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OST-02-11590-47

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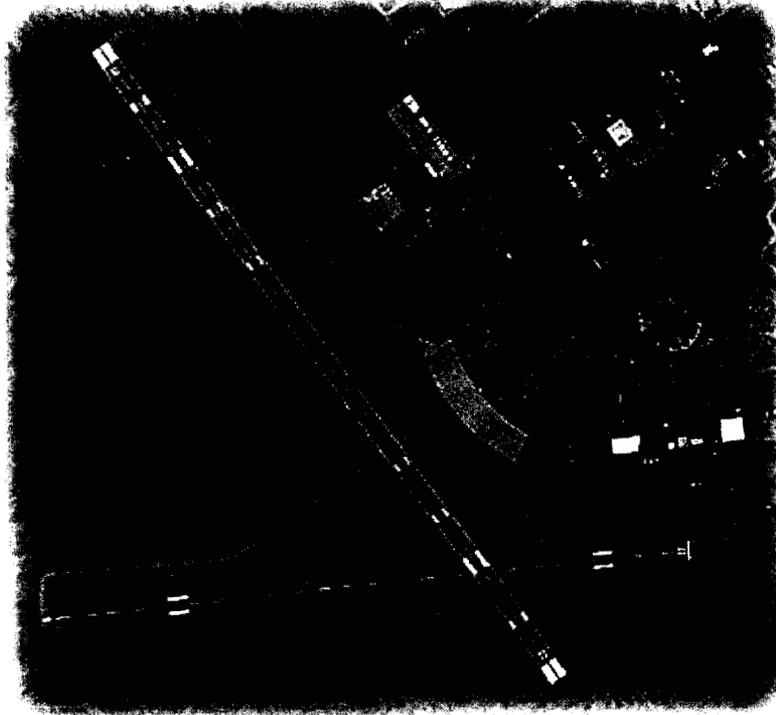
DEPT. OF TRANSPORTATION
DOCKETS

APR 19 AM 11:11

704



ONEIDA COUNTY



**Proposal Submitted Under:
Small Community Air Service
Development Pilot Program
Docket Number OST-2002-11590**

**Oneida County Airport
5900 Airport Road
Oriskany, NY 13424
Ralph J. Eannace, Jr.
Oneida County Executive
Airport contact: Lou Raya (315) 736-4171**



COUNTY OF ONEIDA
Office of the County Executive
ONEIDA COUNTY OFFICE BUILDING
800 PARK AVENUE, UTICA, NEW YORK 13501
(315) 798-5800 FAX (315) 798-2390

RALPH J. EANNACE, JR.
County Executive

April 17, 2002

Ms. Read C. Van de Water
Assistant Secretary for Aviation and International Affairs
Docket Operations and Media Management Division
SVC-124, Room PL-401
Department of Transportation
400 7th Street SW
Washington DC 20590

Dear Ms. Van De Water,

Enclosed is the application from the Oneida County Airport for funding through the Small Community Air Service Development Program (Docket OST-2002-11590)

Although this request comes to you from Oneida County, it has the support of the Mohawk Valley EDGE, a regional economic development initiative, as well as the Mohawk Valley Chamber of Commerce, which represents nine chambers of commerce located within our air service catchment area. Through expanded public-private partnerships that we are forging, and your support of this proposal, we can bring Mohawk Valley travelers better service at lower costs.

This grant will leverage other dollars from the public and private sector to revive daily air service and reverse decline due to air traffic bleed to other upstate New York airports. Reviving commercial air service will greatly assist the region's economic revival and preserve the federal investment in the Oneida County Airport and in air service to the region which has been championed by our Congressman, Rep. Sherwood Boehlert, and our Senators, Hillary Rodham Clinton and Charles Schumer.

All the ingredients exist to make the Oneida County Airport a thriving small hub for our region, which has more than 400,000 people living within 30 miles of the airport. This marketing effort would be the catalyst that allows our efforts to improve air service to move forward and succeed.

If there is any further information you need about this grant request, please contact Lou Raya at the Oneida County Airport at (315) 736-4171, or contact my office directly at (315) 798-5800.

Thank you for your consideration of this vital request.

Sincerely,

Ralph J. Eannace, Jr.
Oneida County Executive



PROJECT SUMMARY

AIRPORT:

Oneida County Airport
5900 Airport Road
Oriskany, NY 13424
Lou Raya
(315) 736-4171

PARTNERS:

Mohawk Valley Chamber of Commerce
Chamber Alliance of the Mohawk Valley
Mohawk Valley EDGE
“Call Mohawk Valley Home”

PROJECT AT A GLANCE:

Funds: \$390,700 for an 18-month high-impact, regional, multi-media marketing effort targeting employers, students.

Goal: Increase boardings and destinations; provide lower fare service at the under-served Oneida County Airport.

Local partnership: \$2.1 million annually budgeted by Oneida County for the airport and Fixed Base Operation; supplemented with funding through “Call Mohawk Valley Home” and the Oneida County College Student Corps.

Evaluation: Monitor monthly boardings to achieve goals.



OVERVIEW

The Oneida County Region of Central New York State is in transition, with substantial new efforts and partnerships being formed to replace jobs and population lost due to defense cutbacks and the decline of several “old economy” mainstays.

One of the major facets of this economic reconstruction is a revival of the Oneida County Airport to improve service to business people, students and vacationing area residents. The Oneida County Airport is located in the heart of Central New York, with about 430,000 people living within a 30-mile radius of the airport. Its facilities are up-to-date, as shown by the attachments.

However, air service is woefully inadequate, with two departures per weekday and one per day on weekends to New York City’s LaGuardia Airport. Due to limited options, comparatively higher fares on connecting flights to popular destinations and the major drawback of non-jet service, air travel customers are staying away in droves. For the calendar year 2001, the Oneida County Airport recorded only **1,138** boardings, a woeful 1.4 percent of the **81,776** logged in 1990, when a New York State Department of Transportation brochure (attached) reported the airport had a **\$157** million impact on the regional economy.

The loss is far more than just financial ripples.

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Transportation is more than a convenience for local employers and travelers. Effective, affordable and up-to-date air service is a prerequisite for a community to be able to grow. Without it, a community is inexorably drawn into the second rung of communities that feed into those with air service.

This disturbing trend has been taking shape in the Utica-Rome region of Central New York State, where a number of factors beyond local control eroded the air service picture for the Oneida County Airport, leading to a region that is over-charged and under-served as they are forced to drive to alternative airports in Albany and Syracuse that meet their needs.

Oneida County Airport's fall from its once-lofty status has been long and steep. Oneida County entered the 1990s with two airlines providing service to a multitude of destinations and hubs.

A 1990 report lists **81,776** annual airline passengers. Yet within five years, due to massive changes in the industry in which smaller carriers were swallowed by an endless array of still-larger carriers and small markets such as Oneida County were lopped from flying schedules, that number had dropped to **20,242**. Adding to the airport's troubles was the impact of economic hard times that led to the loss of more than 6,000 jobs in the mid-1990s, further marginalizing the region from the perspective of air carriers and leading to even further reductions in service.

ONEIDA COUNTY

The region's air service plight is best demonstrated by comparison fares from Central New York to Orlando, Florida – a top travel destination identified by local travel agents.

CITY	AIRLINE	CONNECTIONS	FARE
Oneida County	Continental	La Guardia, Cleveland	\$299
Syracuse	Continental	Orlando	\$137
Syracuse	US Airways	None	\$185
Syracuse	Delta	Cincinnati	\$177
Albany	Continental	Cleveland	\$226
Albany	Delta	Cincinnati	\$193.50

(Source: CommutAir)

Further, current service uses highly unpopular Beech **1900** turboprops that seat **19** passengers.

To make matters worse, Utica has only two arrivals and two departures per day – both to LaGuardia in New York City.

This puts Oneida County at a severe disadvantage, and offers far less service than comparable-sized markets.

For example, while Utica has **12** weekly flights to LaGuardia, Binghamton has:

- **20** flights to Detroit
- **28** flights to Washington, D.C.



ONEIDA COUNTY

- 33 flights to Philadelphia
- 42 flights to Pittsburgh

In short, Binghamton, a comparably sized market with a similar regional economy, has 123 weekly flights, 10 times the current level at the Oneida County Airport! Going beyond the borders of New York State, the nature of the glaring under-served nature of Oneida County Airport becomes even more apparent.

Community	Weekly Departures	Number of Carriers	Number of Non-stop Destinations
Oneida County	12	1	1
Binghamton	123	3	4
Portland, Maine	377	6	11
South Bend, Indiana	274	6	7
Lubbock, Texas	190	4	6

Logically, the region’s economic revival that began in the late 1990s should have had a corresponding increase in air service from the Oneida County Airport. The region created 1,600 new jobs in 2000, **and** has added 6,800 new jobs since 1998, according to the Mohawk Valley Economic Development Growth Enterprise (EDGE).



ONEIDA COUNTY

The Oneida County area is home to major employers in the technology sector such as BAE Systems, Fiber Instrument Sales, and the Air Force Research Facility in Rome. Local manufacturers such as ConMed and Oneida Ltd. employ more than 1,000 workers each. The Oneida Indian Nation has developed a tourism destination at the Turning Stone Casino complex in Verona, which offers a new market for tourism traffic into the region.

For many of these employers, direct jet service to the Washington area is a top priority, one that the current air service at Oneida County airport cannot meet.

Furthermore, the late 1990s saw the emergence of a number of creative public-private partnerships to bolster the economy and infuse new energy into economic development. Oneida County adopted three initiatives of special concern to this action plan: the formation of Mohawk Valley EDGE, a regional public-private partnership to oversee economic development; “Call Mohawk Valley Home,” a regional marketing initiative aimed at helping residents and non-residents learn about the region’s emerging potential; and the Oneida County College Student Corps, which recruits local college students for internships in growth occupations, increasing the retention of local young people.

Despite reviving economic conditions and a new style of cooperative leadership that created public-private partnership across the region, air service continued to dwindle



as travelers became accustomed to making the journey to Syracuse – 45 miles – or Albany – 90 miles – for air service that provided the kind of aircraft they wanted and the types of destinations they preferred. Although the introduction of direct daily service to New York City’s LaGuardia Airport in the summer of 2001 caused a small, positive spike in commercial airline boardings, without major efforts to attract a carrier that will provide the needed level of service to essential destinations, the long-term outlook for commercial air service at Oneida County Airport is problematic without intervention.

ACTION PLAN OVERVIEW

To avert this calamity, the Oneida County Airport, in conjunction with Oneida County government, economic development and workforce development agencies, and the private sector as represented by local Chambers of Commerce, proposes this Action Plan, which addresses the four major focus areas of the Small Community Air Service Development Pilot Program:

High fares: Because non-stop jet services through a carrier such as Southeast would be cheaper than the current rates for travelers who much connect from LaGuardia, enticing a new carrier to the region would reduce fares.

Local contribution: Oneida County, which currently invests more than \$2 million a year in the operation of the Oneida County Airport and Fixed Base Operation,

FLY ONEIDA COUNTY

would increase its efforts to support the airport in this project by contributing in-kind and cash to ~~assist~~ the marketing efforts proposed under this plan.

Public-private partnership: This project has the active support of the Mohawk Valley Chamber of Commerce and the Chamber Alliance of the Mohawk Valley, which represents nine affiliated Chambers of Commerce across the region. The chambers will support this project through promotion to their members, including use of the Chamber newsletter, which reaches hundreds of regional employers. This project also ~~has~~ the active support of Mohawk Valley EDGE, which is an outstanding public-private partnership that oversees economic development on a regional basis. Because private sector members dominate the board of EDGE, these employers are logical supporters of this project through their businesses as well ~~as~~ their EDGE membership.

Benefits to a broad section of the community: The prime market for this project is the local business traveler, but this project would also increase lower-cost service to students at the region's many colleges ~~as well as~~ provide closer-to-home service for the region's large numbers of senior citizens who are now precluded from traveling by the extra driving distances involved to reach the airports in Syracuse and Albany that serve popular destinations. There are currently 105,000 college students within **60** miles of the Oneida County Airport. All travelers will be able to save money that is now spent on tolls for the New York State Thruway, parking (parking is free at Oneida County Airport), and



gasoline costs (gas prices in the summer of 2002 are forecast to be the third-highest on record.)

ACTION PLAN

By voting with their feet to fly **from** other Upstate New York airports, Oneida County-area air travelers have very clearly shown that they want air service that includes

- Jet service, not turboprops
- Popular destinations and a choice of destinations.
- Competitive fares.

To achieve this end, Oneida County has been negotiating with Southeast Airlines **to** enter the regional market. Among the conditions set by Southeast is the launching of a regional air travel marketing initiative that will powerfully pull travelers out of their routines and bring them to Oneida County Airport instead of the airports to which travelers have bled away over time. Thus, this high-energy, high-visibility plan is an essential foundation to creating the necessary conditions for a revival of commercial air service at the Oneida County Airport. Because most of the loss in boardings experienced in recent years is driven by a lack of service, and not by the availability of lower-fare service at other airports in Upstate new York, the Oneida County Airport is confident that most of this lost traffic can be recaptured by a marketing effort that tells the flying public

Fly ONEIDA COUNTY

the advantages of flying Oneida County. Given a U.S. Department of Transportation study that recently noted the positive impact in airline business caused by the arrival of low-cost “discount” airlines in several Upstate New York markets, it is reasonable to conclude that a similar infusion of low-cost, daily, jet flights to key communities would have the same impact on the Oneida County Airport.

Key elements of this plan include:

Publicity and promotion:

In the Summer of 2001, a \$10,000 marketing campaign to alert air travelers to the inauguration of non-stop air service to LaGuardia Airport achieved fairly minor impact on passenger boardings. This limited-time, limited-media campaign showed the need for a sustained, multi-media-based effort to spread the message.

This action plan proposes the following schedule of media advertising and promotion:

World Wide Web: Building upon the success of the “Call Mohawk Valley Home” Web site, callmohawkvalleyhome.com, this project will add an air travel page to the site, which now receive an average of 12,000 “hits” per month. Because the “Call Mohawk Valley Home” effort’s marketing plan for 2002 identifies colleges as a key niche for the effort, the Web site will be seen by an increasing number of students at several local colleges – Mohawk Valley Community College, Herkimer County

Fly ONEIDA COUNTY

Community College, SUNY Morrisville, SUNY Institute of Technology, Hamilton College, Colgate University, Utica School of Commerce and Pratt Institute School of Art at the Munson-Williams-Proctor *Arts* Institute. The air travel market at these colleges has huge potential for the airport because of its central location. However, because only about half of the students at these institutions are **from** the region, many are unaware of the airport.

Billboards: Anecdotal evidence makes it clear that many air travelers do not even consider the Oneida County Airport in their plans because they are unaware of the existing service. To increase awareness of service options, particularly if a new carrier can be enticed to the region, a billboard advertising campaign is necessary to keep before the public the message that they can reach popular destinations from the Oneida County Airport.

TV, Radio, Print: The Mohawk Valley is served by a number of radio stations for a variety of demographic markets, **as well as** several daily newspapers and two major TV stations. Working both in conjunction with an advertising agency and marketing interns to be supplied through a new partnership with the public relations program at Utica College and interns supplied by Oneida County as part of the Oneida County College Student Corps, the Oneida County Airport will launch and continue an aggressive campaign to promote the airport. By relying on these college-age interns, the

Fly ONEIDA COUNTY

campaign will offer the appeal necessary to capture to lucrative college travel sector of the market. Further, campus radio stations and newspapers will be incorporated into this media *mix*.

Direct Mail: No single media has enough reach to hit every employer or every college student. It is essential that this effort include direct mail so that employers have fact sheets with contact information for when they do need to travel, and that students who may not listen to mainstream media can be reached. Direct mail will be one piece of the effort to reach these populations, which will also include presentations to employers through trade organizations, service groups, business associations and chambers of commerce.

Outreach staff: Because the Oneida County Airport has been in decline for a number of years, employers who are used to contracting all their business through various agents or – merely from habit – considering only Albany and Syracuse – need to be contacted individually about the opportunities they have to save money and time by traveling from Oneida County Airport. To do that, this project will fund a marketing coordinator who will ensure that major local employers, travel agents and others are aware of the efforts under way at the Oneida County Airport.

Trade shows: Travel agents who attend trade shows are a vital audience to reach for this effort to succeed. **As** part of this project, the marketing coordinator will attend the



regional airlines and NBAA trade shows to promote the airport and return Oneida County to the high-visibility status that is essential in order to divert air customers back to the airport they formerly used.

Brochure/materials: The last major effort to promote the Oneida County Airport to the general public occurred in the late **1980s**. New materials and brochures that feature updated information on air service and customer amenities are needed *so* that they can be widely distributed around the region and also given out at economic development events by local groups.

ACTION PLAN BUDGET

The media plan for advertising of the Oneida County Airport will target a market within **70** miles of Utica-Rome to include Oneida, Herkimer, Lewis, Hamilton, Otsego, Chenango, Madison, Onondaga, Cayuga, Oswego, and Cortland Counties with a catchment area of over **1.4** million people.

TV: A majority of the television marketing efforts will target all of these counties through utilization of major networks and cable television.

- **Utica- Rome Market (Madison, Herkimer, Chenango, Lewis, Otsego, Hamilton Counties):** WKTV, WUTR, WFXV , Time Warner and Adelphia Communications Cable.

Fly ONEIDA COUNTY

- **Syracuse Market (Cortland, Oswego, Cayuga, and Onondaga Counties):** WSTM, WTVH, WIXT, WSYT, WNYS, Time Warner, NuView and Adelphia Communications cable.

Radio: The Utica-Rome regional market is dominated by several major communications corporations. These include: Clear Channel Communications, 10 channels; Regent Broadcasting, 6 stations; Galaxy Communications, 2 stations. Syracuse-area radio stations will be added to the mix as needed.

Although funding through the Small Communities Air Service Development Pilot Program is available for one year, it is the intention of the Oneida County Airport to create an 18-month campaign in which this money would be expended. Here is the budget breakdown for this project:

Web-based promotion: \$750 per month x 18 months	\$13,500
Billboards: 7 billboards @ \$500 per month x 18 months	\$63,000
Radio: \$2,000 per month x 18 months	\$36,000
TV: \$2,500 per month x 18 months	\$45,000
Print: \$2,000 per month x 18 months	\$36,000
Direct mail for colleges, employers: \$4,000 per mailing x 6 mailings	\$24,000
Chamber newsletter ads/inserts: \$1,000 per month x 18 months	\$18,000
Marketing coordinator salary: \$3,000 per month x 18 months	\$54,000



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Marketing coordinator fringes: \$900 per month x 18 months	\$16,200
Trade show costs: 4 trade shows at \$2,500 per show	\$10,000
Marketing materials: Brochure/fact sheets	\$75,000
Total grant request:	\$390,700

Local efforts to match this investment:

Call Mohawk Valley Home

“Call Mohawk Valley Home,” the regional population retention and marketing initiative launched in 2000 by Oneida County, will include the Oneida County Airport for the first time in its promotional materials. “Call Mohawk Valley Home” is operating for the 2002 year on a roughly \$120,000 program budget funded through Oneida County. In addition to this, the marketing and planning coordinator who oversees the project will devote 10 percent of her time to this project.

Program support:	\$120,000
Salary/fringe:	\$ 6,455

Oneida County College Student Corps

The Oneida County College Student Corps was established in 1998 by the Oneida County Board of Legislators. To assist this effort with marketing to the critical pool of college students, and to provide support for marketing efforts, the program will contribute 6 internships to the Oneida County **Airport** marketing effort.



Intern salaries: \$1,600 per intern x 6 interns

\$ 9,600

Oneida County support

Through its general budget, Oneida County currently has budgeted \$1,024,099.47 for the support of the Oneida County Airport and \$1,136,137.24 for the Fixed Base Operation at the Oneida County Airport. These funds are part of an on-going Oneida County commitment to aviation services in the region. Further, Oneida County also is a prime funding source for the Mohawk Valley EDGE, a regional economic development group that markets the area to potential employers. Through this effort, Oneida County and EDGE will work in conjunction with this project to market any expansion of **air** services.

ASSESSMENT OF RESULTS

The long-term goal of this 18-month effort will be to increase commercial boardings at the Oneida County Airport. The short-term goals of this project are included in the following timetable:

Month 1: Hire staff, begin work with advertising agency on design of materials.

Month 2: Kick off effort with regional promotional event that includes members of the Chamber Alliance.

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Month 3: Begin billboards, print, TV, Web advertising. Monitor campaign for effectiveness through the duration of the project. Monthly assessments of boardings will determine whether this project needs to revise its strategy. Those results will be shared with all partners in this project.

Month 4: Begin outreach to employers, colleges (if feasible due to award timetable, college schedule),

Month 6: Increase commercial boardings by 10 percent over Month 1.

Month 12: Increase commercial boarding by 30 percent over Month 1.

Month 18: Increase commercial boarding by 50 percent over Month 1.

Because this effort results in new partnerships formed on a regional level, Mohawk Valley EDGE and “Call Mohawk Valley Home” envision a long-term plan of support for the Oneida County Airport’s marketing efforts.

The Mohawk Valley Chamber of Commerce and the Chamber Alliance, by becoming partners in this project, will continue to market to the airport to their members, who represent the vast majority of business travel customers in the region.

Thus, this one-time grant of federal dollars will leverage a long-term effort funded through local dollars.



CONCLUSION

The economic revival of Oneida County largely hinges on its ability to attract new employers and retain existing businesses that are expanding as well as to retain young workers who are attending the region's colleges.

Top quality air service is essential to Oneida County's success in both these areas. Employers who deal in a global economy require efficient and low-cost air service to maintain their schedules. Young travelers who cannot find the connections they want in the local air service market will find what they need elsewhere, clearly putting the region at a competitive disadvantage when local employers try to recruit and retain these emerging workers.

Through this Action Plan, for less than \$1 per resident within a 30-mile radius of the Oneida County Airport, the Small Community Air Service Development Pilot Program can become a catalyst that transforms the Oneida County Airport for the future and bolsters long-term economic development efforts.

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ONEIDA COUNTY



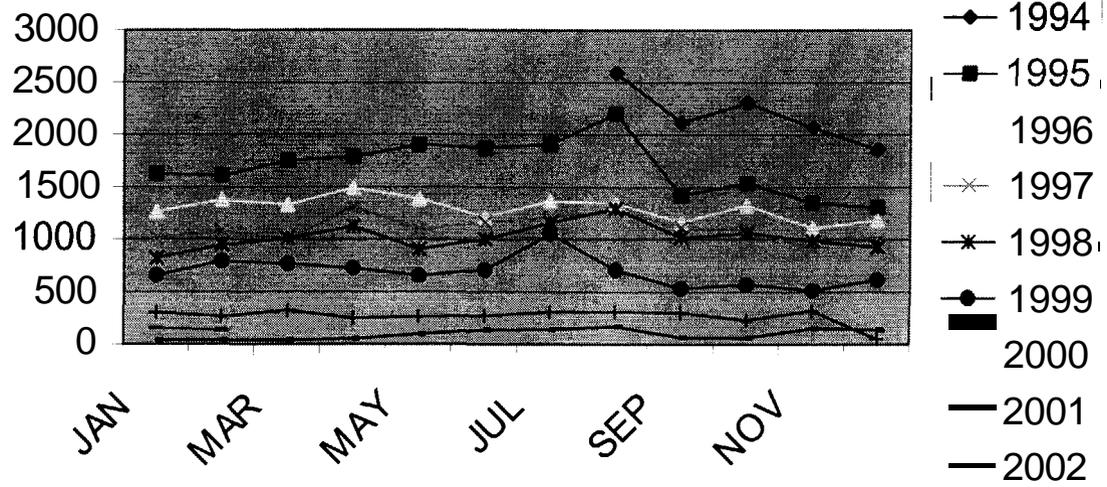
Attachment

A

**Commercial Airline Boardings
1994-2002**

Commercial Airline Boardings - Oneida County Airport (UCA)

	1994	1995	1996	1997	1998	1999	2000	2001	2002
JAN		1624	1261	1014	822	656	300	38	155
FEB		1606	1373	1077	941	790	265	41	135
MAR		1751	1329	1000	1008	767	321	39	
APR		1784	1489	1311	1123	723	248	53	
MAY		1901	1387	1091	907	653	261	96	
JUN		1870	1212	1161	999	709	270	136	
JUL		1906	1366	1209	1157	1051	308	142	
AUG	2588	2198	1344	1269	1293	709	309	170	
SEP	2114	1418	1165	1109	1016	531	300	68	
OCT	2302	1535	1326	1087	1060	572	231	63	
NOV	2067	1348	1107	916	985	514	319	152	
DEC	1851	1301	1183	1002	928	613	53	140	
TOTAL	10,922	20,242	15,542	13,246	12,239	8,288	3185	1138	



704 ————— 
ONEIDA COUNTY



Attachment
B

Oneida County Airport
Market Overview

Greater Security of Income

1976-1977

The Market

The Incentives

The Facilities

Air Travel Statistics

Oneida County 1999 Travel Agents Survey

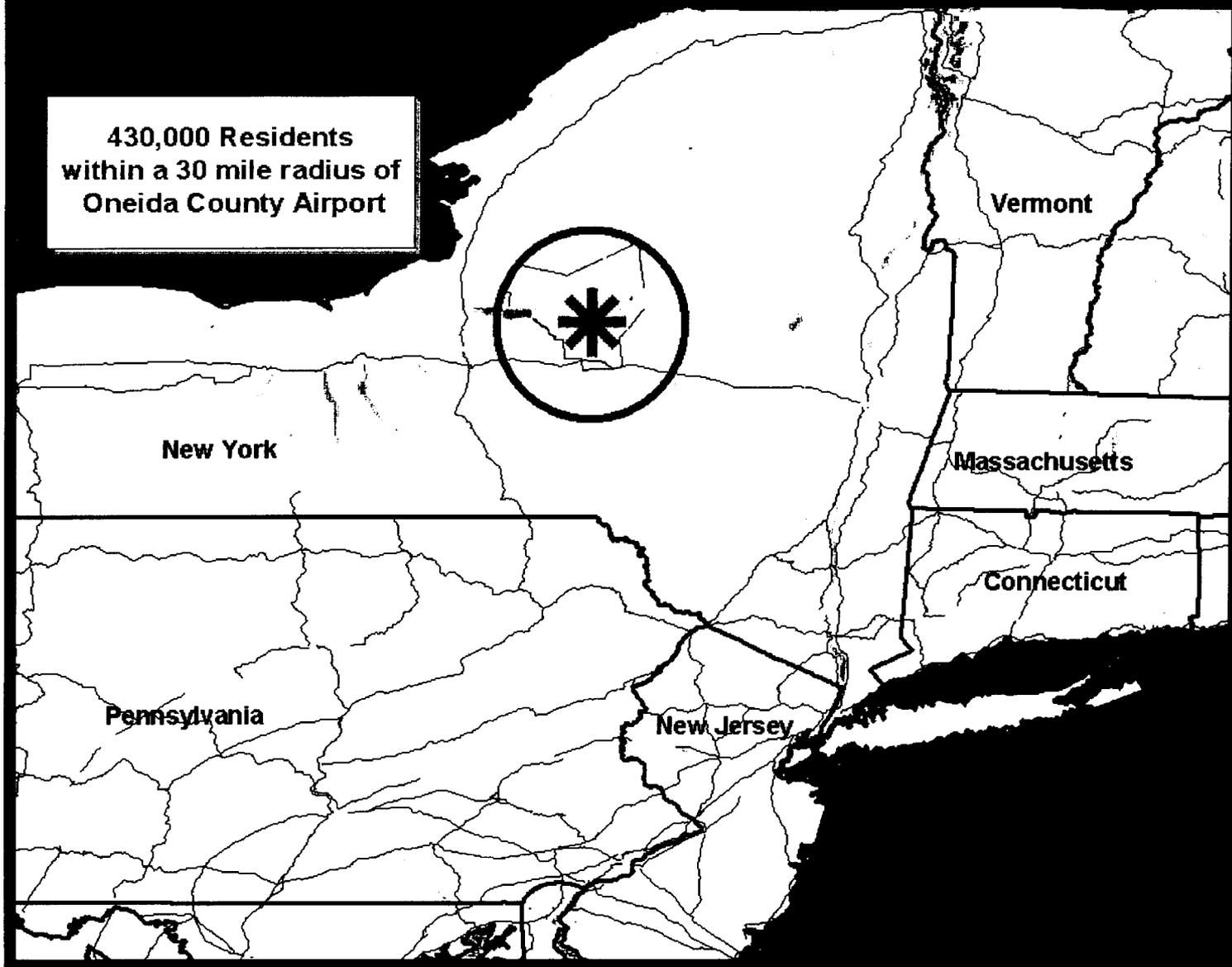
Travel Agent	Pittsburgh	Florida	Chicago	Boston	Metro New York	Washington
1	801	2713	691	304	1291	921
2	340	712	279	101	737	211
3	120	457	212	195	290	218
4	1412	6817	917	462	2380	1214
5	657	2121	716	121	327	247
6	1015	2087	621	364	468	1371
7	780	2764	824	214	804	394
8	621	1803	771	201	2160	416
9	411	1729	541	291	6252	967
10	127	511	221	117	311	241
11	147	911	129	103	391	153
12	391	1716	382	149	881	247
13	321	1611	620	281	1742	1101
14	241	917	301	121	3171	217
15	619	1752	636	211	5040	661
16	1047	641	417	817	1540	1305
17	806	3127	2718	1221	2730	1109
18	611	1650	530	413	848	466
19	521	1961	518	211	940	708
20	140	861	375	140	260	191
Totals	11,118	36,861*	12,419	6,037	32,563*	12,258
Totals All Dest.						111,256***

*Additional 8173 tickets were sold to Florida and enplaned from the Oneida County Airport through Philadelphia to Florida. The total # of enplanements to Florida from OCA, Syracuse, and Albany were 45,034. 90% of these enplanements were to Orlando according to the Travel Agents Survey. The Travel Agents estimate another 15,000 tickets were sold through other venues to Florida. Overall sales for all destinations are at least 30% above the listed total ticket sales sold through other venues.

**An additional 3,123 tickets were sold by US Airways Express at the Oneida County airport as well as an 30% tickets were sold through other venues.

***Total ticket sales to all cities including all venues is approximately 154,240 per annum

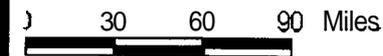
430,000 Residents
within a 30 mile radius of
Oneida County Airport



Oneida County Airport

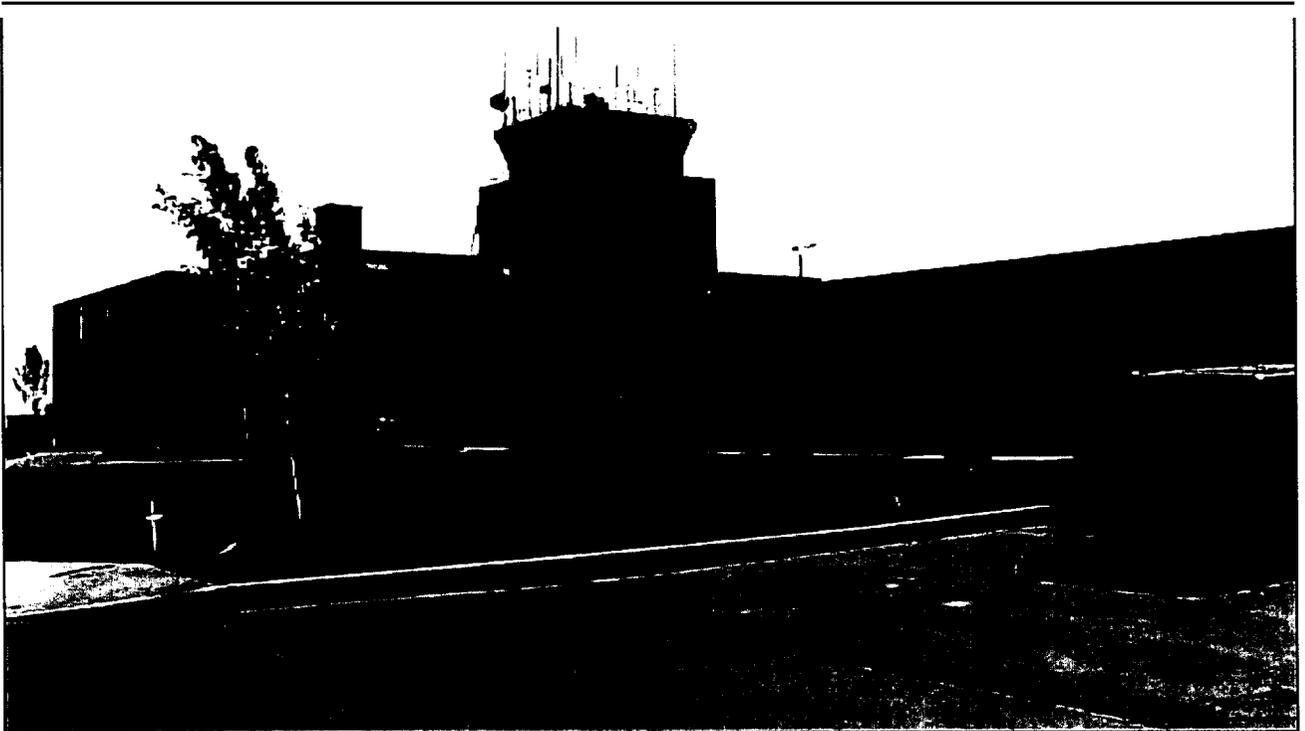


- US Routes
- Water
- ONEIDA COUNTY AIRPORT
- Oneida County
- State Boundries
- 30 Mile Radius



Airport Facilities

- ✈ 40,000 Square Ft. Terminal
- ✈ Full Service FBO
- ✈ 600 Car Parking Facility
- ✈ 6000 Ft. All Weather Instrument Runway/5400 ft. Crosswind RW
- ✈ Ground Transportation on Airport includes Hertz, Avis, Taxis, Scheduled Bus Service, and Limousine
- ✈ Full Service Restaurant
- ✈ Business Conference Center
- ✈ Hangar, Office, and Equipped Reservation Facilities (See attached photos)
- ✈ Free Auto Parking for Customers

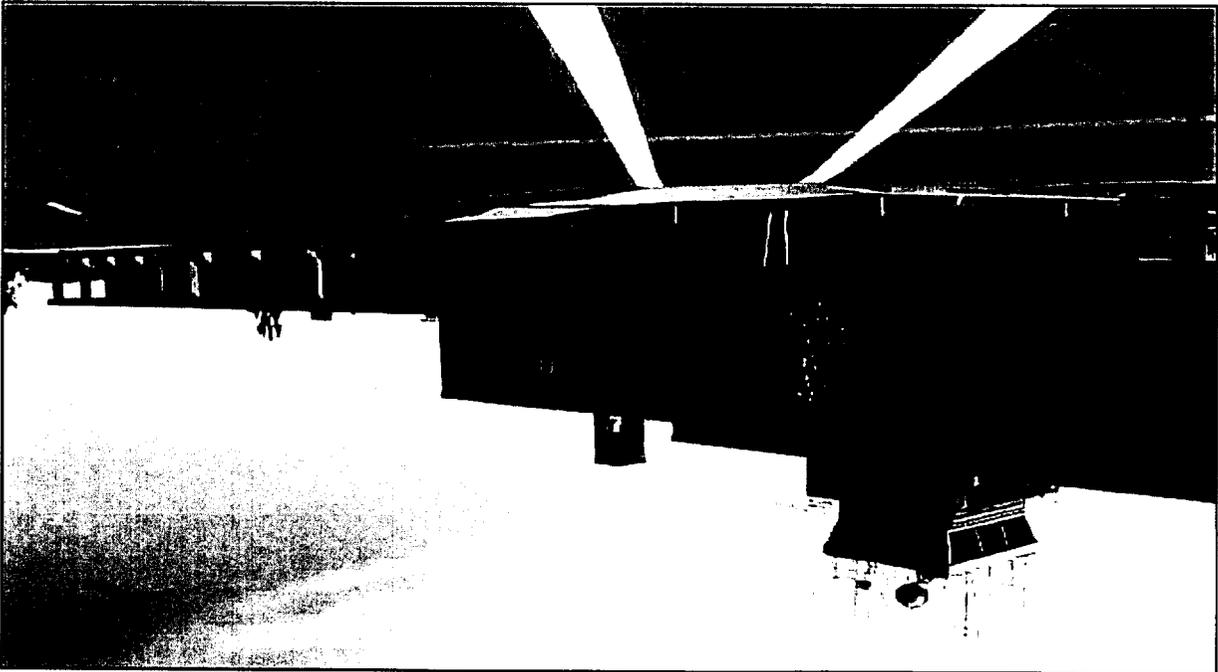


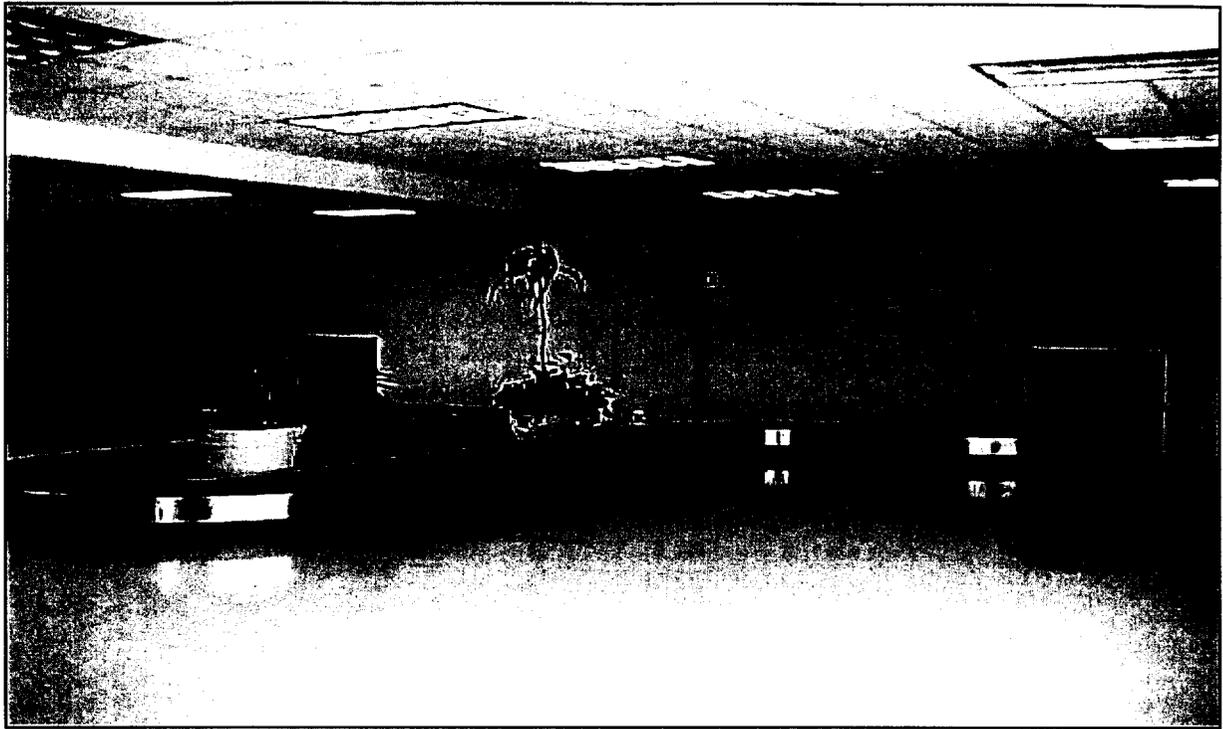
Modern Terminal Facilities ✈

New Airline Ticket Counters ✈

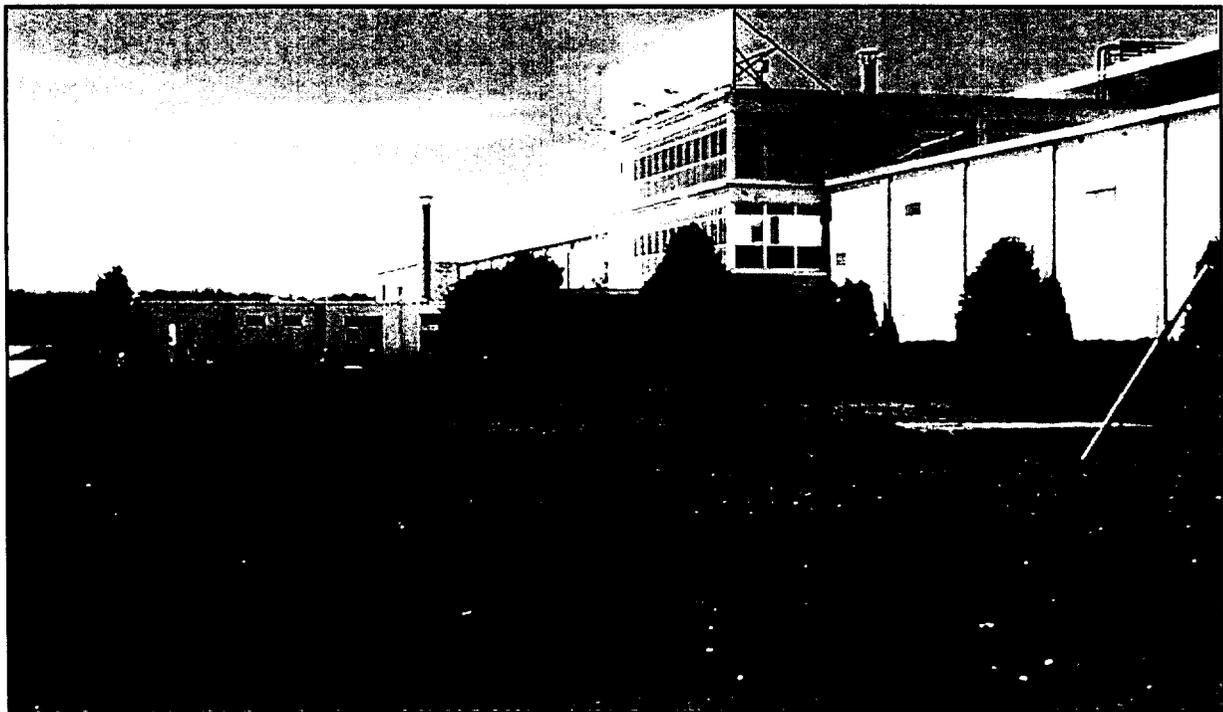


Modern Terminal Facilities ✈



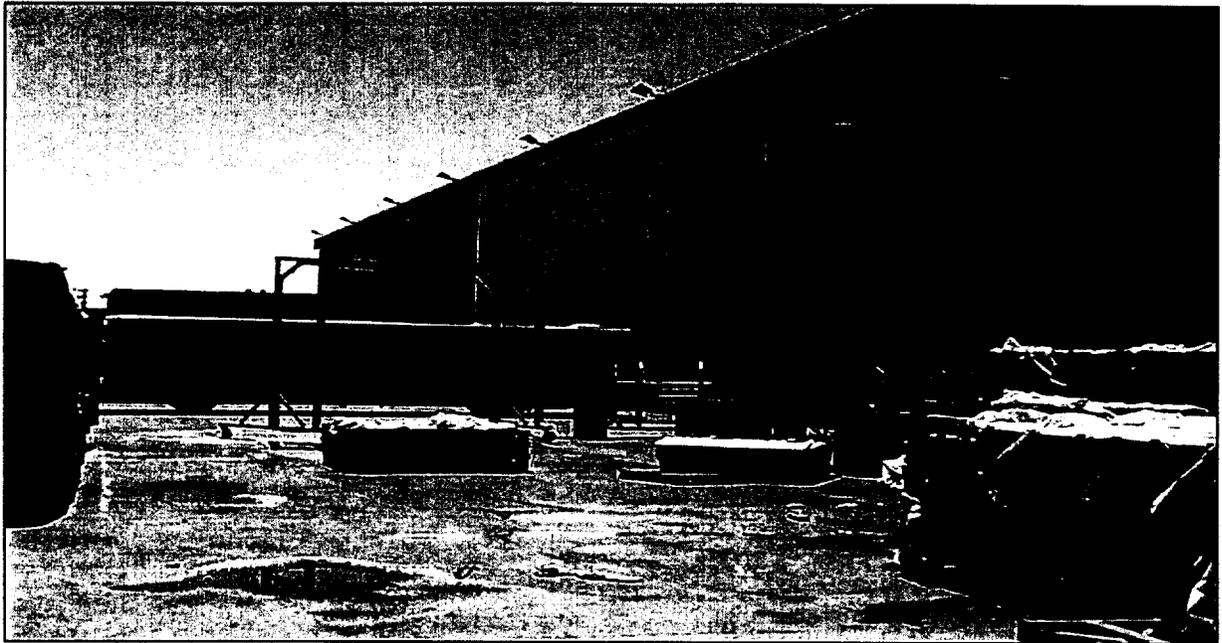


Renovated Baggage Claim Area 



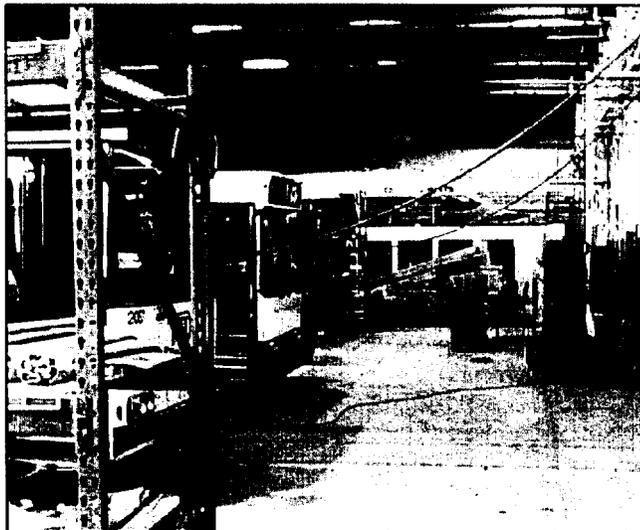
Hangar and Office Building Oneida County Airport 

- 1st Floor 128,700 sq.ft.
- 2nd Floor 18,150 sq.ft.
- 3rd Floor 18,125sq.ft.

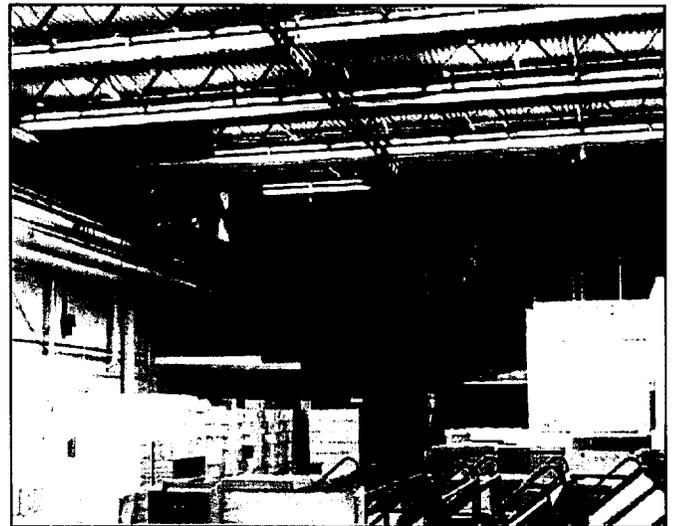


2 - 35,000 sq.ft. each Hangars 

- Bays can accommodate 727-200, 36' door height



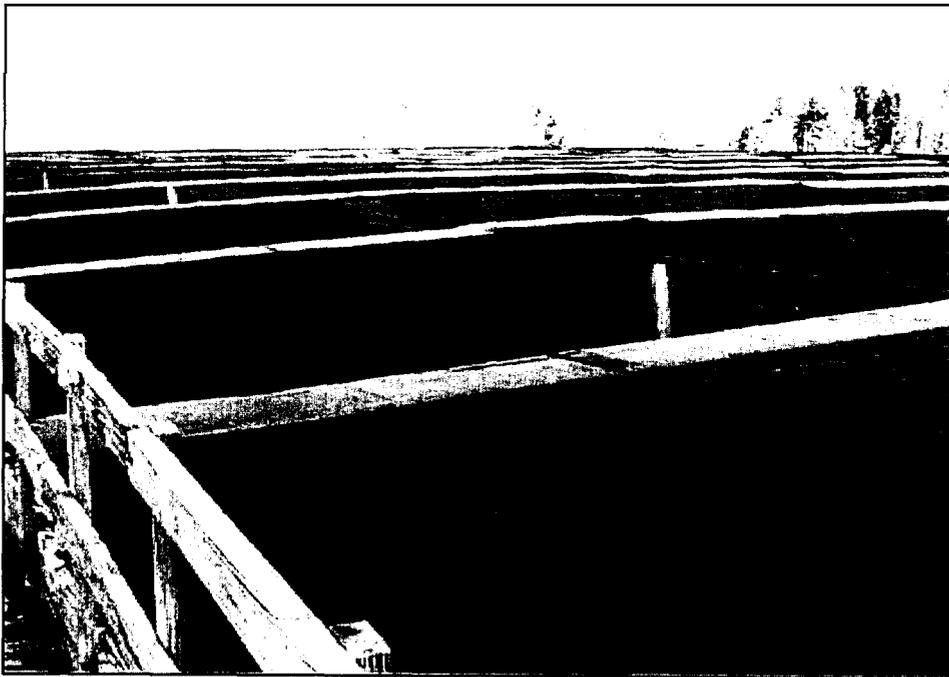
Inside Photo of Hangar Bays 



Two Ton Tracked Crane 



Receiving and Shipping Docks 



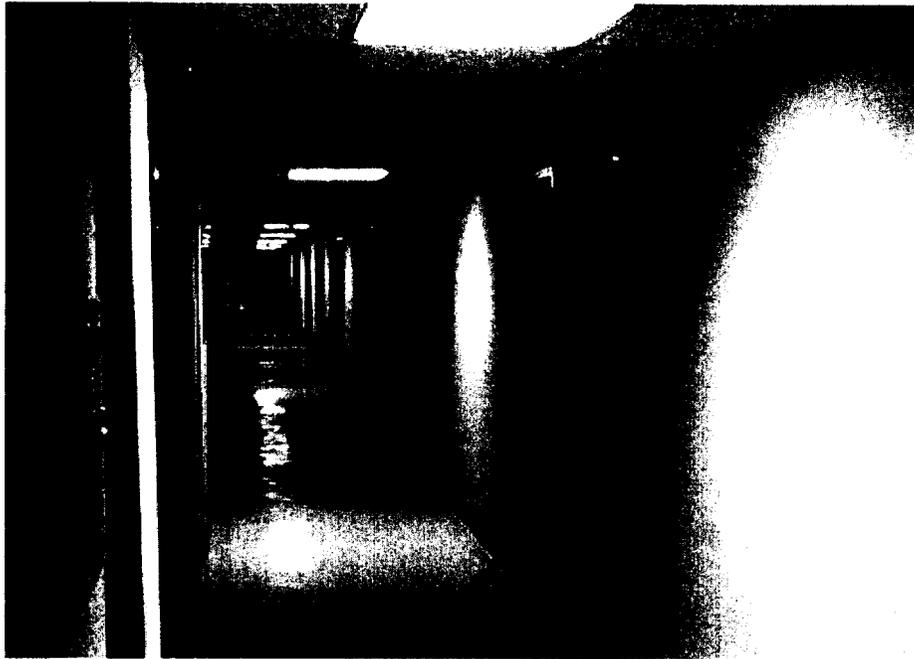
Roof Replaced 10 years ago 



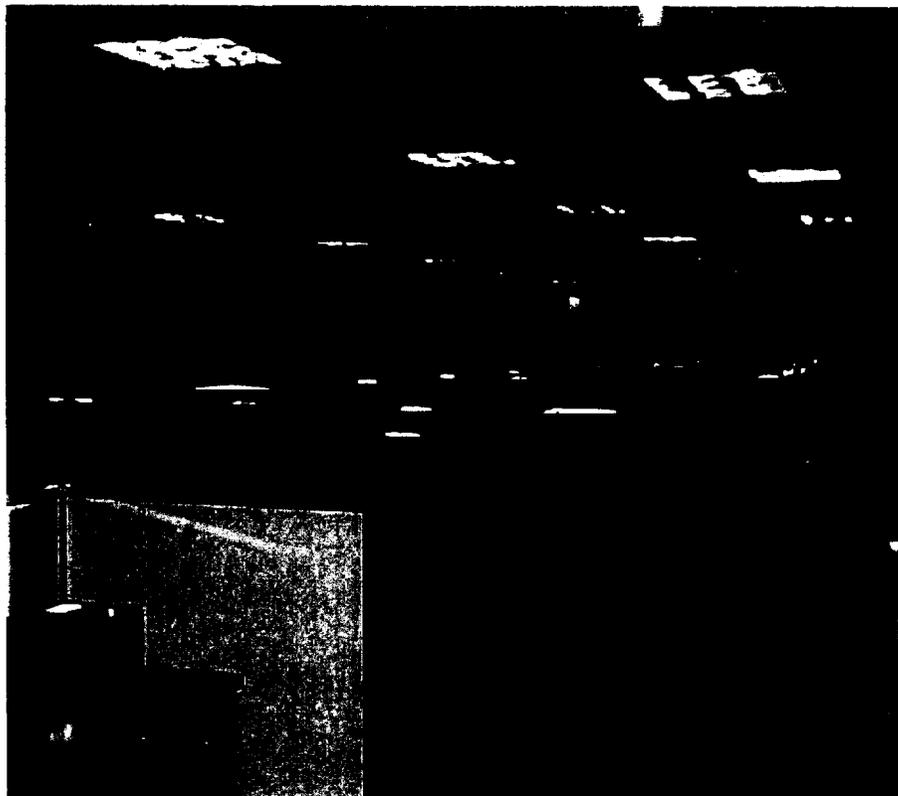
Fiber Optics/Telecommunications Equipment 



Plenty of Power 



2nd Floor - 18,150 sq.ft. 
Office Space with AC and Fire Protection



3rd Floor - 18,150 sq.ft. 
Former USAir 400 employee reservation center

Air Service Incentives

- ✈ Free counter space
- ✈ No landing fees
- ✈ Free parking for air passengers
- ✈ No fuel flowage fees
- ✈ Breakeven aircraft service
- ✈ Travel agents reception and incentive program
- ✈ Mohawk Valley Chamber of Commerce business support

Demographics

The following are current and projected population statistics for Oneida, Herkimer, Madison, south Lewis, and northern Chenango and Otsego Counties. These counties are all within a 30 mile radius of Oneida County Airport.

Population for the Region	
1990	430,000
1995	410,000
2000	450,000
2005	460,000
2010	465,000

Unemployment Statistics			
County	August 1999	July 1999	August 1998
Oneida	3.3	3.6	3.2
Herkimer	3.8	4	5.3
Madison	3.9	4	3.2
Onondaga	3.1	3.3	3.3

Source: NYS Department of Labor

State of Economy

The Binghamton Press in January of 1999 proclaimed the Utica-Rome and the Mohawk Valley as the largest job producer in New York State. The survey is based on the number of new jobs created during the 24 month period between January of 1997 and December of 1998. This article also stated that climate for business in this region is conducive to the creation of many more new jobs over the next 10 years. These predictions were made based on the tax and economic development zone incentives, and also the available workforce.

The forecast for 2003 is an across the board increase of 3% in the number of people employed. Here is a breakdown of the top employers in the Tri-county area.

Oneida County

Company	Employees	Company	Employees
Oneida Nation Enterprises	2,557	Orion Bus Industries	713
Fleet Financial Group	2,275	Mohawk Valley Psychiatric Center	683
Oneida, Ltd.	2,000	Rome Memorial Hospital	670
Wal-Mart	1,285	PAR Technologies	655
St. Elizabeth Medical Center	1,240	Harden Furniture	600
St. Luke's Memorial Hospital	1,187	Masonic Home	590
Con Med Group	1,125	NYS Dept. of Correctional Services	584
United Cerebral Palsy	985	Rite Aid Distribution Center	556
Air Force research Laboratory	904	Hamilton College	541
Faxton Hospital	800	Oneida-Lewis Chapter of ARC	535

Herkimer County

Company	Employees	Company	Employees
Remington Arms	1,050	Herkimer County Trust	166
Guilford Mills Herkimer	800	Valley Health Services	140
Little Falls Hospital	416	Gehring-Tricol	126
La Salle Labs	320	Fermer Precision	122
Daniel Green	249	AAR Engine Component	118
Union Tools	240	Feldmeier Equipment	108
Burrows Paper Corporation	237	Fiberdyne Labs	107
Herkimer County Community College	225	H.M. Quackenbush	98
Folts Homes	222	Granny's Kitchen, Ltd.	88
Mohawk Valley Nursing Home	201	Van Allen Nursing Home	83

Madison County

Company	Employees	Company	Employees
Colgate University	770	Community Memorial Hospital	300
Oneida Healthcare Center	690	Marquart Switches	278
Oneida Nation Enterprises	443	Dielectric Labs	250
Gray-Syracuse Inc.	440	Oneida Molded Plastics	250
SUNY Morrisville	434	Manth-Brownell	225
Oneida Ltd.	400	Owl Wire & Cable	198
Cazenovia College	390	Crouse Community Center	193
Diemolding Corporation	382		

The following table describes employment by occupation in the Mohawk Valley, figures are from the NYS Department of Labor.

Occupation	Number Employed	Projections for 2006
Managers & Administrators	11,530	13,220
Professional & Technical	49,590	54,750
Marketing & Sales Occupations	25,200	27,310
Administrative Support Occupations	37,360	36,280
Service Occupations	38,690	41,620
Agriculture, Forestry, & Fishing	1,870	1,800
Precision Production, Craft & Repair Occupations	18,350	20,750
Operators, Fabricators, & Laborers	25,460	25,330
Total	208,010	221,060

The table below lists new area companies that were not included in the employment figures given by New York State, totaling over 1,650 new jobs.

Company	Projected Employment for 2003
Baker Electronics	140
Group Advantage Insurance	260
Global Aviation	400
Cathedral Corporation	110
APAC Services	600
Bonide Chemical	140

In November of 1998 the Mohawk Valley Chamber of Commerce commissioned the market research firm Claritas to conduct a market survey of the Mohawk Valley. Claritas reported the following to be the top five spending categories for residents living within 30 miles of the City of Utica.

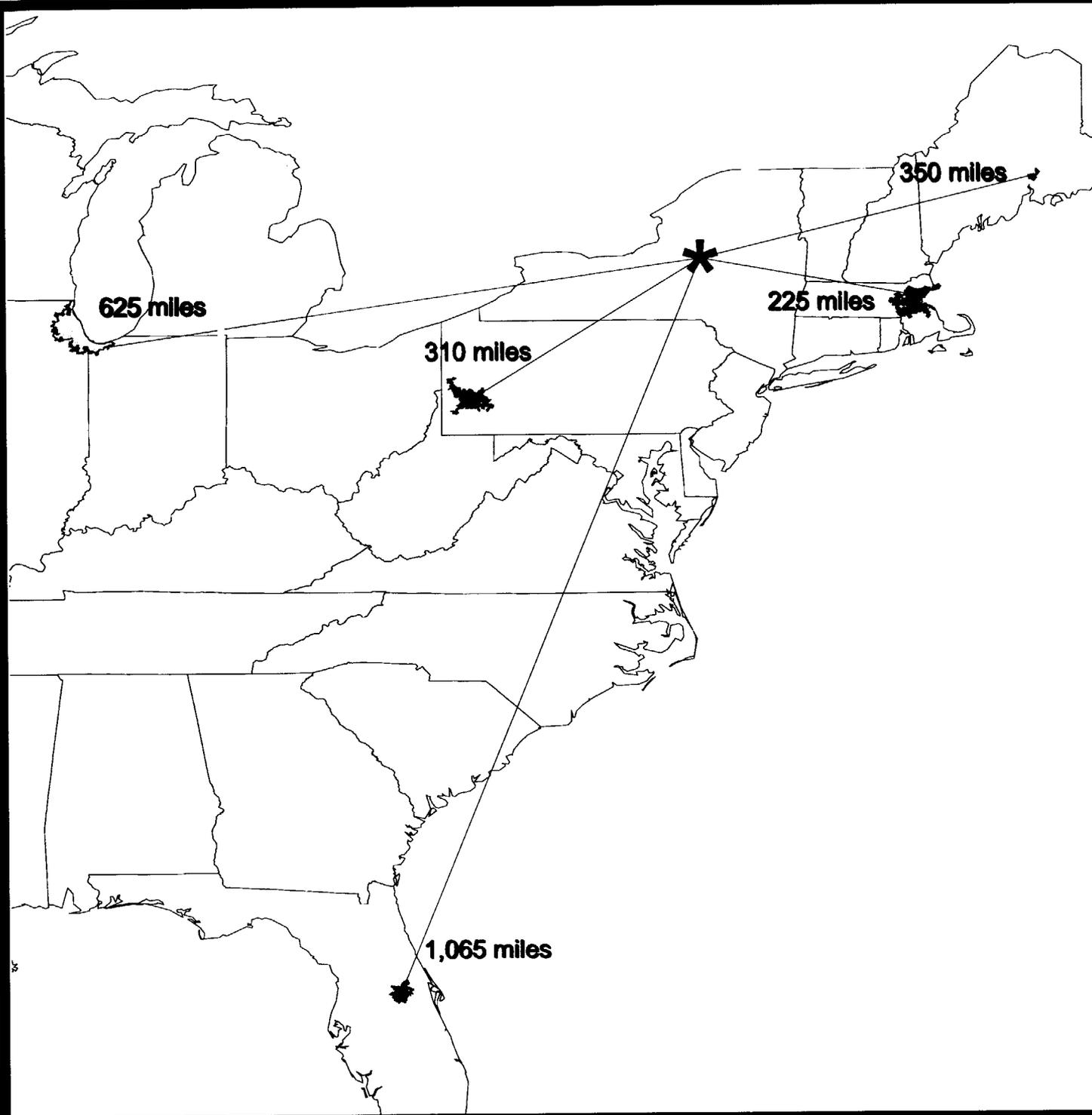
Category	Spending in Millions
Transportation	\$701
Food at Home	\$404
Food Away form Home	\$258
Clothing	\$130
Entertainment & Entertainment Equipment	\$130

Ralph Eannace
County Executive
800-541-0151

Lou Raya
Airport Marketing
315-736-4171

Ralph Napolitano
Fly Oneida Consultant
C&S Engineers, Inc.
315-455-2000

Bill Applebee
Airport Director
315-736-4171

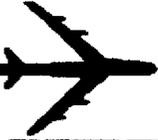


Destinations



* Oneida County, NY

- Bangor, ME
- Boston, MA
- Chicago, IL
- Orlando, FL
- Pittsburgh, PA

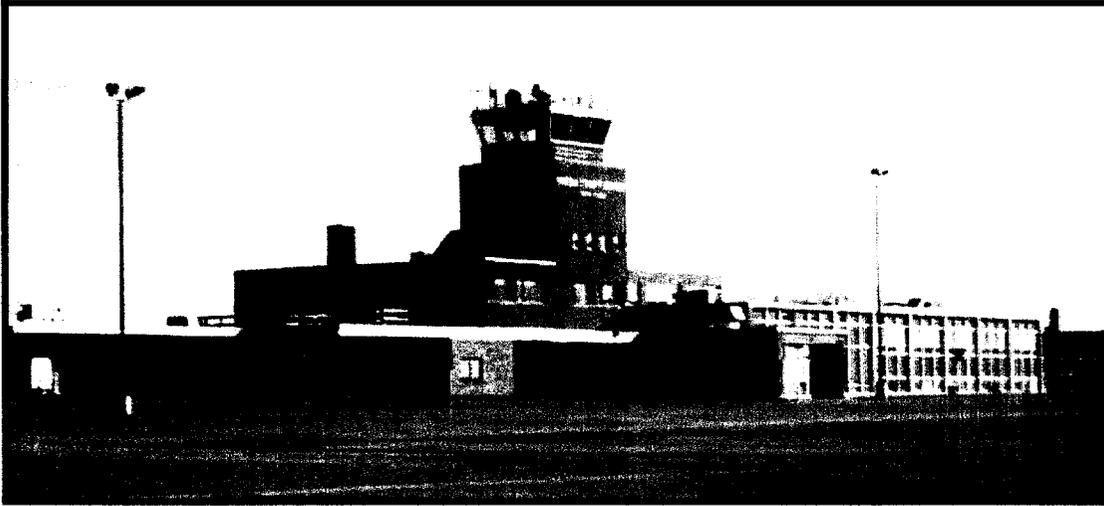
764 ————— 
ONEIDA COUNTY



**Attachment
C**

**Oneida County Airport
Facilities Overview**
(from existing Web site)

INTRODUCTION



The Oneida County Airport opened in 1952, relocating from the Utica Airport located in Marcy. The Airport is situated on 1600 acres of land in the town of Whitestown with an elevation of 743' above sea level.

The OCA has 2 runways with the following characteristics

Characteristics	Runway 15-33	Runway 9-27
Category	Transport	Transport
Use	Primary	Secondary
Length	6,001'	5,400'
Width	150'	150'
Strength (1,000's lbs.)	SW-85, DW-110, DTW-170	SW-80, DW-100, DTW-150
Condition	Good	Good
Composition	Asphalt	Asphalt
Wind Coverage (16 knots)	97.70%	92.50%
Gradient	.50%	1.00%
Line of Sight	Unobstructed	Unobstructed
Safety Area Condition	Standard	Standard
Marking	Precision	Visual
Lighting	High Intensity	Medium Intensity

\$2.8 million in upgrades are scheduled for runways, including the repaving of 15-33 in the year 2000.

FLY ONEIDA COUNTY



The existing terminal building was originally completed in 1951 and consists of **40,616** square feet of space.

The terminal space is distributed into six areas. A ticket wing with public lobby, which houses airline ticket counters, administrative, operational and outboard baggage areas. A **main** lobby, which provides public circulation, access to food beverage concession, auto rental counters, airport offices/information, and security. The lower level houses the **main** public restrooms and private offices. The baggage claim wing houses the public baggage claims facility and ground transportation is first on the enplaning road system. A public concourse connects the **main** terminal to the departure holdroom area for passengers. The upper level houses the County Airport offices, restaurant and lounge, the FAA offices and the FAA control tower.

Accessibility

The OCA is equidistant from the cities of Utica and Rome. The Airport can be accessed from exits **31** and **32** off Interstate **90**. The Airport is approximately **1.4** miles from exit 32 off I-90.

In 2001 the Judd Road Project will bring **4** lane traffic to the Oneida County Airport and the surrounding business park from the City of Utica and the Town of New Hartford.

Bus service to the OCA is provided by Utica-Rome Bus Company. Buses run to the terminal every half hour daily, over an 18 hour period. The Oneida County Rural Transportation Authority is currently considering free transportation to the Airport. This study will be completed over the next several months, and if approved will offer greater accessibility to OCA.

PARKING

The parking area consists of 175,000 square feet of free parking. This equates to **roughly 600** parking places. *All* spots are within 1,000 feet of the terminal and ticket counters. In addition all parking is free on **an** unlimited basis.

Summary of Facilities at Oneida County



Facility	Size	Composition	Use
General Aviation Parking Apron	345' X 1050'	Asphalt	Aircraft Tie-Down (Transient and Based)
Building 1	30' X 190'	Metal	Aircraft Storage (6)
Building 2	30' X 190'	Metal	Aircraft Storage (6)
Building 3	40' X 100'	Metal	Aircraft Storage (2)
Building 4	175' X 180'	Metal	
Building 5	55' X 120'	Metal	Aircraft Storage (5)
Building 6	80' X 80'	Metal	Aircraft Storage
Building 7	40' X 60'	Metal	Butler Hangar: Aircraft Storage Aircraft Storage
Building 8	80' X 105'	Brick & Concrete	FBO Hangar
Building 9	72' X 79'	Brick	Office
Building 10	120' X 220'	Metal	Oneida County FBO
Building 11	40' X 250'	Brick	ARFF
Building 12	95' X 225'	Brick	Terminal Building
Building 13	275' X 275'	Metal	Maintenance Hangar
Fuel Farm 1A	N/A	N/A	Aircraft Fueling
Fuel Farm 1B	N/A	N/A	Aircraft Fueling

ONEIDA COUNTY

HISTORY

In **1952** Robinson Airlines made Oneida County Airport its hub. It provided DC 3 air service to virtually every major city in the Northeast. Robinson Airlines was taken over in a buyout by Robert Peach in **1956**. The name was then changed to Mohawk Airlines. Mohawk continued service from the Oneida County Airport to points in the Northeast, adding flights to Montreal, Quebec City, and Toronto with the purchase of Convair **580** Turbo Props. In **1960** Mohawk had enplanements in excess of 40,000 per year and the purchase of BAC 111 fanjets boosted enplanements to over 55,000 by **1970**. Mohawk Airlines employed over 400 people in **1970**. The variety of flight options offered by Mohawk Airlines made Oneida County Airport the transportation hub of the Mohawk Valley. In addition to its executive offices, reservation center, and maintenance facility Mohawk Airlines also established a jet training facility at the airport. The combination of these facilities and services made Oneida County Airport the premier regional airline hub at the time.

In **1970**, Allegheny Airlines, based in Washington, DC, purchased Mohawk Airlines and continued to utilize the Oneida County Airport as its hub. However in **1975** Allegheny Airlines relocated its Oneida County operations, which included reservation centers and maintenance facilities, to Pittsburgh.

In **1978** Paul Quackenbush founded Empire Airlines, and began service with twin engine Navajos. Empire began to fill the void left by Allegheny's departure in **1975**. In **1980** Empire purchased **10** Fokker **28** jets and in **1981** began to utilize the reservation and maintenance center left vacant with Allegheny's departure. Empire's growth in the mid **1980**'s, coming from added flights to New England and the Middle Atlantic states, made it one of the busiest regional jet carriers in the Northeast. There were over **24** departures per day in **1987**.

In **1987** Empire was acquired by Piedmont Airlines. Several years later Piedmont merged with USAir, formally Allegheny Air. Both Piedmont and USAir utilized the reservation and maintenance facilities until USAir relocated the operations to various locations in **1995**.

USAirways began to downsize its operations at OCA in **1995**. At this time it discontinued its DC9 and **737** service. Commute Air, a subsidiary of USAirways currently provides three departures per day to Philadelphia on **19** passenger Beach 1900's, and will begin three flights to Newark on December **5,1999**.

It is also important to mention that in **1968** the Oneida County Executive, along with the support of the Oneida County Industrial Development Corporation, set aside several thousand acres **of** land for the development of the Oneida County Airport Industrial Park. In **1999** the Industrial Park employs over **4,000** people at various businesses. Projections for the year 2005 have total employment in the park at over 5,000 people. The leading employers in the park are **now** Metropolitan Life Insurance, Orion Industries and **Bank** of New York.

Fly ————— 
ONEIDA COUNTY



**Attachment
D**

**Oneida County Airport
Facilities Overview**
(from revised Web site still under construction)



industrial park phone #'s

- ▶ history
- ▶ parking
- ▶ hotels
- ▶ airport phone directory
- ▶ ground transportation
- ▶ links

<u>FIRM & ADDRESS</u>	<u>POC & TITLE</u>	<u>PHONE</u>
Alfred Publishing 123Dry Rd. Oriskany, NY 13424	Dan Mayack	315-736-1572
Anionics, Inc. 226 Hanger Rd. Oriskany, NY 13424	Donald Miller President	315-736-0891
Aviation Services Unlimited P.O. Box 629 Oriskany, NY 13424	Paul Rayhill	315-736-4842
Avis Rent-A-Car Airport Terminal 5900 Airport Rd. Oriskany, NY 13424	Daniel Petras Owner	315-768-3140
Bonide Products, Inc. 6301 Sutliff Rd. Oriskany, NY 13424	Jim Wurz	315-736-8231
Canteen Co. of Utica-Rome, Inc. 5941 Airport Rd. Oriskany, NY 13424	Harold Wheeler President	315-736-9371
Chepaume Industries 6001 Airport Rd. Oriskany, NY 13424	Melissa Hager General Manager	315-768-7001
Cornell Cooperative Extension of Oneida County 121 Second St. Oriskany, NY 13424	Carol Fitzgerald Association Director	315-736-3394
Continental Connection 5900 Airport Rd. Terminal Bldg. Oriskany, NY 13424	Chris Manna Manager	315-768-7001

<p>----- 176 Clear Rd. Oriskany, NY 13424</p>	<p>Wayne Raux Manager</p>	<p>315-736-3086</p>
<p>Federal Aviation Administration Airport Terminal 5900 Airport Rd. Oriskany, NY 13424</p>	<p>Dawn Brown</p>	<p>315-736-4911</p>
<p>Federal Express Company 115 Dry Rd. Oriskany, NY 13424</p>	<p>Matt Lignelli Sr. Manager</p>	<p>315-768-8551</p>
<p>Federal Reserve Bank of N.Y. Airline St. Oriskany, NY 13424</p>	<p>Larry Whittney Senior Vice President</p>	<p>315-768-2220</p>
<p>Key Flite Academy 100 Hangar Road Suite 303 Oriskany, NY 13424</p>	<p>Donna Hopper</p>	<p>315-736-8308</p>
<p>Fiber Instrument Sales 161 Clear Rd. Oriskany, NY 13424</p>	<p>Frank Giotto President</p>	<p>315-736-2206</p>
<p>Five Star Equipment 6049 Judd Rd. Oriskany, NY</p>	<p>Arthur Roberts Branch Manager</p>	<p>736-8254</p>
<p>Frank Brognano Limousine Service 5900 Airport Rd. Suite 105 Oriskany, NY</p>	<p>Patricia Grillone Co-owner</p>	<p>736-9601</p>
<p>Galaxy Aviation 5900 Airport Road Oriskany, NY</p>	<p>Luigi Bottini</p>	<p>315-736-4976</p>
<p>Hertz Corp. 5900 Airport Rd. Suite 101 Oriskany, NY</p>		<p>315-736-5201</p>
<p>HH Strandflex Div., MSW 6149 Sutliff Rd. Oriskany, NY</p>	<p>Dave Waddell Plant Manager</p>	<p>315-736-5208</p>
<p>HMQ Chemtech LLC 170 Base Rd. Oriskany, NY</p>	<p>Jeff Jiampietro Vice-president</p>	<p>315-768-6882</p>

5900 Airport Road Suite 4 Oriskany, NY	Al Stringham	315-736-4225
Metropolitan Life Insurance 5950 Airport Rd. Oriskany, NY	Jane Tarkowski Manager	315-797-6000 X-2452
Mid-State Communications 185 Clear Rd. Oriskany, NY	Sandra Corney President	315-736-3061
Nortic, Inc. 6099 Judd Rd. Oriskany, NY	Coleman Harding President	315-736-8755
NYS Madison Silo, Inc. 6131 Judd Rd. Oriskany, NY	Willard Stave President	315-736-0125
Oneida County Airport 5900 Airport Rd. Suite 207 Oriskany, NY	Bill Applebee Airport Engineer	315-736-4171
Oneida County Airport Fixed Base Operations 5900 Airport Rd. Suite 207 Oriskany, NY	Bill Sutherland Supervisor	315-736-9404
Oneida County Department of Public Works 6000 Airport Rd. Oriskany, NY	John Williams Commissioner	315-793-6213
Oneida County Sheriffs 6065 Judd Rd. Oriskany, NY	Daniel Middaugh	315-736-8364
Orion Bus Industries P.O. Box 449 165 Base Rd. Oriskany, NY	Amy Burris Controller	315-768-8101
Ramada Inn 520 Airport Rd. Oriskany, NY	Lory Cuda Manager	315-736-3377
Reutter Aircraft Svcs., Inc. FBO Building Oneida County Airport Oriskany, NY	Robert Reutter Owner	736-8917

Roadway Express, Inc. 141 Clear Rd. Oriskany, NY	Robert Beck Terminal Manager	315-736-0101
Siefert Graphics 6131 Judd Rd. Oriskany, NY	Karen & John Siefert	315-736-2744
Sirius Tech., Inc. P.O. Box 751 Base Rd. Oriskany, NY	Matt Sisti President	315-768-6635
Sumax Cycle Products, Inc. 337 Clear Rd. Oriskany, NY	Kirk Van Scoten Vice-president	315-768-1058
Terahertz Tech., Inc. 169 Clear Rd. Oriskany, NY	John Gentile Owner	315-736-3642
The Bank of New York 6023 Airport Rd. Oriskany, NY	Frank Belmer Operations Manager	315-765-4000
USDA Natural Resources Conservation Svrs. 121 Second St. Room 4 Oriskany, NY	Robin Mangini District Consvr.	315-736-3334
Utica First Insurance Co. P.O. Box 851 5981 Airport Rd. Oriskany, NY	Richard Zick President & CEO	315-736-8211



links

Oneida County Convention & Visitor Bureau
New York State Thruway Exit 31
Utica, NY (315) 724-7221

Mohawk Valley Chamber
520 Seneca St.
Utica, NY 13502 (315) 724-3151

Rome Chamber of Commerce
139 W. Dominick St.
Romw, NY 13440 (315) 337-1700

National Baseball Hall of Fame
25 Main st.
Cooperstown, NY 13326 (888) 425-5633

International Boxing Hal! of Fame
Canastota, NY 13032 (315) 697-7095

- ▶ history
- ▶ parking
- ▶ hotels
- ▶ airport phone directory
- ▶ ground transportation
- ▶ airport industrial park phone # s





parking

The parking area consists of 175,000 square feet of free parking. This equates to roughly 600 parking places. All spots are within 1,000 feet of the terminal and ticket counters. In addition all parking is free on an unlimited basis.

▶ [history](#)

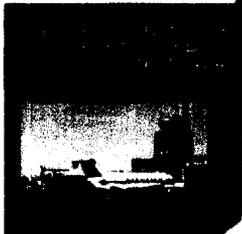
▶ [hotels](#)

▶ [airport phone directory](#)

▶ [ground transportation](#)

▶ [airport industrial park phone #s](#)

▶ [links](#)





telephone directory

- ▶ history
- ▶ parking
- ▶ hotels
- ▶ ground transportation
- ▶ airport industrial park phone #'s
- ▶ links

COMPANIES

PHONE

Air Charter Express	(315) 797-9188
Air Route	(315) 736-6141
Aviation Services Unlimited	(315) 736-4842
Avis Rent A Car	(315) 768-3140
Brognano Limousine Service	(315) 736-9601
Commissioner of Aviation	(315) 736-4171
Federal Aviation Administration	(315) 736-4911
Fixed Base Operations	(315) 736-9404
Galaxy Aviation	(315) 736-4976
Hertz Corporation	(315) 736-5201
Keylite Academy	(315) 736-8308
Landcare Aviation	(315) 736-4225
Oneida County Traffic Safety	(315) 736-8943
Ramada Inn	(315) 736-3377
Trans International Express	(888) 244-8922
US Airways Express	(315) 736-1114





ground transportation

Bus

Coach USA serving the Oneida County Airport and Utica-Rome.
(888) 448-4454

Taxi

Utica Area

Black & White (315) 732-3121
City Comb (315) 724-5454

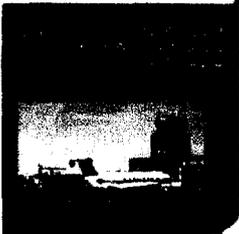
Rome Area

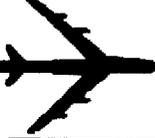
Elite Taxi (315) 338-9999
Fort Stanwix (315) 336-3334
Brogano's Limo Service at the Airport 315) 736-960

Business Conference Room

The Business center located at the Oneida County Airport is available at no charge to the business public for meeting and seminars. The center seats 21 and is equipped with computer lines, VCR/TV and other visual aids. Please call Department of Aviation at (315) 736-4171.

- ▶ history
- ▶ parking
- ▶ hotels
- ▶ airport phone directory
- ▶ airport industrial park phone #'s
- ▶ links



764 ————— 
ONEIDA COUNTY



Attachment
E

Oneida County Airport
Letters of Support



April 17, 2002

Ms. Read C. Van de Water
Assistant Secretary for Aviation and International Affairs
Docket Operations and Media Management Division
SVC-124, Room **PL-401**
Department of Transportation
400 7th Street SW
Washington DC 20590

Dear Ms. Van De Water,

The Workforce Investment Board of Herkimer, Madison and Oneida Counties supports the attached application from the Oneida County Airport for funding through the Small Community Air Service Development Program (Docket OST-2002-11590)

In our dealings with both new employers and employers already in the region, air service is one of the top issues raised when relocation or expansion is being discussed. Increased air service will help our efforts to recruit and retain workers in key industry clusters.

Further, the WIB will assist this project through the "Call Mohawk Valley Home" marketing initiative, which is managed by the WIB. "Call Mohawk Valley Home" is making vital connections with the younger workers in our market to improve the region's image in their eyes. Efforts to improve air service will dovetail with "Call Mohawk Valley Home" efforts to reach out to college campuses across the region.

All the ingredients exist to make the Oneida County Airport a thriving small hub for our region, which has more than 400,000 people living within 30 miles of the airport. This marketing effort would be the catalyst that allows our efforts to improve air service to move forward and succeed.

Thank you for your consideration of this vital request.

Sincerely,

David L. Mathis
Acting Director
Workforce Investment Board

Workforce Investment Board

Robin Eannace-O'Brien
Chair

John E. Holt
Executive Director

209 Elizabeth Street
Second Floor
Utica, NY 13501

315.793.6037
FAX 315.798.5909
e-mail: jholt@co.oneida.ny.us



Mohawk Valley Chamber of Commerce

520 Seneca Street, Utica, NY 13502

Tel: (315)724-3151 • Fax: (315)724-3177

Web site: www.mvchambsr.org • Email: info@outica.org

April 16, 2002

To Whom It May Concern:

The Mohawk **Valley Chamber** of Commerce is an association of more **than 900** members working to build a better future for our Mohawk Valley Region.

Improved air service is essential to accomplishing this goal. **Our** region cannot **attract** and retain businesses **without offering** the **kind** of air service they want and **need**. Further, because existing employers face **high air** travel costs due to the **costs** involved in traveling to **nearby** airports, **the** lack of air **service** is a disincentive for **these** employers to remain **in this area**.

The Oneida **County** Airport is a **vastly** under-utilized facility **that has** been maintained in excellent condition. **We believe that** the plan for improved service that has been prepared by the **airport**, in conjunction with the marketing **and** outreach **program** proposed through the Small Community Air Service Development Pilot Program, can reverse the trend of declining passenger boardings. This, in turn, **will** enhance **and** increase the economic viability of **our** region.

On behalf of the Chamber's membership, I urge you to **look favorably** upon the Oneida County **Airport's** proposal **and** fund this much-needed project to help revive a tremendous asset **and** offer this community the air service it **deserves**.

Sincerely,

A handwritten signature in black ink that reads 'Robert Fowler'. The signature is written in a cursive style with a large, prominent 'R'.

Robert Fowler
President



ECONOMIC DEVELOPMENT GROWTH ENTERPRISES CORPORATION
 153 Brooks Road • Rome, New York 13441-4105
 315-338-0393 • 800-765-4990 • FAX 315-338-5694
 E-Mail: info@mvedqe.org • www.mvedge.com

April 16, 2002

Ms. Read C. VandeWater
 Assistant Secretary for Aviation and International Affairs
 Docket Operations and Media Management Division
 SVC-124, Room PL-401
 Department of Transportation
 400 7th St. SW
 Washington, D.C. 20590

Dear Ms. VandeWater,

I write in support of Oneida County's application for a Small Community Air Service Development Program grant to revive commercial air service at the Oneida County Airport.

Regularly scheduled airline passenger service is of interest to all major companies when making decisions to locate and expand business operations. The return of affordable, regular air service to Oneida County would enhance the marketability of **this** region to those companies for whom such transportation is a major issue. Should a **carrier** establish regular service to major markets at affordable rates, we would promote this along with all the other qualities, which help make the Mohawk Valley region a great place to do business. As more businesses and more jobs locate to the region, additional private and public dollars would be invested and leveraged to further enhance air **service**.

Please contact me if there is any further information you require on this matter.

Sincerely,



Steven DiMeo
 Executive Vice President

SJD:rad

SOUTHEAST AIRLINES

12552 Belcher Rd.
Largo Fla. 33773
727-532-1632

Ms. Read C De Water
Assistant Secretary for Aviation and
International Affairs
Docket Operations and Media
Management Division
SVC-124, Room PL-401
Department of Transportation
400 7th Street SW
Washington DC 20590

August 16, 2002

Dear Ms. Van De Water:

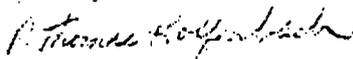
SouthEast Airlines gives its enthusiastic and whole-hearted support to the Oneida County Airport's proposal under the Small Community Air Service Pilot Program.

For several months, Southeast has been in contact with Oneida County officials about the possibility of providing air service to Oneida County Airport at a level that would significantly upgrade that community's air service.

Among the many pieces that are necessary to make this proposal come to pass is a substantial commitment to marketing the airport and its services to a traveling public that has become accustomed to looking at other airports. This proposal's substantial marketing efforts, the support of private partners such as the local chambers of commerce and the continued and expanded support of Oneida County government would greatly assist us in turning this concept into a reality.

We urge your support for this project so that this under-served community can have the kind of air service it both wants and needs.

Sincerely,



P. Thomas Kolfenbach
President/CEO

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ONEIDA COUNTY



Attachment
F

Oneida County Airport
Current Budget

Revenue / Appropriation Analysis Report

Reporting for all funds, selected departments, for dates from 01/01/02 to 12/31/02 for fiscal year 2002

Department : 5610 - Airport

Revenue Analysis

Account	Description	Estimated	Receipts	Revenue	Percentages	
		Revenue		Remaining	Rcvd	Remaining
A1771	Airport Rentals	\$202,000.00	\$53,495.90	\$148,504.10	26.48	73.52
A1775	Airport Commissions	\$70,000.00	\$109.68	\$69,890.32	0.16	99.84
A2774	Miscellaneous Revenue - Airport	\$50.00	\$0.00	\$50.00		100.00
A3500	State Aid - Airport Wildlife Management Program	\$0.00	\$0.00	\$0.00		
	Total:	\$272,050.00	\$53,605.58	\$0.00	\$218,444.42	

Appropriation Analysis

Account	Description	Budget	Expenditures	Outstanding	Unencumbered	Percentages	
		Amount		Encumbrances	Balance	Used	Remaining
A5610.101	Salaries	\$439,516.00	\$108,121.06		\$331,394.94	24.60	75.40
A5610.103	Overtime	\$1,200.00	\$6,585.72		(\$5,385.72)	548.81	-448.81
A5610.104	Shift Differential	\$3,500.00	\$967.56		\$2,532.44	27.64	72.36
	A5610.1:	\$444,216.00	\$115,674.34	\$0.00	\$328,541.66	26.04	73.96
A5610.211	Office Equipment	\$598.88	\$598.88		\$0.00	100.00	
A5610.251	Automotive Equipment	\$3,678.95	\$2,868.95	\$810.00	\$0.00	100.00	
A5610.295	Other Equipment	\$13,623.43	\$13,623.43		\$0.00	100.00	
	A5610.2:	\$17,901.26	\$17,091.26	\$810.00	\$0.00	100.00	0.00
A5610.411	Office Supplies	\$1,749.05	\$1,086.98		\$662.07	62.15	37.85
A5610.412	Insurance & Bonding	\$40,000.00	\$42,000.00		(\$2,000.00)	105.00	-5.00
A5610.413	Rent/Lease - Equipment	\$3,500.00	\$701.61	\$2,106.39	\$692.00	80.23	19.77
A5610.414	Utilities	\$131,300.00	\$25,702.13		\$105,597.87	19.58	80.42
A5610.416	Telephone	\$9,500.00	\$1,715.65	\$94.56	\$7,689.79	19.05	80.95
A5610.418	Meter Postage	\$950.00	\$0.00		\$950.00		100.00
A5610.425	Training & Special Schools	\$6,370.00	\$0.00		\$6,370.00		100.00
A5610.436	Uniforms and Clothing	\$1,500.00	\$49.84		\$1,450.16	3.32	96.68
A5610.451	Automotive Supplies	\$16,000.00	\$7,398.42	\$1,828.30	\$6,773.28	57.67	42.33
A5610.452	Automotive Repairs	\$5,000.00	\$220.29		\$4,779.71	4.41	95.59
A5610.455	Travel & Subsistence	\$1,800.00	\$300.06		\$1,499.94	16.67	83.33
A5610.456	Gasoline & Oil	\$14,500.00	\$4,789.43	\$5,210.57	\$4,500.00	68.97	31.03
A5610.491	Other Materials & Supplies	\$33,500.00	\$2,807.66	\$12,424.35	\$18,267.99	45.47	54.53
A5610.492	Computer Software & Licenses	\$170.00	\$0.00		\$170.00		100.00
A5610.493	Maintenance, Repair & Services Contracts	\$33,918.00	\$10,110.48	\$19,218.00	\$4,589.52	86.47	13.53
A5610.495	Other Expenses	\$13,530.50	\$5,273.63	\$3,100.20	\$5,156.67	61.89	38.11
A5610.495135	Wildlife Management	\$48,661.66	\$1,210.00	\$48,661.66	(\$1,210.00)	102.49	-2.49
A5610.498	Contract Studies	\$45,200.00	\$23,699.34	\$16,883.50	\$4,617.16	89.79	10.21
	A5610.4:	\$407,149.21	\$127,065.52	\$109,527.53	\$170,556.16	58.11	41.89
A5610.810	Retirement	\$9,424.00	\$0.00		\$9,424.00		100.00
A5610.830	Social Security	\$33,983.00	\$9,039.36		\$24,943.64	26.60	73.40
A5610.840	Workers Compensation	\$10,909.00	\$0.00		\$10,909.00		100.00
A5610.850	Unemployment Insurance	\$1,199.00	\$0.00		\$1,199.00		100.00

Revenue / Appropriation Analysis Report

Reporting for all funds, selected departments, for dates from 01/01/02 to 12/31/02 for fiscal year 2002

Department : 5610 -Airport

Appropriation Analysis

Account	Description	Budget Amount	Expenditures	Outstanding Encumbrances	Unencumbered Balance	Percentages	
						Used	Remaining
A5610.860	Health Insurance	\$99,318.00	\$22,994.01		\$76,323.99	23.15	76.85
	A5610.8:	\$154,833.00	\$32,033.37	\$0.00	\$122,799.63	20.69	79.31
	Total:	\$1,024,099.47	\$291,864.49	\$1,103,337.53	\$621,897.45		

Reporting for all funds, selected departments, for dates from 01/01/02 to 12/31/02 for fiscal year 2002

Department : 5610 -Airport

Encumbrance Summary

Journal	Open Date	Status	Account Number	Description	Vendor	Original Encumbrance	Outstanding Balance
398444	12/28/01	Open	A5610.498	255832:Fwd -2001 245901:Fwd 2000 -2000 Contract Study for OC Airport per Board Resolution No. 1073/29/00; sab 11/30	C & S ENGINEERS INC	\$31,450.00	\$16,883.50
399196	12/28/01	Open	A5610.491	365100:Fwd -2001 PO # 10466: 2001 Yearly, Bulk Salt	CARGILL INC	\$2,000.00	\$0.00
399456	12/28/01	Open	A5610.295	396412:Fwd -2001 PO# 11638: LANDSCAPE RAKE	CAZENOVIA EQUIPMENT INC	\$810.00	\$0.00
402696	1/4/02	Open	A5610.251	Fwd: 402694 (2001) encumbrance.	CAZENOVIA EQUIPMENT INC	\$810.00	\$810.00
405641	1/11/02	Open	A5610.495	2002 Yearly, PO 7022, Reopen-dcs, #678-0000417-2285-1, Trash Removal	WASTE MANAGEMENT OF NY	\$3,645.00	\$2,430.24
405643	1/11/02	Open	A5610.493	2002 Yearly, PO 8493, Reopen-dcs	JOHNSON CONTROLS, INC.	\$12,020.00	\$9,015.00
405644	1/11/02	Open	A5610.493	2002 Yearly, PO 8492, Reopen-dcs	JOHNSON CONTROLS, INC.	\$9,849.00	\$7,386.75
405645	1/11/02	Open	A5610.491	2002 Yearly, PO 8736, Reopen-dcs	HANSON AGGREGATES NEW YORK INC	\$4,000.00	\$4,000.00
405646	1/11/02	Open	A5610.413	2002 Yearly, PO 84800, Reopen-dcs, s/n G8M-061849	XEROX CORP	\$2,808.00	\$2,106.39
405647	1/11/02	Open	A5610.493	2002 Yearly, PO 84800, Reopen-dcs, s/n G8M-061849	XEROX CORP	\$300.00	\$264.25
405651	1/11/02	Open	A5610.491	2002 Yearly, PO 8882, Reopen-dcs	CALLANAN INDUSTRIES INC	\$1,000.00	\$1,000.00
405652	11/11/02	Open	A5610.456	2002 Yearly, PO 9883, Reopen-dcs	MOHAWK VALLEY OIL CORP	\$6,000.00	\$2,965.59
405653	1/11/02	Open	A5610.456	2002 Yearly, PO 9884, Reopen-dcs	MOHAWK VALLEY OIL CORP	\$4,000.00	\$2,244.98
405655	1/11/02	Open	A5610.491	2002 Yearly, PO 10466, Reopen-dcs	CARGILL INC	\$2,000.00	\$156.41
410443	1/22/02	Open	A5610.495135	Fwd: 410441 (2001) encumbrance.	US DEPT OF AGRICULTURE	\$54,101.42	\$48,661.66
412745	1/28/02	Open	A5610.491	PO # 11927: 2002 YEARLY, MEDICAL & SAFETY SUPPLIES	ZEE MEDICAL SERVICE CO	\$300.00	\$231.55
412747	1/28/02	Open	A5610.416	PO # 11928: 2002 YEARLY, Pagers, 722-4368-4367-3574 & 3582	ARCH PAGING	\$126.00	\$94.56
418512	2/8/02	Open	A5610.491	PO # 12107: 2002 Yearly, Oxygen, Acetylene, Argon & Nitrogen	HAUN WELDING SUPPLY INC	\$300.00	\$175.39
418516	2/8/02	Open	A5610.495	PO # 12109: 2002 YEARLY, PARTS CLEANER SERVICE	SAFETY-KLEEN	\$680.00	\$449.96
419224	2/11/02	Open	A5610.495	PO # 12108: 2002 YEARLY, Fire Sys. Maint.-kitchen	STRAIGHTLINE SERVICE CORP	\$220.00	\$220.00
426138	3/4/02	Open	A5610.493	PO # 12382: 2002 YEARLY, WATER TREATMENT SVC. FOR TERMINAL BOILERS	ROLAZ INDUSTRIAL PRODUCTS INC.	\$840.00	\$700.00
431440	3/19/02	Open	A5610.493	PO # 12572: 2002 YEARLY ORDER, FIRE ALARM TESTING & INSPECTION	SIMPLEX TIME RECORDER	\$1,362.00	\$52.00
431448	3/19/02	Open	A5610.493	PO # 12576: 2002 YEARLY, MAINT HANGAR ELEVATOR	OTIS ELEVATOR CO.	\$1,800.00	\$1,800.00
437598	4/3/02	Open	A5610.491	PO # 12725: TRAFFIC PAINT	FRANKLIN PAINT CO INC	\$814.00	\$814.00
437603	4/3/02	Open	A5610.491	PO # 12726: ELECTRIC LAMPS	GRAINGER	\$1,746.00	\$1,746.00
437910	4/4/02	Open	A5610.451	PO # 12735: HYDRALIC OIL & ANTI-FREEZE	R H CROWN CO INC	\$982.30	\$982.30
437912	4/4/02	Open	A5610.451	PO # 12736: EQUIPMENT LUBRICANT OILS	DRAKE OIL COMPANY	\$846.00	\$846.00
439586	4/10/02	Open	A5610.491	PO # 12816: TRAFFIC ZONE PAINT	SHERWIN WILLIAMS CO.	\$4,301.00	\$4,301.00

Revenue / Appropriation Analysis Report

Reporting for all funds, selected departments, for dates from 01/01/02 to 12/31/02 for fiscal year 2002

Department : 5610 - Airport

Totals:	<u>\$149,110.72</u>	<u>\$110,337.53</u>
Total of outstanding encumbrances:		<u>\$110,337.53</u>

Revenue / Appropriation Analysis Report

Reporting for all funds, selected departments, for dates from 01/01/02 to 12/31/02 for fiscal year 2002

Department : 5611 - Airport-Fixed Base Operations(FBO)

Revenue Analysis

Account	Description	Estimated	Receipts	Revenue	Percentages	
		Revenue		Remaining	Rcvd	Remaining
A1780	Landing Fees - F.B.O.	\$13,000.00	\$3,200.00	\$9,800.00	24.62	75.38
A1781	Hanger Rental - F.B.O.	\$200,000.00	\$64,023.71	\$135,976.29	32.01	67.99
A1786	Sale of Aircraft Supplies - F.B.O.	\$910,000.00	\$109,730.07	\$800,269.93	12.06	87.94
A1788	Sale of Aircraft Services - F.B.O.	\$24,500.00	\$3,258.44	\$21,241.56	13.30	86.70
A1789	Airport Services Charge - F.B.O.	\$400.00	\$0.00	\$400.00		100.00
	Total:	\$1,141,900.00	\$180,212.22	\$0.00	\$967,687.78	

Appropriation Analysis

Account	Description	Budget	Expenditures	Outstanding	Unencumbered	Percentages	
		Amount		Encumbrances	Balance	Used	Remaining
A5611.101	Salaries	\$288,924.00	\$69,490.72		\$219,433.28	24.05	75.95
A5611.102	Temporary Help	\$0.00	\$1,508.10		(\$1,508.10)		
A5611.103	Overtime	\$1,000.00	\$4,042.13		(\$3,042.13)	404.21	-304.21
A5611.104	Shift Differential	\$6,000.00	\$1,452.25		\$4,547.75	24.20	75.80
	A5611.1:	\$295,924.00	\$76,493.20	\$0.00	\$219,430.80	25.85	74.15
A5611.212	Computer Hardware	\$1,128.00	\$1,128.00		\$0.00	100.00	
A5611.251	Automotive Equipment	\$9,800.00	\$9,900.00		(\$100.00)	101.02	-1.02
A5611.295	Other Equipment	\$781.37	\$781.37		\$0.00	100.00	
	A5611.2:	\$11,709.37	\$1,809.37	\$0.00	(\$100.00)	100.85	-0.85
A5611.411	Office Supplies	\$460.00	\$119.80		\$340.20	26.04	73.96
A5611.413	Rent/Lease - Equipment	\$13,860.00	\$4,002.50	\$8,094.00	\$1,763.50	87.28	12.72
A5611.414	Utilities	\$90,600.00	\$20,959.79		\$69,640.21	23.13	76.87
A5611.416	Telephone	\$5,300.00	\$1,311.07	\$94.59	\$3,894.34	26.52	73.48
A5611.425	Training & Special Schools	\$3,640.00	\$0.00		\$3,640.00		100.00
A5611.432	Food, Not Surplus	\$1,500.00	\$182.96	\$1,317.04	\$0.00	100.00	
A5611.436	Uniforms and Clothing	\$2,000.00	\$49.85		\$1,950.15	2.49	97.51
A5611.451	Automotive Supplies	\$2,500.00	\$336.51		\$2,163.49	13.46	86.54
A5611.452	Automotive Repairs	\$2,000.00	\$0.00		\$2,000.00		100.00
A5611.456	Gasoline & Oil	\$3,000.00	\$0.00	\$800.00	\$2,200.00	26.67	73.33
A5611.457	Aviation Supplies For Resale	\$600,365.89	\$90,964.96	\$439,400.93	\$70,000.00	88.34	11.66
A5611.491	Other Materials & Supplies	\$3,000.00	\$128.77	\$214.15	\$2,657.08	11.43	88.57
A5611.492	Computer Software & Licenses	\$320.00	\$107.32		\$212.68	33.54	66.46
A5611.493	Maintenance, Repair & Services Contracts	\$4,000.00	\$0.00		\$4,000.00		100.00
A5611.495	Other Expenses	\$1,356.45	\$3,738.54	\$3,488.43	\$4,129.48	63.64	36.36
A5611.495132	F.B.O. Renovations	\$1,363.53	\$1,363.53		\$0.00	100.00	
	A5611.4:	\$745,265.87	\$123,265.60	\$453,409.14	\$168,591.13	77.38	22.62
A5611.810	Retirement	\$6,153.00	\$0.00		\$6,153.00		100.00
A5611.830	Social Security	\$23,327.00	\$5,860.51		\$17,466.49	25.12	74.88
A5611.840	Workers Compensation	\$7,013.00	\$0.00		\$7,013.00		100.00

Revenue / Appropriation Analysis Report

Reporting for all funds, selected departments, for dates from 01/01/02 to 12/31/02 for fiscal year 2002

Department : 5611 - Airport-Fixed Base Operations(FBO)

Appropriation Analysis

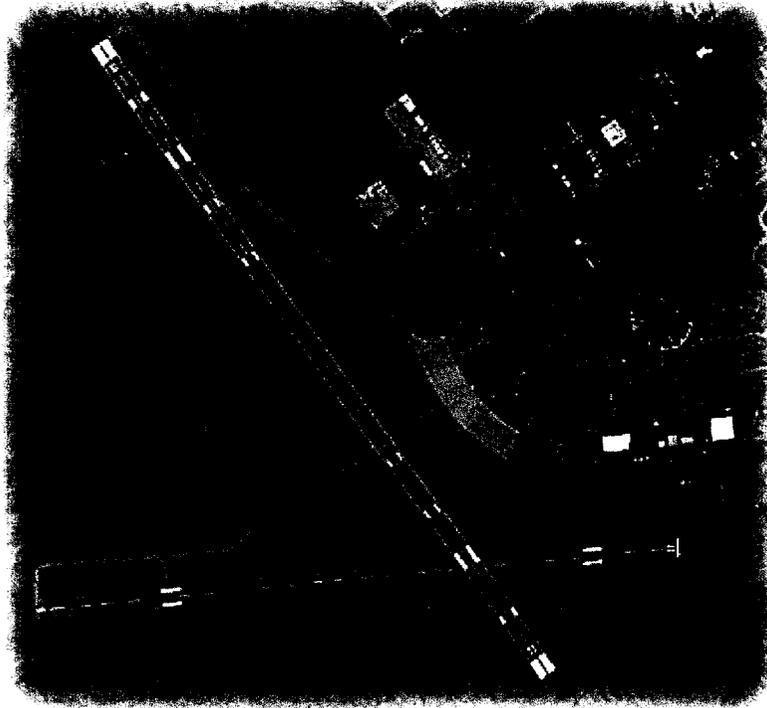
Account	Description	Budget Amount	Expenditures	Outstanding Encumbrances	Unencumbered Balance	Percentages Used	Percentages Remaining
A5611.850	Unemployment Insurance	\$770.00	\$0.00		\$770.00		100.00
A561 1.860	Health Insurance	\$45,975.00	\$12,008.46		\$33,966.54	26.12	73.88
	A5611 8	\$83,238.00	\$17,868.97	\$0.00	\$65,369.03	21.47	78.53
	Total:	\$1,136,137.24	\$229,437.14	\$453,409.14	\$453,290.96		

Encumbrance Summary

Journal	Open Date	Status	Account Number	Description	Vendor	Original Encumbrance	Outstanding Balance
399369	12/28/01	Open	A561 1.495	396391:Fwd -2001 PO # 11630: AC-U-KWIK BOOK FOR PILOTS AT FBO	PRIMEDIA	\$37.95	\$37.95
402564	1/4/02	Open	AS61 1.251	Fwd: 402562 (2001) encumbrance.	CAZENOVIA EQUIPMENT INC	\$810.00	\$0.00
405642	1/11/02	Open	A561 1.495	2002 Yearly, PO 7035, Reopen-dcs, #678-0000417-2285-1, Trash Removal	WASTE MANAGEMENT OF NY	\$3,645.00	\$2,430.24
405648	1/11/02	Open	A561 1.457	2002 Yearly, PO 2768, Reopen-dcs	TERMMALING SERVICES, INC.	\$500,000.00	\$419,400.93
405649	1/11/02	Open	A561 1.413	2002 Yearly, PO 2768, Reopen-dcs	TERMMALING SERVICES, INC.	\$9,600.00	\$7,200.00
405650	1/11/02	Open	A5611.457	2002 Yearly, PO 2788, Reopen-dcs	TERMMALING SERVICES, INC.	\$20,000.00	\$20,000.00
405654	1/11/02	Open	A561 1.456	2002 Yearly, PO 9885, Reopen-dcs	MOHAWK VALLEY OIL CORP	\$800.00	\$800.00
406621	1/15/02	Open	A561 1.413	PO # 11776: 2002 YEARLY, AVIATION WEATHER SUBSCRIPTION & LEASE	WSL CORP	\$2,163.00	\$894.00
412746	1/28/02	Open	A561 1.491	PO # 11927: 2002 YEARLY, MEDICAL & SAFETY SUPPLIES	ZEE MEDICAL SERVICE CO	\$300.00	\$214.15
412748	1/28/02	Open	AS61 1.416	PO # 11928: 2002 YEARLY, Pagers, 722-4368-4367-3574 & 3582	ARCH PAGING	\$126.00	\$94.59
418447	2/7/02	Open	A561 1.495	PO # 12101: 2002 YEARLY ORDER ENGINEERING & LAB SVCS/FBO FUEL FARM	PLUMLEY ENGINEERING P C	\$1,400.00	\$801.25
418524	2/8/02	Open	A561 1.432	PO# 12110: 2002 YEARLY, COFFEE & SUPPLIES	PAUL DE LIMA CO INC	\$1,500.00	\$1,317.04
439572	4/10/02	Open	A561 1.495	PO # 12804: CONFIRMATION,FUEL FARM ELECTRICAL REPAIR	ONEIDA ELECTRICAL CONTR INC	\$218.99	\$218.99
Totals:						\$540,600.94	\$453,409.14
Total of outstanding encumbrances:							\$453,409.14

End of report

Fly ————— 
ONEIDA COUNTY



**Attachment
G**

**Oneida County Airport
Prior Years' Budgets**

Revenue / Appropriation Analysis Report

Department : 5610 -Airport

Revenue Analysis

Account	Description	Estimated	Receipts	Revenue	Percentages	
		Revenue		Remaining	Rcvd	Remaining
A1771	Airport Rentals	\$165,500.00	\$187,801.81	(\$22,301.81)	113.48	-13.48
A1775	Airport Communications Phone/Car	\$80,000.00	\$74,076.27	\$5,923.73	92.60	7.40
A2653	Sale of Scrap - Airport	\$0.00	\$4,198.09	(\$4,198.09)		
A2774	Miscellaneous Revenue - Airport	\$550.00	\$214.93	\$335.07	39.08	60.92
	Total:	\$246,050.00	\$266,291.10	\$0.00	(\$20,241.10)	

Appropriation Analysis

Account	Description	Budget	Expenditures	Outstanding	Unencumbered	Percentages	
		Amount		Encumbrances	Balance	Used	Remaining
A5610.101	Salaries	\$423,696.00	\$416,875.26		\$6,820.74	98.39	1.61
A5610.102	Temporary Help	\$87.00	\$86.63		\$0.37	99.57	0.43
A5610.103	Overtime	\$16,194.00	\$16,193.94		\$0.06	100.00	0.00
A5610.104	Shift Differential	\$4,500.00	\$3,334.86		\$1,165.14	74.11	25.89
A5610.195	Other Fees & Services	\$5,024.00	\$5,023.59		\$0.41	99.99	0.01
	A5610.1:	\$449,501.00	\$441,514.28	\$0.00	\$7,986.72	98.22	1.78
A5610.211	Office Equipment	\$2,950.00	\$2,153.70		\$796.30	73.01	26.99
A5610.295	Other Equipment	\$14,650.00	\$14,109.38		\$540.62	96.31	3.69
	A5610.2:	\$17,600.00	\$16,263.08	\$0.00	\$1,336.92	92.40	7.60
A5610.411	Office Supplies	\$1,120.00	\$996.53		\$123.47	88.98	11.02
A5610.412	Insurance & Bonding	\$39,300.00	\$37,106.46		\$2,193.54	94.42	5.58
A5610.413	Rent/Lease - Equipment	\$3,000.00	\$2,806.44		\$193.56	93.55	6.45
A5610.414	Utilities	\$135,976.00	\$128,997.71		\$6,978.29	94.87	5.13
A5610.416	Telephone	\$9,790.00	\$9,751.07		\$38.93	99.60	0.40
A5610.418	Meter Postage	\$925.00	\$919.87		\$5.13	99.45	0.55
A5610.425	Training & Special Schools	\$4,500.00	\$4,500.00		\$0.00	100.00	
A5610.436	Uniforms and Clothing	\$1,300.00	\$944.24		\$355.76	72.63	27.37
A5610.451	Automotive Supplies	\$15,700.00	\$15,053.37		\$646.63	95.88	4.12
A5610.452	Automotive Repairs	\$1,000.00	\$132.28		\$867.72	13.23	86.77
A5610.455	Travel & Subsistence	\$1,500.00	\$1,066.39		\$433.61	71.09	28.91
A5610.456	Gasoline & Oil	\$16,700.00	\$16,260.41	\$226.48	\$213.11	98.72	1.28
A5610.491	Other Materials & Supplies	\$32,624.03	\$31,110.70	\$849.40	\$663.93	97.96	2.04
A5610.493	Maintenance, Repair & Services Contracts	\$18,900.00	\$18,408.84	\$96.28	\$394.88	97.91	2.09
A5610.495	Other Expenses	\$11,960.00	\$11,018.90		\$941.10	92.13	7.87
A5610.498	Contract Studies	\$142,450.00	\$75,850.00	\$62,900.00	\$3,700.00	97.40	2.60
	A5610.4:	\$436,745.03	\$354,923.21	\$64,072.16	\$17,749.66	95.94	4.06
A5610.810	Retirement	\$22,540.00	\$22,540.00		\$0.00	100.00	
A5610.830	Social Security	\$33,332.00	\$32,578.08		\$753.92	97.74	2.26
A5610.840	Workers Compensation	\$9,960.00	\$9,160.00		\$800.00	91.97	8.03
A5610.850	Unemployment Insurance	\$2,179.00	\$0.00		\$2,179.00		100.00
A5610.860	Health Insurance	\$96,765.00	\$96,764.62		\$0.38	100.00	0.00

Revenue / Appropriation Analysis Report

Reporting for all funds, selected departments, for dates from **01/01/00** to **12/31/00** for fiscal year **2000**

Department : **5610 -Airport**

Appropriation Analysis

Account	Description	Budget Amount	Expenditures	Outstanding Encumbrances	Unencumbered Balance	Percentages	
						Used	Remaining
	A5610.8:	\$164,776.00	\$161,042.70	\$0.00	\$3,733.30	97.73	2.27
	Total:	\$1,068,622.03	\$973,743.27	\$64,072.16	\$30,806.60		

Encumbrance Summary

Journal	Open Date	Status	Account Number	Description	Vendor	Original Encumbrance	Outstanding Balance
245901	11/30/00	Open	A5610.498	2000 Contract Study for OC Airport per Board Resolution No. 107 3/29/00; sab 11/30	C & S ENGINEERS INC	\$79,550.00	\$40,700.00
262307	1/16/01	Open	A5610.456	2000 YRLY. RO-dcs, PO 5439. Diesel Fuel	AGWAY ENERGY PRODUCTS	\$3,100.00	\$35.02
Totals:						\$82,650.00	\$40,735.02
Total of outstanding encumbrances:							\$40,735.02

Revenue / Appropriation Analysis Report

Reporting for all funds, selected departments, for dates from 01/01/00 to 12/31/00 for fiscal year 2000

Department : 5611 - Airport-Fixed Base Operations(FBO)

Revenue Analysis

Account	Description	Estimated	Receipts	Revenue	Percentages	
		Revenue		Remaining	Rcvd	Remaining
A1780	Landing Fees - F.B.O.	\$8,000.00	\$15,320.00	(\$7,320.00)	191.50	-91.50
A1781	Hanger Rental - F.B.O.	\$240,000.00	\$208,204.16	\$31,795.84	86.75	13.25
A1786	Sale of Aircraft Supplies - F.B.O.	\$862,850.00	\$806,233.92	\$56,616.08	93.44	6.56
A 1788	Sale of Aircraft Services - F.B.O.	\$50,000.00	\$14,907.27	\$35,092.73	29.81	70.19
A1789	Airport Services Charge - F.B.O.	\$5,000.00	(\$180.67)	\$5,180.67	-3.61	103.61
Total:		\$1,165,850.00	\$1,044,484.68	\$0.00	\$121,365.32	

Appropriation Analysis

Account	Description	Budget	Expenditures	Outstanding	Unencumbered	Percentages	
		Amount		Encumbrances	Balance	Used	Remaining
A5611.101	Salaries	\$261,999 00	\$247,881 08		\$14,117.92	94.61	5.39
A5611.103	Overtime	\$12,680 00	\$12,679 47		\$0.53	100.00	0.00
A5611.104	Shift Differential	\$6,000 00	\$5,547 96		\$452.04	92.47	7.53
	A561 1.1:	\$280,679 00	\$266,108 51	\$0 00	\$14,570.49	94.81	5.19
A5611.211	Office Equipment	\$650 00	\$634 00		\$16.00	97.54	2.46
A561 1.295	Other Equipment	\$4,200 00	\$3,937 10		\$262.90	93.74	6.26
	A561 1.2:	\$4,850 00	\$4,571 10	\$0 00	5278.90	94.25	5.75
A5611.411	Office Supplies	\$380 00	\$340 93		\$39.07	89.72	10.28
A5611.413	Rent/Lease - Equipment	\$11,550.00	\$11,424 00		\$126.00	98.91	1.09
A561 1.414	Utilities	\$64,000.00	\$63,754.07		\$245.93	99.62	0.38
A5611.416	Telephone	\$5,100.00	\$5,028.79		\$71.21	98.60	1.40
A561 1.425	Training & Special Schools	\$400.00	\$325.70		\$74.30	81.43	18.58
A561 1.432	Food, Not Surplus	\$1,500.00	\$1,428.50		\$71.50	95.23	4.77
A561 1.436	Uniforms and Clothing	\$1,420.00	\$339.80		\$1,080.20	23.93	76.07
A561 1.451	Automotive Supplies	\$2,500.00	\$2,458.74		\$41.26	98.35	1.65
A561 1.452	Automotive Repairs	\$1,000.00	\$558.50		\$441.50	55.85	44.15
A561 1.456	Gasoline & Oil	\$2,937.62	\$1,884.60		\$1,053.02	64.15	35.85
A561 1.457	Aviation Supplies For Resale	\$574,700.00	\$574,376.52	\$323.48	\$0.00	100.00	
A5611.491	Other Materials & Supplies	\$5,000.00	\$2,710.21	\$2,069.44	\$220.35	95.59	4.41
A561 1.493	Maintenance, Repair & Services Contracts	\$4,000.00	\$3,941.82		\$58.18	98.55	1.45
A561 1.495	Other Expenses	\$7,150.00	\$7,061.63		\$88.37	98.76	1.24
	A561 1.4:	\$681,637.62	\$675,633.81	\$2,392.92	\$3,610.89	99.47	0.53
A5611.810	Retirement	\$1,469.00	\$1,005.00		\$464.00	68.41	31.59
A561 1.830	Social Security	\$19,221.00	\$19,221.00		\$0.00	100.00	
A561 1.840	Workers Compensation	\$5,606 00	\$5,606.00		\$0.00	100.00	
A561 1.850	Unemployment Insurance	\$0 00	\$0.00		\$0.00		
A561 1.860	Health Insurance	\$36,701 .00	\$36,700 52		\$0.48	100.00	0.00
	A561 1.8:	\$62,997 00	\$62,532.52	\$0 00	\$464.48	99.26	0.74
Total:		\$1,030,163.62	\$1,008,845.94	\$2,392.92	\$18,924.76		

Revenue / Appropriation Analysis Report

Reporting for all funds, selected departments, for dates from 01/01/00 to 12/31/00 for fiscal year 2000

Department 5611 - Airport-Fixed Base Operations(FBO)

Encumbrance Summary

<u>Journal</u>	<u>Open Date</u>	<u>Status</u>	<u>Account Number</u>	<u>Description</u>	<u>Vendor</u>	<u>Original Encumbrance</u>	<u>Outstanding Balance</u>
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Totals:

Total of outstanding encumbrances:

End of report

Revenue / Appropriation Analysis Report

Reporting for all funds, selected departments, for dates from 01/01/01 to 12/31/01 for fiscal year 2001

Department : 5610 - Airport

Revenue Analysis

Account	Description	Estimated	Receipts	Revenue	Percentages	
		Revenue		Remaining	Rcvd	Remaining
A1771	Airport Rentals	\$190,000.00	\$211,990.60	(\$21,990.60)	111.57	-11.57
A1775	Airport Commissions	\$80,000.00	\$70,056.49	\$9,943.51	87.57	12.43
A2653	Sale of Scrap - Airport	\$31,045.00	\$37,865.95	(\$6,820.95)	121.97	-21.97
A2683	Insurance Recoveries - Airport	\$0.00	\$3,501.56	(\$3,501.56)		
A2774	Miscellaneous Revenue - Airport	\$550.00	\$1,953.80	(\$1,403.80)	355.24	-255.24
A3500	State Aid - Airport Wildlife Management Program	\$54,000.00	\$9,694.28	\$44,305.72	17.95	82.05
A3502	State Aid - Airport Marketing Study	\$35,000.00	\$0.00	\$35,000.00		100.00
	Total:	\$390,595.00	\$335,062.68	\$0.00	\$55,532.32	

Appropriation Analysis

Account	Description	Budget	Expenditures	Outstanding	Unencumbered	Percentages	
		Amount		Encumbrances	Balance	Used	Remaining
A5610.101	Salaries	\$454,803.00	\$406,200.42		\$48,602.58	89.31	10.69
A5610.102	Temporary Help	\$0.00	\$0.00		\$0.00		
A5610.103	Overtime	\$8,300.00	\$18,643.73		(\$10,343.73)	224.62	-124.62
A5610.104	Shift Differential	\$3,500.00	\$3,376.81		\$123.19	96.48	3.52
	A5610.1:	\$466,603.00	\$428,220.96	\$0.00	\$38,382.04	91.77	8.23
A5610.211	Office Equipment	\$675.00	\$0.00	\$598.88	\$76.12	88.72	11.28
A5610.251	Automotive Equipment	\$26,000.00	\$21,534.31	\$3,678.95	\$786.74	96.97	3.03
A5610.295	Other Equipment	\$19,195.00	\$4,797.50	\$13,623.43	\$774.07	95.97	4.03
	A5610.2:	\$45,870.00	\$26,331.81	\$17,901.26	\$1,636.93	96.43	3.57
A5610.411	Office Supplies	\$2,350.00	\$1,011.71	\$907.05	\$431.24	81.65	18.35
A5610.412	Insurance & Bonding	\$37,000.00	\$41,797.00		(\$4,797.00)	112.96	-12.96
A5610.413	Rent/Lease - Equipment	\$3,000.00	\$2,899.44		\$100.56	96.65	3.35
A5610.414	Utilities	\$171,649.00	\$164,752.41		\$6,896.59	95.98	4.02
A5610.416	Telephone	\$9,512.00	\$9,511.68		\$0.32	100.00	0.00
A5610.418	Meter Postage	\$761.00	\$761.00		\$0.00	100.00	
A5610.425	Training & Special Schools	\$5,450.00	\$4,169.21		\$1,280.79	76.50	23.50
A5610.436	Uniforms and Clothing	\$1,500.00	\$1,418.64		\$81.36	94.58	5.42
A5610.451	Automotive Supplies	\$14,692.00	\$13,279.48		\$1,412.52	90.39	9.61
A5610.452	Automotive Repairs	\$2,000.00	\$1,560.19		\$439.81	78.01	21.99
A5610.455	Travel & Subsistence	\$5,500.00	\$1,001.84		\$4,498.16	18.22	81.78
A5610.456	Gasoline & Oil	\$17,735.02	\$16,236.21		\$1,498.81	91.55	8.45
A5610.491	Other Materials & Supplies	\$29,700.00	\$25,528.91		\$4,171.09	85.96	14.04
A5610.493	Maintenance, Repair & Services Contracts	\$28,550.00	\$24,896.72	\$768.00	\$2,885.28	89.89	10.11
A5610.495	Other Expenses	\$15,700.00	\$15,375.77	\$30.50	\$293.73	98.13	1.87
A5610.495135	Wildlife Management	\$60,000.00	\$10,128.34	\$49,871.66	\$0.00	100.00	
A5610.498	Contract Studies	\$144,150.00	\$108,950.00	\$35,200.00	\$0.00	100.00	
	A5610.4:	\$549,249.02	\$443,278.55	\$86,777.21	\$19,193.26	96.51	3.49
A5610.810	Retirement	\$12,965.00	\$23,475.00		(\$10,510.00)	181.06	-81.06

Revenue / Appropriation Analysis Report

Reporting for all funds, selected departments, for dates from 01/01/01 to 12/31/01 for fiscal year 2001

Department : 5610 -Airport

Appropriation Analysis

Account	Description	Budget Amount	Expenditures	Outstanding Encumbrances	Unencumbered Balance	Percentages	
						Used	Remaining
A5610.830	Social Security	\$35,596.00	\$32,411.59		\$3,184.41	91.05	8.95
A5610.840	Workers Compensation	\$11,572.00	\$10,956.00		\$616.00	94.68	5.32
A5610.850	Unemployment Insurance	\$2,315.00	\$22.24		\$2,292.76	0.96	99.04
A5610.860	Health Insurance	\$105,471.00	\$83,405.17		\$22,065.83	79.08	20.92
	A5610.8:	\$167,919.00	\$150,270.00	\$0.00	\$17,649.00	89.49	10.51
	Total:	\$1,229,641.02	\$1,048,101.32	\$104,678.47	\$76,861.23		

Encumbrance Summary

Journal	Open Date	Status	Account Number	Description	Vendor	Original Encumbrance	Outstanding Balance
255832	12/29/00	Open	A5610.498	245901:Fwd 2000 -2000 Contract Study for OC Airport per Board Resolution No. 107 3/29/00; sab 11/30	C & S ENGINEERS INC	\$79,550.00	\$16,883.50
402694	1/4/02	Open	A5610.251	PO# 11638 - TO CORRECT ACCOUNT; SAB 1/4/02	CAZENOVIA EQUIPMENT INC	\$810.00	\$810.00
410441	1/22/02	Open	A5610.495135	encumber funds for US Dept of Agriculture wildlife management contract (# 002133) 5/1/01-12/31/02; sab per Dawn @ Airport	US DEPT OF AGRICULTURE	\$54,101.42	\$48,661.66
Totals:						\$134,461.42	\$66,355.16
Total of outstanding encumbrances:							\$66,355.16

Revenue / Appropriation Analysis Report

Reporting for all funds, selected departments, for dates from 01/01/01 to 12/31/01 for fiscal year 2001

Department : 5611 - Airport-Fixed Base Operations(FBO)

Revenue Analysis

Account	Description	Estimated	Receipts	Revenue	Percentages	
		Revenue		Remaining	Rcvd	Remaining
A1780	Landing Fees - F.B.O.	\$10,000.00	\$19,765.00	(\$9,765.00)	197.65	-97.65
A1781	Hanger Rental - F.B.O.	\$220,000.00	\$199,398.42	\$20,601.58	90.64	9.36
A1786	Sale of Aircraft Supplies - F.B.O.	\$924,000.00	\$823,363.04	\$100,636.96	89.11	10.89
A1788	Sale of Aircraft Services - F.B.O.	\$27,200.00	\$23,427.42	\$3,772.58	86.13	13.87
A1789	Airport Services Charge - F.B.O.	\$2,000.00	\$200.00	\$1,800.00	10.00	90.00
Total:		\$1,183,200.00	\$1,066,153.88	\$0.00	\$117,046.12	

Appropriation Analysis

Account	Description	Budget	Expenditures	Outstanding	Unencumbered	Percentages	
		Amount		Encumbrances	Balance	Used	Remaining
A5611.101	Salaries	\$255,292.00	\$259,751.68		(\$4,459.68)	101.75	-1.75
A5611.102	Temporary Help	\$10,000.00	\$8,695.03		\$1,304.97	86.95	13.05
A5611.103	Overtime	\$8,000.00	\$16,907.39		(\$8,907.39)	211.34	-111.34
A5611.104	Shift Differential	\$6,000.00	\$5,483.23		\$516.77	91.39	8.61
	A5611.1:	\$279,292.00	\$290,837.33	\$0.00	(\$11,545.33)	104.13	-4.13
A5611.211	Office Equipment	\$0.00	\$0.00		\$0.00		
A5611.212	Computer Hardware	\$1,175.00	\$0.00	\$1,128.00	\$47.00	96.00	4.00
A5611.251	Automotive Equipment	\$10,000.00	\$0.00	\$9,900.00	\$100.00	99.00	1.00
A5611.295	Other Equipment	\$800.00	\$0.00	\$781.37	\$18.63	97.67	2.33
	A5611.2:	\$11,975.00	\$0.00	\$11,809.37	\$165.63	98.62	1.38
A5611.411	Office Supplies	\$500.00	\$473.37		\$26.63	94.67	5.33
A5611.413	Rent/Lease - Equipment	\$13,299.00	\$12,444.00		\$855.00	93.57	6.43
A5611.414	Utilities	\$80,000.00	\$78,474.80		\$1,525.20	98.09	1.91
A5611.416	Telephone	\$5,230.00	\$5,155.83		\$74.17	98.58	1.42
A5611.425	Training & Special Schools	\$4,125.00	\$4,125.00		\$0.00	100.00	
A5611.432	Food, Not Surplus	\$1,500.00	\$1,182.34		\$317.66	78.82	21.18
A5611.436	Uniforms and Clothing	\$1,000.00	\$998.06		\$1.94	99.81	0.19
A5611.451	Automotive Supplies	\$2,500.00	\$962.63		\$1,537.37	38.51	61.49
A5611.452	Automotive Repairs	\$2,000.00	\$1,998.39		\$1.61	99.92	0.08
A5611.456	Gasoline & Oil	\$800.00	\$718.92	\$0.00	\$81.08	89.87	10.14
A5611.457	Aviation Supplies For Resale	\$616,700.00	\$499,111.19	\$10,365.89	\$107,222.92	82.61	17.39
A5611.491	Other Materials & Supplies	\$5,008.44	\$4,836.95		\$171.49	96.58	3.42
A5611.493	Maintenance, Repair & Services Contracts	\$3,400.00	\$3,313.31		\$86.69	97.45	2.55
A5611.495	Other Expenses	\$12,100.00	\$11,470.60	\$131.45	\$497.95	95.88	4.12
A5611.495132	F.B.O. Renovations	\$50,000.00	\$47,921.86	\$1,363.53	\$714.61	98.57	1.43
	A5611.4:	\$798,162.44	\$673,187.25	\$1,860.87	\$113,114.32	85.83	14.17
A5611.810	Retirement	\$2,473.00	\$2,326.00		\$147.00	94.06	5.94
A5611.830	Social Security	\$21,264.00	\$21,263.54		\$0.46	100.00	0.00
A5611.840	Workers Compensation	\$7,295.00	\$7,295.00		\$0.00	100.00	
A5611.850	Unemployment Insurance	\$1,831.00	\$1,830.12		\$0.88	99.95	0.05

Revenue / Appropriation Analysis Report

Reporting for all funds, selected departments, for dates from 01/01/01 to 12/31/01 for fiscal year 2001

Department : 5611 - Airport-Fixed Base Operations(FBO)

Appropriation Analysis

Account	Description	Budget Amount	Expenditures	Outstanding Encumbrances	Unencumbered Balance	Percentages Used	Remaining
A5611.860	Health Insurance	\$40,845.00	\$39,833.68		\$1,011.32	97.52	2.48
	A5611.8:	\$73,708.00	\$72,548.34	\$0.00	\$1,159.66	98.43	1.57
	Total:	\$1,163,137.44	\$1,036,572.92	\$23,670.24	\$102,894.28		

Encumbrance Summary

Journal	Open Date	Status	Account Number	Description	Vendor	Original Encumbrance	Outstanding Balance
396391	12/21/01	Open	A5611.495	PO # 11630: AC-U-KWIK BOOK FOR PILOTS AT FBO	PRIMEDIA	\$37.95	\$37.95
Totals:						\$37.95	\$37.95
Total of outstanding encumbrances:							\$37.95

End of report

704 ————— 
ONEIDA COUNTY



**Attachment
H**

**Oneida County Airport
1990 State Impact Assessment**

Oneida County Airport, owned by the County of Oneida, is a full service airport offering airline and charter passenger services, passenger terminal services, corporate and other general aviation flying, and aircraft maintenance and storage facilities. The airport provides air transportation services to the Region's communities and businesses and, by providing such services creates significant economic value to Utica and surrounding communities.

AIRPORT STATISTICS

Annual Airline Passengers	81,776
Number of Airlines	2
Annual Aircraft Operations	
Air Carrier	12,716
General Aviation	50,158
Military	1,177
Total Operations	<u>64,051</u>
Aircraft Based at the Airport	61

ECONOMIC IMPACT STUDY

An economic assessment of the airport, sponsored by the New York State Department of Transportation, found that the airport generated nearly **\$157 MILLION ANNUALLY** for Utica and its surrounding communities.

MANY CAUSES OF THIS IMPACT

AT AIRPORT BUSINESS IMPACTS

Air Transportation	\$78,292,000
Auto Rental	1,965,000
Bldg. Construction	264,000
Eating and Food Services	3,000
Other Business Services	14,111,000
Total At Airport Impact	<u>\$94,635,000</u>

OFF AIRPORT BUSINESS IMPACTS

Lodging	\$1,954,000
Food and Beverage	1,647,000
Retail Sales	747,000
Entertainment	504,000
Ground Transport	441,000
Business	358,000
Other	794,000
Total Off Airport Impact	<u>\$6,445,000</u>

Related Impacts as a Result of Aviation Business Activities **\$55,821,000**

TOTAL ANNUAL IMPACT
\$156,901,000

ALL INDUSTRY TYPES BENEFIT BY PROVIDING GOODS AND SERVICES

Agriculture Products	\$693,000
New Construction	264,000
Food, Kindred Products	2,389,000
Transportation	85,230,000
Wholesale Trade	3,086,000
Retail Trade	6,683,000
Real Estate	6,360,000
Lodging, Amusements	4,092,000
Business Services	16,131,000
Eating, Drinking, Est.	5,940,000
Other Industry Types	26,033,000
Total Impact	<u>\$156,901,000</u>

THE AIRPORT CREATES JOBS AND PAYROLL

Total Jobs Created	2,141
Combined Payroll	\$51,569,000

ECONOMIC DEVELOPMENT ROLE

In today's fast paced and competitive environment, Oneida County Airport provides vital air connections and air cargo services with essential destinations and markets. For Utica's economic development future, such services can be crucial. In a national survey of corporate site location personnel, 56 percent said that proximity to a commercial service airport is important or essential to their site location decision.

Generally the larger and busier the airport, the greater the economic impact. But, as this study documents, even the smaller commercial service airports have economic value to their communities.

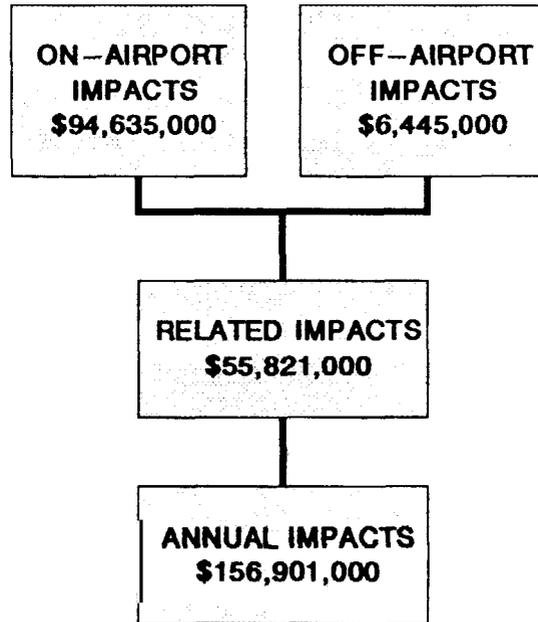
Investment in airports makes economic sense. **These** economic impact statistics demonstrate that investment in airports, by federal, state, and local governments as well as the private sector, **are** prudent investments in New York State's future.

For more information on Oneida County Airport Contact:

Mr. George Benner
Oneida County Airport
Oriskany, NY 13424
(315) 736-4171

TOTAL ECONOMIC IMPACT OF ONEIDA COUNTY AIRPORT

\$156,901,000



The preparation of this document was financed in part through a grant from the Federal Aviation Administration (FAA). The contents of this report reflect the views and findings of the New York State Department of Transportation and the Consultant, Wilbur Smith Associates who prepared it, and do not necessarily reflect the view and policy of the FAA.

NEW YORK STATE DEPARTMENT
OF TRANSPORTATION
Mario M. Cuomo, Governor
Franklin E. White, Commissioner

ONEIDA COUNTY
AIRPORT GENERATED
NEARLY \$157 MILLION
IN ECONOMIC IMPACT
IN 1990



ONEIDA
COUNTY
AIRPORT