



Broome County

# Binghamton Regional Airport

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JEFFREY F KRAHAM  
Broome County Executive

April 12, 2002

163105

OST-02-11590-17

CARL G. OLSON  
Commissioner  
DEPT. OF TRANSPORTATION  
PROJECTS  
02 APR 15 AM 11:44

Ms. Read C. Van de Water  
Assistant Secretary for Aviation and International Affairs  
United States Department of Transportation  
400 7<sup>th</sup> Street Southwest  
Washington, D.C. 20590

RE: Proposal for the Small Community Air Service Development Pilot Program  
Binghamton Regional Airport, Binghamton, New York

Dear Ms. Van de Water,

Under cover of this letter please find **an** original and five (5) copies of our community's proposal for improving commercial air service through the DOT's Small Community Air Service Development Pilot Program.

Should your office have any questions concerning the material in our proposal please do not hesitate to contact me directly at your convenience.

Thank you for your consideration.

Sincerely,

Carl G. Olson  
Commissioner of Aviation

Enclosures (6)



**BEFORE THE OFFICE OF THE SECRETARY  
DEPARTMENT OF TRANSPORTATION**

DEPT. OF TRANSPORTATION  
DOCKETS

02 APR 15 AM 11:44

**Community Proposal  
Binghamton Regional Airport  
Binghamton, New York**

**SMALL COMMUNITY AIR SERVICE  
DEVELOPMENT PILOT PROGRAM**

**DOCKET OST-2002-11590-1**

Under 49 U.S.C. 41743 *et seq*

**SUMMARY OF PROPOSAL**

The Binghamton Regional Airport hereby submits its proposal to participate in this pilot program by requesting a grant to upgrade existing air service to meet the needs of the region served by the airport. The intent of the Program is fully satisfied by this proposal, and the Airport respectfully requests the Department of Transportation to consider favorably this application.

- The proposal results in materially improved air service to Binghamton and the Southern Tier of New York State.
- Broome County has lead New York State in job creation. Unfortunately, changes in the airline industry have resulted in a situation where air service and capacity have lagged, actually causing enplanements to decline.
- The economic base served by Binghamton Regional Airport has grown to encompass a high-tech, global character including facilities of corporations such as Lockheed and BAE Systems. To maintain this growth, upgrades in air service levels must be accomplished
- Despite this strong, global business base, Binghamton clearly has lower levels of air service and higher fares when compared to other communities of similar size, and often smaller economic base, throughout the Northeastern US.
- The proposal herein focuses on upgrading capacity on existing routes which offer the highest immediate benefit for the region and for the US air transportation system.
- Binghamton's proposal represents a high degree of success probability.

- **This proposal will be *additive* to the very extensive and continuing air service development programs already in effect at Binghamton.**

The Binghamton Regional Airport respectfully requests the Secretary's favorable approval to this proposal.

All correspondence regarding this document should be directed to

Mr. Carl Olson, Commissioner of Aviation  
Binghamton Regional Airport  
2534 Airport Rd.  
Box 16  
Binghamton, NY 13790  
(607)763-4471

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## I. Technical Description

### a). Airport and Community Name:

Binghamton Regional Airport (BGM)  
2354 Airport Rd  
Box 16  
Johnson City, NY 13790  
Contact: Mr. Carl Olson,  
Commissioner of Aviation

Community And Region Served: Binghamton, NY and the Southern Tier Of Upstate New York represented by the Broome County Department Of Aviation.

### b). Additional Community Members

This proposal is supported by the Binghamton area *Air Service Development Partnership* – a consortium of businesses and civic groups in the region - will represent the Community participation in this application.

### c). Project Sponsor

The Broome County Department Of Aviation (BCDA) is the official sponsor in submitting this application.

### d). Project Description:

The Binghamton Regional Airport herein requests a grant under the terms of The Small Community Air Service Development Pilot Program to support and incubate upgrade of existing service.

The airport has identified two distinct air service upgrade needs:

**Washington, DC Service.** The current service to Washington is operated by United Express with Jetsream-41 aircraft. These 29-seat airliners do not provide the capacity to support the market. In particular, the small cabin precludes carry-on, including, depending on seat assignment, items as small as a laptop computer. Cabin comfort levels are poor as well. Finally, these aircraft often are load-restricted, leaving passengers or baggage off. Studies done by the Airport indicate that major defense and high-tech employers in the region who do much business in Washington are avoiding flying out of Binghamton because of this.

This service also accesses the United Airlines international hub at Dulles International Airport. This is also important to the region, yet the aircraft used by United Express at Binghamton simply deters ridership. *Historical traffic data for this route do not properly nor fully indicate the size of the market nor its importance to the Binghamton region.*

Accordingly, the Airport's first priority for the funds under this grant will be to provide risk guarantees for United Express (operated by Atlantic Coast Airlines) to upgrade the service to small "regional" jet service with 32-seat Dornier 328JET airliners. While this will slightly increase per-flight capacity, it will provide acceptable comfort reasonably compatible with larger jet aircraft.

**Detroit/Metro Upgrade To Small Jets.** Another identified need for Binghamton is more westbound access. Currently, Northwest Airlink provides service to Northwest's Detroit hub with four daily Saab-340 turboprops. For reasons similar to those above, this service is felt to be able to attract significantly more traffic were it upgraded to regional jet service.

The Airport will first pursue the United Express option. Should negotiations not be fruitful, it will approach Northwest for the Detroit option.

### **The Binghamton Air Service Picture**

Despite its economic expansion in the past decade, the region served by Binghamton Regional Airport has air service that does not fully meet its needs. A recent survey indicated that approximately 38.4% of the traffic generated by the population residing within BGM's core catchment area is currently using other airports due to lower fares and jet service departing from nearby airports.

The aim of this proposal is to address the fact that Binghamton today has minimal levels of small jet air service. *Analyses accomplished by the airport clearly show that the market can profitably support an upgrade from turboprop to small jet air service in both of the cases noted above. Furthermore, with the financial support provided by the Pilot Program, such service can be successfully attracted.*

Due to fleet changes throughout the industry that include the retirement of many types of turboprop aircraft, Northwest Airlink and United Express have recently upgraded service on turboprop aircraft to regional jet aircraft between their hubs and numerous communities throughout the Northeastern US. Despite its very robust business economy, Binghamton has not received these upgrades.

As a greater portion of the nearby communities served by Northwest obtain small jet service to Detroit, the leakage from Binghamton's core catchment area to these airports is expected to increase. US Airways, albeit somewhat slower

than most of the other major carriers, has also been aggressive in expanding regional jet service from its Pittsburgh hub to many of the same communities. As customers increasingly prefer the comfort of small jet aircraft over turboprops, Binghamton Regional Airport remains at a severe disadvantage in the product it offers its customers. The Pilot Program funds as outlined in this proposal can be used to reverse this, to the benefit of the community, the carriers involved, and the national air transportation system.

Economic and strategic shifts in the airline industry make it difficult for the community by itself to recruit and establish the improved service the market can support.

In this proposal, the airport requests a grant to support a carefully-designed and implemented program to successfully obtain the improved air service that the market can support.

## 11. Project Objectives & Results

The clear objectives of the community and of the airport are as follows:

1. Air service levels at Binghamton represent an opportunity to utilize the Pilot Program funds in the most effective manner possible. Under the proposal herein, the Pilot Program funds will be used to establish additional service that will meet the needs of the region.
2. The proposal is intended to recapture, to the maximum extent possible, the passengers from this service area who are forced to use other airports due to insufficient service at Binghamton. This represents approximately 80,000 passenger enplanements out of the region on an annual basis.
3. The proposed service will encourage and build additional ridership at the airport as a result of offering service options that are competitive with those found at communities of comparable size.
4. With additional service as proposed herein, the economic base of the region will be strengthened by the addition of improved air service connectivity to the nation and the globe.

### **Funds Will Be Used To Address Known Problems**

In the past year, Binghamton has actively conducted a range of air service analyses and studies to determine its realistic potential of improving air service to and from the community, and to identify the specific carrier targets for these improvements.

Therefore, since this work is already done, it has a clear view of what needs to be accomplished. *The funds requested in this proposal will be focused entirely on efforts to rectify the problems that have been already identified.*

### **Intended Results**

The Binghamton Regional Airport and the Binghamton Air Service Development Partnership would respectfully submit that this application successfully fulfills the intent of the Department and of Congress:

1. This grant will rectify a clear and demonstrable challenge. The improvement in service as outlined in the proposal will satisfy the intent of the Program by permanently establishing air service that will benefit not only Binghamton but also the national air transportation system.

2. Fares now charged at Binghamton are higher than at other similarly sized airports throughout the Northeastern United States. The recruitment of an upgrade to existing air service will tend to address this issue, by injecting some additional discipline to the market.
3. The results of the program outlined herein and funded by the grant request will be long-term and will materially improve the economic foundation of the region.

## 111. Overview of Binghamton Air Service

### Current Air Service Picture

Air service providers at the Binghamton Regional Airport is provided by three major carrier networks: United Express/Atlantic Coast Airlines, with non-stop service to Washington Dulles, Northwest/Mesaba with nonstop service to Detroit and US Airways/ Allegheny/Trans States with nonstop service to Pittsburgh and Philadelphia.

The Binghamton community recently suffered a setback when US Airways withdrew mainline jet service to and from Pittsburgh and replaced it with smaller jet and turboprop aircraft. Continental Express service to and from New York City has been discontinued as well. This now represents a shortfall in service.

Current Air Service Offered From BGM				
Carrier	(Destination	Aircraft	Weekly Frequencies	Weekly Departing Seats
Northwest/Mesaba	Detroit	Saab 340	20	680
		<b>Total DTW</b>	<b>20</b>	<b>680</b>
United/ACA	Washington	Jetstream 41	28	784
		<b>Total IAD</b>	<b>28</b>	<b>784</b>
US Airways/Allegheny	Philadelphia	Dash 8	33	1221
		<b>Total PHL</b>	<b>33</b>	<b>1221</b>
US Airways/Allegheny	Pittsburgh	Dash 8	28	1036
US Airways/Trans States	Pittsburgh	Embraer 145 RJ	14	700
		<b>Total PIT</b>	<b>42</b>	<b>1736</b>

Since 1999:            Weekly flights have declined by            20%  
                              Weekly seat capacity has declined by            23%

	Mar-99	Mar-00	Mar-01	Mar-02
Weekly Departing Frequencies	155	150	133	123
Weekly Departing Seats	5744	5793	5107	4421

These data show clearly that the decline in service at Binghamton is material and severe. Given the strength of the market, however, increases in service can be attracted. Unfortunately, within the current economic conditions in the airline industry, this can only be accomplished by offering some mechanism to reduce the risk to a target carrier.

Binghamton believes its proposal represents a step that can reverse this decline. As additional seats are added, and service is upgraded to jets, other carriers will tend to follow, thereby recapturing additional leakage now driving to Syracuse simply to avoid the aircraft being used to serve Binghamton.

**Binghamton Has Major Air Service Deficiencies**

Binghamton is woefully underserved when compared to other communities of its size.

An evaluation of the current air service levels at BGM were compared with levels at communities throughout the country that are of similar size. The chart is a summary of the results.

Market	Binghamton, NY	Portland, ME	South Bend, IN	Lubbock, TX
2000 MSA Population	252,320	243,537	265,559	242,628
Weekly Departing Seats	4,421	21,001	13,461	16,118
Weekly Frequencies	123	377	274	190
Number Of Carriers	Three	Six	Six	Four
Number Of Nonstop Destinations	Four	Eleven	Seven	Six

Note that while these other communities are similar in size, their levels of service far outweigh those at Binghamton. Furthermore, the Airport would contend that the core business base in the Binghamton region is at least as strong, and indeed stronger in some cases than that served by these other airports.

It is clear that compared to other communities of similar size, Binghamton lags. The communities above are typical. Binghamton has the least number of weekly departing seats, frequencies, number of carriers and number of nonstop destinations served<sup>1</sup>. Portland, Maine, a community with a smaller population base, has 375% more weekly departing seats, 206% more weekly frequencies, twice as many carriers and service to eleven destinations instead of four.

South Bend, Indiana, has 204% more weekly departing seats, 122% more weekly departing frequencies, service from **six** carriers instead of three and seven nonstop destinations served instead of four.

The greatest service deficiency at BGM, however, is the lack of small jet service to major hub airports. All of the comparison communities have either small or large jet service to and from multiple hub airports.

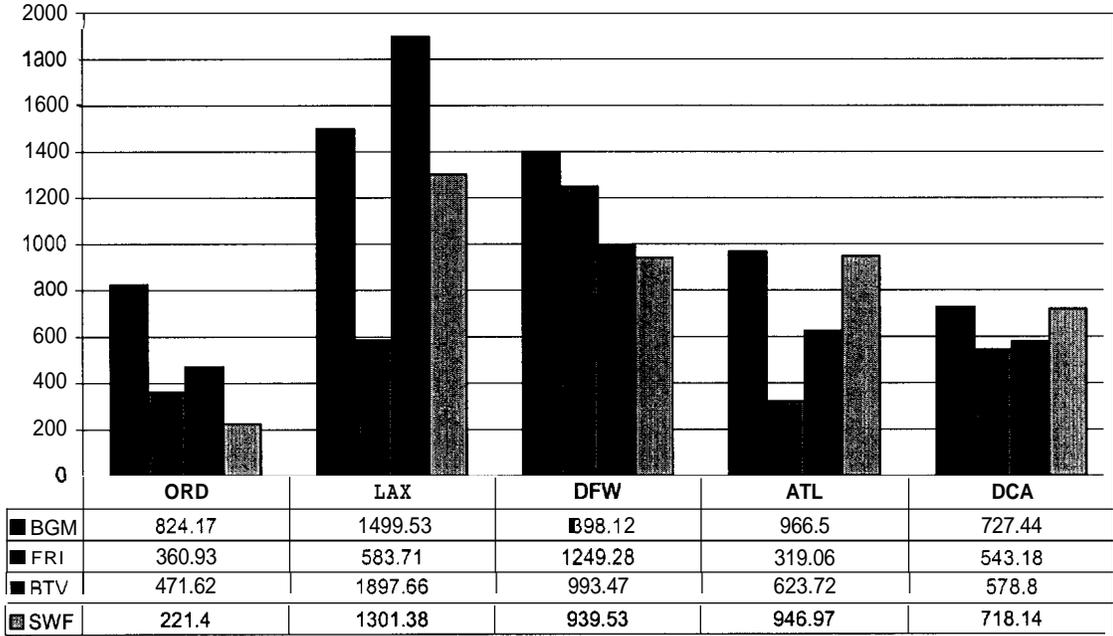
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<sup>1</sup> All of these communities, including Binghamton, are located where access to a larger airport entails a significant drive time.

**Fare Levels**

With fewer departing weekly seats and limited levels of competition, BGM has fare levels greater than those found at nearby airports under most circumstances.

**Binghamton Fares Are Often Higher Than Those Found In Other Northeastern Communities**

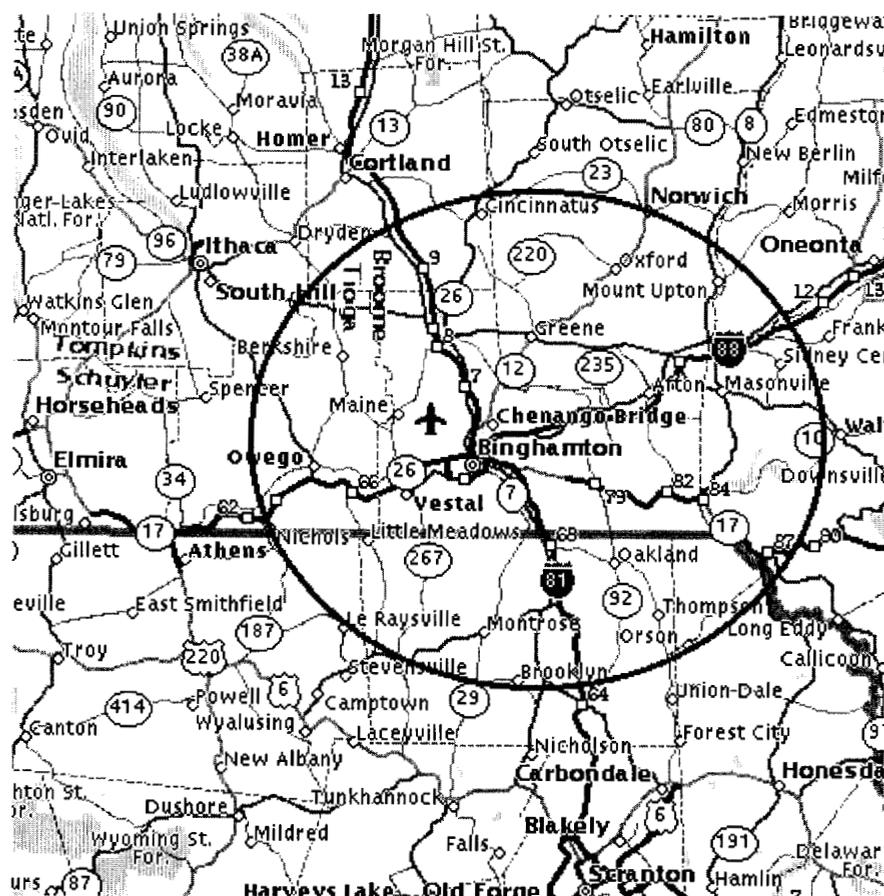


As an example, fares between BGM and Chicago O'Hare are 272 percent greater than from Newburgh, 227.8 percent greater than from Newport News and 128 percent greater than from Erie. Of the markets evaluated, there is only one, Los Angeles, in which the fares from another community exceed those offered from BGM. The fares evaluated can be categorized as "business fares," since they are based on a three day advance purchase with a single night stay.

The BCDA understands that fares are dynamic and change almost daily. It also understands that the type of service it can recruit is not likely to result in material reductions in fare levels.

## Core Service Area & Leakage

It has been determined that approximately 40% of the traffic generated by the population residing within BGM's core catchment area is currently leaking to other airports due to lower fares and wider availability of air service. These results indicate that over 51,000 passenger enplanements are leaking to other airports. That number will likely increase due to recent reductions in flight frequency and the withdrawal of some larger jet service from the market.



It is estimated that BGM has a core service area of approximately 450,000 residents throughout the Southern Tier of Upstate New York as well as Northeastern Pennsylvania. This region stretches from Nichols in the West to East Sidney in the East and from Brooklyn in the South to near Cortland in the North.

Leakage to Elmira, Syracuse, and Wilkes-Barre/Scranton is largely attributed to jet aircraft offering greater availability of discount seats, access to the networks of most major carriers, as well as a greater number of flight frequencies offered to and from most major hub airports east of the Mississippi. The recent arrival of Southwest Airlines in Albany is the major cause of very small amounts of leakage to that airport even with a very long drive.

It was estimated that approximately 12% of the traffic generated to and from Binghamton's core catchment area is using Syracuse for their air travel needs, whereas 5% is leaking to Elmira. Elmira/Corning Regional Airport is located approximately 65 miles from Binghamton, taking approximately 1 hour and 10 minutes by car. Syracuse is located 80 miles from Binghamton, taking approximately 1 hour and 20 minutes by car under optimal traffic and weather conditions.

Clearly, these long drives indicate that much more of the region's traffic can be retained at Binghamton if an increase in the number departing seats on small jet aircraft can be established.

### **A Community In Need Of Strong Air Service Access**

Binghamton maintains a diverse economic base that is in need of strong air service access from the region.

There are a large number of corporations that are in need of additional air service options. These corporations include: IBM, Lockheed Martin, Universal Instruments, Raymond Corporation, BAE SYSTEMS, Frito Lay, Matco Corporation and L-3 Communications.

With a heavy concentration of defense contractors, access to and from Washington DC is extremely important to the community. Current Jetstream 41 aircraft offer a limited number of seats during peak periods and are quite often forced to limit passenger luggage as a result of weight restrictions. As a result, many of these contractors are choosing to depart from Syracuse on larger turboprop and regional jet aircraft.

The State University of New York (SUNY) system maintains one of its largest campuses in Binghamton. SUNY-Binghamton has a population of approximately 12,500 graduate and undergraduate students. It is also the region's third largest employer with 3,300 employees.

## IV. Grant Application Proposal

In prior studies, the Binghamton Regional Airport has determined the following:

1. The market is underserved, with approximately 80,000 annual enplanements being lost annually to other airports.
2. Some of this leakage is caused by low-fare service at very distant Albany, and cannot be fully recaptured. However, much of the lost traffic is due to increasing consumer preference for larger and more comfortable aircraft.
3. The turboprop aircraft this proposal seeks to replace are becoming increasingly less attractive to consumers. As jet service increases at other airports in the region, the danger of more leakage and near-permanent reductions in service at BGM increases..
4. The proposal only intends to attract and incubate better service by providing reasonable risk off-sets for the carriers involved.

### Overall Goals

The application of the grant under this proposal is to provide the following:

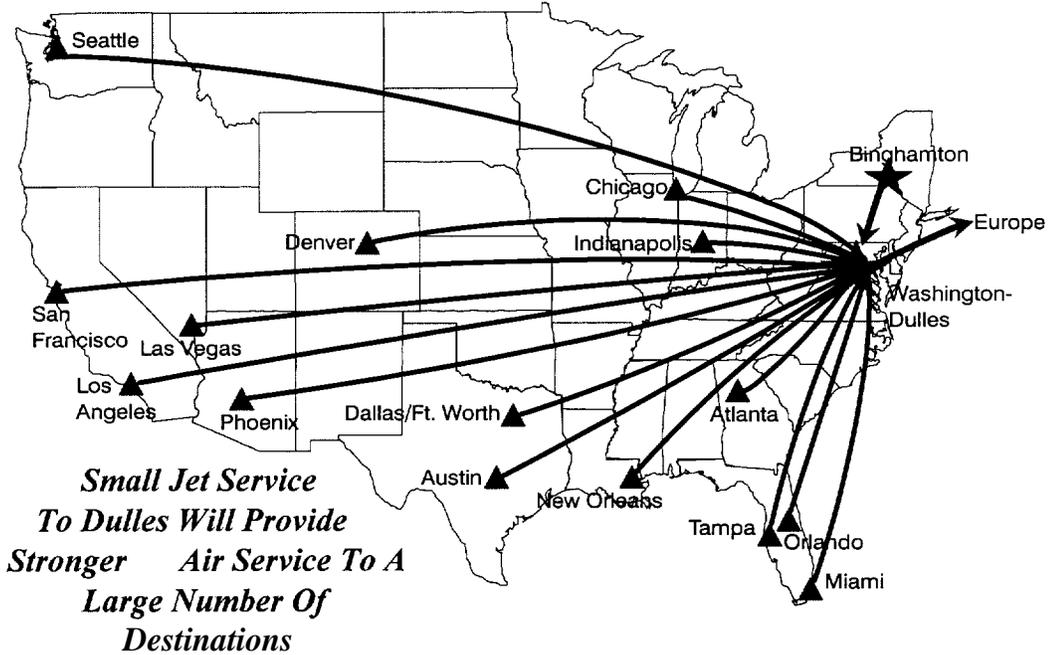
1. A marketing and airport awareness program aimed at reinforcing the facility's image and role as a key part of the region's infrastructure, and a viable and efficient gateway to the national and global air transportation systems.
2. A risk-abatement program aimed at upgrading service levels from at least one of the incumbent carriers noted. The studies and data collected by the airport indicate that service upgrades on hub routes now served from BGM would be successful. However, the airport feels that application of the funds to just one would give the highest potential of success.

### Service Improvement Targets

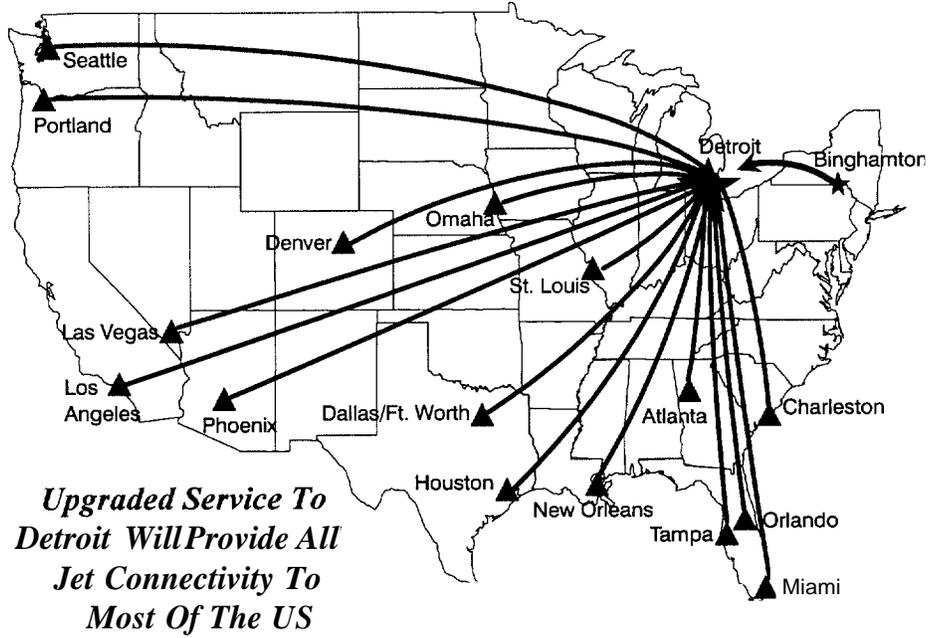
Studies accomplished by Binghamton Regional Airport indicate that the best and most likely option to fill the air service deficiency and recapture lost traffic will be upgrades to existing service quality. These would entail larger aircraft, and in some cases upgrades from turboprop service to small "regional" jets.

The airport intends to offer the risk-abatement funds to both carrier systems serving Binghamton, on a best-proposal basis from each. Are as follows:

- **An Upgrade to Small Jet Aircraft Between Binghamton and Washington-Dulles on United/Atlantic Coast.** Small jet connectivity to the United hub operation in Washington will provide the community with improved access



to a wide array of domestic and a substantial number of European destinations. O&D travel between BGM and IAD is significant due to the region's large number of defense contractors. Improved air service will stimulate the market by retaining passengers that are currently leaking to Syracuse for travel to Washington.



- **An Upgrade to Small Jet Aircraft Between Binghamton and Detroit on Northwest Airlink.** This option has some unique characteristics. It would strengthen connectivity for Binghamton, giving consumers the ability to make all jet connections through Detroit to most of the United States and some destinations in Canada. In addition, Northwest has recently opened upgraded terminal facilities in Detroit and is adding a substantial number of small jet aircraft to its fleet.

Additional capacity will result in higher numbers of discount seats to be offered, and the increased comfort of larger aircraft will also tend to keep passengers from driving to other airports.

### **High Potential For Additional Traffic Retention**

As noted, the airport has recently completed analyses of its air service deficiencies and the potential for re-capture with the specific service enhancements outlined in this document. Because most of the leakage now experienced is driven by service deficiencies, and not by nearby availability of low fare service, the airport believes that most of the lost traffic can be recaptured.

The major focus of retaining traffic at Binghamton is on business travelers, to whom comfort, schedule frequency and operational dependability are most important. From this, analyses by the airport have concluded the following:

- The United Express/Atlantic Coast option indicates approximately 72,000 bi-directional passengers to and from that hub on an annual basis. However, the on-segment return to the carrier is estimated to be around \$150,000. Traffic to and from most Southeastern US destinations is estimated to incur stimulation factors of at least 20%, whereas traffic to and from Far Western destinations is estimated to incur stimulation levels of at least 5%.
- The Northwest Airlink option represents the most viable service upgrade option, in large part due to the strong projected demand for local traffic to Detroit, as well as the all-jet connectivity. It is projected that approximately 75,400 bi-directional passengers will be carried, with an on-segment return to the carrier of close to \$400,000. It is estimated that traffic to and from BGM to most destinations West and South of Detroit can be stimulated by 20%.

## **V. Air Service Action Plan**

The Broome County Department of Aviation is seeking a Small Community Air Service Grant of \$500,000 to utilize as an inducement to attract a new carrier to BGM. The BCDA and the community will match this with \$100,000 in community-generated funds. The BCDA proposes to utilize the total \$600,000 as follows:

- \$50,000 for advertising and marketing for the airport. This includes consulting services to negotiate with the target carrier, and marketing efforts subsequent to the recruitment to the benefit of both the new carrier and incumbents as well. Emphasis will be on the benefits of travel on small jet aircraft as well as the overall convenience and the range of destinations served from the local airport. This will be in addition to the Airport's current budget of \$70,000 applied to these activities.
- \$550,000 as a risk guarantee to help offset the incremental costs of the improved service to the chosen carrier.

If awarded the grant, the community will immediately initiate negotiations with United Express/ Atlantic Coast followed by Northwest Airlinck.

If after negotiations none of these carriers are interested in pursuing the service upgrade, the funds will be returned to the DOT's Small Community Air Service Development Program.

### **Service Standards Required**

The service requirements will be as follows:

- The risk guarantee would apply to the incremental operational costs associated with upgrading to Canadair Regional Jet aircraft (50-seats or greater) operated by United Express/Atlantic Coast or Northwest Airlinck/Express I.

### **Residual Funds**

The airport and community will agree that any risk guarantee funds from this grant left over after the 12-month period from initiation of airline operations will be returned to the Department of Transportation.

### **Traffic and Revenue Projections**

The airport understands that this program is intended to produce long term results. Therefore, there must be reasonable additional traffic generation potential for the target carrier to consider an upgrade in equipment.

These projections are included in the Appendix.

### **Cost and Revenue Calculations For Performance Guarantee**

Because of the limited desirability of current air service options at Binghamton, it is believed that the target carrier will have a very short “ramp” period where incremental traffic gains will offset any additional costs associated with operating larger equipment.

Negotiations with the carrier will determine the trigger points for pay-out under the guarantee program. These negotiations will include:

- Determination of the incremental costs incurred by the carrier by upgrading flight segments between Binghamton and the hub airport. Clear and set cost levels, including adjustment for certain variable costs such as fuel and insurance will be established.
- Determination of the incremental revenue goals that will be necessary for break-even plus a set profit hurdle of not more than 15%. Incremental “net-new” revenues generated to the carrier’s existing network beyond the hub city will be taken into consideration as well, but on a “pro-rated” basis taking into consideration “spill.”
- If the level of incremental revenue fails to offset the incremental costs of operating the route, the carrier will receive a performance guarantee that will offset the difference.
- Determination of the payment mechanisms and timing of same.

### **Project Duration**

The BCDA requests this funding for one year

The applicant does not anticipate requesting any funding after the first year. We are confident that after a single year of operation, the carrier operating to and from the community will have established a strong enough foothold in the marketplace to continue service without a financial risk guarantee.

## VI. Grant Administration

The BCDA will administer the funds under this program.

- Revenue generation for the carrier, not passenger count, will be the basis for determining goals for the program. This is because in both cases, (United Express and Northwest Airlink) there will be increases in not only local traffic to the respective carrier's hub, but also new dollars generated by more passengers connecting over the hub.
- The airport and the target carrier will negotiate specific revenue goals for the improved service. Because BGM is a viable and strong market, the intent is not to provide full revenue guarantees, per se, but instead provide the carrier with reasonable reduction in risk as they add larger and more expensive aircraft to the market. These terms will be provided to the Department of Transportation.
- The risk guarantee funds will not be disbursed unless a clear shortfall in revenue as agreed upon is experienced for at least a 90-day period.
- The carrier will be required to operate with an agreed-upon level of schedule reliability. Controllable cancellations (such as due to mechanical reasons) will not be considered in the risk guarantee. Equipment substitution to turboprops for occasional operational reasons will be permitted, but strictly limited under the terms of any pay out of funds.
- Under no circumstances will the DOT be responsible for any funds beyond those outlined in the grant. Furthermore, the Airport will endeavor to negotiate revenue "trigger points" whereby if the program reasonably appears to be a failure, it will be discontinued as quickly as possible to conserve the grant, and any funds not spent will be returned to the DOT..
- The consulting, marketing and advertising funds (\$50,000) will be used to craft marketing and advertising programs that encourage use of new air service as well as existing air service at Binghamton.

## **Agreement Terms With Air Service Provider**

In order to be eligible for the proceeds from both the local community and the Small Community Air Service Pilot Program grant, the air service provider will be obliged to meet the following requirements:

- Term: An agreement to serve the community with at least three daily flights with upgraded equipment for at least one year, subject to extraordinary events specifically agreed upon in advance. Such an event would include traffic levels not attaining target goals after pre-determined point in the program.
- Operational Reliability: The carrier will be subjected to completing at least 95% of the flights with the upgrade during a given quarter, with exception of cancellations due to inclement weather conditions or other events beyond the control of the airline, including labor stoppages and air traffic control failures.
- Schedule: Flights operated under this agreement must continue to provide strong connectivity to and from BGM, defined as arrival and departure at the hub, reasonably within the carrier's connecting banks.
- Quality of Service: Reasonable and acceptable levels of customer service must be maintained.
- Fare Levels: The airline will agree to offer a range of fares consistent with those charged at other small communities with service from their hub. For comparison purposes, this will be defined as 14-day advance, 3-day advance, and walk-up day of departure fares, expressed on a per-mile basis.

## **Evaluation Of Program Results**

The success of the program will be evaluated based on the overall increase in enplanements on the participating carrier to and from BGM. The airport believes that the addition of this service will make air service to and from the community more attractive, thereby recapturing much of the current leakage, and moderately stimulating overall air travel to and from the region.

**Project Revenue Split**

1). Local Share -	\$ 91,665 Revenue Guarantee
	\$ 8,335 Marketing Funds
2). Small Community Air Service Pilot Program	\$ 458,335 Revenue Guarantees
	\$ <u>41,665 Marketing Funds</u>
Total Joint Funds	\$ 600,000 Total

## **Appendix**

**Airline Traffic & Revenue Projections**

**Airport Operating Budgets - Past Two Years**

**Airport Operating Budget - Current Period**

## **Airline Traffic and Revenue Projections**

On the following pages are pro-forma analyses of the total traffic and revenues projected for each of the three target carriers. These independent analyses were accomplished to determine if the service in each case can meet the Department of Transportation's standard requirement that the Pilot Program funds be used to establish long-term improvements.

These data are provided only as references to indicate the veracity of each market from Binghamton. Actual figures will be determined by the specific carriers. However,

- Aircraft operating costs are derived from airline sources and adjusted as necessary for conditions such as route length.
- Revenue per mile figures in markets are based upon estimate of net average fares in markets of similar length operated with similar aircraft on the specific carrier's system.
- In all cases, yield estimates are considered to be conservative.
- Traffic generation by market has been developed based on projections felt to be reasonable based on the nature and scope of the carrier and the service involved. In all cases, the traffic is predicated on service operated by the hubbing carrier system to each hub airport. The proposed service enhancement would be operated by either United Express/Atlantic Coast or Northwest Airlink/Express I.

<b>BGM-IAD Traffic Generation</b>			
<b>Destination</b>	<b>Estimated Demand</b>	<b>Capture Rate</b>	<b>Segment Traffic</b>
Washington-Dulles	14,245	85%	12,108
Orlando	21,144	45%	9,515
Tampa	16,440	45%	7,398
Dallas/Ft. Worth	10,038	15%	1,506
Los Angeles	10,080	35%	3,528
Atlanta	9,744	40%	3,898
Denver	9,600	35%	3,360
San Francisco	8,544	35%	2,990
Pittsburgh	6,530	5%	327
Phoenix	6,321	15%	948
Raleigh/Durham	6,720	40%	2,688
Charlotte	5,820	35%	2,037
San Diego	5,232	30%	1,570
Seattle	4,494	20%	899
Miami	4,692	45%	2,111
Las Vegas	3,623	10%	362
Nashville	3,223	30%	967
Indianapolis	2,841	15%	426
New Orleans	2,268	25%	567
Dayton	2,255	15%	338
Jacksonville	2,136	40%	854
Norfolk	1,512	40%	605
Richmond	1,369	40%	547
Portland	1,229	35%	430
Greensboro	1,254	40%	501
Austin	1,040	45%	468
Louisville	1,081	35%	378
San Jose	830	45%	373
Greenville/Spartanburg	638	40%	255
(Others and International)			10,000
<b>Total</b>			<b>71,955</b>

<b>Binghamton - Washington Key Operating Data</b>	
<b>Key Operating Data</b>	
BGM-IAD Mileage	237
Assumed Aircraft :	Canadair RJ
Passenger Seats:	50
Estimated Weekly Flights Scheduled:	40
Estimated Completion Factor:	98%
Estimated Weekly Flights Completed:	39.2
Projected Annual Flight Segments:	2,038
Projected Available Seat Miles (ASMs)	24,155,040
Projected Cost per Available Seat Mile (CASM)	\$0.16
Projected Annual "On-Segment" Operating Expense	\$ 3,864,806
<b>Financial Analysis</b>	
<b>"On-Segment" Financial Estimates</b>	
Total Projected Passengers	71,955
Projected Local Passengers	12,108
Projected Local Revenue Passenger Miles (RPMs)	2,869,655
Projected Local Average Yield:	\$0.465
Projected Connecting Passengers	59,847
Projected Connecting Revenue Passenger Miles:	14,183,739
Projected Connecting Average Yield:	\$0.189
<b>TOTAL PROJECTED "ON-SEGMENT" REVENUES</b>	<b>\$ 4,015,116</b>
Total Projected "On-Segment" Operating Expense:	\$ 3,864,806
Projected "On-Segment" Profit	\$ 150,310
<b>Projected System Revenue Contribution</b>	
"On-Segment" Traffic Revenue	\$ 4,015,116
Revenue Contribution To UA Network Beyond IAD	\$ 11,419,000
Total System Revenue Contribution	\$ 15,434,117
Minus 10% IAD Originating Seat Spill/Diversion	\$ (1,141,900)
Total Adjusted System Revenue Contribution	\$ 14,292,217
<b>Segment Load Factor Data</b>	
Projected Annual Available Seat Miles (ASMs)	24,155,040
Projected Revenue Passenger Miles From Local Traffic	2,869,655
Projected Revenue Passenger Miles From Connecting Traffic	14,183,739
Total Revenue Passenger Miles (RPMs)	17,053,394
Projected Load Factor	70.69

<b>BGM - DTW Traffic Generation</b>			
<b>Destination</b>	<b>Estimated Demand</b>	<b>Capture Rate</b>	<b>Segment Traffic</b>
Detroit	15,525	85%	13,196
Orlando	18,501	15%	2,775
Tampa	14,385	15%	2,158
Dallas/Ft. Worth	10,516	35%	3,681
Los Angeles	10,080	35%	3,528
Atlanta	8,526	15%	1,279
Denver	9,600	35%	3,360
Chicago	9,384	40%	3,754
San Francisco	8,544	35%	2,990
Ft. Lauderdale	6,909	15%	1,036
West Palm Beach	6,899	15%	1,035
Phoenix	7,224	35%	2,528
Houston	5,808	35%	2,033
Minneapolis/St. Paul	5,713	60%	3,428
San Diego	5,232	35%	1,831
Seattle	5,136	40%	2,054
Miami	4,106	15%	616
Ft. Myers	3,812	20%	762
Las Vegas	3,968	40%	1,587
Nashville	3,223	25%	806
St. Louis	3,108	35%	1,088
Indianapolis	2,841	35%	994
Kansas City	2,832	35%	991
Columbus	2,760	35%	966
New Orleans	2,592	25%	648
Dayton	2,460	35%	861
Orange County	2,058	25%	515
Jacksonville	1,869	15%	280
Milwaukee	1,679	45%	756
Sarasota	1,439	40%	575
Portland	1,229	60%	737
Ft. Wayne	1,089	50%	545
Cleveland	1,078	35%	377
Louisville	1,034	25%	259
Grand Rapids	902	60%	54
San Jose	869	45%	391
Memphis	851	50%	426
Lexington	817	30%	245
Honolulu	525	55%	289
Other (incl. International)			9,500
<b>Total</b>			<b>75,420</b>

## Binghamton - Detroit Key Operating Data

### *Key Operating Data*

BGM-DTW Mileage	379
Assumed Aircraft:	Canadair RJ
Passenger Seats:	50
Estimated Weekly Flights Scheduled:	40
Estimated Completion Factor:	98%
Estimated Weekly Flights Completed:	39.2
Projected Annual Flight Segments:	2,038
Projected Available Seat Miles (ASMs)	38,627,680
Projected Cost per Available Seat Mile (CASM)	\$0.151
Projected Annual "On-Segment" Operating Expense	\$ 5,832,780

### *Financial Analysis*

#### *"On-Segment" Financial Estimates*

Total Projected Passengers	75,420
Projected Local Passengers	13,196
Projected Local Revenue Passenger Miles (RPMs)	5,001,379
Projected Local Average Yield:	\$0.364
Projected Connecting Passengers	62,224
Projected Connecting Revenue Passenger Miles:	23,582,716
Projected Connecting Average Yield:	\$0.187
<b>TOTAL PROJECTED "ON-SEGMENT" REVENUES</b>	<b>\$ 6,230,470</b>
Total Projected "On-Segment" Operating Expense:	\$ 5,832,780
Projected "On-Segment" Profit	\$ 397,690

#### *Projected System Revenue Contribution*

"On-Segment" Traffic Revenue	\$ 6,230,470
Revenue Contribution To NW Network Beyond DTW	\$ 10,622,939
Total System Revenue Contribution	\$ 16,853,408
Minus 10% DTW Originating Seat Spill/Diversion	\$ (1,062,294)
Total Adjusted System Revenue Contribution	\$ 15,791,115

### *Segment Load Factor Data*

Projected Annual Available Seat Miles (ASMs)	38,627,680
Projected Revenue Passenger Miles From Local Traffic	5,001,379
Projected Revenue Passenger Miles From Connecting Traffic	23,582,716
Total Revenue Passenger Miles (RPMs)	28,584,095
Projected Load Factor	74.0%

## **Airport Financial Data**

Sponsor: Broomie County Dept. of Aviation

Name of Airport: Birmingham Regional Airport

Fiscal Year Ended: December 31, 1999

# Operating and Financial Summary

UNAUDITED

Operating Revenue		Aeronautical Operating Revenue	
1. Landing Fees	\$ 537,758		
2. Terminal/International arrival area rental or other charge	\$ 327,979		
3. Apron charges/tiedowns	\$ -		
4. Fuel storage fees	\$ 41,596		
5. Utilities	\$ 1,526		
6. FBO revenue contact or sponsor-operated	\$ -		
7. Cargo and hangar rentals	\$ 139,938		
8. Security Reimbursement	\$ 51,069		
9. Misc. (Should not exceed 5% of total aeronautical)	\$ 17,853		
10. Other (Enter total here and add attachment)	\$ -		
<b>Total Aeronautical Operating Revenue</b>	<b>\$ 1,117,720</b>		
		<b>50%</b>	
		<b>\$ 558,860</b>	
<b>Total Non-Aeronautical Operating Revenue</b>			
1. Rent/land rental	\$ 34,384		
2. Concessions	\$ 44,269		
3. Parking	\$ 591,023		
4. Rental Cars	\$ 327,248		
5. In-flight Catering	\$ -		
6. Interest Income	\$ -		
7. Royalties from natural resource sales	\$ -		
8. Misc. (Should not exceed 5% of total nonaeronautical)	\$ 23,967		
9. Other (Enter total here and add attachment)	\$ 85,420		
<b>Total Non-Aeronautical Operating Revenue</b>	<b>\$ 1,106,312</b>		
<b>Total Operating Revenue</b>			
<b>\$ 2,224,031</b>			
<b>Non-Operating Revenue and Other Receipts</b>			
1. Bond Proceeds	\$ -		
2. Proceeds from sale of property not subject to Federal obligations	\$ -		
3. Proceeds from sale of property subject to SP/Grant obligations	\$ -		
4. Grant payments	\$ 7,578,748		
5. Passenger Facility Charges	\$ 1,327,781		
6. Other (Enter total here and add attachment)	\$ 56,421		
<b>Total Non-Operating Rev. and Other Receipts</b>	<b>\$ 8,962,950</b>		
<b>Total Revenue and Other Receipts</b>			
<b>\$ 11,186,982</b>			
<b>(1) Services includes fees for other governmental</b>			
<b>services not included in other categories</b>			
<b>GAAP X OMB Circular A-87</b>			
<b>Cash basis Accrual X Other</b>			
<b>Guidance used for accounting (check one or more)</b>			
<b>GAAP X OMB Circular A-87</b>			
<b>(1) Services includes fees for other governmental</b>			
<b>services not included in other categories</b>			
<b>In compliance with section 47107(a) of the Title 49 United States Code and</b>			
<b>section 111(b) of the Federal Aviation Administration Authorization Act of 1994</b>			
<b>Please complete this form in order assist the public in understanding airport</b>			
<b>finances and the use of airport generated revenue.</b>			
<b>Authorized Representative</b>			
<i>Thomas J. Riebel</i>			
<b>Title</b>			
<b>Commissioner of Finance</b>			
<b>Date</b>			
<b>4/20/00</b>			
<b>I certify that the information on this form is true and accurate to the best of my knowledge and belief.</b>			
<b>The FAA estimates that the average burden for this report form is 5 hours per response. You may submit any comments concerning the accuracy of this burden estimate or any suggestions for</b>			
<b>reducing the burden to the Office of Management and Budget. You may also send comments to the Federal Aviation Administration, Program Support Branch, A/RP-11, 800 Independence Avenue, SW</b>			
<b>Washington, DC 20591, Attention OMB Number 2120-0557</b>			
<b>AGENCY DISPLAY OF ESTIMATED BURDEN</b>			
<b>FAA Form 5100-125 (xx)</b>			

Note to file - capital rev + exp not in balance sheet  
 R/S  
 R/S  
 R/S  
 occur

Operating Revenue				Operating Expenses			
<b>Aeronautical Operating Revenue</b>				<b>1. Personnel Compensation and Benefits</b>		\$	1,315,701
1. Landing Fees	\$ 500,577			<b>2. Communications and Utilities</b>		\$	190,178
2. Terminal/International arrival area rental or other charge	\$ 327,429			<b>3. Supplies, Materials, Repairs, Maintenance</b>		\$	248,103
3. Apron charges/tiedowns	\$ -			<b>4. Services (1)</b>		\$	368,411
4. Fuel flowage fees	\$ 43,301			<b>5. Insurance and Claims</b>		\$	78,114
5. Utilities	\$ 1,650			<b>6. Government in lieu, permit, impact fees, etc.</b>		\$	80,039
6. FBO revenue: contract or sponsor-operated	\$ -			<b>7. Misc. (Should not exceed 5% of total op expenses)</b>		\$	78,056
7. Cargo and hangar rentals	\$ 114,242			<b>8. Other (Enter total here and add attachment)</b>		\$	93,186
8. Security Reimbursement	\$ 48,089			<b>Total Operating Expenses</b>		\$	2,451,787
9. Misc. (Should not exceed 5% of total aeronautical)	\$ 6,237			<b>Non-Operating Expense and Other Fund Use</b>			
10. Other (Enter total here and add attachment)	\$ -			<b>1. Debt Service Payments Net of Capitalized Interest</b>		\$	92,567
<b>Total Aeronautical Operating Revenue</b>	\$ 1,041,525			NOTE: (Principal payments are shown as decrease in liability, not as an expense. Principal payments in 2000 equaled \$94,000.)			
<b>Non-Aeronautical Operating Revenue</b>				<b>2. Transfers to Reserves</b>		\$	-
1. Rent/land rental	\$ 30,278			<b>3. Capital Expenditures</b>			
2. Concessions	\$ 39,517			a. Terminal Renovation Project		\$	4,479,738
3. Parking	\$ 649,422			b. Other Improvements		\$	69,622
4. Rental Cars	\$ 375,739			c. Equipment		\$	3,088
5. In-flight Catering	\$ -			<b>Total Capital Expenditures</b>		\$	4,552,447
6. Interest Income	\$ -			<b>4. Other Non-Operating Expenses and Fund Uses</b>			
7. Royalties from natural resource sales	\$ -			a. Depreciation (net)		\$	53,841 <see attached note
8. Misc. (Should not exceed 5% of total nonaeronautical)	\$ 8,395			b. Transfer of borrowed money to capital projects		\$	1,700,000 <see attached note
9. Other (Enter total here and add attachment)	\$ 90,828			<b>Total Other Non-Operating Expenses and Fund Uses</b>		\$	1,753,841
<b>Total Non-Aeronautical Operating Revenue</b>	\$ 1,194,179			<b>Total Non-Op Exps and Other Fund Uses</b>		\$	6,398,855
<b>Total Operating Revenue</b>	\$ 2,235,704			<b>Total Expenses and Fund Uses</b>		\$	8,850,642
<b>Non-Operating Revenue and Other Receipts</b>				Adjustment to Contributed Capital (difference between capital revenue & expend)		\$	25,814
1. Bond Proceeds	1,700,000			<b>REVENUE SURPLUS (LOSS)</b>		\$	(215,433)
2. Proceeds from sale of property not subject to Federal obligations	-			Guidance used for accounting (check one or more)		GAAP <input checked="" type="checkbox"/> OMB Circular A 87 <input type="checkbox"/>	
3. Proceeds from sale of property subject to SPA/grant obligations	-			Cash basis <input type="checkbox"/> Accrual <input checked="" type="checkbox"/> Other <input type="checkbox"/>			
4. Grant payments	-			1) Services includes fees for other governmental services not included in other categories			
5. Passenger Facility Charges	\$ 4,295,800			I certify that the information on this form is true and accurate to the best of my knowledge and belief.			
6. Other (Enter total here and add attachment)	\$ 238,834			Authorized Representative <i>[Signature]</i>		8/27/01	
<b>Total Non-Operating Rev. and C</b>	\$ 6,373,690			Title <i>Commissioner of Finance</i>			
<b>Total Revenue and Other Receipts</b>	\$ 8,609,395						
In compliance with section 47107(a) of the Title 49 United States Code and section 111(b) of the Federal Aviation Administration Authorization Act of 1994							
Please complete this form in order assist the public in understanding airport finances and the use of airport generated revenue							
<b>FAA Form 5100-125 (xx)</b>							
<b>AGENCY DISPLAY OF ESTIMATED BURDEN</b>							
The FAA estimates that the average burden for this report form is 5 hours per response. You may submit any comments concerning the accuracy of this burden estimate or any suggestions for reducing the burden to the Office of Management and Budget. You may also send comments to the Federal Aviation Administration, Program Support Branch, ARP-11, 800 Independence Avenue, SW, Washington, DC 20591, Attention: OMB Number 2120-0557							



# Broome County

Adopted

# BUDGET

2002

*Amport Paton*

*Attache*

BROOME COUNTY GOVERNMENT  
REVENUE AND APPROPRIATION SUMMARY  
BY DEPARTMENT

SUBFUND :207 AVIATION OPERATING'  
DEPARTMENT:21 DEPARTMENT OF AVIATION

SUBJECT	SUBJECT TITLE	2000 ACTUALS	2001 BUDGET MODIFIED	2001 YTD THRU 8/31	2002 BUDGET REQUESTED	2002 BUDGET RECOMMENDED	2002 BUDGET ADOPTED
CHARACTER :02	DEPARTMENTAL INCOME						
0093	FARES & FEES	90,828	103,672	12,977	90,000	90,000	90,000
0099	RENTAL CAR CONCESSION FEES	375,739	345,000	238,064	375,000	375,000	375,000
0100	RESTAURNT/LOUNGE CONCESSION FEES		5,562		2,000	2,000	2,000
0101	GIFT SHOP CONCESSION FEES		3,022	657	5,000	5,000	5,000
0102	GROUND TRANSPORT CONCESSION FEES	17,936	14,600	14,995	19,500	19,500	19,500
0103	ADVERTISING FEES	21,581	50,000	28,510	50,000	50,000	50,000
0107	SPACE RENTAL-AIRLINES	215,121	465,673	138,839	768,520	768,520	768,520
0108	SPACE RENTAL-OTHER	77,982	94,648	59,293	87,577	87,577	87,577
0110	MISC TERMINAL AREA INCOME	28,326	27,900	19,439	16,200	16,200	
0111	LANDING FEES - SIGNATORY	483,076	506,316	249,499	360,800	360,800	360,800
0112	LANDING FEES - NON-SIGNATORY	17,502	22,200	11,392	20,000	20,000	20,000
0114	FUEL FLOWAGE FEE	43,301	37,100	30,778	54,325	54,325	54,325
0115	MISC LANDING AREA INCOME	6,237	9,000	3,557	3,000	3,000	3,000
0116	HANGAR RENTAL	15,903	16,500	13,253	48,841	48,841	48,841
0117	HANGAR TAX REIMBURSEMENT	70,832	71,000	19,122	74,195	74,195	74,195
0119	AIRCRAFT T-HANGAR RENTAL	16,560	18,000	11,385	22,680	22,680	22,680
0120	FREIGHT BLDG RENTAL	10,946	10,266	7,053	12,343	12,343	12,343
0121	FREIGHT BLDG UTILITY INCOME	1,650	2,330	856			
0122	SERVICE CTR/STORAGE/WASH RACK	26,378	40,701	26,644	19,643	19,643	19,643
0484	FACILITY RENTALS	3,900	3,900	2,600	3,900	3,900	3,900
0487	PARKING OPER CONCESSIONS	649,422	640,000	457,529	480,000	480,000	480,000
0488	MISCELLANEOUS MAINTENANCE INCOME	6,000	6,930	4,164			
0490	PART 108 SECURITY REIMBURSEMENT	48,089	53,158	25,362			
0491	MISC CRASH/FIRE/RESCUE INCOME	257			21,630	21,630	21,630
0492	MISC ADMIN AND OTHER INCOME	8,139	2,766	5,038	3,530	3,530	3,530
0550	DEPRECIATION CHARGEBACK	2,099,803					
CHARACTER 02	SUBTOTAL	4,335,508	2,550,244	1,355,052	2,538,684	2,538,684	2,538,684

BROOME COUNTY GOVERNMENT  
 REVENUE AND APPROPRIATION SUMMARY  
 BY DEPARTMENT

SUBFUND :207 AVIATION OPERATING  
 DEPARTMENT:21 DEPARTMENT OF AVIATION

SUBJECT	SUBJECT TITLE	2000 ACTUALS	2001 BUDGET MODIFIED	200 YTD THRU 8/31	2002 BUDGET REQUESTED	2002 BUDGET RECOMMENDED	2002 BUDGET ADOPTED
CHARACTER :03	USE OF MONEY AND PROPERTY						
0186	INTEREST AND EARNINGS	57,892	42,000	9,574	18,000	18,000	18,000
CHARACTER 03	SUBTOTAL	57,892	42,000	9,574	18,000	18,000	18,000
CHARACTER :07	MISC/INTERFUND REVENUES						
0215	REFUNDS OF PRIORS YEARS EXPENDITURE	59		49			
0217	PREMIUM & ACCRUED INT ON OBLIGATION	8,062		2,654			
0227	TRANSFER FROM GENERAL FUND				90,000		
0229	TRANSFER FROM INSURANCE RESERVE	20,228	17,439	27,480			
0233	EARNINGS ON TEMPORARY INVESTMENTS	52,817	15,300		10,000	10,000	10,000
0623	PASSENGER FACILITIES CHARGES	8,000	8,000		38,000	8,000	8,000
CHARACTER 07	SUBTOTAL	89,166	40,739	30,183	138,000	18,000	18,000
CHARACTER :08	STATE AID						
0460	OTHER STATE AID			16,401			
CHARACTER 08	SUBTOTAL			16,401			
TYPE R	SUBTOTAL	4,482,566	2,632,983	1,411,210	2,694,684	2,574,684	2,574,684

REPORT:BP032

BROOME COUNTY GOVERNMENT  
REVENUE AND APPROPRIATION SUMMARY  
BY DEPARTMENT

SUBFUND :207 AVIATION OPERATING  
DEPARTMENT:21 DEPARTMENT OF AVIATION

SUBJECT	SUBJECT TITLE	2000 ACTUALS	2001 BUDGET MODIFIED	2001 YTD THRU 8/31	2002 BUDGET REQUESTED	2002 BUDGET RECOMMENDED	2002 BUDGET ADOPTED
CHARACTER :10 PERSONAL SERVICE							
1000	SALARIES FULL-TIME	749,133	813,470	457,701	876,607	876,607	876,607
1500	SALARIES PART-TIME	29,457	29,032	19,047	32,561	32,561	32,561
1600	SALARIES TEMPORARY	59,001	34,230	21,330	35,300	35,300	35,300
1700	SALARIES OVERTIME	133,293	96,300	98,514	112,000	112,000	112,000
1900	SALARIES SHIFT DIFFERENTIAL	3,244	3,522	2,369	3,624	3,624	3,624
1930	STAND-BY PAY	9,725	10,275	8,240	9,375	9,375	9,375
1960	DISCRETIONARY SALARY SAVINGS		-20,300				
CHARACTER 10 SUBTOTAL		983,853	966,529	607,201	1,069,467	1,069,467	1,069,467
CHARACTER :20 EQUIPMENT AND CAPITAL OUTLAY							
2240	DPW BUILDING MAINTENANCE EQUIPMENT		15,000				
2270	DPW BUILDING AND GROUNDS EQUIPMENT		11,000				
CHARACTER 20 SUBTOTAL			26,000				
CHARACTER :40 CONTRACTUAL EXPENDITURES							
4300	MAT & SUPPLIES-SURFACE TREAT	22,159	25,000	25,000	20,000	20,000	20,000
4302	MAT & SUPPLIES-PAINT	5,601	7,000	1,980	10,000	10,000	10,000
4304	MATERIAL & SUPPLIES-OTHER		2,500		2,500	2,500	2,500
4305	SNOW REMOVAL MATERIALS & SUPPLIES	37,503	52,000	56,587	71,000	71,000	71,000
4311	BOOKS AND SUBSCRIPTIONS	80	125	205	90	90	90
4319	OFFICE SUPPLIES	1,928	2,500	2,025	2,700	2,700	2,700
4323	BLDG MAINTENANCE SUPPLIES	5,922	11,543	8,065	10,200	10,200	10,200
4326	FUEL AND HEATING SUPPLIES	71,468	64,692	49,982	70,950	70,950	70,950
4329	BLDG AND GROUNDS SUPPLIES	22,428	52,787	46,861	42,600	42,600	42,600
4331	FOOD AND BEVERAGES	1,614		253			
4341	MOTOR EQUIPMENT SUPPLIES	26,031	23,084	27,164	26,000	26,000	26,000
4342	PHOTOGRAPHIC SUPPLIES	28	150	14			
4346	TRAINING AND EDUCATIONAL SUPPLIES	30	200				
4347	GAS OIL GREASE AND DIESEL FUEL	19,734	19,500	18,267	24,000	24,000	24,000
4348	TIRES AND TUBES	2,560	2,700	300	2,300	2,300	2,300
4349	MISC OPERATIONAL SUPPLIES	16,909	7,510	2,346	7,000	7,000	7,000
4356	UNIFORMS	10,787	11,656	4,638	9,150	9,150	9,150
4358	SAFETY SUPPLIES	399	718	569	1,000	1,000	1,000
4359	COMPUTER SOFTWARE AND SUPPLIES	2,420	200				
4363	MEDICAL LAB & CLINIC SUPPLIES..	273	500	13			
4411	POSTAGE AND FREIGHT	229	300	259	300	300	300
4412	TELEPHONE	1,852	2,377	926	1,900	1,900	1,900

BROOME COUNTY GOVERNMENT  
 REVENUE AND APPROPRIATION SUMMARY  
 BY DEPARTMENT

SUBFUND :207 AVIATION OPERATING  
 DEPARTMENT:21 DEPARTMENT OF AVIATION

SUBJECT	SUBJECT TITLE	2000 ACTUALS	2001 BUDGET MOD IF IEO	2001 YTO THRU 8/31	2002 BUDGET REQUESTED	2002 BUDGET RECOMMENDED	2002 BUDGET ADOPTED
CHARACTER :40	CONTRACTUAL EXPENDITURES						
4418	DUES AND MEMBERSHIPS	1,007	1,110	895	875	875	875
4419	GENERAL OFFICE EXPENSES	360					
4421	DPW BUILDING SERVICE EXPENSES	54					
4423	BLDG GROUNDS AND EQUIP REPAIR	4,005	12,756	12,175.	11,400	11,400	11,400
4425	WATER AND SEWAGE CHARGES				600	600	600
4426	HEATING AND AIR COND PLANT EXP	3,879	2,200		5,000	5,000	5,000
4427	ELECTRIC CURRENT	188,326	195,900	147,217	249,300	249,300	249,300
4428	TAXES	80,039	80,540	21,609	84,095	84,095	84,095
4429	BUILDING AND GROUNDS EXPENSES	20,898	37,800	12,109	17,600	17,600	17,600
4441	MOTOR EQUIP REPAIRS AND MAINT	1,346	8,200	2,335	2,500	2,500	2,500
4442	PHOTOGRAPHIC EXPENSES			15			
4447	OPERATIONAL EQUIPMENT REPAIRS	913	2,500	1,778	2,000	2,000	2,000
4448	ADVERTISING AND PROMOTION EXPENSES	39,614	65,000	53,610	65,000	65,000	65,000
4449	OTHER OPERATIONAL EXPENSES	78,056	45,526	27,119	26,300	26,300	26,300
4457	SUBCONTRACTED PROGRAM EXPENSE	98,132	103,085	72,624	103,400	103,400	103,400
4462	TRAVEL HOTEL AND MEALS	4,548	2,500	1,552	4,200	4,200	4,200
4463	EDUCATION AND TRAINING	2,238	13,525	4,573	5,500	5,500	5,500
4466	ADVISORY BD/TRUSTEES EXPENSES	1,503	1,260	913	1,500	1,500	1,500
4518	COPYING MACHINE RENTALS	800	1,100	800	1,066	1,066	1,066
4520	PROPERTY LOSS	20,469	14,722	24,154			
4523	INSURANCE CLAIMS	720	2,717	2,834			
4570	INDIRECT ASSISTANCE	-4,946					
4725	OTHER FINANCIAL SERVICES	2,505	3,000	3,848	5,400	5,400	5,400
4746	ENGINEERING AND ARCHITECTURAL SERV			1,500			
4750	BAD DEBT EXPENSE	-4,946					
CHARACTER 40	SUBTOTAL	789,475	880,483	637,114	887,426	887,426	887,426

REPORT:BP032

BROOME COUNTY GOVERNMENT  
REVENUE AND APPROPRIATION SUMMARY  
BY DEPARTMENT

SUBFUND :207 AVIATION OPERATING  
DEPARTMENT:21 DEPARTMENT OF AVIATION

SUBJECT	SUBJECT TITLE	2000 ACTUALS	2001 BUDGET MODIFIED	2001 YTD THRU 8/31	2002 BUDGET REQUESTED	2002 BUDGET RECOMMENDED	2002 BUDGET ADOPTED
CHARACTER :41 CHARGEBACK EXPENSES							
4601	INDIRECT COSTS	175,248	71,770		68,000	68,000	68,000
4602	INSURANCE PREMIUM CHARGEBACK	56,925	59,800	29,857	77,844	77,844	77,844
4604	DPW SECURITY CHARGEBACKS	102,638	106,230	53,115	110,000	110,000	110,000
4614	OTHER CHARGEBACK EXPENSES	6,761	9,000	14,469	13,010	13,010	13,010
4616	FLEET SERVICE CHARGEBACK	96	9,024				
4617	DUPLICATING/PRINTING CHARGEBACK			344	400	400	400
CHARACTER 41 SUBTOTAL		341,668	255,824	97,785	269,254	269,254	269,254
CHARACTER :42 DEPRECIATION							
4801	DEPRECIATION - BUILDINGS	307,229					
4803	DEPRECIATION - IMPROV O/T BLDGS	1,551,031					
4804	DEPRECIATION - MOTOR VEHICLES	197,581					
4805	DEPRECIATION - MACHINERY & EQUIP	97,804					
CHARACTER 42 SUBTOTAL		2,153,645					
CHARACTER :60 PRINCIPAL ON INDEBTEDNESS							
6000	PRINCIPAL ON SERIAL BONDS	15,000	94,000		79,000	79,000	79,000
6001	PRINCIPAL ON BANS		210,000		95,714	95,714	95,714
CHARACTER 60 SUBTOTAL		15,000	304,000		174,714	174,714	174,714

BROOME COUNTY GOVERNMENT  
 REVENUE AND APPROPRIATION SUMMARY  
 BY DEPARTMENT

SUBFUND :207 AVIATION OPERATING  
 DEPARTMENT:21 DEPARTMENT OF AVIATION

SUBJECT	SUBJECT TITLE	2000 ACTUALS	2001 BUDGET MODIFIED	2001 YTD THRU 8/31	2002 BUDGET REQUESTED	2002 BUDGET RECOMMENDED	2002 BUDGET ADOPTED
CHARACTER :70	INTEREST ON INDEBTEDNESS						
7000	INTEREST ON SERIAL BONDS	32,559	21,926	6,954	17,161	17,161	17,161
7001	INTEREST ON BANS	60,008	80,526	20,518	23,395	23,395	23,395
CHARACTER 70 SUBTOTAL		92,567	102,452	27,472	40,556	40,556	40,556
CHARACTER :80	EMPLOYEE BENEFITS						
8010	STATE RETIREMENT	2,999	6,881	2,528	20,052	20,052	20,052
8030	SOCIAL SECURITY	74,359	75,489	45,415	81,814	81,814	81,814
8040	WORKERS COMPENSATION	11,845	10,383	7,787	10,902	10,902	10,902
8041	WORKERS COMP LT LIABILITY	13,673					
8050	LIFE INSURANCE	488	594	315	648	648	648
8060	HEALTH INSURANCE	226,365	234,637	174,300	263,824	271,824	271,824
8063	DISABILITY INSURANCE	2,120	2,600	1,419	2,800	2,800	2,800
8070	UNEMPLOYMENT INSURANCE		5,000		5,000	5,000	5,000
CHARACTER 80 SUBTOTAL		331,849	335,584	231,764	385,040	393,040	393,040
CHARACTER :90	TRANSFERS						
9004	TRANSFER TO CAPITAL FUND		250,000				
CHARACTER 90 SUBTOTAL			250,000				
TYPE X SUBTOTAL		4,708,057	3,120,872	1,601,336	2,826,457	2,834,457	2,834,457
DEPARTMENT 21 SUBTOTAL		-225,491	-487,889	-190,126	-131,773	-259,773	-259,773
SUBFUND 207 SUBTOTAL		-225,491	-487,889	-190,126	-131,773	-259,773	-259,773