

Exhibit A



Duluth Airport Authority

2020 ANNUAL BUDGET

Financial Row	Annual Budget 2020
Ordinary Income/Expense	
Income	
Non-Aeronautical Revenue	
Advertising Income	\$10,800
Concession Revenue	
ATM	\$738
Car Rental Concession	\$580,850
Food & Beverage Concession	\$79,637
Lottery Concessions	\$120
Parking	\$1,188,593
Per Passenger Fee	\$11,807
Services/Other	\$600
TNC Per Trip Fee	\$13,511
Vending	\$5,963
Total - Concession Revenue	\$1,881,819
Customer Facility Charges	\$304,571
Miscellaneous Revenues	\$64,200
Parking	\$130,134
Permits	\$10,500
Plowing Services	\$10,000
Reimbursed Expenses	\$33,787
Rent	\$232,705
Sponsorship Income	\$77,000
State Aid	\$305,514
Total - Non-Aeronautical Revenue	\$3,061,031
Non-Passenger Aeronautical Revenue	
Aviation Gas	\$85,000
Concession Revenue	
Flight Training/Tour Operations	\$11,140
Fuel Flowage Fees	\$87,250
Hangar Rent	\$4,385
Landing Fees	\$22,155
Mechanic	\$2,081
Misc Sales/Other	\$4,355
Per Turn Fees	\$8,425
Total - Concession Revenue	\$139,790
Event Income	\$33,900
Landing Fees	\$40,114
Ramp Fees	\$18,596
Rent	\$1,117,932
Security Reimbursement	\$93,000
Tie Downs	\$6,200
Total - Non-Passenger Aeronautical Revenue	\$1,534,533
Passenger Airline Aeronautical Revenue	
Landing Fees	\$373,293
Terminal Office/Space Rental	\$1,120,606
Total - Passenger Airline Aeronautical Revenue	\$1,493,899
Total - Income	\$6,089,462
Gross Profit	\$6,089,462

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Expense	
Miscellaneous Expenses	\$33,540
Personnel Compensation & Benefits	\$2,408,510
Services and Charges	
Advertising	\$1,850
Badging	\$9,500
Central Services Fee	\$48,000
Communications & Technology	\$124,782
Employee Development Services	\$40,035
Employee Physicals	\$1,930
Insurance	\$68,290
Marketing	\$140,534
Professional Services	\$364,200
Rentals	\$11,740
Repairs and Maintenance - Contractual/Services	\$528,979
Sponsorship Expenses	\$10,500
Transportation	\$4,950
Utility Services	\$488,413
Total - Services and Charges	\$1,843,702
Supplies	
Merchandise for Resale	\$70,000
Office Supplies	\$22,650
Operating Supplies	\$199,040
Repairs & Maintenance Supplies	\$315,145
Total - Supplies	\$606,835
Total - Expense	\$4,892,587
Net Ordinary Income	\$1,196,875
Other Income and Expenses	
Other Income	
Non-Operating Revenue	
Interest Income	\$36,259
Passenger Facility Charges	\$574,621
Total - Non-Operating Revenue	\$610,880
Total - Other Income	\$610,880
Other Expense	
Non-Operating Expense	
Interest Expense	\$354,455
Total - Non-Operating Expense	\$354,455
Total - Other Expense	\$354,455
Net Other Income	\$256,425
Net Income Exclusive of Project Expenses, Depreciation & Amortization	\$1,453,300
Projects/Grants	
Capital Contributions	
Grants	
Federal Grants	\$2,551,949
State Grant	\$404,461
Total - Grants	\$2,956,410
Total - Capital Contributions	\$2,956,410
Total - Projects/Grants	\$2,956,410
Capital Improvement Costs	\$3,010,010
Loan Principal	\$961,667
CFC's Reserved for Approved Projects	\$83,377
PFCs Dedicated to Past Debts	\$252,290
Coverage for Hangar 103 Amortization	\$75,000
Positive (Negative) Budget Variance	\$27,366
Depreciation & Amortization	
Amortization Expense	(\$232,705)
Depreciation	(\$10,003,489)
Total - Depreciation & Amortization	(\$10,236,194)
Net Income	(\$5,826,484)
Total Expense Budget:	\$15,483,236