

**NORTHWEST FLORIDA BEACHES INTERNATIONAL AIRPORT**  
**FY 2023 OPERATING AND CAPITAL BUDGET**  
**COMPARISON OF BUDGETED OPERATING REVENUES AND EXPENSES**

<b><u>Operating Revenues</u></b>	<b><u>FY21 Approved Budget</u></b>	<b><u>FY22 Approved Budget</u></b>	<b><u>FY23 Approved Budget</u></b>
<b>Airlines</b>			
Airline Landing Fees	\$ 2,301,696	\$ 2,627,752	\$ 3,673,586
Cargo Airline Landing Fees	12,591	14,500	10,500
Terminal Rentals & Common Use	<u>2,440,533</u>	<u>2,742,557</u>	<u>2,858,588</u>
Total Airline Revenue	<u>\$ 4,754,820</u>	<u>\$ 5,384,809</u>	<u>\$ 6,542,674</u>
<b>Car Rentals</b>			
Concession Fee	\$ 2,078,032	\$ 3,200,000	\$ 4,500,000
Customer Facility Charge	<u>1,514,071</u>	<u>1,526,881</u>	<u>1,558,016</u>
Total Car Rental	<u>\$ 3,592,103</u>	<u>\$ 4,726,881</u>	<u>\$ 6,058,016</u>
<b>Terminal Complex</b>			
Parking	\$ 2,083,926	\$ 2,995,000	\$ 3,690,000
Ground Transportation Fees	62,203	94,500	130,000
Advertising Concession	75,000	75,000	60,000
Retail Merchandise Concession	66,692	115,000	145,000
Food & Beverage Concession	238,222	483,750	475,000
Terminal Rental Revenue	<u>190,480</u>	<u>192,263</u>	<u>193,701</u>
Total Terminal Complex Revenues	<u>\$ 2,716,523</u>	<u>\$ 3,955,513</u>	<u>\$ 4,693,701</u>
<b>General Aviation</b>			
Fixed Base Operator Rents	\$ 351,071	\$ 433,066	\$ 472,604
Fuel Flowage Fees	55,862	75,000	120,000
Hangar Rentals	<u>402,287</u>	<u>406,480</u>	<u>438,500</u>
Total General Aviation Revenue	<u>\$ 809,220</u>	<u>\$ 914,545</u>	<u>\$ 1,031,104</u>
<b>Other Revenue</b>			
Other Tenants/Miscellaneous	\$ 47,759	\$ 34,513	\$ 99,360
Interest Income	5,860	4,869	3,000
Fuel Farm	139,714	139,714	139,714
Cargo Building	<u>28,284</u>	<u>54,156</u>	<u>56,950</u>
Total Other Revenue	<u>\$ 221,617</u>	<u>\$ 233,253</u>	<u>\$ 299,024</u>
<b>Total Operating Revenues</b>	<b><u>\$ 12,094,282</u></b>	<b><u>\$ 15,215,002</u></b>	<b><u>\$ 18,624,519</u></b>
<b><u>Operating Expenses</u></b>			
<b>Personnel Expense</b>			
Salaries and Wages	3,418,071	3,856,141	\$ 4,306,713
Overtime	96,528	106,346	110,244
FICA Contributions	264,810	298,717	332,991
Group Insurance	595,020	764,875	832,412
Retirement	349,156	393,410	438,672
Worker's Compensation Insurance	103,481	130,000	136,500
Other Personnel Expense	<u>33,535</u>	<u>37,500</u>	<u>42,500</u>
Total Personnel Expense	<u>\$ 4,860,601</u>	<u>\$ 5,586,988</u>	<u>\$ 6,200,032</u>

**NORTHWEST FLORIDA BEACHES INTERNATIONAL AIRPORT**  
**FY 2023 OPERATING AND CAPITAL BUDGET**  
**COMPARISON OF BUDGETED OPERATING REVENUES AND EXPENSES**

	<u>FY21 Approved Budget</u>	<u>FY22 Approved Budget</u>	<u>FY20 Approved Budget</u>
<b>General Operating Expenses</b>			
Airfield and Grounds	147,300	133,200	\$ 136,200
Bank Charges	59,500	60,500	64,500
Bad Debt Expense	2,000	2,000	2,000
Business Meetings and Events	7,000	7,000	9,500
Computer Services	170,000	190,752	315,902
Computer Supplies and Software	42,450	42,950	49,650
Dues, Licenses, Publications, Training	95,480	83,985	100,255
Elevator and Escalator Services	50,000	55,000	55,000
Financial Consulting Services	64,300	65,285	76,296
Insurance - Building and Contents	119,086	144,292	180,722
Insurance - Liability	93,178	110,750	122,546
Janitorial Service and Supplies	748,181	875,328	1,128,698
Legal Services	60,000	60,000	60,000
Loading Bridge Contract and Parts	389,000	440,000	352,207
Machinery and Equipment	27,820	28,500	38,500
Marketing and Advertising	275,000	300,000	300,000
Miscellaneous Supplies	6,500	5,850	6,600
Office Services and Supplies	27,898	29,000	29,360
Parking Lot Management	431,055	570,212	621,052
Professional Services	268,000	269,000	301,000
Radio Equipment	10,216	12,204	10,000
Safety and Security	32,500	32,500	38,500
Small Tools and Equipment	11,600	11,600	12,900
Terminal / Facility Services and Supplies	212,617	263,000	286,200
Travel and Conferences	19,840	28,210	37,200
Uniforms	16,650	18,100	18,100
Utilities - Electricity	640,000	707,429	848,915
Utilities - Telephone	28,000	40,593	46,000
Utilities - Water and Sewer	216,000	212,657	244,556
Vehicles, Oil, Tires, Fuel	54,900	73,000	98,000
Total General Operating Expenses	<u>\$ 4,326,071</u>	<u>\$ 4,872,897</u>	<u>\$ 5,590,359</u>
<b>Total Operating Expenses</b>	<b><u>\$ 9,186,672</u></b>	<b><u>\$ 10,459,885</u></b>	<b><u>\$ 11,790,391</u></b>
<b>Excess Operating Revenues (Expenses) Before Settlement and Revenue Sharing</b>	<b><u>\$ 2,907,610</u></b>	<b><u>\$ 4,755,116</u></b>	<b><u>\$ 6,834,128</u></b>

**NORTHWEST FLORIDA BEACHES INTERNATIONAL AIRPORT  
FY 2023 OPERATING AND CAPITAL BUDGET  
STAFFING LEVELS**

<b>Description</b>	<b>FY 2021 Approved Budget</b>	<b>FY 2022 Approved Budget</b>	<b>FY 2023 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
Airport Planner/Special Projects	1	1	1
Accountant I	1	1	1
Accounting Administrator	0	1	1
Executive Assistant	1	1	1
Systems Administrator - IT	1	1	1
Systems Technician - IT	1	1	1
Operations Coordinator	1	1	1
Operations Agent	2	3	3
Passenger Information Specialist	0	0	2
Chief of Police	1	1	1
Deputy Chief of Police	1	1	1
Police Lieutenant	1	1	1
Police Sergeant	2	2	2
Police Officer	10	12	12
Police Administrative Clerk	1	1	1
Airport Operations Center Supervisor	1	1	1
Airport Operations Center Specialist	4	4	5
Airport Operations Center Technician	1	1	1
Fire Chief	1	1	1
Deputy Fire Chief	1	1	1
Fire Captain - Training	0	1	1
ARFF Lieutenant	3	3	3
ARFF Firefighter	9	9	9
Maintenance Manager	1	1	1
Assistant Maintenance Manager	1	1	1
Maintenance Administrative Clerk	1	1	1
Maintenance Worker I	7	7	6
Maintenance Worker II	4	4	4
Maintenance III	1	2	2
Airport Electrician	0	0	1
Seasonal Maintenance Workers (FTE)	1	1	1
<b>Totals</b>	<b>64</b>	<b>70</b>	<b>73</b>

**NORTHWEST FLORIDA BEACHES INTERNATIONAL AIRPORT  
PAY RANGE EFFECTIVE 10/01/2022**

<u>Position Title</u>	<u>Grade</u>	<u>Minimum</u>	<u>Midpoint</u>	<u>Maximum</u>
Seasonal Worker	N/A	\$ 11.62		
Maintenance Worker I	100	\$ 27,463.80	\$ 35,016.35	\$ 48,954.22
Passenger Information Specialist	100	\$ 27,463.80	\$ 35,016.35	\$ 48,954.22
Administrative Clerk	120	\$ 32,033.78	\$ 40,843.06	\$ 57,100.21
Airport Operations Center Specialist	120	\$ 32,033.78	\$ 40,843.06	\$ 57,100.21
Accountant I	130	\$ 34,596.48	\$ 44,110.51	\$ 61,668.22
Maintenance Worker II	130	\$ 34,596.48	\$ 44,110.51	\$ 61,668.22
Firefighter	140	\$ 37,364.19	\$ 47,639.35	\$ 66,601.69
AOC Technician	140	\$ 37,364.19	\$ 47,639.35	\$ 66,601.69
Operations Agent	140	\$ 37,364.19	\$ 47,639.35	\$ 66,601.69
Administrative Coordinator	150	\$ 40,353.33	\$ 51,450.50	\$ 71,929.81
Executive Assistant	150	\$ 40,353.33	\$ 51,450.50	\$ 71,929.81
Police Officer	150	\$ 40,353.33	\$ 51,450.50	\$ 71,929.81
Airport Operations Center Supervisor	160	\$ 43,581.60	\$ 55,566.53	\$ 77,684.21
Maintenance Worker III	160	\$ 43,581.60	\$ 55,566.53	\$ 77,684.21
Airport Electrician	160	\$ 43,581.60	\$ 55,566.53	\$ 77,684.21
Systems Technician	160	\$ 43,581.60	\$ 55,566.53	\$ 77,684.21
Operations Coordinator	170	\$ 47,068.13	\$ 54,730.36	\$ 83,898.94
Police Sergeant	170	\$ 47,068.13	\$ 54,730.36	\$ 83,898.94
Fire Lieutenant	180	\$ 50,833.58	\$ 64,812.81	\$ 90,610.85
Systems Administrator	180	\$ 50,833.58	\$ 64,812.81	\$ 90,610.85
Assistant Maintenance Manager	180	\$ 50,833.58	\$ 64,812.81	\$ 90,610.85
Police Lieutenant	190	\$ 54,900.26	\$ 69,997.83	\$ 97,859.72
Fire Captain - Training	190	\$ 54,900.26	\$ 69,997.83	\$ 97,859.72
Accounting Administrator	190	\$ 54,900.26	\$ 69,997.83	\$ 97,859.72
Deputy Fire Chief	210	\$ 64,035.66	\$ 81,645.47	\$ 114,143.57
Deputy Chief of Police	210	\$ 64,035.66	\$ 81,645.47	\$ 114,143.57
Maintenance Manager	210	\$ 64,035.66	\$ 81,645.47	\$ 114,143.57
Manager of Finance & Administration	220	\$ 69,158.52	\$ 88,177.11	\$ 123,275.07
Airport Planner/Special Projects	220	\$ 69,158.52	\$ 88,177.11	\$ 123,275.07
Fire Chief	230	\$ 74,691.21	\$ 95,231.29	\$ 133,137.07
Chief of Police	230	\$ 74,691.21	\$ 95,231.29	\$ 133,137.07
Director of Finance & Administration	250	\$ 87,119.82	\$ 111,077.77	\$ 155,291.08
Deputy Executive Director	260	\$ 94,089.40	\$ 119,963.99	\$ 167,714.36
Executive Director	270	\$ 139,374.19	\$ 184,768.42	\$ 264,687.04

**NORTHWEST FLORIDA BEACHES INTERNATIONAL AIRPORT  
FY 2023 OPERATING AND CAPITAL BUDGET  
CAPITAL PROGRAM**

**CAPITAL PROJECTS**

<u>Description</u>	<u>FAA Grants</u>	<u>FDOT Grants</u>	<u>Other Federal Funding</u>	<u>Authority Funds</u>	<u>Total Cost</u>
Environmental Mitigation	\$ 129,308	\$ -	\$ -	\$ 295,259	\$ 424,567
East Escalator Installation	\$ -	\$ -	\$ 500,000	\$ 250,000	\$ 750,000
Vehicle Parking Expansion - Construction	\$ -	\$ 900,575	\$ -	\$ 2,389,026	\$ 3,289,601
North Concourse Buildout - Construction	\$ 3,028,480	\$ -	\$ 193,583	\$ 336,498	\$ 3,558,561
Outbound Baggage - Construction	\$ 7,245,263	\$ -	\$ 1,105,895	\$ -	\$ 8,351,158
North Terminal Ramp Expansion - Construction	\$ 8,417,048	\$ -	\$ 197,346	\$ 935,228	\$ 9,549,622
Taxilane Tie-In	\$ -	\$ 200,000	\$ 200,000	\$ -	\$ 400,000
Hangars (small & medium) - Construction	\$ -	\$ -	\$ -	\$ 800,000	\$ 800,000
TSA Checkpoint Redesign	\$ -	\$ 295,314	\$ 295,314	\$ -	\$ 590,628
Environmental Assessment	\$ 450,000	\$ -	\$ -	\$ 50,000	\$ 500,000
Economic Development Project (under contract)	\$ -	\$ -	\$ 350,000	\$ 50,000	\$ 400,000
Economic Development Project (proposed)	\$ -	\$ -	\$ -	\$ 1,000,000	\$ 1,000,000
	<u>\$ 19,270,099</u>	<u>\$ 1,395,889</u>	<u>\$ 2,842,138</u>	<u>\$ 6,106,011</u>	<u>\$ 29,614,137</u>

**CAPITAL EQUIPMENT**

<u>Description</u>	<u>Department</u>	<u>New or Replacement</u>	<u>Quantity</u>	<u>Price Each</u>	<u>FAA Grants</u>	<u>FDOT Grants</u>	<u>Other Federal Funding</u>	<u>Authority Funds</u>	<u>Total Cost</u>
Firefighter Personal Protective Equipment (ongoing replacement program)	ARFF	Replacement	2	\$ 2,025	\$ -	\$ -	\$ -	\$ 4,050	\$ 4,050
SCBA Bottle	ARFF	Replacement	4	\$ 1,250	\$ -	\$ -	\$ -	\$ 5,000	\$ 5,000
Aircraft Flat Tire Dolly	ARFF	New	1	\$ 7,000	\$ -	\$ -	\$ -	\$ 7,000	\$ 7,000
All Terrain Vehicle	Maintenance	Replacement	1	\$ 10,600	\$ -	\$ -	\$ -	\$ 10,600	\$ 10,600
Security Door Replacement	Maintenance	Replacement	2	\$ 4,000	\$ -	\$ -	\$ -	\$ 8,000	\$ 8,000
Carpet Replacement	Maintenance	Replacement	1	\$ 60,000	\$ -	\$ -	\$ -	\$ 60,000	\$ 60,000
Pickup Truck	Maintenance	Replacement	1	\$ 28,200	\$ -	\$ -	\$ -	\$ 28,200	\$ 28,200
Tractor	Maintenance	Replacement	1	\$ 85,000	\$ -	\$ 42,500	\$ -	\$ 42,500	\$ 85,000
15' Rotary Batwing Mower	Maintenance	Replacement	1	\$ 23,000	\$ -	\$ 11,500	\$ -	\$ 11,500	\$ 23,000
72" Zero Turn Mower	Maintenance	Replacement	1	\$ 13,800	\$ -	\$ 6,900	\$ -	\$ 6,900	\$ 13,800
8' Pull Behind Mower	Maintenance	Replacement	1	\$ 9,000	\$ -	\$ 4,500	\$ -	\$ 4,500	\$ 9,000
Airfield Lighting Control System	Maintenance	Replacement	1	\$ 78,000	\$ -	\$ -	\$ -	\$ 78,000	\$ 78,000
Common Use System	Operations	New	1	\$ 100,000	\$ -	\$ -	\$ 100,000	\$ -	\$ 100,000
Aircraft Air Stairs	Operations	New	1	\$ 255,000	\$ -	\$ 127,500	\$ -	\$ 127,500	\$ 255,000
Flashing Crosswalk Signs	Operations	New	2	\$ 2,600	\$ -	\$ -	\$ -	\$ 5,200	\$ 5,200
Camera Replacement Program	Operations	Replacement	1	\$ 15,000	\$ -	\$ -	\$ -	\$ 15,000	\$ 15,000
Passenger Bus	Operations	New	1	\$ 151,100	\$ -	\$ 75,550	\$ -	\$ 75,550	\$ 151,100
ATCT Radio/Comm Systems	Operations	Replacement	1	\$ 450,000	\$ -	\$ -	\$ 450,000	\$ -	\$ 450,000
Total					<u>\$ -</u>	<u>\$ 268,450</u>	<u>\$ 550,000</u>	<u>\$ 489,500</u>	<u>\$ 1,307,950</u>
<b>Total - All Capital Projects and Equipment</b>					<u><u>\$ 19,270,099</u></u>	<u><u>\$ 1,664,339</u></u>	<u><u>\$ 3,392,138</u></u>	<u><u>\$ 6,595,511</u></u>	<u><u>\$ 30,922,087</u></u>