconstruction the same within twelve (12) months of such destruction and TENANT shall be responsible for reimbursing the AUTHORITY for the cost and expense incurred in such repair.
- 12.4 It is understood that in the application of the foregoing provisions, the AUTHORITY's obligations shall be limited to repair or reconstruction of the Assigned Area to the same extent and of equal quality as obtained by TENANT at the commencement of its operations hereunder. Redecoration and replacement of furniture, equipment and supplies shall be the responsibility of the TENANT and any such redecoration and refurnishing and re-equipping shall be equivalent in quality to that originally installed.

ARTICLE 13: GENERAL PROVISIONS

- 13.1 Nondiscrimination - The TENANT, for itself, its personal representatives, successors in interest, and assigns, as a part of the consideration hereof, does hereby covenant and agree: (1) that no person, on the grounds of race, color, creed, political ideas, sex, age, or physical or mental handicap, shall be excluded from participation, denied the benefits of, or be otherwise subjected to discrimination in the use of said facilities; (2) that in the construction of any improvements and the furnishing of services, no person on the grounds of race, color, creed, political ideas, sex, age, or physical or mental handicaps, shall be excluded from participation in, denied the benefits of, or otherwise be subjected to discrimination; (3) that the TENANT shall use the Assigned Areas in compliance with all other requirements imposed by or pursuant to Title 49, Code of Federal Regulations, Department of Transportation, Subtitle A, Office of the Secretary, Part 21, Nondiscrimination in Federally Assisted Programs of the Department of Transportation, Effectuation of Title VI of the Civil Rights Act of 1964, and as said Regulations may be amended; (4) that should the AUTHORITY provide handicapped accessible ingress and egress in specific locations, TENANT shall not block or close or otherwise cause the access way to be nonfunctional without providing an alternative means of access approved in writing by the AUTHORITY.

The TENANT shall furnish its accommodations and/or services on a fair, equal, and nondiscriminatory basis to all users thereof, and it shall charge fair, reasonable, and nondiscriminatory prices for each unit of services; however, the TENANT may be allowed to

make reasonable discounts or other similar type of price reductions to purchasers on a nondiscriminatory basis.

Noncompliance shall constitute a material breach hereof, and in the event of such noncompliance, within a reasonable period, the AUTHORITY shall have the right to terminate this Agreement.

- 13.2 Federal Aviation Act, Section 308 - Nothing herein contained shall be deemed to grant the TENANT any exclusive right or privilege within the meaning of Section 308 of the Federal Aviation Act or the conduct of any activity on the Airport, except that, subject to the terms and conditions hereof, the TENANT shall have the right to possess the Assigned Area under the provisions of this Agreement.
- 13.3 Subordination to Agreements with the United States Government - This Agreement is subject and subordinate to the provisions of any agreement heretofore or hereafter made between the AUTHORITY and the United States Government, relative to the operation or maintenance of the Airport, the execution of which has been required as a condition precedent to the transfer of federal rights or property to the AUTHORITY for Airport purposes, or the expenditure of federal funds for the improvement or development of the Airport, including the expenditure of federal funds for the development of the Airport in accordance with the provisions of the Federal Aviation Act of 1958, as it has been amended from time to time. The AUTHORITY covenants that it has no existing agreements with the United States Government in conflict with the express provisions hereof.
- 13.4 Nonwaiver of Rights - No waiver of default by either party of any of the terms, covenants, and conditions hereof to be performed, kept, and observed by the other party shall be construed as, or shall operate as, a waiver of any subsequent default of any of the terms, covenants, or conditions herein contained, to be performed, kept, and observed by the other party.
- 13.5 Notices - Notices required herein may be given by registered or certified mail by depositing the same in the United States mail in the continental United States, postage prepaid. Any such notice so mailed shall be presumed to have been received by the addressee seventy-two (72) hours after deposit of same in the mail. Either party shall have the right, by giving written notice to the other, to change the address at which its notices are to be received. Until any such change is made, notices to AUTHORITY shall be delivered as follows:

Chief Executive Officer
Albany County Airport Authority
Administration Bldg., Room 200
Albany, NY 12211-1057

Notices to TENANT shall be deemed sufficient if in writing and mailed, registered or certified mail, postage prepaid, addressed to TENANT at the following address:

David Prescott
ProAir Holding Company, LLC
745 Albany Shaker Road, Building 202
Latham, New York 12110

- 13.7 Captions - The headings of the several articles of this Agreement are inserted only as a matter of convenience and for reference and in no way define, limit, or describe the scope or intent of any provisions of this Agreement and shall not be construed to affect in any manner the terms and provisions hereof or the interpretation or construction thereof.
- 13.8 Severability - If one or more clauses, section, or provisions of this Agreement shall be held to be unlawful, invalid, or unenforceable, it is agreed that the remainder of the Agreement shall not be affected thereby.
- 13.9 Waiver of Claims - The TENANT hereby waives any claim against the AUTHORITY and its officers, or employees for loss of anticipated profits caused by any suit or proceedings directly or indirectly attacking the validity of this Agreement or any part thereof, or by any judgment or award in any suit proceeding declaring this Agreement null, void or voidable, or delaying the same or any part hereof, from being carried out.
- 13.10 Right to Develop Airport - It is further covenanted and agreed that the AUTHORITY reserves the right to further develop or improve the Airport including all buildings, landing areas and taxiways as it may see fit, regardless of the desires or views of the TENANT and without interference or hindrance.
- 13.11 Incorporation of Exhibits - All exhibits referred to in this Agreement are intended to be and hereby are specifically made a part of this Agreement.
- 13.12 Incorporation of Required Provision - The parties incorporate herein by this reference all provisions lawfully required to be contained herein by any governmental body or agency.
- 13.13 Non-liability of Agents or Employees - No member, officer, agent director, or employee of the AUTHORITY or the TENANT shall be charged personally or held contractually liable by or to the other party under term or provisions of this Agreement or because of any breach thereof or because of its or their execution or attempted execution.
- 13.14 Successors and Assigns Bound - This Agreement shall be binding upon and inure to the benefit of the successors and assignees of the parties hereto where permitted by this Agreement.
- 13.15 Right to Amend - In the event that the Federal Aviation Administration or its successors requires modifications or changes in this Agreement Airport, or otherwise, the TENANT agrees to consent to such amendments, modifications, revisions, supplements, or deletions of any of the terms, conditions, or requirements of this Agreement as may be reasonably required.
- 13.16 Time of Essence - Time is expressed to be of the essence in this Agreement.
- 13.17 Gender - Words of any gender used in this lease shall be held and construed to include any other gender and words in the singular number shall be held to include the plural, unless the context otherwise requires.
- 13.18 Force Majeure - Neither party hereto shall be liable to the other for any failure, delay or interruption in the performance of any of the terms, covenants or conditions of this Agreement due to causes beyond the control of that party including, without limitation, strikes, boycotts, labor disputes, embargoes, acts of God, acts of the public enemy, acts of superior governmental authority, weather conditions, floods, riots, rebellion, sabotage or any other circumstance for

which such party is not responsible or which is not in its own power to control.

13.19 Limited Guaranty. David Prescott ("Guarantor"), in consideration of inducing the Authority to enter into this Lease Agreement and as a principal in Tenant, does by signing below, individually guaranty payment and performance as set forth in this paragraph 13.19. Guarantor hereby covenants and agrees that if there shall occur any default by Tenant in the payment of fixed rent or additional rent or any other charges set forth in the Lease, or if Tenant shall default in the performance of any of the covenants, terms, conditions and agreements contained in the Lease Agreement then the undersigned shall in each and every instance up to and including the Release Date (as defined below) (i) pay such fixed rent, additional rent and any other charges due and payable by Tenant to Authority (ii) faithfully perform and fulfill all of such covenants, terms, conditions and agreements to be performed by Tenant as set forth in the Lease, and (iii) pay to Authority all consequential damages that may be incurred by Authority as the result of any default by Tenant under the Lease Agreement including without limitation all attorneys' fees and disbursements incurred by Authority as a result of any such default and/or the enforcement of any of the provisions of this paragraph 3. The "Release Date" shall mean the date upon which Tenant returns to the Authority the keys to the Premises and surrenders possession of the Premises in the condition required by the Lease Agreement as of the expiration or termination thereof free of all tenancies or rights or claims of occupancy by Tenant or any party claiming through Tenant.

ARTICLE 14: ENTIRE AGREEMENT

- 14.1 This Agreement represents the entire and integrated Agreement between the AUTHORITY and the TENANT and supersedes all prior negotiations, representations and agreements, either written or oral. This Agreement may be amended only by written instrument signed by both the AUTHORITY and the TENANT.
- 14.2 Nothing in this Agreement shall be deemed or construed to give any third party any claim or right of action against the AUTHORITY or the TENANT which does not otherwise exist without regard to this Agreement.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement beginning the day and year first above written.

ALBANY COUNTY AIRPORT AUTHORITY

By: _____
Rev. Kenneth J. Doyle, Chair

PROAIR HOLDING COMPANY, LLC

By: _____

Title: _____

By: David Prescott
Title:

DAVID PRESCOTT, Individually, as to
Limited Guaranty set forth in Paragraph
13.19

STATE OF NEW YORK)
) ss.:
COUNTY OF ALBANY)

On this ____ day of _____, 20____, before me personally came and appeared **Rev. Kenneth J. Doyle**, to me known to be the person who executed the above instrument, who, being duly sworn, did depose and say that he resides in the County of Albany, that he is the Chairman of the Albany County Airport Authority, the public benefit corporation described in, and which executed, the foregoing instrument; that he executed the foregoing instrument in the name of the Albany County Airport Authority pursuant to a resolution adopted by the Albany County Airport Authority on February 3, 2020 and that he signed his name thereto by like authorization.

Notary Public

STATE OF)
) ss.:
COUNTY OF)

On this ____ day of _____, 20____, before me personally came _____, to me known, who being by me duly sworn, did depose and say that he/she resides in _____ County, that he/she is the _____ of _____, the corporation described in, and which executed the within instrument; that he/she knows the seal of said corporation; that the seal affixed to said instrument is such corporate seal; that it was affixed by order to the Board of Directors of said corporation; and that he/she signed his/her name thereto by like order.

Notary Public

STATE OF NEW YORK)
) ss.:
COUNTY OF ALBANY)

Before me personally appeared David Prescott, to me well known and known to me to be the person described in and who executed the foregoing instrument, and acknowledged to and before me that he executed said instrument for the purpose therein expressed.

WITNESS my hand and official seal, this ____ day of _____, A.D. 20__.

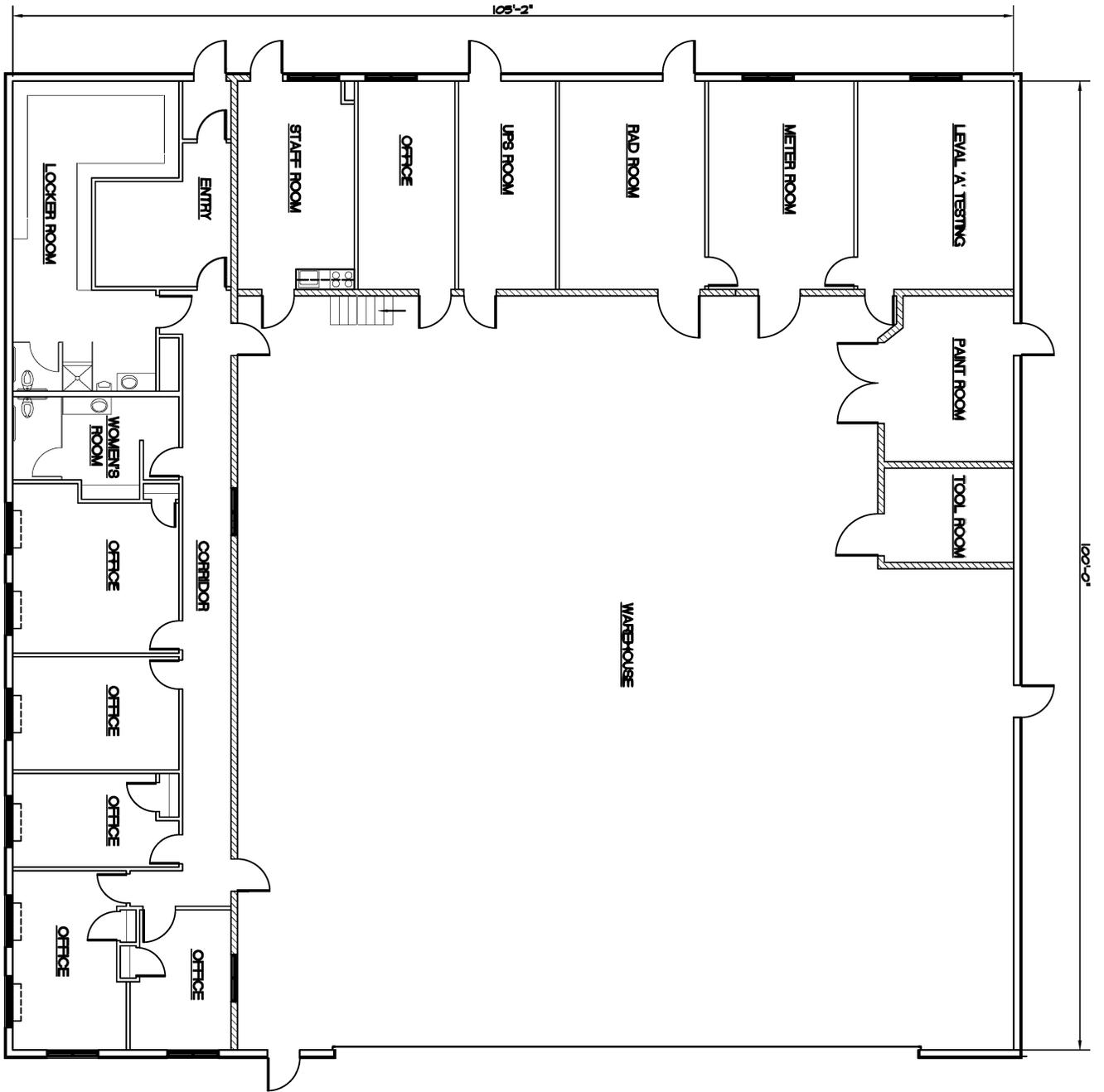
Notary Public

EXHIBIT A
ASSIGNED AREA

SEE ATTACHED DRAWING

743 Albany Shaker Road Airport Building 202

EXISTING FLOOR PLAN
SCALE: 1/4"=1'-0"



EX-1

DATE	NO. OF SHEETS	TOTAL NO. OF SHEETS



BUILDING 202
ProAir Holding
Company, LLC

EXISTING
FLOOR PLAN

HR HOFFMAN + RILEY
ARCHITECTS

1735 CENTRAL AVENUE • ALBANY, N.Y. 12205 • 412-3178

DRAFT

AMENDED AND RESTATED

LEASE AGREEMENT

BETWEEN THE

ALBANY COUNTY AIRPORT AUTHORITY

AND

**INTEGRA OPTICS, INC.
(f/k/a INTEGRA NETWORKS, INC.)**

CONTRACT No. L-637

[Integra New Lease]

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LEASE AGREEMENT

BETWEEN THE

ALBANY COUNTY AIRPORT AUTHORITY

AND

**INTEGRA OPTICS, INC.
(f/k/a INTEGRA NETWORKS, INC.)**

AT THE ALBANY INTERNATIONAL AIRPORT

THIS AGREEMENT is made and entered into effective the 1st day of March, 2020 (the "Effective Date") by and between the **ALBANY COUNTY AIRPORT AUTHORITY** (the "AUTHORITY"), a body corporate and politic constituting a public benefit corporation established and existing pursuant to the Albany County Airport Authority Act enacted by Chapter 686 of the laws of 1993 and set forth in Title 32 of the New York Public Authorities Law, having offices at the Administration Building, Room 204, Albany International Airport, Albany, NY, 12211 and **INTEGRA OPTICS, INC. (formerly known as INTEGRA NETWORKS, INC.)** (the "TENANT"), a corporation organized and existing under the laws of the State of New York, having offices at 745 Albany Shaker Road, Building 202, Latham, New York 12110.

R E C I T A L S

1. The County of Albany (the "County") is the owner of the Albany International Airport located in the Town of Colonie, County of Albany, State of New York, (hereinafter referred to as the "Airport");
2. The County and the AUTHORITY have entered into an Airport Lease Agreement (the "Airport Lease Agreement"), effective as of May 16, 1996, for a term expiring December 31, 2049, whereby the AUTHORITY has the exclusive right to operate, maintain and improve the Airport and do anything else permitted by law, subject on to the restrictions and conditions stated in such Airport Lease Agreement and in accordance with applicable law;
3. **WHEREAS**, the Authority and Tenant have entered into a Lease Agreement (the "Existing Lease") known as Contract No. – L-637 for the lease of space at Building 203 at the Albany International Airport and amended such Lease Agreement by Lease Amendment No. 1 effective the first day of May, 2009, Lease Amendment No. 2 effective the seventh day of December, 2009, Lease Amendment No. 3 effective the 12th day of July 2010, Lease Amendment No. 4 effective June 30, 2011, Lease Amendment No. 5 (which among other things, added Building No. 202 to the Assigned Area) effective July 1, 2014, and Lease Amendment No. 6 effective January 1, 2017;
4. The Board of the AUTHORITY approved the terms of this amended and restated lease agreement at its meeting held February 3, 2020;

NOW THEREFORE, in consideration of the mutual promises herein contained, and other good and valuable consideration, the receipt and sufficiency of which are hereby mutually acknowledged, AUTHORITY and TENANT hereby mutually agree that the Existing Lease be amended and restated as of the Effective Date as follows:

TRANSITION PROVISION

Prior to the Effective Date, the rights and obligations of AUTHORITY and TENANT are those described in the Existing Lease. On the Effective Date, the Existing Lease shall be deemed amended and restated so as to contain all of the terms of this Lease and this Lease as amended and restated shall govern all future rights, obligations, duties and liabilities of the parties.

STATEMENT OF INTENT

This Lease is only a modification and restatement of the Existing Lease. It does not serve as a termination of the Existing Lease. As such, the rights and obligations of each of AUTHORITY and TENANT for the period prior to the Effective Date are set forth in the Existing Lease. On and after the Effective Date, those duties and obligations are modified prospectively in accordance with the terms of this Lease.

ARTICLE 1: DEFINITIONS

- 1.1_ **“Agreement”, “Lease” or “Lease Agreement”** shall mean this amended and restated lease agreement between TENANT and AUTHORITY to lease office space.
- 1.2 **“Airport”** shall mean the land, with all improvements thereon and to be erected thereon, owned and/or operated by the AUTHORITY, and other locations as may be added from time to time.
- 1.3 **“Airport Terminal” and “Terminal”** shall mean the terminal building at the Airport as of the date of the execution of the Agreement.
- 1.4 **“Chief Executive Officer” or “CEO”** shall mean the Chief Executive Officer of Albany County Airport Authority as, from time to time, appointed by the AUTHORITY and shall include such person or persons as may, from time to time, be authorized in writing by the CEO to act for him or her with respect to any or all matters pertaining to this Agreement.

ARTICLE 2: TERM

- 2.1 The initial lease term shall commence March 1, 2020 and shall end December 31, 2021 (“Initial Term”). Tenant shall have the option to renew the term of the lease for two additional renewal terms of five years and one additional renewal term of four years and four months as described in this paragraph. The first renewal term shall commence January 1, 2022 and shall end December 31, 2026 (“First Renewal Term”). The second renewal term shall commence January 1, 2027 and shall end December 31, 2031 (“Second Renewal Term”). The third renewal term shall commence January 1, 2032 and shall end April 30, 2036 (“Third Renewal Term”).

- 2.2 Tenant may exercise its right to renew for the next renewal term by so notifying the Authority in writing at least ninety (90) days but not sooner than one hundred eight (180) days before the end of the then current term.

ARTICLE 3: ASSIGNED AREA

- 3.1 The Assigned Area is revised (reduced) to include the entirety of Airport Authority Building 203, a 17,944 square foot building, located at 745 Albany Shaker Road, Colonie, New York, set forth in Exhibit "A" attached hereto and made part hereof.
- 3.2 The AUTHORITY may terminate this Lease if the Premises is needed for Airport Purposes by giving LESSEE Ninety (90) days written advance notice. "Airport Purposes" shall be construed to mean any purpose directly related to public aviation but shall not include lease or sale to a third party solely to generate revenue to the AUTHORITY greater then that generated pursuant to this Lease.

ARTICLE 4: USES AND PRIVILEGES

- 4.1 The TENANT has a non-exclusive right, privilege, and obligation to operate a business office at the Airport as an information technology business.
- 4.2 The TENANT agrees that they shall not engage in any businesses in the assigned space, other than that stated in Section 4.1 above, without first seeking and gaining approval from the AUTHORITY.
- 4.3 Without limiting the generality of the foregoing, TENANT shall not engage in any "Aeronautical Activity," as that term is defined in the AUTHORITY's published Minimum Standards (which the TENANT acknowledges to have read and has in its possession, and which the AUTHORITY may change from time to time without notice to TENANT), without first having applied and been approved, in accordance with the Minimum Standards, to be a Fixed Base Operator (as that term is defined in the Minimum Standards) or a Specialized Aviation Service Operator (as that term is defined in the Minimum Standards).
- 4.4 Should a conflict arise between the TENANT and other operators at the Airport regarding the scope of privileges, the CEO will serve as the final arbitrator. The TENANT agrees to abide by the CEO's decision.
- 4.5 The TENANT has the rights of ingress and egress over Airport roadways, including common use roadways, subject to any rules or regulations which may have been established or shall be established in the future by the AUTHORITY. Such rights of ingress and egress shall apply to the TENANT's employees.
- 4.6 The AUTHORITY, if providing parking facilities to the TENANT's employees in common with employees of other tenants and users of the Airport, retains the right to institute a reasonable charge for the privilege of utilizing these parking facilities.

ARTICLE 5: OBLIGATIONS OF TENANT

- 5.1 The TENANT hereby warrants and agrees that: (1) it will conduct its business affairs which complies with the highest standards of operations at the Airport and be responsive to all reasonable demands therefore on a fair, equal and nondiscriminatory basis.
- 5.2 The TENANT shall be responsible for the conduct, demeanor and appearance of its employees and invitees and of those doing business with it. Upon receipt of any complaint or objection to the conduct, demeanor or appearance of the employees, invitees or those doing business with the TENANT, the TENANT shall immediately take all reasonable steps necessary to remove the cause of the complaint or objection.
- 5.3 No banners, signs or other identifying markings shall be placed on the interior or exterior of the building without the prior written approval of the AUTHORITY. The AUTHORITY may install and maintain a sign comprising a directory of building occupants.

ARTICLE 6: FEES, CHARGES AND ACCOUNTABILITY

- 6.1. In consideration of the terms and obligations of this Agreement, the TENANT agrees to pay to the AUTHORITY a sum equal to \$10,658.84 per month (17,944 SF X \$7.13 PSF). Monthly payments are due on or before the first of the month and sent to:

Albany County Airport Authority
Attn: Accounts Receivable
Administration Bldg., Room 204
Albany, New York 12211-1057

The rental rate and rent shall be adjusted January 1, of each year during the Initial Term and renewal terms thereafter (“Rental Adjustment Date”). The annual adjustment will be based upon the increase, if any, in the CPI Index. There shall be no adjustment for any decrease in the CPI Index. The CPI Index is the Consumer Price Index – for All Urban Consumers – Northeast, Not Seasonally Adjusted (the CPI Omdex), as reported by the United States Department of Commerce. The CPI Index adjustment is computed by multiplying the rental rate then in effect by the percentage increase, if any, in the CPI Index during the 12 months ended 3 months immediately preceding the Rental Adjustment Date. The CPI Index adjustment is then added to the rental rate last in effect to arrive at the new adjusted rental rate to become effective on the Rental Adjustment Date. Each rental adjustment is cumulative and added to any prior rental adjustments.

- 6.2 Upon execution of the Lease Tenant will pay the Authority one month’s rent (\$10,658.84) as a security deposit which shall be held without interest until the termination of the Agreement and the payment of all outstanding amounts due the Authority.
- 6.3 Payments shall be made in lawful money of the United States, free from all claims, demands, set-offs, or counter-claims of any kind against the AUTHORITY. Any payments not paid when due shall be subject to interest thereon at the rate of eighteen (18%) percent per annum.

ARTICLE 7: MAINTENANCE OF THE ASSIGNED AREAS; UTILITIES

- 7.1 The TENANT shall at all times and at its sole expense, maintain in good repair and keep in an orderly condition and appearance all of the TENANT's fixtures, equipment and personal property which are located in or on any part of the assigned area, such conditions at all times satisfactory to the AUTHORITY.
- 7.2 All repairs done by the TENANT or on its behalf shall be of first class quality in both materials and workmanship. All repairs will be made in conformity with the rules and regulations prescribed from time to time by Federal, State or local authority having jurisdiction over the work in the TENANT's assigned area.
- 7.3 Tenant shall pay all charges for utilities (electric, gas, water, internet etc.) either on its own account or by reimbursement to the AUTHORITY.
- 7.4 The CEO or his duly appointed representatives shall have the right to enter the TENANT's assigned areas to:
 - 7.4.1 Inspect the assigned areas at reasonable intervals during the TENANT's regular business hours, or at any time in case of emergency, to determine whether the TENANT has complied with and is complying with the terms and conditions of the Agreement. The CEO may, at his discretion, require the TENANT to affect repairs at the TENANT's own cost.
 - 7.4.2 Perform any and all things which the TENANT is obligated to and has failed after reasonable notice to do so, including: maintenance, repairs and replacements to the TENANT's assigned area. The cost of the labor and materials required to complete the work will be paid by the TENANT to the AUTHORITY. Such work shall be paid for the by the TENANT within ten (10) days following demand by CEO for said payment at the AUTHORITY's standard rates plus any overhead which may be determined by the CEO.
 - 7.4.3 Exercise the AUTHORITY's police power.

ARTICLE 8: LIABILITY, INDEMNITY, AND INSURANCE

- 8.1 The TENANT hereby agrees to release, indemnify and save harmless the AUTHORITY, the County of Albany, their officers, agents and employees, AFCO AVPORTS MANAGEMENT LLC, Go Albany, Inc. d/b/a Million Air - Albany, or successor, if any, from and against any and all loss of, or damage to, property, or injuries to, or death of, any person or persons, including property and employees or agents of the AUTHORITY, and shall defend, indemnify and save harmless the AUTHORITY, their officers, agents and employees from any and all claims, damages, suits, costs, expense, liability, actions or proceedings of any kind or nature whatsoever, including Worker's Compensation claims, of or by anyone whomsoever, in any way resulting from, or arising out of, directly or indirectly, TENANT's operations in connection herewith, or its use or occupancy of any portion of the Airport, and including acts and omissions of officers, employees, representatives, suppliers, invitees, customers, guests, patrons, contractors, and agents of the TENANT; provided, however, that the TENANT need not release, indemnify, or save harmless the AUTHORITY, the County of Albany, their officers, agents, and employees from damages resulting from the sole negligence of the AUTHORITY's or County's officers, agents,

or employees. The minimum insurance requirements prescribed herein shall not be deemed to in any way limit or define the obligations of the TENANT hereunder.

8.2 Each party hereto shall give to the other prompt and timely written notice of any claim made or suit instituted coming to its knowledge which in any way, directly, or indirectly, contingently, or otherwise, affects or might affect either, and each shall have the right to participate in the defense of the same to the extent of its own interest.

8.3 The TENANT shall procure and maintain at its own expense, the following types and amounts of insurance for the term of this Agreement:

8.3.1 Comprehensive General Liability Insurance, including automobile liability insurance covering owned, hired, and non-owned vehicles. The policy or policies providing said coverage shall include premises-operations, independent contractors, personal injury (deleting any exclusion relating to employees), products, and contractual liability including, but not limited to, the liability assumed by TENANT under the Hold Harmless provisions of this Agreement. Said policy or policies shall cover loss or liability for damages in an amount not less than Two Million Dollars (\$2,000,000), combined single limit, for each occurrence for bodily injury, death, or property damage occurring by reason of the TENANT's operations in, on, or about the concession premises or Airport.

8.3.2 Worker's Compensation and Employers' Liability insurance in the amounts and form required by the Worker's Compensation Act and insurance laws of the State of New York.

8.3.3 Fire Insurance - TENANT shall insure against the perils of fire, extended coverage, and other perils on any and all of TENANT's improvements in the assigned areas. Such insurance shall be in an amount equal to the full insurable replacement value of such improvements. The AUTHORITY and the County of Albany shall be named as additional insured under the policy or the policies herein described. All fire insurance policies shall contain loss payable endorsements in favor of the parties as their respective interests may appear hereunder. The AUTHORITY agrees that any payments received by it from such insuring companies by reason of loss under such policy or policies shall be applied toward the repair and reconstruction of said improvements, but only in the event that such repairs and reconstruction can be completed prior to the termination date of the Agreement.

8.4 The insurance specified above shall, either by provisions in the policies or by special endorsements attached thereto, insure the AUTHORITY, the County of Albany, AFCA AVPORTS MANAGEMENT LLC, and Go Albany, Inc. d/b/a Million Air - Albany, or successor, if any, against the risks to which it is exposed as the owner of the concession premises and as the grantor of the right to operate the concession business authorized to be conducted under this Agreement, and except for Worker's Compensation and Employers' Liability coverage, shall include the AUTHORITY, the County of Albany, and all of its officers, employees, and agents, AFCA AVPORTS MANAGEMENT LLC, and Go Albany, Inc. d/b/a Million Air - Albany as additional insureds, shall contain a standard cross-liability provision and shall stipulate that no insurance held by the AUTHORITY or the County of Albany will be called on to contribute to a loss covered thereunder. The AUTHORITY and the County of Albany shall have no liability for any premiums charged for such coverage, and the inclusion of the AUTHORITY and the County of Albany as an additional insured is not intended to, and shall not, make the

AUTHORITY or the County of Albany a partner of joint venture with TENANT in TENANT's operations at the Airport. Such policies shall also insure TENANT against the risks to which it is exposed as the operator of the concession business authorized under this Agreement, including fire insurance on personal property, and shall be for full coverage with any deductibles and/or retentions subject to approval by the AUTHORITY and shall contain provisions on the part of the respective insurers waiving the right of such insurers to subrogation.

- 8.5 The original or a certified copy of above policy or policies, plus certificates evidencing the existence thereof, all in such form as the AUTHORITY may require, or a binder, shall be delivered to the AUTHORITY upon the execution of this Agreement. A copy of the General Liability declarations page and a copy of the policy endorsement that adds the requested entities as Additional Insureds, or that section of the General Liability policy that provides for automatic coverage for Additional Insureds when it is required under the terms of a written contract is required. In the event a binder is delivered, it shall be replaced within ten (10) days by the original or a certified copy of the policy. Each such policy or certificate shall contain a valid provision or endorsement that **“This policy will not be canceled or materially changed or altered without first giving thirty (30) days written notice thereof to the Chief Executive Officer, Albany International Airport, Administration Bldg., Room 200, Albany, New York, 12211-1057, sent by certified mail, return receipt requested.”**
- 8.6 A renewal policy shall be delivered to the CEO at least fifteen (15) days prior to a policy's expiration date except for any policy expiring on the expiration date of this Agreement or thereafter.

ARTICLE 9: ASSIGNMENT AND SUBLEASING

- 9.1 The TENANT shall not assign or transfer this Agreement or any other right, privilege, or license conferred by this Agreement, either in whole or in part, or sublet or in any manner encumber Assigned Area or any part thereof, without obtaining in advance the written consent of the AUTHORITY.
- 9.2 The TENANT must obtain the consent of the AUTHORITY to keep this Agreement in effect prior to any transfer or merger of ownership between the TENANT and any other corporation or company, such consent not to be unreasonable withheld.

ARTICLE 10: COMPLIANCE

- 10.1 The TENANT, its officers, agents, servants, employees, contractors, licenses, and any other person over which the TENANT controls or has the right to control shall comply with all present and future laws, ordinances, orders, directives, rules, and regulations of the Federal, State, and Municipal governments as well as the Rules & Regulations of the Albany County Airport Authority which may be applicable to its operations at the Airport.
- 10.2 TENANT shall pay, on or before their respective due dates, to the appropriate collecting authority, all Federal, State, and local taxes and fees, which are now or may hereafter be levied upon the premises, or upon TENANT, or upon the business conducted on the premises, or upon any of TENANT's property used in connection therewith; and shall have and maintain in current status all Federal, State, and local licenses and permits required or the operation of the business

conducted by TENANT.

- 10.3 This Agreement is governed by the laws of the State of New York. Any disputes relating to this Agreement must be resolved in accordance with the laws of the State of New York. Claims, disputes and other matters in question will be decided in the Supreme Court, State of New York, County of Albany or the United States District Court, Northern District of New York.

ARTICLE 11: DEFAULT BY TENANT

- 11.1 The following contingencies shall be a condition of default by TENANT:
- 11.1.1. TENANT fails to make any other payments required hereunder when due to the AUTHORITY within ten (10) days after receipt of written notice from the AUTHORITY of non-payment therefore;
 - 11.1.2. TENANT permits to continue, for a period of three (3) days after receipt of written notice from AUTHORITY, the existence of unsanitary conditions or practices in or about the premises;
 - 11.1.3. The happening of any act which results in the suspension or revocation of the TENANT's rights, powers, licenses, permits, and authorities necessary for the conduct and operation of the business authorized herein;
 - 11.1.4. The interest of TENANT under this Agreement is transferred, passes to, or devolves upon, by operation of law or otherwise, any other person, firm, or corporation without the written consent, not to be unreasonably withheld, of the AUTHORITY;
 - 11.1.5. TENANT becomes, without the prior written approval of the AUTHORITY, not to be unreasonably withheld, a successor or merged corporation in a merger, a constituent corporation in a consolidation or a corporation in dissolution;
 - 11.1.6. TENANT fails to keep, perform, and observe each and every promise, covenant, and condition set forth in this Agreement on its part to be kept, performed, or observed after receipt of written notice of default from the AUTHORITY, except where fulfillment of TENANT's obligation requires activity over a period of time and TENANT has commenced to perform whatever may be required within ten (10) days after receipt of such notice and continues such performance without interruption except for causes beyond its control;
 - 11.1.7. The levy of any attachment or execution, or the appointment of any receiver, or the execution of any other process of any court of competent jurisdiction which is not vacated, dismissed, or set aside within a period of thirty (30) days and which does, or as a direct consequence of such process will, interfere with TENANT's use of the concession premises or with its operations under this Agreement;
 - 11.1.8. TENANT becomes insolvent, or takes the benefit of any present or future insolvency statute, or makes a general assignment for the benefit of creditors, or files a voluntary petition in bankruptcy, or a petition or answer seeking an arrangement for its reorganization, or the readjustment of its indebtedness under

the federal bankruptcy laws or under any other law, or statute of the United States, or of any state law, or consents to the appointment of a receiver, trustee or liquidator of all or substantially all of its property or its property located within the concession areas;

- 11.1.9. By order or decree of court, TENANT is adjudged bankrupt, or an order is made approving a petition filed by any of the creditors or stockholders of TENANT seeking its reorganization or the readjustment of its indebtedness under the federal bankruptcy laws, or under any law or statute of the United States, or any state thereof;
 - 11.1.10 A petition under any part of the federal bankruptcy laws, or an action under any present or future solvency law or statute is filed against TENANT and is not dismissed with sixty (60) days.
 - 11.1.11 By or pursuant to, or under authority of, any legislative act, resolution or rule, order or decree of any court, governmental board, agency or officer having jurisdiction, a receiver, trustee or liquidator takes possession or control of all or substantially all of the property of TENANT, and such possession or control continues in effect for a period of sixty (60) days;
 - 11.1.12 Cessation or deterioration of service for any period which, in the opinion of the AUTHORITY, materially and adversely affects the operation of service required to be performed by TENANT under this Agreement;
 - 11.1.13 Any lien is filed against the concession because of any act or omission of TENANT and such lien is not removed, enjoined or a bond for satisfaction of such lien is not posted within thirty (30) days; or
 - 11.1.14 TENANT voluntarily abandons, deserts, vacates, or discontinues its operation of the business herein authorized.
- 11.2 Nothing in this Article shall require TENANT to observe or conform to any governmental authority's requirements to pay any tax, lien, claim, charge, or demand so long as the validity or enforce ability thereof is contested in good faith and to the extent appropriate, unless in the AUTHORITY's judgment the performance of TENANT's obligations is being materially and adversely affected thereby.
- 11.3 No acceptance by the AUTHORITY of payments specified herein, in whole or in part, and for any period of periods, after a default of any of the terms, covenants, and conditions to be performed, kept or observed by TENANT, other than the default in the payment thereof, shall be deemed a waiver of any right on the part of the AUTHORITY to cancel or terminate this Agreement on account of such default.
- 11.4 No waiver by the AUTHORITY at any time of any default on the part of the TENANT in the performance of any of the terms, covenants, or conditions hereof to be performed, kept, or observed by TENANT shall be or be construed to be a waiver at any time thereafter by the AUTHORITY of any other or subsequent default in performance of any of said terms, covenants, or conditions, and no notice by the AUTHORITY shall be required to restore or revive time as of the essence hereof after waiver by the AUTHORITY of default in one or more instances.

- 11.5 Any default by TENANT which remains uncured after fifteen (15) days written notice (or shorter notice in matters of health, safety or irreparable damages) by AUTHORITY shall entitle the AUTHORITY to elect any or all of the following remedies: a) terminate this lease, b) re-enter and take possession of premise, c) collect damages from TENANT, or d) any other remedy permitted by law.

ARTICLE 12 - DAMAGE OR DESTRUCTION OF ASSIGNED AREA

- 12.1 If all or a portion of the Assigned Areas are partially damaged by fire, explosion, the elements, public enemy, or other casualty, but not rendered uninhabitable, the same will be repaired with due diligence by the AUTHORITY at its own cost and expense, subject to limitations as hereinafter provided. If said damage is caused by the negligence, intentional act or omission to act of TENANT, its sub-contractors, agents or employees, TENANT shall be responsible for reimbursing the AUTHORITY for the cost and expenses incurred in such repair.
- 12.2 If damage is so extensive as to render the Assigned Area, or a portion thereof, uninhabitable, but are capable of being repaired within thirty (30) days, the same shall be repaired with due diligence by the AUTHORITY at its own cost and expense, subject to the limitations as hereinafter provided, and an appropriate portion of the rentals, fees and charges payable herein shall abate from the time of the damage until such time as the premises are fully restored and certified by the AUTHORITY as ready for use; provided, however, that if said damage is caused by the negligence, intentional act or omission to act of TENANT, its subcontractors, agents or employees, said rentals, fees and charges will not abate and TENANT shall be responsible for reimbursing the AUTHORITY for the cost and expenses incurred in such repair.
- 12.3 In the event all or a substantial portion of the Assigned Area is completely destroyed by fire, explosion, the elements, public enemy or other casualty, or are so damaged that they are uninhabitable and cannot be replaced except after more than thirty (30) days, the AUTHORITY shall be under no obligation to repair, replace or reconstruct said premises and an appropriate portion of the rentals, fees and charges payable hereunder shall abate as of the time of such damage or destruction and shall henceforth cease until such time as the said premises are fully restored. If, within twelve (12) months after the time of such damage or destruction, said premises shall not have been repaired or reconstructed, TENANT may cancel this Agreement in its entirety as of the date of such damage or destruction. Notwithstanding the foregoing, if the said premises, or a substantial portion thereof, is completely destroyed as a result of the negligence, intentional act or omission to act of TENANT, its subcontractors, agents or employees, said fees and charges shall not abate and the AUTHORITY may, in its discretion, require TENANT to repair and reconstruct said premises within twelve (12) months of such destruction and pay the cost therefore, or the AUTHORITY may repair and reconstruction the same within twelve (12) months of such destruction and TENANT shall be responsible for reimbursing the AUTHORITY for the cost and expense incurred in such repair.
- 12.4 It is understood that in the application of the foregoing provisions, the AUTHORITY's obligations shall be limited to repair or reconstruction of the Assigned Area to the same extent and of equal quality as obtained by TENANT at the commencement of its operations hereunder. Redecoration and replacement of furniture, equipment and supplies shall be the responsibility of the TENANT and any such redecoration and refurnishing and re-equipping shall be equivalent in quality to that originally installed.

ARTICLE 13: GENERAL PROVISIONS

- 13.1 **Nondiscrimination** - The TENANT, for itself, its personal representatives, successors in interest, and assigns, as a part of the consideration hereof, does hereby covenant and agree: (1) that no person, on the grounds of race, color, creed, political ideas, sex, age, or physical or mental handicap, shall be excluded from participation, denied the benefits of, or be otherwise subjected to discrimination in the use of said facilities; (2) that in the construction of any improvements and the furnishing of services, no person on the grounds of race, color, creed, political ideas, sex, age, or physical or mental handicaps, shall be excluded from participation in, denied the benefits of, or otherwise be subjected to discrimination; (3) that the TENANT shall use the Assigned Areas in compliance with all other requirements imposed by or pursuant to Title 49, Code of Federal Regulations, Department of Transportation, Subtitle A, Office of the Secretary, Part 21, Nondiscrimination in Federally Assisted Programs of the Department of Transportation, Effectuation of Title VI of the Civil Rights Act of 1964, and as said Regulations may be amended; (4) that should the AUTHORITY provide handicapped accessible ingress and egress in specific locations, TENANT shall not block or close or otherwise cause the access way to be nonfunctional without providing an alternative means of access approved in writing by the AUTHORITY.

The TENANT shall furnish its accommodations and/or services on a fair, equal, and nondiscriminatory basis to all users thereof, and it shall charge fair, reasonable, and nondiscriminatory prices for each unit of services; however, the TENANT may be allowed to make reasonable discounts or other similar type of price reductions to purchasers on a nondiscriminatory basis.

Noncompliance shall constitute a material breach hereof, and in the event of such noncompliance, within a reasonable period, the AUTHORITY shall have the right to terminate this Agreement.

- 13.2 **Federal Aviation Act, Section 308** - Nothing herein contained shall be deemed to grant the TENANT any exclusive right or privilege within the meaning of Section 308 of the Federal Aviation Act or the conduct of any activity on the Airport, except that, subject to the terms and conditions hereof, the TENANT shall have the right to possess the Assigned Area under the provisions of this Agreement.
- 13.3 **Subordination to Agreements with the United States Government** - This Agreement is subject and subordinate to the provisions of any agreement heretofore or hereafter made between the AUTHORITY and the United States Government, relative to the operation or maintenance of the Airport, the execution of which has been required as a condition precedent to the transfer of federal rights or property to the AUTHORITY for Airport purposes, or the expenditure of federal funds for the improvement or development of the Airport, including the expenditure of federal funds for the development of the Airport in accordance with the provisions of the Federal Aviation Act of 1958, as it has been amended from time to time. The AUTHORITY covenants that it has no existing agreements with the United States Government in conflict with the express provisions hereof.
- 13.4 **Nonwaiver of Rights** - No waiver of default by either party of any of the terms, covenants, and conditions hereof to be performed, kept, and observed by the other party shall be construed as, or shall operate as, a waiver of any subsequent default of any of the terms, covenants, or conditions

herein contained, to be performed, kept, and observed by the other party.

- 13.5 Notices - Notices required herein may be given by registered or certified mail by depositing the same in the United States mail in the continental United States, postage prepaid. Any such notice so mailed shall be presumed to have been received by the addressee seventy-two (72) hours after deposit of same in the mail. Either party shall have the right, by giving written notice to the other, to change the address at which its notices are to be received. Until any such change is made, notices to AUTHORITY shall be delivered as follows:

Chief Executive Officer
Albany County Airport Authority
Administration Bldg., Room 200
Albany, NY 12211-1057

Notices to TENANT shall be deemed sufficient if in writing and mailed, registered or certified mail, postage prepaid, addressed to TENANT at the following address:

David Prescott
ProAir Holding Company, LLC
745 Albany Shaker Road, Building 202
Latham, New York 12110

- 13.7 Captions - The headings of the several articles of this Agreement are inserted only as a matter of convenience and for reference and in no way define, limit, or describe the scope or intent of any provisions of this Agreement and shall not be construed to affect in any manner the terms and provisions hereof or the interpretation or construction thereof.
- 13.8 Severability - If one or more clauses, section, or provisions of this Agreement shall be held to be unlawful, invalid, or unenforceable, it is agreed that the remainder of the Agreement shall not be affected thereby.
- 13.9 Waiver of Claims - The TENANT hereby waives any claim against the AUTHORITY and its officers, or employees for loss of anticipated profits caused by any suit or proceedings directly or indirectly attacking the validity of this Agreement or any part thereof, or by any judgment or award in any suit proceeding declaring this Agreement null, void or voidable, or delaying the same or any part hereof, from being carried out.
- 13.10 Right to Develop Airport - It is further covenanted and agreed that the AUTHORITY reserves the right to further develop or improve the Airport including all buildings, landing areas and taxiways as it may see fit, regardless of the desires or views of the TENANT and without interference or hindrance.
- 13.11 Incorporation of Exhibits - All exhibits referred to in this Agreement are intended to be and hereby are specifically made a part of this Agreement.
- 13.12 Incorporation of Required Provision - The parties incorporate herein by this reference all provisions lawfully required to be contained herein by any governmental body or agency.
- 13.13 Non-liability of Agents or Employees - No member, officer, agent director, or employee of the

AUTHORITY or the TENANT shall be charged personally or held contractually liable by or to the other party under term or provisions of this Agreement or because of any breach thereof or because of its or their execution or attempted execution.

13.14 Successors and Assigns Bound - This Agreement shall be binding upon and inure to the benefit of the successors and assignees of the parties hereto where permitted by this Agreement.

13.15 Right to Amend - In the event that the Federal Aviation Administration or its successors requires modifications or changes in this Agreement Airport, or otherwise, the TENANT agrees to consent to such amendments, modifications, revisions, supplements, or deletions of any of the terms, conditions, or requirements of this Agreement as may be reasonably required.

13.16 Time of Essence - Time is expressed to be of the essence in this Agreement.

13.17 Gender - Words of any gender used in this lease shall be held and construed to include any other gender and words in the singular number shall be held to include the plural, unless the context otherwise requires.

13.18 Force Majeure - Neither party hereto shall be liable to the other for any failure, delay or interruption in the performance of any of the terms, covenants or conditions of this Agreement due to causes beyond the control of that party including, without limitation, strikes, boycotts, labor disputes, embargoes, acts of God, acts of the public enemy, acts of superior governmental authority, weather conditions, floods, riots, rebellion, sabotage or any other circumstance for which such party is not responsible or which is not in its own power to control.

13.19 Limited Guaranty. David Prescott ("Guarantor"), in consideration of inducing the Authority to enter into this Lease Agreement and as a principal in Tenant, does by signing below, individually guaranty payment and performance as set forth in this paragraph 13.19. Guarantor hereby covenants and agrees that if there shall occur any default by Tenant in the payment of fixed rent or additional rent or any other charges set forth in the Lease, or if Tenant shall default in the performance of any of the covenants, terms, conditions and agreements contained in the Lease Agreement then the undersigned shall in each and every instance up to and including the Release Date (as defined below) (i) pay such fixed rent, additional rent and any other charges due and payable by Tenant to Authority (ii) faithfully perform and fulfill all of such covenants, terms, conditions and agreements to be performed by Tenant as set forth in the Lease, and (iii) pay to Authority all consequential damages that may be incurred by Authority as the result of any default by Tenant under the Lease Agreement including without limitation all attorneys' fees and disbursements incurred by Authority as a result of any such default and/or the enforcement of any of the provisions of this paragraph 3. The "Release Date" shall mean the date upon which Tenant returns to the Authority the keys to the Premises and surrenders possession of the Premises in the condition required by the Lease Agreement as of the expiration or termination thereof free of all tenancies or rights or claims of occupancy by Tenant or any party claiming through Tenant.

ARTICLE 14: ENTIRE AGREEMENT

14.1 This Agreement represents the entire and integrated Agreement between the AUTHORITY and the TENANT and supersedes all prior negotiations, representations and agreements, either written

or oral. This Agreement may be amended only by written instrument signed by both the AUTHORITY and the TENANT.

- 14.2 Nothing in this Agreement shall be deemed or construed to give any third party any claim or right of action against the AUTHORITY or the TENANT which does not otherwise exist without regard to this Agreement.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement beginning the day and year first above written.

ALBANY COUNTY AIRPORT AUTHORITY

By: _____
Rev. Kenneth J. Doyle, Chair

INTEGRA OPTICS, INC. (f/k/a INTEGRA NETWORKS, INC.)

By: _____

Title: _____

STATE OF NEW YORK)
) ss.:
COUNTY OF ALBANY)

On this _____ day of _____, 20____, before me personally came and appeared **Rev. Kenneth J. Doyle**, to me known to be the person who executed the above instrument, who, being duly sworn, did depose and say that he resides in the County of Albany, that he is the Chairman of the Albany County Airport Authority, the public benefit corporation described in, and which executed, the foregoing instrument; that he executed the foregoing instrument in the name of the Albany County Airport Authority pursuant to a resolution adopted by the Albany County Airport Authority on February 3, 2020 and that he signed his name thereto by like authorization.

Notary Public

STATE OF)
) ss.:
COUNTY OF)

On this _____ day of _____, 20____, before me personally came _____, to me known, who being by me duly sworn, did depose and say that he/she resides in _____ County, that he/she is the _____ of _____, the corporation described in, and which executed the within instrument; that he/she knows the seal of said corporation; that the seal affixed to said instrument is such corporate seal; that it was affixed by order to the Board of Directors of said corporation; and that he/she signed his/her name thereto by like order.

Notary Public

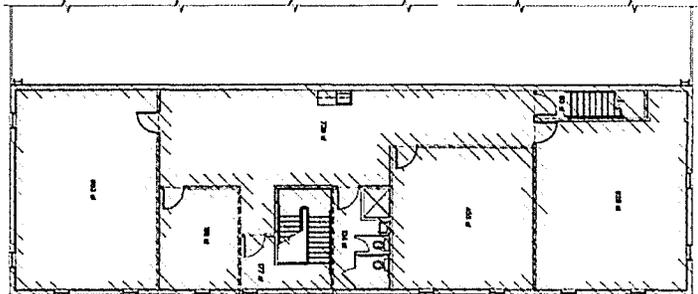
EXHIBIT A
ASSIGNED AREA

SEE ATTACHED DRAWING

745 Albany Shaker Road Airport Building 203

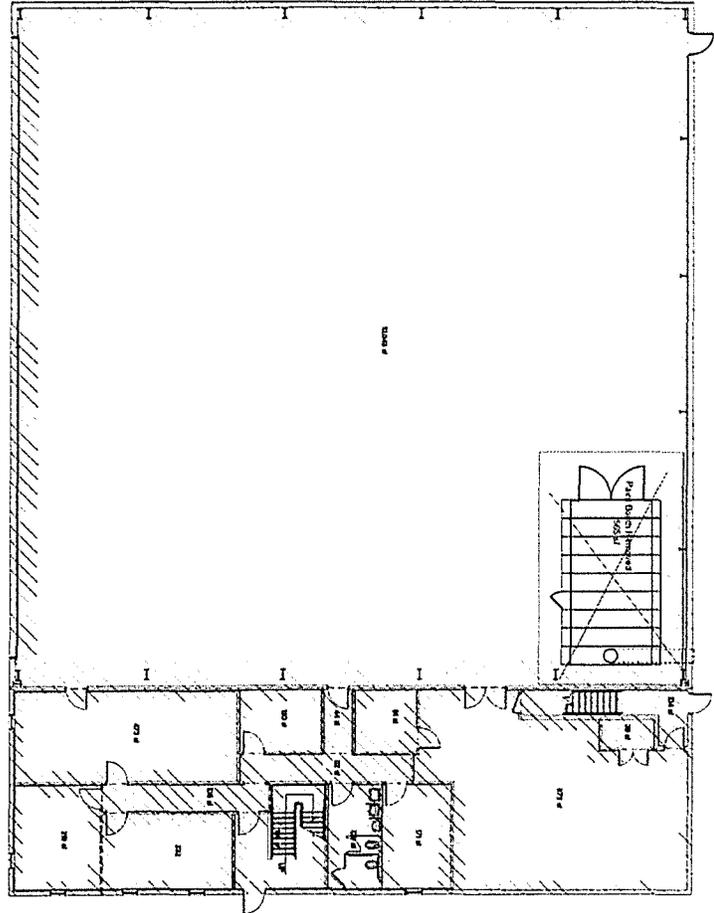
2ND AREA FLOOR PLAN
SCALE 1/8"=1'-0"

TOTAL AREA - 1287 SQUARE FEET



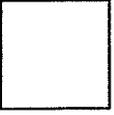
1ST AREA FLOOR PLAN
SCALE 1/8"=1'-0"

TOTAL AREA - 1287 SQUARE FEET



Ex-1b

DATE	NOV 2002
BY	HR
CHKD	HR
APP'D	HR
DATE	03-14-03



Albany
INTEGRATED REGIONAL
Airport
Capital Region Gateway

BUILDING 203
Integra Optics, Inc.

EXISTING AREA
PLANS

HR HOFFMAN + RILEY
ARCHITECTS

1756 CENTRAL AVENUE • ALBANY, NY, 12205 • 452-3070

AGENDA ITEM NO. 11

Authorization of Change Orders

AGENDA ITEM NO. 11.1

**Change Order #1: Authorization to
award Change Order #1 to Contract # 991-W
Wayfinding Signs to Color Ad, Inc.**

AGENDA ITEM NO: 11.1
MEETING DATE: February 3, 2020

ALBANY COUNTY AIRPORT AUTHORITY
REQUEST FOR AUTHORIZATION

DEPARTMENT:

Contact Person: *John LaClair, P.E. Airport Engineer*

PURPOSE OF REQUEST:

Change Order #1: *Authorization to award Change Order #1 to Contract # 991-W Wayfinding Signs to Color Ad, Inc.*

CONTRACT AMOUNT:

Base Amount:	\$ 1,459,999.00
Change Order #1:	\$ <u>160,115.00*</u>
Total:	\$ 1,620,114.00

**Pending approval at this meeting.*

BUDGET INFORMATION:

Federal Airport Improvement Program
Anticipated in Current ALB Capital Plan: Yes ✓ No NA
Funding Account No.: CPN 2263

FISCAL IMPACT – FUNDING

Federal 2.1% State 36.6% Airport 61.3% NA _____
Term of Funding: 2018-2020
Grant No.: N/A State PIN: 1A00.97

JUSTIFICATION:

Request for authorization of Change Order #1 for Contract 991-W for Wayfinding Signs, to Color Ad, Inc. of Manassas, Va. in the amount of \$160,115.00 for unforeseen conditions encountered by the contractor during construction. The modifications to the parking garage signs to include the digital signs provided with the PARCS system, modifications to the Terminal signs including the New York State seal and redesign and fabrication of new curbside signs. Since all signs are currently made or being made, we do not anticipate any significant change order requests at this juncture.

CHIEF EXECUTIVE OFFICER'S RECOMMENDATION:

Recommend approval.

AGENDA ITEM NO: 11.1
MEETING DATE: February 3, 2020

FINAL AGREEMENT SUBJECT TO APPROVAL BY COUNSEL: YES NO

PROCUREMENT DEPARTMENT APPROVAL:

Procurement complies with Authority Procurement Guidelines and Chief Financial Officer has approved. YES NO .

BACK-UP MATERIAL:

Please refer to attached Change Order backup information compiled by Creighton Manning Engineering and Turner Construction.

AGENDA ITEM NO. 11.1

**Change Order #1: Authorization to
award Change Order #1 to Contract # 991-W
Wayfinding Signs to Color Ad, Inc.**

AGENDA ITEM NO: 11.1
MEETING DATE: February 3, 2020

ALBANY COUNTY AIRPORT AUTHORITY
REQUEST FOR AUTHORIZATION

ACAA Approved
02/03/2020

DEPARTMENT:

Contact Person: *John LaClair, P.E. Airport Engineer*

PURPOSE OF REQUEST:

Change Order #1: *Authorization to award Change Order #1 to Contract # 991-W Wayfinding Signs to Color Ad, Inc.*

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BUDGET INFORMATION:

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Anticipated in Current ALB Capital Plan: Yes ✓ No NA
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CHIEF EXECUTIVE OFFICER'S RECOMMENDATION:

Recommend approval.

AGENDA ITEM NO: 11.1
MEETING DATE: February 3, 2020

FINAL AGREEMENT SUBJECT TO APPROVAL BY COUNSEL: YES NO

PROCUREMENT DEPARTMENT APPROVAL:

Procurement complies with Authority Procurement Guidelines and Chief Financial Officer has approved. YES NO .

BACK-UP MATERIAL:

Please refer to attached Change Order backup information compiled by Creighton Manning Engineering and Turner Construction.

991-W CHANGE ORDER #001

\$160,115.00

- **Draft AIA to Color Ad**
- **Draft AIA Tara Collins**
- **AIA Executed by Color Ad**
- **AIA Executed by Turner Construction**
- **AIA Executed by C+S**
- **AIA Executed by ACAA**
- **Backup Provided for COR-001 (Items 05-10), 002 and 003**

Color Ad Change Order AIA-001 Summary

COR #01

Item 05 – Monument Sign (Ground Mount)

- Sign was not fully detailed as a ground mounted sign.
- Change is for the adding of the ground support system (anchor bolts, base plates, color stubs) and also changing of the size of the monument sign (depth) due to the PARCs signs that are integrated into the sign

Item 06 – Parking Counter Sign on South Face (Wall Mount Monument Sign)

- Change is for the size of the monument sign (depth) due to the PARCs signs that are integrated into the sign

Item 07 – Vehicular Parking Level Identification

- Quantity changed from 72 to 92 in Information Bulletin 02.

Item 08 – Sign Type R7

- Sign Type added as part of Information Bulletin 10. This was part of the Code review Information Bulletin that was issued to LeChase but Color Ad is providing these signs as they own the sign package.

Item 09 – Added Cabinet on Monument Sign

- Ground Mounted Monument Sign had a cabinet added on top to say “South Garage Parking” per Information Bulletin 06

Item 10 – Vehicular Building Entrance Sign Enclosure

- South Face of Parking Garage was detailed to have 3 signs per the bid documents mounted on the face of the precast.
- A “back panel” or enclosure panel was added to hold these 3 signs per Information Bulletin 02

COR #02

Item 01 – Sign Type V

- Monitor Signs at Baggage Claim. There is a note in the Pre-Bid RFIs issued during Addendum 05 that this sign was not in the scope of work (see item 17)

Item 02 – Sign Type F

- “Rules” Sign for Baggage Claim (Non-illuminated). There is a note in the Pre-Bid RFIs issued during Addendum 05 that this sign was not in the scope of work (see item 11)

Item 03 – Curbside Sign

- C&S had a design intent on the bid documents and went to an independent sign company to provide mock-ups. None of the two mock-ups provided were approved. C&S/CMI had discussions with Color Ad to produce a sign based off of conversation with ACAA and what they intended the sign to look like. Color Ad provided a concept for approval and provided a mock up that was approved by ACAA. The cost change is due to the design development time spent by Color Ad, the change in material and specification of the sign and the added down lighting.

COR #03

Item 01 – SNA Equipment

- SNA Equipment was never specified in the bid documents and was not bought since it was not specified.

AIA® Document G701/CMA™ - 1992

Change Order - Construction Manager-Adviser Edition

PROJECT (Name and address):	CHANGE ORDER NUMBER: 001	OWNER: <input type="checkbox"/>
Albany County Airport Authority	INITIATION DATE: 01/28/20	CONSTRUCTION MANAGER: <input type="checkbox"/>
Terminal Amenities: Concourse		ARCHITECT: <input type="checkbox"/>
Renovations		CONTRACTOR: <input type="checkbox"/>
737 Albany Shaker Road		FIELD: <input type="checkbox"/>
Albany, New York 12211		OTHER: <input type="checkbox"/>
TO CONTRACTOR (Name and address):	PROJECT NUMBERS: / 991-W	
Color Ad, Inc	CONTRACT DATE: 05/07/19	
7200 Gary Road	CONTRACT FOR: Wayfinding Signs	
Manassas, Virginia 20109		

THE CONTRACT IS CHANGED AS FOLLOWS:

1. COR-001: Modifications to Parking Garage Signs (Items 05-10 from 01.27.20 Cost Proposal)
 - Change Monument Sign from Wall Mounted to Pad Mounted + Increase Size of Sign [Add 14,578.00]
 - Increase Size of Monument Sign South Parking Garage Entrance [Add \$8,400.00]
 - Add Vehicular Parking Identification Level Identification [Add \$3,100.00]
 - Add Sign Type R [Add \$300.00]
 - Add South Parking Garage Cabinet Over Monument Sign [Add \$2,530.00]
 - South Parking Garage Entrance Add Back Panel [\$29,400.00]
2. COR-002: Modifications to Terminal Signs (Items 1-4 on 01.24.20 Cost Proposal)
 - Add 3 Sign Type V [Add \$28,650.00]
 - Add 3 Sign Type F [Add \$8,985.00]
 - Add Sign Type OL [No Cost]
 - Add Design and Addition Fabrication for Curbside Signs [Add \$8,420.00]
3. COR-003: SNA Front end equipment to operate signs [Add \$55,752.00]

The original Contract Sum was	\$ 1,459,999.00
Net change by previously authorized Change Orders	\$ 0.00
The Contract Sum prior to this Change Order was	\$ 1,459,999.00
The Contract Sum will be increased by this Change Order in the amount of	\$ 160,115.00
The new Contract Sum including this Change Order will be	\$ 1,620,114.00

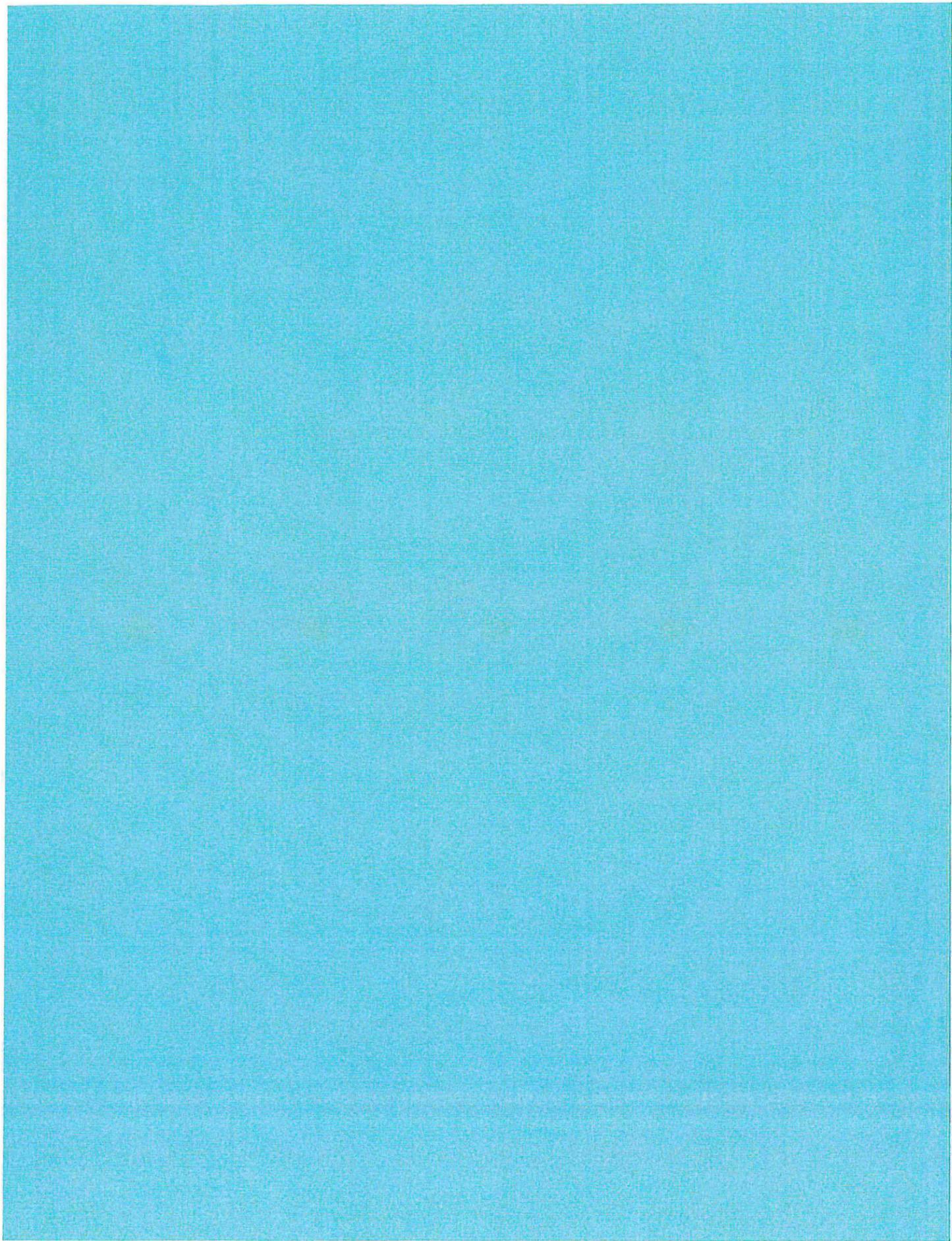
The Contract Time will be increased by Zero (0) days.
 The date of Substantial Completion as of the date of this Change Order therefore is February 28, 2020.

NOTE: This summary does not reflect changes in the Contract Sum, Contract Time or Guaranteed Maximum Price which have been authorized by Construction Change Directive.

NOT VALID UNTIL SIGNED BY THE OWNER, CONSTRUCTION MANAGER, ARCHITECT AND CONTRACTOR.

Turner Construction Company	C+S Companies
CONSTRUCTION MANAGER (Firm name)	ARCHITECT (Firm name)
1 Computer Drive South	499 Col. Eileen Collins Blvd.
Albany, New York 12205	Syracuse, New York 13212
ADDRESS	ADDRESS

BY (Signature) Robert Wagner <i>(Typed name)</i>	BY (Signature) Mike LaMontagne, AIA <i>(Typed name)</i>
DATE:	DATE:
Color Ad CONTRACTOR (Firm name) 7200 Gary Road Manassas, Virginia 20109 ADDRESS	Albany County Airport Authority OWNER (Firm name) 737 Albany Shaker Road Albany, New York 12211 ADDRESS
BY (Signature) SK Rao <i>(Typed name)</i>	BY (Signature) Phil Calderone <i>(Typed name)</i>
DATE:	DATE:



Color-Ad Change Order Proposal - 999-Albany Parking Garage - 01-24-2020 (Does Not Include 991-W Terminal Amenities Changes)

COI-Item #	Sign Description	Description/Scope Change	Old Size at the time of Bid	New Size per Bulletin 2/3	Old Unit price	New Size Unit Price per Bulletin 2/3	*Unit variance/ Unit Cost	Qty	Total Change	CAI Comments 1-27-2020
Item 1	OVERHEAD VEHICULAR DIRECTIONAL SIGNS ST-A (Double faced)-Illuminated Overhead	1. Cabinet depth increased from 4" to 10" 2. Increase in length of the sign (Approx. 25%) 3. Additional CNC work for coordinating Digital park Assist signs.	7' x 8" x 4"	12' x 13" x 9"	\$ 2,110.00		\$ 968.00	26	\$ 25,168.00	There was a typo on the quantity-it's 26 not 24. Refer Item 1-2-3-4 Justification Package- Attachment A with original Bid Specs-Qty-and Cost Breakdown as requested on Saturday
Item 2	OVERHEAD VEHICULAR DIRECTIONAL SIGNS ST-A (Single faced)	1. Cabinet depth increased from 4" to 10" 2. Increase in length of the sign (Approx. 25%) 3. Additional CNC work for coordinating Digital park Assist signs.	7' x 8" x 4"	12' x 13" x 9"	\$ 1,804.00		\$ 574.00	7	\$ 4,018.00	28 not 24. Refer Item 1-2-3-4 Justification Package-Attachment A with original Bid Specs-Qty-and Cost Breakdown as requested on Saturday by Rob W.
Item 3	OVERHEAD VEHICULAR DIRECTIONAL SIGNS ST-A (Double faced)	Newly Added signs	N/A	12' x 13" x 9"		Per Bulletin 2-New Sign Added per PB A 807A \$ 3,078.00		1	\$ 3,078.00	Refer Note Above -Attachment A
Item 4	OVERHEAD VEHICULAR DIRECTIONAL SIGNS ST-A (Single faced)	Newly Added signs	N/A	12' x 13" x 9"		Per Bulletin 2-New Sign Added per PB A 807A \$ 2,378.00		5	\$ 11,890.00	Refer Note Above Attachment A
Item 5	Wall mounted parking counter sign- Ref 1/P8-A 808 now called as Monument Sign	Now this wall mounted sign is converted to a monument sign. The cost impacting changes are: 1. Material and labor increase due to depth. 2. Posts, Base Plates, anchor bolts and additional shipping. 3. Adding equipment	4-6"x5-6"x4"	5-8.5" x 6-9" x 8.25"	Revised in Bulletin 2 \$ 14,578.00			1	\$ 14,578.00	Monument Sign Cost Variation Justification Package and Cost Breakdown as requested by Rob W- Attachment B
Item 6	Parking Counter Sign-South Parking Garage Entrance-P8 A-808	(The size of the sign is increased by 25% in 3D: (Length and Width) Depth of the cabinet is increased by 50% Material and labor increase due to depth/structure. (This sign was poorly called out-has no cross section-do not have any specification of the digital assist inserts and it's existence itself is questionable-it's just only described and only two signs are shown in that page). Since it was there on the plans-we are only charging for minimum costs change in depths and additional structure not the	4-6"x5-6"x4"	5-8.5" x 6-9" x 8.25"	Revised in Bulletin 2 \$ 8,400.00			1	\$ 8,400.00	Parking Counter Sign at Vehicular Entrance Cost Variation Justification Package and Cost Breakdown as requested by Rob W-Attachment C
Item 7	Vehicular Parking Level Identification							20	\$ 3,100.00	Refer Vehicular Parking Level Identification Variation Justification Package and Cost Breakdown as requested by Rob W-Attachment D
Item 8	8-7	Added signs				Added by Bulletin 10 \$ 30.00		10	\$ 300.00	Added by Bulletin 10-Cost Breakdown as requested by Rob W
Item 9	Added South Parking Garage Cabinet Over the Monument Sign, Item 5		N/A	1-2" X 6-9"		Added Bulletin 11 \$ 2,530.00		1	\$ 2,530.00	Added by Bulletin 10-Cost Breakdown as requested by Rob W
Item 10	Vehicular Building Entrance Sign Enclosure -Back Panel							1	\$ 29,400.00	Vehicular Building Entrance Sign Enclosure -Back Panel Cost Variation Justification Package and Cost Breakdown as requested by Rob W-
									\$ 29,400.00	

Please Note: Garage sign family progress status. The above changes had some impact. However, in view of assisting the construction of power and data, we have shifted priorities and expedited-prioritizing the Vehicular Directional Signs and delayed Garage Exterior Channel Letters fabrication which is a long lead item. The channel letters as explained in our meeting are custom and have to fabricate one each after all CNC work is done. We covered a major portion of the delay in manufacture time which we indicated in our BDM approval and we anticipate to complete the Garage routine by 3-26-2020 subject to force majeure availability of power.


Suresh Yerramothu
Director of Estimation

TOTAL CHANGE \$ 102,462.00

Item 05 Back Up Rec'd TCCo. 03.16.19

SUBCONTRACTOR REQUEST FOR CHANGE ORDER # 1-Item 5 (Cost Variance Only) 989-Parking Garage -Wall Mounted Parking Counter Signs - Ref 1/PB-A 808 now called as Monument Sign-Item 5

ALBANY COUNTY AIRPORT AUTHORITY
 ALBANY, NY 12211

SUBCONTRACTOR ADDRESS	COLOR-AD INC 7200 GARY ROAD MANASSAS, VA 20109	DATE <u>27-Jan-20</u>
TELEPHONE	703-631-9100	991-W-989 PG
E-MAIL	SKRAO@COLOR-AD.COM	Sub Contract # CONTRACT #991-W

Title of Change Order: CHANGE ORDER ITEM -Wall Mounted Parking Counter Signs - Ref 1/PB-A 808 now called as Monument Sign-Item 5

Scope of Work:
 Now this wall mounted sign is converted to a monument sign. The cost impacting changes are;
 1. Material and labor increase due to depth.
 2. Posts, Base Plates, anchor bolts and additional shipping.
 3. Adding equipment
 Qty: 1 sign

SUMMARY OF PROPOSAL

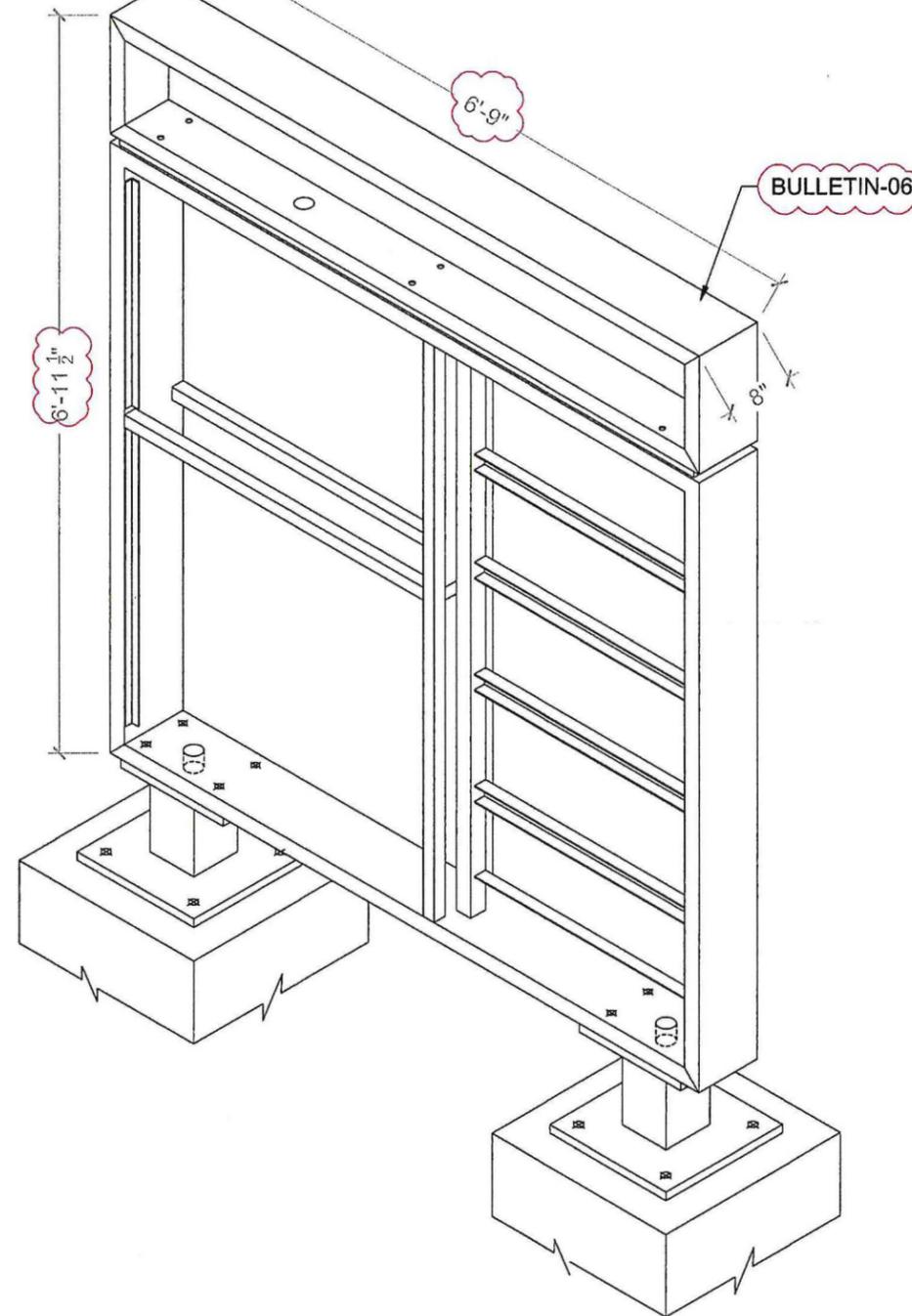
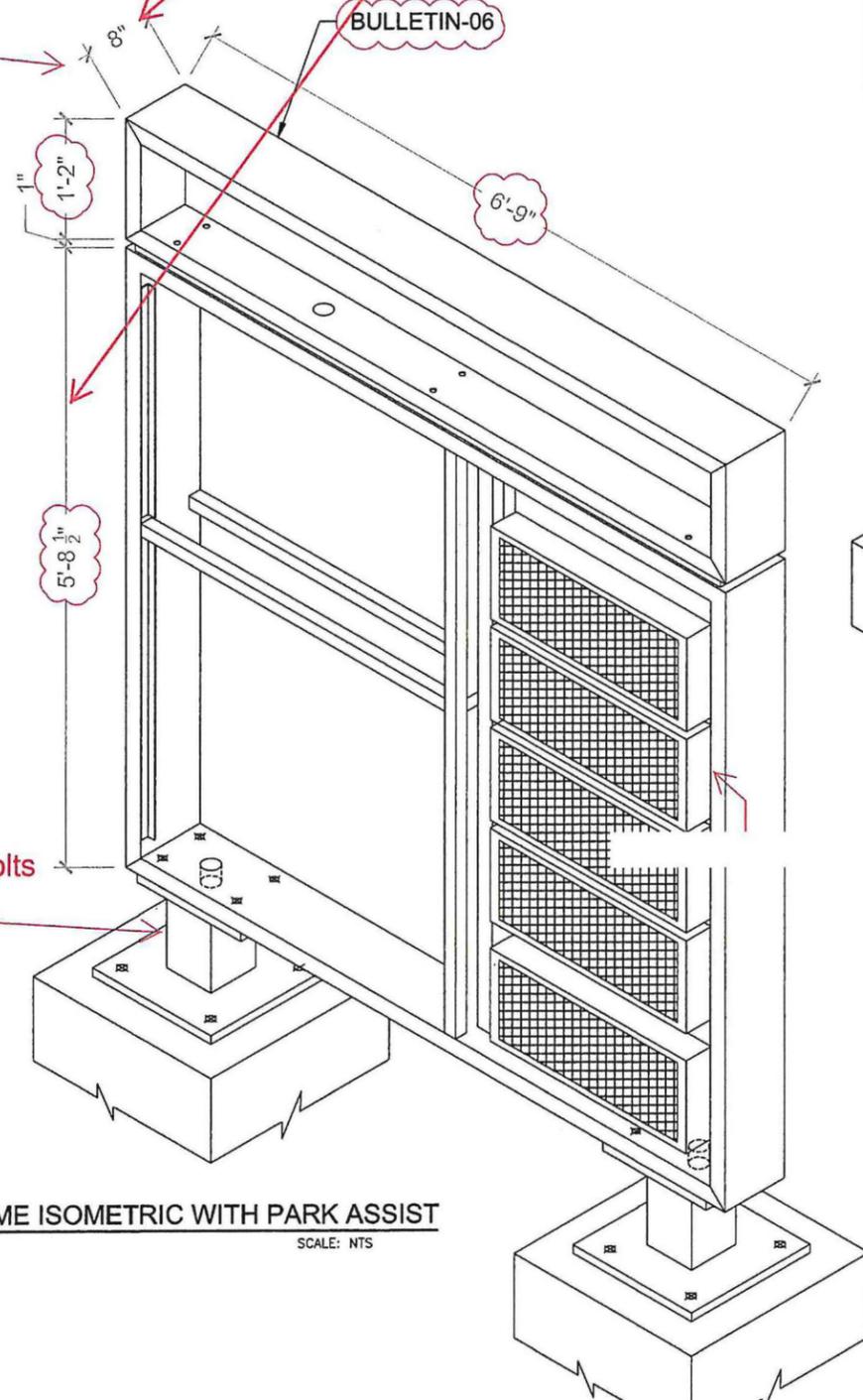
Field LABOR	Hourly Rate	Hours	Extended Cost
Additional Field Labor	\$ 60.00	20.00	\$ 1,200.00
		-	\$ -
		-	\$ -
		-	\$ -
LABOR SUBTOTAL			\$ 1,200.00
MATERIAL	Unit Price	Qty	Extended Cost
Aluminum Posts	\$ 560.00	2.00	\$ 1,120.00
Aluminum Sheet - 1/8" x 8' x4' (back)	192.50	2.00	\$ 385.00
Aluminum Tube section - 2" x 2" x 3/16" - 24'	52.50	6.00	\$ 315.00
1/8" White Transluscent Acrylic - 8' x 4'	85.00	6.00	\$ 510.00
Primer	0.94	150.00	\$ 140.63
Paint - Purple	1.56	150.00	\$ 234.38
3M Transluscent vinyl	2.63	150.00	\$ 393.75
Aluminum Sheet - 1/8" x 8' x4' (Led Tray)	192.50	2.00	\$ 385.00
			\$ -
			\$ -
gerber mask	1.00	133.00	\$ 133.00
Accessories (packing material, cutting tools, blades, metal grinders	168.00	1.00	\$ 168.00
			\$ -
			\$ -
Shop Labor including handling (Metal fabrication Graphics- Lamination- 45 hours-Prime and Paint- 15 Hours-CNC Router (Faces) 16 Hours- Vinyl application - 15 hours, \$	60.00	91.00	\$ 5,460.00
			\$ 9,244.75
EQUIPMENT	Hourly Rate	Hours	Extended Cost
Laminating Machine, Graphic cutting CNC	\$ 60.00	12.00	\$ 720.00
			\$ -
			\$ -
EQUIPMENT SUBTOTAL			\$ 720.00
MISC OTHER COSTS (ie: freight, taxes, etc.)	Unit Price	Qty	Extended Cost
Estimated Taxes 7.25% on Total Product (except field labor)	\$ 625.00	1.00	\$ 625.00
			\$ -
			\$ -
MISC SUBTOTAL			\$ 625.00
PROFIT			Extended Cost
Subcontractor Overhead & Profit		15.00%	\$ 1,588.46
GRAND TOTAL product cost no install labor applicable			\$ 14,578.21

** Bond Costs are not included in this pricing

Bulletin 2 Changes
Called as Monument; Depth Increased by 50%; Overall Size increased by 25%; Posts-Base Plates-Anchor Bolts-All Additional

Added by Bulletin 11 after the sign was built

Item 05 Back Up



1 FRAME ISOMETRIC WITH PARK ASSIST
SCALE: NTS

2 FRAME ISOMETRIC
SCALE: NTS

Client :
ALBANY AIRPORT AUTHORITY

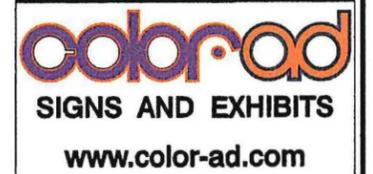
Job Name & Location:
ALBANY COUNTY AIRPORT AUTHORITY
PARKING GARAGE
ALBANY INTERNATIONAL AIRPORT
ALBANY, NEW YORK 12110

Drawing Description:
Sign Type: MONUMENT SIGN WITH INTEGRATED
PARK ASSIST
Frame Isometric Views

Drawn: AMN Scale: As Noted
(Sheet size - 11 x 17)

File Location:

Revision	Date:
01 Rvised As Marked	09-21-2019
02 Rvised As Marked	12-06-2019
-	
-	



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SIGNATURE:

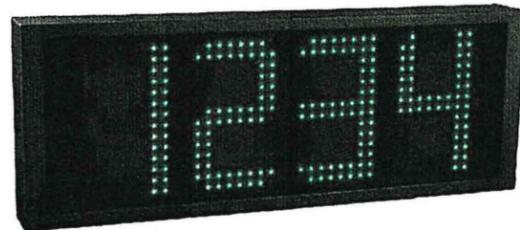
Project No. 53374	Area No. PARKIG GARAGE
Design Drawing Referenced	PB-A-808

200mm 4-Digit Sign Insert

With a Park Assist smart-sensor system, digit sign inserts are placed at key driver wayfinding decision points within and around parking structures. Each insert displays the currently available number of spaces for its indicated area, enabling visitors to quickly make decisions about where to park. Multiple inserts may be grouped into a single enclosure.



Light emitting diodes (LEDs) are the key optical element, forming the basis for all illuminated characters and symbols. Character display color is selectable to meet client preferences. Power and network access are provided by Park Assist Floor Cabinets, which make wayfinding signage an extension of the smart-sensor network.



PART NUMBER	DESCRIPTION
SN-200-4-SS-210	Sign insert, 7 segment, 4 digit, multicolor, IP54, 200mm char height



Digital Insert Specification provided post Bulletin 2

200mm 4-Digit Sign Insert Specifications

CONTENT DISPLAY:

- Capabilities	Four characters, right-justified, leading zero suppression Capable of displaying 0-9999, 'FULL', 'OPEN', and 'CLSd'
- Active area	200 mm x 582 mm (7.9" x 22.9")
- Digit Color	Green, amber, or red
- Brightness	Continuously adjustable via software
- Orientation	Normal or inverted, with software compensation
- Maximum Viewing Range	135 m @ 24-40 km/h (450' @ 15-35 mph)

ENVIRONMENT:

- Operating Temperature	-30° to 50°C (-22° to 122°F)
- Environmental Sealing	IP54

MECHANICAL:

- Mounting Options	2x M8x1.25 threaded inserts on top and bottom 2x L-brackets bolted to back housing (adjustable location)
- Case	Black powder-coated aluminum

ELECTRICAL:

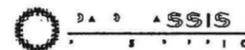
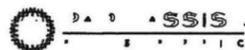
- Voltage	24V DC nominal
- Power Draw	33W maximum
- Power Connection	Includes 2 m (78"), 1.5mm ² (16AWG) stranded 2-conductor cable with soldered IP68 keyed connector
- Communication	RS485 via sealed RJ45 port
- Product Safety	UL Listed to UL Std. 48 Conforms to UL Std. 60950-1 / 60950-22 Certified to CSA Std. C22.2 No. 60950-1 / 60950-22

DIMENSIONS:

- Height	275 mm (10.8")
- Width	742 mm (29.5")
- Depth (cabinet only)	86 mm (3.4")
- Depth (with connectors)	156 mm (6.2")
- Weight	6 kg (13.2 lbs)



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www.parkassist.com

Client :
ALBANY AIRPORT AUTHORITY

Job Name & Location:
ALBANY COUNTY AIRPORT AUTHORITY
PARKING GARAGE
ALBANY INTERNATIONAL AIRPORT
ALBANY, NEW YORK 12110

Drawing Description:
Sign Type: MONUMENT SIGN WITH INTEGRATED
PARK ASSIST
PARK ASSIST DATA SHEET

Drawn: AMN Scale: As Noted
(Sheet size - 11 x 17)

File Location:

Revision	Date:
-	
-	
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color-ad
SIGNS AND EXHIBITS
www.color-ad.com

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SIGNATURE:

Project No. 53374 Area No. PARKIG GARAGE

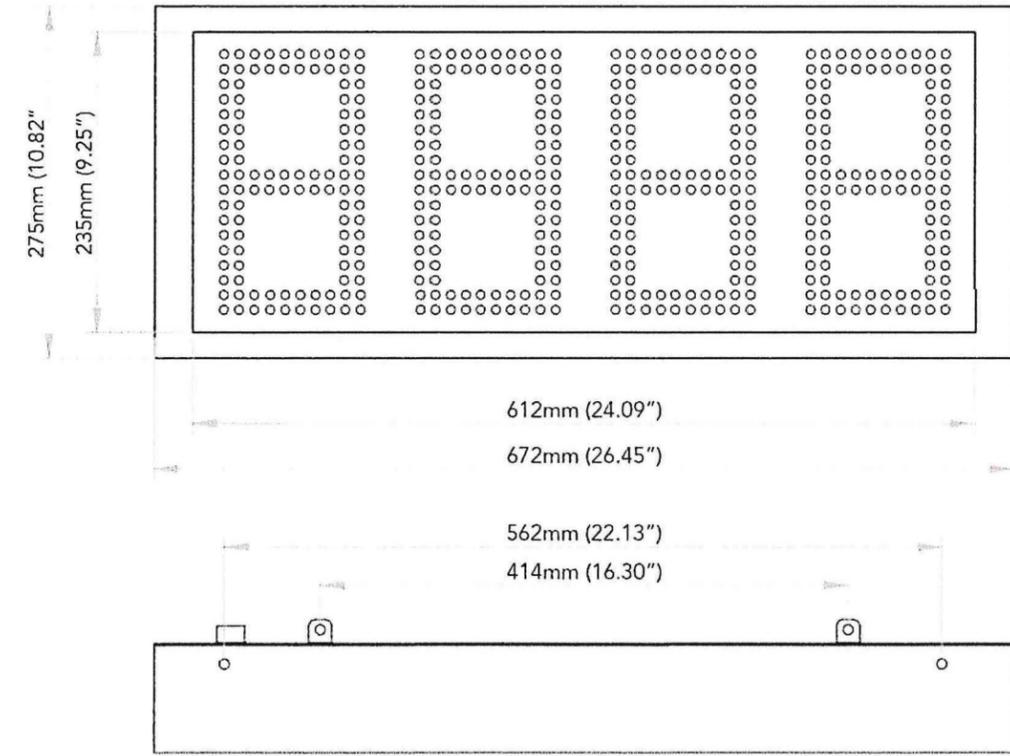
Design Drawing Referenced XXXX

PG 1.14A

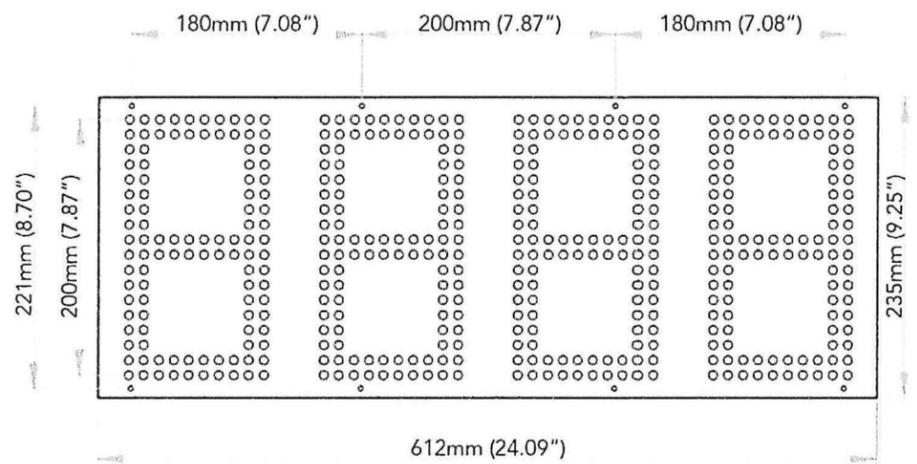
1 PARK ASSIST INSERT SN-200-4-SS-210 (FOR MONUMENT SIGN)

SCALE: NTS

SN-200-4-SS-210 200mm: 4 Digit



- 4-digit
- 7-segment
- Red/Green/Amber
- IP54 enclosure



Client :
ALBANY AIRPORT AUTHORITY

Job Name & Location:
ALBANY COUNTY AIRPORT AUTHORITY
PARKING GARAGE
ALBANY INTERNATIONAL AIRPORT
ALBANY, NEW YORK 12110

Drawing Description:
Sign Type: MONUMENT SIGN WITH INTEGRATED
PARK ASSIST
PARK ASSIST DATA SHEET

Drawn: AMN Scale: As Noted
(Sheet size - 11 x 17)

Revision	Date:
-	
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SIGNATURE:

Project No. 53374 Area No. PARKIG GARAGE

Design Drawing Referenced XXXX

PG 1.14B



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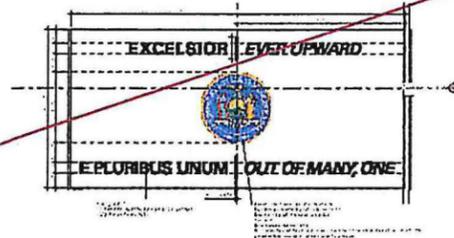
NY State Seal + Lettering and Monument Signs
1 message

Wagner, Robert C - (NYN) <rwagner@tcco.com>
To: "S.K Rao" <skrao@color-ad.com>, "slesko@color-ad.com" <slesko@color-ad.com>
Cc: "Riehl, Eric - (NYN)" <eriehl@tcco.com>, "Jaclair@albanyairport.com" <jaclair@albanyairport.com>

Tue, Nov 12, 2019 at 8:02 AM

SK-

It was brought to my attention Color Ad is claiming the NY State Seal + Lettering sign shown on A-808-W and details on A2/A-821-W is not included in the contract. It is Turner's and the Authority's position this sign is included in your base contract as Color Ad per Scope of Work Item #30 'This Prime Contractor shall provide all interior and exterior (including New York State Seal) as identified on the contract documents.' Please expedite and submit the shop drawings for this interior sign as previously requested.

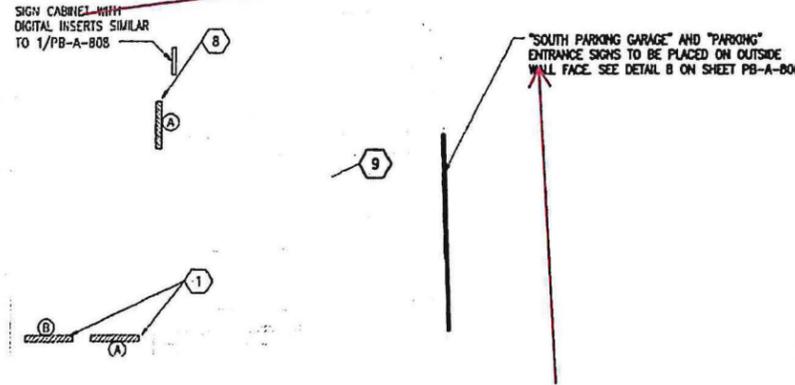


A2 | 11/12/2019 | 10:51 AM

There are two monument signs show on the original Wayfinding Documents, one on Level 1 and the second on Level 3

Level 1

Level 3



This is not designated as Monument it simply says as per 1/PB-A-808. This is indicated as wall mounted. We have missed this in our cost since it's not indicated in the message schedule or construction details. See the shop drawings of how the sign is to be built-the details in the bid drawings by no means convey that it's monument sign-We will take this hit if you insist and charge only for poles, anchor bolts, added engineering (footers by others)

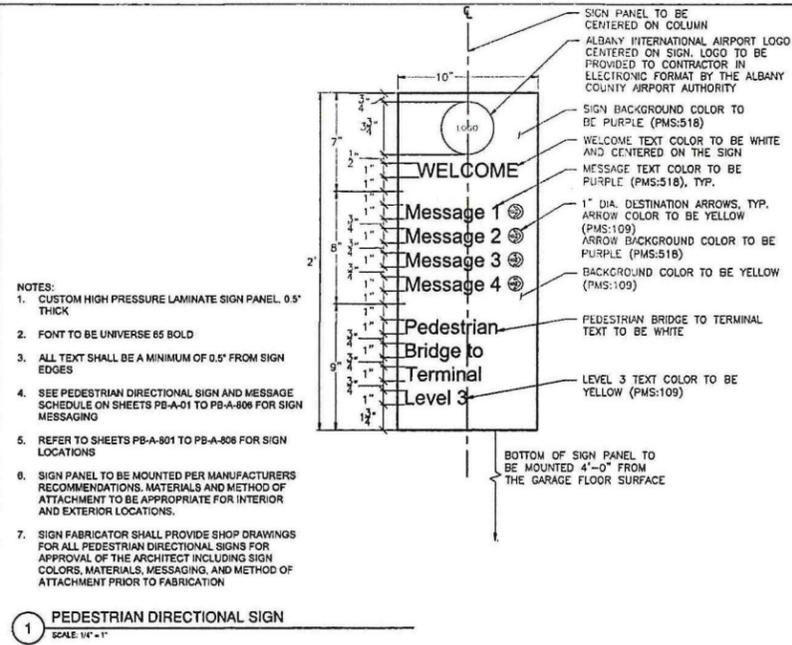
Let me know if you have any questions and how Color Ad is proceeding.

Robert Wagner, LEED® AP | Project Manager
Turner Construction Company 1 Computer Drive South | Albany, New York 12205
office 518.432.0277 | mobile 518.852.1093 | rwagner@tcco.com

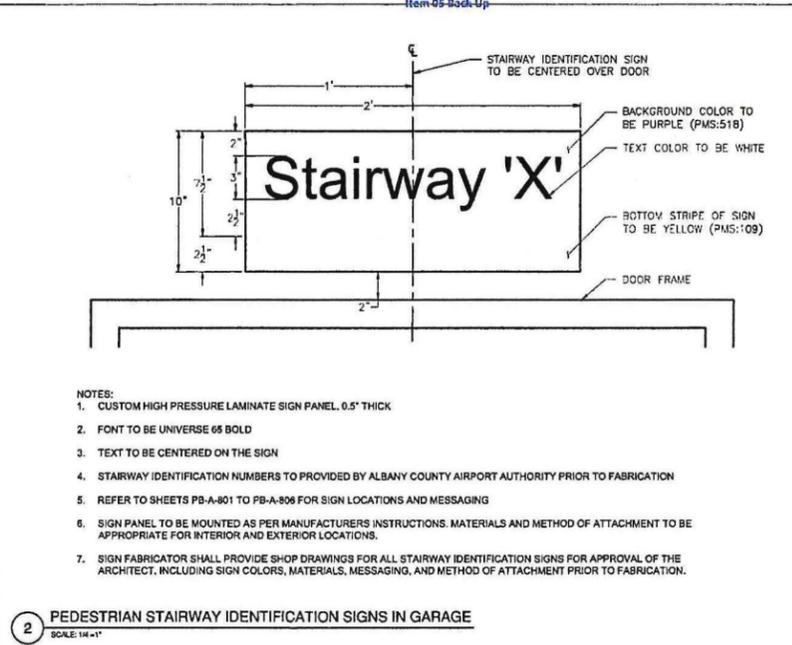
This is poorly specified this sign does not indicate until the bulletin 2 that this sign has to include sign similar to 1/PB-A-808, except for some tricky verbaige.

CONFIDENTIALITY STATEMENT

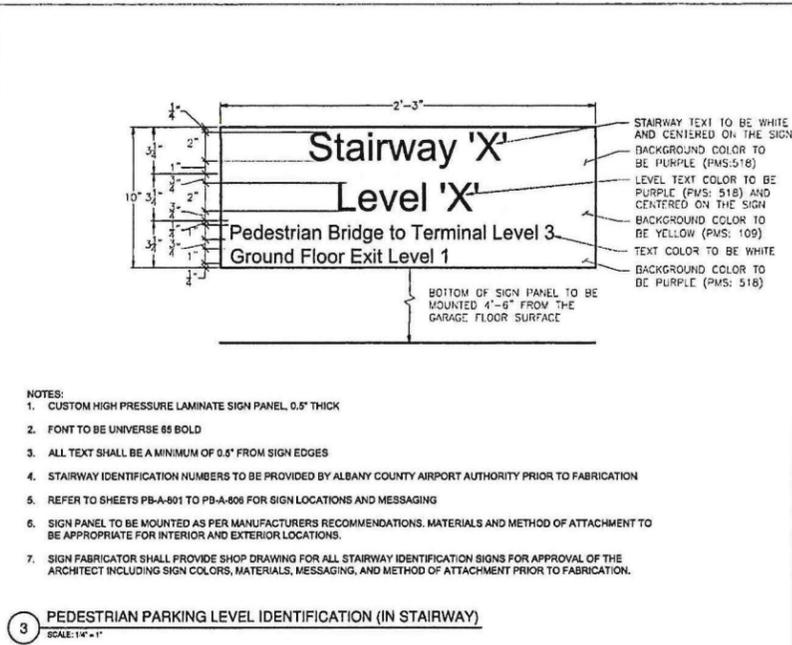
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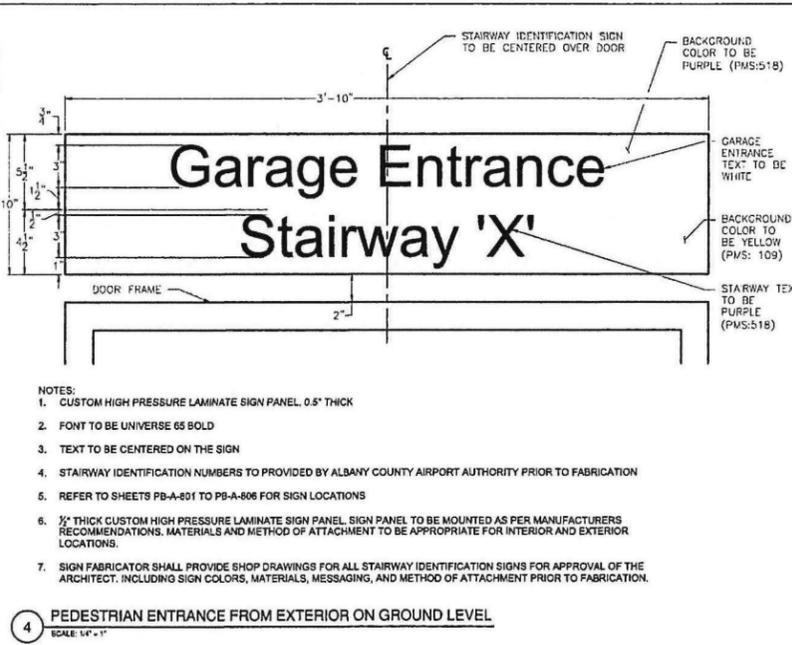
1 PEDESTRIAN DIRECTIONAL SIGN
SCALE: 1/4" = 1'



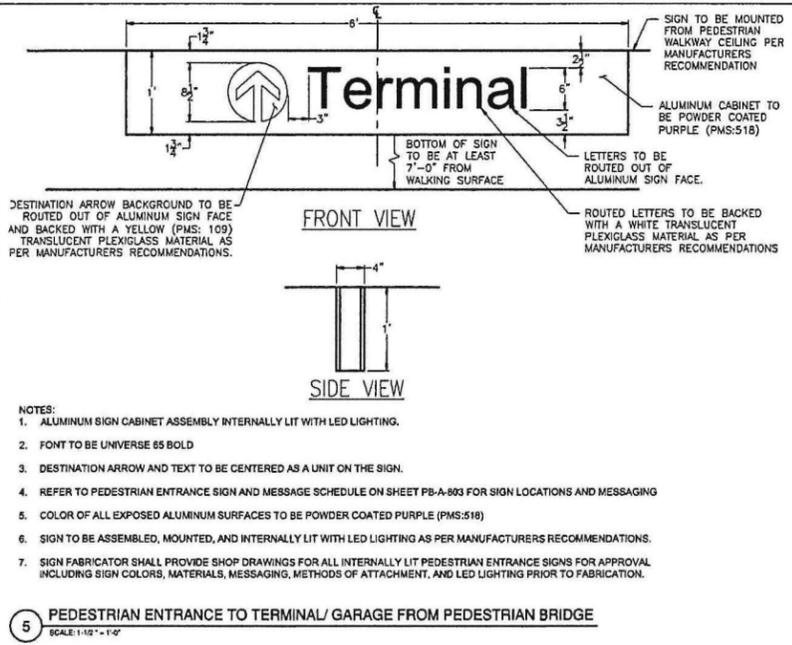
2 PEDESTRIAN STAIRWAY IDENTIFICATION SIGNS IN GARAGE
SCALE: 1/4" = 1'



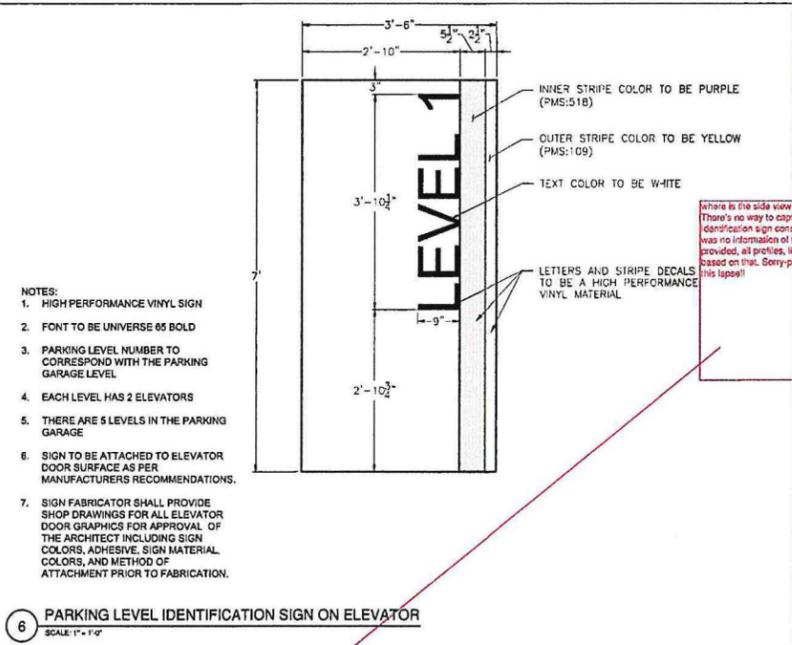
3 PEDESTRIAN PARKING LEVEL IDENTIFICATION (IN STAIRWAY)
SCALE: 1/4" = 1'



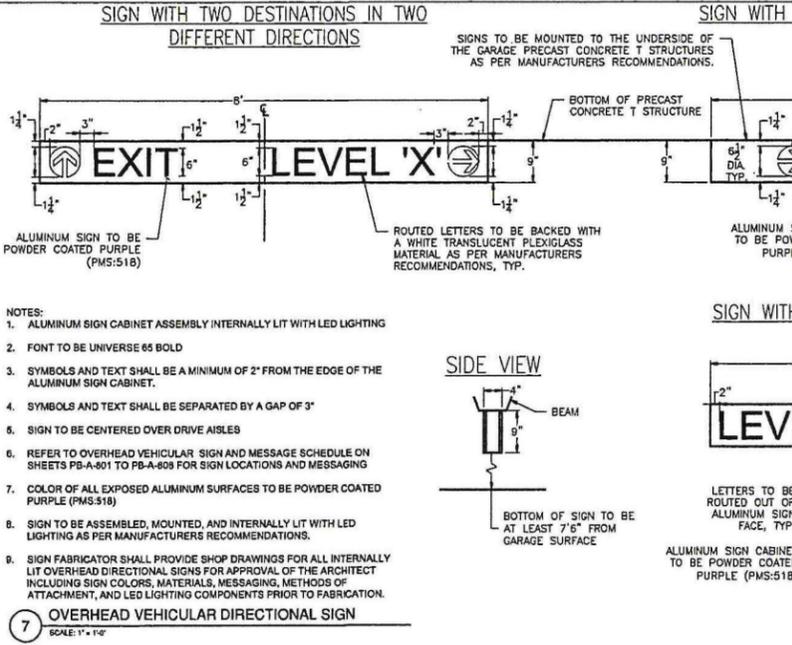
4 PEDESTRIAN ENTRANCE FROM EXTERIOR ON GROUND LEVEL
SCALE: 1/4" = 1'



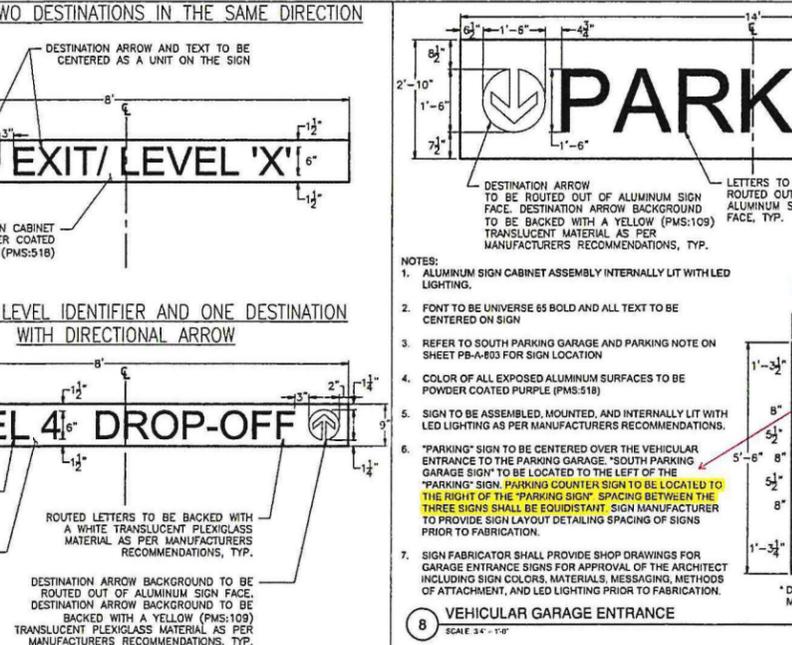
5 PEDESTRIAN ENTRANCE TO TERMINAL/GARAGE FROM PEDESTRIAN BRIDGE
SCALE: 1/4" = 1'



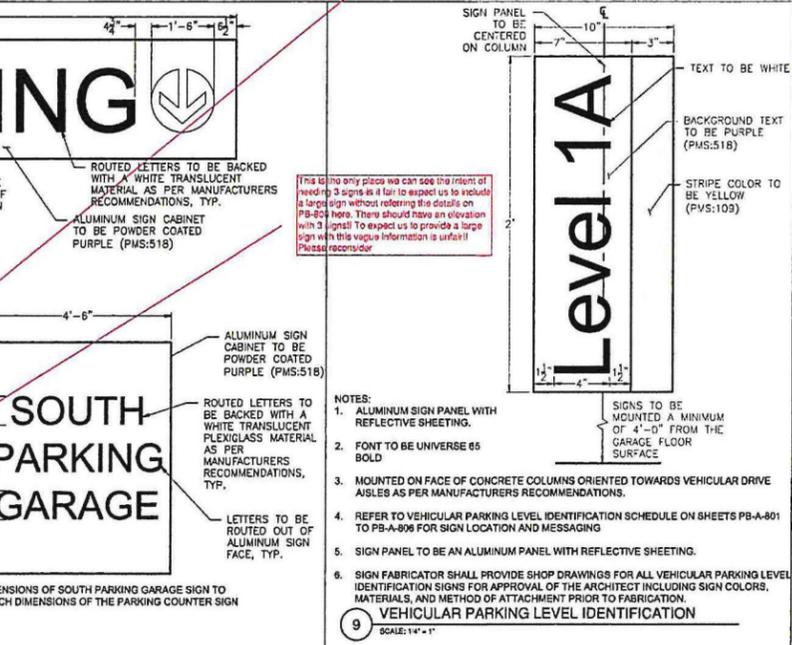
6 PARKING LEVEL IDENTIFICATION SIGN ON ELEVATOR
SCALE: 1" = 1'



7 OVERHEAD VEHICULAR DIRECTIONAL SIGN
SCALE: 1" = 1'



8 VEHICULAR GARAGE ENTRANCE
SCALE: 3/4" = 1'



9 VEHICULAR PARKING LEVEL IDENTIFICATION
SCALE: 1/4" = 1'

CHA
DESIGN MANAGEMENT
BERGMANN
ALBANY INTERNATIONAL AIRPORT
ALBANY COUNTY AIRPORT AUTHORITY

ALBANY INTERNATIONAL AIRPORT PARKING WAYFINDING SIGNAGE

WAYFINDING SIGNAGE DETAILS

Designed By: LPK, Drawn By: HDH, Checked By: TL
Issue Date: 03/15/19, Project No: 30034, Scale: AS SHOWN

PB-A-807

Item 06 Backup Rec'd TCCo. 03.16.19

SUBCONTRACTOR REQUEST FOR CHANGE ORDER # 1-Item 6 (Cost Variance Only) 989-Parking Garage -Parking Counter Sign-South Parking Garage Entrance

ALBANY COUNTY AIRPORT AUTHORITY
ALBANY, NY 12211

SUBCONTRACTOR ADDRESS	COLOR-AD INC 7200 GARY ROAD MANASSAS, VA 20109	DATE 27-Jan-20
TELEPHONE	703-631-9100	991-W-989 PG
E-MAIL	SKRAO@COLOR-AD.COM	Sub Contract # CONTRACT #991-W

Title of Change Order: CHANGE ORDER ITEM -Parking Counter Sign-South Parking Garage Entrance-Item 6

Scope of Work:
Material and labor increase due to depth/structure. Sign Size Increased by 25% and depth by 50%
(This sign was poorly called out-has no cross section-do not have any specification of the digital assist inserts and it's existence itself is questionable-it's just only described and only two signs are shown in that page).Since it was there on the plans-we are only charging for minimum costs change in depths and additional structure not the entire sign as discussed

Qty: 1 sign

SUMMARY OF PROPOSAL

Field LABOR	Hourly Rate	Hours	Extended Cost
Additional Field Labor	\$ 60.00	6.00	\$ 360.00
		-	\$ -
		-	\$ -
		-	\$ -
LABOR SUBTOTAL			\$ 360.00

MATERIAL	Unit Price	Qty	Extended Cost
Aluminum Posts			\$ -
Aluminum Sheet - 1/8" x 8' x4' (back)	192.50	2.00	\$ 385.00
Aluminum Tube section - 2" x 2" x 3/16" - 24'	52.50	6.00	\$ 315.00
1/8" White Translucent Acrylic - 8' x 4'	85.00	6.00	\$ 510.00
Primer	0.94	150.00	\$ 140.63
Paint - Purple	1.50	150.00	\$ 225.00
3M Translucent vinyl	2.50	150.00	\$ 375.00
Aluminum Sheet - 1/8" x 8' x4' (Led Tray)	192.00	2.00	\$ 384.00
			\$ -
			\$ -
gerber mask	1.00	150.00	\$ 150.00
Accessories (packing material, cutting tools, blades, metal grinders	115.00	1.00	\$ 115.00
			\$ -
			\$ -
Shop Labor including handling (Metal fabrication Graphics- Lamination- 30 hours-Prime and Paint- 10 Hours-CNC Router (Faces) 10 Hours- Vinyl application - 10 hours, \$	60.00	60.00	\$ 3,600.00
			\$ 6,199.63

EQUIPMENT	Hourly Rate	Hours	Extended Cost
Laminating Machine, Graphic cutting CNC	\$ 60.00	8.00	\$ 480.00
	\$ -	-	\$ -
	\$ -	-	\$ -
EQUIPMENT SUBTOTAL			\$ 480.00

MISC OTHER COSTS (ie: freight, taxes, etc.)	Unit Price	Qty	Extended Cost
Estimated Taxes 7.25% on Total Product (except field labor)			\$ -
			\$ -
MISC SUBTOTAL			\$ -

PROFIT		Extended Cost
Subcontractor Overhead & Profit	15.00%	\$ 1,001.94

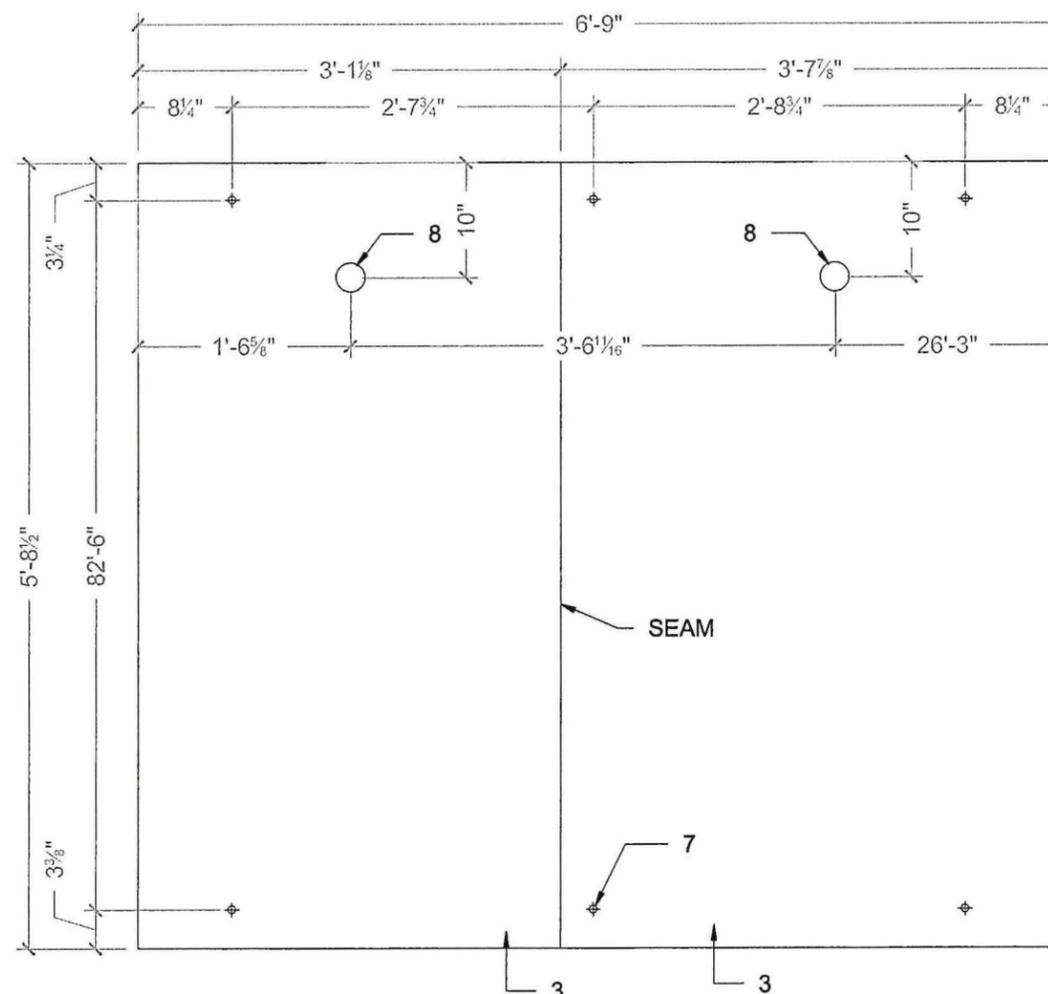
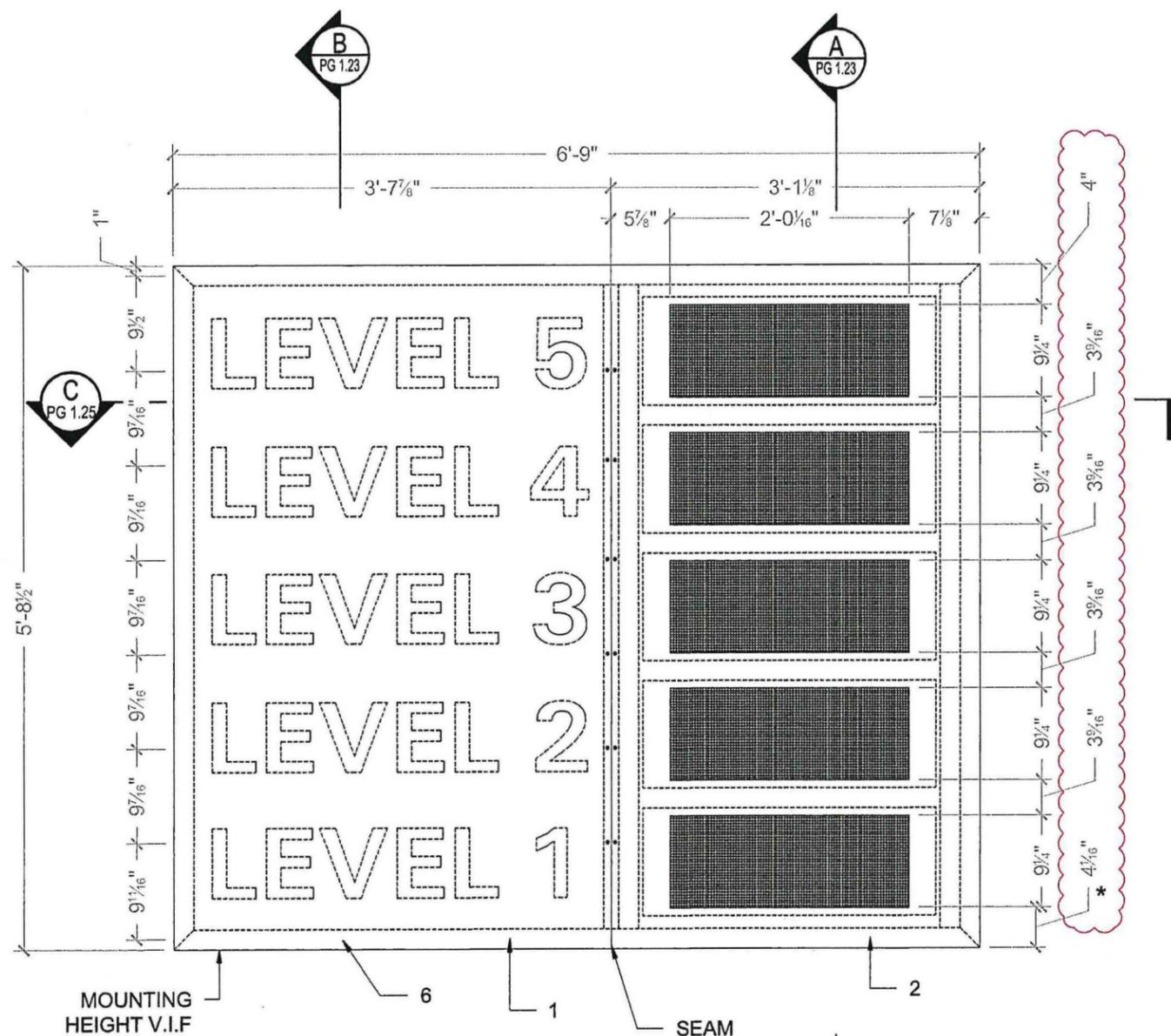
GRAND TOTAL product cost no Install labor applicable **\$ 8,401.57**

** Bond Costs are not included in this pricing

SIGN TYPE - VEHICULAR BRIDGE ENTRANCE SIGN WITH INTEGRATED PARK ASSIST-1

Item 06 Backup

Bulletin 2 Changes
 Parking Level Counter t; Depth Increased by 50%; Overall Size increased by 25%; Posts-Base Plates-Anchor Bolts-All Additional



1 ELEVATION
 SCALE: 3/4"=1'

2 REAR VIEW
 SCALE: 3/4"=1'

GENERAL NOTE:-

- FOR ACTUAL GRAPHICS REFER MESSAGE SCHEDULE

MATERIAL:-

- 1/8" THICK ALUMINUM FACE PROFILE, PAINTED MP 99223 R187862 N MATTE V1.0 PURPLE, WITH ROUTED TEXT AND GRAPHICS AND BACKED WITH 1/8" THICK TRANSLUCENT ACRYLIC.
- 1/8" THICK ALUMINUM FACE PANEL WITH CUT OUT FOR PARK ASSIST COUNT, PAINTED MP 99223 R187862 N MATTE V1.0 PURPLE
- 0.063" ALUMINUM REAR FACE CHEMICALLY WELDED PANEL, PAINTED MP 99223 R187862 N MATTE V1.0 PURPLE
- RHS 8"x2"x1/4" ALUMINUM TUBE FRAME, PAINTED MP 99223 R187862 N MATTE V1.0 PURPLE
- SN-200-4-SS-210 PARK ASSIST INSERT FOR DATA REFER PG 1.14A & 1.14B
- #10 PANHEAD SCREW PAINTED MP 99223 R187862 N MATTE V1.0 PURPLE
- Ø5/8" HOLE FOR Ø1/2" WEDGE ANCHOR (POWER BOLT)
- Ø2-1/2" HOLE FOR ELECTRICAL AND DATA ACCESS

REFER PG1.5A SIGN LOCATION

Date: 09-09-2019

Client :
 ALBANY AIRPORT AUTHORITY

Job Name & Location:
 ALBANY COUNTY AIRPORT AUTHORITY
 PARKING GARAGE
 ALBANY INTERNATIONAL AIRPORT
 ALBANY, NEW YORK 12110

Drawing Description:
 Sign Type: WALL MOUNT SIGN WITH INTEGRATED
 PARK ASSIST INSERT
 Elevation & Rear View

Drawn: AMN Scale: As Noted
 (Sheet size - 11 x 17)

File Location:

Revision	Date:
01 Rvised As Marked	09-21-2019
02 Rvised As Marked	10-18-2019
-	
-	

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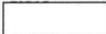
SIGNATURE:

Project No.
 53374

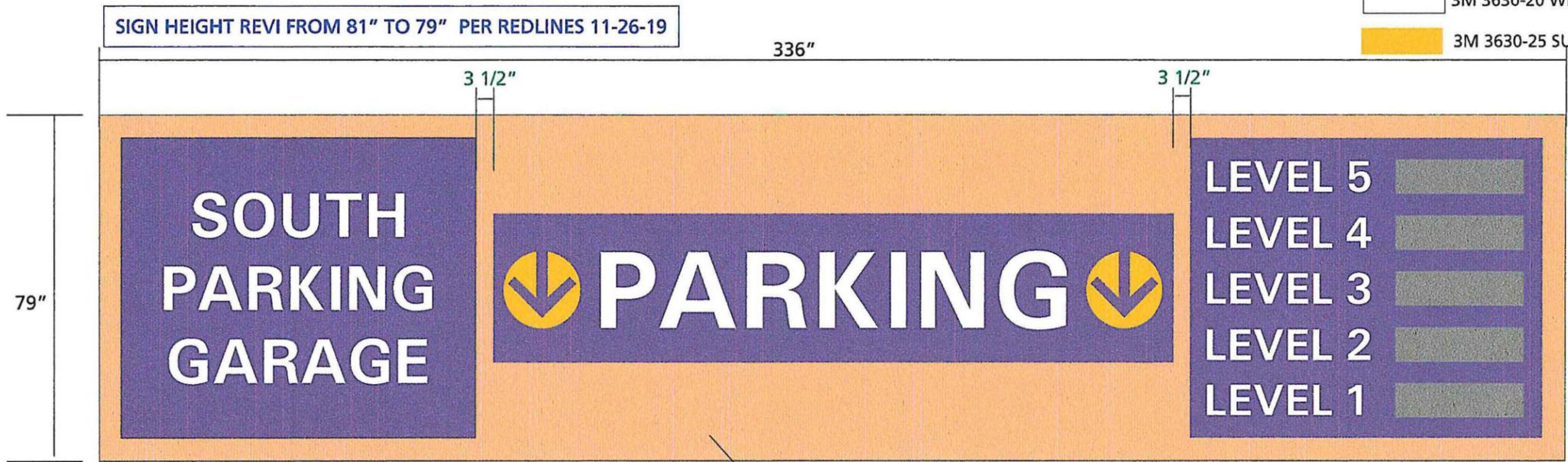
Area No.
 PARKIG GARAGE

Design Drawing Referenced
 PB-A-808

PG 1.22

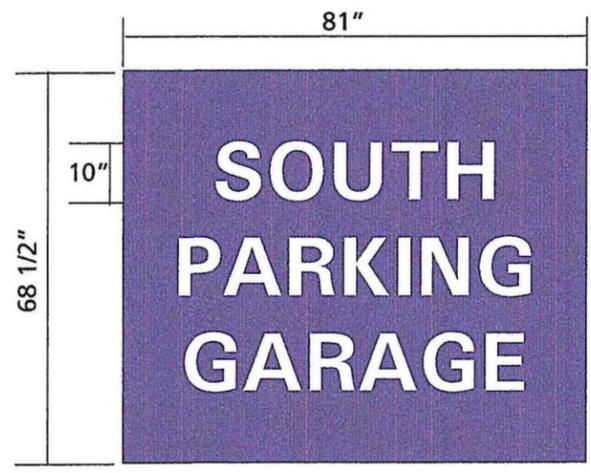
SPECIFICATIONS:
 SEE CONSTRUCTION DETAILS
 FONT= UNIVERS 65 BOLD
 PAINTED MP 99223 R 87862 N MATTE V1.0 PURPLE
 3M 3630-20 WHITE TRANSLUCENT VINYL
 3M 3630-25 SUNFLOWER YELLOW TRANSLUCENT VINYL

Date:	JUNE 2019
Client:	
Job Name:	ALBANY INTERNATIONAL AIRPORT
Acct. Rep.:	SK
Designer:	A. COX
Drawing #:	53374 GARAGE REV 5
Rev #:	1
Rev Date:	11-27-19
Scale:	1"=1'-0"
Page #:	27

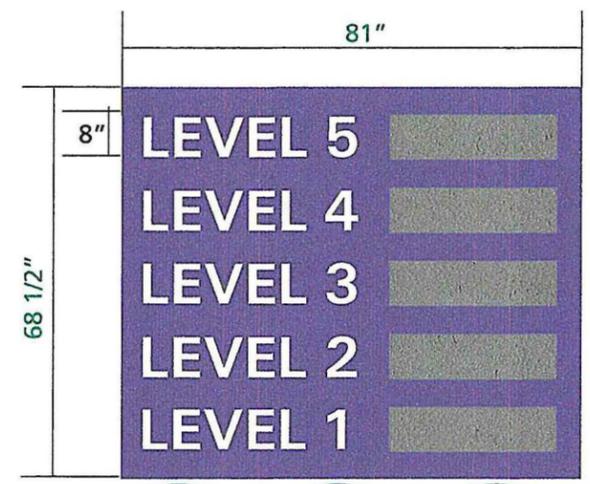


TYPICAL: VEHICULAR BRIDGE ENTRANCE

MATCH COLOR OF SIGN TO METL SPAN BROWNSTONE FLUROPON COATING #433R600 per REDLINES RECVD 9-20-19



PER REDLINES RECVD 9-20-19 HAD TO RESIZE PANEL & MAKE COPY & SYMBOL SMALLER SO THE SIGNS FIGHT BETTER VISUALLY TOGETHER.



PER REDLINES RECVD 9-20-19 SIGN PANEL SIZE CHANGED TO MATCH "SOUTH PARKING GARAGE" SIGN

colorad
 SIGNS AND EXHIBITS
 www.color-ad.com

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UNLESS NOTED OTHERWISE, ALL COLORS PORTRAYED ARE REPRESENTATIVE ONLY.

APPROVED FOR PRODUCTION

NAME: _____

TITLE: _____

SIGNATURE: _____

DATE: _____

NY State Seal + Lettering and Monument Signs

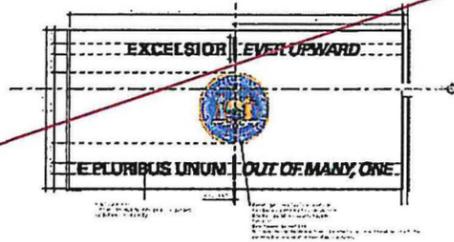
1 message

Wagner, Robert C - (NYN) <rwagner@tcco.com>
To: "S.K Rao" <skrao@color-ad.com>, "slesko@color-ad.com" <slesko@color-ad.com>
Cc: "Riehl, Eric - (NYN)" <eriehl@tcco.com>, "Jaclair@albanyairport.com" <jaclair@albanyairport.com>

Tue, Nov 12, 2019 at 8:02 AM

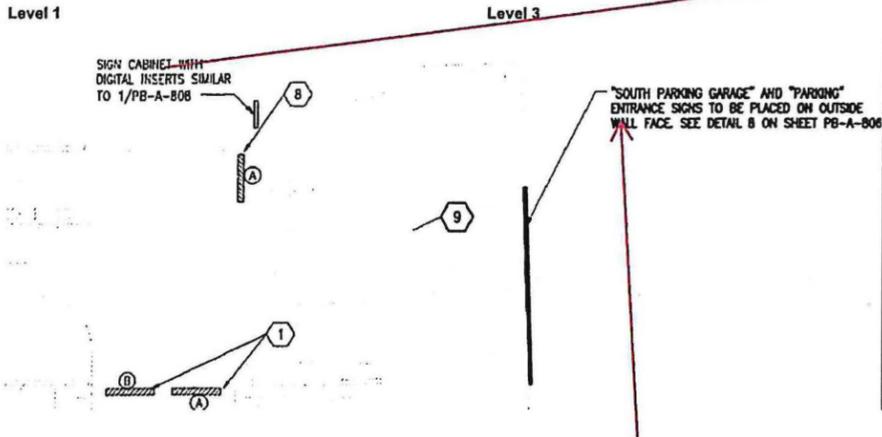
SK-

It was brought to my attention Color Ad is claiming the NY State Seal + Lettering sign shown on A-808-W and details on A2/A-821-W is not included in the contract. It is Turner's and the Authority's position this sign is included in your base contract as Color Ad per Scope of Work Item #30 'This Prime Contractor shall provide all interior and exterior (including New York State Seal) as identified on the contract documents.' Please expedite and submit the shop drawings for this interior sign as previously requested.



A2 1/8" x 1/8" x 1/8" - 3/16"

There are two monument signs show on the original Wayfinding Documents, one on Level 1 and the second on Level 3



This is not designated as Monument it simply says as per 1/PB-A-808. This is indicated as wall mounted. We have missed this in our cost since it's not indicated in the message schedule or construction details. See the shop drawings of how the sign is to be built-the details in the bid drawings by no means convey that it's monument sign-We will take this hit if you insist and charge only for poles, anchor bolts, added engineering (footers by others)

Let me know if you have any questions and how Color Ad is proceeding.

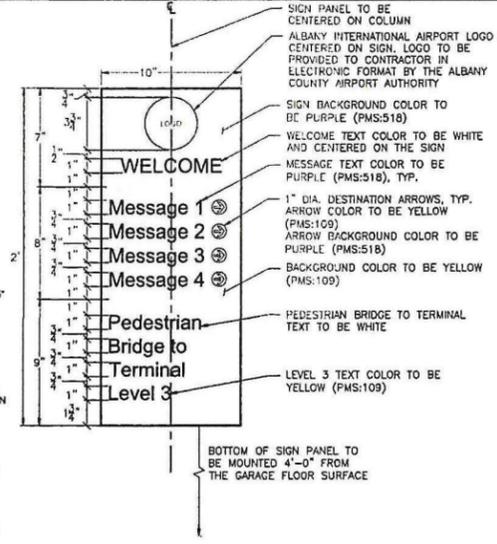
Robert Wagner, LEED® AP | Project Manager

Turner Construction Company 1 Computer Drive South | Albany, New York 12205

office 518.432.0277 | mobile 518.852.1093 | rwagner@tcco.com

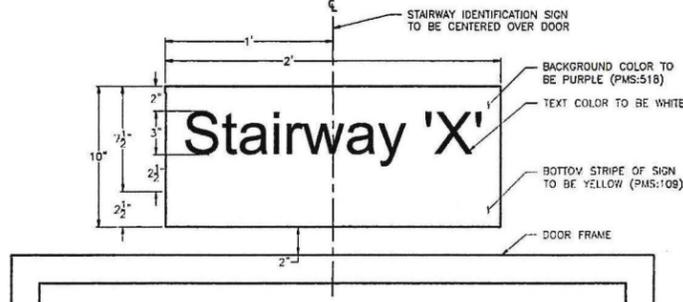
CONFIDENTIALITY STATEMENT

This is poorly specified this sign does not indicate until the bulletin 2 that this sign has to include sign similar to 1/PB-A-808, except for some tricky verbaige.



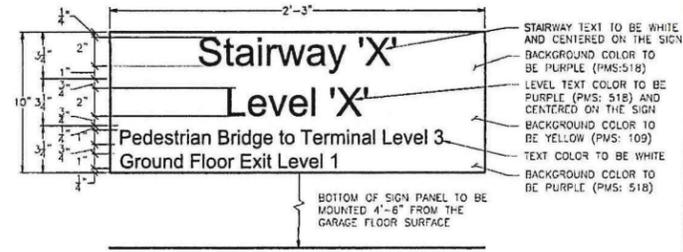
- NOTES:**
1. CUSTOM HIGH PRESSURE LAMINATE SIGN PANEL, 0.5" THICK
 2. FONT TO BE UNIVERSE 65 BOLD
 3. ALL TEXT SHALL BE A MINIMUM OF 0.5" FROM SIGN EDGES
 4. SEE PEDESTRIAN DIRECTIONAL SIGN AND MESSAGE SCHEDULE ON SHEETS PB-A-81 TO PB-A-808 FOR SIGN MESSAGING
 5. REFER TO SHEETS PB-A-801 TO PB-A-808 FOR SIGN LOCATIONS
 6. SIGN PANEL TO BE MOUNTED PER MANUFACTURERS RECOMMENDATIONS, MATERIALS AND METHOD OF ATTACHMENT TO BE APPROPRIATE FOR INTERIOR AND EXTERIOR LOCATIONS.
 7. SIGN FABRICATOR SHALL PROVIDE SHOP DRAWINGS FOR ALL PEDESTRIAN DIRECTIONAL SIGNS FOR APPROVAL OF THE ARCHITECT INCLUDING SIGN COLORS, MATERIALS, MESSAGING, AND METHOD OF ATTACHMENT PRIOR TO FABRICATION

1 PEDESTRIAN DIRECTIONAL SIGN
 SCALE: 1/4" = 1'



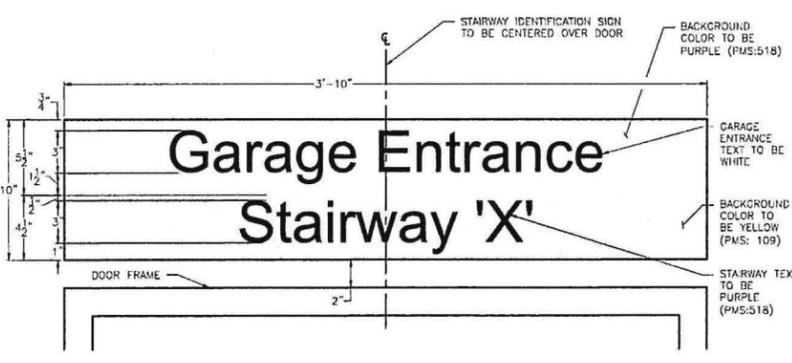
- NOTES:**
1. CUSTOM HIGH PRESSURE LAMINATE SIGN PANEL, 0.5" THICK
 2. FONT TO BE UNIVERSE 65 BOLD
 3. TEXT TO BE CENTERED ON THE SIGN
 4. STAIRWAY IDENTIFICATION NUMBERS TO PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY PRIOR TO FABRICATION
 5. REFER TO SHEETS PB-A-801 TO PB-A-808 FOR SIGN LOCATIONS AND MESSAGING
 6. SIGN PANEL TO BE MOUNTED AS PER MANUFACTURERS INSTRUCTIONS, MATERIALS AND METHOD OF ATTACHMENT TO BE APPROPRIATE FOR INTERIOR AND EXTERIOR LOCATIONS.
 7. SIGN FABRICATOR SHALL PROVIDE SHOP DRAWINGS FOR ALL STAIRWAY IDENTIFICATION SIGNS FOR APPROVAL OF THE ARCHITECT, INCLUDING SIGN COLORS, MATERIALS, MESSAGING, AND METHOD OF ATTACHMENT PRIOR TO FABRICATION.

2 PEDESTRIAN STAIRWAY IDENTIFICATION SIGNS IN GARAGE
 SCALE: 1/4" = 1'



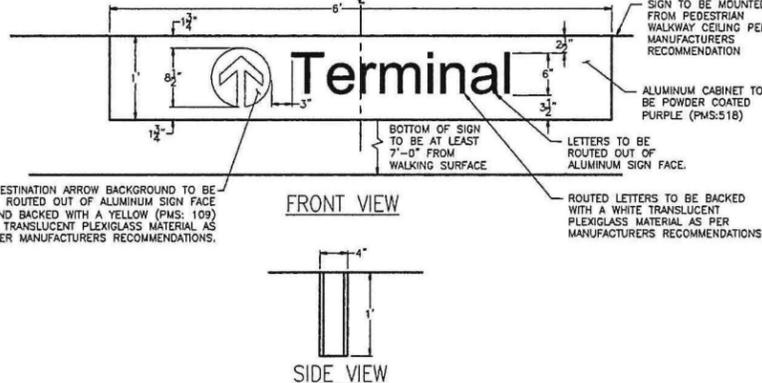
- NOTES:**
1. CUSTOM HIGH PRESSURE LAMINATE SIGN PANEL, 0.5" THICK
 2. FONT TO BE UNIVERSE 65 BOLD
 3. ALL TEXT SHALL BE A MINIMUM OF 0.5" FROM SIGN EDGES
 4. STAIRWAY IDENTIFICATION NUMBERS TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY PRIOR TO FABRICATION
 5. REFER TO SHEETS PB-A-801 TO PB-A-808 FOR SIGN LOCATIONS AND MESSAGING
 6. SIGN PANEL TO BE MOUNTED AS PER MANUFACTURERS RECOMMENDATIONS, MATERIALS AND METHOD OF ATTACHMENT TO BE APPROPRIATE FOR INTERIOR AND EXTERIOR LOCATIONS.
 7. SIGN FABRICATOR SHALL PROVIDE SHOP DRAWING FOR ALL STAIRWAY IDENTIFICATION SIGNS FOR APPROVAL OF THE ARCHITECT INCLUDING SIGN COLORS, MATERIALS, MESSAGING, AND METHOD OF ATTACHMENT PRIOR TO FABRICATION.

3 PEDESTRIAN PARKING LEVEL IDENTIFICATION (IN STAIRWAY)
 SCALE: 1/4" = 1'



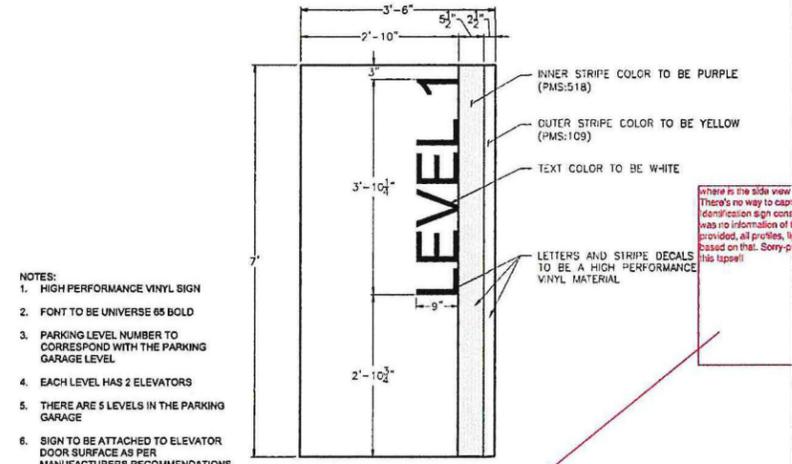
- NOTES:**
1. CUSTOM HIGH PRESSURE LAMINATE SIGN PANEL, 0.5" THICK
 2. FONT TO BE UNIVERSE 65 BOLD
 3. TEXT TO BE CENTERED ON THE SIGN
 4. STAIRWAY IDENTIFICATION NUMBERS TO PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY PRIOR TO FABRICATION
 5. REFER TO SHEETS PB-A-801 TO PB-A-808 FOR SIGN LOCATIONS
 6. 1/2" THICK CUSTOM HIGH PRESSURE LAMINATE SIGN PANEL. SIGN PANEL TO BE MOUNTED AS PER MANUFACTURERS RECOMMENDATIONS, MATERIALS AND METHOD OF ATTACHMENT TO BE APPROPRIATE FOR INTERIOR AND EXTERIOR LOCATIONS.
 7. SIGN FABRICATOR SHALL PROVIDE SHOP DRAWINGS FOR ALL STAIRWAY IDENTIFICATION SIGNS FOR APPROVAL OF THE ARCHITECT, INCLUDING SIGN COLORS, MATERIALS, MESSAGING, AND METHOD OF ATTACHMENT PRIOR TO FABRICATION.

4 PEDESTRIAN ENTRANCE FROM EXTERIOR ON GROUND LEVEL
 SCALE: 1/4" = 1'



- NOTES:**
1. ALUMINUM SIGN CABINET ASSEMBLY INTERNALLY LIT WITH LED LIGHTING.
 2. FONT TO BE UNIVERSE 65 BOLD
 3. DESTINATION ARROW AND TEXT TO BE CENTERED AS A UNIT ON THE SIGN.
 4. REFER TO PEDESTRIAN ENTRANCE SIGN AND MESSAGE SCHEDULE ON SHEET PB-A-803 FOR SIGN LOCATIONS AND MESSAGING
 5. COLOR OF ALL EXPOSED ALUMINUM SURFACES TO BE POWDER COATED PURPLE (PMS:518)
 6. SIGN TO BE ASSEMBLED, MOUNTED, AND INTERNALLY LIT WITH LED LIGHTING AS PER MANUFACTURERS RECOMMENDATIONS.
 7. SIGN FABRICATOR SHALL PROVIDE SHOP DRAWINGS FOR ALL INTERNALLY LIT PEDESTRIAN ENTRANCE SIGNS FOR APPROVAL INCLUDING SIGN COLORS, MATERIALS, MESSAGING, METHODS OF ATTACHMENT, AND LED LIGHTING PRIOR TO FABRICATION.

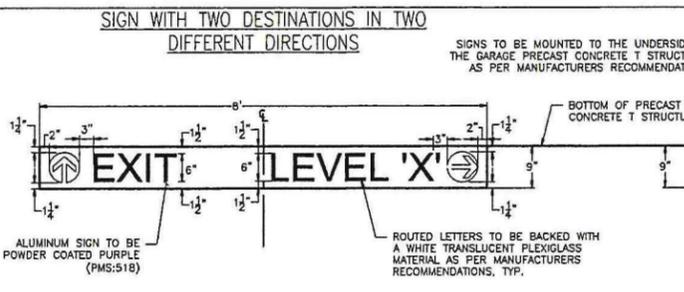
5 PEDESTRIAN ENTRANCE TO TERMINAL/GARAGE FROM PEDESTRIAN BRIDGE
 SCALE: 1/16" = 1/8"



- NOTES:**
1. HIGH PERFORMANCE VINYL SIGN
 2. FONT TO BE UNIVERSE 65 BOLD
 3. PARKING LEVEL NUMBER TO CORRESPOND WITH THE PARKING GARAGE LEVEL
 4. EACH LEVEL HAS 2 ELEVATORS
 5. THERE ARE 5 LEVELS IN THE PARKING GARAGE
 6. SIGN TO BE ATTACHED TO ELEVATOR DOOR SURFACE AS PER MANUFACTURERS RECOMMENDATIONS.
 7. SIGN FABRICATOR SHALL PROVIDE SHOP DRAWINGS FOR ALL ELEVATOR DOOR GRAPHICS FOR APPROVAL OF THE ARCHITECT INCLUDING SIGN COLORS, ADHESIVE, SIGN MATERIAL, COLORS, AND METHOD OF ATTACHMENT PRIOR TO FABRICATION.

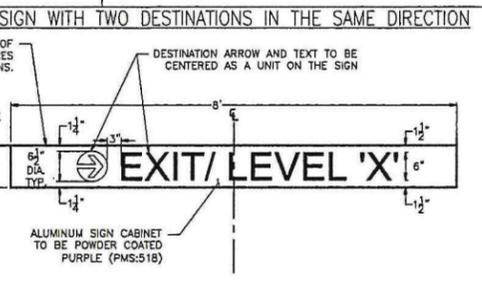
6 PARKING LEVEL IDENTIFICATION SIGN ON ELEVATOR
 SCALE: 1/4" = 1'

Where is the side view? There's no way to adapt this so called Level identification sign construction unless there was no information of the sign's insert depth provided, all profiles, drawings are to be chosen based on this. Sorry, but we do not perceive us for this type!!



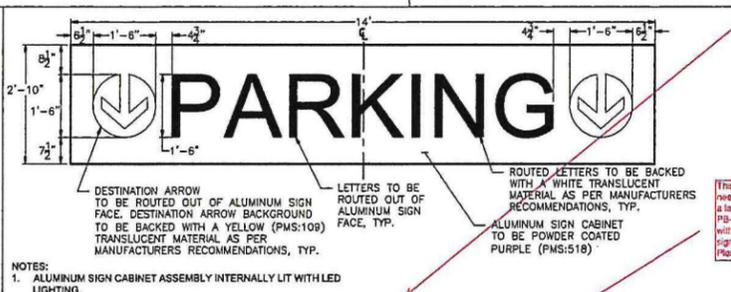
- NOTES:**
1. ALUMINUM SIGN CABINET ASSEMBLY INTERNALLY LIT WITH LED LIGHTING
 2. FONT TO BE UNIVERSE 65 BOLD
 3. SYMBOLS AND TEXT SHALL BE A MINIMUM OF 2" FROM THE EDGE OF THE ALUMINUM SIGN CABINET.
 4. SYMBOLS AND TEXT SHALL BE SEPARATED BY A GAP OF 3"
 5. SIGN TO BE CENTERED OVER DRIVE AISLES
 6. REFER TO OVERHEAD VEHICULAR SIGN AND MESSAGE SCHEDULE ON SHEETS PB-A-801 TO PB-A-808 FOR SIGN LOCATIONS AND MESSAGING
 7. COLOR OF ALL EXPOSED ALUMINUM SURFACES TO BE POWDER COATED PURPLE (PMS:518)
 8. SIGN TO BE ASSEMBLED, MOUNTED, AND INTERNALLY LIT WITH LED LIGHTING AS PER MANUFACTURERS RECOMMENDATIONS.
 9. SIGN FABRICATOR SHALL PROVIDE SHOP DRAWINGS FOR ALL INTERNALLY LIT OVERHEAD DIRECTIONAL SIGNS FOR APPROVAL OF THE ARCHITECT INCLUDING SIGN COLORS, MATERIALS, MESSAGING, METHODS OF ATTACHMENT, AND LED LIGHTING COMPONENTS PRIOR TO FABRICATION.

7 OVERHEAD VEHICULAR DIRECTIONAL SIGN
 SCALE: 1/4" = 1'



- NOTES:**
1. ALUMINUM SIGN CABINET ASSEMBLY INTERNALLY LIT WITH LED LIGHTING.
 2. FONT TO BE UNIVERSE 65 BOLD AND ALL TEXT TO BE CENTERED ON SIGN
 3. REFER TO SOUTH PARKING GARAGE AND PARKING NOTE ON SHEET PB-A-803 FOR SIGN LOCATION
 4. COLOR OF ALL EXPOSED ALUMINUM SURFACES TO BE POWDER COATED PURPLE (PMS:518)
 5. SIGN TO BE ASSEMBLED, MOUNTED, AND INTERNALLY LIT WITH LED LIGHTING AS PER MANUFACTURERS RECOMMENDATIONS.
 6. "PARKING" SIGN TO BE CENTERED OVER THE VEHICULAR ENTRANCE TO THE PARKING GARAGE. "SOUTH PARKING GARAGE SIGN" TO BE LOCATED TO THE LEFT OF THE "PARKING" SIGN. "PARKING COUNTER SIGN" TO BE LOCATED TO THE RIGHT OF THE "PARKING SIGN" SPACING BETWEEN THE THREE SIGNS SHALL BE EQUIDISTANT. SIGN MANUFACTURER TO PROVIDE SIGN LAYOUT DETAILING SPACING OF SIGNS PRIOR TO FABRICATION.
 7. SIGN FABRICATOR SHALL PROVIDE SHOP DRAWINGS FOR GARAGE ENTRANCE SIGNS FOR APPROVAL OF THE ARCHITECT INCLUDING SIGN COLORS, MATERIALS, MESSAGING, METHODS OF ATTACHMENT, AND LED LIGHTING PRIOR TO FABRICATION.

8 VEHICULAR GARAGE ENTRANCE
 SCALE: 3/4" = 1'



- NOTES:**
1. ALUMINUM SIGN PANEL WITH REFLECTIVE SHEETING.
 2. FONT TO BE UNIVERSE 65 BOLD
 3. MOUNTED ON FACE OF CONCRETE COLUMNS ORIENTED TOWARDS VEHICULAR DRIVE AISLES AS PER MANUFACTURERS RECOMMENDATIONS.
 4. REFER TO VEHICULAR PARKING LEVEL IDENTIFICATION SCHEDULE ON SHEETS PB-A-801 TO PB-A-808 FOR SIGN LOCATION AND MESSAGING
 5. SIGN PANEL TO BE AN ALUMINUM PANEL WITH REFLECTIVE SHEETING.
 6. SIGN FABRICATOR SHALL PROVIDE SHOP DRAWINGS FOR ALL VEHICULAR PARKING LEVEL IDENTIFICATION SIGNS FOR APPROVAL OF THE ARCHITECT INCLUDING SIGN COLORS, MATERIALS, AND METHOD OF ATTACHMENT PRIOR TO FABRICATION.

9 VEHICULAR PARKING LEVEL IDENTIFICATION
 SCALE: 1/4" = 1'

This is the only place we can see the intent of needing 3 signs is if far to expect us to include a large sign without relieving the details on PB-803 more. There should have an elevation with 3 signs!! To expect us to provide a large sign with the vague information is unfair!! Please reconsider.



ALBANY INTERNATIONAL AIRPORT PARKING WAYFINDING SIGNAGE

WAYFINDING SIGNAGE DETAILS

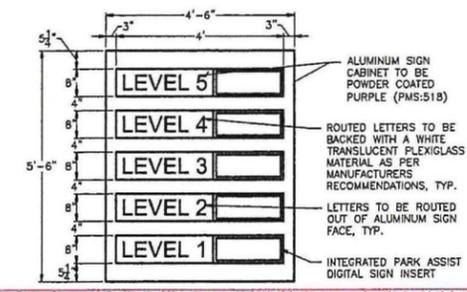
Designed By:	Drawn By:	Checked By:
LPK	MDH	TL
Issue Date:	Project No.:	Scale:
02/15/19	30034	AS SHOWN



ALBANY COUNTY
AIRPORT
AUTHORITY



ALBANY INTERNATIONAL
AIRPORT PARKING
WAYFINDING
SIGNAGE



This sign should have been called as Parking Counter Sign and an elevation should have been provided with all the three signs and construction intent should have been clear there was no way for us to understand such a big sign is coming at the entrance with the input provided, please reconsider.
Please note that there was no information of caption nor out sheet of Digital Insert- was provided-how it was supposed to be coordinated Sorry Color-Ad should not be penalized for this lapse of clarity!

- NOTES:
1. ALUMINUM SIGN CABINET ASSEMBLY INTERNALLY LIT WITH LED LIGHTING.
 2. FONT TO BE UNIVERSE 85 BOLD AND ALL TEXT TO BE CENTERED ON SIGN
 3. REFER TO SOUTH PARKING GARAGE AND PARKING NOTE ON SHEET PB-A-803 FOR SIGN LOCATION
 4. COLOR OF ALL EXPOSED ALUMINUM SURFACES TO BE POWDER COATED PURPLE (PMS:518)
 5. SIGN TO BE ASSEMBLED, MOUNTED, AND INTERNALLY LIT WITH LED LIGHTING AS PER MANUFACTURERS RECOMMENDATIONS.
 6. "PARKING" SIGN TO BE CENTERED OVER THE VEHICULAR ENTRANCE TO THE PARKING GARAGE. "SOUTH PARKING GARAGE SIGN" TO BE LOCATED TO THE LEFT OF THE "PARKING" SIGN. PARKING COUNTER SIGN TO BE LOCATED TO THE RIGHT OF THE "PARKING SIGN". SPACING BETWEEN THE THREE SIGNS SHALL BE EQUIDISTANT. SIGN MANUFACTURER TO PROVIDE SIGN LAYOUT DETAILING SPACING OF SIGNS PRIOR TO FABRICATION.
 7. SIGN FABRICATOR SHALL PROVIDE SHOP DRAWINGS FOR GARAGE ENTRANCE SIGNS FOR APPROVAL OF THE ARCHITECT INCLUDING SIGN COLORS, MATERIALS, MESSAGING, METHODS OF ATTACHMENT, AND LED LIGHTING PRIOR TO FABRICATION.

1 VEHICULAR GARAGE ENTRANCE

NO. Author/Revised/Printed By Date

REVISIONS

WAYFINDING SIGNAGE DETAILS

Designed By: LPK
Drawn By: HDH
Checked By: TL
Issue Date: 03/15/19
Project No: 35524
Scale: AS SHOWN

Drawing No: PB-A-808

SUBCONTRACTOR REQUEST FOR CHANGE ORDER # 1-Item 7 (Cost Variance Only)
 989-Parking Garage -Vehicular Parking Level Identification

ALBANY COUNTY AIRPORT AUTHORITY
 ALBANY, NY 12211
 Project 991-W

SUBCONTRACTOR ADDRESS	<u>COLOR-AD INC</u> 7200 GARY ROAD MANASSAS, VA 20109	DATE <u>27-Jan-20</u> 991-W-989 PG
TELEPHONE	<u>703-631-9100</u>	Sub Contract # <u>CONTRACT #991-W</u>
E-MAIL	<u>SKRAO@COLOR-AD.COM</u>	

Title of Change Order: CHANGE ORDER 1 Vehicular Parking Level Identification-Item 7

Scope of Work:
 Vehicular Parking Level Identification Newly Added Sign via Bulletin 2 ; Qty of Added Signs -Detail 9; 10" X24"

SUMMARY OF PROPOSAL

Field LABOR	Hourly Rate	Hours	Extended Cost
Installation	\$ 60.00	8.00	\$ 480.00
		-	\$ -
		-	\$ -
LABOR SUBTOTAL			\$ 480.00

MATERIAL	Unit Price	Qty	Extended Cost
			\$ -
Aluminum Sheet - 0.080" x 8' x4' (back)	130.00	1.25	\$ 162.50
Digital Print	8.00	34.00	\$ 272.00
Double Side Tape-3M-VHB	1.00	120.00	\$ 120.00
Primer	0.75	34.00	\$ 25.50
Paint - Purple	1.00	34.00	\$ 34.00
3M Engineering Grade Relective	2.50	34.00	\$ 85.00
Aluminum Sheet - 1/8" x 8' x4' (Led Tray)	-	-	\$ -
Luxflex LEDs	-	-	\$ -
Power Source	-	-	\$ -
gerber mask	1.00	15.00	\$ 15.00
Accessories (Sand paper, packing material, cutting tools, blades)	3.25	20.00	\$ 65.00
			\$ -
			\$ -
Shop Labor including handling (Metal fabrication Graphics- Lamination- 96 hours-Prime and Paint- 48 Hours-CNC Router (Faces) 16 Hours- Vinyl application - 24 hours,Assembly-Load- Protect-	\$ 60.00	20.00	\$ 1,200.00
			\$ 1,979.00

EQUIPMENT	Hourly Rate	Hours	Extended Cost
Laminating Machine, Graphic cutting CNC	\$ 60.00	5.00	\$ 300.00
	\$ -	-	\$ -
	\$ -	-	\$ -
EQUIPMENT SUBTOTAL			\$ 300.00

MISC OTHER COSTS (ie: freight, taxes, etc.)	Unit Price	Qty	Extended Cost
Estimated Taxes 7.25% on Total Product (except field labor)			\$ -
			\$ -
			\$ -
MISC SUBTOTAL			\$ -

PROFIT	Extended Cost
Subcontractor Overhead & Profit	15.00% \$ 341.85

GRAND TOTAL product cost no Install labor applicable **\$ 3,100.85**

** Bond Costs are not included in this pricing

Vehicular parking level identification

On Bid Vehicular parking level identification sign Qty's on

Level -1 Qty was 18 after bullitin-2 increased to 25 – 5 Qty Added

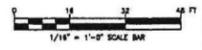
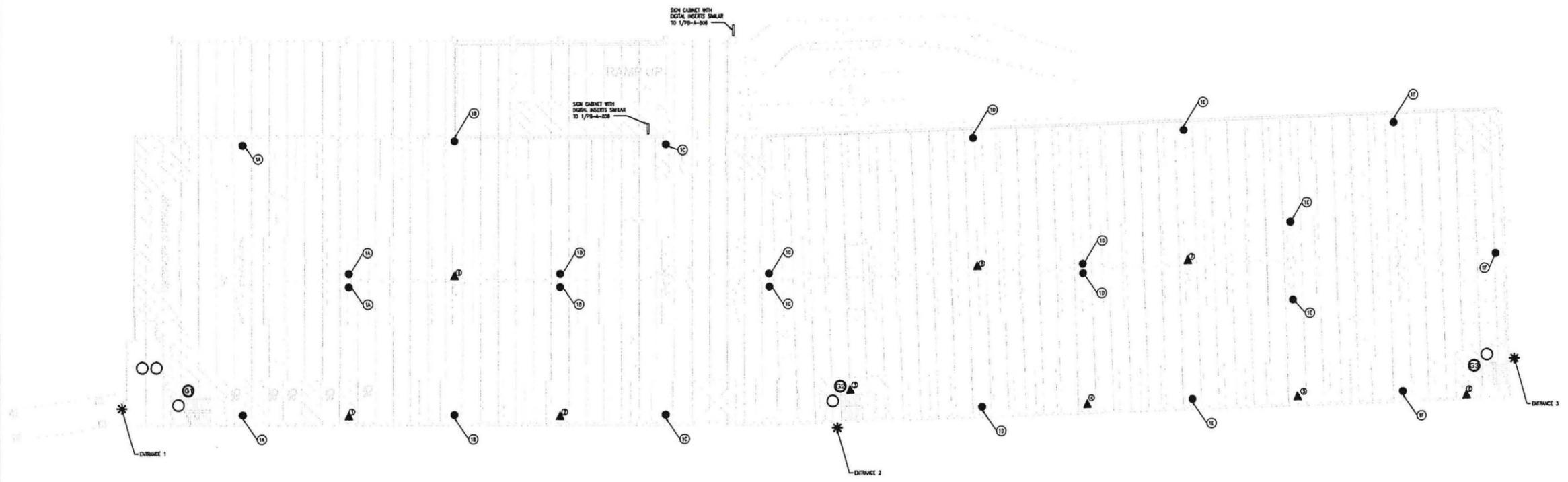
Level -2 Qty was 18 after bullitin-2 increased to 25 – 5 Qty Added

Level -3 Qty was 18 after bullitin-2 increased to 25 – 5 Qty Added

Level -4 Qty was 18 after bullitin-2 increased to 25 – 5 Qty Added

Over All Vehicular parking level identification sign Qty's increased from 72 to -92. (20 signs Added in Bulletin-2)

Item 07 Backup



VEHICULAR PARKING IDENTIFICATION SIGNS	
ID	MESSAGE
1A	LEVEL 1A
1B	LEVEL 1B
1C	LEVEL 1C
1D	LEVEL 1D
1E	LEVEL 1E
1F	LEVEL 1F
1G	LEVEL 1G
1H	LEVEL 1H
1I	LEVEL 1I
1J	LEVEL 1J
1K	LEVEL 1K
1L	LEVEL 1L
1M	LEVEL 1M
1N	LEVEL 1N
1O	LEVEL 1O
1P	LEVEL 1P
1Q	LEVEL 1Q
1R	LEVEL 1R

Total Qty is 18 as per initial BID Doc.

SIGN AND MESSAGE SCHEDULES

PEDESTRIAN DIRECTIONAL SIGNS	
ID	MESSAGE
① ② ⑨	<ul style="list-style-type: none"> ◻ Elevator ◻ Stairway "X" ◻ Stairway "Y" ◻ Stairway "Z"
③	<ul style="list-style-type: none"> ◻ Elevator ◻ Stairway "X" ◻ Stairway "Z"
④ ⑤ ⑦ ⑧	<ul style="list-style-type: none"> ◻ Elevator ◻ Stairway "X" ◻ Stairway "Y" ◻ Stairway "Z"
⑥	<ul style="list-style-type: none"> ◻ Elevator ◻ Stairway "X" ◻ Stairway "Y"

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

VEHICULAR PARKING IDENTIFICATION SIGNS		
ID	MESSAGE	QUANTITY
1A	LEVEL 1A	4
1B	LEVEL 1B	4
1C	LEVEL 1C	4
1D	LEVEL 1D	4
1E	LEVEL 1E	4
1F	LEVEL 1F	3

5 Qty- Increased Was 18 Qty Now 23

STAIRWAY IDENTIFICATION SIGNS IN GARAGE	
ID	MESSAGE
G1	Stairway "X"
G2	Stairway "Y"
G3	Stairway "Z"

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

PARKING LEVEL IDENTIFICATION SIGNS IN STAIRWAY	
ID	MESSAGE
S1	Stairway "X" Level 1
S2	Stairway "Y" Level 1
S3	Stairway "Z" Level 1

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

PEDESTRIAN ENTRANCE FROM EXTERIOR ON GROUND LEVEL	
ID	MESSAGE
1	GARAGE ENTRANCE STAIRWAY "X"
2	GARAGE ENTRANCE STAIRWAY "Y"
3	GARAGE ENTRANCE STAIRWAY "Z"

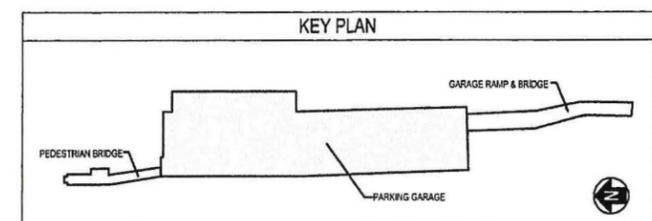
*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

NOTES

1. SEE DETAIL SHEET PB-A-807

LEGEND

- VEHICULAR PARKING IDENTIFICATION SIGNS
- ▲ PEDESTRIAN DIRECTIONAL SIGNS
- * PEDESTRIAN ENTRANCE
- ⓔ PARKING LEVEL ID ON ELEVATOR
- Ⓧ PARKING LEVEL IDENTIFICATION SIGN IN STAIRWAY
- ⓐ STAIRWAY IDENTIFICATION SIGNS IN GARAGE



ALBANY INTERNATIONAL AIRPORT PARKING WAYFINDING SIGNAGE

ALBANY INTERNATIONAL AIRPORT PARKING WAYFINDING SIGNAGE

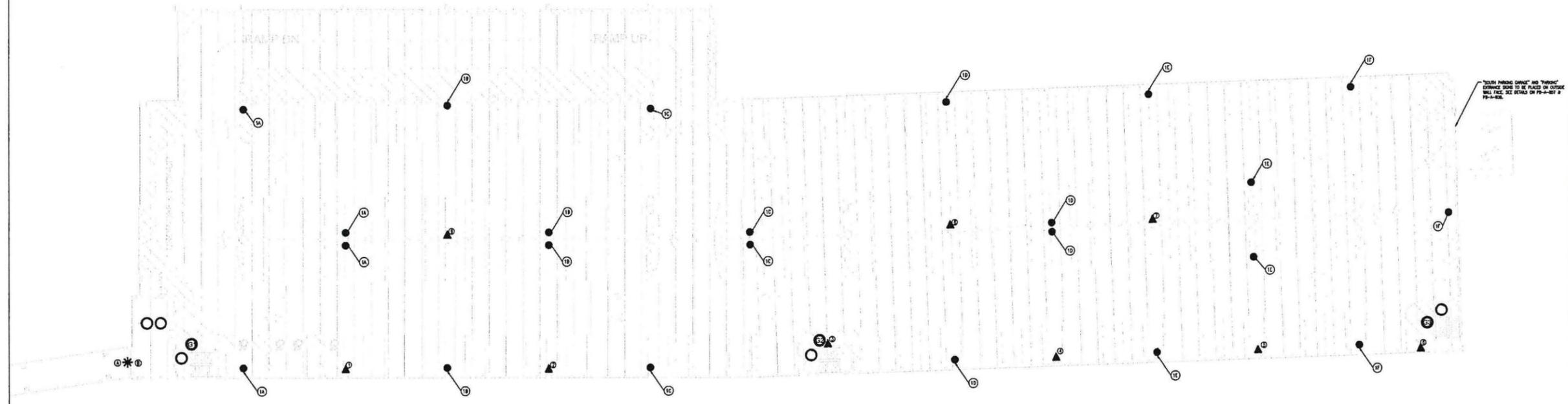
Revised/Number/Date/By/Date

WAYFINDING SIGNAGE PLAN
LEVEL 1
PARKING GARAGE

Designed By: LFK	Drawn By: HDH	Checked By: TL
Issue Date: 03/16/19	Project No: 30024	Scale: AS SHOWN

Drawing No: **PB-A-801**

Item 07
Backup



ID	MESSAGE
3A	LEVEL 3A
3B	LEVEL 3B
3C	LEVEL 3C
3D	LEVEL 3D
3E	LEVEL 3E
3F	LEVEL 3F
3G	LEVEL 3G
3H	LEVEL 3H
3I	LEVEL 3I
3J	LEVEL 3J
3K	LEVEL 3K
3L	LEVEL 3L
3M	LEVEL 3M
3N	LEVEL 3N
3O	LEVEL 3O
3P	LEVEL 3P
3Q	LEVEL 3Q
3R	LEVEL 3R

Total Qty is 18 as per Initial BID Doc.

SIGN AND MESSAGE SCHEDULES

ID	MESSAGE
①	⓪ Pedestrian Bridge To Terminal
②	⓪ Elevator
③	⓪ Stairway 'X'
④	⓪ Stairway 'Y'
⑤	⓪ Stairway 'Z'
⑥	⓪ Pedestrian Bridge To Terminal
⑦	⓪ Elevator
⑧	⓪ Stairway 'X'
⑨	⓪ Stairway 'Y'
⑩	⓪ Stairway 'Z'
⑪	⓪ Pedestrian Bridge To Terminal
⑫	⓪ Elevator
⑬	⓪ Stairway 'X'
⑭	⓪ Stairway 'Y'
⑮	⓪ Stairway 'Z'

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

ID	MESSAGE	QUANTITY
1A	LEVEL 1A	4
1B	LEVEL 1B	4
1C	LEVEL 1C	4
1D	LEVEL 1D	4
1E	LEVEL 1E	4
1F	LEVEL 1F	3

5 Qty- Increased
Was 18 Qty Now 23

ID	MESSAGE
G1	Stairway 'X'
G2	Stairway 'Y'
G3	Stairway 'Z'

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

ID	MESSAGE
S1	Stairway 'X' Level 3
S2	Stairway 'Y' Level 3
S3	Stairway 'Z' Level 3

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

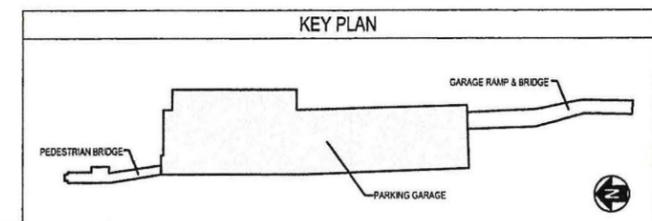
ID	MESSAGE
A	⓪ PARKING GARAGE
B	⓪ TO TERMINAL

NOTES

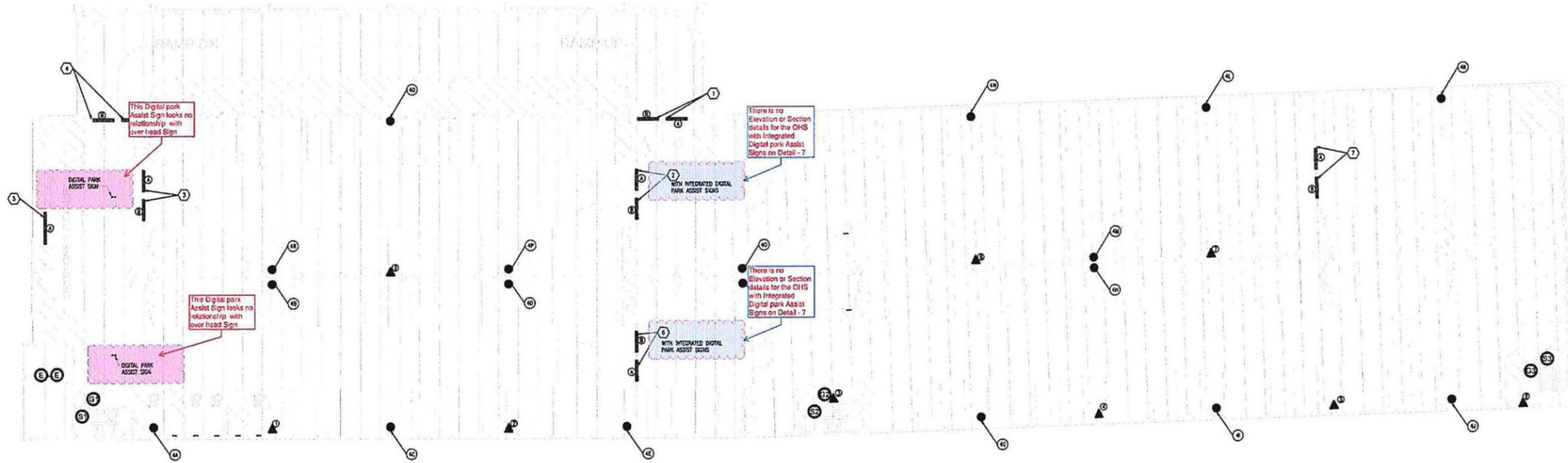
- 1. SEE DETAIL SHEET PB-A-807

LEGEND

- VEHICULAR PARKING IDENTIFICATION SIGNS
- ▲ PEDESTRIAN DIRECTIONAL SIGNS
- * PEDESTRIAN ENTRANCE
- ⓪ PARKING LEVEL ID ON ELEVATOR
- ⓪ PARKING LEVEL IDENTIFICATION SIGN IN STAIRWAY
- ⓪ STAIRWAY IDENTIFICATION SIGNS IN GARAGE



Item 07
Backup



SIGN AND MESSAGE SCHEDULES

OVERHEAD VEHICULAR DIRECTIONAL SIGNS		
ID	SIDE	MESSAGE
1	A	EMPLOYEE PARKING ONLY
	B	LEVEL 4 EXIT
2	A	EXIT
	B	EXIT
3	A	EXIT / LEVEL 3
	B	EXIT
4	A	EXIT / LEVEL 3
	B	LEVEL 4 DROP-OFF
5	A	DROP-OFF / PICK-UP
6	A	EXIT
	B	EXIT
7	A	EXIT
	B	EXIT

PEDESTRIAN DIRECTIONAL SIGNS	
ID	MESSAGE
1 2 9	Elevator Stairway X* Stairway Y* Stairway Z*
3	Elevator Stairway X* Stairway Y* Stairway Z*
4 5 7 8	Elevator Stairway X* Stairway Y* Stairway Z*
6	Elevator Stairway X* Stairway Y*

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

VEHICULAR PARKING IDENTIFICATION SIGNS	
ID	MESSAGE
4A	LEVEL 4A
4B	LEVEL 4B
4C	LEVEL 4C
4D	LEVEL 4D
4E	LEVEL 4E
4F	LEVEL 4F
4G	LEVEL 4G
4H	LEVEL 4H
4I	LEVEL 4I
4J	LEVEL 4J
4K	LEVEL 4K
4L	LEVEL 4L
4M	LEVEL 4M
4N	LEVEL 4N
4O	LEVEL 4O
4P	LEVEL 4P
4Q	LEVEL 4Q
4R	LEVEL 4R

STAIRWAY IDENTIFICATIONS SIGNS IN GARAGE	
ID	MESSAGE
G1	Stairway X*
G2	Stairway Y*
G3	Stairway Z*

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

PARKING LEVEL IDENTIFICATION SIGNS IN STAIRWAY	
ID	MESSAGE
S1	Stairway X* Level 4
S2	Stairway Y* Level 4
S3	Stairway Z* Level 4

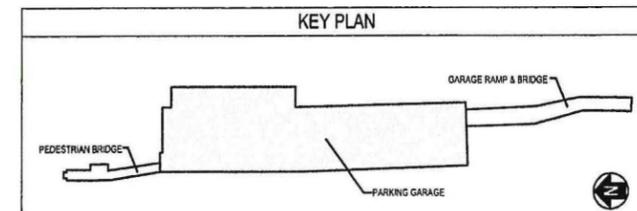
*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

NOTES

1. SEE DETAIL SHEET PB-A-807

LEGEND

- VEHICULAR PARKING IDENTIFICATION SIGNS
- ▲ PEDESTRIAN DIRECTIONAL SIGNS
- ⓔ PARKING LEVEL ID ON ELEVATOR
- Ⓢ PARKING LEVEL IDENTIFICATION SIGN IN STAIRWAY
- ⓐ STAIRWAY IDENTIFICATION SIGNS IN GARAGE
- ▨ OVERHEAD VEHICULAR DIRECTIONAL SIGNS



ALBANY INTERNATIONAL AIRPORT PARKING WAYFINDING SIGNAGE

Dr.	Scale/Revision	Proj. No.	By	Chk.
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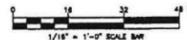
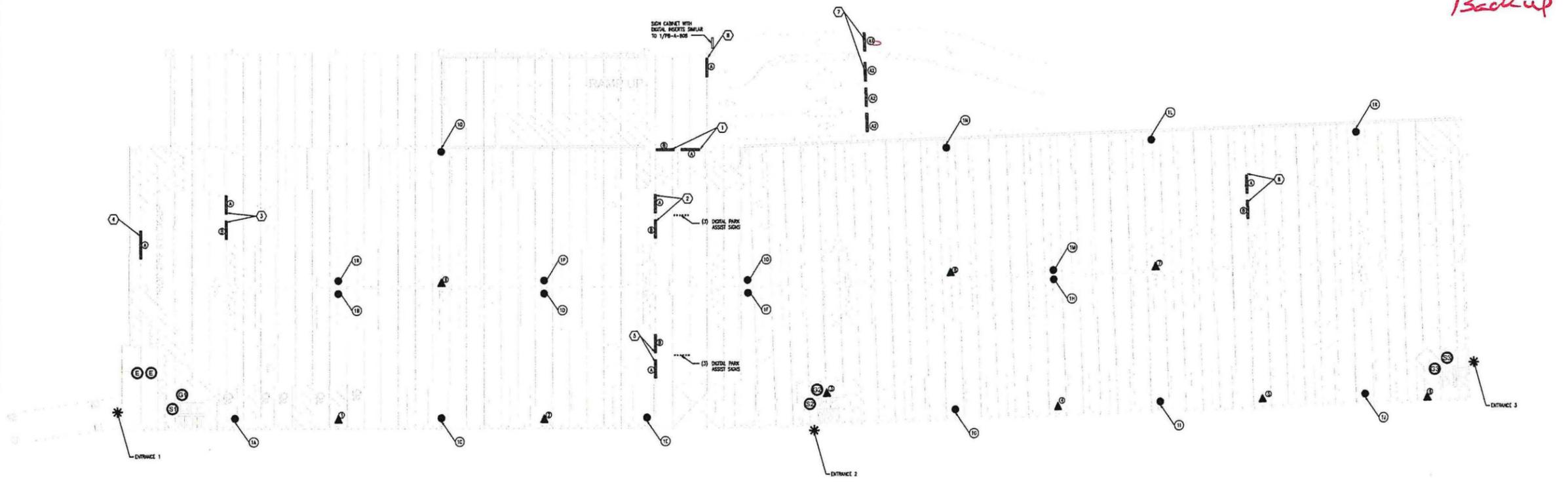
WAYFINDING SIGNAGE PLAN LEVEL 4 PARKING GARAGE

Designed By:	Drawn By:	Checked By:
Issue Date:	Project No.:	Scale:
03/16/18	30024	AS SHOWN

Drawing No. **PB-A-804**

03/16/18
 30024
 AS SHOWN
 PB-A-804

Item 07
Backup



SIGN AND MESSAGE SCHEDULES

OVERHEAD VEHICULAR DIRECTIONAL SIGNS		
ID	SIGN FACE	MESSAGE
1	A	LEVEL 2 EXIT
	B	LEVEL 1 DROP-OFF
2	A	EXIT/ LEVEL 2
	B	EXIT/ LEVEL 2
3	A	EXIT/ LEVEL 2
	B	EXIT/ LEVEL 2
4	A	DROP-OFF/ PICK-UP
5	A	EXIT/ LEVEL 2
	B	EXIT/ LEVEL 2
6	A	EXIT/ LEVEL 2
	B	EXIT/ LEVEL 2
7	A1	PARKING
	A2	DO NOT ENTER
8	A	LEVEL 1 LEVEL 2

PEDESTRIAN DIRECTIONAL SIGNS	
ID	MESSAGE
1 2 9	Elevator
	Stairway X*
	Stairway Y*
3	Elevator
	Stairway X*
	Stairway Z*
4 5 7 8	Elevator
	Stairway X*
	Stairway Y*
6	Elevator
	Stairway X*
	Stairway Y*

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

VEHICULAR PARKING IDENTIFICATION SIGNS	
ID	MESSAGE
1A	LEVEL 1A
1B	LEVEL 1B
1C	LEVEL 1C
1D	LEVEL 1D
1E	LEVEL 1E
1F	LEVEL 1F
1G	LEVEL 1G
1H	LEVEL 1H
1I	LEVEL 1I
1J	LEVEL 1J
1K	LEVEL 1K
1L	LEVEL 1L
1M	LEVEL 1M
1N	LEVEL 1N
1O	LEVEL 1O
1P	LEVEL 1P
1Q	LEVEL 1Q
1R	LEVEL 1R

Total BID QTY - 18

STAIRWAY IDENTIFICATION SIGNS IN GARAGE	
ID	MESSAGE
G1	Stairway X*
G2	Stairway Y*
G3	Stairway Z*

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

PARKING LEVEL IDENTIFICATION SIGNS IN STAIRWAY	
ID	MESSAGE
S1	Stairway X* Level 1
S2	Stairway Y* Level 1
S3	Stairway Z* Level 1

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

PEDESTRIAN ENTRANCE FROM EXTERIOR ON GROUND LEVEL	
ID	MESSAGE
1	GARAGE ENTRANCE STAIRWAY X*
2	GARAGE ENTRANCE STAIRWAY Y*
3	GARAGE ENTRANCE STAIRWAY Z*

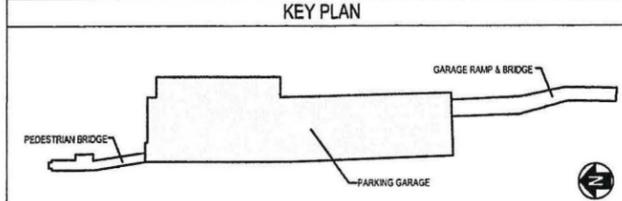
*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

NOTES

- 1. SEE DETAIL SHEET PB-A-807

LEGEND

- VEHICULAR PARKING IDENTIFICATION SIGNS
- ▲ PEDESTRIAN DIRECTIONAL SIGNS
- * PEDESTRIAN ENTRANCE
- ⓔ PARKING LEVEL ID ON ELEVATOR
- Ⓢ PARKING LEVEL IDENTIFICATION SIGN IN STAIRWAY
- ⓐ STAIRWAY IDENTIFICATION SIGNS IN GARAGE
- ▨ OVERHEAD VEHICULAR DIRECTIONAL SIGNS



ALBANY INTERNATIONAL AIRPORT PARKING WAYFINDING SIGNAGE

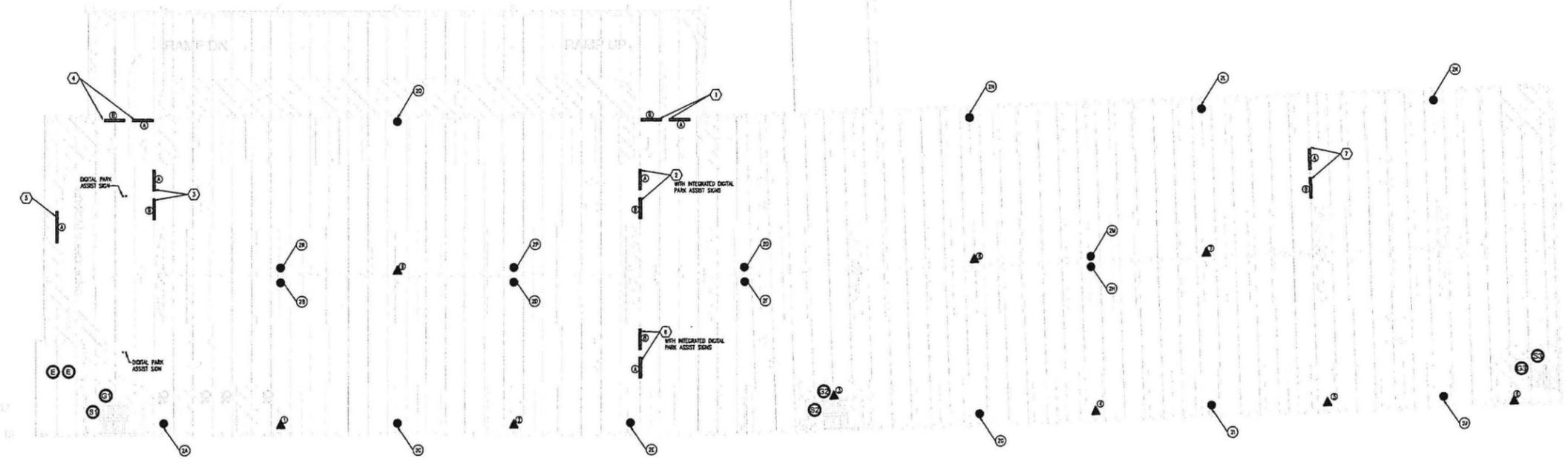
By	Revised	By	Date
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WAYFINDING SIGNAGE PLAN LEVEL 1 PARKING GARAGE

Designed By	Drawn By	Checked By
Issue Date	Project No.	Scale
Drawing No.		

PB-A-801

Item 07
Backup



SIGN AND MESSAGE SCHEDULES

OVERHEAD VEHICULAR DIRECTIONAL SIGNS		
ID	SIDE	MESSAGE
1	A	EXIT LEVEL 3
	B	LEVEL 2 EXIT
2	A	EXIT LEVEL 3
	B	LEVEL 3 EXIT
3	A	EXIT / LEVEL 1
	B	EXIT LEVEL 3
4	A	EXIT / LEVEL 1
	B	LEVEL 2 DROP-OFF
5	A	DROP-OFF / PICK-UP
6	A	EXIT / LEVEL 3
	B	EXIT LEVEL 3
7	A	EXIT / LEVEL 3
	B	EXIT / LEVEL 3

PEDESTRIAN DIRECTIONAL SIGNS	
ID	MESSAGE
1 2 9	Elevator Stairway 'X' Stairway 'Y' Stairway 'Z'
3	Elevator Stairway 'X' Stairway 'Z'
4 5 7 8	Elevator Stairway 'X' Stairway 'Y' Stairway 'Z'
6	Elevator Stairway 'X' Stairway 'Y'

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

VEHICULAR PARKING IDENTIFICATION SIGNS	
ID	MESSAGE
2A	LEVEL 2A
2B	LEVEL 2B
2C	LEVEL 2C
2D	LEVEL 2D
2E	LEVEL 2E
2F	LEVEL 2F
2G	LEVEL 2G
2H	LEVEL 2H
2I	LEVEL 2I
2J	LEVEL 2J
2K	LEVEL 2K
2L	LEVEL 2L
2M	LEVEL 2M
2N	LEVEL 2N
2O	LEVEL 2O
2P	LEVEL 2P
2Q	LEVEL 2Q
2R	LEVEL 2R

Total BID QTY - 18

STAIRWAY IDENTIFICATION SIGNS IN GARAGE	
ID	MESSAGE
G1	Stairway 'X'
G2	Stairway 'Y'
G3	Stairway 'Z'

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

PARKING LEVEL IDENTIFICATION SIGNS IN STAIRWAY	
ID	MESSAGE
S1	Stairway 'X' Level 2
S2	Stairway 'Y' Level 2
S3	Stairway 'Z' Level 2

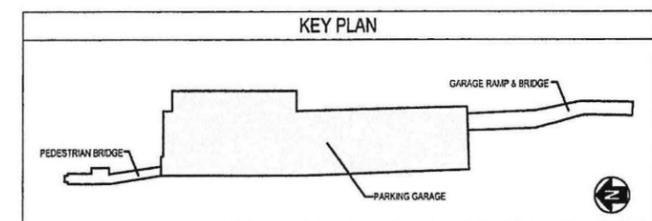
*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

NOTES

- 1. SEE DETAIL SHEET PB-A-807

LEGEND

- VEHICULAR PARKING IDENTIFICATION SIGNS
- ▲ PEDESTRIAN DIRECTIONAL SIGNS
- ⓔ PARKING LEVEL ID ON ELEVATOR
- Ⓧ PARKING LEVEL IDENTIFICATION SIGN IN STAIRWAY
- ⓖ STAIRWAY IDENTIFICATION SIGNS IN GARAGE
- ▨ OVERHEAD VEHICULAR DIRECTIONAL SIGNS



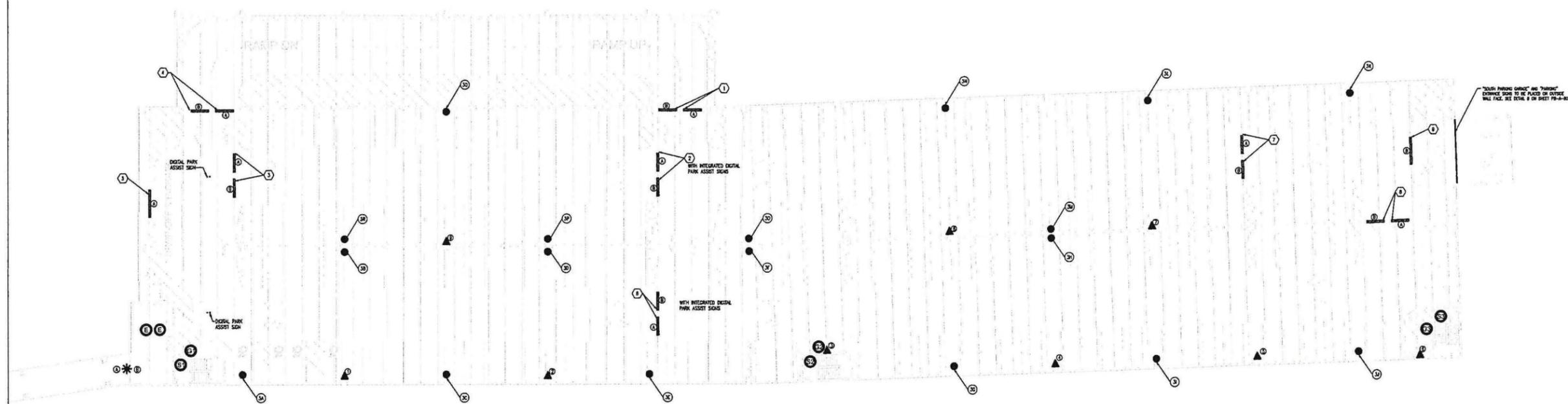
ALBANY INTERNATIONAL AIRPORT PARKING WAYFINDING SIGNAGE

By	Checked/Revised	Date
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WAYFINDING SIGNAGE PLAN LEVEL 2 PARKING GARAGE		
Designed By: LFK	Drawn By: HDH	Checked By: TL
Issue Date: 03/16/18	Project No: 30034	Scale: AS SHOWN
Drawing No: PB-A-802		

Detail for: Albany International Airport Parking Garage Level 2
 Date: 03/16/2018 10:17:42 AM
 User: LFK

Item 07
Backup



SIGN AND MESSAGE SCHEDULES

OVERHEAD VEHICULAR DIRECTIONAL SIGNS		
ID	SIDE	MESSAGE
1	A	EXIT LEVEL 4
	B	LEVEL 3 EXIT
2	A	EXIT LEVEL 4
	B	LEVEL 4 EXIT
3	A	EXIT/ LEVEL 2
	B	EXIT/ LEVEL 2
4	A	EXIT/ LEVEL 2
	B	LEVEL 3 DROP-OFF
5	A	DROP-OFF/ PICK-UP
6	A	EXIT/ LEVEL 4
	B	EXIT LEVEL 4
7	A	EXIT/ LEVEL 4
	B	EXIT/ LEVEL 4
8	A	EXIT/ LEVEL 4
	B	EXIT/ LEVEL 4
9	B	DO NOT ENTER

PEDESTRIAN DIRECTIONAL SIGNS	
ID	MESSAGE
1 2 9	Pedestrian Bridge To Terminal
	Elevator
	Stairway 'X'
3	Stairway 'Y'
	Stairway 'Z'
	Pedestrian Bridge to Terminal
4 5 7 8	Elevator
	Stairway 'X'
	Stairway 'Y'
6	Stairway 'Z'
	Pedestrian Bridge to Terminal
	Elevator
3	Stairway 'X'
	Stairway 'Y'
	Stairway 'Z'

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

VEHICULAR PARKING IDENTIFICATION SIGNS	
ID	MESSAGE
3A	LEVEL 3A
3B	LEVEL 3B
3C	LEVEL 3C
3D	LEVEL 3D
3E	LEVEL 3E
3F	LEVEL 3F
3G	LEVEL 3G
3H	LEVEL 3H
3I	LEVEL 3I
3J	LEVEL 3J
3K	LEVEL 3K
3L	LEVEL 3L
3M	LEVEL 3M
3N	LEVEL 3N
3O	LEVEL 3O
3P	LEVEL 3P
3Q	LEVEL 3Q
3R	LEVEL 3R

POINT BLDG CITY - 10

STAIRWAY IDENTIFICATIONS SIGNS IN GARAGE	
ID	MESSAGE
G1	Stairway 'X'
G2	Stairway 'Y'
G3	Stairway 'Z'

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

PARKING LEVEL IDENTIFICATION SIGNS IN STAIRWAY	
ID	MESSAGE
S1	Stairway 'X' Level 3
S2	Stairway 'Y' Level 3
S3	Stairway 'Z' Level 3

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

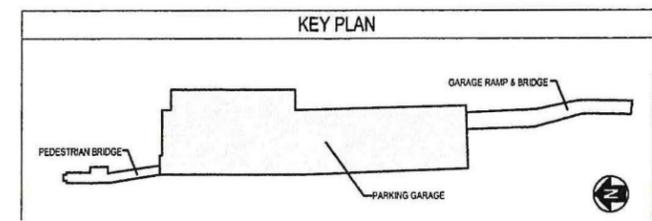
PEDESTRIAN ENTRANCE	
ID	MESSAGE
A	PARKING GARAGE
B	TO TERMINAL

NOTES

1. SEE DETAIL SHEET PB-A-807

LEGEND

- VEHICULAR PARKING IDENTIFICATION SIGNS
- ▲ PEDESTRIAN DIRECTIONAL SIGNS
- * PEDESTRIAN ENTRANCE
- ⓔ PARKING LEVEL ID ON ELEVATOR
- Ⓧ PARKING LEVEL IDENTIFICATION SIGN IN STAIRWAY
- ⓑ STAIRWAY IDENTIFICATION SIGNS IN GARAGE
- ▨ OVERHEAD VEHICULAR DIRECTIONAL SIGNS



ALBANY INTERNATIONAL AIRPORT PARKING WAYFINDING SIGNAGE

ALBANY INTERNATIONAL AIRPORT PARKING WAYFINDING SIGNAGE

Revised	By	Date

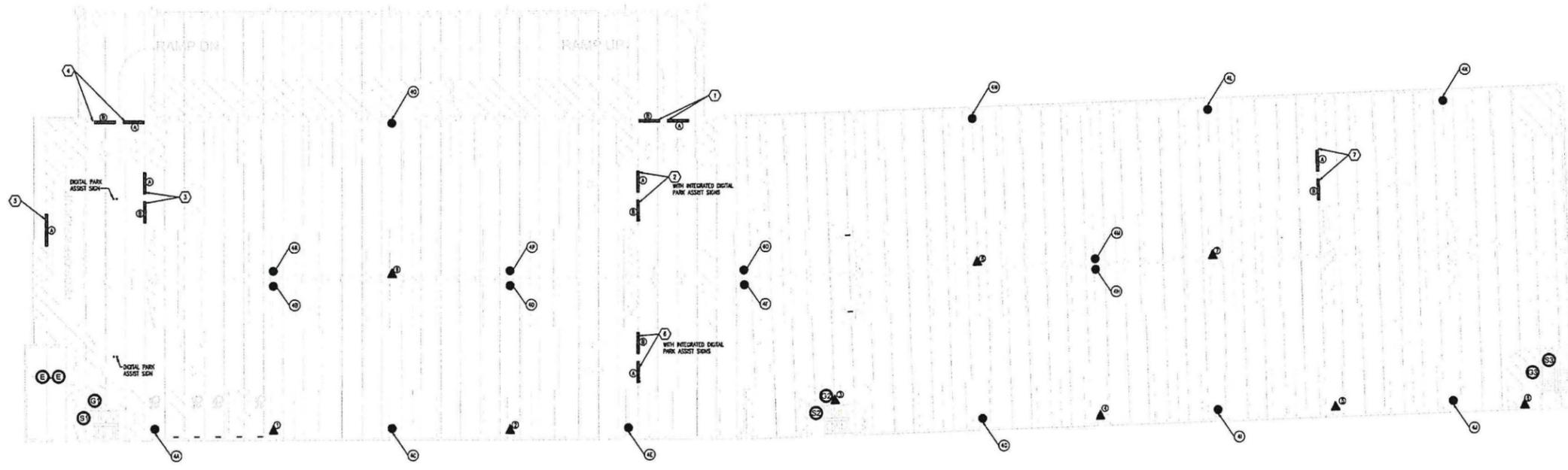
WAYFINDING SIGNAGE PLAN LEVEL 3 PARKING GARAGE

Designed By: LFK	Drawn By: HGS	Checked By: TL
Issue Date: 03/15/19	Project No: 35034	Scale: AS SHOWN

Drawing No: **PB-A-803**

CH2M HILL
 1000 STATE STREET
 ALBANY, NY 12243
 TEL: 518-863-4200
 FAX: 518-863-4201

Item 07
Backup



SIGN AND MESSAGE SCHEDULES

OVERHEAD VEHICULAR DIRECTIONAL SIGNS		
ID	SIDE	MESSAGE
1	A	EMPLOYEE PARKING ONLY
	B	LEVEL 4 EXIT
2	A	EXIT
	B	EXIT
3	A	EXIT/ LEVEL 3
	B	EXIT
4	A	EXIT/ LEVEL 3
	B	LEVEL 4 DROP-OFF
5	A	DROP-OFF/ PICK-UP
6	A	EXIT
	B	EXIT
7	A	EXIT
	B	EXIT

PEDESTRIAN DIRECTIONAL SIGNS	
ID	MESSAGE
1 2 9	Elevator Stairway 'X' Stairway 'Y' Stairway 'Z'
3	Elevator Stairway 'X' Stairway 'Y' Stairway 'Z'
4 5 7 8	Elevator Stairway 'X' Stairway 'Y' Stairway 'Z'
6	Elevator Stairway 'X' Stairway 'Y'

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

VEHICULAR PARKING IDENTIFICATION SIGNS	
ID	MESSAGE
4A	LEVEL 4A
4B	LEVEL 4B
4C	LEVEL 4C
4D	LEVEL 4D
4E	LEVEL 4E
4F	LEVEL 4F
4G	LEVEL 4G
4H	LEVEL 4H
4I	LEVEL 4I
4J	LEVEL 4J
4K	LEVEL 4K
4L	LEVEL 4L
4M	LEVEL 4M
4N	LEVEL 4N
4O	LEVEL 4O
4P	LEVEL 4P
4Q	LEVEL 4Q
4R	LEVEL 4R

Total BID QTY - 18

STAIRWAY IDENTIFICATIONS SIGNS IN GARAGE	
ID	MESSAGE
G1	Stairway 'X'
G2	Stairway 'Y'
G3	Stairway 'Z'

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

PARKING LEVEL IDENTIFICATION SIGNS IN STAIRWAY	
ID	MESSAGE
S1	Stairway 'X' Level 4
S2	Stairway 'Y' Level 4
S3	Stairway 'Z' Level 4

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

NOTES

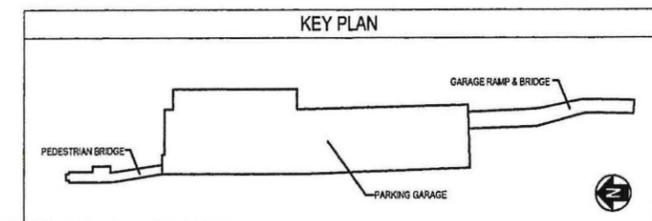
- 1. SEE DETAIL SHEET PB-A-807

LEGEND

- VEHICULAR PARKING IDENTIFICATION SIGNS
- ▲ PEDESTRIAN DIRECTIONAL SIGNS
- ⓔ PARKING LEVEL ID ON ELEVATOR
- Ⓢ PARKING LEVEL IDENTIFICATION SIGN IN STAIRWAY
- ⓐ STAIRWAY IDENTIFICATION SIGNS IN GARAGE
- ▨ OVERHEAD VEHICULAR DIRECTIONAL SIGNS



ALBANY INTERNATIONAL AIRPORT PARKING WAYFINDING SIGNAGE



WAYFINDING SIGNAGE PLAN
LEVEL 4
PARKING GARAGE

Designed By: LPK
Drawn By: MOH
Issue Date: 01/18/18
Project No: 30004
Scale: AS SHOWN

Checked By: TL
Drawing No: **PB-A-804**

Vehicular parking level identification

On Bid Vehicular parking level identification sign Qty's on

Level -1 Qty was 18 after bullitin-2 increased to 25 – 5 Qty Added

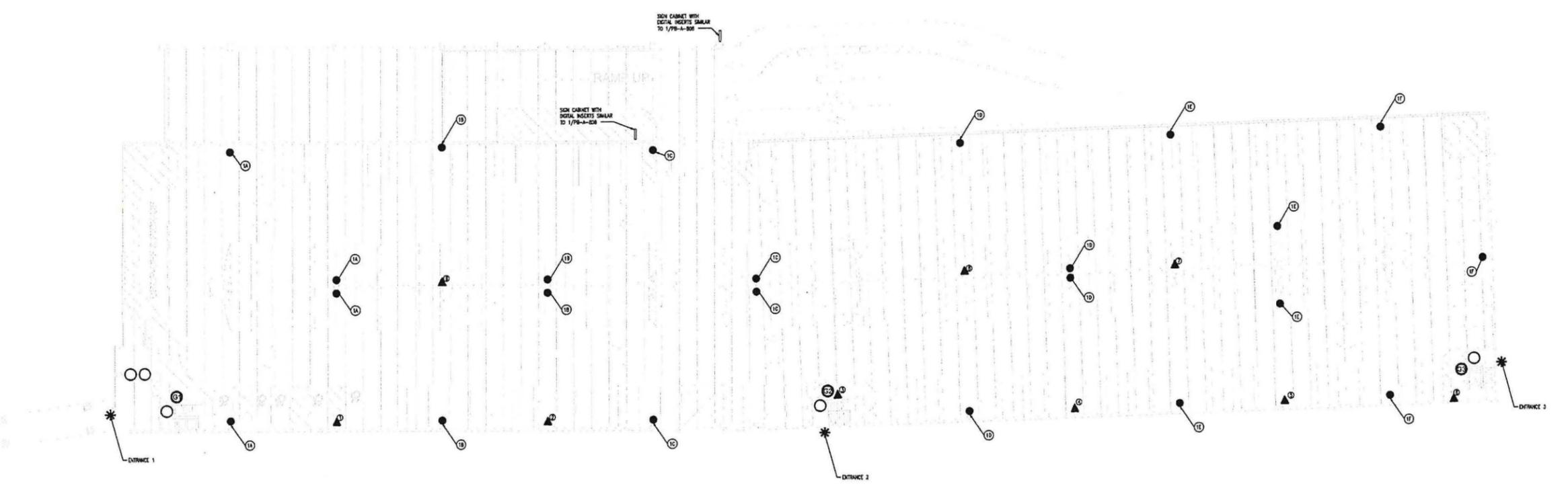
Level -2 Qty was 18 after bullitin-2 increased to 25 – 5 Qty Added

Level -3 Qty was 18 after bullitin-2 increased to 25 – 5 Qty Added

Level -4 Qty was 18 after bullitin-2 increased to 25 – 5 Qty Added

Over All Vehicular parking level identification sign Qty's increased from 72 to -92. (20 signs Added in Bulletin-2)

Item 07
Backup



VEHICULAR PARKING IDENTIFICATION SIGNS	
ID	MESSAGE
1A	LEVEL 1A
1B	LEVEL 1B
1C	LEVEL 1C
1D	LEVEL 1D
1E	LEVEL 1E
1F	LEVEL 1F
1G	LEVEL 1G
1H	LEVEL 1H
1I	LEVEL 1I
1J	LEVEL 1J
1K	LEVEL 1K
1L	LEVEL 1L
1M	LEVEL 1M
1N	LEVEL 1N
1O	LEVEL 1O
1P	LEVEL 1P
1Q	LEVEL 1Q
1R	LEVEL 1R

Total Qty is 118 as per Initial BID Doc.

SIGN AND MESSAGE SCHEDULES

PEDESTRIAN DIRECTIONAL SIGNS	
ID	MESSAGE
① ② ⑨	⊙ Elevator ⊙ Stairway 'X' ⊙ Stairway 'Y' ⊙ Stairway 'Z'
③	⊙ Elevator ⊙ Stairway 'X' ⊙ Stairway 'Z'
④ ⑤ ⑦ ⑧	⊙ Elevator ⊙ Stairway 'X' ⊙ Stairway 'Y' ⊙ Stairway 'Z'
⑥	⊙ Elevator ⊙ Stairway 'X' ⊙ Stairway 'Y'

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

VEHICULAR PARKING IDENTIFICATION SIGNS		
ID	MESSAGE	QUANTITY
1A	LEVEL 1A	4
1B	LEVEL 1B	4
1C	LEVEL 1C	4
1D	LEVEL 1D	4
1E	LEVEL 1E	4
1F	LEVEL 1F	3

5 Qty- Increased Was 18 Qty Now 23

STAIRWAY IDENTIFICATION SIGNS IN GARAGE	
ID	MESSAGE
G1	Stairway 'X'
G2	Stairway 'Y'
G3	Stairway 'Z'

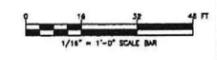
*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

PARKING LEVEL IDENTIFICATION SIGNS IN STAIRWAY	
ID	MESSAGE
S1	Stairway 'X' Level 1
S2	Stairway 'Y' Level 1
S3	Stairway 'Z' Level 1

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

PEDESTRIAN ENTRANCE FROM EXTERIOR ON GROUND LEVEL	
ID	MESSAGE
1	GARAGE ENTRANCE STAIRWAY 'X'
2	GARAGE ENTRANCE STAIRWAY 'Y'
3	GARAGE ENTRANCE STAIRWAY 'Z'

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

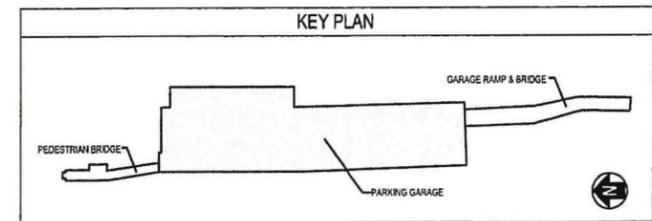


NOTES

1. SEE DETAIL SHEET PB-A-807

LEGEND

- VEHICULAR PARKING IDENTIFICATION SIGNS
- ▲ PEDESTRIAN DIRECTIONAL SIGNS
- * PEDESTRIAN ENTRANCE
- ⊙ PARKING LEVEL ID ON ELEVATOR
- ⊙ PARKING LEVEL IDENTIFICATION SIGN IN STAIRWAY
- ⊙ STAIRWAY IDENTIFICATION SIGNS IN GARAGE



ALBANY INTERNATIONAL AIRPORT PARKING WAYFINDING SIGNAGE

NO.	DATE	BY	CHKD.

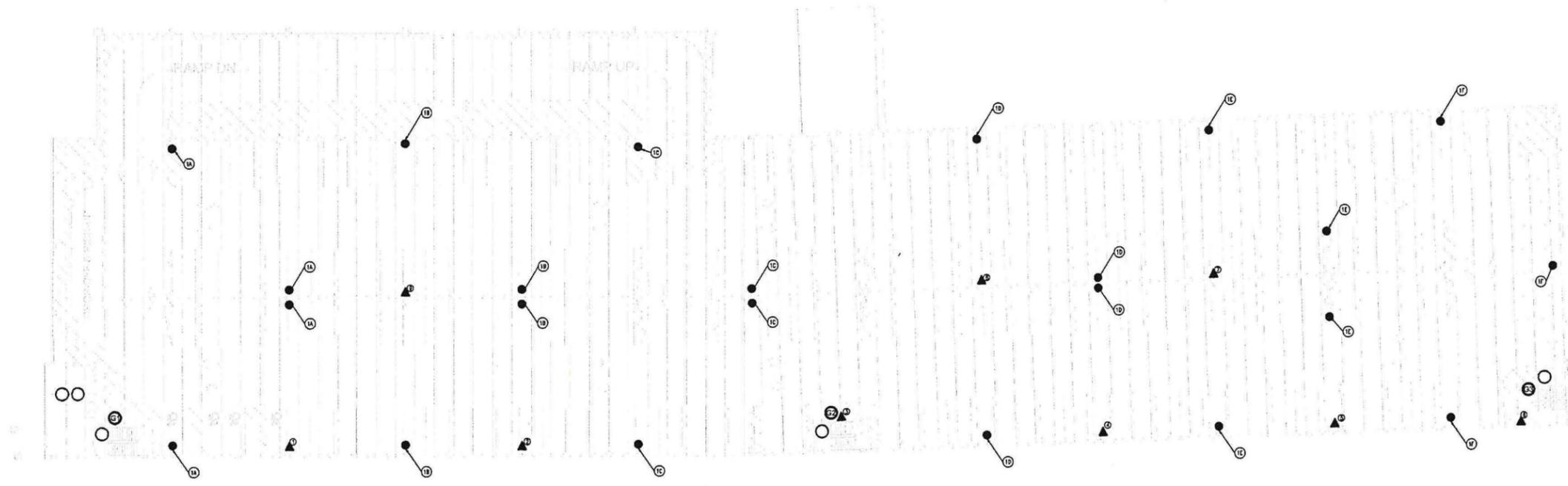
WAYFINDING SIGNAGE PLAN LEVEL 1 PARKING GARAGE

Designed By: LPH
Drawn By: HDH
Check By: TL
Issue Date: 03/15/18
Project No: 20034
Scale: AS SHOWN

Drawing No: **PB-A-801**

Small vertical text on the left margin, likely a copyright or disclaimer notice.

Item 07
Backup



VEHICULAR PARKING IDENTIFICATION SIGNS	
ID	MESSAGE
2A	LEVEL 2A
2B	LEVEL 2B
2C	LEVEL 2C
2D	LEVEL 2D
2E	LEVEL 2E
2F	LEVEL 2F
2G	LEVEL 2G
2H	LEVEL 2H
2I	LEVEL 2I
2J	LEVEL 2J
2K	LEVEL 2K
2L	LEVEL 2L
2M	LEVEL 2M
2N	LEVEL 2N
2O	LEVEL 2O
2P	LEVEL 2P
2Q	LEVEL 2Q
2R	LEVEL 2R

Total Qty is 18 as per initial BID Doc.

SIGN AND MESSAGE SCHEDULES

PEDESTRIAN DIRECTIONAL SIGNS	
ID	MESSAGE
① ② ⑨	➔ Elevator
	➔ Stairway 'X'
	➔ Stairway 'Y'
	➔ Stairway 'Z'
③	➔ Elevator
	➔ Stairway 'X'
	➔ Stairway 'Y'
	➔ Stairway 'Z'
④ ⑤ ⑦ ⑧	➔ Elevator
	➔ Stairway 'X'
	➔ Stairway 'Y'
	➔ Stairway 'Z'
⑥	➔ Elevator
	➔ Stairway 'X'
	➔ Stairway 'Y'

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

VEHICULAR PARKING IDENTIFICATION SIGNS		
ID	MESSAGE	QUANTITY
1A	LEVEL 1A	4
1B	LEVEL 1B	4
1C	LEVEL 1C	4
1D	LEVEL 1D	4
1E	LEVEL 1E	4
1F	LEVEL 1F	3

5 Qty- Increased

Was 18 Qty Now 23

STAIRWAY IDENTIFICATION SIGNS IN GARAGE	
ID	MESSAGE
G1	Stairway 'X'
G2	Stairway 'Y'
G3	Stairway 'Z'

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

PARKING LEVEL IDENTIFICATION SIGNS IN STAIRWAY	
ID	MESSAGE
S1	Stairway 'X' Level 2
S2	Stairway 'Y' Level 2
S3	Stairway 'Z' Level 2

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

NOTES

- SEE DETAIL SHEET PB-A-807

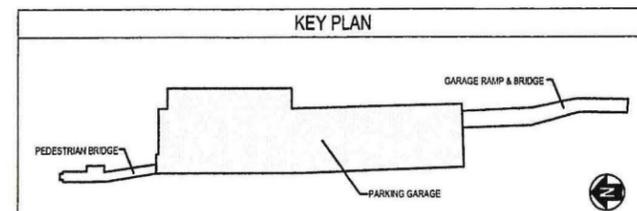
LEGEND

- VEHICULAR PARKING IDENTIFICATION SIGNS
- ▲ PEDESTRIAN DIRECTIONAL SIGNS
- ⓔ PARKING LEVEL ID ON ELEVATOR
- Ⓢ PARKING LEVEL IDENTIFICATION SIGN IN STAIRWAY
- ⓐ STAIRWAY IDENTIFICATION SIGNS IN GARAGE



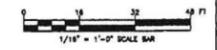
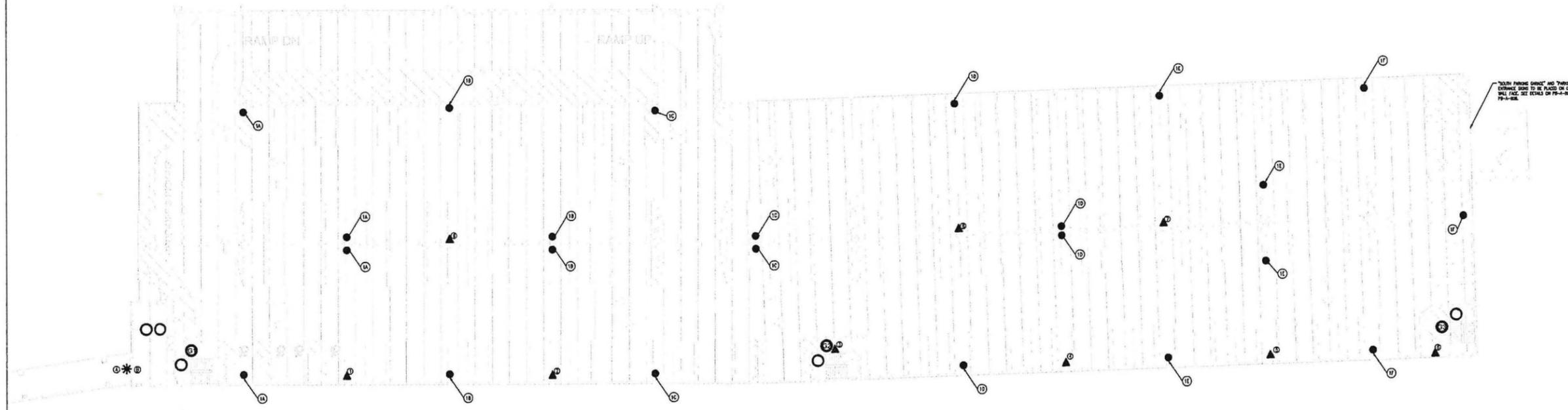
It is the responsibility of the user of this drawing to verify the accuracy of the information contained herein. The user shall be responsible for any errors or omissions. The user shall be responsible for any changes or modifications to this drawing. The user shall be responsible for any costs incurred in connection with the use of this drawing. The user shall be responsible for any damages or liabilities resulting from the use of this drawing.

ALBANY INTERNATIONAL AIRPORT PARKING WAYFINDING SIGNAGE



WAYFINDING SIGNAGE PLAN LEVEL 2 - PARKING GARAGE			
DESIGNED BY	DRAWN BY	CHECKED BY	DATE
LPH	HCH	TL	11/13/19
ISSUED/REVISED	DATE	BY	DESCRIPTION
Issue Date:	Project No:	Scale:	AS SHOWN
03/15/19	30334		
Drawing No:	PB-A-802		

Item 07 Backup



VEHICULAR PARKING IDENTIFICATION SIGNS	
ID	MESSAGE
3A	LEVEL 3A
3B	LEVEL 3B
3C	LEVEL 3C
3D	LEVEL 3D
3E	LEVEL 3E
3F	LEVEL 3F
3G	LEVEL 3G
3H	LEVEL 3H
3I	LEVEL 3I
3J	LEVEL 3J
3K	LEVEL 3K
3L	LEVEL 3L
3M	LEVEL 3M
3N	LEVEL 3N
3O	LEVEL 3O
3P	LEVEL 3P
3Q	LEVEL 3Q
3R	LEVEL 3R

Total Qty is 18 as per initial BID Doc.

SIGN AND MESSAGE SCHEDULES

PEDESTRIAN DIRECTIONAL SIGNS	
ID	MESSAGE
① ② ⑨	☐ Pedestrian Bridge To Terminal ☐ Elevator ☐ Stairway "X" ☐ Stairway "Y" ☐ Stairway "Z"
③	☐ Pedestrian Bridge to Terminal ☐ Elevator ☐ Stairway "X" ☐ Stairway "Z"
④ ⑤ ⑦ ⑧	☐ Pedestrian Bridge to Terminal ☐ Elevator ☐ Stairway "X" ☐ Stairway "Y" ☐ Stairway "Z"
⑥	☐ Pedestrian Bridge to Terminal ☐ Elevator ☐ Stairway "X" ☐ Stairway "Y"

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

VEHICULAR PARKING IDENTIFICATION SIGNS		
ID	MESSAGE	QUANTITY
1A	LEVEL 1A	4
1B	LEVEL 1B	4
1C	LEVEL 1C	4
1D	LEVEL 1D	4
1E	LEVEL 1E	4
1F	LEVEL 1F	3

5 Qty- Increased Was 18 Qty Now 23

STAIRWAY IDENTIFICATIONS SIGNS IN GARAGE	
ID	MESSAGE
G1	Stairway "X"
G2	Stairway "Y"
G3	Stairway "Z"

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

PEDESTRIAN ENTRANCE	
ID	MESSAGE
A	☐ PARKING GARAGE ☐
B	☐ TO TERMINAL ☐

PARKING LEVEL IDENTIFICATION SIGNS IN STAIRWAY	
ID	MESSAGE
S1	Stairway "X" Level 3
S2	Stairway "Y" Level 3
S3	Stairway "Z" Level 3

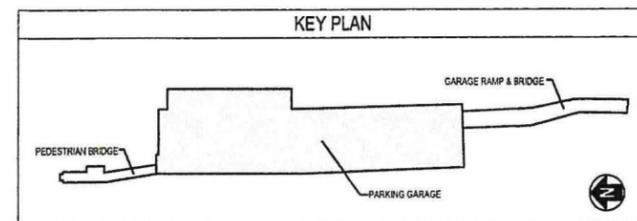
*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

NOTES

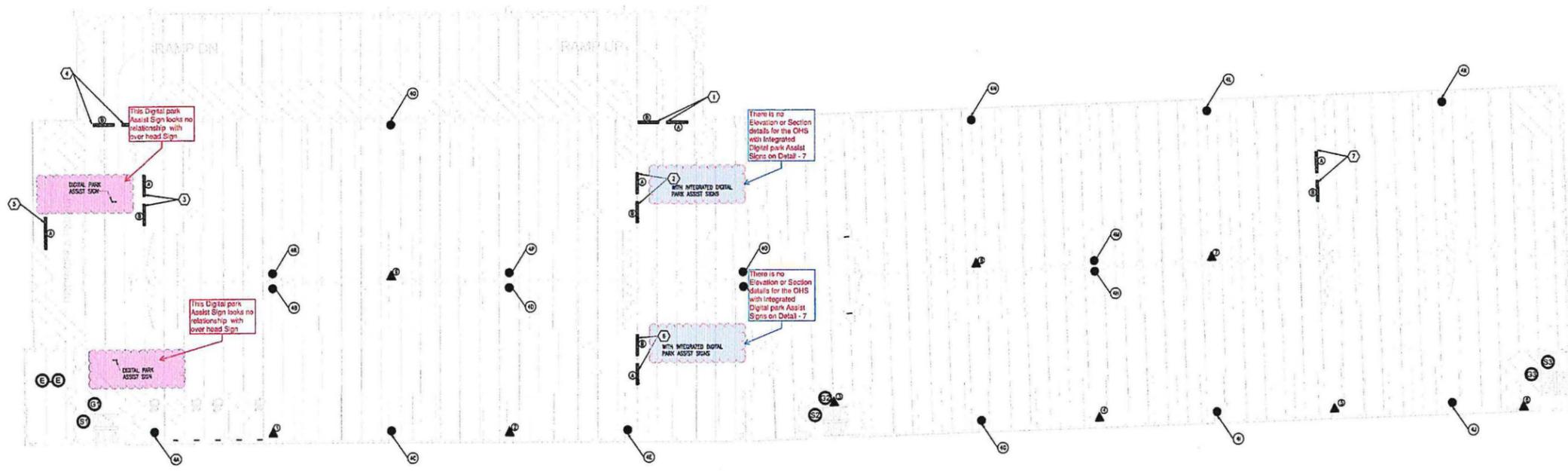
- 1. SEE DETAIL SHEET PB-A-807

LEGEND

- VEHICULAR PARKING IDENTIFICATION SIGNS
- ▲ PEDESTRIAN DIRECTIONAL SIGNS
- * PEDESTRIAN ENTRANCE
- ⓔ PARKING LEVEL ID ON ELEVATOR
- Ⓢ PARKING LEVEL IDENTIFICATION SIGN IN STAIRWAY
- ⓐ STAIRWAY IDENTIFICATION SIGNS IN GARAGE



Item 07
Backup



SIGN AND MESSAGE SCHEDULES

OVERHEAD VEHICULAR DIRECTIONAL SIGNS		
ID	SIDE	MESSAGE
1	A	EMPLOYEE PARKING ONLY
	B	LEVEL 4 EXIT
2	A	EXIT
	B	EXIT
3	A	EXIT/LEVEL 3
	B	EXIT
4	A	EXIT/LEVEL 3
	B	LEVEL 4 DROP-OFF
5	A	DROP-OFF/ PICK-UP
6	A	EXIT
	B	EXIT
7	A	EXIT
	B	EXIT

PEDESTRIAN DIRECTIONAL SIGNS	
ID	MESSAGE
1 2 3	Elevator Stairway 'X' Stairway 'Y' Stairway 'Z'
3	Elevator Stairway 'X' Stairway 'Z'
4 5 7 8	Elevator Stairway 'X' Stairway 'Y' Stairway 'Z'
6	Elevator Stairway 'X' Stairway 'Y'

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

VEHICULAR PARKING IDENTIFICATION SIGNS	
ID	MESSAGE
4A	LEVEL 4A
4B	LEVEL 4B
4C	LEVEL 4C
4D	LEVEL 4D
4E	LEVEL 4E
4F	LEVEL 4F
4G	LEVEL 4G
4H	LEVEL 4H
4I	LEVEL 4I
4J	LEVEL 4J
4K	LEVEL 4K
4L	LEVEL 4L
4M	LEVEL 4M
4N	LEVEL 4N
4O	LEVEL 4O
4P	LEVEL 4P
4Q	LEVEL 4Q
4R	LEVEL 4R

STAIRWAY IDENTIFICATIONS SIGNS IN GARAGE	
ID	MESSAGE
G1	Stairway 'X'
G2	Stairway 'Y'
G3	Stairway 'Z'

*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

PARKING LEVEL IDENTIFICATION SIGNS IN STAIRWAY	
ID	MESSAGE
S1	Stairway 'X' Level 4
S2	Stairway 'Y' Level 4
S3	Stairway 'Z' Level 4

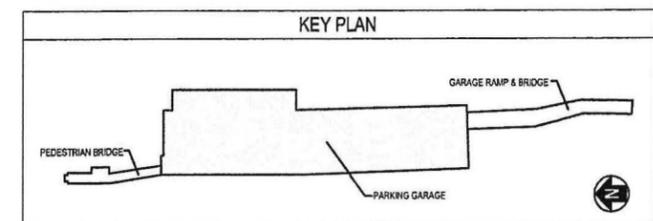
*STAIRWAY NUMBER IDENTIFICATION TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY

NOTES

1. SEE DETAIL SHEET PB-A-807

LEGEND

- VEHICULAR PARKING IDENTIFICATION SIGNS
- ▲ PEDESTRIAN DIRECTIONAL SIGNS
- ⓔ PARKING LEVEL ID ON ELEVATOR
- Ⓢ PARKING LEVEL IDENTIFICATION SIGN IN STAIRWAY
- ⓐ STAIRWAY IDENTIFICATION SIGNS IN GARAGE
- ////// OVERHEAD VEHICULAR DIRECTIONAL SIGNS

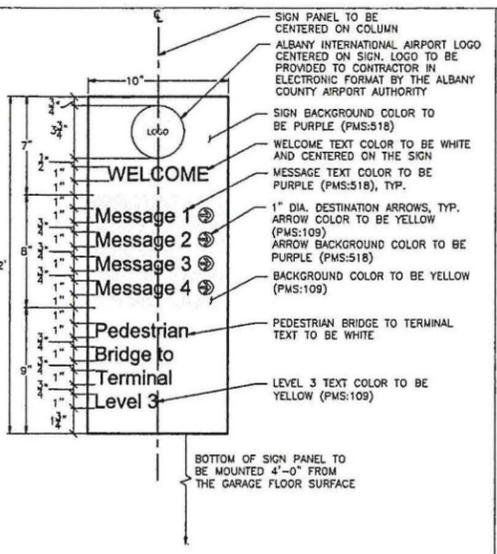


ALBANY INTERNATIONAL AIRPORT PARKING WAYFINDING SIGNAGE

WAYFINDING SIGNAGE PLAN LEVEL 4 PARKING GARAGE		
Designed By	Drawn By	Checked By
LPK	HQH	TL
Issue Date: 03/16/19	Project No: 30034	Scale: AS SHOWN
Drawing No: PB-A-804		

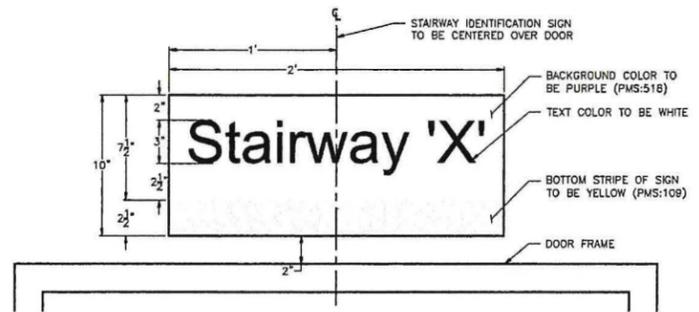
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 User: hqh
 Plot Date: 03/16/19 10:51:04 AM
 Plot Scale: 1/16" = 1'-0"

Item 07 Backup



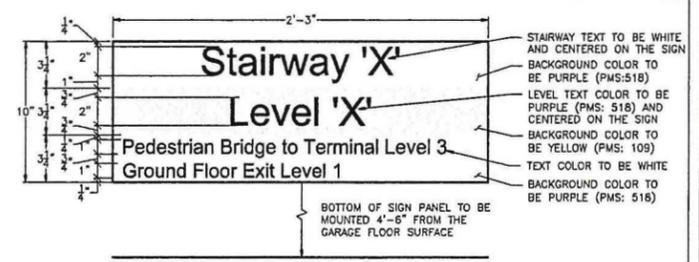
- NOTES:
- CUSTOM HIGH PRESSURE LAMINATE SIGN PANEL, 0.5" THICK
 - FONT TO BE UNIVERSE 65 BOLD
 - ALL TEXT SHALL BE A MINIMUM OF 0.5" FROM SIGN EDGES
 - SEE PEDESTRIAN DIRECTIONAL SIGN AND MESSAGE SCHEDULE ON SHEETS PB-A-01 TO PB-A-006 FOR SIGN MESSAGING
 - REFER TO SHEETS PB-A-801 TO PB-A-806 FOR SIGN LOCATIONS
 - SIGN PANEL TO BE MOUNTED PER MANUFACTURERS RECOMMENDATIONS. MATERIALS AND METHOD OF ATTACHMENT TO BE APPROPRIATE FOR INTERIOR AND EXTERIOR LOCATIONS.
 - SIGN FABRICATOR SHALL PROVIDE SHOP DRAWINGS FOR ALL PEDESTRIAN DIRECTIONAL SIGNS FOR APPROVAL OF THE ARCHITECT INCLUDING SIGN COLORS, MATERIALS, MESSAGING, AND METHOD OF ATTACHMENT PRIOR TO FABRICATION

1 PEDESTRIAN DIRECTIONAL SIGN
SCALE: 1/4" = 1'



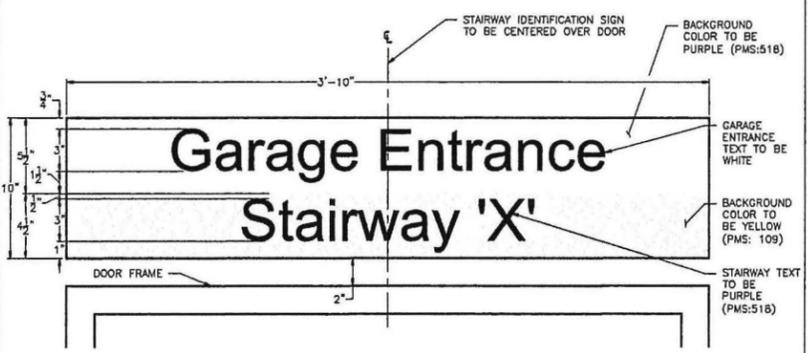
- NOTES:
- CUSTOM HIGH PRESSURE LAMINATE SIGN PANEL, 0.5" THICK
 - FONT TO BE UNIVERSE 65 BOLD
 - TEXT TO BE CENTERED ON THE SIGN
 - STAIRWAY IDENTIFICATION NUMBERS TO PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY PRIOR TO FABRICATION
 - REFER TO SHEETS PB-A-801 TO PB-A-806 FOR SIGN LOCATIONS AND MESSAGING
 - SIGN PANEL TO BE MOUNTED AS PER MANUFACTURERS INSTRUCTIONS. MATERIALS AND METHOD OF ATTACHMENT TO BE APPROPRIATE FOR INTERIOR AND EXTERIOR LOCATIONS.
 - SIGN FABRICATOR SHALL PROVIDE SHOP DRAWINGS FOR ALL STAIRWAY IDENTIFICATION SIGNS FOR APPROVAL OF THE ARCHITECT, INCLUDING SIGN COLORS, MATERIALS, MESSAGING, AND METHOD OF ATTACHMENT PRIOR TO FABRICATION.

2 PEDESTRIAN STAIRWAY IDENTIFICATION SIGNS IN GARAGE
SCALE: 1/4" = 1'



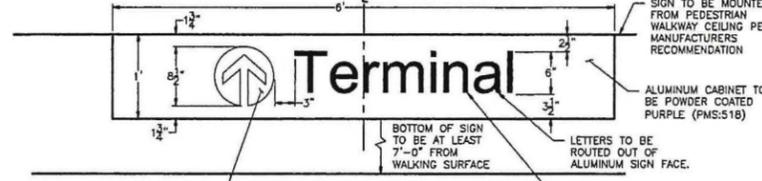
- NOTES:
- CUSTOM HIGH PRESSURE LAMINATE SIGN PANEL, 0.5" THICK
 - FONT TO BE UNIVERSE 65 BOLD
 - ALL TEXT SHALL BE A MINIMUM OF 0.5" FROM SIGN EDGES
 - STAIRWAY IDENTIFICATION NUMBERS TO BE PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY PRIOR TO FABRICATION
 - REFER TO SHEETS PB-A-801 TO PB-A-806 FOR SIGN LOCATIONS AND MESSAGING
 - SIGN PANEL TO BE MOUNTED AS PER MANUFACTURERS RECOMMENDATIONS. MATERIALS AND METHOD OF ATTACHMENT TO BE APPROPRIATE FOR INTERIOR AND EXTERIOR LOCATIONS.
 - SIGN FABRICATOR SHALL PROVIDE SHOP DRAWING FOR ALL STAIRWAY IDENTIFICATION SIGNS FOR APPROVAL OF THE ARCHITECT INCLUDING SIGN COLORS, MATERIALS, MESSAGING, AND METHOD OF ATTACHMENT PRIOR TO FABRICATION.

3 PEDESTRIAN PARKING LEVEL IDENTIFICATION (IN STAIRWAY)
SCALE: 1/4" = 1'



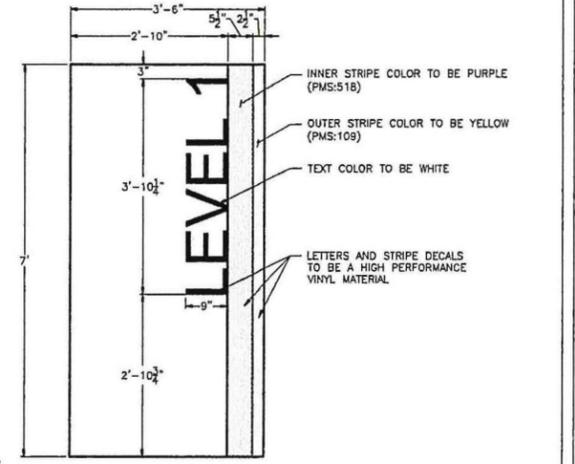
- NOTES:
- CUSTOM HIGH PRESSURE LAMINATE SIGN PANEL, 0.5" THICK
 - FONT TO BE UNIVERSE 65 BOLD
 - TEXT TO BE CENTERED ON THE SIGN
 - STAIRWAY IDENTIFICATION NUMBERS TO PROVIDED BY ALBANY COUNTY AIRPORT AUTHORITY PRIOR TO FABRICATION
 - REFER TO SHEETS PB-A-801 TO PB-A-806 FOR SIGN LOCATIONS
 - 1/2" THICK CUSTOM HIGH PRESSURE LAMINATE SIGN PANEL. SIGN PANEL TO BE MOUNTED AS PER MANUFACTURERS RECOMMENDATIONS. MATERIALS AND METHOD OF ATTACHMENT TO BE APPROPRIATE FOR INTERIOR AND EXTERIOR LOCATIONS.
 - SIGN FABRICATOR SHALL PROVIDE SHOP DRAWINGS FOR ALL STAIRWAY IDENTIFICATION SIGNS FOR APPROVAL OF THE ARCHITECT, INCLUDING SIGN COLORS, MATERIALS, MESSAGING, AND METHOD OF ATTACHMENT PRIOR TO FABRICATION

4 PEDESTRIAN ENTRANCE FROM EXTERIOR ON GROUND LEVEL
SCALE: 1/4" = 1'



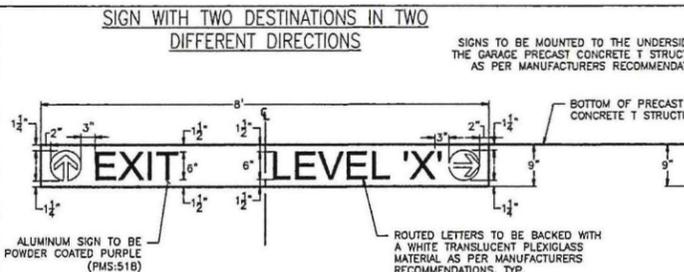
- NOTES:
- ALUMINUM SIGN CABINET ASSEMBLY INTERNALLY LIT WITH LED LIGHTING.
 - FONT TO BE UNIVERSE 65 BOLD
 - DESTINATION ARROW AND TEXT TO BE CENTERED AS A UNIT ON THE SIGN.
 - REFER TO PEDESTRIAN ENTRANCE SIGN AND MESSAGE SCHEDULE ON SHEET PB-A-803 FOR SIGN LOCATIONS AND MESSAGING
 - COLOR OF ALL EXPOSED ALUMINUM SURFACES TO BE POWDER COATED PURPLE (PMS:518)
 - SIGN TO BE ASSEMBLED, MOUNTED, AND INTERNALLY LIT WITH LED LIGHTING AS PER MANUFACTURERS RECOMMENDATIONS.
 - SIGN FABRICATOR SHALL PROVIDE SHOP DRAWINGS FOR ALL INTERNALLY LIT PEDESTRIAN ENTRANCE SIGNS FOR APPROVAL INCLUDING SIGN COLORS, MATERIALS, MESSAGING, METHODS OF ATTACHMENT, AND LED LIGHTING PRIOR TO FABRICATION.

5 PEDESTRIAN ENTRANCE TO TERMINAL/GARAGE FROM PEDESTRIAN BRIDGE
SCALE: 1/4" = 1'



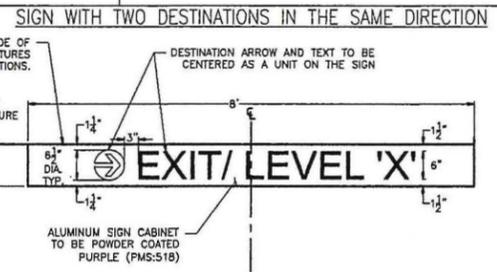
- NOTES:
- HIGH PERFORMANCE VINYL SIGN
 - FONT TO BE UNIVERSE 65 BOLD
 - PARKING LEVEL NUMBER TO CORRESPOND WITH THE PARKING GARAGE LEVEL
 - EACH LEVEL HAS 2 ELEVATORS
 - THERE ARE 5 LEVELS IN THE PARKING GARAGE
 - SIGN TO BE ATTACHED TO ELEVATOR DOOR SURFACE AS PER MANUFACTURERS RECOMMENDATIONS.
 - SIGN FABRICATOR SHALL PROVIDE SHOP DRAWINGS FOR ALL ELEVATOR DOOR GRAPHICS FOR APPROVAL OF THE ARCHITECT INCLUDING SIGN COLORS, ADHESIVE, SIGN MATERIAL, COLORS, AND METHOD OF ATTACHMENT PRIOR TO FABRICATION.

6 PARKING LEVEL IDENTIFICATION SIGN ON ELEVATOR
SCALE: 1" = 1'



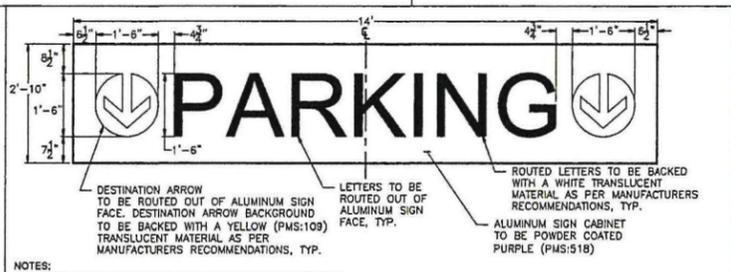
- NOTES:
- ALUMINUM SIGN CABINET ASSEMBLY INTERNALLY LIT WITH LED LIGHTING
 - FONT TO BE UNIVERSE 65 BOLD
 - SYMBOLS AND TEXT SHALL BE A MINIMUM OF 2" FROM THE EDGE OF THE ALUMINUM SIGN CABINET.
 - SYMBOLS AND TEXT SHALL BE SEPARATED BY A GAP OF 3"
 - SIGN TO BE CENTERED OVER DRIVE AISLES
 - REFER TO OVERHEAD VEHICULAR SIGN AND MESSAGE SCHEDULE ON SHEETS PB-A-801 TO PB-A-803 FOR SIGN LOCATIONS AND MESSAGING
 - COLOR OF ALL EXPOSED ALUMINUM SURFACES TO BE POWDER COATED PURPLE (PMS:518)
 - SIGN TO BE ASSEMBLED, MOUNTED, AND INTERNALLY LIT WITH LED LIGHTING AS PER MANUFACTURERS RECOMMENDATIONS.
 - SIGN FABRICATOR SHALL PROVIDE SHOP DRAWINGS FOR ALL INTERNALLY LIT OVERHEAD DIRECTIONAL SIGNS FOR APPROVAL OF THE ARCHITECT INCLUDING SIGN COLORS, MATERIALS, MESSAGING, METHODS OF ATTACHMENT, AND LED LIGHTING COMPONENTS PRIOR TO FABRICATION.

7 OVERHEAD VEHICULAR DIRECTIONAL SIGN
SCALE: 1/4" = 1'



- NOTES:
- ALUMINUM SIGN CABINET ASSEMBLY INTERNALLY LIT WITH LED LIGHTING.
 - FONT TO BE UNIVERSE 65 BOLD AND ALL TEXT TO BE CENTERED ON SIGN
 - REFER TO SOUTH PARKING GARAGE AND PARKING NOTE ON SHEET PB-A-803 FOR SIGN LOCATION
 - COLOR OF ALL EXPOSED ALUMINUM SURFACES TO BE POWDER COATED PURPLE (PMS:518)
 - SIGN TO BE ASSEMBLED, MOUNTED, AND INTERNALLY LIT WITH LED LIGHTING AS PER MANUFACTURERS RECOMMENDATIONS.
 - "PARKING" SIGN TO BE CENTERED OVER THE VEHICULAR ENTRANCE TO THE PARKING GARAGE. "SOUTH PARKING GARAGE SIGN" TO BE LOCATED TO THE LEFT OF THE "PARKING" SIGN. PARKING COUNTER SIGN TO BE LOCATED TO THE RIGHT OF THE "PARKING SIGN". SPACING BETWEEN THE THREE SIGNS SHALL BE EQUIDISTANT. SIGN MANUFACTURER TO PROVIDE SIGN LAYOUT DETAILING SPACING OF SIGNS PRIOR TO FABRICATION.
 - SIGN FABRICATOR SHALL PROVIDE SHOP DRAWINGS FOR GARAGE ENTRANCE SIGNS FOR APPROVAL OF THE ARCHITECT INCLUDING SIGN COLORS, MATERIALS, MESSAGING, METHODS OF ATTACHMENT, AND LED LIGHTING PRIOR TO FABRICATION.

8 VEHICULAR GARAGE ENTRANCE
SCALE: 3/4" = 1'



- NOTES:
- ALUMINUM SIGN PANEL WITH REFLECTIVE SHEETING.
 - FONT TO BE UNIVERSE 65 BOLD
 - MOUNTED ON FACE OF CONCRETE COLUMNS ORIENTED TOWARDS VEHICULAR DRIVE AISLES AS PER MANUFACTURERS RECOMMENDATIONS.
 - REFER TO VEHICULAR PARKING LEVEL IDENTIFICATION SCHEDULE ON SHEETS PB-A-801 TO PB-A-806 FOR SIGN LOCATION AND MESSAGING
 - SIGN PANEL TO BE AN ALUMINUM PANEL WITH REFLECTIVE SHEETING.
 - SIGN FABRICATOR SHALL PROVIDE SHOP DRAWINGS FOR ALL VEHICULAR PARKING LEVEL IDENTIFICATION SIGNS FOR APPROVAL OF THE ARCHITECT INCLUDING SIGN COLORS, MATERIALS, AND METHOD OF ATTACHMENT PRIOR TO FABRICATION

9 VEHICULAR PARKING LEVEL IDENTIFICATION
SCALE: 1/4" = 1'



ALBANY INTERNATIONAL AIRPORT PARKING WAYFINDING SIGNAGE

WAYFINDING SIGNAGE DETAILS

Designed By	Drawn By	Checked By
LPK	MDH	TL
Issue Date:	Project No:	Scale:
03/15/18	35034	AS SHOWN

PB-A-807



INFORMATION BULLETIN

Project: Terminal Amenities – Wayfinding 991-W

Owner: Albany County Airport Authority – Albany International Airport

C&S Project No: Q23.005.001 IB No.: 991-W-IB-10

Description:

Parking Garage – Elevator Decals

Information:

CLARIFICATION:
Refer to attached drawings A-801 through A-805 for layout and requirements for elevator decals as previously discussed.

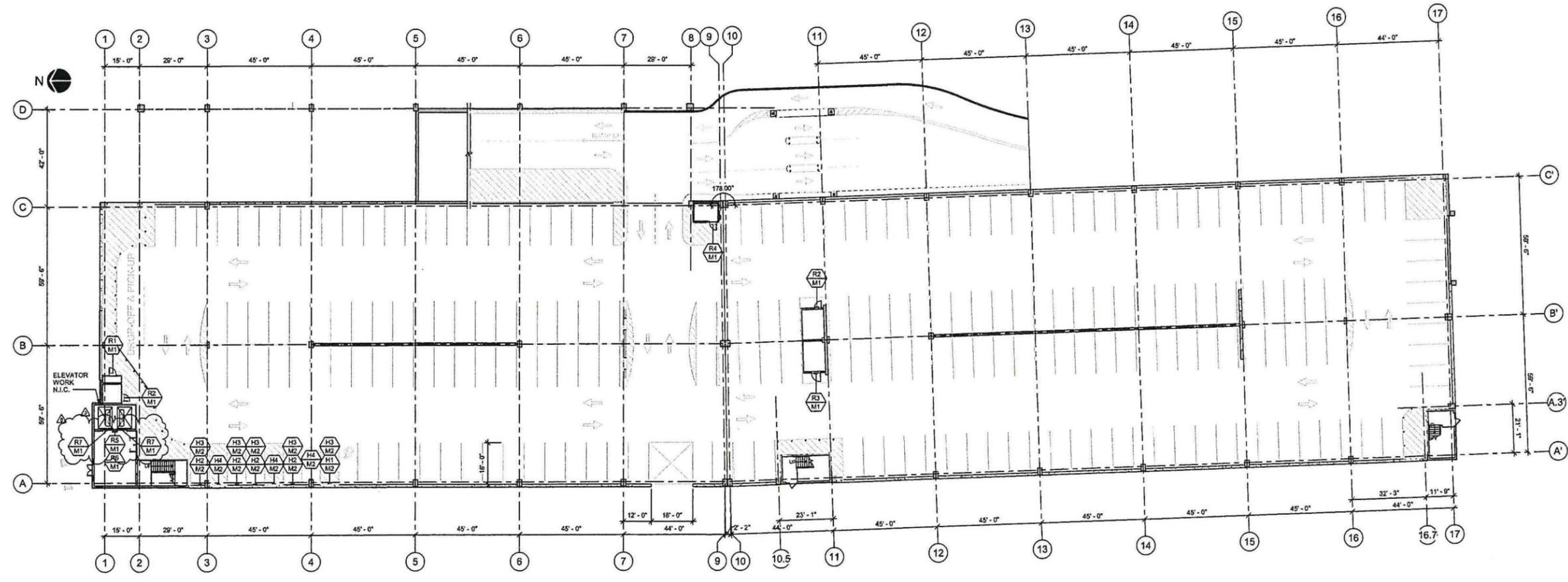
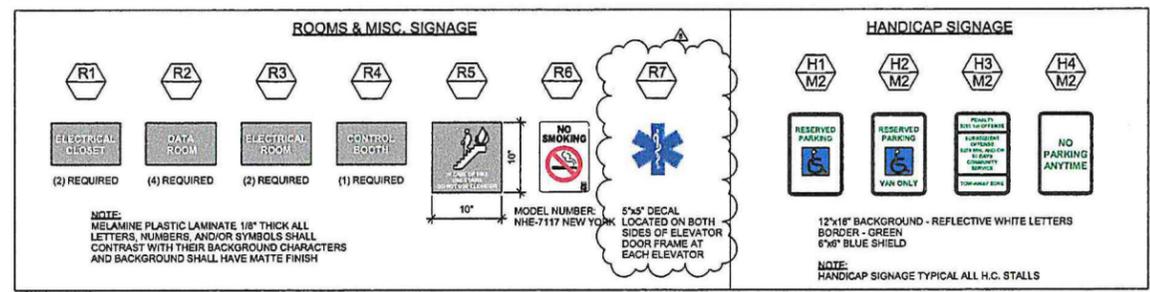
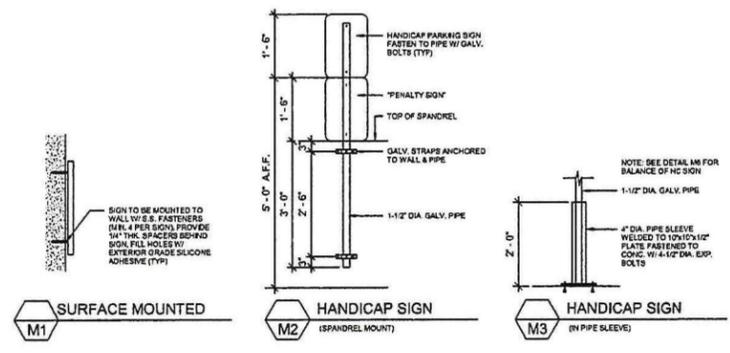
IB Status:

CLARIFICATION: This contractor shall carry out the Work in accordance with the following supplemental instructions without change in Contract Sum or Contract Time. Proceeding with the Work in accordance with these instructions indicates your acknowledgment that there will be no change in the Contract Sum or Contract Time.

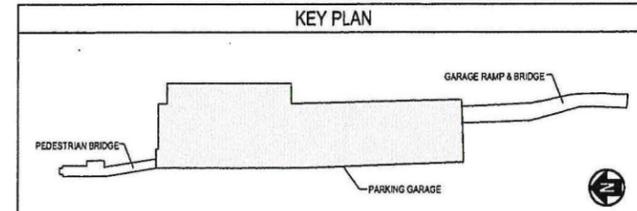
FOR PRICING: The Owner requests an itemized proposal for changes to the Contract Sum and Contract Time for proposed modifications to the Contract Documents described herein. The Contractor shall submit this proposal with Five (5) days or notify the Architect in writing of the anticipated date of submission. **This is not a Change Order, a Construction Change Directive, or a direction to proceed with the work described in the proposed modifications.**

Comments:

*Item 08
Backup*



1 GRADE LEVEL SIGNAGE PLAN
SCALE: 1/16" = 1'-0"



ALBANY INTERNATIONAL AIRPORT PARKING GARAGE GENERAL CONSTRUCTION

No.	Issue/Revision	Date	By
-----	----------------	------	----

1	PRELIMINARY	10/18/19
2	REVISIONS FOR NOI	3/19/20
3	REVISIONS FOR RFP	11/19/20

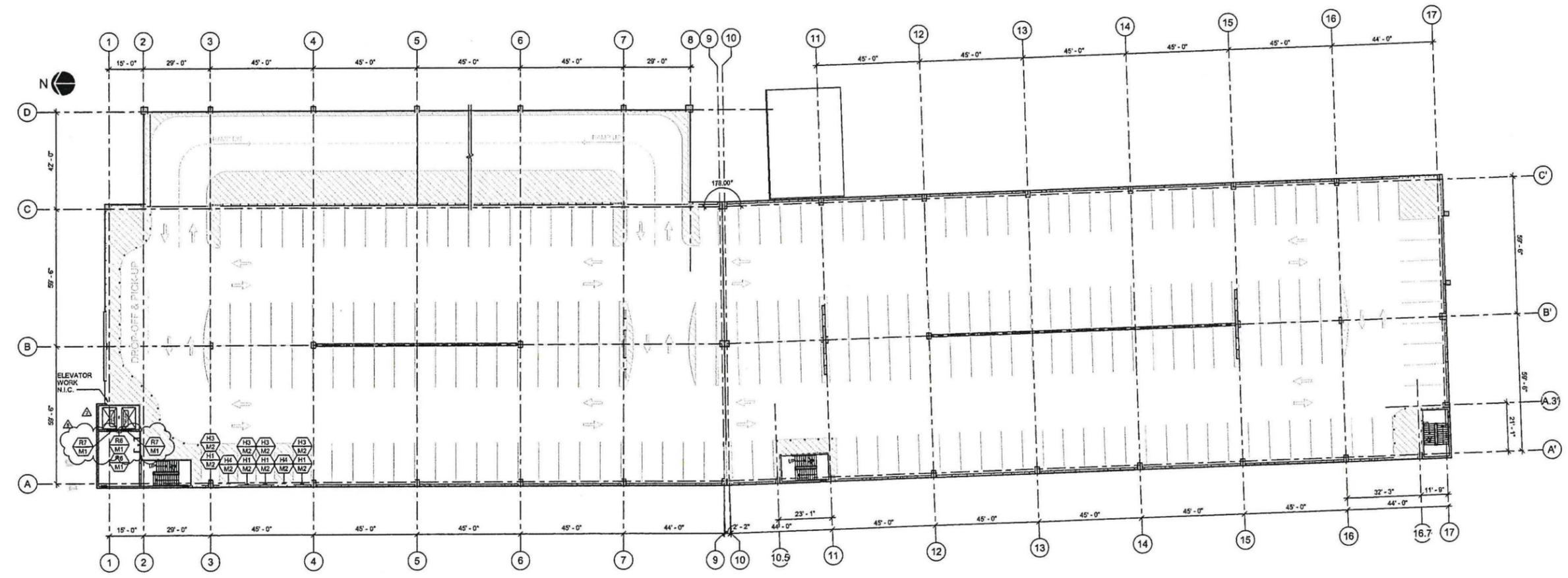
GRADE LEVEL SIGNAGE PLAN & DETAILS

Designed By: T.T. Drawn By: J.S. Checked By: R.W.
Issue Date: 01/19/19 Project No: 20022 Scale: AS SHOWN

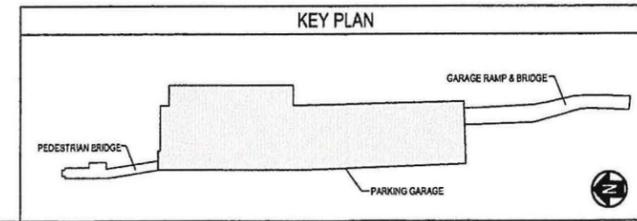
Drawing No: **A-801**

C:\Users\jstevens\Documents\Albany Airport\19_01\190101.dwg
 01/19/19 10:10:28 AM
 JSTEVENS

Item 08
Backup



1 LEVEL 2 SIGNAGE PLAN
SCALE: 1/16" = 1'-0"



ALBANY INTERNATIONAL
AIRPORT PARKING
GARAGE GENERAL
CONSTRUCTION

No.	Revised/Revision	Date	By
1	ISSUED FOR REVIEW	11/19/19	J.T.
2	ISSUED FOR PERMITS	12/10/19	J.T.
3	ISSUED FOR BIDDING	1/15/20	J.T.

LEVEL 2 SIGNAGE PLAN

Designed By: J.T.
Drawn By: J.B.
Scale: AS SHOWN

Drawing No:
A-802

General Note: Update this set with all changes.
 Date: 11/15/19
 C:\Users\jtd\Documents\Albany Airport PD\201904

Item 08
Backup

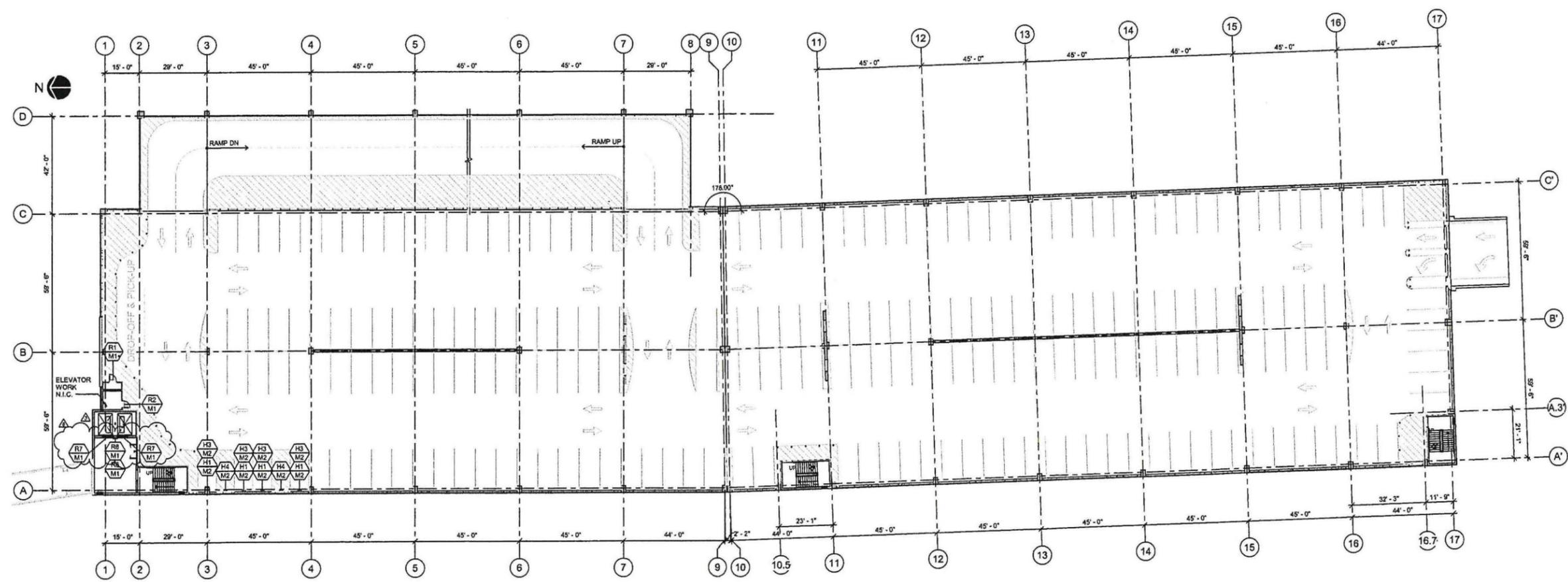




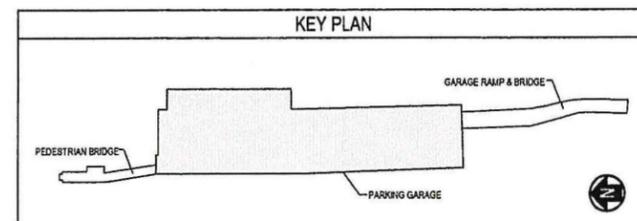




 ALBANY COUNTY
 AIRPORT
 AUTHORITY



1 LEVEL 3 SIGNAGE PLAN
SCALE: 1/16" = 1'-0"



ALBANY INTERNATIONAL
AIRPORT PARKING
GARAGE-GENERAL
CONSTRUCTION

1. PLAN PREPARED BY	J.S.	05/19
2. REVISIONS FOR	J.S.	05/19
3. REVISIONS FOR	J.S.	05/19

LEVEL 3 SIGNAGE PLAN

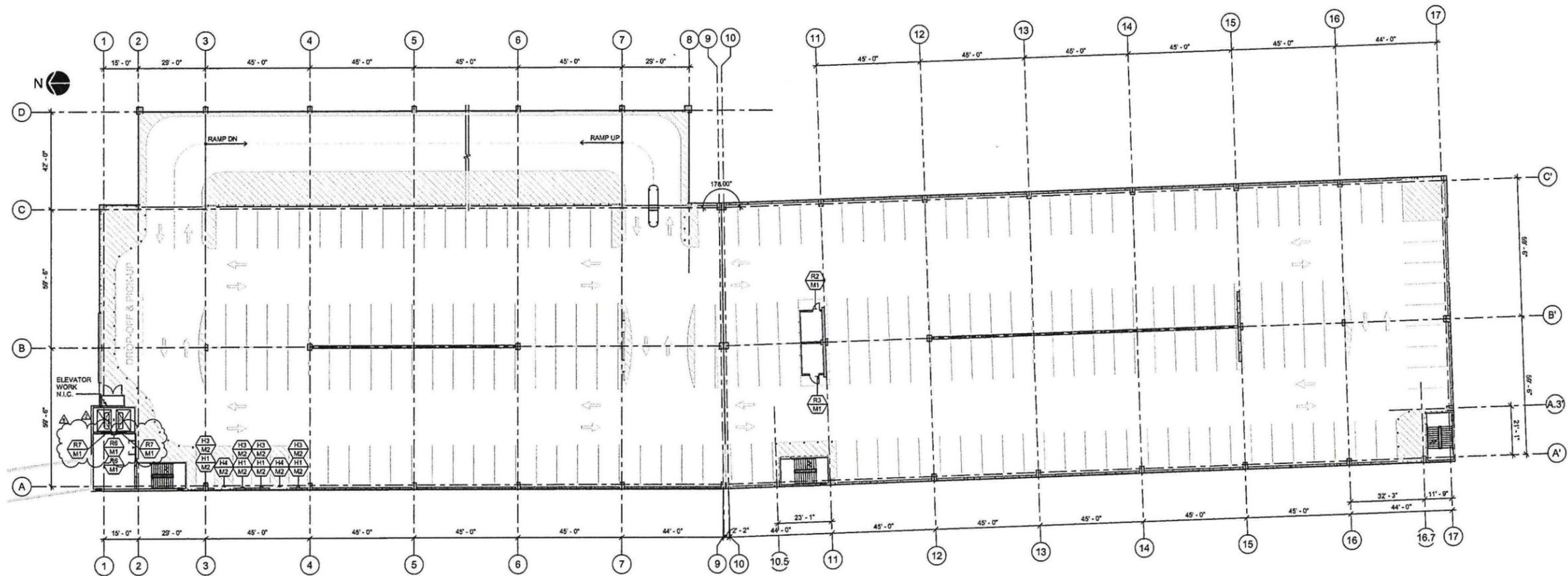
Designed By	Drawn By	Checked By
J.S.	J.S.	J.S.
Issue Date	Project No.	Scale
2/15/19	50512	AS SHOWN

Drawing No:
A-803

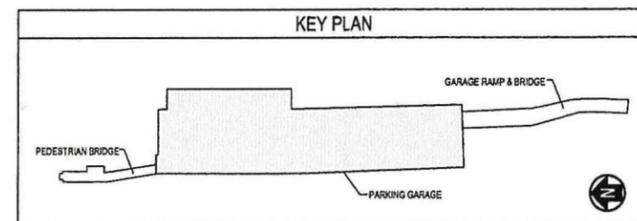
C:\Users\jcs\Documents\Albany Airport\10_0001.dwg
 01/20/19 11:23:07 AM
 JCS

Item 08
Backup

CHA
DESIGN MANAGEMENT
BERGMANN
ALBANY INTERNATIONAL AIRPORT
ALBANY COUNTY AIRPORT AUTHORITY



1 LEVEL 4 SIGNAGE PLAN
SCALE 1/16" = 1'-0"



ALBANY INTERNATIONAL AIRPORT PARKING GARAGE GENERAL CONSTRUCTION

ALBANY INTERNATIONAL AIRPORT PARKING GARAGE GENERAL CONSTRUCTION

No. 1/16" = 1'-0"

LEVEL 4 SIGNAGE PLAN

Designed By: T.T.
Drawn By: J.B.
Checked By: R.W.
Issue Date: 2/15/18
Project No: 30334
Scale: AS SHOWN

Drawing No: A-804

C:\Users\jordan\Documents\Albany Airport PD_18mzr\4
 2/15/2018 11:02:59 AM
 2/15/2018 11:02:59 AM
 2/15/2018 11:02:59 AM

Item 08
Backup



ALBANY INTERNATIONAL
AIRPORT PARKING
GARAGE GENERAL
CONSTRUCTION

ALBANY INTERNATIONAL
AIRPORT PARKING
GARAGE GENERAL
CONSTRUCTION

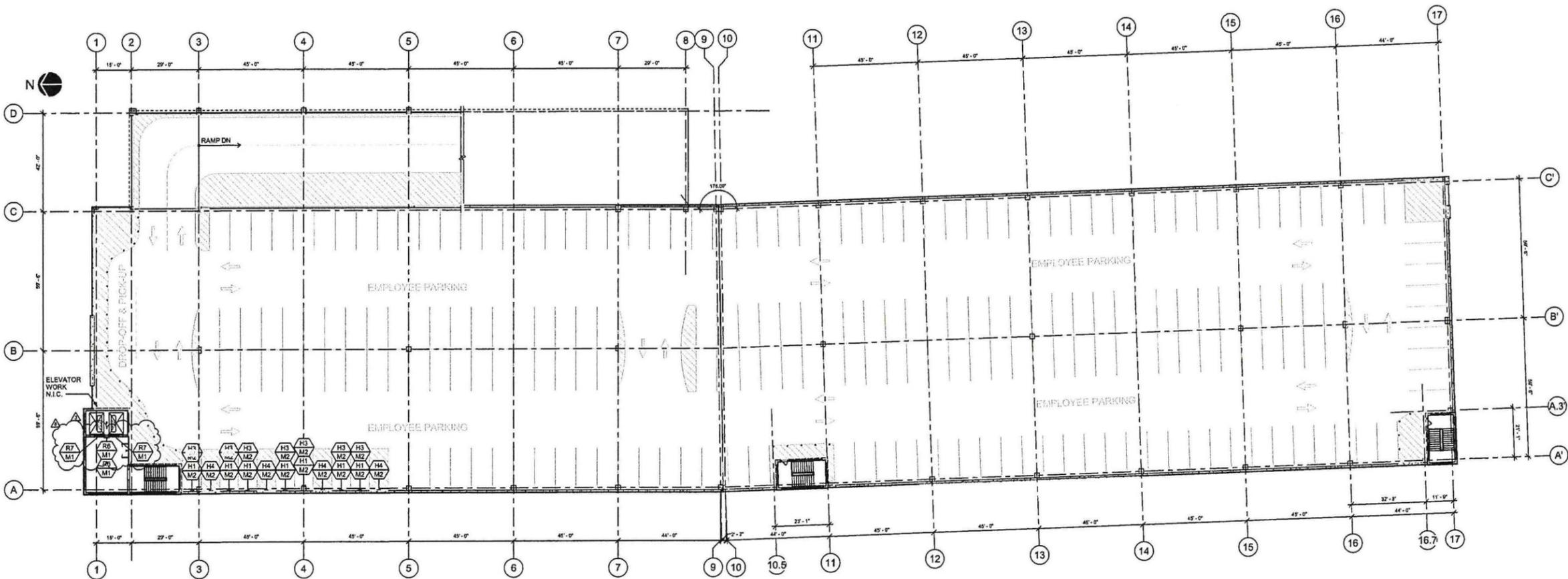
No. 10/16/19

1 PRELIMINARY - 1/2019
2 REVISION FOR BID - 3/2019
3 REVISION FOR P - 1/2020

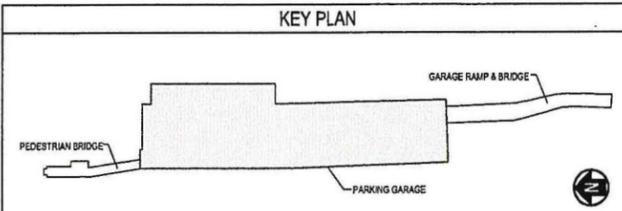
LEVEL 5 SIGNAGE PLAN

Designed By: T.T. Drawn By: J.S. Checked By: R.W.
Issue Date: 2/15/19 Project No: 20022 Scale: AS SHOWN

Drawing No: **A-805**



1 LEVEL 5 SIGNAGE PLAN
SCALE: 1/16" = 1'-0"



C:\Users\jg\Documents\Albany Airport\PS\Jan19.rvt
 01/15/19 10:51:11 AM
 01/15/19 10:51:11 AM
 01/15/19 10:51:11 AM

SUBCONTRACTOR REQUEST FOR CHANGE ORDER # 1-Item 8 (Cost Variance Only)

989-Parking Garage -R-7

ALBANY COUNTY AIRPORT AUTHORITY
ALBANY, NY 12211
Project 991-W

SUBCONTRACTOR ADDRESS	COLOR-AD INC 7288 GARY ROAD MANASSAS, VA 20109	DATE 27-Jan-20
TELEPHONE	703-631-9100	Sub Contract # CONTRACT #991-W
E-MAIL	SKRAO@COLOR-AD.COM	

Title of Change Order: R-7-Item 1 CHANGE ORDER 1- ITEM - R-7-Item 8-Digital Printed Vinyl

Scope of Work:
Digital Print On White Vinyl -Added Qty-10 pcs Bulletin 10

SUMMARY OF PROPOSAL

Field LABOR	Hourly Rate	Hours	Extended Cost
Clean surface-peel and apply graphics	\$ 60.00	2.00	\$ 120.00
		-	\$ -
		-	\$ -
LABOR SUBTOTAL			\$ 120.00
MATERIAL	Unit Price	Qty	Extended Cost
			\$ -
Aluminum Sheet - 1/8" x 8' x4' (back)	-	-	\$ -
Digital Print Cartridge Consumption	3.00	10.00	\$ 30.00
1/8" White Translucent Acrylic - 8' x 4'	-	-	\$ -
Primer	-	-	\$ -
Paint - Purple	-	-	\$ -
White vinyl	1.25	10.00	\$ 12.50
Aluminum Sheet - 1/8" x 8' x4' (Led Tray)	-	-	\$ -
Luxflex LED's	-	-	\$ -
Power Source	-	-	\$ -
Accessories (Application Tape-pack-protect)	0.90	10.00	\$ 9.00
			\$ -
			\$ -
Shop Labor including handling (Metal fabrication Graphics- Lamination- 96 hours-Prime and Paint- 48 Hours-CNC Router (Faces) 16 Hours- Vinyl application - 24 hours,Assembly-Load- Protect-	\$ 60.00	1.00	\$ 60.00
			\$ 111.50
EQUIPMENT	Hourly Rate	Hours	Extended Cost
Laminating Machine, Graphic cutting CNC	\$ 60.00	0.75	\$ 45.00
	\$ -	-	\$ -
	\$ -	-	\$ -
EQUIPMENT SUBTOTAL			\$ 45.00
MISC OTHER COSTS (ie: freight, taxes, etc.)	Unit Price	Qty	Extended Cost
Estimated Taxes 7.25% on Total Product (except field labor)			\$ -
			\$ -
			\$ -
MISC SUBTOTAL			\$ -
PROFIT			Extended Cost
Subcontractor Overhead & Profit		15.00%	\$ 23.48
GRAND TOTAL product cost no install labor applicable			\$ 299.98
			\$ 30.00

** Bond Costs are not included in this pricing

each

SUBCONTRACTOR REQUEST FOR CHANGE ORDER # 1-Item 9 (Cost Variance Only)

989-Parking Garage Added South Parking Garage Cabinet Over the Monument Sign

ALBANY COUNTY AIRPORT AUTHORITY
ALBANY, NY 12211
Project 991-W

SUBCONTRACTOR
ADDRESS

COLOR-AD INC DATE _____
7200 GARY ROAD
MANASSAS, VA 20109 989-Garage Signage-991W
703-631-9100 Sub Contract #
SKRAC@COLOR-AD.COM

TELEPHONE
E-MAIL

Title of Change Order:

CHANGE ORDER ITEM - Added South Parking Garage Cabinet Over the Monument Sign-Item 9

Scope of Work:

Manufacture and Assembly of Single Sided Interbally Illuminated Sign with Routed Faces and Backed acrylic internally illuminated with Luxflex LED sheeting. This Sign will be attached to the monument sign an

SUMMARY OF PROPOSAL

Field LABOR	Hourly Rate	Hours	Extended Cost
	\$ 60.00	5.00	\$ 300.00
		-	\$ -
		-	\$ -
LABOR SUBTOTAL			\$ 300.00

MATERIAL	Unit Price	Qty	Extended Cost
			\$ -
Aluminum Sheet - 1/8" x 8' x4' (back)	192.50	1.00	\$ 192.50
Aluminum Tube section - 2" x 2" x 3/16" - 24'	52.50	1.00	\$ 52.50
1/8" White Translucent Acrylic - 8' x 4'	85.00	1.00	\$ 85.00
Primer	0.94	10.00	\$ 9.38
Paint - Purple	1.56	10.00	\$ 15.63
3M Transluscnt vinyl	2.63	10.00	\$ 26.25
Aluminum Sheet - 1/8" x 8' x4' (Led Tray)	192.50	2.00	\$ 385.00
Bitro LEDs	1.56	200.00	\$ 312.50
Power Source	31.25	-	\$ -
gerber mask	1.00	100.00	\$ 100.00
Accessories (Sand paper, packing material, cutting tools, blades)	18.00	19.00	\$ 342.00
			\$ -
			\$ -
Shop Labor including handling (Metal fabrication Graphics-Lamination- 96 hours-Prime and Paint- 48 Hours-CNC Router (Faces) 16 Hours- Vinyl application - 24 hours,Assembly-Load-Protect-	\$ 60.00	5.00	\$ 300.00
			\$ 1,820.75

EQUIPMENT	Hourly Rate	Hours	Extended Cost
Laminating Machine, Graphic cutting CNC	\$ 60.00	2.00	\$ 120.00
	\$ -	-	\$ -
	\$ -	-	\$ -
EQUIPMENT SUBTOTAL			\$ 120.00

MISC OTHER COSTS (ie: freight, taxes, etc.)	Unit Price	Qty	Extended Cost
Estimated Taxes 7.25% on Total Product (except field labor)			\$ -
			\$ -
			\$ -
MISC SUBTOTAL			\$ -

PROFIT	Extended Cost
Subcontractor Overhead & Profit	15.00% \$ 291.11

GRAND TOTAL product cost no install labor applicable **\$ 2,531.86**

** Bond Costs are no included in this pricing



INFORMATION BULLETIN No. 24R

Project Name: ALBANY COUNTY AIRPORT AUTHORITY No.: IB24R-S-01
989-GCR Contract – GENERAL CONSTRUCTION RESUBMIT

Date: 11-11-19

Description:

Monument Sign #2 – Relocation, Revision to Sign and Foundation Design

Information:

This IB provides information to both Color Ad and LeChase, as each are under separate contracts with ACAA.

Color Ad:
MONUMENT SIGN #2 – Revise signage to add “South Garage Parking” on Monument Sign #2. The sign text size shall remain the same, the size of the sign should increase to accommodate the extra text. See attached marked-up “Color Ad” drawing PG 1.12.

LeChase:
Relocate Monument Sign #2 as indicated on attached marked up C-302 and provide foundation for Monument Sign #2, as highlighted on attached PB-S-501. Sign to be provided by others.

Color Ad & LeChase:
Electrical: See attached E-003 electrical sketch at Monument Sign #2 location to provide power and data. Coordinate with Amano-McGann and ATI.

IB Status:

CLARIFICATION - This serves as a clarification to the Contract Documents. Contractor to proceed with this work. No Cost and/or Schedule Impact.

FOR PRICING - Contractor to proceed with this work only after receiving written direction to proceed.

NOTICE TO CONTRACTOR: Unless this is a Clarification, Price Quotations are required within 5 days of this notice, and MUST include Labor, Material and Equipment breakdown as required.

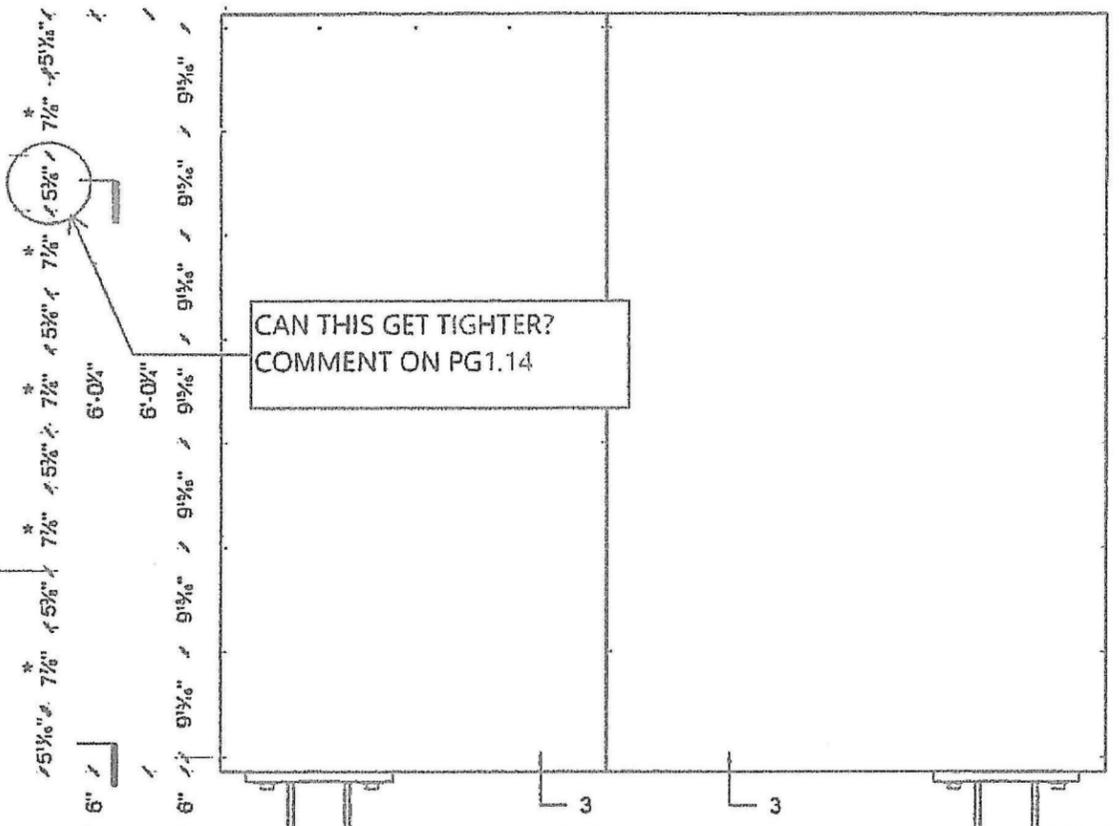
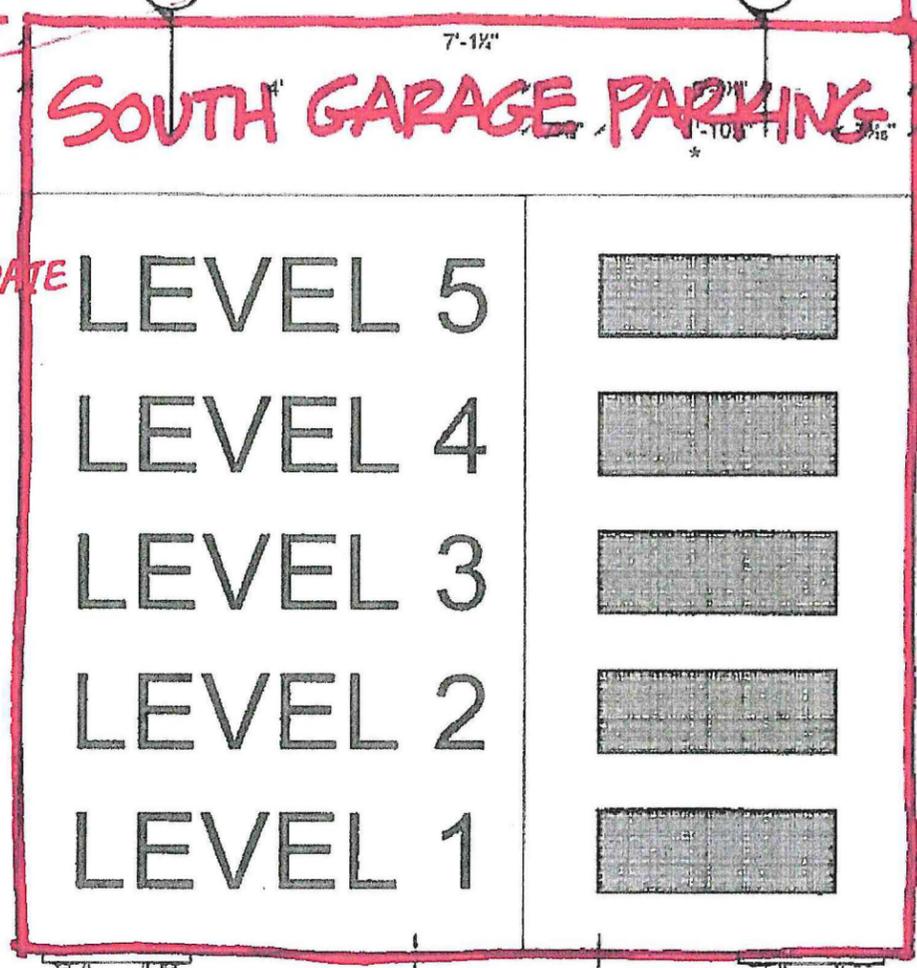
Comments:

Color Ad to provide Anchor Bolts, Baseplate and Stub Column

Generated By: Amy Signor, Cody Messier, Bergmann; Rich LaRose, CHA

Color-Ad Need Clarification on this added scope of Work Pertaining to intended mounting method quantity of signs Final shop drawings will have to be developed based on change order approval

THE SIZE OF THE SIGN SHOULD INCREASE TO ACCOMMODATE THE EXTRA TEXT



CAN THIS GET TIGHTER? COMMENT ON PG1.14

1 ELEVATION SCALE: 8"=1'

2 REAR VIEW SCALE: 8"=1'

MONUMENT SIGN #2

PLEASE CHECK THE PHYSICAL DIMENSIONS OF PARKING ASSIST BEFORE MAKING ANY CUTOUT WORK ON FACE PANEL

MATERIAL:-

1. 1/8" ALUMINUM FACE PROFILE, PAINTED MP 99223 R187862 N MATTE V1.0 PURPLE, WITH ROUTED TEXT AND GRAPHICS AND BACKED WITH 1/8" THICK TRANSLUCENT ACRYLIC
2. 1/8" ALUMINUM FACE PANEL WITH CUT OUT FOR PARK ASSIST COUNT, PAINTED MP 99223 R187862 N MATTE V1 0 PURPLE
3. 3/8" THICK ALUMINUM REAR FACE REMOVABLE PANEL, PAINTED MP 99223 R187862 N MATTE V1 0 PURPLE
4. RHS 8"x2"x1/2" ALUMINUM TUBE FRAME, PAINTED MP 99223 R187862 N MATTE V1 0 PURPLE
5. SHS 6"x6"x1/2" ALUMINUM STUB PAINTED MP 99223 R 187862 N MATTE V1 0 PURPLE
6. 14"x8"x 1" THICK PLATE WELDED TO ALUMINUM STUB ALUMINUM ANGLE PAINTED MP 99223 R 187862 N MATTE V1 0 PURPLE
7. SN-200-4-SS-210 PARK ASSIST INSERT FOR DATA REFER PG 1 12C
8. #10 PAN HEAD SCREW PAINTED MP 99223 R187862 N MATTE V1 0 PURPLE

ONE OF THESE S GNS SEE SITE PLAN MARK UP

Date	09-04-2019
Client	ALBANY AIRPORT AUTHORITY
Job Name & Location	ALBANY COUNTY AIRPORT AUTHORITY PARKING GARAGE ALBANY INTERNATIONAL AIRPORT ALBANY, NEW YORK 12110
Drawing Description	Sign Type: MONUMENT SIGN WITH INTEGRATED PARK ASSIST Elevation & Rear View
Drawn	AMM
Scale	As Noted
Sheet no.	1 of 1
File Location	
Revision	Date

color-ad
SIGNS AND EXHIBITS
www.color-ad.com

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APPROVED FOR PRODUCTION

SIGNATURE

Project No: 53374 Area No: PARKING GARAGE

Design Drawing Referenced: PB-A-808

PG 1.12

SUBCONTRACTOR REQUEST FOR CHANGE ORDER # 1 -Item 10 (Cost Variance Only)
 989-Parking Garage -South Garage Entrance=Enclosure-Back Panel-Item-10

ALBANY COUNTY AIRPORT AUTHORITY
 ALBANY, NY 12211

SUBCONTRACTOR ADDRESS TELEPHONE E-MAIL	COLOR-AD INC 7200 GARY ROAD MANASSAS, VA 20109 703-631-9100 SKRAC@COLOR-AD.COM	DATE 27-Jan-20 991-W-989 PG Sub Contract # CONTRACT #991-W
--	--	--

Title of Change Order: CHANGE ORDER 1 South Garage Entrance=Enclosure-Back Panel-Item-10

Scope of Work:
 Vehicular Building Entrance Sign Enclosure and Size variation Cost only
 Qty:1

SUMMARY OF PROPOSAL

Field LABOR	<u>Hourly Rate</u>	<u>Hours</u>	<u>Extended Cost</u>
Labor	\$ 45.00	8.00	\$ 360.00
Installation - 4 People x 16 hrs (Average Estimated)	\$ 60.00	64.00	\$ 3,840.00
		-	\$ -
LABOR SUBTOTAL			\$ 4,200.00
MATERIAL	<u>Unit Price</u>	<u>Qty</u>	<u>Extended Cost</u>
Aluminum Sheet - 1/8" x 8' x4' (back)	192.50	8.00	\$ 1,540.00
Aluminum Tube section - 2" x 2" x 3/16" - 24'	52.50	10.00	\$ 525.00
Internal Structure-Hardware	12.00	180.00	\$ 2,160.00
Primer	0.94	450.00	\$ 421.88
Paint - Purple	1.56	450.00	\$ 703.13
			\$ -
			\$ -
			\$ -
gerber mask	1.00	447.00	\$ 447.00
Accessories (San paper, packing material, cutting tools, blades)	100.00	1.00	\$ 100.00
			\$ -
			\$ -
Shop Labor Including handling (Metal fabrication -60 hours-Prime and Paint- 20 Hours-CNC Router (Faces) 16 Hours loading	\$ 60.00	100.00	\$ 6,000.00
	\$ 60.00	9.00	\$ 540.00
			<u>\$ 12,437.00</u>
Engineering			\$ 1,000.00
Prototype-Prototype			\$ 2,500.00
EQUIPMENT	<u>Hourly Rate</u>	<u>Hours</u>	<u>Extended Cost</u>
Laminating Machine, Graphic cutting CNC	\$ 60.00	18.00	\$ 1,080.00
Installation Equipment	\$ -	-	\$ 2,500.00
	\$ -	-	\$ -
EQUIPMENT SUBTOTAL			\$ 3,580.00
MISC OTHER COSTS (ie: freight, taxes, etc.)	<u>Unit Price</u>	<u>Qty</u>	<u>Extended Cost</u>
Estimated Taxes 7.25% on Total Product (except field labor)			\$ -
shipping=Prototype-Full Sign	\$ 2,850.00	1.00	\$ 2,850.00
			\$ -
MISC SUBTOTAL			\$ 2,850.00
PROFIT			<u>Extended Cost</u>
Subcontractor Overhead & Profit		15.00%	\$ 2,830.05
GRAND TOTAL product cost no install labor applicable			\$ 29,397.05

** Bond Costs are not included in this pricing

Date: 09-09-2019

Client :
ALBANY AIRPORT AUTHORITY

Job Name & Location:
ALBANY COUNTY AIRPORT AUTHORITY
PARKING GARAGE
ALBANY INTERNATIONAL AIRPORT
ALBANY, NEW YORK 12110

Drawing Description:
Sign Type: WALL MOUNT SIGN WITH INTEGRATED
PARK ASSIST INSERT
Side & Section Views

Drawn: AMN Scale: As Noted
(Sheet size - 11 x 17)

File Location:

Revision	Date:
01	Rvised As Marked 09-21-2019
-	
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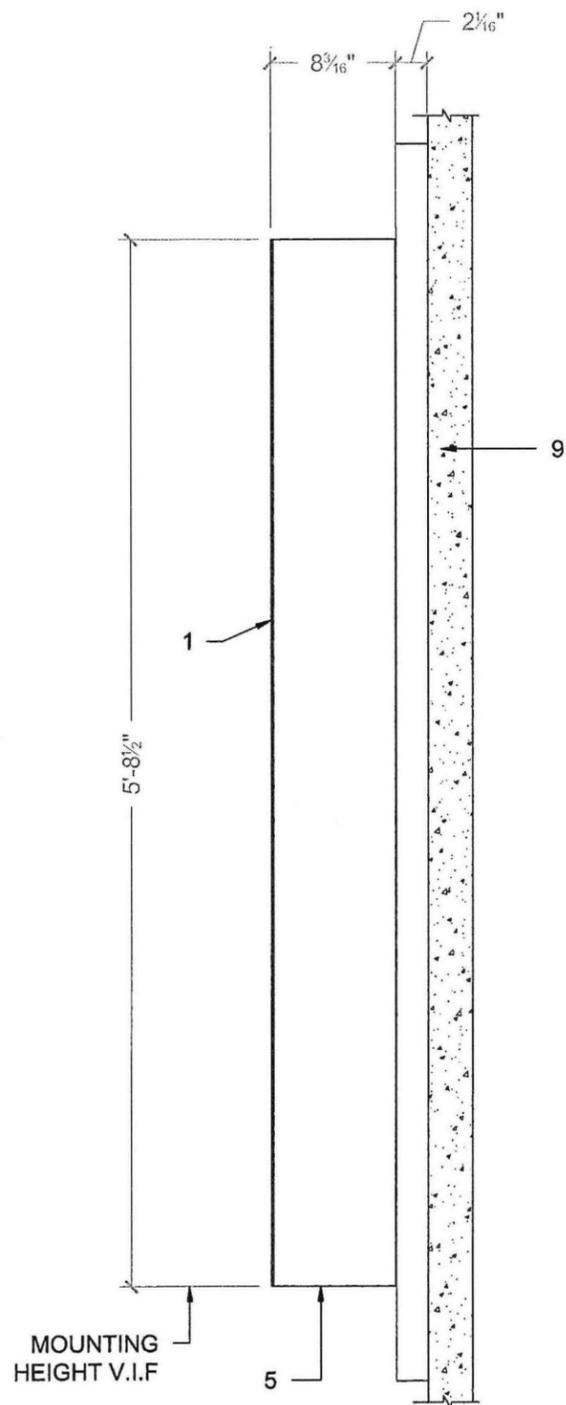
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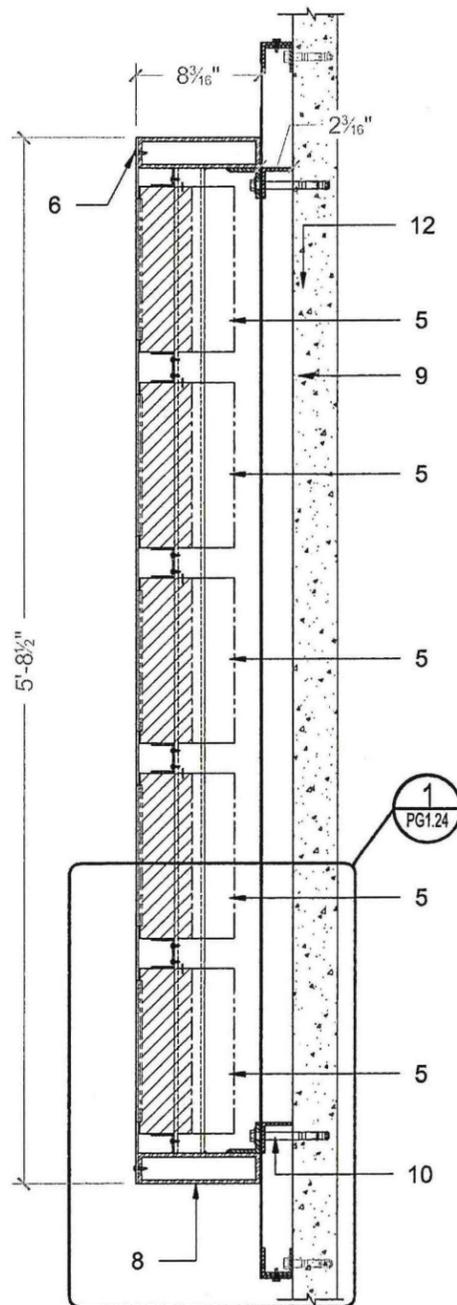
Project No. 53374 Area No. PARKIG GARAGE

Design Drawing Referenced PB-A-808

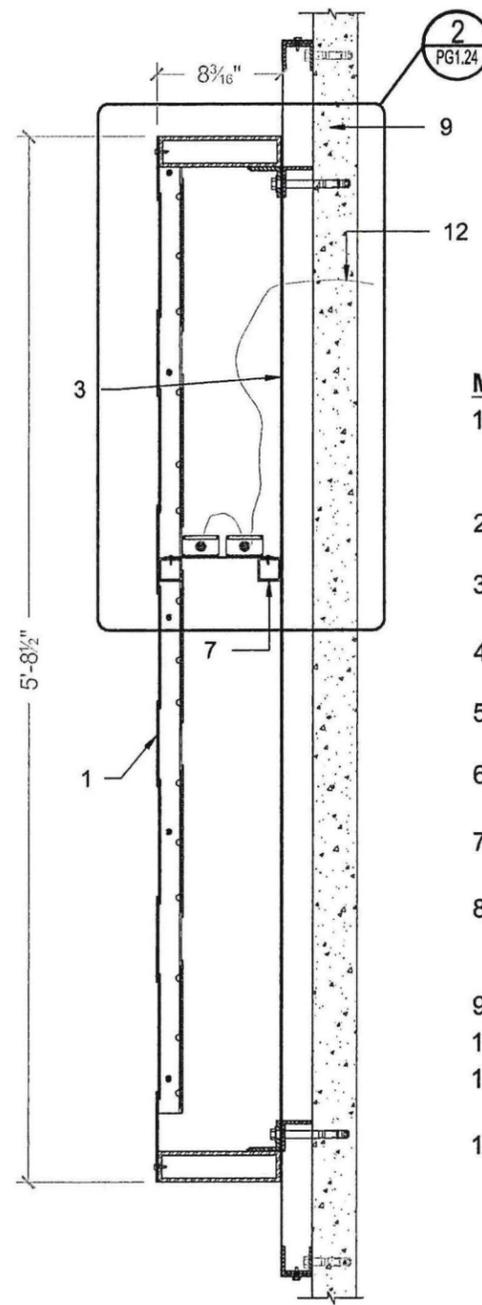
PG 1.23



1 SIDE VIEW
SCALE: 1"=1'



2 SECTION-A
SCALE: 1"=1'



3 SECTION-B
SCALE: 1"=1'

MATERIAL:-

- 1/8" ALUMINUM FACE PROFILE , PAINTED MP 99223 R187862 N MATTE V1.0 PURPLE, WITH ROUTED TEXT AND GRAPHICS AND BACKED WITH 1/8" THICK TRANSLUCENT ACRYLIC.
- 1/8" ALUMINUM FACE PANEL WITH CUT OUT FOR PARK ASSIST COUNT, PAINTED MP 99223 R187862 N MATTE V1.0 PURPLE
- 0.063" THICK ALUMINUM BACKER CHEMICALLY WELDED TO CHANNEL PAINTED MP 99223 R187862 N MATTE V1.0 PURPLE
- RHS 8"x2"x1/4" ALUMINUM TUBE FRAME, PAINTED MP 99223 R187862 N MATTE V1.0 PURPLE
- SN-200-4-SS-210 PARK ASSIST INSERT FOR DATA REFER PG 1.14A & 1.14B
- #10 PANHEAD SCREW PAINTED MP 99223 R187862 N MATTE V1.0 PURPLE
- SHS 1-1/2" x 0.125" ALUMINUM TUBE WELDED RHS 8"x2"x1/8" ALUMINUM FRAME
- SHS 2" x 1/4" ALUMINUM TUBE VERTICAL WELDED RHS 8"x2"x1/8" ALUMINUM FRAME TO SUPPORT PARK ASSIST INSERT
- EXISTING PRECAST WALL
- Ø1/2"x 5" WEDGE ANCHOR (POWER BOLT)
- 2"x2"x1/4" ALUMINUM ANGLE WELDED TO RHS 8"x2"x1/4" FRAME WITH HOLE FOR Ø1/2" WEDGE ANCHOR
- ELECTRICAL SUPPLY BY OTHERS

Date: 09-09-2019

Client:
ALBANY AIRPORT AUTHORITY

Job Name & Location:
ALBANY COUNTY AIRPORT AUTHORITY
PARKING GARAGE
ALBANY INTERNATIONAL AIRPORT
ALBANY, NEW YORK 12110

Drawing Description:
Sign Type: WALL MOUNT SIGN WITH INTEGRATED
PARK ASSIST INSERT
Side & Section Views

Drawn: AMN Scale: As Noted
(Sheet size - 11 x 17)

File Location:

Revision	Date:
01 Rvised As Marked	09-21-2019
-	
-	
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SIGNATURE:

Project No.
53374

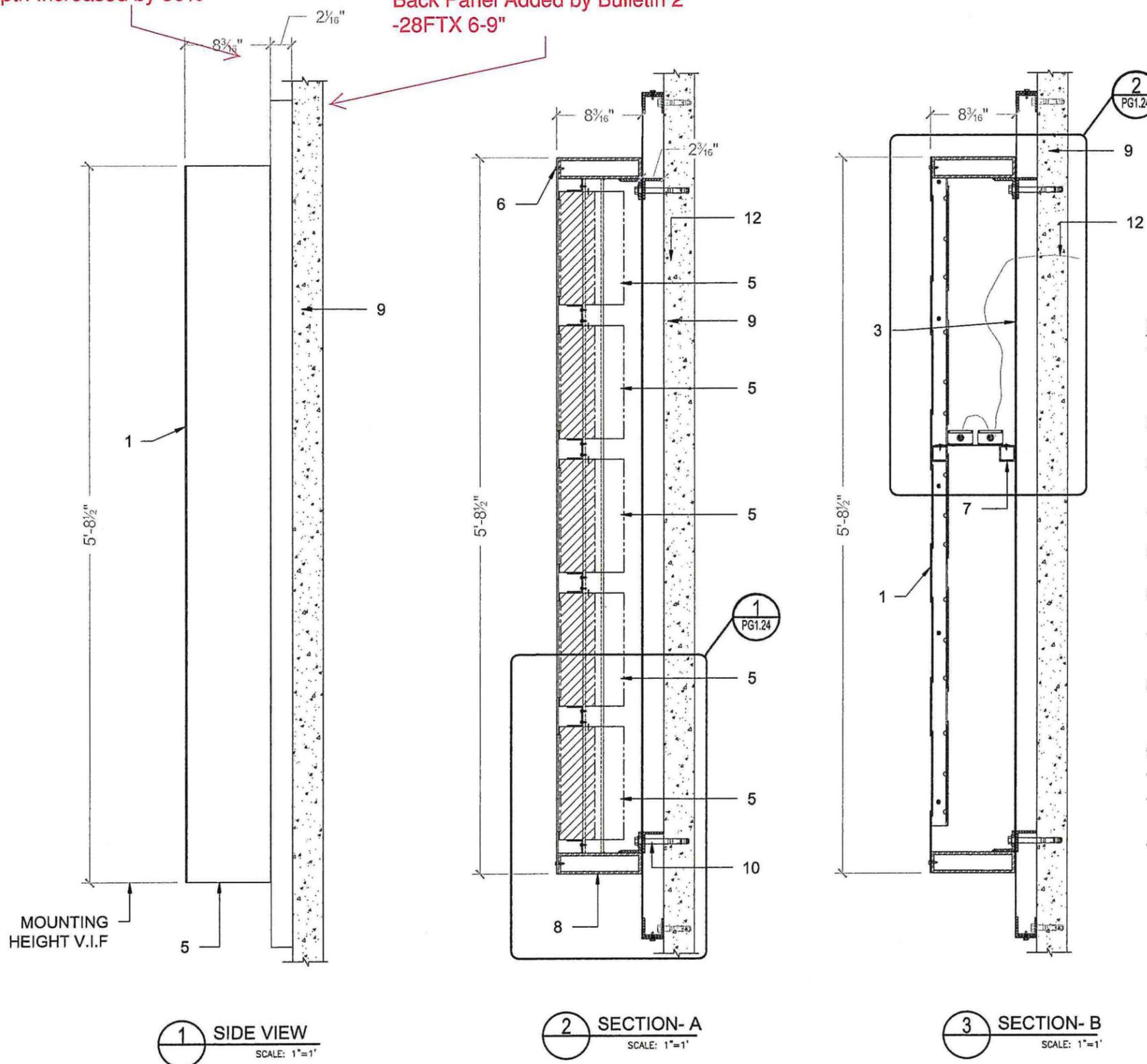
Area No.
PARKIG GARAGE

Design Drawing Referenced
PB-A-808

PG 1.23

Depth Increased by 50%

Back Panel Added by Bulletin 2
-28FTX 6-9"



MATERIAL:-

- 1/8" ALUMINUM FACE PROFILE , PAINTED MP 99223 R187862 N MATTE V1.0 PURPLE, WITH ROUTED TEXT AND GRAPHICS AND BACKED WITH 1/8" THICK TRANSLUCENT ACRYLIC.
- 1/8" ALUMINUM FACE PANEL WITH CUT OUT FOR PARK ASSIST COUNT, PAINTED MP 99223 R187862 N MATTE V1.0 PURPLE
- 0.063" THICK ALUMINUM BACKER CHEMICALLY WELDED TO CHANNEL PAINTED MP 99223 R187862 N MATTE V1.0 PURPLE
- RHS 8"x2"x1/4" ALUMINUM TUBE FRAME, PAINTED MP 99223 R187862 N MATTE V1.0 PURPLE
- SN-200-4-SS-210 PARK ASSIST INSERT FOR DATA REFER PG 1.14A & 1.14B
- #10 PANHEAD SCREW PAINTED MP 99223 R187862 N MATTE V1.0 PURPLE
- SHS 1-1/2" x 0.125" ALUMINUM TUBE WELDED RHS 8"x2"x1/8" ALUMINUM FRAME
- SHS 2" x 1/4" ALUMINUM TUBE VERTICAL WELDED RHS 8"x2"x1/8" ALUMINUM FRAME TO SUPPORT PARK ASSIST INSERT
- EXISTING PRECAST WALL
- Ø1/2" x 5" WEDGE ANCHOR (POWER BOLT)
- 2"x2"x1/4" ALUMINUM ANGLE WELDED TO RHS 8"x2"x1/4" FRAME WITH HOLE FOR Ø1/2" WEDGE ANCHOR
- ELECTRICAL SUPPLY BY OTHERS

MOUNTING HEIGHT V.I.F



ALBANY COUNTY AIRPORT AUTHORITY



ALBANY INTERNATIONAL AIRPORT PARKING WAYFINDING SIGNAGE

ALBANY INTERNATIONAL AIRPORT PARKING WAYFINDING SIGNAGE

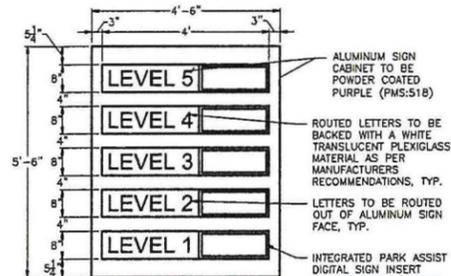
Revision table with columns: No., Description, Date, By, Appr.

WAYFINDING SIGNAGE DETAILS

WAYFINDING SIGNAGE DETAILS

Designed By: LPK, Drawn By: HDH, Checked By: TL, Issue Date: 03/15/19, Project No: 20034, Scale: AS SHOWN

Drawing No: PB-A-808

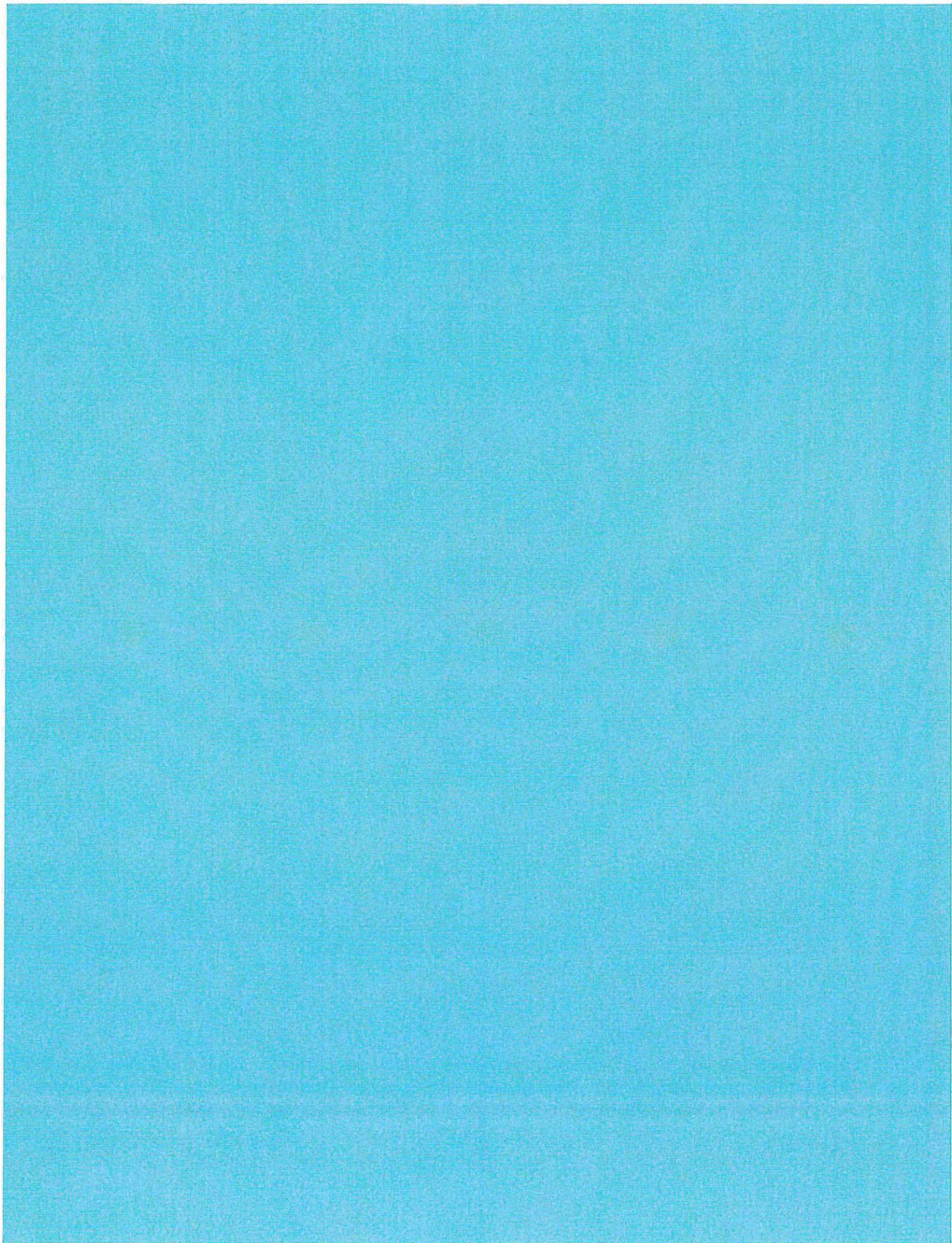


(This sign should have been called as Parking Counter Sign and an elevation should have been provided with all the three signs and construction insert should have been clear there was no way for us to understand such a big sign is coming at the entrance with the input provided, please reconsider. Please note that there was no information of depth nor cut sheet of Digital insert- was provided-how it was supposed to be coordinated- Sorry Color-Ad should not be penalized for this lapse of clarity!)

- NOTES:
- ALUMINUM SIGN CABINET ASSEMBLY INTERNALLY LIT WITH LED LIGHTING.
 - FONT TO BE UNIVERSE 85 BOLD AND ALL TEXT TO BE CENTERED ON SIGN
 - REFER TO SOUTH PARKING GARAGE AND PARKING NOTE ON SHEET PB-A-803 FOR SIGN LOCATION
 - COLOR OF ALL EXPOSED ALUMINUM SURFACES TO BE POWDER COATED PURPLE (PMS:518)
 - SIGN TO BE ASSEMBLED, MOUNTED, AND INTERNALLY LIT WITH LED LIGHTING AS PER MANUFACTURERS RECOMMENDATIONS.
 - "PARKING" SIGN TO BE CENTERED OVER THE VEHICULAR ENTRANCE TO THE PARKING GARAGE. "SOUTH PARKING GARAGE SIGN" TO BE LOCATED TO THE LEFT OF THE "PARKING" SIGN. **PARKING COUNTER SIGN TO BE LOCATED TO THE RIGHT OF THE "PARKING SIGN".** SPACING BETWEEN THE THREE SIGNS SHALL BE EQUIDISTANT. SIGN MANUFACTURER TO PROVIDE SIGN LAYOUT DETAILING SPACING OF SIGNS PRIOR TO FABRICATION.
 - SIGN FABRICATOR SHALL PROVIDE SHOP DRAWINGS FOR GARAGE ENTRANCE SIGNS FOR APPROVAL OF THE ARCHITECT INCLUDING SIGN COLORS, MATERIALS, MESSAGING, METHODS OF ATTACHMENT, AND LED LIGHTING PRIOR TO FABRICATION.

1 VEHICULAR GARAGE ENTRANCE

SCALE 3/4" = 1'-0"



Color-Ad Change Order Proposal - 991-Albany Parking Garage - 01-24-2020 (Does Not Include 989-Garage Cost Changes unless otherwise indicated)

Sign Description	Sign Details	Description/Scope Change	Unit Price \$	Qty	Total Cost \$
Sign Type V	Custom Fabricated Aluminum Enclosure-Cantilevered sign with 2 LG -55" Monitors-Manufacture-Ship-Installation	Added Signs. Deleted by Addendum 5-Q&A Item 17 but was seen on Bulletin 1 (signs manufactured)	9,550.00	3	28,650.00
Sign Type F	Double Sided Custom Fabricated Non Illuminated Aluminum	Added Signs. Deleted by Addendum 5-Q&A Item 11 but was seen on Bulletin 1 (signs manufactured)	2,995.00	3	8,985.00
Sign Type OL	Excelsior Sign	This was not included in the message schedule and Color-Ad did not carry this in our bid. However, as agreed-we are not claiming a change order for this	11,250.00	0	-
Curbside Signs -New Design	Custom Fabricated Double-sided Illuminated Sign with Proprietary extrusions Internally Illuminated with bright lighting sheeting to facilitate slimmer cabinet with LED Light bar down lighting	Additional Cost is due to Design and Development Change In Specification and Construction of prototype and 9 other signs in the project. Additional Down Lighting.	842.00	10	8,420.00

\$ 46,055.00

Please Refer Terminal Sign Family-Progress Status. There were delays recorded which are outside of Color-Ad's Control both for Terminal and Garage are several items had impact on schedule. The above changes had time impact. However, in view of the Governor's Visit- we have invested time, money and resources to hit hard and are working to make up the lost time. We covered a major portion of the delay in manufacture time which we indicated throughout our schedule updates and we anticipate to complete the Terminal portion of the signage by 3-26-2020, except Sign Type H (Which had undue delay in obtaining final site dimensions, though we are trying our very best to overcome this potential threat of a delay. We anticipate completing the terminal scope of the project 3-26-2020 subject to force majeure availability of power and data promptly

Color-Ad had invested into various upgrading of specifications and *value additions and has not claimed any change orders as a good gesture. The above change order costs do not include patching and painting work-which we need to discuss and TBD.



Suresh Yerramothu
Director of Estimation

all dates are product arrival to site dates-not installation dates-However we are targeting to install all signs except Sign Type t H

ALBANY INTERNATIONAL AIRPORT: TERMINAL FAMILY

SIGN TYPE C1.1 QTY=6 PAGE 23	SIGN TYPE HP WALL QTY= 9 S/F PAGE 46	SIGN TYPE T1 QTY=1 PAGE 40	SIGN TYPE HP FLAG QTY= 9 D/F PAGE 47	SIGN TYPE C2.1CR QTY=2 PAGE 28	SIGN TYPE C3 QTY=16 D/F PAGE 29	SIGN TYPE C3A QTY=19 PAGE 31	SIGN TYPE C1.2F QTY=1 PAGE 33	SIGN TYPE C3PF QTY= 1 PAGE 34

1/20/20 - 1/31/20

Arriving to site on 1/28/20

SIGN TYPE B1D QTY=14 PAGE 16	SIGN TYPE B1 & B1D QTY=5 PAGE 17	SIGN TYPE B2 QTY=11 PAGE 18	SIGN TYPE B2.1 QTY=1 PAGE 20	SIGN TYPE B4 QTY=3 PAGE 21	SIGN TYPE B5 QTY=10 PAGE 22	SIGN TYPE C1.2A QTY=3 S/F PAGE 25

SIGN TYPE F1 QTY=3 PAGE 42	SIGN TYPE V1 QTY=3 PAGE 43	SIGN TYPE B3 QTY=3 PAGE 44	SIGN TYPE A1.1 QTY=2 S/F PAGE 11B	SIGN TYPE A1.F QTY=3 PAGE 15	SIGN TYPE B1 QTY=14 PAGE 7	SIGN TYPE C2 QTY=6 PAGE 26	SIGN TYPE C2.2 QTY=1 PAGE 27

by 1/29, will be on Feb 10, 2020

1/13/20 - 1/31/20 except*

Date:	AUGUST 2019
Client:	
Job Name:	ALBANY INTERNATIONAL AIRPORT
Acct. Rep.:	SK
Designer:	A. COX
Drawing #:	53374 TERMINAL REV 5
Rev #:	1
Rev Date:	12-9-19
Scale:	NO SCALE
Page #:	4

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NAME: _____

TITLE: _____

SIGNATURE: _____

DATE: _____

SUBCONTRACTOR REQUEST FOR CHANGE ORDER # 1-Item 1 (Cost Variance Only)

991-W-Terminal Amenities
Change order2- Sign Type V-Baggage Claim LCD Screens-Custom Monitor Shourds-D/Sided-Item 1

ALBANY COUNTY AIRPORT AUTHORITY
ALBANY, NY 12211

SUBCONTRACTOR-Color-Ad Inc
ADDRESS 7200 Gary Road, Manassas,VA,20109

TELEPHONE -516-250-9661
E-MAIL skrao@color-ad.com

COLOR-AD INC
7200 GARY ROAD
MANASSAS, VA 20109

703-631-9100
SKRAO@COLOR-AD.COM

DATE 28-Jan-20

991-W-Terminal Amenities

Sub Contract # 991-W

Title of Change Order:

Sign Type V-Baggage Claim LCD Screens-Custom Monitor Shourds-D/Sided-Item 1

Scope of Work:

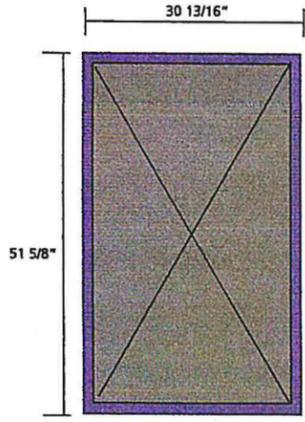
Sign type V- 3 New Signs- Required by the project-deleted by Addendum- 5 Q & A 17

SUMMARY OF PROPOSAL

Field LABOR	Hourly Rate	Hours	Extended Cost
Additional Labor	\$ 60.00	20.00	\$ 1,200.00
		-	\$ -
		-	\$ -
LABOR SUBTOTAL			\$ 1,200.00
MATERIAL	Unit Price	Qty	Extended Cost
			\$ -
Aluminum Sheet - 1/8" x 8' x4' (back)	192.50	6.00	\$ 1,155.00
Aluminum Tube section - 2-1/2"x 1-3/4" x 1/8" - 8'	103.00	6.00	\$ 618.00
1/8" White Translucent Acrylic - 8' x 4'	-	-	\$ -
Primer	0.94	150.00	\$ 140.63
Paint - Purple	1.56	150.00	\$ 234.38
3M Translucent vinyl	-	-	\$ -
Aluminum Plate - 1/2" x 18' x7-1/2'	50.00	1.00	\$ 50.00
LED 55" Monitors	2,360.00	6.00	\$ 14,160.00
Power Source	31.25	-	\$ -
gerber mask	-	-	\$ -
Accessories (San paper, packing material, cutting tools, blades)	18.00	14.00	\$ 252.00
			\$ -
			\$ -
Shop Labor including handling and Prototype (Metal fabrication Graphics-Lamination- 96 hours-Prime and Paint- 48 Hours-CNC Router (Faces) 16 Hours- Vinyl application - 24 hours,Assembly- Load-Protect-	\$ 60.00	109.00	\$ 6,540.00
			\$ 23,150.00
EQUIPMENT	Hourly Rate	Hours	Extended Cost
Laminating Machine, Graphic cutting CNC	\$ 60.00	12.00	\$ 720.00
	\$ -	-	\$ -
	\$ -	-	\$ -
EQUIPMENT SUBTOTAL			\$ 720.00
MISC OTHER COSTS (ie: freight, taxes, etc.)	Unit Price	Qty	Extended Cost
Estimated Taxes 7.25% on Total Product (except field labor)			\$ -
			\$ -
			\$ -
MISC SUBTOTAL			\$ -
PROFIT			Extended Cost
Subcontractor Overhead & Profit		15.00%	\$ 3,580.50
GRAND TOTAL product cost no Install labor applicable			\$ 28,650.50

** Bond Costs are not Included in this pricing

LOCATION PLAN



SIGN TYPE V1 BAGGAGE INFO DISPLAY

V-1-001 ITEM# 30 PROTOTYPE
V-1-002 ITEM# 31
V-1-003 ITEM# 32

SPECIFICATIONS:

SEE CONSTRUCTION DETAILS FOR MORE SPECIFICATIONS.

MATTHEWS MP 99223 R 187862 N MATTE V1.0 PURPLE

Item 01 Back Up

Date:	JULY 2019
Client:	
Job Name:	ALBANY INTERNATIONAL AIRPORT
Acct. Rep.:	SK
Designer:	A. COX
Drawing #:	S3374 TERMINAL REV 4
Rev #:	N/A
Rev Date:	N/A
Scale:	1 1/2"=1'-0"
Page #:	43

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www.color-ad.com

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 TITLE: _____
 SIGNATURE: _____
 DATE: _____

ADDENDUM NO. 5

Item 01 Back Up

to the Contract Documents
for the Construction of the

**TERMINAL AMENITIES
BID PACKAGE-05 – WAYFINDING
ACAA CONTRACT S-991-W**
at

ALBANY INTERNATIONAL AIRPORT
ALBANY COUNTY AIRPORT AUTHORITY
ALBANY, NEW YORK

TO ALL HOLDERS OF CONTRACT DOCUMENTS:

Your attention is directed to the following interpretations of changes in and additions to the Contract Documents for the construction of the **TERMINAL AMENITIES, BID PACKAGE 05 – WAYFINDING** project at the Albany International Airport, Albany, New York. This Addendum is part of the Contract Documents in accordance with the provisions of the General Conditions.

GENERAL:

1. There is no change to the bid opening date and time.
2. Refer to attached document for summary of responses to inquiries received.
3. See attached Scope of Work document.

CORRECTIONS TO PREVIOUS ADDENDA:

4. Addendum No. 1; **REVISE** header of Addendum Cover Sheet to read “ACAA Contract S-991-W”

ON THE CONTRACT SPECIFICATIONS:

5. **NONE**

ON THE CONTRACT PLANS:

6. Drawings A-828-TBD Revision 1; **DELETE** “TBD” from drawing number and **SUBSTITUTE THEREFOR “W”**.
7. Drawings A-829-P Revision 1; **DELETE** “P” from drawing number and **SUBSTITUTE THEREFOR “W”**.

8. Drawing AD-802-W – First Floor Wayfinding Demolition Plan – Area A: At curbside column 0.2 / A: **ADD** Sign graphic and note for removal of sign “B2-01-30”
9. Drawing A-802-W – First Floor Signage Plan – Area A: At curbside column 0.2 / A: **ADD** Sign graphic and note for new sign “B2-01-30”
10. Drawing A-828-W – Street Level Building Flag Signage; Message Schedule: **ADD** :Sign B2-01-30, Size 22x48, Flag Mounting, Messaging A and B: ECOMONY E-LOT SHUTTLE”

END OF ADDENDUM NO. 5

C&S ENGINEERS, INC.



Michael W. LaMontagne, AIA
Principal Architect

Albany International Airport

Terminal Amenities
BP-05 – Wayfinding
Response to Inquiries

Contract S-991-W

17.	Request for Clarification: Sign Type V <i>Dimensions and details not provided.</i>	Sign is not in Scope of Work.
18.	Request for Clarification: Curbside Signage <i>Curbside Sign B2- Elevation drawings shows dimension of 48" x 22" and page 37 shows dimension of 18" x 40". Please clarify which dimension we should use for bid purposes.</i>	48 inch by 22 inch.
19.	Request for Clarification: Insurance Limits <i>The insurance limits on this project are extremely high. (Project requirement of \$20,000,000 liability limits \$5,000,000 underlying and \$15,000,000 Umbrella) Considering the size and nature of this signage project, we are requesting the Albany Airport to review the insurance to see if these insurance limits can be altered to reflect industry standards.</i>	We are in agreement that \$5,000,000 total Automobile Liability Insurance and \$5,000,000 General Liability insurance is adequate. The requirement for Umbrella Liability Insurance in the amount of \$15,000,000 is eliminated.
20.	Request for Clarification: OCP Insurance <i>Does the Airport require OCP insurance? This is an uncommon requirement to any signage projects. Can the requirements of OCP insurance be waived?</i>	The Protective Public Liability Insurance or Owners and Contractor's Protective (OCP) Liability insurance <u>is required</u> and <u>remains unchanged</u> .
21.	Request for Clarification: Signs A-1-020, 021, 022, 023, 030 <i>The quantity in the message schedule indicate a quantity of two signs for each location. Please clarify if the signs are two single sided signs (10 total required) or one each double faced sign (five total required) at each location.</i>	One each double faced sign (five total required).

SUBCONTRACTOR REQUEST FOR CHANGE ORDER # 1-Item 2 (Cost Variance Only)

Item 02

991-W-Terminal Amenities
Change order 2- Sign Type F-Baggage Claim Area-Item 2

ALBANY COUNTY AIRPORT AUTHORITY
ALBANY, NY 12211

SUBCONTRACTOR-Color-Ad Inc
ADDRESS 7200 Gary Road, Manassas, VA, 20109

TELEPHONE -516-250-9661
E-MAIL skrao@color-ad.com

COLOR-AD INC
7200 GARY ROAD
MANASSAS, VA 20109
703-631-9100
SKRAO@COLOR-AD.COM

DATE 28-Jan-20
991-W-Terminal
Sub Contract # 991-W

Title of Change Order:

Sign Type F-Baggage Claim Area-Item 2

Scope of Work:

Sign type F- 3 New Signs- Required by the project-deleted by Addendum- 5 Q & A 11

SUMMARY OF PROPOSAL

Field LABOR	Hourly Rate	Hours	Extended Cost
Additional Labor	\$ 60.00	20.00	\$ 1,200.00
		-	\$ -
		-	\$ -
LABOR SUBTOTAL			\$ 1,200.00

MATERIAL	Unit Price	Qty	Extended Cost
			\$ -
Aluminum Sheet - 1/8" x 8' x4' (back)	192.50	3.00	\$ 577.50
Aluminum Tube section - 2-1/2"x 1-3/4" x 1/8" - 8'	103.00	1.00	\$ 103.00
White Vinyl Graphics	15.00	6.00	\$ 90.00
Primer	0.94	110.00	\$ 103.13
Paint - Purple	1.56	113.00	\$ 176.56
3M Transluscnt vinyl	-	-	\$ -
Aluminum Plate - 1/2" x 18' x7-1/2'	50.00	1.00	\$ 50.00
LED 55" Monitors	-	-	\$ -
Power Source	-	-	\$ -
gerber mask	-	-	\$ -
Accessories (San paper, packing material, cutting tools, blades)	18.00	15.00	\$ 270.00
			\$ -
			\$ -
Shop Labor including handling and Prototype (Metal fabrication Graphics-Lamination- 96 hours-Prime and Paint- 48 Hours-CNC Router (Faces) 16 Hours- Vinyl application - 24 hours,Assembly- Load-Protect-	\$ 60.00	80.00	\$ 4,800.00
			\$ 6,170.19

EQUIPMENT	Hourly Rate	Hours	Extended Cost
Laminating Machine, Graphic cutting CNC	\$ 60.00	10.00	\$ 600.00
	-	-	\$ -
	-	-	\$ -
EQUIPMENT SUBTOTAL			\$ 600.00

MISC OTHER COSTS (ie: freight, taxes, etc.)	Unit Price	Qty	Extended Cost
Estimated Taxes 7.25% on Total Product (except field labor)			\$ -
			\$ -
			\$ -
MISC SUBTOTAL			\$ -

PROFIT	Extended Cost
Subcontractor Overhead & Profit	15.00% \$ 1,015.53

GRAND TOTAL product cost no install labor applicable **\$ 8,985.72**

** Bond Costs are not included in this pricing

Albany International Airport

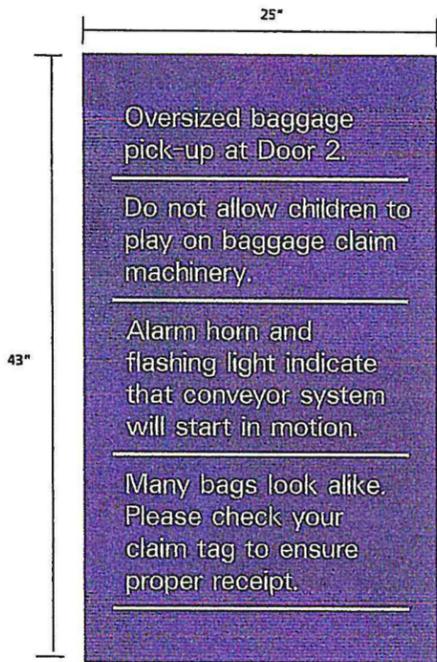
Terminal Amenities
BP-05 – Wayfinding
Response to Inquiries

Item 02

Contract S-991-W

11.	<p>Request for Clarification: Sign Type F</p> <p><i>Sign Type F - Please provide fabrication/design intent drawings for this sign.</i></p>	<p>Sign is not in Scope of Work.</p>
12.	<p>Request for Clarification: Type A Signs</p> <p><i>Several of the Type A signs have a height dimension of 18-24" or 24-36" on the schedule.</i></p> <p><i>We assume the airport wants the sign height range from 18-24-36 based on sign layout/message? To make sure everyone bids the same kindly provide individual exact sign sizes for each sign ID listed above</i></p>	<p>Sign dimensions will vary slightly depending upon text and images included on them.</p> <p>Assume all signs to be 36 inches tall for purposes of bidding and final dimensions will be determined during shop drawing phase.</p>
13.	<p>Request for Clarification: Sign Quantities</p> <p><i>The quantity column is blank for the following sign numbers below. Are we to assume a quantity of one each? Or, can the airport provide quantities?</i></p> <p><i>A-1-001, A-1-039, B1-B1, C1-005, C1-006, C3-01-032M, C3-01-032W</i></p>	<p>One each.</p>
14.	<p>Request for Clarification: C1-045</p> <p><i>Sign C1-045 - Dimension not provided.</i></p>	<p>16 inches high x 60 inches wide</p>
15.	<p>Request for Clarification: Area of Refuge Sign</p> <p><i>Area of Refuge Sign - Sheet A-825-W. No quantity or sign details provided.</i></p>	<p>No "Area of Refuge" sign exists – referenced detail is for typical mounting heights/locations of signs.</p>
16.	<p>Request for Clarification: Sign B2-A4.1</p> <p><i>Dimension provided are 22-1/5" x 38-1/5" Please clarify the dimensions.</i></p>	<p>Revised to 24 inch x 40 inch</p>

LOCATION PLAN



SIGN TYPE F1 BAGGAGE REGULATORY SIGN

F-001 ITEM# 27.1
 F-002 ITEM# 27.2 PROTOTYPE
 F-003 ITEM# 27.3

SPECIFICATIONS:

GRAPHICS PANELS ARE 1/8" ALUMINUM CHEMICALLY WELDED TO FRAME. PANEL IS PAINTED PAINTED MP 99223 R 187862 N MATTE V1.0 PURPLE WITH COMPUTER CUT MATTE WHITE VINYL GRAPHICS 3M 7725-20.

SEE CONSTRUCTION DETAILS FOR MORE SPECIFICATIONS.

FONT= UNIVERS 55

- MATTHEWS MP 99223 R 187862 N MATTE V1.0 PURPLE
- 3M 7725-20 MATTE WHITE VINYL

Item 02

Date:	JULY 2019
Client:	
Job Name:	ALBANY INTERNATIONAL AIRPORT
Acct. Rep.:	SK
Designer:	A. COX
Drawing #:	53374 TERMINAL REV 4
Rev #:	N/A
Rev Date:	N/A
Scale:	1 1/2"=1'-0"
Page #:	42



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NAME: _____
 TITLE: _____
 SIGNATURE: _____
 DATE: _____

SUBCONTRACTOR REQUEST FOR CHANGE ORDER # 1-Item 3 (Cost Variance Only)

991-W-Terminal Amenities
Change order2- Curbside Sign -Item 3

Item 4

ALBANY COUNTY AIRPORT AUTHORITY
ALBANY, NY 12211

SUBCONTRACTOR-Color-Ad Inc
ADDRESS 7200 Gary Road, Manassas, VA, 20109

TELEPHONE -516-250-9661
E-MAIL skrao@color-ad.com

COLOR-AD INC DATE 28-Jan-20
7200 GARY ROAD
MANASSAS, VA 20109 991-W-Terminal Amenities
703-631-9188 Sub Contract # 991-W
SKRAO@COLOR-AD.COM

Title of Change Order:

Curbside Sign -Item 3

Scope of Work:

Custom Fabricated Double-sided Illuminated Sign with Proprietary extrusions internally illuminated with bright lighting sheeting to facilitate slimmer cabinet with LED Light bar down lighting

SUMMARY OF PROPOSAL

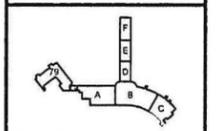
Field LABOR	Hourly Rate	Hours	Extended Cost
Additional Labor	\$ 60.00	-	\$ -
			\$ -
			\$ -
LABOR SUBTOTAL			\$ -
MATERIAL	Unit Price	Qty	Extended Cost
Aluminum Sheet - 1/8" x 8' x4' (back)	192.50		\$ -
Aluminum Tube section - Shs Tube 1"x1/8"x6	23.00		\$ -
1/8" White Translucent Acrylic - 8' x 4'	85.00		\$ -
Primer	0.94	40.00	\$ 37.50
Paint - Purple	1.56	40.00	\$ 62.50
3M Translucent vinyl	-	-	\$ -
Aluminum Led tray - 0.063" x 8' x 4'	115.00		\$ -
Embedded LEDS	25.00	10.00	\$ 250.00
Power Source	31.25	10.00	\$ 312.50
1.5 Thick Acrylic Frame	175.00	10.00	\$ 1,750.00
Purple Vinyl	15.00	10.00	\$ 150.00
Accessories (San paper, packing material, cutting tools, blades)	26.00	10.00	\$ 260.00
			\$ -
			\$ -
Shop Labor including handling and Prototype (CNC-4 Hours; Design/Study-12H; Prototyping-12 Hrs-Display Shop-10 Hours- Light Embed-6; Assembly and Test- 4 hours-Deno Unit Fab-4 Hours-Vinyl Graphics-4 Hours-Paint-6 Hours-Load-Protect-3 hours	\$ 60.00	65.00	\$ 3,900.00
			\$ 6,722.50
EQUIPMENT	Hourly Rate	Hours	Extended Cost
Laminating Machine, Graphic cutting CNC	\$ 60.00	10.00	\$ 600.00
	\$ -	-	\$ -
	\$ -	-	\$ -
EQUIPMENT SUBTOTAL			\$ 600.00
MISC OTHER COSTS (ie: freight, taxes, etc.)	Unit Price	Qty	Extended Cost
Estimated Taxes 7.25% on Total Product (except field labor)			\$ -
			\$ -
			\$ -
MISC SUBTOTAL			\$ -
PROFIT			Extended Cost
Subcontractor Overhead & Profit		15.00%	\$ 1,098.38
GRAND TOTAL product cost no install labor applicable			\$ 8,420.88

** Bond Costs are not Included in this pricing

CMI
 Crystal McKenzie, Inc. (dba CMI)
 220 East 23rd Street, Suite 305
 New York, NY 10010-4677
 Phone: 212-598-4567
 Fax: 212-598-4566
 E-mail: contact@cmiinc.com
 www.cmiinc.com

Albany International Airport
 Capital Region Gateway

ALBANY COUNTY AIRPORT AUTHORITY
 TERMINAL AMENITIES
 ALBANY INTERNATIONAL AIRPORT
 ALBANY, NEW YORK 12110
 WAYFINDING

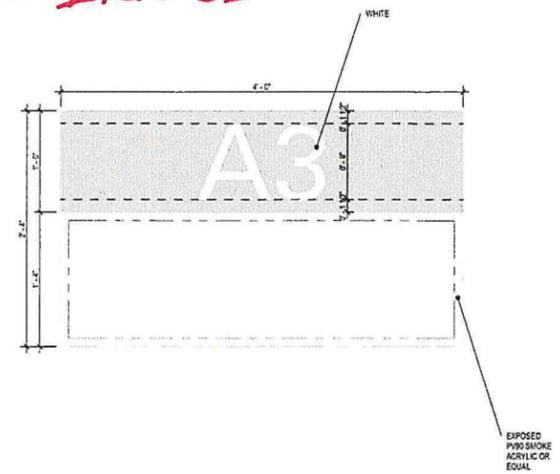


MARK	DATE	DESCRIPTION
REVISIONS		
PROJECT NO.	023.025.001	
DATE:	MARCH 15, 2019	
DRAWN BY:	PAUL KWAK	
DESIGNED BY:	CRYSTAL MCKENZIE	
CHECKED BY:	DARIEL LEVAN	

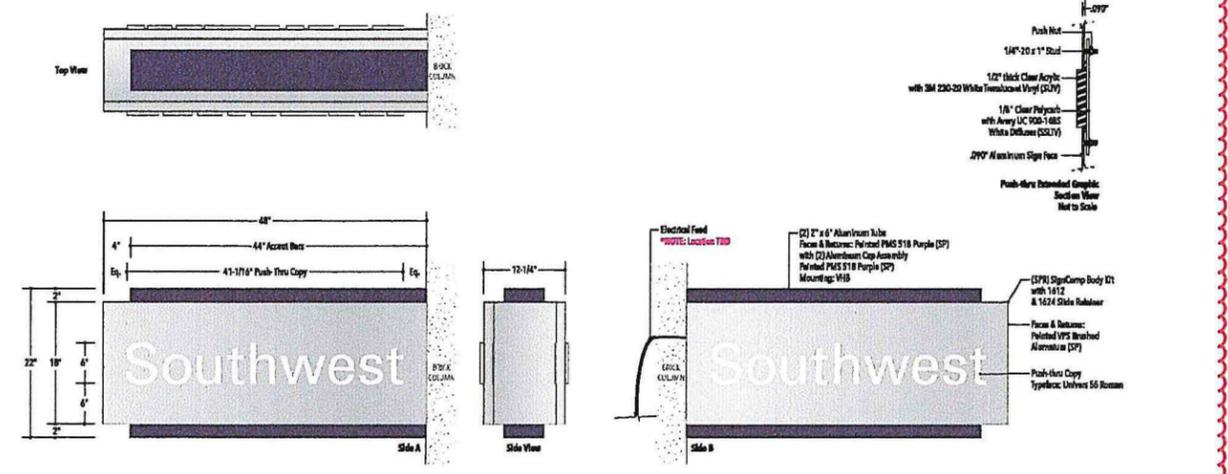
TYPICAL SIGN SCHEME
 MOUNTING AND
 ELEVATION

A-824-W

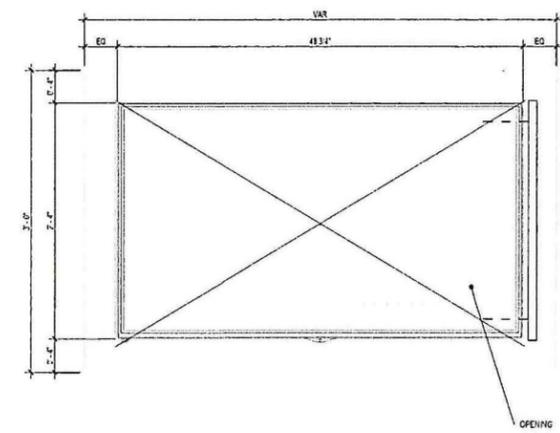
COR # 2 - Item 03



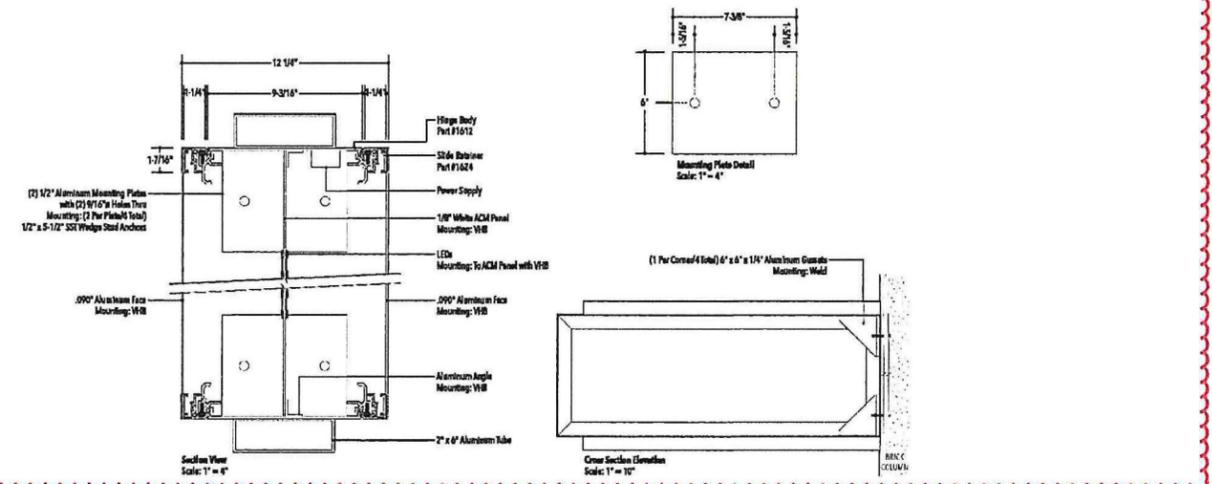
A1 TYPICAL GATE SIGN SURFACE MOUNT OR INSET
 SCALE: 1 1/2" = 1'-0"



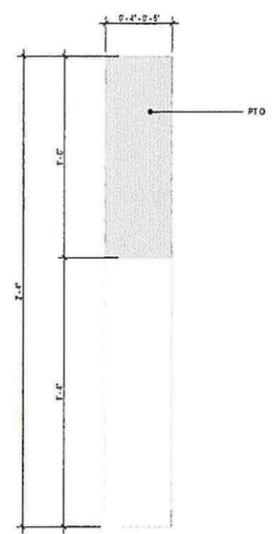
A3 AIRLINE ID CURBSIDE PROTOTYPE, DETAIL 1
 SCALE: 3" = 1'-0"



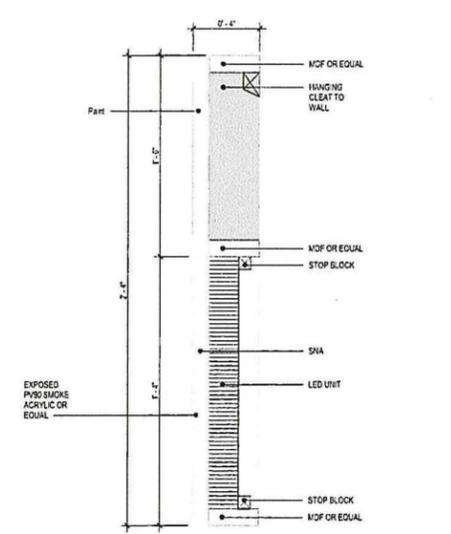
A2 DIRECTIONAL SIGN DESIGN INTENT
 SCALE: 1 1/2" = 1'-0"



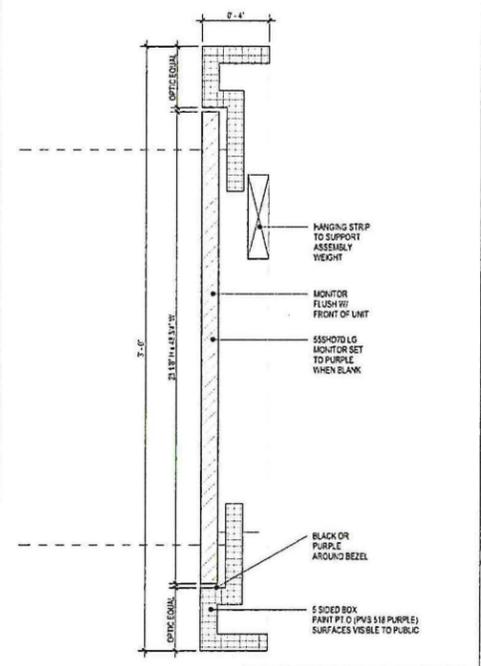
A4 AIRLINE ID CURBSIDE PROTOTYPE, DETAIL 2
 SCALE: 3" = 1'-0"



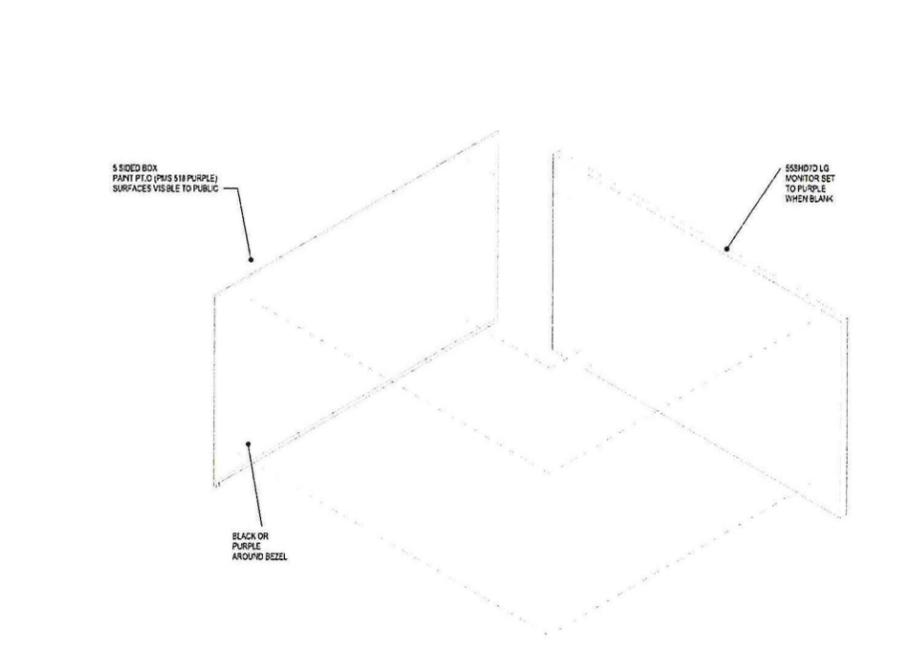
A5 TYPICAL GATE SIGN SURFACE MOUNT OR INSET, SIDE
 SCALE: 3" = 1'-0"



A6 TYPICAL GATE SIGN SURFACE MOUNT OR INSET, SIDE SECTION
 SCALE: 3" = 1'-0"



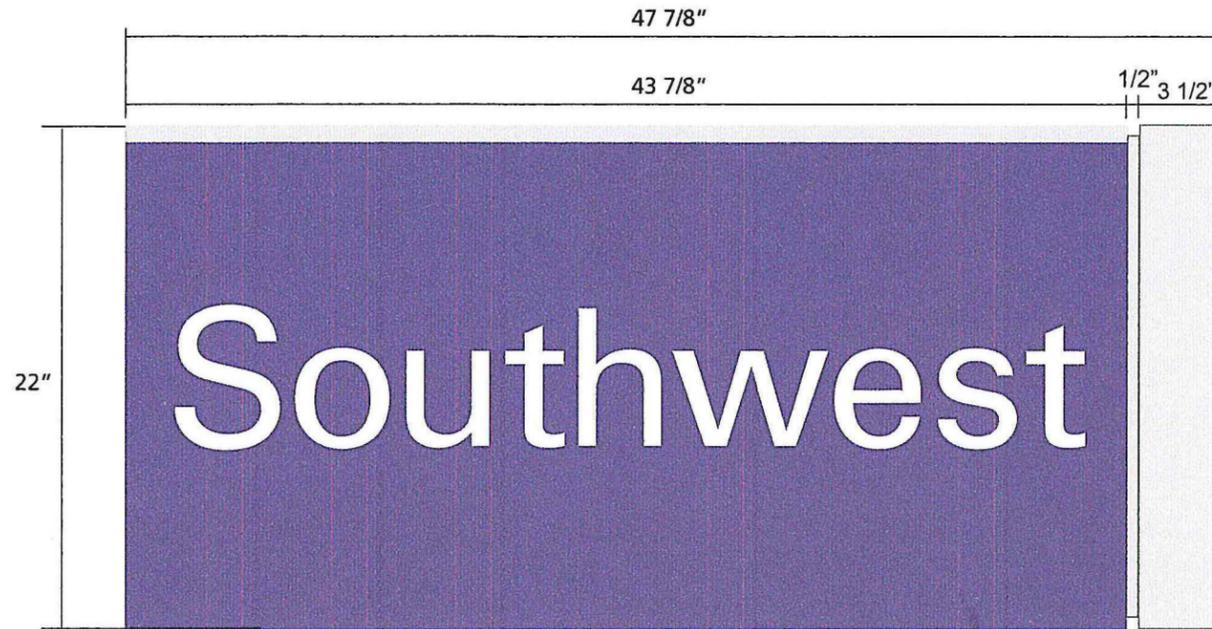
A7 DIRECTIONAL SIGN DESIGN INTENT
 SCALE: 3" = 1'-0"



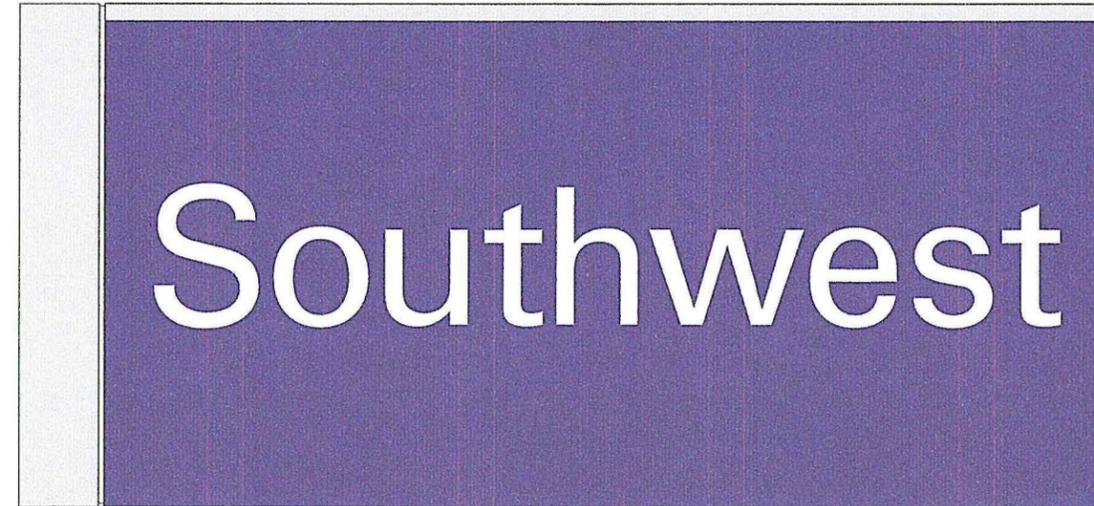
A8 DIRECTIONAL SIGN DESIGN INTENT
 SCALE: 3" = 1'-0"

LOCATION PLAN *COR #2 - Item 03*

SPECIFICATIONS:
 INTERNALLY ILLUMINATED SIGN
 1/8" ALUMINUM FACE PAINTED MP 99223 R 187862 N MATTE V1.0 PURPLE &
 ROUTED COPY AND GRAPHICS, BACKED WITH
 1/8" WHITE TRANSLUCENT ACRYLIC.
 SEE CONSTRUCTION DETAILS FOR MORE SPECIFICATIONS.



SIGN TYPE B2 CURBSIDE ID TYPICAL SIDE A



SIDE B



Date:	JULY 2019
Client:	
Job Name:	ALBANY INTERNATIONAL AIRPORT
Acct. Rep.:	SK
Designer:	A. COX
Drawing #:	53374 TERMINAL REV 4
Rev #:	1
Rev Date:	11-13-19
Scale:	1"=1'-0"
Page #:	18

color-ad
 SIGNS AND EXHIBITS
 www.color-ad.com

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APPROVED FOR PRODUCTION

NAME: _____
 TITLE: _____
 SIGNATURE: _____
 DATE: _____



SIGN TYPE A1D
QTY=11 S/F SIGN BOX'S
PAGE 12



SIGN TYPE A1
QTY=17 D/F SIGN BOX'S
QTY=12 S/F SIGN BOX'S
PAGE 6

WILL BE ON SITE 1/27 AND
Few Signs will arrive week of Feb 3



TBD
Targeting:
3/4/20 - 3/26/20



SIGN TYPE E1
QTY=6
PAGE 36



SIGN TYPE S2S
QTY=1
PAGE 37



SIGN TYPE S2L
QTY=6
PAGE 38



SIGN TYPE S1S
QTY=3
PAGE 38A

SIGN TYPE S2B
QTY=6
PAGE 39

ships on Feb 7th to Rob L



TBD-Waiting on Dimensions since 10-08-20
Targeting: Before 3/26/20-

ALBANY INTERNATIONAL AIRPORT

SIGN TYPE CHANNEL LETTERS
W/ 1 NY STATE SEAL
QTY=1 SET & 1 SEAL
PAGE 41

EXCELSIOR | EVER UPWARD



E PLURIBUS UNUM | OUT OF MANY, ONE

SIGN TYPE CUT OUT LETTERS
W/ 1 NY STATE SEAL
QTY=1 SET
PAGE 45

Week of Feb 10, 2020

letters are on site

will be on site 01-28

Pet Relief Station

SIGN TYPE C3PR
QTY= 1 SET
PAGE 35

Date: AUGUST 2019
Client:
Job Name: ALBANY INTERNATIONAL AIRPORT
Acct. Rep.: SK
Designer: A. COX
Drawing #: 53374 TERMINAL REV 5
Rev #: 12-11-19
Rev Date: 1
Scale: NO SCALE
Page #: 5



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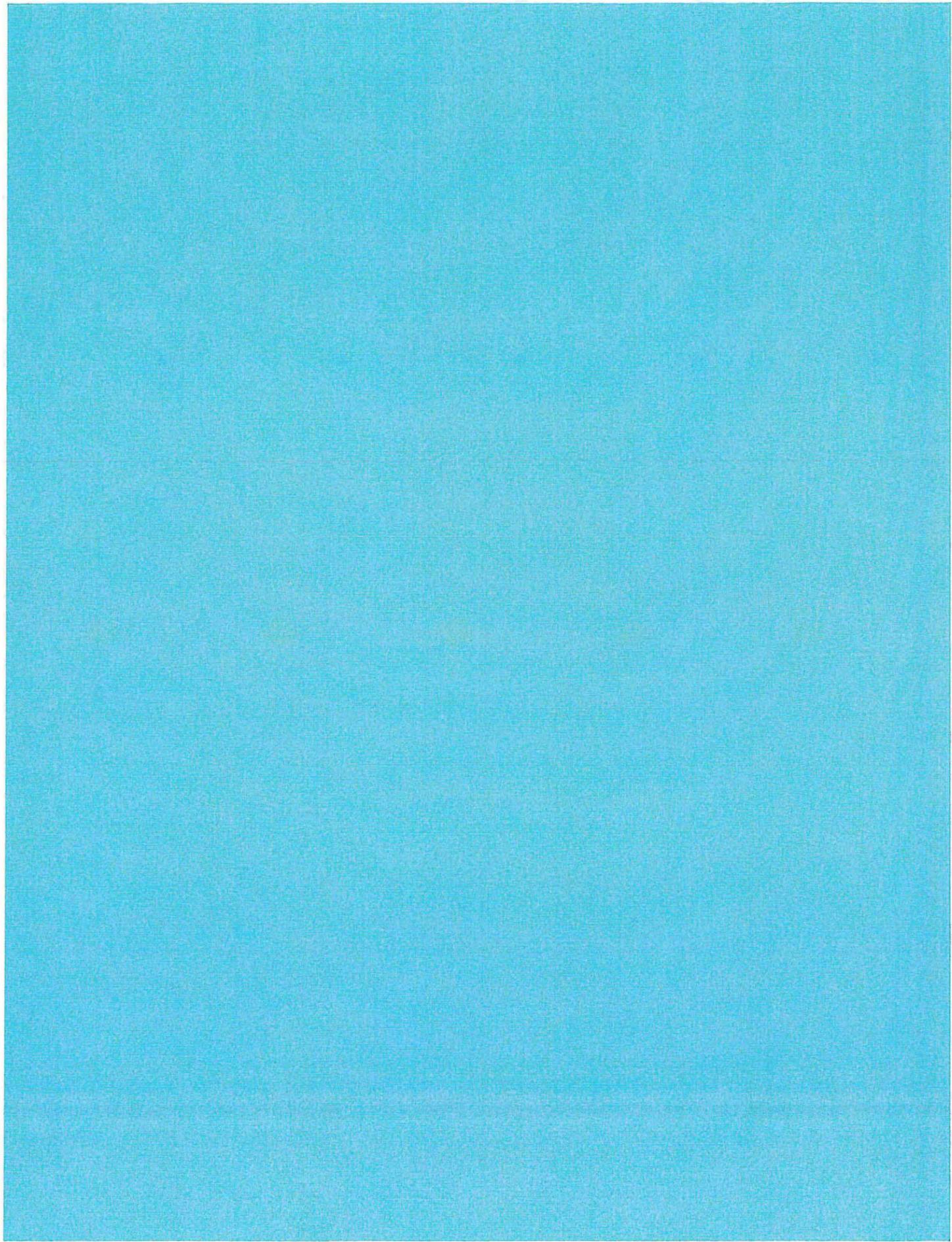
APPROVED FOR PRODUCTION

NAME: _____

TITLE: _____

SIGNATURE: _____

DATE: _____





7200 Gary Road
Manassas, VA 20109
Ph: 703-631-9100

To: Eric Riehl
Assistant Engineer/Turner Construction Company
Phone: 518.432-0277
Email: eriehl@tcco.com

Date: 1/27/2020 R

Pricing Notes Per SNA Proposal:

We are please to propose the following specifications and pricing for the following scope of work:
Note Pricing does not include any applicable sales tax unless otherwise noted.

SNA is proposing a Content Management System (CMS) for (10) LED ticketing displays (Demo + 9 Displays), with an optional content management Service/Solution.

This system is a Full 4K with Primary and Backup, and Localized Content Management. The full size assembled and tested rack includes:

- Players-Primary and Backup
- Content Manager
- Displayport Switcher
- Rack Mount Confidence Monitor
- IP KVM
- Networking and Routing Equipment
- Full Battery Backup

Note: Current lead time to procure the equipment s 4-6 weeks. The quote includes (2) days of System Site Support to install the equipment.

(Non Compliant to PLA Agreement/Non Unlon)

ACAA will recive,offload and store the equipment and SNA will do the QC (not CAI) as mutually agreed

Payment terms: As per the contract-monthly progress Billing as per approved SOV and approved change orders.

This scope of work EXCLUDES ANY CONTENT DEVELOPMENT AND CONTENT MANAGEMENT SERVICE WHICH CAN BE PURCHASED FROM SNA DIRECTLY (Monthly fee as per the quote they submitted)

Estimated Delivery from SNA-3 Weeks and Installation Schedule TBC (Ticketing Displays expected around Feb th and we would llike to

SNA Proposal - 6014-002 Albany Airport 9 Displays		
Description	Unit Cost	Extended Cost
SNA Cost		\$46,728.00 ✓
Color-Ad Project Manager on site and Travel		\$1,040.00 ✓
Air Ticket-Per Diem-Misc		\$750.00
Coordination		\$540.00 ✓
Hotel-		\$300.00
Receiving/Storage-Handling and Installation		By Others
QC		By Others
Warranty Support		\$3,739.00 ✓
Total before OH & Profit		\$53,097.00
OH & Profit-5%		\$2,654.85

Sub Total	\$53,097.00	\$55,751.85
Delivery Included		By others
Shipping by Common Carrier		Included
Bonds@1.6%		Additional as applicable
Taxes additional if applicable		Additional If Applicable
Total Price	\$53,097.00	\$55,751.85

Please contact SK Rao @ 516-250-9661 for any questions you may have

Proposed Schedule:

•On good faith CAI has ordered these equipment and released 50% deposit and we would be needing an approval on this next week.We will be including part of this in our next bill early next week.

Suresh Yerramothu

Director of Estimation

To: Eric Riehl
Assistant Engineer/Turner Construction Company
Phone: 518.432-0277
Email: eriehl@tcco.com

Date: 1/24/2020

Pricing Notes Per SNA Proposal:

We are please to propose the following specifications and pricing for the following scope of work:

Note Pricing does not Include any applicable sales tax unless otherwise noted.

SNA is proposing a Content Management System (CMS) for (10) LED ticketing displays (Demo + 9 Displays), with an optional content management Service/Solution.

This system is a Full 4K with Primary and Backup, and Localized Content Management. The full size assembled and tested rack includes:

- Players-Primary and Backup
- Content Manager
- Displayport Switcher
- Rack Mount Confidence Monitor
- IP KVM
- Networking and Routing Equipment
- Full Battery Backup

Note: Current lead time to procure the equipment s 4-6 weeks. The quote includes (2) days of System Site Support to install the equipment. (Non Compliant to PLA Agreement/Non Union)

ACAA will receive, offload and store the equipment and SNA will do the QC (not CAI) as mutually agreed

Payment terms: As per the contract-monthly progress Billing as per approved SOV and approved change orders.

This scope of work EXCLUDES ANY CONTENT DEVELOPMENT AND CONTENT MANAGEMENT SERVICE WHICH CAN BE PURCHASED FROM SNA DIRECTLY (Monthly fee as per the quote they submitted)

SNA Proposal - 6014-002 Albany Airport 9 Displays		
Description	Unit Cost	Extended Cost
SNA Cost		\$46,728.00
Color-Ad Project Coordination and Costs (Including Travel, Hotel etc.)		\$2,650.00
Receiving/Storage-Handling and Installation		By Others
QC		By Others
Warranty Support		\$3,739.00
Total before OH & Profit		\$53,117.00
OH & Profit		\$7,967.55

Sub Total	\$61,084.55
Delivery Included	By others
Shipping by Common Carrier	Included
Bonds@1.6%	Additional as applicable
Taxes additional if applicable	Additional if Applicable
Total Price	\$61,084.55

Please contact SK Rao @ 516-250-9661 for any questions you may have

Proposed Schedule:

*Din good faith CAI has ordered these equipment and released 50% deposit and we would be needing an approval on this next week. We will be including part of this in our next bill early next week.



Suresh Yerramothu

Director of Estimation

$46,728 \times .05\% = 49,064.00$

$2,650 + 3739 \times 15\% = 7,511.35$

$56,411.00$

VOID - see update



1500 Broadway, 20th Floor
 New York, NY 10036
 Ph : 1-866-848-9149

VOID

PROPOSAL

Rec'd 01/21/20

To: Color-Ad, Inc.
 7200 Gary Rd
 Manassas, VA 20109

Number: 2
 Date: 11/22/19
 Job: 6014-002 Albany Airport 9 Displays

Description: Content Management System (CMS) with optional Content Management Service/Solution

We are pleased to propose the following specifications and pricing for the following scope of work

Note: Pricing does not include any applicable sales tax unless otherwise noted.

SNA is proposing a Content Management System (CMS) for the (10) LED ticketing displays (Demo + 9 Displays), with an optional Content Management Service/Solution.

This system is a Full 4K CMS with Primary and Backup, and Localized Content Management. The Full size assembled and tested rack includes:

- Players - Primary and Backup
- Content Manager
- Displayport Switcher
- Rack Mount Confidence Monitor
- IP KVM
- Networking and Routing Equipment
- Full Battery Backup

Note: Current lead time to procure the equipment is 4-6 weeks. The quote includes (2) days of Systems Site Support to install the equipment.

Payment terms: 50% deposit, 50% upon final completion

SNA also recommends an optional Content Management Service/Solution provided by our Client Service Group (CSG) - please see attached.

Description	Price
Content Management System (CMS) with (2) days of Systems Site Support (Install)	\$46,728.00
Subtotal:	\$46,728.00
Total:	\$46,728.00

SNA Cost -\$48,728.00
 Color-Ad Project Coordination and QC Costs including Travel-Hotel Etc -\$ 8500
 Union Installation Allowance-\$ 6000
 OH & Profit -\$8272.00
 Total \$71,500.
 Color Ad is completely fine with ALB Placing direct order with SNA and not involving Color Ad. The above costs are minimum if we involve.

Date: _____

Due to Chinese Holidays beginning 1/27-We are not 100% on the lead time until we place orders for the equipment

OPTIONAL CONTENT MANAGEMENT SERVICE/SOLUTION

SERVICE OVERVIEW

Focusing on the daily operation of the display by utilizing the Content Management System as requested by the ownership of the display. Various components listed below are a foundation of work performed to maximize potential and reach of these digital networks:

Digital Content Strategy & Digital Asset Management

- Vision setting of goals and targets of ownership and/or partners
- Coordination of requests from property owner, owner's representative, tenants and/or advertising agencies
- Generation of Content Creation Guidelines associated with the Content Management System
- Proof of Play and Analytical Offerings for Ownership and/or partners

CONTRACTED MONTHLY / ANNUAL RATE OPTIONS

\$1,500/month for all displays

Basic Service Includes:

- Creating and managing up a loop of assets that repeats 24/7
- Scheduling assets that are delivered by a client, agency or technology vendor
- Updating the loop as needed during normal business hours

Minimum Requirements:

- File delivery 48 hours prior to posting
- Assets delivered to the correct screen specifications
- Detailed posting instructions with start/stop dates and frequency of rotation

NON-CONTRACT DAILY RATES (SCHEDULING SERVICE ONLY)

\$750 for Half Day standby coverage (4 hour minimum)

\$1,250 for Full Day standby coverage (8 hour window)

Old Business

New Business

Executive Session

Attorney-Client Privilege Matters