

**NORTHWEST FLORIDA BEACHES INTERNATIONAL AIRPORT**  
**FY 2021 OPERATING AND CAPITAL BUDGET**  
**COMPARISON OF BUDGETED OPERATING REVENUES AND EXPENSES**

<u>Operating Revenues</u>	<u>FY19 Approved Budget</u>	<u>FY20 Approved Budget</u>	<u>FY21 Approved Budget</u>
<b>Airlines</b>			
Airline Landing Fees	\$ 2,884,194	\$ 3,416,716	\$ 2,301,696
Cargo Airline Landing Fees	16,473	19,002	12,591
Terminal Rentals & Common Use	2,342,534	2,566,396	2,440,533
Total Airline Revenue	<u>\$ 5,243,201</u>	<u>\$ 6,002,114</u>	<u>\$ 4,754,820</u>
<b>Car Rentals</b>			
Concession Fee	\$ 2,452,379	\$ 3,198,797	\$ 2,078,032
Customer Facility Charge	1,519,169	1,525,636	1,514,071
Total Car Rental	<u>\$ 3,971,548</u>	<u>\$ 4,724,433</u>	<u>\$ 3,592,103</u>
<b>Terminal Complex</b>			
Parking	\$ 3,169,657	\$ 3,786,012	\$ 2,083,926
Ground Transportation Fees	102,115	131,141	62,203
Advertising Concession	90,574	90,574	75,000
Retail Merchandise Concession	107,129	126,334	66,692
Food & Beverage Concession	312,768	406,116	238,222
Terminal Rental Revenue	131,384	122,746	190,480
Total Terminal Complex Revenues	<u>\$ 3,913,627</u>	<u>\$ 4,662,923</u>	<u>\$ 2,716,523</u>
<b>General Aviation</b>			
Fixed Base Operator Rents	\$ 337,684	\$ 344,341	\$ 351,071
Fuel Flowage Fees	53,535	63,421	55,862
Hangar Rentals	331,200	354,878	402,287
Total General Aviation Revenue	<u>\$ 722,419</u>	<u>\$ 762,640</u>	<u>\$ 809,220</u>
<b>Other Revenue</b>			
Other Tenants/Miscellaneous	\$ 40,747	\$ 49,450	\$ 47,759
Interest Income	5,389	6,668	5,860
Fuel Farm	139,714	139,714	139,714
Cargo Building	6,000	6,000	28,284
Total Other Revenue	<u>\$ 191,850</u>	<u>\$ 201,832</u>	<u>\$ 221,617</u>
<b>Total Operating Revenues</b>	<b><u>\$ 14,042,645</u></b>	<b><u>\$ 16,353,942</u></b>	<b><u>\$ 12,094,282</u></b>
<b><u>Operating Expenses</u></b>			
<b>Personnel Expense</b>			
Salaries and Wages	\$ 2,701,915	\$ 3,063,377	3,418,071
Overtime	89,622	93,694	96,528
FICA Contributions	208,889	237,467	264,810
Group Insurance	585,142	573,324	595,020
Retirement	274,909	313,319	349,156
Worker's Compensation Insurance	79,500	83,000	103,481
Other Personnel Expense	13,200	7,000	33,535
Total Personnel Expense	<u>\$ 3,953,177</u>	<u>\$ 4,371,181</u>	<u>\$ 4,860,601</u>

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COMPARISON OF BUDGETED OPERATING REVENUES AND EXPENSES**

	<u>FY19 Approved Budget</u>	<u>FY20 Approved Budget</u>	<u>FY21 Approved Budget</u>
<b>General Operating Expenses</b>			
Airfield and Grounds	\$ 234,675	\$ 239,250	147,300
Bad Debt Expense	5,000	2,000	2,000
Bank Charges	52,200	53,000	59,500
Business Meetings and Events	7,500	11,500	7,000
Computer Services	148,633	161,383	170,000
Computer Supplies and Software	23,250	40,150	42,450
Dues, Licenses, Publications, Training	73,322	81,327	95,480
Elevator and Escalator Services	50,000	50,000	50,000
Financial Consulting Services	68,000	64,000	64,300
Insurance - Building and Contents	80,744	95,749	119,086
Insurance - Liability	76,488	79,797	93,178
Janitorial Service and Supplies	712,650	786,560	748,181
Legal Services	85,000	85,000	60,000
Loading Bridge Contract and Parts	357,540	366,360	389,000
Machinery and Equipment	24,400	20,400	27,820
Marketing and Advertising	275,000	275,000	275,000
Miscellaneous Supplies	11,200	9,900	6,500
Office Services and Supplies	28,925	31,735	27,898
Parking Lot Management	444,812	467,922	431,055
Professional Services	264,004	264,000	268,000
Radio Equipment	10,056	10,056	10,216
Safety and Security	31,700	33,700	32,500
Small Tools and Equipment	13,000	11,800	11,600
Terminal / Facility Services and Supplies	213,700	217,000	212,617
Travel and Conferences	34,700	33,700	19,840
Uniforms	19,300	21,300	16,650
Utilities - Electricity	687,758	695,000	640,000
Utilities - Telephone	25,500	25,500	28,000
Utilities - Water and Sewer	195,113	206,000	216,000
Vehicles, Oil, Tires, Fuel	72,500	66,000	54,900
Total General Operating Expenses	<u>\$ 4,326,670</u>	<u>\$ 4,505,089</u>	<u>\$ 4,326,071</u>
<b>Total Operating Expenses</b>	<u><b>\$ 8,279,847</b></u>	<u><b>\$ 8,876,270</b></u>	<u><b>\$ 9,186,672</b></u>
<b>Excess Operating Revenues (Expenses) Before Settlement and Revenue Sharing</b>	<u><b>\$ 5,762,798</b></u>	<u><b>\$ 7,477,672</b></u>	<u><b>\$ 2,907,610</b></u>
<b>Total Settlement and Revenue Sharing</b>	<u><b>\$ (1,672,388)</b></u>	<u><b>\$ (2,475,443)</b></u>	<u><b>\$ (272,869)</b></u>
<b>Excess Operating Revenues (Expenses) After Settlement and Revenue Sharing</b>	<u><u><b>\$ 4,090,411</b></u></u>	<u><u><b>\$ 5,002,229</b></u></u>	<u><u><b>\$ 2,634,741</b></u></u>

**NORTHWEST FLORIDA BEACHES INTERNATIONAL AIRPORT  
FY 2021 OPERATING AND CAPITAL BUDGET  
STAFFING LEVELS**

<b>Description</b>	<b>FY 2019 Approved Budget</b>	<b>FY 2020 Approved Budget</b>	<b>FY 2021 Approved Budget</b>
Executive Director	1	1	1
Deputy Executive Director	1	1	1
Director of Finance & Administration	1	1	1
Manager of Finance & Administration	1	1	1
Manager of Contracts & Administration	0	1	1
Accountant	1	1	1
Administrative Coordinator	0.5	0	0
Executive Assistant	1	1	1
Systems Administrator	1	1	1
Systems Technician	0	1	1
Operations Coordinator	1.5	1	1
Operations Agent	0	2	2
Chief of Police	1	1	1
Deputy Chief of Police	1	1	1
Lieutenant	1	1	1
Sergeant	2	2	2
Police Officer	10	10	10
Administrative Clerk	1	1	1
AOC Supervisor	1	1	1
AOC Coordinator	4	4	4
AOC Technician	1	1	1
Fire Chief	1	1	1
Assistant Fire Chief	1	1	1
ARFF Officers	3	3	3
ARFF Firefighters	9	9	9
Maintenance Manager	1	1	1
Assistant Maintenance Manager	1	1	1
Maintenance Clerk	0	1	1
Maintenance Supervisor	1	1	1
Maintenance Worker II	4	4	4
Maintenance Worker I	7	7	7
Seasonal Maintenance Workers (FTE)	2	1	1
<b>Totals</b>	<b>61</b>	<b>64</b>	<b>64</b>

**NORTHWEST FLORIDA BEACHES INTERNATIONAL AIRPORT  
PAY RANGE EFFECTIVE 10/01/2020**

<u>Position Title</u>	<u>Grade</u>	<u>Minimum</u>	<u>Midpoint</u>	<u>Maximum</u>
Seasonal Worker	N/A	\$11.07/hr		
Maintenance Worker 1	100	\$ 26,156.00	\$ 33,348.90	\$ 40,541.80
Administrative Clerk	120	\$ 30,508.36	\$ 38,898.16	\$ 47,287.96
Airport Operations Center Specialist	120	\$ 30,508.36	\$ 38,898.16	\$ 47,287.96
Accountant	130	\$ 32,949.03	\$ 42,010.01	\$ 51,070.99
Maintenance Worker 2	130	\$ 32,949.03	\$ 42,010.01	\$ 51,070.99
Firefighter	140	\$ 35,584.95	\$ 45,370.81	\$ 55,156.68
AOC Technician	140	\$ 35,584.95	\$ 45,370.81	\$ 55,156.68
Operations Agent	140	\$ 35,584.95	\$ 45,370.81	\$ 55,156.68
Administrative Coordinator	150	\$ 38,431.75	\$ 49,000.48	\$ 59,569.20
Executive Assistant	150	\$ 38,431.75	\$ 49,000.48	\$ 59,569.20
Police Officer	150	\$ 38,431.75	\$ 49,000.48	\$ 59,569.20
Airport Operations Center Supervisor	160	\$ 41,506.28	\$ 52,920.51	\$ 64,334.75
Maintenance Supervisor	160	\$ 41,506.28	\$ 52,920.51	\$ 64,334.75
Systems Technician	160	\$ 41,506.28	\$ 52,920.51	\$ 64,334.75
Operations Coordinator	170	\$ 44,826.79	\$ 52,124.15	\$ 69,481.52
Police Sergeant	170	\$ 44,826.79	\$ 52,124.15	\$ 69,481.52
Fire Lieutenant	180	\$ 48,412.94	\$ 61,726.49	\$ 75,040.04
Systems Administrator	180	\$ 48,412.94	\$ 61,726.49	\$ 75,040.04
Assistant Maintenance Manager	180	\$ 48,412.94	\$ 61,726.49	\$ 75,040.04
Police Lieutenant	190	\$ 52,285.96	\$ 66,664.60	\$ 81,043.25
Manager of Contracts & Administration	210	\$ 60,986.35	\$ 77,757.59	\$ 94,528.84
Deputy Fire Chief	210	\$ 60,986.35	\$ 77,757.59	\$ 94,528.84
Deputy Police Chief	210	\$ 60,986.35	\$ 77,757.59	\$ 94,528.84
Maintenance Manager	210	\$ 60,986.35	\$ 77,757.59	\$ 94,528.84
Manager of Finance & Administration	220	\$ 65,865.25	\$ 83,978.20	\$ 102,091.15
Fire Chief	230	\$ 71,134.48	\$ 90,696.46	\$ 110,258.45
Police Chief	230	\$ 71,134.48	\$ 90,696.46	\$ 110,258.45
Director of Finance & Administration	250	\$ 82,971.26	\$ 105,788.35	\$ 128,605.45
Deputy Executive Director	260	\$ 89,608.96	\$ 114,251.42	\$ 138,893.88
Executive Director	270	\$ 132,737.32	\$ 175,969.92	\$ 219,202.52

**NORTHWEST FLORIDA BEACHES INTERNATIONAL AIRPORT  
FY 2021 OPERATING AND CAPITAL BUDGET  
CAPITAL DEVELOPMENT PROGRAM**

<u>Description</u>	<u>FAA Funds</u>	<u>FDOT Funds</u>	<u>FEMA Funds</u>	<u>SERT Funds</u>	<u>CARES Act</u>	<u>Triumph Funds</u>	<u>Authority Funds</u>	<u>Total Cost</u>
Environmental Mitigation	\$ 143,675						\$ 280,892	\$ 424,567
Hurricane Mitigation							\$ 1,427,661	\$ 1,427,661
Terminal Entrance Door Replacement		\$ 137,000			\$ 37,000		\$ 100,000	\$ 274,000
Parking Revenue Control System							\$ 336,000	\$ 336,000
Environmental Assessment	\$ 450,000						\$ 50,000	\$ 500,000
North Concourse Expansion - Design		\$ 735,000					\$ 735,000	\$ 1,470,000
North Concourse Expansion - Construction		\$ 620,042					\$ 620,042	\$ 1,240,084
Outbound Baggage System - Design		\$ 270,000					\$ 510,000	\$ 780,000
Transient Apron Expansion		\$ 800,000					\$ 800,000	\$ 1,600,000
Economic Development Project - Goodwrench		\$ 200,000				\$ 3,400,000	\$ 200,000	\$ 3,800,000
Economic Development Project - Venus		\$ 2,000,000				\$ 5,000,000	\$ 2,000,000	\$ 9,000,000
Economic Development Project - Gator		\$ 2,600,000					\$ 2,600,000	\$ 5,200,000
	<u>\$ 593,675</u>	<u>\$ 7,362,042</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 37,000</u>	<u>\$ 8,400,000</u>	<u>\$ 9,659,595</u>	<u>\$ 26,052,312</u>
<u>Projects Postponed Pending Future Funding:</u>								
Crosswind Runway	\$ 14,000,000	\$ 10,000,000				\$ 15,600,000	\$ 1,400,000	\$ 41,000,000
Storm Damage Repairs - FEMA			\$ 3,993,750	\$ 665,625	\$ 665,625		\$ 665,625	\$ 5,990,625
	<u>\$ 14,000,000</u>	<u>\$ 10,000,000</u>	<u>\$ 3,993,750</u>	<u>\$ 665,625</u>	<u>\$ 665,625</u>	<u>\$ 15,600,000</u>	<u>\$ 2,065,625</u>	<u>\$ 46,990,625</u>

**NORTHWEST FLORIDA BEACHES INTERNATIONAL AIRPORT  
FY 2021 OPERATING AND CAPITAL BUDGET  
CAPITAL PROGRAM**

<u>Description</u>	<u>Department</u>	<u>New or Replacement</u>	<u>Quantity</u>	<u>Price Each</u>	<u>Total Cost</u>	<u>FAA Grant</u>	<u>CARES Act</u>	<u>Authority Funds</u>
Firefighter Personal Protective Equipment (ongoing replacement program)	ARFF	Replacement	2	\$ 1,760	\$ 3,520	\$ -	\$ 3,520	\$ -
SCBA Units (ongoing replacement program)	ARFF	Replacement	2	\$ 8,226	\$ 16,452	\$ -	\$ 16,452	\$ -
ARFF Truck with Equipment	ARFF	New	1	\$ 721,650	\$ 721,650	\$ 716,400	\$ 5,250	\$ -
Mower	Maintenance	Replacement	1	\$ 16,000	\$ 16,000	\$ -	\$ 16,000	\$ -
ATCT Radio System	Operations	Replacement	1	\$ 70,000	\$ 70,000	\$ -	\$ 70,000	\$ -
Crash Bar for Security Door	Operations	Replacement	3	\$ 2,000	\$ 6,000	\$ -	\$ 6,000	\$ -
Magnetic Security Lock	Operations	Replacement	2	\$ 1,000	\$ 2,000	\$ -	\$ 2,000	\$ -
LED Exterior Wall Fixtures	Operations	New	1	\$ 24,000	\$ 24,000	\$ -	\$ 24,000	\$ -
Polycomm for Boardroom	Operations	Replacement	1	\$ 2,500	\$ 2,500	\$ -	\$ 2,500	\$ -
800 MHZ Communication System Upgrade (Bay County) Year 1 of 7	Operations	Replacement	1	\$ 68,154	\$ 68,154	\$ -	\$ -	\$ 68,154
Camera Replacement Program	Operations	Replacement	6	\$ 2,500	\$ 15,000	\$ -	\$ 15,000	\$ -
<b>Total</b>					<u>\$ 945,276</u>	<u>\$ 716,400</u>	<u>\$ 160,722</u>	<u>\$ 68,154</u>