

Exhibit A

Duluth Airport Authority Annual Budget 2017

Financial Row	Total Budget (Jan 2017 - Adjust 2017)	
Ordinary Income/Expense		
Income		
Non-Aeronautical Revenue		
Advertising Income	\$	19,800
Concession Revenue	\$	1,568,265
Customer Facility Charges	\$	257,000
Miscellaneous Revenues	\$	67,000
Parking	\$	116,899
Permits	\$	7,382
Plowing Services	\$	10,000
Reimbursed Expenses	\$	63,831
Rent	\$	156,256
Sponsorship Income	\$	65,000
State Aid	\$	278,225
Total - Non-Aeronautical Revenue	\$	2,609,658
Non-Passenger Aeronautical Revenue		
Aviation Gas	\$	80,000
Concession Revenue	\$	171,426
Float Storage	\$	-
Landing Fees	\$	30,000
Ramp Fees	\$	17,892
Rent	\$	1,179,018
Security Reimbursement	\$	90,000
Tie Downs	\$	7,200
Total - Non-Passenger Aeronautical Revenue	\$	1,575,536
Passenger Airline Aeronautical Revenue		
Landing Fees	\$	275,000
Terminal Office/Space Rental	\$	780,000
Total - Passenger Airline Aeronautical Revenue	\$	1,055,000
Total - Income	\$	5,240,195
Gross Profit	\$	5,240,195
Expense		
Miscellaneous Expenses	\$	11,490
Personnel Compensation & Benefits	\$	1,992,189
Services and Charges		
Central Services Fee	\$	50,000
Communications & Technology	\$	101,750
Employee Development Services	\$	16,685
Hangar Management Fee	\$	-
Insurance	\$	68,000
Marketing	\$	108,345
Professional Services	\$	349,625
Rentals	\$	8,700
Repairs and Maintenance - Contractual/Services	\$	365,449
Sponsorship Expenses	\$	6,000
Transportation	\$	1,800
Utility Services	\$	518,159
Total - Services and Charges	\$	1,594,513
Supplies	\$	492,715
Total - Expense	\$	4,090,907
Net Ordinary Income	\$	1,149,288

Exhibit A

Other Income and Expenses

Other Income

Non-Operating Revenue

Interest Income	\$	5,000
Passenger Facility Charges	\$	483,000

Total - Non-Operating Revenue	\$	488,000
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Total - Other Income	\$	488,000
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Other Expense

Non-Operating Expense

Interest Expense	\$	430,953
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Total - Non-Operating Expense	\$	430,953
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Total - Other Expense	\$	430,953
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Net Other Income	\$	57,047
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Net Income Exclusive of Project Expenses, Depreciation & Amortization	\$	1,206,334
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Non-Operating Cash Activity

Projects/Grants

Grants

Federal Grants	\$	9,107,878
State Grant	\$	824,680

Total - Grants	\$	9,107,878
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Capital Improvement Costs	\$	9,203,553
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Loan Principal	\$	958,403
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CFC's Reserved for Approved Projects	\$	63,318
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Coverage for Hangar 103 Amortization	\$	75,000
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Positive (Negative) Budget	\$	13,939
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Depreciation & Amortization

Amortization Expense	\$	(239,340)
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Depreciation	\$	(9,088,580)
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Total - Depreciation & Amortization	\$	(9,327,920)
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Total Expense Budget:	\$	13,849,780
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