



DEPT. OF TRANSPORTATION  
DOCKETS

April 18, 2002

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Mark E. Hanna, C.M.  
Airport Director

163845

The Honorable Norman Y. Mineta  
United States Secretary of Transportation  
400 7<sup>th</sup> Street, SW  
Washington, DC 20590

ORIGINAL

RE: Proposal under the Small Community  
Air Service Development Pilot Program  
Docket OST-2000-11590-49

Dear Secretary Mineta:

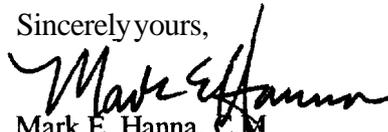
The City of Quincy and the Quincy Area Chamber of Commerce hereby submit our Proposal to participate in "Small Community Service Development Pilot Program" for the benefit of the Quincy Regional Airport - Baldwin Field. We strongly believe the airport and community meet the criteria for which this program was designed, and we further believe our Proposal meets that criterion as set forth in Docket OST-2000-11590.

The Quincy Regional Airport is located in the isolated region of West Central Illinois and also serves communities in Northeast Missouri and Southeast Iowa. Quincy, Illinois is the regional hub for industrial, commercial and retail activities as well as being the region's sole provider for commercial air service. At the present time the Quincy Regional Airport is served by two (2) air carriers, Corporate Airlines, d/b/a American Connection with three (3) flights daily to St. Louis; and Air Wisconsin, d/b/a as United Express with two (2) daily flights to Chicago O'Hare.

Since the events of September 11, 2001, our community lost one (1) daily flight to St. Louis and lost its non-stop flight status to Chicago. Our application for this Pilot Program concentrates on enhancing our existing service and rebuilding to levels that existed in August 2001. Additionally, we articulate the fact that under-used capacity at the regional airports may help alleviate some of the land-side capacity issues that are now being experienced at the larger hub airports.

We look for your favorable response to our Proposal under this Pilot Program and we thank you in advance for your consideration.

Sincerely yours,

  
Mark E. Hanna, C.M.  
Airport Director

MEH:sa  
Enclosures

# ORIGINAL

## BEFORE THE OFFICE OF THE SECRETARY DEPARTMENT OF TRANSPORTATION

ORIGINAL

Community Proposal  
Quincy Regional Airport – Baldwin Field  
Quincy, Illinois

### SMALL COMMUNITY AIR SERVICE DEVELOPMENT PILOT PROGRAM

DOCKET OST-2002-11590-

Under 49 U.S.C. 41743 et seq

### BACKGROUND

Quincy Regional Airport – Baldwin Field is municipally owned and operated by the City of Quincy, Illinois. Quincy is a non-hub commercial air-service airport located in West Central Illinois that also serves communities in Northeast Missouri and Southeast Iowa. Quincy is currently served by Air Wisconsin d/b/a United Express with two daily departures to Chicago O’Hare International Airport on 32-seat Dornier 328 turboprop aircraft; and by Corporate Airlines d/b/a AmericanConnecton with three daily departures to St. Louis Lambert International Airport on 19-seat Jetstream 32 turboprop aircraft. A current flight schedule is attached (see Appendix A)

### HISTORY

During the late 1940’s and 1950’s Quincy was served by three (3) airlines: Trans World Airlines, Braniff Airways, and Ozark Airlines. From the early years to present day Quincy continued to be served by a number of different carriers: Air Illinois, Britt Airlines, Simmons Aviation d/b/a American Eagle, Air Midwest d/b/a Trans World Express, Great Lakes Aviation d/b/a United Express, and Trans States Airlines d/b/a Trans World Express. Only three (3) carriers ever served Quincy at any given time, primarily serving the hubs in Chicago and St. Louis. A historical enplanement report is attached (See Appendix B).

In January 2000 Great Lakes Aviation terminated its service to Chicago O’Hare leaving Quincy with only service to St. Louis. A community-orientated effort to restore service to Chicago was spearheaded by the Quincy Area Chamber of Commerce. The Chamber of Commerce and other community leaders worked tirelessly in concert with our Congressional Delegation to restore the needed slots at O’Hare in order to reinstate air-service to Quincy. The community effort proved to be successful as Air Wisconsin d/b/a United Express agreed to serve Quincy for a period of about two (2) years. In June 2000 City of Quincy Mayor Chuck Scholz; Mr. Geoff Crowley, President and CEO of Air

Wisconsin; and Mr. Christopher Rado, Director of United Express for United Airlines executed a “Declaration of Cooperation.” This declaration invited all parties to offer each other in a cooperative manner “resources to create awareness and encourage demand for this new service.” The community supported its pledge by implementing a \$100,000 marketing and awareness campaign that was made possible through the leadership of the Quincy Area of Commerce. (See Appendix C to view a copy of the “Declaration of Cooperation”, a newspaper editorial, and the Marketing Plan generated by the Quincy Area Chamber of Commerce.) Air Wisconsin and United Express agreed to continue the service to Quincy beyond the two-(2) year commitment if the market proved to be financially self-sufficient.

In the meantime, Trans State Airlines d/b/a Trans World Express was replaced by Corporate Airlines d/b/a Trans World Express to fulfill Quincy’s air service needs to St. Louis. Corporate Airlines brought a new and fresh perspective to air service in the Tri-States Region when they began service in May 2000. Corporate Airlines delivered an updated fleet of aircraft, an aggressive marketing department, and most importantly an impeccable service record that is virtually unheard of in the airline industry. Corporate Airlines boasts a 99% overall reliability rate for arrivals and departures and over a 95% on-time performance rating.

### **AIR SERVICE NEEDS/DEFICIENCIES**

The Quincy airport has struggled to maintain a consistent growth pattern of passenger enplanements in recent decades. Quincy’s enplanement figures have had a very volatile history according to the graph depicted in Appendix B. According to “*Illinois Air Service Blueprint: 2015*” as prepared by Aviation Systems Research Corporation, “the traffic history at Quincy demonstrates the ability to generate in excess of 17,000 enplanements.” However, forecasts for Quincy indicate a steady drop in enplanements for the next 20 years.

Much of the reasoning behind the anticipated constant decline is due to two major reasons. First, is the development and completion of a four-lane highway to St. Louis, however the highway is not built to Interstate standards. The new highway shortened the 125-mile trip to St. Louis to less than a two-hour drive. Second, is the decline in the air carriers with aircraft fleets sized right for the Quincy market. In recent years, the trend for many regional carriers has been to divest themselves of 19 to 32 seat aircraft and reinvesting in Regional Jets to serve larger markets with some ultimately assuming the role of the major or parent airline in those larger markets. In doing so, there are very few regional carriers that still provide an economical service with 19-32 seat passenger aircraft. These aircraft are optimal for the marketplace in Quincy and other smaller communities. Quincy is fortunate to be served by two very respectable regional carriers, however the future is uncertain.

The isolated location of Quincy, IL and the entire Tri State Region clearly depicts a need of air service, however market forces will prove in time the viability of its future. The community has a proven track record of being able to enplane on an annual basis between 10,000 and 18,000 enplanements within the last decade. The right mix of air carriers and

flight schedules along with a high reliability rating is needed to stabilize Quincy's fluctuations in traffic levels. In a general sense the airport in any given community acts as a barometer of the economic conditions of that community. For the air service to be successful in this size of community and economic marketplace the right mix of factors stated above must be in place. These factors are necessary to deliver a viable product to the community in return for a sustainable financial yield for the carriers. This not only benefits the community and the airline, but the entire national airspace system as a whole, as it relieves the larger hubs of added stress on the capacity of land-side facilities. By having passengers connect from the regional airports to the hub airports, (as the hub and spoke system was designed) many burdens such as bottlenecks at that security screening checkpoints, ticket counters, and increased auto traffic and parking can be alleviated. Much of the real estate being used in land-side developments may be needed in future years for air-side developments. It makes sense utilize the available capacity at the regional airports in under-served markets.

Currently, the main focus of the community is to retain our existing air service providers and restore the service levels that were in place prior to the events of last September. This is in anticipation of growing the market to expand those previous service levels with increased capacity and flight schedules to better serve the community and the rest of the population who desire to come to Quincy for commerce and pleasure. Given the population of 249,132 people in the airport's catchment area of a fifty- (50) mile radius and our diverse industrial, commercial and retail base, it is imperative that air service be retained for our community and the entire Tri-States Region. Quincy and the surrounding are home to a variety of commercial and industrial firms with worldwide acclaim as well as two facilities of higher education. (See Appendix D, Demographic and Economic Statistics.)

### **IMPACT OF THE EVENTS OF SEPTEMBER 11,2001**

August 2001 was one of the busiest months the airport experienced in recent years with respect to passenger enplanements. Air Wisconsin d/b/a United Express had its best month in Quincy since starting service in October 2000. They were able to board nearly 600 passengers with an unofficial load factor of 36% with service to Chicago twice daily. Corporate Airlines d/b/a AmericanConnection also experienced heavy loads in the month of August 2001 by boarding over 950 passengers with an unofficial load factor of 47%. Immediately after September 11<sup>th</sup>, United Express cut its service to Chicago from two flights a day to only a single flight. In November 2001 United Express reinstated its second flight, however both flights now stop in Springfield, IL rather than being direct flights to Chicago. AmericanConnection continued its four flights a day until December 2001 when its schedule was reduced to three flights. Both carriers basically attributed the cuts in flights to falling revenues due to decreased ticket sales.

The current flight schedule has not changed since the air carriers reorganized and cut and/or changed their service. Today, AmericanConnection still only operates three flights a day to St. Louis and United Express operates two flights a day with one stop in Springfield, IL to Chicago. AmericanConnection is appearing to be experiencing a small

rebound in traffic in recent months, whereas United Express is still struggling to recapture the upward trend in enplanements they started to experience prior to September 11, 2001. In recent months community has been undergoing a continuous airport and airline awareness program since the events of last September. This campaign is focused on educating the public on the benefits of using the regional airport and forgoing the potential difficulties that can be experienced in the metropolitan facilities. Part of the program was aimed to calm the nerves of potential air travelers for the benefit of the entire air travel industry. One hundred percent (100%) of this campaign was financially sponsored by two local television affiliates. A copy of these commercials can be made available upon request.

**STRATEGIC PLAN**

As stated above, the strategic plan proposed for Quincy entails pursuing pre-September 11<sup>th</sup> service levels in anticipation of growing the market to expand those service levels with increased capacity and flight schedules to better serve the community and the rest of the population who desire to come to Quincy for commerce and pleasure. More specifically, the plan will attempt to reinstate Quincy’s service levels from three (3) to four (4) direct non-stop flights to St. Louis on AmericanConnection, and from two (2) one-stop flights to Chicago on United Express to two (2) non-stop flights.

The community will offer the airlines the level of funding being proposed in exchange for enhanced service. In turn, the airlines will be reassured that a market development and awareness campaign is underway and funded with certain quantifiable measures incorporated to measure its success. The term of the proposal will be from the first day of the following month after the grant is awarded to December 31, 2004. (Pilot Program term to be approximately 30 months if awarded July 1, 2002)

Term:	Approx. 30 months
Reports to Chamber of Commerce:	Monthly
Reports to Secretary:	Quarterly (and upon request)

The community’s quantifiable annual goals of increased passenger enplanements are listed below. These figures will be monitored on a monthly basis. Additionally, we must also measure the Yield that is realized by the air carriers in order to justify the feasibility of continuing service at the proposed expanded levels. This information will be collected from the airlines during quarterly program evaluation meetings to be held with the community and the airlines.

<u>Calendar Year</u>	<u>Est. Enplanements</u>	<u>Avg. Est. Load Factor*</u>
2002	17,000	35.42%
2003**	22,000	45.84%
2004	25,000	52.09%

\* Based on 923 seats a week or 47,996 seats annually.

\*\* First full year of Pilot Program

There are five main components that are necessary to be implemented to carry out the strategic plan and measure its effectiveness.

- 1. Media, marketing and awareness**
- 2. TravelAgent promotions & incentives**
- 3. Airline incentives to provide enhanced services**
- 4. Consulting Services for Air Service Development**
- 5. Strategic Plan Performance Evaluation**

**1. Media, marketing and awareness**

The following advertising venues are being proposed with a corresponding value to be used throughout the term of the program:

Television Commercials:	\$15,000
Radio Commercials/Promotions:	\$ 5,000
Print Advertisements:	\$ 5,000
Billboards:	\$ 5,000
Direct Mail:	\$ 4,500
Website Development:	<u>\$ 1,450</u>

**Total Media, Marketing, and Awareness: \$35,950**

**2. TravelAgent promotions & incentives**

In recent months a majority of the domestic airlines have eliminated commission fees to travel agents for their services of selling airline tickets. To encourage local travel agents to sell tickets from the Quincy Regional Airport, the community is proposing to offer an incentive to travel agents in order to convince agents to offer Quincy ticket prices and flight options when booking airline tickets for their clients. The program would pay each travel agent who registers for the program \$3.00 for each ticket sold. In order to be paid, the ticketed passenger must travel from the Quincy Regional Airport (UIN).

<u>Calendar Year</u>	<u>Est. Enplanements</u>	<u>Est. Incentive Payments</u>
2002	8,500*	\$25,500
2003	22,000	\$ 66,000
2004	25,000	\$ 75,000

\* ½ year of ticket sales

**Total Travel Agent promotions and incentives: \$166,550**

**3. Airline incentives to provide enhanced services**

Ten quarterly payments of \$15,000 to be made to each airline for restoring service levels of August 2002.

United Express restoring non-stop flights to Chicago O’Hare:       \$ 150,000

American Connection restoring fourth flight to St. Louis:       \$ 150,000

**Total Airline incentives to provide enhanced services:   \$300,000**

**4. Consulting Services for Air Service Development**

Air Service consultant to be hired to evaluate the Quincy Air Service. Consultant will evaluate the current market place and future options for Quincy Air Service Development opportunities.

**Total Consulting Services for Air Service Development: \$ 7,500**

**5. Strategic Plan Performance Evaluation**

The Airport Director will conduct the daily administration and implementation of the strategic plan. The Airport Director will report to the Aeronautics Committee and the Chamber’s Marketing Committee on a monthly basis. Reports will consist of at least a financial status summary, advertising contracts summary, overall status of the strategic plan, and an airline summary that will include enplanement figures and feedback from American Connection and United Airlines. A written report will be submitted to the Secretary on a Quarterly basis, and when critical milestones are attained during the life of the program. Quincy University and John Wood Community College will be invited to participate in providing support to survey the public and ticketed passengers to find quantifiable conclusions on the effectiveness of the program and to assist in implementing the media, marketing and awareness section of the plan.

## **STRATEGIC PLAN FINANCIAL SUMMARY**

### **Proposed Expenditures**

1. Total Media, Marketing, and Awareness:	\$ 35,950.00
2. Total Travel Agent promotions and incentives:	\$ 166,550.00
3. Total Airline incentives to provide enhanced services:	\$ 300,000.00
4. Total Consulting Services for Air Service Development:	\$ <u>7,500.00</u>

**Total Project Expenditures:** **\$ 510,000.00**

### **Proposed Revenues**

Total Funding Request from U.S. DOT Pilot Program	\$ 500,000.00
Total Public-Private Partnership Financial Participation	\$ <u>10,000.00</u>

**Total Project Revenues:** **\$510,000.00**

## **PUBLIC-PRIVATE PARTNERSHIP**

A public – private partnership has been established between the City of Quincy and the Quincy Area Chamber of Commerce. The two parties have a long relationship in working together to promote the Quincy Regional Airport and the air carriers. The Chamber’s Marketing Committee, Transportation Committee, and Airport Task Force have worked extensively with the airport and airlines to promote their value to the community over the years. The Marketing Committee will oversee the implementation of the strategic plan outlined in this application for participation in the pilot program. The Marketing Committee will monitor the progress of the strategic plan. The Airport Director under the supervision of the Aeronautics Committee and the City Council will oversee the daily administration of the plan. The Chamber’s Marketing Committee will approve any agreements for marketing and advertisement services during the implementation of the strategic plan. The City will process invoices as they become due and request reimbursements in accordance with procedures implemented by the DOT.

## **GRANT ADMINISTRATION & SPONSORSHIP**

The City of Quincy will act as the “Sponsor” for the Quincy Regional Airport in submitting this proposal. The City of Quincy, Illinois will provide for the accounting of any grant dollars it receives on behalf of the Quincy Regional Airport – Baldwin Field. Fund administration will be provided through the City of Quincy’s Comptroller’s Office and Treasurer’s Office in accordance with generally accepted accounting principals. A separate Fund will be established for issuing payments and receiving deposits while implementing the strategic plan. The community’s contact in accepting grant reimbursements will be directed to:

Mark E. Hanna, C.M.  
Airport Director  
Quincy Regional Airport  
1645 Highway 104  
Quincy, IL 62305

Grant Reimbursements shall be made payable to: ***Airport Marketing Fund***

The Airport Director will be responsible for ensuring all funds are delivered to the City's Treasurer's Office for deposit. As stated in the section relating to the "Public-Private Partnership", the Quincy Area Chamber of Commerce through its Marketing Committee will oversee the implementation of the strategic plan and its budget. The Airport Director will be responsible for the daily administration and implementation of the plan.

As requested in the Federal Register to be part of this application, the airport's budget summary reports for FY 2000-01 and FY 2001-02 are available in Appendix E, as well as the airport's proposed operations budget for Fiscal Year 2002-03. The City of Quincy's Fiscal Year is May 1st to April 30th.

### **COMMUNITY CONTACTS**

All correspondence relating to this application for participation in this pilot program shall be directed to:

Mark E. Hanna, C.M.  
Airport Director  
Quincy Regional Airport  
1645 Highway 104  
Quincy, IL 62305

Office: (217) 885-3285  
Fax: (217) 885-3260  
email: mhanna@ci.quincy.il.us

Other community contacts are listed below:

Mayor Charles W. Scholz  
City of Quincy  
730 Maine Street  
Quincy, IL 62301  
(217) 228-4545

Mr. Rene Moisson  
Chairman of the Board  
Quincy Area Chamber of Commerce  
300 Civic Center Plaza, Suite 245  
Quincy, IL 62301  
(217) 222-7980

## **AIR SERVICE DEVELOPMENT ZONE**

If Quincy, IL is selected to participate in the “Small Community Air Service Development Pilot Program”, we respectfully request the Secretary to designate the Quincy Regional Airport – Baldwin Field (UIN) as an Air Service Development Zone. The community is very interested in further developing and stabilizing our air service as well as other parts of the airport, namely the Baldwin Field Business Park. We are aggressively pursuing economic development opportunities at the airport and will be seeking the approval of a “Foreign Trade Zone” in the industrial park located on the airport in the near future.

## Appendix A

### United Express - Air Wisconsin Daily Flight Schedule

Effective April 8, 2002

#### Quincy to O'Hare

Flight Number	Departs	Arrives
5790	5:40 AM	7:25 AM
5796	2:15 PM	4:00 PM

#### O'Hare to Quincy

Flight Number	Departs	Arrives
5795	12:00 PM	1:47 <b>PM</b>
5797	7:25 PM	9:12 PM

Aircraft: Fairchild Dornier 328-110 (32 seat)

## American Connection - Corporate Airlines Daily Flight Schedule

Effective April 4, 2002

### Monday - Friday

#### Quincy to St. Louis

Flight Number		Departs		Arrives
5393		6:13 AM		6:54 AM
5396		10:00 AM		10:40 AM
5398		5:30 PM		6:19 AM

#### St. Louis to Quincy

5395		9:05 AM		9:45 AM
5397		4:30 PM		5:10 PM
5399		8:15 PM		8:59 PM

### Saturday

#### Quincy to St. Louis

5393		6:13 AM		6:54 AM
5396		10:00 AM		10:40 AM

#### St. Louis to Quincy

5395		9:05 AM		9:45 AM
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### Sunday

#### Quincy to St. Louis

Flight Number		Departs		Arrives
5396		10:00 AM		10:40 AM
5398		5:30 PM		6:10 PM

5395		9:05 AM		9:45 AM
5397		4:30 PM		5:10 PM
5399		8:15 PM		8:50 PM

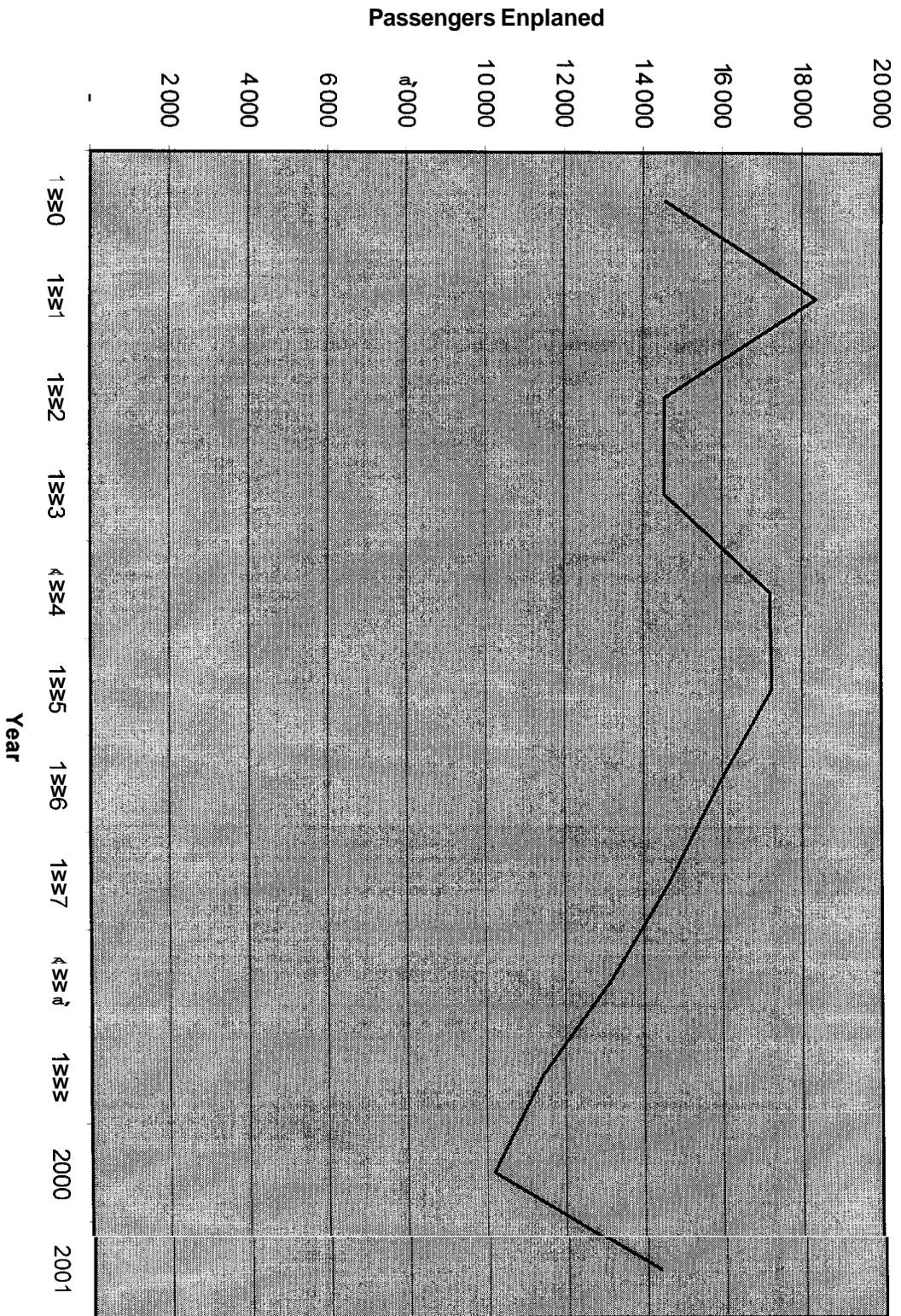
Aircraft: British Aerospace Jetstream 32 (19 seat)

## Appendix B

### Quincy Regional Airport Enplanement Report As of March 31, 2002

Airline:	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002
TWExpress/AmericanConnection					12,714	11,738	10,746	10,609	8,683	7,484	8,403	9,758	2402
United Express					4,479	5,502	5,019	4,031	4,480	3,336	1,165	4,059	629
<b>Others</b>					12		114	4	7	595	605	493	
Current Year Others:													
1. Allegiant Airlines													85
<b>Airport Totals</b>	<b>14,566</b>	<b>18,357</b>	<b>14,544</b>	<b>14,539</b>	<b>17,205</b>	<b>17,240</b>	<b>15,879</b>	<b>14,644</b>	<b>13,170</b>	<b>11,415</b>	<b>10,173</b>	<b>14,310</b>	<b>3,116</b>
% Change		26.03%	-20.77%	-0.03%	18.34%	0.20%	-7.89%	-7.78%	-10.07%	-13.33%	-10.88%	40.67%	-78.23%
# Change						35	(1,361)	(1,235)	(1,474)	(1,755)	(1,242)	4,137	(11,194)
<b>Airline Statistics</b>					1994	1995	1996	1997	1998	1999	2000	2001	2002
TWExpress/AmericanConnection					12,602	11,738	10,724	10,595	8,625	7,484	8,403	9758	2402
% Change						-6.86%	-8.64%	-1.20%	-18.59%	-13.23%	12.28%	16.13%	-75.38%
# Change						(864)	(1,014)	(129)	(1,970)	(1,141)	919	1,355	(7,356)
United Express					4,385	5,502	4,981	4,078	4,540	3,336	1,165	4,059	629
% Change						25.47%	-9.47%	-18.13%	11.33%	-26.52%	-65.08%	248.41%	-84.50%
# Change						1,117	(521)	(903)	462	(1,204)	(2,171)	2,894	(3,430)

# Quincy Region's Baldwin Field Enplanement History



— 1990 - 2001

APPENDIX C

**Declaration of Cooperation**

Recognizing the ties of business, culture and friendship between the communities of Quincy and Chicago and understanding the importance that daily scheduled **air** service has on sustaining and enhancing these links, Air Wisconsin **in** conjunction with United Airlines is undertaking to provide nonstop scheduled flights between Quincy and Chicago. Air Wisconsin intends to inaugurate **this** service **as** a United Express carrier beginning October 1, 2000, pending relevant Federal approvals.

Air Wisconsin **has** taken note of the need for scheduled **air** service between Quincy and Chicago and is confident that its planned air service will serve the needs of passengers in both cities, and further, strengthen access between Quincy and communities **across** the globe.

**The** City of Quincy appreciates the fact that its support will be vital to achieving relevant Federal approvals of **Air** Wisconsin's upcoming application **to** provide **this** new service. It is therefore committed to support Air Wisconsin **as** it **applies** for Quincy-Chicago service, consistent **with** the needs of the citizens of Quincy.

United Airlines, Air Wisconsin and the City of Quincy agree to provide relevant resources to create awareness of and encourage demand for **this** new service. **In order** to ensure the long-term success of Quincy-Chicago air service, the parties agree jointly to:

- Promote this service through marketing and community awareness programs
- Communicate about ways that each party can support **the** success of **this** service
- Encourage economic and tourism ties between Quincy and Chicago

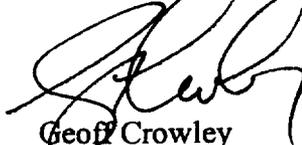
Signed at Washington D.C. this \_\_ day of June, 2000

**For the City of Quincy**



Charles W. Scholz  
Mayor, City of Quincy

**For Air Wisconsin**



Geoff Crowley  
President & CEO

**For United Airlines**



Christopher Rado  
Director, United Express

# THE QUINCY HERALD-WHIG

Quincy Newspapers, Inc., Publishers

*The Herald 1835    The Whig 1838    The Journal 1883*

Sunday, June 18, 2000

## A regional airport

### Quincy's Baldwin Field is one that serves the Tri-State region

**A**NYTHING is possible\* with the new Quincy Regional Airport designation, the arrival of two new commuter airlines in the market and plans to market the whole operation. Those were the sentiments of U.S. Senator Dick Durbin last week when Air Wisconsin and Quincy Officials met in his Washington offices to sign a cooperative agreement.

Why are there such high hopes?

Quincy Regional Airport at Baldwin Field only recently added the word "regional" to its name. The name is significant because the Federal Aviation Administration has, within the last few years, announced plans to support regional facilities while withdrawing the extensive financial support that previously went to numerous airports that served only limited markets. A report by the Illinois Department of Transportation, with input from the FAA, identified Quincy as a regional air hub that will be in line to receive both federal and state support.

Corporate Airlines recently began offering flights between Quincy and St. Louis. During its first month of operation, Corporate achieved a very high level of on-time performance and reliability — in other words very few flights were late or were canceled. Corporate improved service further on June 1, when it added a fourth daily flight. Travelers are able to make connections with banks of popular flights departing St. Louis. Incoming travelers can arrive in Quincy before noon, conduct their business and then leave in the afternoon.

Air Wisconsin will begin offering flights between Quincy and Chicago on October 1, nearly 10 months after Great Lakes Airlines' last flight from Baldwin Field. Air Wisconsin will not only fill the void, but will improve service greatly with 32-seat aircraft and non-stop flights — as opposed to Great Lakes' 19-seat aircraft that stopped in either Burlington or Springfield as well as Quincy.

There is a third air carrier now considering flights to and from Quin-

cy. Midwest Express Airlines announced last month that it might have two departures and two arrivals daily, stopping in Springfield and connecting with the airline's hub in Indianapolis. The proposal hinges on a Midwest Express request for landing slots at Reagan National Airport in Washington DC. A decision is expected in a little more than a month.

Quincy Regional Airport has other things going for it. The foundation of an industrial building can be seen at the eastern edge of the airport property. This is the first step for an industrial park.

Runways have been improved and taxiways are being built to serve the industrial park.

A new hangar is now under construction and others are planned.

A balloon festival concluding at the airport over the weekend holds promise as an annual event. The World Free Fall Convention continues to be the largest gathering of skydivers anywhere in the world, attracting thousands of participants and spectators each year.

Developments in the region can have an impact on the airport as well. The construction of a Mormon temple in Nauvoo could bring 750,000 visitors to West-Central Illinois each year, according to estimates by Nauvoo Restoration Inc. If even 1 percent of those visitors arrive by plane, Quincy Regional Airport could have another 7,500 passengers.

Local travelers, of course, need to use the airlines. An airline is a business that must be profitable to survive. Complaints about previous air carriers are no longer relevant. Now that service has improved dramatically, and will improve more, it is time to step up and fly from Quincy.

It is not difficult to make the argument that anything is possible with the regional airport. Anything will be possible, in fact, with quality air carriers, reliable service, strong airport management, persistent marketing and community support — all making it clear that Quincy Regional Airport serves all of the Tri-State region.



**Quincy Regional**

**Airport**

**Marketing Plan**

## QUINCY REGIONAL AIRPORT MARKETING PLAN

**(1) Situation Analysis**

Overview of the challenges and opportunities that exist at the Quincy Regional Airport.

**(2) Promotion Objectives**

Main focus of marketing plan.

**(3) Promotion Strategies**

Defining the gameplan and content.

**(4) Creative Strategies**

Implementation of gameplan and timelines.

**(5) Secondary marketing Strategies**

Ancillary techniques and opportunities.

**(6) External Communication**

Guidelines for Public Relations efforts.

## Situation Analysis

Quincy Airport has traditionally been a carrier for local businesses, with approximately 60% of passengers traveling for business. Although the economic impact study on the airport will not be completed until this fall, the community, recognizing the opportunity to expand the use of the airport, has recently changed the name to the Quincy Regional Airport to broaden the draw to a larger geographic area. We are optimistic, with this name change and marketing to a greater geographic area, we have the potential to double the passenger load.

The greatest opportunities to achieve increased usage include:

- Name Change to Quincy **Regional** Airport
- Arrival of Corporate Airlines as Major Carrier
- Additional Flight Schedule to St. Louis
- Slot Deregulation at O'Hare Will Eventually Provide Opportunity for Additional Flights
- Corporate Airlines 99.5% On-Time Arrival and Departure Rating
- Nauvoo Mormon Temple and Quincy Historical Connection

Corporate businesses and leisure travelers over the past few years have come to rely on St. Louis as the major hub of departure due to unreliability, both in delays and cancellations of flights, of the previous carrier. In addition, the type of service experienced in the St. Louis hub for passengers that have departed from Quincy has added to the frustration and lack of confidence in the carrier. The track record of the of the previous carrier has had a ripple effect that has negatively impacted the Quincy Regional Airport.

The Quincy Regional Airport has the opportunity to adopt the aforementioned positive elements as a platform from which to redefine it's positioning and image under the current name of the Quincy Regional Airport. By consolidating all marketing imagery under the Quincy Regional Airport umbrella, we will assume the role of catalyst, proactive partner and instrument of positive change for the airport and it's new carrier.

In summary, the issues facing QRA can be addressed and corrected on a systematic timeline. Through the implementation of an aggressive marketing plan with tightly defined strategies, QRA will be able to convert the negative image into a positive, reliable, customer-focused image, resulting in increased passenger load. While there should be some short term gains, QRA's energies must be directed to the longer term strategy of making the airport the strongest proactive, customer conscious, community supportive means of transportation in the tri-state market.

## Promotion Objectives

- Position QRA as a regional carrier.
- Position Corporate Airlines as a customer-focused, on-time, reliable carrier.
- Consolidate all marketing imagery under the QRA umbrella.

# Promotion Strategies

## I. Image

### A. Regionalization

1. The image must be converted from a local concentration to one that embraces the name “Quincy Regional Airport” and in essence becomes the airport brand. All image executions should incorporate one or all elements of regionalization, defined as follows:

- a) Closer to home than any other hub
- b) Free parking
- c) Easy access
- d) Competitive airfares
- e) Variety of passenger services

Regional image executions should always draw the consumer to the same conclusion...QRA is “a regional transportation hub.”

### B. Carrier Reliability

1. The image of QRA must include Corporate Airlines strengths to combat the negative impact of the previous carrier. Under the umbrella of QRA marketing, one or all of the following initiatives should be incorporated as follows:

- a) 3 year average of 99.5% average on-time arrival and departure
- b) 3 daily arrivals and departures from St. Louis with a fourth to be added soon
- c) Nearly new aircraft fleet with modern aircraft interior for a comfortable flight
- d) President Chuck Howell’s guarantee for on-time arrival and departure
- e) Corporate Airlines tradition of customer focus, both in Quincy and St. Louis

Carrier image executions should always draw the consumer to the same conclusion...QRA and CA are reliable, consistent and on-time.

## II. Creative Strategies

### A. Mass Media

#### 1. Billboards (Cash \$1 1,000/ In Kind \$1 1,000)

a. Produce billboard artwork to include airport logo to establish image and provide flexibility for copy change to include carrier image and specials under the QRA umbrella.

b. To achieve a maximum level of regionalization marketing, beginning as early as June, 2000, we will secure billboard locations for six months in Keokuk, Carthage, Ursa, Mt. Sterling, Quincy and Nauvoo.

#### 2. Television Campaign (Cash \$1 0,000/ In Kind \$30,000)

a. Produce television campaign that meets the QRA and CA image requirements and focuses on President Howell's on-time arrival and departure guarantee.

b. To achieve a maximum level of regionalization marketing, beginning in June, 2000, we will air commercials on WGEM and KHQA TV for a 6 month period. The media placement will focus on the primary target demographic of management level decision makers for corporate travel. The secondary target demographic will be the general population of adults **35+** to reach the leisure traveler.

#### 3. Direct Mail and Print Marketing (\$10,000)

a. To achieve a maximum level of regionalization marketing, beginning in June, 2000, we will launch the first of **4** quarterly direct mail campaigns. The recipients of these mailings will be determined by cross-referencing the Chamber of Commerce, GREDF, CVB, and TWA/TWE databases to define the frequent air travelers both leisure and business.

b. The anchor to the print marketing campaign will be the Quincy Herald-Whig. We will also attempt to consistently place ads in the Hannibal Courier Post, the Keokuk Daily Gate, the Ft. Madison Daily Democrat and the Macomb Journal to maximize our regionalization marketing efforts. These ads will focus on the QRA image initiatives but will also include the CA initiatives wherever possible.

### III. Secondary Marketing Techniques

A. To focus on the initiatives set forth for QRA and CA, airport Manager Mark Hanna and if possible, CA Director of Marketing and Sales Betty Holt, will design a verbal presentation to be presented to civic and fraternal organizations throughout the region.

B. Initiatives for both QRA and CA will be presented in flier form on a monthly basis and distributed through the C of C newsletters in Quincy, Hannibal and Keokuk from June of 2000 through December of 2000. The investment for this insert campaign will not exceed \$1000.

C. Travel agent awareness programs will be presented on a quarterly basis for the "Business Traveler Council." The Council will be made up of travel agents and management level decision makers for business and corporate travel. These meetings will be held in the evening and will be designed as a Business After Hours concept, to take place at the airport or other predetermined location with the intent to continue on an ongoing basis a high level of top-of-the-mind awareness about QRA and CA. The investment for the four quarterly meetings will not exceed \$2000.

D. To reinforce the new image initiatives, we will implement a proactive e-mail campaign. This e-mail campaign is designed to provide information about QRA and CA specials, delays, cancellations and any other information necessary to reinforce the initiatives. By becoming proactive in the dissemination of information, either positive or negative, we will maintain a high level of customer focus in an effort to prevent any erosion of our new image.

E. To firmly establish the value of QRA to the tri-states, we will develop an economic income study, in conjunction with the marketing department at Quincy University, beginning in the fall of 2000. The results of this study, whether positive or negative, will be addressed in any future marketing efforts, as well as the current, ongoing marketing strategy.

F. To support the mass media campaign, we will develop a QRA and CA presentation to be presented at the Quincy Chamber Focus Breakfast, the Keokuk Chamber RAP Breakfast, and at one of the Hannibal Chamber Quarterly meetings. To enhance the regionalization of the airport, we will reach out to other Chamber entities within the tri states to secure additional presentations. In addition we will reach out in an effort to create a combined multiple C of C Business After Hours at QRA with CA representation.

G. QRA will align itself with the Hotel/Motel Association to make available brochures and information focused on our marketing initiatives to be presented to out of town guests. Our goal is to create an environment that provides the

opportunity to the Hotel/Motel employees to ask out of town guests how they arrived in Quincy and to present them with information that will motivate them to use QRA in the future.

H. In partnership with CA, we will launch a door-to-door campaign targeted at approximately 20 travel agents within the tri state regional area. Part of this campaign will include a candy crusade, with candy dishes that incorporate the QRA logo. This gives us the opportunity to go back on a monthly basis to refill and re-establish relationships. In addition, we will work closely with CA to establish successful business techniques that they have utilized in other communities to establish relationships with travel agents.

## IV. External Communications

A. Effective external communications can be the difference between positive and negative press coverage. Taking a proactive posture with the dissemination of QRA information will put the airport in control of the information, rather than outside influences.

### B. Marketing strategies

1. Update and keep current a press release list that reaches out to maximize our regionalization initiative.
2. Establish the following minimum requirements for the dissemination of press releases:
  - a) airport events
  - b) airline specials
  - c) flight changes and additions
  - d) awards and significant accomplishments
  - e) crisis public relations
3. Update current employee and management BIOS and photos
4. The official "Spokesperson" in a crisis situation should be identified, as well as an alternate
5. Airport manager will maintain an ongoing relationship with the local press by phone and personal contact



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www.gredf.org email gredf@gredf.org

APPENDIX D

## DEMOGRAPHIC AND ECONOMIC STATISTICS

**The following information is provided for  
25, 50 and 75 mile radii of Quincy, Illinois:**

**Graphic Profile Report**

**Market Profile Report**

**Retail Profile Report**

**Employment Report**

**Age and Income Report**

**Labor Force & Employment Summary: Adams, Brown & Pike Counties, IL.**

**New Construction: Adams County, IL.**

**Retail Sales: Quincy, IL.**

**Real Estate Sales: Quincy, IL.**



Account: 14433  
Site: 92581

# GRAPHIC PROFILE REPORT

10/28/99

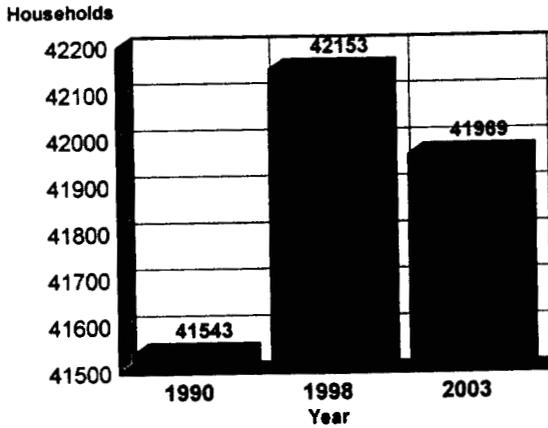
PREPARED FOR:

Great River Econ Dev Foundation

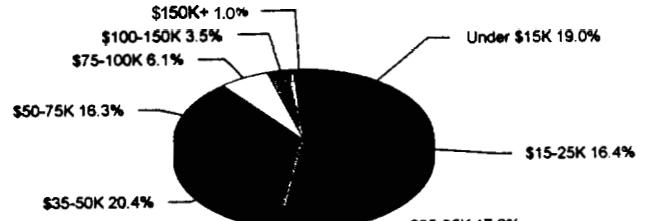
Center of Town  
Quincy, IL  
Coord: 39.9358 91.4100

Area 1: 25.0 Mile Radius

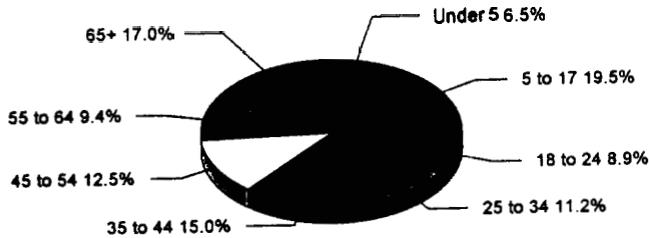
## GROWTH



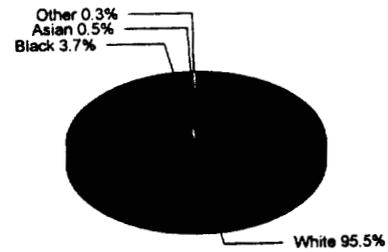
## HOUSEHOLD INCOME



## AGE

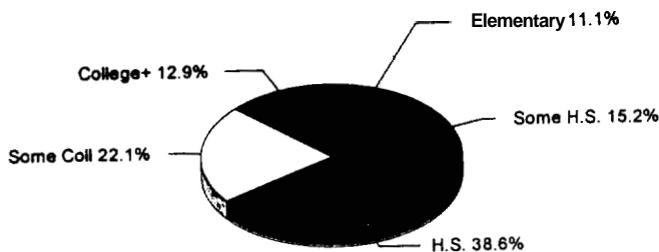


## RACE

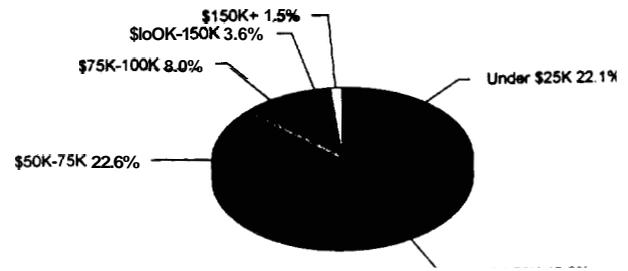


Hispanic Ancestry : 0.5%

## EDUCATION



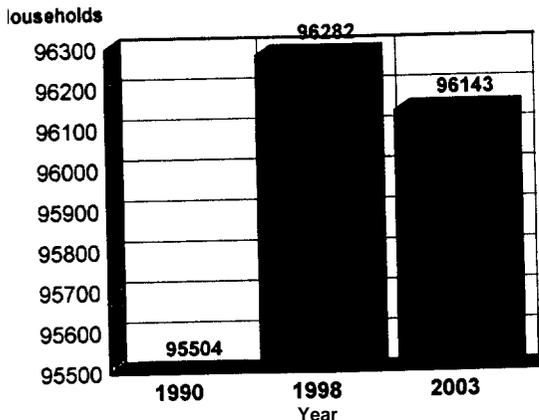
## HOME VALUE



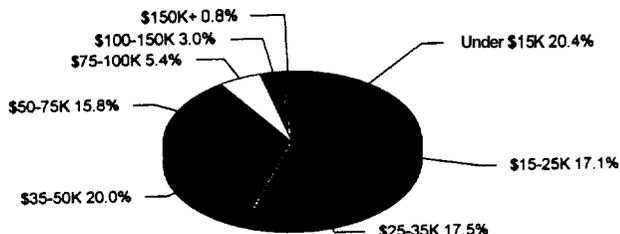
Center of Town  
 Quincy, IL  
 Coord: 39.9358 91.4100

Area 2: 50.0 Mile Radius

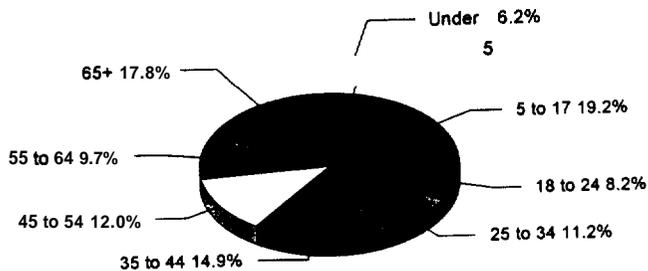
**GROWTH**



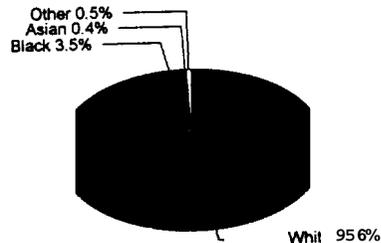
**HOUSEHOLD INCOME**



**AGE**

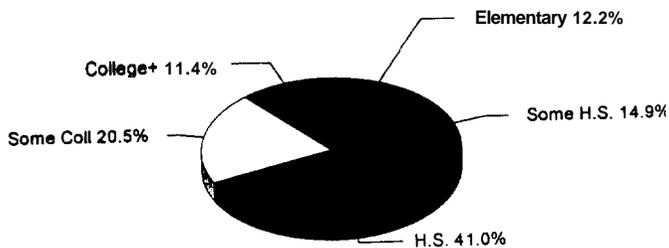


**RACE**

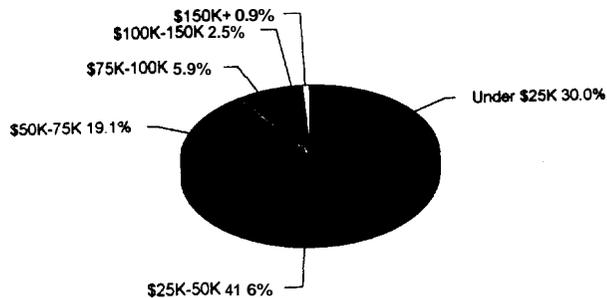


Hispanic Ancestry : 1.0%

**EDUCATION**



**HOME VALUE**



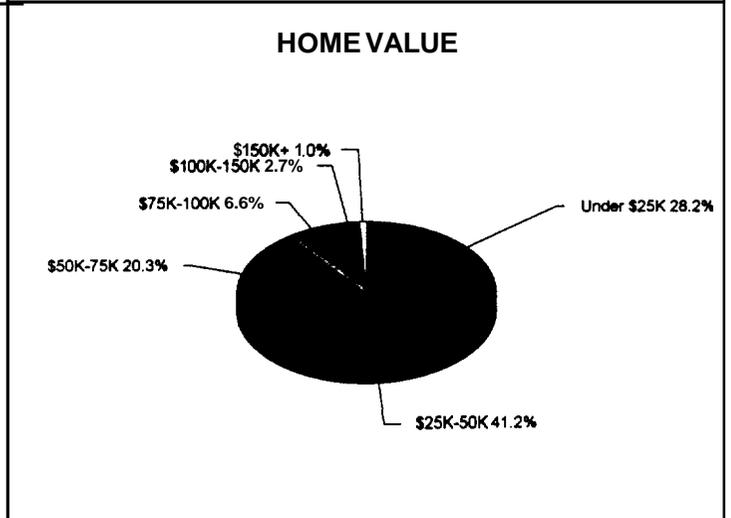
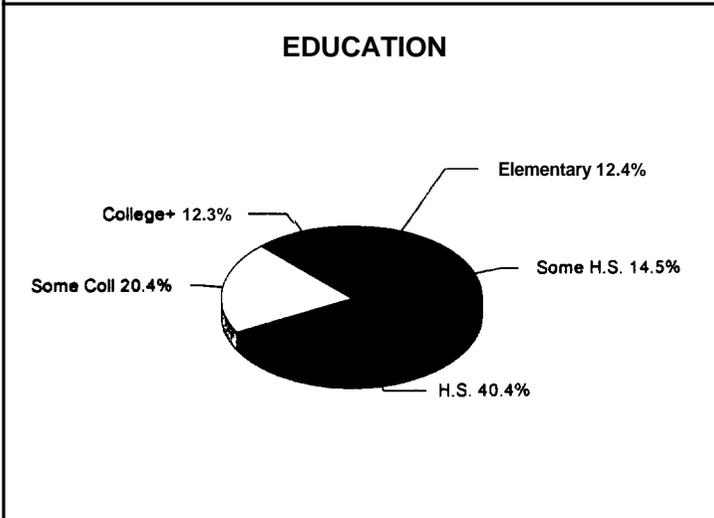
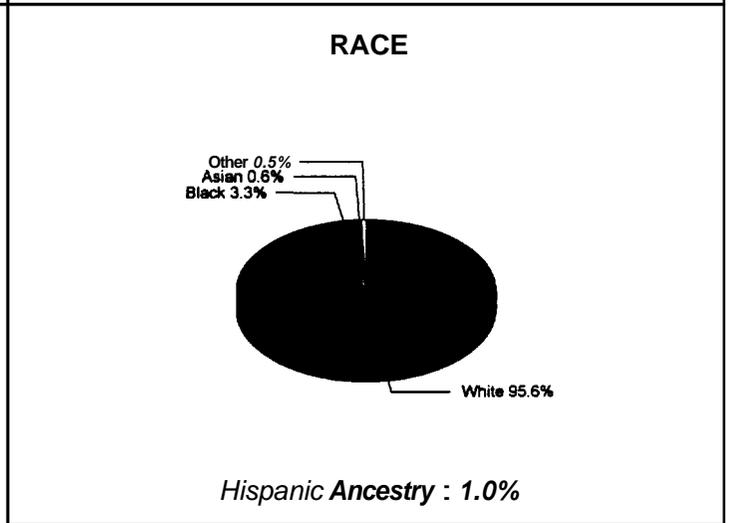
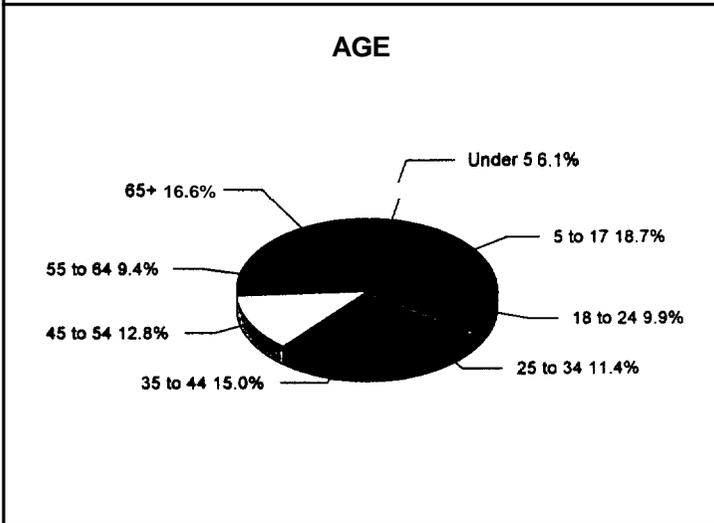
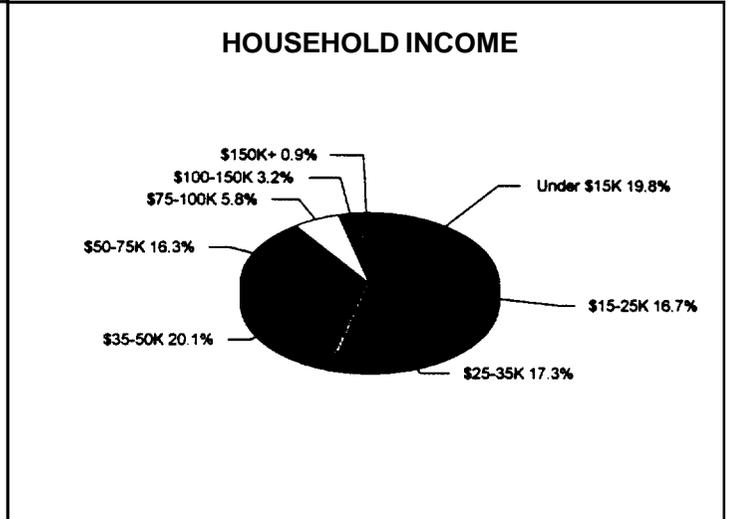
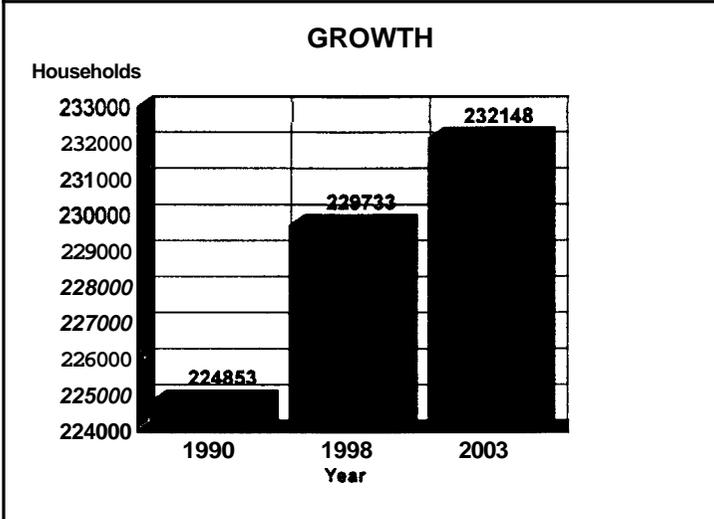
Account: 14433  
 Site: 92581

**GRAPHIC PROFILE REPORT**  
 PREPARED FOR:  
 Great River Econ Dev Foundation

10/28/99

Center of Town  
 Quincy, IL  
 Coord: 39.9358 91.4100

Area 3: 75.0 Mile Radius



Account: 14433  
 Site: 92581

# MARKET PROFILE REPORT

1/15/99

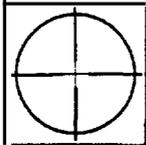
PREPARED FOR:

Great River Econ Dev Foundation

Center of Town  
 Quincy, IL  
 Coord: 39.9358 91.4100

Area 1: 25.0 Mile Radius  
 Area 2: 50.0 Mile Radius  
 Area 3: 75.0 Mile Radius

Description	Area 1	Area 2	Area 3
-------------	--------	--------	--------



**MARKET PROFILE** The Market Profile Report contains a comprehensive list of demographic information based on 1990 Census data updated to reflect 1998 estimates and 2003 projections.



**POPULATION** Population information allows you to quantify the market size and measure future growth. Population is defined as all living persons in a geographic area. Group quarters include non household living arrangements such as military barracks, college dormitories, long-term health care facilities, group homes, boarding houses, prisons, and ships

2003 Population Projection	111,444	249,132	605,597
1998 Population Estimate	110,281	248,164	599,467
1990 Census Population	108,300	246,307	589,015
1998 Population Per Square Mile	56	32	35
1998 Group Quarters Population	4,173	9,080	28,422



**HOUSEHOLDS** Households consist of one or more persons who live together in the same housing unit, regardless of their relationship to each other. Households include all occupied housing units

2003 Household Projection	42,866	96,918	232,347
1998 Household Estimate	42,342	96,312	229,533
1990 Households	41,543	95,504	224,853
% Annual Household Growth: 1990 - 1998	0.2	0.1	0.3
1990 % Households			
With 1 Person	27.2	27.0	26.7
With 2 Persons	32.8	33.9	33.9
With 3 Persons	15.9	15.6	15.9
With 4 Persons	14.4	14.2	14.3
With 5 Persons	6.7	6.5	6.4
With 6 Persons	2.1	2.0	1.9
With 7+ Persons	0.9	0.9	0.9
1998 Average Household Size	2.50	2.48	2.49

Account: 14433  
 Site: 92581

# MARKET PROFILE REPORT

1/15/99

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Center of Town  
 Quincy, IL  
 Coord: 39.9358 91.4100

Area 1: 25.0 Mile Radius  
 Area 2: 50.0 Mile Radius  
 Area 3: 75.0 Mile Radius



of your market Per Capita Income includes the income of all persons 15 years old and over. Median Income divides the income distribution into two equal parts, one-half falling above the median and one-half below.

% Under \$10,000	14.4	14.5	13.9
% \$10,000-\$14,999	9.2	9.0	8.6
% \$15,000-\$24,999	18.7	18.5	18.0
% \$25,000-\$34,999	17.8	18.0	17.6
% \$35,000-\$49,999	19.3	19.3	19.5
% \$50,000-\$74,999	13.3	13.7	14.5
% \$75,000-\$99,999	4.2	4.1	4.7
% \$100,000-\$149,000	2.3	2.2	2.4
% \$150,000+	0.8	0.7	0.7
1998 Per Capita Income	\$13,804	\$13,850	\$14,233
1998 Average Household Income	\$35,217	\$35,013	\$36,205
1998 Median Household Income	\$29,903	\$29,763	\$30,757



1998 POPULATION BY RACE The race variables represent the self-classification by people according to the race with which they most closely identify. Ancestry can be viewed as the nationality, lineage or country of birth of a person. Persons of Hispanic ancestry may be of any race.

% White	95.5	95.7	95.7
% Black	3.6	3.4	3.2
% Asian or Pacific Islander	0.5	0.4	0.6
% Other	0.4	0.6	0.6
% Hispanic Ancestry	0.6	1.0	1.0



1998 POPULATION BY AGE Population by age provides valuable information as to the relative maturity or youth of a particular market. Median age divides the age distribution into two equal parts, one-half falling below the median and one-half above.

% Under Age 5	6.5	6.2	6.2
% Age 5-14	14.9	14.6	14.2
% Age 15-17	4.3	4.4	4.4
% Age 18-20	4.5	4.0	5.1
% Age 21-24	4.2	4.0	4.7
% Age 25-34	11.8	11.8	12.0
% Age 35-44	15.0	14.9	14.9
% Age 45-54	12.1	12.5	12.5
% Age 55-64	9.1	9.4	9.1
% Age 65-74	8.4	8.7	8.2
% Age 75-84	6.4	6.6	6.2
% Age 85 +	2.7	2.8	2.6
Average Age of Total Population	38.6	39.3	38.6
Median Age of Total Population	37.4	38.6	37.8

Account: 14433  
 Site: 92581

# MARKET PROFILE REPORT

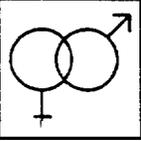
1/15/99

PREPARED FOR:

Great River Econ Dev Foundation

Center of Town  
 Quincy, IL  
 Coord: 39.9358 91.4100

Area 1: 25.0 Mile Radius  
 Area 2: 50.0 Mile Radius  
 Area 3: 75.0 Mile Radius

Descnpuon	Area 1	Area 2	Area 3
<b>POPULATION BY SEX</b>			
			
% Female	52.1	51.5	51.1
% Females Under Age 6	6.3	6.0	6.0
% Females Age 6-13	14.2	13.9	13.6
% Females Age 14-17	3.9	4.0	4.0
% Females Age 18-20	4.4	3.8	4.8
% Females Age 21-24	4.1	3.8	4.4
% Females Age 25-34	11.7	11.3	11.5
% Females Age 35-44	14.5	14.3	14.4
% Females Age 45-54	11.9	12.4	12.4
% Females Age 55-64	9.2	9.5	9.2
% Females Age 65-74	8.7	9.3	8.8
% Females Age 75-84	7.5	7.8	7.4
% Females Age 85+	3.8	3.9	3.6
Average Age Female	40.1	40.9	40.2
% Male	47.9	48.5	48.9
% Males Under Age 6	6.8	6.5	6.4
% Males Age 6-13	15.7	15.3	14.9
% Males Age 14-17	4.8	4.9	4.7
% Males Age 18-20	4.6	4.1	5.3
% Males Age 21-24	4.4	4.2	5.0
% Males Age 25-34	12.1	12.2	12.5
% Males Age 35-44	15.6	15.6	15.5
% Males Age 45-54	12.3	12.7	12.7
% Males Age 55-64	9.0	9.3	8.9
% Males Age 65-74	8.1	8.2	7.6
% Males Age 75-84	5.1	5.4	5.0
% Males 85+	1.6	1.7	1.5
Average Age Male	36.9	37.6	36.8



**EDUCATION** The education variables are another way to determine the relative socioeconomic status of an area. Population enrolled in school provides information on the population ages 3 & over. Educational attainment classifies persons age 25 & over according to their highest level of school or degree completed.

1990 Pop Enrolled in School	26,883	57,895	149,736
% Preprimary School	6.9	6.7	6.3
% Elementary & High School	70.1	74.2	67.4
% College	23.0	19.1	26.3
1990 Educational Attainment	70,119	162,636	379,888
% Elementary School (0-8 Years)	11.1	12.2	12.4
% Some High School (9-12 Years)	15.2	14.9	14.5
% High School Graduate only (12 Years)	38.6	41.0	40.4
% Some College (13-15 Years)	22.1	20.5	20.4
% Bachelor Degree	8.9	7.9	8.2
% Graduate Degree	4.1	3.5	4.1
Average Years of School Completed	11.9	11.7	11.8

Account: 14433  
 Site: 92581

# MARKET PROFILE REPORT

1/15/99

PREPARED FOR:

Great River Econ Dev Foundation

Center of **Town**  
 Quincy, IL  
 Coord: 39.9358 91.4100

Area 1: 25.0 Mile Radius  
 Area 2: 50.0 Mile Radius  
 Area 3: 75.0 Mile Radius

Description	Area 1	Area 2	Area 3
<b>MARITAL STATUS</b>			
			
1990 Marital Status	84,552	193,090	464,431
% Persons Married	59.4	60.7	59.2
% Persons Single	40.6	39.3	40.8
1990 Female Marital Status	45,006	101,622	242,566
% Females Married	55.7	57.5	56.5
% Females Never Married	18.7	16.8	18.7
% Females Widowed/Divorced/Separated	25.6	25.7	24.8
1990 Male Marital Status	39,546	91,468	221,866
% Males Married	63.6	64.3	62.3
% Males Never Married	24.7	23.7	26.1
% Males Widowed/Divorced/Separated	11.8	12.0	11.6
<b>FAMILIES/HOUSEHOLDERS</b>			
			
1990 Family Households	29,073	67,192	157,349
1990 Non Family Households	12,490	28,303	67,464
1990 Family Households With Children	14,522	32,694	76,797
% Married Couple Family	78.9	79.6	79.8
% Male Householder	3.5	4.0	4.1
% Female Householder	17.6	16.4	16.1
1990 Households			
% W/children < 18	35.4	34.7	34.6
% W/person 65+	30.1	31.7	30.6
% W/householder 65+	28.6	30.3	29.2
<b>OCCUPATION/INDUSTRY</b> These variables help you evaluate the <i>composition</i> of the labor force in a particular market. <i>Occupation</i> describes the kind of work a person does on the job. <i>Industry</i> employment describes the <i>type</i> of industry in which a person works Both are based on persons age 16 and over.			
			
1990 Employment Status, Persons 16+	83,034	189,712	456,476
% Employed in Civilian Labor Force	58.6	57.1	57.1
% Unemployed	3.8	3.8	3.8
% Pop Not in Labor Force	37.5	39.1	39.0
% Pop in Armed Forces	0.1	0.1	0.1

Account: 14433  
 Site: 92581

# MARKET PROFILE REPORT

1/15/99

PREPARED FOR:

Great River Econ Dev Foundation

Center of Town  
 Quincy, IL 62358 91.4100

Area 1: 25.0 Mile Radius  
 Area 2: 50.0 Mile Radius

Description	Area 1	Area 2	Area 3
1990 Total Employed	48,643	108,253	260,768
% White Collar	49.3	44.2	44.9
% Executive & Managerial	8.6	7.7	7.9
% Professional Specialty	13.5	10.4	11.9
% Technical Support			9.6
% Sales	11.2	10.0	
% Administrative Support	14.5	13.2	13.3
% Blue Collar	29.1	32.2	32.3
% Precision, Production, Craft & Repair	17.8	12.0	12.3
% Machine Operator		9.1	8.1
% Transportation & Material Moving	5.3	5.8	5.6
% Laborers	4.6	5.2	
% Service	16.2	16.4	16.4
% Private Household	1.1	1.4	1.4
% Protective			
% Other	14.6	13.5	13.3
% Farming, Forestry, & Fishing	1.7	1.4	1.4
White/Blue Collar Ratio			
1990 Industry Employment	48,643	108,253	260,768
% Agriculture, Forestry, Fishing	6.0	9.0	8.3
% Mining	0.3	0.5	0.5
% Construction	5.2	5.5	5.5
% Manufacturing: Nondurable Goods	7.3	8.5	8.0
% Manufacturing: Durable Goods	12.7	12.9	12.7
% Transportation	3.8	4.2	4.4
% Communications & Public Utilities	2.4	2.1	2.2
% Wholesale Trade	4.4	3.0	3.5
% Retail Trade	18.2	16.5	16.6
% Finance, Insurance, Real Estate	4.1	3.9	4.0
% Service: Business & Repair	3.1	3.0	3.1
% Service: Personal	3.1	3.1	2.8
% Service: Entertainment & Recreation	1.1	0.9	0.8
% Service: Health	11.0	9.5	9.3
% Service: Educational	8.7	8.1	9.7
% Service: Other Professional & Related	5.8	5.0	5.0
% Public Administration	2.7	3.4	3.7

Account: 14433  
 Site: 92581

# MARKET PROFILE REPORT

1/15/99

PREPARED FOR:

Great River Econ Dev Foundation

Center of Town  
 Quincy, IL  
 Coord: 39.9358 91.4100

Area 1: 25.0 Mile Radius  
 Area 2: 50.0 Mile Radius  
 Area 3: 75.0 Mile Radius

Description	Area 1	Area 2	Area 3
 <b>HOUSING</b> Housing units are defined as a house, apartment mobile home or trailer, a group of rooms, or a single room occupied as separate living quarters or, if vacant intended for occupancy as separate living quarters			
1990 Total Housing Units	46,019	107,890	253,026
% Occupied	90.3	88.5	88.9
% Vacant	9.7	11.5	11.1
% Year-round	8.6	9.8	8.9
% Seasonal	1.1	1.7	2.3
1990 Total Housing Units in Structure	46,019	107,890	253,026
% Single, Detached	71.8	74.9	74.3
% Single, Attached	1.1	0.9	1.0
% 2 Units	6.5	4.4	3.8
% 3-9 Units	8.0	6.4	6.2
% 10-49 Units	2.6	1.9	1.9
% 50+ Units	1.0	0.7	0.8
% Mobile Home or Trailer	7.8	9.5	10.7
% Other Units	1.2	1.2	1.1
1990 Total Occupied Housing Units	41,543	95,504	224,853
% Owneroccupied Units	71.4	73.3	72.6
% Renter-occupied Units	28.6	26.7	27.4
Owner/Renter Ratio	2.5	2.7	2.7
1990 Housing Units By Year Built	46,014	107,870	253,100
% Built 1985 - 1990	5.0	4.3	4.8
% Built 1980 - 1984	5.7	6.0	6.6
% Built 1970 - 1979	19.0	19.8	21.7
% Built 1960 - 1969	13.6	13.1	14.1
% Built 1950 - 1959	11.4	10.8	10.6
% Built 1949 or earlier	45.3	46.0	42.3
1990 Total Specified Owneroccupied Units	21,506	47,798	109,448
% Under \$25,000	22.1	30.0	28.2
% \$25,000-\$49,999	42.0	41.6	41.2
% \$50,000-\$74,999	22.6	19.1	20.3
% \$75,000-\$99,999	8.0	5.9	6.6
% \$100,000-\$149,999	3.6	<b>2.5</b>	2.7
% \$150,000-\$199,999	1.0	0.6	0.6
% \$200,000-\$499,999	0.5	<b>0.3</b>	0.3
% \$500,000+	0.0	0.0	0.0
Average Home Value	\$47,320	\$41,514	\$42,933
Median Home Value	\$43,032	\$37,289	\$38,724
1990 Spec. Renter-occupied Units Paying Cash Rent	10,123	20,074	49,130
1990 Average Contract Rent	\$225	\$217	5228
1990 Median Contract Rent	\$200	\$187	\$200

Account: 14433  
 Site: 92581

# MARKET PROFILE REPORT

1/15/99

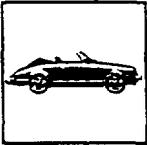
PREPARED FOR:

Great River Econ Dev Foundation

Center of Town  
 Quincy, IL  
 Coord: 39.9358 91.4100

Area 1: 25.0 Mile Radius  
 Area 2: 50.0 Mile Radius  
 Area 3: 75.0 Mile Radius

Description	Area 1	Area 2	Area 3
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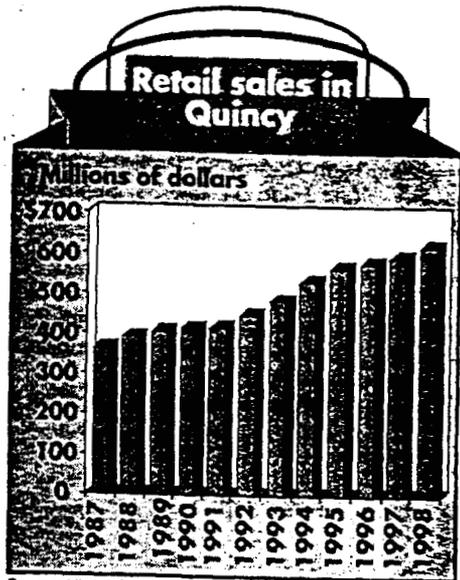
**COMMUTE** The vehicle and commute variables are useful in determining the vehicle ownership that can be anticipated around a site. Commute time refers to the total number of minutes that it takes to get from home to work. Number of vehicles refers to the vehicle ownership per household.

1990 Means of Transportation to Work	48,038	106,862	257,078
% Car, Truck, or Van: Drove Alone	79.2	76.4	74.5
% Car, Truck, or Van: Carpooled	10.6	12.1	13.2
% Public Transportation	1.0	0.6	0.5
% Other Means	4.4	5.1	6.0
% Worked at home	4.9	5.9	5.8
1990 Commute Time to Work	45,691	100,608	242,125
% Commute Under 15 Minutes	52.6	51.7	50.6
% Commute 15-29 Minutes	31.1	29.0	27.9
% Commute 30-59 Minutes	13.9	15.7	16.7
% Commute 60-89 Minutes	1.4	2.2	3.2
% Commute 90+ Minutes	1.0	1.4	1.6
Average Commute to Work in Minutes	16.2	17.1	18.0
1990 Households With Vehicles	37,498	87,109	205,743
% With 1 Vehicle	36.4	35.2	34.8
% With 2 Vehicles	44.0	42.8	42.6
% With 3 Vehicles	14.8	16.1	16.4
% With 4 Vehicles	3.5	4.2	4.5
% With 5+ Vehicles	1.3	1.6	1.7
1990 Number of Vehicles	71,242	170,019	404,476
1990 Avg. Num of Vehicles Per Household	1.7	1.8	1.8

# Retail sales in Quincy hit \$620 million in 1998

By Doug Wilson

Herald-Whig Staff Writer



Source: Illinois Dept. of Revenue H-W Graphic/Gem Berenczon

Quincy retailers had sales of more than \$620 million in 1998, up \$26 million from the previous year — and that number could still climb.

That's real growth," said Butch Gray, president of the Quincy Area Chamber of Commerce. "I guess I shouldn't be surprised. I've been reminding people that we're in the eighth year of an economic expansion. Unemployment is low. Inflation is low. Consumers are confident that they can spend some of their money."

The 4.3 percent sales increase from last year became known when the Quincy City Council accepted its December sales tax check from the state on Monday. State checks lag behind collections by several months.



And Quincy Director of Administrative Services Gary Sparks said an adjustment is likely because of late filers.

"When the Illinois Department of Revenue told us that December 1998 had lower sales than December 1997 that threw up some red flags for us and they started some checking," Sparks said.

What was found was at least one store that failed to send in tax receipts on time and is now working through the details with state agencies.

Sue Harvey, general manager of Bergner's, didn't need city sales tax

See SALES, Page 3A

## Sales

(Continued)

figures to know that the market is doing well. She is excited about the upward trend in Quincy retail sales.

Although she could not discuss sales figures, she said 1998 was a strong year. It might have been better if it had not been for the warm fall that cut into sales of coats, sweaters and other winter clothing.

"There was some caution from the consumer in the fall, but generally we were satisfied with how things went last year," Harvey said.

She is especially pleased with the increased sales in designer goods, showing strong consumer demand for items with extra quality.

Staples in Quincy completed its first full calendar year in 1998 and did well. Sales Manager Jim Aschemann has sold lots of computer accessories such as printers, scanners and digital cameras.

He said shoppers may have bought the bulk of their computers earlier, but the 'extras' are moving fast. Staples' most stable sales,

Aschemann said, remain in office supplies.

Higher sales also meant higher tax revenues for the city. The city gets one cent of tax for every \$1 in sales, so the city received 56.2 million in 1998 sales taxes — up about \$260,000 from the previous year.

But Sparks expects those numbers to improve after the Department of Revenue collects taxes from at least one business that failed to remit sales taxes on time.

"Maybe we'll get another \$38,000 or so, between sales tax and other taxes," Sparks said. The sales tax is taking care of the city's needs so that we do not have to increase our property taxes. It's doing the job for us."

Sales in 1998 were higher than 1997 for every month except December. And December 1997 was the high sales month of all time in Quincy with \$70.7 million in purchases. Sales last December were initially reported at \$65 million, but may be adjusted upward once the state receives its late tax collections.

Account No : 14433  
 Site Number: 52832

# RETAIL PROFILE REPORT

2/20/97

PREPARED FOR:

Great River Econ Dev Foundation

Center of Town

Quincy, IL

Coord: 39.9358 91.4100

Area 1: 25.0 Mile Radius

Area 2: 50.0 Mile Radius

Area 3: 75.0 Mile Radius

Description	Area 1	Area 2	Area 3
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**TOTAL RETAIL SALES** This report is based on annualized data from the Consumer Expenditure Survey and the Census of Retail Trade, both conducted by the U.S. Dept. of Commerce.

Total Retail Sales (\$000)	1,229,369	2,749,652	6,594,437
Food Service (\$000)	231,404	519,050	1,241,804
Apparel & Accessories (\$000)	81,807	178,761	436,214
Automotive (\$000)	102,505	230,111	548,429
Drug (\$000)	43,985	100,916	235,897
Home Furnishings (\$000)	51,103	113,519	273,810
Leisure & Entertainment (\$000)	20,685	45,491	109,724
Other Retail Sales (\$000)	697,880	1,561,804	3,748,558



**FOOD SERVICES** This category of retail sales includes dollars spent on groceries, dollars spent at fast food restaurants and dollars spent at full service restaurants.

Food Service (\$000)	231,404	519,050	1,241,804
Groceries (\$000)	165,474	373,582	888,171
Fast Food (\$000)	31,995	70,728	171,477
Breakfast (\$000)	1,954	4,417	10,784
Lunch (\$000)	10,377	22,931	55,132
Dinner (\$000)	13,901	30,628	74,613
Snacks & Beverages (\$000)	5,763	12,752	30,948
Full Service (\$000)	28,635	63,300	153,472
Breakfast (\$000)	1,705	3,853	9,409
Lunch (\$000)	9,054	20,008	48,103
Dinner (\$000)	12,129	26,724	65,100
Snacks & Beverages (\$000)	5,747	12,715	30,860
Alcoholic Beverages (\$000)	5,300	11,440	28,684



**APPAREL** This category of retail sales includes dollars spent on all apparel, footwear, jewelry and other accessories.

Apparel & Accessories (\$000)	81,807	178,761	436,214
Apparel (\$000)	60,406	131,679	321,587
Women's (\$000)	29,925	64,966	158,343
Men's (\$000)	17,452	38,286	93,844
Girl's (\$000)	4,066	8,829	21,278
Boy's (\$000)	6,026	13,176	32,307
infants (\$000)	2,937	6,422	15,815
Footwear (\$000)	14,273	31,475	76,102
Jewelry & Accessories (\$000)	7,128	15,607	38,525

Account No : 14433  
 Site Number: 52832

# RETAIL PROFILE REPORT

2/20/97

## PREPARED FOR:

Great River Econ Dev Foundation

Center of Town  
 Quincy, IL  
 Coord: 39.9358 91.4100

Area 1: 25.0 Mile Radius  
 Area 2: 50.0 Mile Radius  
 Area 3: 75.0 Mile Radius

Description	Area 1	Area 2	Area 3
 <b>AUTOMOTIVE</b> This category of retail sales includes dollars spent on gasoline, motor oil and routine auto maintenance items including tune-ups, oil changes and tires.			
Automotive (\$000)	102,505	230,111	548,429
Automotive Products (\$000)	76,909	173,204	409,326
Gasoline (\$000)	63,803	143,866	340,261
Motor Oil & Auto Fluids (\$000)	1,658	3,809	9,064
Tires (\$000)	8,384	18,670	43,612
Batteries/Accessories (\$000)	3,064	6,859	16,389
Automotive Services (\$000)	25,596	56,907	139,103
Oil Changes (\$000)	1,590	3,511	8,410
Tune-ups (\$000)	1,500	3,287	8,204
Clutch/Transmission (\$000)	2,775	6,167	15,227
Brake Repairs (\$000)	1,648	3,655	9,289
Body Work/Paint/Glass (\$000)	2,490	5,545	13,748
Steering/Front End Alignment (\$000)	1,742	3,941	9,440
Other Automotive Services (\$000)	13,851	30,801	74,785
 <b>DRUG</b> This category of retail sales includes dollars spent on prescription drugs, non-prescription drugs and personal care products including toiletries and cosmetics.			
Drug (\$000)	43,985	100,916	235,897
Non-Prescription (\$000)	5,633	12,831	30,248
Prescription (\$000)	24,831	57,801	133,548
Personal Care (\$000)	13,521	30,284	72,101
 <b>HOME FURNISHINGS</b> The Home Furnishings category includes major appliances, furniture, TVs, VCRs, stereo components, housewares, small appliances, etc...			
Home Furnishings (\$000)	51,103	113,519	273,810
Refrigerators/Freezers (\$000)	2,889	6,414	15,135
Washers/Dryers (\$000)	1,536	3,464	8,400
Other Major Appliances (\$000)	4,699	10,540	24,996
Living/Dining Room Furniture (\$000)	6,954	15,023	37,102
Bedroom Furniture (\$000)	1,655	3,660	8,822
Other Furniture (\$000)	1,442	3,151	7,871
TV/VCR/Camcorders (\$000)	3,915	8,744	21,212
Audio Components/Systems (\$000)	3,298	7,369	17,673
Computers (\$000)	2,654	5,747	14,697
Housewares (\$000)	9,898	21,733	51,763
Small Kitchen Appliances (\$000)	1,311	2,937	7,046
Photo Equipment & Sales (\$000)	1,865	4,246	10,068
Hardware (\$000)	8,987	20,491	49,025

Account No : 14433  
 Site Number: 52832

# RETAIL PROFILE REPORT

2/20/97

PREPARED FOR:  
**Great River Econ Dev Foundation**

**Center of Town**  
 Quincy, IL  
**Coord: 39.9358 91.4100**

**Area 1:** 25.0 Mile Radius  
**Area 2:** 50.0 Mile Radius  
**Area 3:** 75.0 Mile Radius

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Description	Area 1	Area 2	Area 3
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**LEISURE & ENTERTAINMENT** This category includes dollars spent on pet care, sporting goods, children's toys, video cassettes and video games.

<b>Leisure &amp; Entertainment (\$000)</b>	20,685	45,491	109,724
Pet Care (\$000)	1,073	2,435	5,784
Sporting Goods (\$000)	8,196	17,912	42,788
Toys (\$000)	4,777	10,543	25,154
Video Cassette Purchase (\$000)	1,905	4,242	10,491
Video Cassette Rental (\$000)	3,396	7,424	18,164
Video Games (\$000)	1,338	2,935	7,343

Account: 14433  
 Site: 92581

# EMPLOYMENT PROFILE REPORT

1/15/99

PREPARED FOR:

Great River Econ Dev Foundation

**Center of Town**  
 Quincy, IL  
 Coord: 39.9358 91.4100

**Area 1: 25.0 Mile Radius**  
**Area 2: 50.0 Mile Radius**  
**Area 3: 75.0 Mile Radius**

Description	Area 1	Area 2	Area 3
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**TOTAL EMPLOYMENT** This variable allows you to determine the number of employees (daytime population) and the number of businesses located around a particular site.

Total Employment	39,753	72,987	168,536
Total Businesses	3,158	6,768	15,419
Employees/Business	13	11	11



**EMPLOYEE OCCUPATION** These variables break down the total employees by selected occupations. Employee occupation data lets you assess the composition of the labor force.

Total Employment	39,753	72,987	168,536
Agriculture/Forestry/Fishing Employees	0.6	0.6	0.5
Mining Employees	0.1	0.2	0.2
Construction Employees	4.8	4.5	4.1
Manufacturing Employees	19.0	21.3	20.3
Transportation, Comm.. Util. Employees	6.4	6.4	4.8
Wholesale Trade Employees	7.4	7.3	6.3
Retail Trade Employees	23.9	22.5	23.3
Finance/Insurance/Real Estate Employees	4.1	3.9	3.6
Service Employees	28.7	27.9	31.2
Public Administration Employees	4.9	5.5	5.7



**BUSINESSES** In addition to providing information on daytime population, this report contains information on all businesses in the area and classifies them by business type.

Total Businesses	3,158	6,768	15,419
Agriculture/Forestry/Fishing Businesses	1.4	1.3	1.6
Mining Businesses	0.1	0.2	0.1
Construction Businesses	8.4	7.0	7.5
Manufacturing Businesses	4.3	4.5	4.3
Transportation, Comm.. Util. Businesses	4.5	4.9	4.7
Wholesale Trade Businesses	6.4	5.6	5.3
Retail Trade Businesses	28.4	28.2	27.1
Finance/Insurance/Real Estate Businesses	5.7	5.2	5.3
Service Businesses	36.2	36.5	37.0
Public Administration Businesses	4.6	6.5	7.0

Account: 14433  
 Site: 92581

# AGE & INCOME PROFILE REPORT

PREPARED FOR:

1/15/99

Great River Econ Dev Foundation

Center of Town  
 Quincy, IL  
 Coord: 39.9358 91.4100

Area 1: 25.0 Mile Radius  
 Area 2: 50.0 Mile Radius  
 Area 3: 75.0 Mile Radius

Description	Area 1	Area 2	Area 3
 <p><b>AGE BY INCOME</b> The age by income data is a cross tabulation of age ranges by seven standard income categories. These variables allow you to identify the income composition of each age break.</p>			
1998 Households	42,342	96,312	229,533
Total Age 15-24	3.8	3.6	4.2
Age 15-24, HH Inc < \$15,000	1.5	1.4	1.8
Age 15-24, HH Inc \$15,000-\$24,999	1.0	0.9	1.1
Age 15-24, HH Inc \$25,000-\$34,999	0.7	0.7	0.7
Age 15-24, HH Inc \$35,000-\$49,999	0.4	0.4	0.5
Age 15-24, HH Inc \$50,000-\$74,999	0.1	0.1	0.1
Age 15-24, HH Inc \$75,000-\$99,999	0.0	0.0	0.0
Age 15-24, HH Inc \$100,000+	0.0	0.0	0.0
Total Age 25-34	15.6	14.8	15.3
Age 25-34, HH Inc < \$15,000	3.1	2.7	2.8
Age 25-34, HH Inc \$15,000-\$24,999	3.1	2.7	2.8
Age 25-34, HH Inc \$25,000-\$34,999	3.4	3.3	3.4
Age 25-34, HH Inc \$35,000-\$49,999	3.8	3.7	3.7
Age 25-34, HH Inc \$50,000-\$74,999	1.7	1.9	2.1
Age 25-34, HH Inc \$75,000-\$99,999	0.4	0.4	0.4
Age 25-34, HH Inc \$100,000+	0.3	0.2	0.2
Total Age 35-44	21.1	20.3	20.9
Age 35-44, HH Inc < \$15,000	2.5	2.5	2.4
Age 35-44, HH Inc \$15,000-\$24,999	2.8	2.8	2.8
Age 35-44, HH Inc \$25,000-\$34,999	4.1	3.9	3.8
Age 35-44, HH Inc \$35,000-\$49,999	5.5	5.2	5.3
Age 35-44, HH Inc \$50,000-\$74,999	4.2	4.1	4.4
Age 35-44, HH Inc \$75,000-\$99,999	1.3	1.2	1.3
Age 35-44, HH Inc \$100,000+	0.7	0.6	0.8
Total Age 45-54	17.4	18.0	18.0
Age 45-54, HH Inc < \$15,000	2.4	2.4	2.1
Age 45-54, HH Inc \$15,000-\$24,999	2.4	2.4	2.2
Age 45-54, HH Inc \$25,000-\$34,999	2.8	2.8	2.7
Age 45-54, HH Inc \$35,000-\$49,999	3.9	4.0	4.1
Age 45-54, HH Inc \$50,000-\$74,999	3.7	3.9	4.2
Age 45-54, HH Inc \$75,000-\$99,999	1.3	1.4	1.6
Age 45-54, HH Inc \$100,000+	1.1	1.1	1.2
Total Age 55-64	13.8	14.1	13.8
Age 55-64, HH Inc < \$15,000	2.6	2.7	2.4
Age 55-64, HH Inc \$15,000-\$24,999	2.4	2.4	2.3
Age 55-64, HH Inc \$25,000-\$34,999	2.5	2.6	2.5
Age 55-64, HH Inc \$35,000-\$49,999	2.9	2.9	2.9
Age 55-64, HH Inc \$50,000-\$74,999	2.0	2.2	2.2
Age 55-64, HH Inc \$75,000-\$99,999	0.7	0.7	0.8
Age 55-64, HH Inc \$100,000+	0.6	0.6	0.6

Account: 14433  
 Site: 92581

# AGE & INCOME PROFILE REPORT

1/15/99

PREPARED FOR:

Great River Econ Dev Foundation

Center of Town  
 Quincy, IL  
 Coord: 39.9358 91.4100

Area 1: 25.0 Mile Radius  
 Area 2: 50.0 Mile Radius  
 Area 3: 75.0 Mile Radius

Description	Area 1	Area 2	Area 3
Total Age 65-74	14.1	14.4	13.7
Age 65-74, HH Inc < \$15,000	4.8	4.9	4.5
Age 65-74, HH Inc \$15,000-\$24,999	3.5	3.6	3.4
Age 65-74, HH Inc \$25,000 -	2.5	2.7	2.6
Age 65-74, HH Inc \$35,000-\$49,999	1.7	1.8	1.8
Age 65-74, HH Inc \$50,000-\$74,999	0.3	0.3	0.3
Age 65-74, HH Inc			
Age 65-74, HH Inc \$100,000+	0.3	0.2	0.2
Total Age 75+	14.2	14.9	14.1
Age 75+, HH Inc < \$15,000	6.6	7.0	6.6
Age 75+, HH Inc \$15,000-\$24,999	3.6	3.8	3.5
Age 75+, HH Inc \$25,000-\$34,999	1.9	2.0	1.9
Age 75+, HH Inc \$35,000-\$49,999	1.1	1.2	1.2
Age 75+, HH Inc \$50,000-\$74,999	0.6	0.6	0.6
Age 75+, HH Inc \$75,000-\$99,999	0.2	0.2	0.2
Age 75+, HH Inc \$100,000+	0.2	0.1	0.2



**INCOME BY AGE** The income by age data is a cross tabulation of income ranges by seven standard age categories. These variables allow you to identify the age composition of each income break.

1998 Households	42,342	96,312	229,533
Total HH Inc < \$15,000	23.6	23.4	22.5
Age 15-24, HH Inc < \$15,000	1.5	1.4	1.8
Age 25-34, HH Inc < \$15,000	3.1	2.7	2.8
Age 35-44, HH Inc < \$15,000	2.5	2.5	2.4
Age 45-54, HH Inc < \$15,000	2.4	2.4	2.1
Age 55-64, HH Inc < \$15,000	2.6	2.7	2.4
Age 65-74, HH Inc < \$15,000	4.8	4.9	4.5
Age 75+, HH Inc < \$15,000	6.6	7.0	6.6
Total HH Inc \$15,000 - \$24,999	18.7	18.5	18.0
Age 15-24, HH Inc \$15,000-\$24,999	1.0	0.9	1.1
Age 25-34, HH Inc \$15,000-\$24,999	3.1	2.7	2.8
Age 35-44, HH Inc \$15,000-\$24,999	2.8	2.8	2.8
Age 45-54, HH Inc \$15,000-\$24,999	2.4	2.4	2.2
Age 55-64, HH Inc \$15,000-\$24,999	2.4	2.4	2.3
Age 65-74, HH Inc \$15,000-\$24,999	3.5	3.6	3.4
Age 75+, HH Inc \$15,000-\$24,999	3.6	3.8	3.5
Total HH Inc \$25,000 - \$34,999	17.8	18.0	17.6
Age 15-24, HH Inc \$25,000-\$34,999	0.7	0.7	0.7
Age 25-34, HH Inc \$25,000-\$34,999	3.4	3.3	3.4
Age 35-44, HH Inc \$25,000-\$34,999	4.1	3.9	3.8
Age 45-54, HH Inc \$25,000-\$34,999	2.8	2.8	2.7
Age 55-64, HH Inc \$25,000-\$34,999	2.5	2.6	2.5
Age 65-74, HH Inc \$25,000-\$34,999	2.5	2.7	2.6
Age 75+, HH Inc \$25,000-\$34,999	1.9	2.0	1.9

Account: 14433  
 Site: 92581

# AGE & INCOME PROFILE REPORT

1/15/99

PREPARED FOR:

Great River Econ Dev Foundation

Center of Town  
 Quincy, IL  
 Coord: 39.9358 91.4100

Area 1: 25.0 Mile Radius  
 Area 2: 50.0 Mile Radius  
 Area 3: 75.0 Mile Radius

Description	Area 1	Area 2	Area 3
Total HH Inc \$35,000 - \$49,999	19.3	19.3	19.5
Age 15-24, HH Inc \$35,000-\$49,999	0.4	0.4	0.5
Age 25-34, HH Inc \$35,000-\$49,999	3.8	3.7	3.7
Age 35-44, HH Inc \$35,000-\$49,999	5.5	5.2	5.3
Age 45-54, HH Inc \$35,000-\$49,999	3.9	4.0	4.1
Age 55-64, HH Inc \$35,000-\$49,999	2.9	2.9	2.9
Age 65-74, HH Inc \$35,000-\$49,999	1.7	1.8	1.8
Age 75+, HH Inc \$35,000-\$49,999	1.1	1.2	1.2
Total HH Inc \$50,000-\$74,999	13.3	13.7	14.5
Age 15-24, HH Inc \$50,000-\$74,999	0.1	0.1	0.1
Age 25-34, HH Inc \$50,000-\$74,999	1.7	1.9	2.1
Age 35-44, HH Inc \$50,000-\$74,999	4.2	4.1	4.4
Age 45-54, HH Inc \$50,000-\$74,999	3.7	3.9	4.2
Age 55-64, HH Inc \$50,000-\$74,999	2.0	2.2	2.2
Age 65-74, HH Inc \$50,000-\$74,999	1.0	0.9	0.9
Age 75+, HH Inc \$50,000-\$74,999	0.6	0.6	0.6
Total HH Inc \$75,000 - \$99,999	4.2	4.1	4.7
Age 15-24, HH Inc \$75,000-\$99,999	0.0	0.0	0.0
Age 25-34, HH Inc \$75,000-\$99,999	0.4	0.4	0.4
Age 35-44, HH Inc \$75,000-\$99,999	1.3	1.2	1.3
Age 45-54, HH Inc \$75,000-\$99,999	1.3	1.4	1.6
Age 55-64, HH Inc \$75,000-\$99,999	0.7	0.7	0.8
Age 65-74, HH Inc \$75,000-\$99,999	0.3	0.3	0.3
Age 75+, HH Inc \$75,000-\$99,999	0.2	0.2	0.2
Total HH Inc \$100,000+	3.1	2.9	3.2
Age 15-24, HH Inc \$100,000+	0.0	0.0	0.0
Age 25-34, HH Inc \$100,000+	0.3	0.2	0.2
Age 35-44, HH Inc \$100,000+	0.7	0.6	0.8
Age 45-54, HH Inc \$100,000+	1.1	1.1	1.2
Age 55-64, HH Inc \$100,000+	0.6	0.6	0.6
Age 65-74, HH Inc \$100,000+	0.3	0.2	0.2
Age 75+, HH Inc \$100,000+	0.2	0.1	0.2

FUND 511

**QUINCY REGIONAL AIRPORT FUND**

ESTIMATED FUND BALANCE AS OF 5/01/2002	100
+ REVENUES	592,373
- EXPENDITURES	592,373
ESTIMATED FUND BALANCE AS OF 4/30/2003	<u>100</u>

FUND 51 06 Y W Biontal Airport

511 0000-31 01-01 Interest Income  
ELEM 01 Interest Income

\* 511 0000-31 01-01 Deposits Account  
ELEM 02 Deposits Account

\* 511 0000-373 01-01 Fuel Flow Fees  
ELEM 03 Fuel Flow Fees

\* 511 0000-373 02-01 Fuel Flow Fees  
ELEM 04 Fuel Flow Fees

\* 511 0000-373 03-00 Landing Fees  
ELEM 05 Landing Fees

\* 511 0000-373 04-00 Use of Equip/Facilities  
ELEM 06 Use of Equip/Facilities

\* 511 0000-373 05-00 Rents & Leases  
ELEM 07 Rents & Leases

\* 511 0000-373 06-00 Trash Disposal Fees  
ELEM 08 Trash Disposal Fees

\* 511 0000-373 07-00 Other  
ELEM 09 Other

ACC UNIT NUMBER	ACCT DESCRIPTION	2002-2003 PROPOSED BUDGET	2001-2002 REVISED BUDGET	BUDGET CHANGED	2001-2002 ORIGINAL BUDGET	2001-2002 Y-T-D ACTUAL	2001-2002 PROJECTED ACTUAL	2000-2001 Y-T-D ACTUAL
511 0000-31 01-01	Interest Income	200	200	.00	200	159	159	9
* 511 0000-31 01-01	Deposits Account	200	200	.00	200	159	159	99
511 0000-373 01-01	Fuel Flow Fees	47,500	48,378	1.11	48,378	41,172	41,172	45,611
* 511 0000-373 02-01	Fuel Flow Fees	47,500	48,378	.81	48,378	41,172	41,172	45,611
511 0000-373 02-01	Fuel Flow Fees	33,250	35,000	5.00	35,000	32,961	32,961	4,113
* 511 0000-373 03-00	Landing Fees	33,250	35,000	5.00	35,000	32,961	32,961	24,118
511 0000-373 03-00	Landing Fees	20,000	17,800	2.3	17,800	18,698	20,65	5,20
* 511 0000-373 04-00	Use of Equip/Facilities	20,000	17,800	12.36	17,800	18,698	20,65	15,920
511 0000-373 04-00	Use of Equip/Facilities	1,000	1,000	.00	1,000	1,083	1,083	45
* 511 0000-373 05-00	Rents & Leases	1,000	1,000	.0	1,000	1,083	1,083	415
511 0000-373 05-00	Rents & Leases	77,640	77,350	.37	77,350	76,385	8,00	73,901
* 511 0000-373 06-00	Trash Disposal Fees	77,640	77,350	.37	77,350	76,385	8,00	73,901
511 0000-373 06-00	Trash Disposal Fees	1,450	1,440	.69	1,440	1,410	1,537	1,10
* 511 0000-373 07-00	Other	1,450	1,440	.69	1,440	1,410	1,537	1,110
511 0000-373 07-00	Other	50	1,000	50.00	1,000	0	0	90

ACCT#	NUMB#	ACC#	DESCRIPTION	2002-2003 PROPOSED BUDGET	2001-2002 REVISED BUDGET	% BUDGET CHANGED	2001-2002 ORIGINAL BUDGET	2001-2002 Y-T-D ACTUAL	2001-2002 PROJECTED ACTUAL	2000-2001 Y-T-D ACTUAL
FUND 51 Quincy Regional Airport										
ELEM 08 Concessions										
*	0	h	0	500	1,000	50.00-	1,000	0	0	90
511	0000	373	08-00	500	1,000	50.00-	1,000	0	0	90
ELEM 09 Utility Fees										
*	0	h	0	12,200	12,000	1.87	12,000	12,241-	13,377-	11,949
51	0000-373	09-00	Utility Fees	12,200	12,000	1.87	12,000	12,241-	13,377-	11,949
ELEM 10 Vending										
*	0	h	0	1,000	750	3.33	750	1,039-	1,067-	769
51	0000-373	10-00	Vending	1,000	750	3.33	750	1,039-	1,067-	769
ELEM 11 Sale of Property										
*	0	h	0	250	250	.00	250	0	0	0
51	0000-373	11-00	Sale of Property	250	250	.00	250	0	0	0
ELEM 12 Special Permits										
*	0	h	0	250	250	.00	250	0	0	250
511	00-373	12-00	Special Permits	250	250	.00	250	0	0	250
ELEM 01 Transfers to Bank										
*	0	h	0	384,633	426,473	9.81	426,473	327,500	377,091-	429,550
511	0000-391	01-01	Transfers to Bank	384,633	426,473	9.81	426,473	327,500	377,091-	429,550
ELEM 02 Regional Airport										
**	0	h	0	592,373	626,891	5.51	626,891	517,725-	578,521-	608,250
511	0000-391	02-01	Regional Airport	592,373	626,891	5.51	626,891	517,725-	578,521-	608,250
ELEM 03 Regional Airport										
*	0	h	0	592,373	626,891	5.51	626,891	517,725-	578,521-	608,250
511	0000-391	03-01	Regional Airport	592,373	626,891	5.51	626,891	517,725-	578,521-	608,250

PREPARED 04/05/02, 15:00:40  
 ACCOUNTING PERIOD 11/2002

CITY OF QUINCY BUDGET DOCUMENT  
 FOR FISCAL YEAR 2003

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 % OF FISCAL YEAR ELAPSED 92 %

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2002-2003 PROPOSED BUDGET	2001-2002 REVISED BUDGET	% BUDGET CHANGED	2001-2002 ORIGINAL BUDGET	2001-2002 Y-T-D ACTUAL	2001-2002 PROJECTED ACTUAL	2000-2001 Y-T-D ACTUAL
FUND 511 Quincy Regional Airport								
	ELEM 01 Transfers from Bank"1"							
****		592,373-	626,891-	5.51-	652,441-	517,725-	578,521-	608,250-
*****	REVENUE	592,373-	626,891-	5.51-	652,441-	517,725-	578,521-	608,250-

2002-2003 PROPOSED BUDGET 2001-2002 REVISED BUDGET 2001-2002 ORIGINAL BUDGET 2001-2002 Y-T-D ACTUAL 2001-2002 PROJECTED ACTUAL 2000-2001 Y-T-D ACTUAL

ACCOUNT NUMBER ACCOUNT IPT ON

FUND 511 Quincy Regional Airport

DEPT 43 Quincy Regional Airport  
DIV 10 Administration  
ELEM 11 Regular Employees

511-4310-413.11-01 Regular Salary/Wages 75 710 70 0 0 2.31 74 000 68 30 73 111 71 63

LEVEL TEXT TEXT AMT  
#1 PROFESSIONAL III 47,442  
ADMIN ASSIST II 28,268  
75,710

511-4310-413.11-03 Sick Pay 4 145 950 339.47 50 85 633

LEVEL TEXT TEXT AMT  
#1 REGULAR PAYOUT 900  
ERI PAYOUT 3,275  
4,175

\* Regular Employees 79,885 74,950 6.58 74,950 68,895 76 72,296

ELEM 12 Temporary Employees

511-4310-413.12-01 Regular Salary/Wages 0 0 .00 0 0 0 0

511-4310-413.12-02 Overtime 0 0 .00 0 0 0 0

\* Temporary Employees 0 0 .00 0 0 0 0

ELEM 21 Insurance

511-4310-413.21-01 Group Insurance 9,500 9,370 1.39 10 270 7,914 12 7,604

511-4310-413.21-04 Workers' Compensation 173 142 21.83 3 2 142 42 159

\* Insurance 9,673 9,512 1.69 10,412 8,056 54 7,763

ELEM 22 Payroll Taxes

511-4310-413.22-01 Social Security 4,953 4,700 5.38 4 700 4,271 23 4,483

511-4310-413.22-02 Medicare 1,160 1 100 5.45 1 10 999 81 1,048

511-4310-413.22-03 Unemployment Compensation 20 20 .00 20 20 20 20

\* Payroll Taxes 6,133 4,820 5.38 5,820 5,290 26 5,551

ELEM 23 Retirement Contributions

511-4310-413.23-01 IMRF 4,795 4,050 18.40 4 700 3,076 38 4,908

CITY OF QUINCY BUDGET DOCUMENT  
 FOR FISCAL YEAR 2003

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2002-2003 PROPOSED BUDGET	2001-2002 REVISED BUDGET	* BUDGET CHANGED	2001-2002 ORIGINAL BUDGET	2001-2002 Y-T-D ACTUAL	2001-2002 PROJECTED ACTUAL	2000-2001 Y-T-D ACTUAL
<b>FUND 511 Quincy Regional Airport</b>								
DEPT 43 Quincy Regional Airport								
DIV 10 Administration								
ELEM 23 Retirement Contributions								
511-4310-413.23-02	IMRF ERI-Employer Contrib	8,594	8,797	2.31-	8,797	8,797	8,797	8,797
511-4310-413.23-03	IRC Code Sec 401a Program	735	1,400	47.50-	1,400	656	710	688
	Retirement Contributions	14,124	14,247	.86-	14,897	12,529	12,944	14,393
**	Administration	109,815	104,529	5.06	106,079	94,770	101,900	100,003

CITY OF QUINCY BUDGET DOCUMENT  
 FOR FISCAL YEAR 2003

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2002-2003 PROPOSED BUDGET	2001-2002 REVISED BUDGET	% BUDGET CHANGED	2001-2002 ORIGINAL BUDGET	2001-2002 Y-T-D ACTUAL	2001-2002 PROJECTED ACTUAL	2000-2001 Y-T-D ACTUAL
FUND 511 Quincy Regional Airport								
DEPT 43 Quincy Regional Airport								
DIV 12 Custodial								
ELEM 11 Regular Employees								
511-4312-413.11-01	Regular Salary/Wages	0	90,000	100.00-	90,000	81,773	91,369	84,435
511-4312-413.11-02	Overtime	0	12,000	100.00-	14,500	6,410	7,263	11,249
511-4312-413.11-03	Sick Pay	0	905	100.00-	905	3,038	3,038	831
	Regular Employees	0	102,905	100.00-	105,405	91,221	101,669	96,515
ELEM 21 Insurance								
511-4312-413.21-01	Group Insurance	0	14,760	100.00-	17,760	12,640	14,096	13,110
511-4312-413.21-04	Workers' Compensation	0	3,387	100.00-	3,387	3,387	3,387	3,725
	Insurance	0	18,147	100.00-	21,147	16,027	17,483	16,835
ELEM 22 Payroll Taxes								
511-4312-413.22-01	Social Security	0	6,536	100.00-	6,536	5,660	6,317	5,931
511-4312-413.22-02	Medicare	0	1,529	100.00-	1,529	1,324	1,477	1,387
511-4312-413.22-03	Unemployment Compensation	0	30	100.00-	30	30	30	30
	Payroll Taxes	0	8,095	100.00-	8,095	7,014	7,824	7,348
ELEM 23 Retirement Contributions								
511-4312-413.23-01	IMRF	0	4,700	100.00-	6,600	4,178	4,769	6,530
511-4312-413.23-03	IRC Code Sec 401a Program	0	2,400	100.00-	2,400	1,816	2,021	1,241
•	Retirement Contributions	0	7,100	100.00-	9,000	5,994	6,789	7,871
**	Custodial	0	136,247	100.00-	143,647	120,256	133,767	128,569

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2002-2003 PROPOSED BUDGET	2001-2002 REVISED BUDGET	% BUDGET CHANGED	2001-2002 ORIGINAL BUDGET	2001-2002 Y-T-D ACTUAL	2001-2002 PROJECTED ACTUAL	2000-2001 Y-T-D ACTUAL
FUND 511 Quincy Regional Airport								
DEPT 43 Quincy Regional Airport								
DIV 13 Maintenance/Operations								
ELEM 11 Regular Employees								
511-4313-413.11-01	Regular Salary/Wages	126,010	61,000	106.57	61,000	55,679	60,219	57,655
LEVEL	TEXT			TEXT AMT				
#1	3 LABOR GRADE 5 @ \$14.37/HR (2080 ANNUAL HRS)			89,670				
	1 LABOR GRADE 5 @ \$15.09/HR (POOL LDR 2080 ANNUAL)			31,389				
	2ND SHIFT DIFFERENTIAL			583				
	FLIGHT WATCH			4,368				
				126,010				
511-4313-413.11-02	Overtime	25,000	4,000	525.00	7,500	3,149	2,205	4,879
LEVEL	TEXT			TEXT AMT				
#1	AVG OT RATE: \$22.01							
	HOLIDAY COVERAGE (312 OT HRS @ \$22.01)			6,867				
	VACATION COVERAGE (440 OT HRS @ \$22.01)			9,685				
	SNOW EMERG & OTHER (383 OT HRS @ \$22.01)			8,448				
				25,000				
511-4313-413.11-03	Sick Pay	1,800	900	100.90	900	603	603	670
Regular Employees		152,810	65,900	131.88	69,400	59,431	63,026	63,204
ELEM 12 Temporary Employees								
511-4313-413.12-01	Regular Salary/Wages	4,000	2,000	100.00	12,000	1,513	1,513	13,555
511-4313-413.12-02	Overtime	0	0	.00	0	0	0	0
Temporary Employees		4,000	2,000	100.00	12,000	1,513	1,513	13,555
ELEM 21 Insurance								
511-4313-413.21-01	Group Insurance	23,750	13,630	74.25	16,430	12,517	13,507	13,852
511-4313-413.21-04	Workers' Compensation	10,005	4,765	109.97	4,765	4,765	4,765	5,234
Insurance		33,755	18,395	83.50	21,195	17,282	18,272	19,086
ELEM 22 Payroll Taxes								
511-4313-413.22-01	Social Security	9,725	5,047	92.69	5,047	3,280	3,497	4,443
511-4313-413.22-02	Medicare	2,275	1,180	92.80	1,180	767	818	1,023
511-4313-413.22-03	Unemployment Compensation	50	50	.00	50	50	50	70

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2002-2003 PROPOSED BUDGET	2001-2002 REVISED BUDGET	% BUDGET CHANGED	2001-2002 ORIGINAL BUDGET	2001-2002 Y-T-D ACTUAL	2001-2002 PROJECTED ACTUAL	2000-2001 Y-T-D ACTUAL
<b>FUND 511 Quincy Regional Airport</b>								
DEPT 43 Quincy Regional Airport								
DIV 13 Maintenance/Operations								
ELEM 22 Payroll Taxes								
	Payroll Taxes	12,050	6,277	91.97	6,277	4,097	4,366	5,536
ELEM 23 Retirement Contributions								
511-4313-413.23-01	IMRF	9,175	3,100	195.97	4,400	2,647	2,903	5,036
511-4313-413 23-03	IRC Code Sec 401a Program	3,955	1,600	147.19	1,600	1,190	1,262	836
	Retirement Contributions	13,130	4,700	179.36	6,000	3,837	4,164	5,872
**	Maintenance/Operations	215,745	97,272	121.80	114,872	86,160	91,339	107,253

CITY OF QUINCY BUDGET DOCUMENT  
 FOR FISCAL YEAR 2003

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2002-2003 PROPOSED BUDGET	2001-2002 REVISED BUDGET	% BUDGET CHANGED	2001-2002 ORIGINAL BUDGET	2001-2002 Y-T-D ACTUAL	2001-2002 PROJECTED ACTUAL	2000-2001 Y-T-D ACTUAL
FUND 511 Quincy Regional Airport								
DEPT 43 Quincy Regional Airport								
DIV 14 Operations								
ELEM 31 Professional Services								
511-4314-413.31-01	Audit	1,200	1,200	.00	1,200	1,200	1,200	2,000
511-4314-413.31-04	Engineering/Architectural	0	0	.00	8,000	0	4,120	8,950
311-4314-413.31-05	Other	1,000	1,000	.00	2,000	992	992	4,300
Professional Services		2,200	2,200	.00	11,200	2,192	6,312	15,250
ELEM 32 Technical Services								
511-4314-413.32-01	Medical	0	0	.00	0	0	3	0
Technical Services		0	0	.00	0	0	0	0
ELEM 33 Utility Services								
511-4314-413.33-01	Water/Sewerage	2,000	2,500	20.00-	2,500	1,279	1,370	1,825
511-4314-413.33-02	Landfill Fees	0	0	.00	3	0	346	1,846
Utility Services		2,000	2,500	20.00-	2,500	1,279	1,716	3,571
ELEM 34 Cleaning Services								
511-4314-413.34-01	Disposal	2,400	2,500	4.00-	2,500	1,847	1,511	0
511-4314-413.34-03	Custodial	4,700	5,750	18.26-	0	3,888	3,719	0
Cleaning Services		7,100	8,250	13.94-	2,500	5,735	5,230	0
ELEM 35 Repair & Maintenance								
511-4314-413.35-01	Buildings	18,250	19,750	7.59-	20,000	18,807	17,912	15,459
511-4314-413.35-02	Machinery & Equipment	3,750	4,000	6.25-	5,000	1,958	1,861	3,153
511-4314-413.35-03	Office Furniture & Equip.	1,000	1,000	.00	1,000	733	733	634
511-4314-413.35-05	Other	750	1,000	25.00-	1,000	789	789	410
511-4314-413.35-08	Restaurant	3,500	3,800	7.89-	3,000	2,938	3,368	2,083
Repair & Maintenance		27,250	29,550	7.78-	30,000	25,225	24,663	21,739
ELEM 36 Rentals								
511-4314-413.36-01	Fleet Maintenance	7,000	7,500	6.67-	8,000	5,183	4,831	7,081

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2002-2003 PROPOSED BUDGET	2001-2002 REVISED BUDGET	% BUDGET CHANGED	2001-2002 ORIGINAL BUDGET	2001-2002 Y-T-D ACTUAL	2001-2002 PROJECTED ACTUAL	2000-2001 Y-T-D ACTUAL
<b>FUND 511 Quincy Regional Airport</b>								
DEPT 43 Quincy Regional Airport								
DIV 14 Operations								
ELEM 36 Rentals								
	Rentals	7,000	7,500	6.67-	8,000	5,183	4,831	7,081
ELEM 38 Insurance(Not a Benefit)								
511-4314-413.38-01	MICA	34,958	34,958	.00	34,958	34,958	34,958	36,324
511-4314-413.38-02	Deductible	2,080	2,080	.00	2,080	2,080	2,080	2,000
511-4314-413.38-06	Airport Liability	10,500	9,200	14.13	9,000	9,200	9,200	5,500
	Insurance(Not a Benefit)	47,538	46,238	2.81	46,038	46,238	46,238	44,924
ELEM 39 Other Purchased Services								
511-4314-413.39-01	Communications	3,000	5,000	40.00-	5,000	2,168	2,287	3,008
511-4314-413.39-02	Advertising/Publishing	8,250	8,500	2.94-	8,500	7,366	13,417	15,401
511-4314-413.39-03	Printing & Binding	600	1,500	60.00-	1,500	365	167	1,698
511-4314-413.39-04	Travel	4,000	4,500	11.11-	4,500	2,015	2,153	3,515
LEVEL #1	TEXT				TEXT AMT			
	AAAAE AIR SERVICE CONF							
	ANNUAL CONF							
	IDOT SPRING AVIATION CONF							
	IPAA FALL CONF & QTRLY MTGS							
	FAA & CONGRESSIONAL TRAVEL FOR CAPITAL PROJ							
511-4314-413.39-05	Mileage Reimbursement	4,500	4,350	3.45	3,600	3,962	4,143	3,788
511-4314-413.39-07	Regist, Schools, Meetings	2,000	2,000	.00	2,000	1,015	1,355	810
LEVEL #1	TEXT				TEXT AMT			
	REG FEE FOR AAAE							
	REG FEE FOR IDOT							
	REG FEE FOR IPAA							
511-4314-413.39-08	Contracted Services	3,750	3,750	.00	0	2,680	2,288	0
	Other Purchased Services	26,100	29,600	11.82-	25,100	19,571	25,810	28,220
ELEM 41 General Supplies								
511-4314-413.41-01	Postage	700	750	6.67-	750	354	383	608
511-4314-413.41-02	Office Supplies	1,000	1,055	5.21-	1,055	959	885	1,043

ACCOUNT NUMBER ACCOUNT DESCRIPTION  
FUND 511 Quincy Regional Airport

DEPT 43 Quincy Regional Airport

DIV 14 Operations  
ELEM 41 General Supplies

511-4314-413-41-03 Shared Billing Expense

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2002-2003 PROPOSED BUDGET	2001-2002 REVISED BUDGET	BUDGET CHANGED	2001-2002 ORIGINAL BUDGET	2001-2002 Y-T-D ACTUAL	2001-2002 PROJECTED ACTUAL	2000-2001 Y-T-D ACTUAL
*	General Supplies	1,700	1,805	5.82-	1,805	1,313	1,267	1,651
511 43 41 42 0	ENERGY	3 00	4 00	5 0	4 000	1 03	1 872	1 727
511 43 41 42 0	ENERGY	70 00	70 00	00	70 000	44 481	70 351	49 43
*	Energy	73,000	74,000	1.35-	74,000	66,189	72,353	71,075
11 43 41 44-0	Books & Periodicals	00	10	0	0	31	31	13
*	Books & Periodicals	100	100	.00	100	81	81	143
51 43 41 45-0	Maintenance Supplies	1 300	3 00	5 07	3 000	99	1 090	2 233
51 43 41 45 0	Maintenance Supplies	2 200	3 50	37 2	3 000	1 31	2 280	6 09
51 43 41 45 03	Maintenance Supplies	300	50	2 27	250	43	43	132
51 43 41 45 0	Maintenance Supplies	4 500	5 50	4 35	250	4 01	3 52	74
51 43 41 45 05	Maintenance Supplies	50	00	3 0	500	5	5	034
*	Maintenance Supplies	10,150	13,500	24.81-	12,000	7,740	7,511	9,342
511 43 41 44 0	Operational Supplies	400	50	2 04	2 000	0	0	4 274
511 43 41 44 0	Operational Supplies	700	50	2 04	1 500	0	0	2
51 43 41 44 0	Operational Supplies	2 00	2 00	0	2 000	1 07	04	3 304
51 43 41 44 0	Operational Supplies	10	00	00	10	0	0	0
51 43 41 44 05	Operational Supplies	450	50	0 00	0	50	0	0
511 43 41 44 05	Operational Supplies	2 00	3 00	2 27	3 000	40	31	3 39
51 43 41 44 05	Operational Supplies	7 500	1 00	50 0	3 000	122	192	5 25

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2002-2003 PROPOSED BUDGET	2001-2002 REVISED BUDGET	% BUDGET CHANGED	2001-2002 ORIGINAL BUDGET	2001-2002 Y-T-D ACTUAL	2001-2002 PROJECTED ACTUAL	2000-2001 Y-T-D ACTUAL
FUND 511 Quincy Regional Airport								
DEPT 43 Quincy Regional Airport								
DIV 14 Operations								
ELEM 46 Operational Supplies								
511-4314-413.46-11	Other	1,500	2,490	39.76-	1,000	2,318	2,318	965
511-4314-413.46-12	Gasoline/Diesel	7,000	10,000	30.00-	10,000	5,238	4,655	9,907
Operational Supplies		22,450	20,590	9.03	27,600	10,045	8,839	27,519
ELEM 47 Safety Supplies								
511-4314-413.47-01	Clothing/Uniforms	450	500	10.00-	2,500	17	293	1,941
511-4314-413.47-02	Safety Equipment	450	500	10.00-	0	367	367	0
Safety Supplies		900	1,000	10.00-	2,500	384	660	1,941
ELEM 52 Capital Outlay								
511-4314-413.52-01	Land	0	0	.00	0	0	0	
511-4314-413.52-02	Buildings	5,000	10,300	51.46-	8,000	12,690	9,652	6,910
LEVEL	TEXT			TEXT AMT				
#1	TERMINAL HVAC IMPROVEMENTS			5,000				
				5,000				
511-4314-413.52-03	Improv other than Bldgs	5,000	8,000	37.50-	4,000	5,433	4,393	4,360
LEVEL	TEXT			TEXT AMT				
#1	DRAINAGE PROJECTS, FIRE HYDRANT INSTALLATION			5,000				
				5,000				
511-4314-413.52-04	Office Equipment	1,000	1,000	.00	5,000	767	767	349
511-4314-413.52-05	Machinery & Equipment	6,575	21,000	68.69-	13,000	19,618	8,261	13,369
LEVEL	TEXT			TEXT AMT				
#1	REPLACE BUFFER FOR TERMINAL MAINT, POSSIBLE MATCH FOR RUNWAY SWEEPER 90% FED, 10% LOCAL			6,575				
				6,575				
511-4314-413.52-06	Vehicles	10,000	0	.00	0	0	0	0
LEVEL	TEXT			TEXT AMT				
#1	MATCH \$ FOR NEW PLOW TRUCK 90% FED, 10% LOCAL			10,000				
				10,000				

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	2002-2003 PROPOSED BUDGET	2001-2002 REVISED BUDGET	% BUDGET CHANGED	2001-2002 ORIGINAL BUDGET	2001-2002 Y-T-D ACTUAL	2001-2002 PROJECTED ACTUAL	2000-2001 Y-T-D ACTUAL
FUND 511 Quincy Regional Airport								
DEPT 43 Quincy Regional Airport								
DIV 14 Operations								
ELEM 52 Capital Outlay								
511-4314-413.52-07	Furniture & Fixtures	1,000	700	42.86	1,000	0	0	2,112
• Capital Outlay		28,575	41,000	30.30	31,000	38,508	23,073	27,100
ELEM 53 Infrastructure								
511-4314-413.53-09	Other	1,250	2,500	50.00	2,500	0	0	2,260
• Infrastructure		1,250	2,500	50.00	2,500	0	0	2,260
ELEM 61 Miscellaneous								
511-4314-413.61-01	Dues	2,000	2,000	.00	2,000	1,749	2,244	1,685
511-4314-413.61-02	Taxes	6,500	5,510	17.97	8,000	5,510	5,510	7,117
511-4314-413.61-04	Other	1,000	1,000	.00	1,000	840	827	922
• Miscellaneous		9,500	8,510	11.63	11,000	8,099	8,582	9,724
Quincy Regional Airport								
• Quincy Regional Airport		286,813	288,843	7.63	287,843	237,782	237,163	271,540
** Quincy Regional Airport		592,373	626,891	5.51	652,441	538,968	564,169	607,365
** Quincy Regional Airport		592,373	626,891	5.51	652,441	538,968	564,169	607,365
***** EXPENDITURE		592,373	626,891	5.51	652,441	538,968	564,169	607,365

# FINANCIAL GOVERNMENTAL PAYMENT REPORT

Please complete this form using a sans serif (Helvetica, Arial, etc.), 7-point font.

Airport Name: Quincy Regional Airport Location ID: UIN Fiscal Year: April 30, 2001 (FY 2000)

**Payments to other government units—Please complete separate form for each unit of government (City, County, State, Federal).**

Name of government entity:		Type of Payment		Amount		Type of Payment		Amount	
Law enforcement	\$	-	Impact fees	\$	-	Community services	\$	-	
Fire fighting	\$	-	Utilities	\$	-	Grandfathered payments	\$	-	
Legal services - Audit (City)	\$	2,000.00	Fleet services - (City)	\$	7,081.00	Land and facility rental	\$	-	
Engineering	\$	-	Promotion and marketing	\$	-	Parking and sales tax	\$	-	
Mayor and City Council	\$	-	Repayment of contributions	\$	-	Aviation fuel tax	\$	-	
General local government	\$	-	Repayment of loans	\$	-	Other—Please attach schedule	\$	-	
Contract services	\$	-	Lobbying fees	\$	-	Property Tax (County)	\$	10,621.00	
Payments in lieu of tax	\$	-	Ground access projects	\$	-	<b>Total</b>	\$	19,702.00	

Do not include payments of less than \$1,000 or payments for payroll tax, workers compensation, employee benefits, FICA, or contributions to employee retirement accounts.

**Property and/or services provided to other units of government—Please complete separate form for each unit of government. Do not list FAA navigational facilities.**

Department	Property and/or Service Provided (Including services provided by A/P employees)	Use*	Type**	Fair Market Value	Value of In-Kind Services***	Cash Compensation

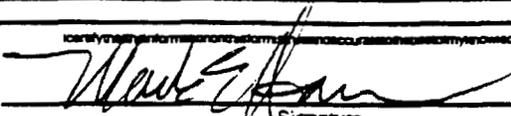
\* Use "A" for aeronautical or "N" for non-aeronautical.

\*\* Please enter "FMV" for fair market value, "L" for less than fair market value, or "N" for nominal.

\*\*\* When the tenant pays a portion of the lease by providing services to the airport, please enter the value of these services provided and attach a note describing the service.

Information on Form 7107 (a) of Title 49, United States Code, section 111 (b) of the Federal Aviation Administration Authorization Act of 1994, please complete this form to report public use of airport facilities and the use of airport-generated revenues.

Identify this information on the form as a non-aeronautical use of airport facilities and revenues.

  
 \_\_\_\_\_  
 Mark E. Hanna  
 Airport Director  
 \_\_\_\_\_  
 Title

July 16, 2001  
 \_\_\_\_\_  
 Date  
 217/885-5285  
 \_\_\_\_\_  
 Telephone No.

**Paperwork Reduction Act Statement:** The information collected on this form facilitates the submission of financial payment data. Financial Governmental Payment Form, section 471207(a)(19), requires airport owners and operators to submit to the Secretary of Transportation and make available to the public an annual report listing all amounts paid by the airport to other units of government and the purpose of payment. Owners or operators must also make available a listing of all services and property provided to other units of government and the amount of compensation received for provision of each such service and property. The burden for each response is estimated to be 3 hours. Responses are required to obtain a benefit. No assurance of confidentiality is given. Please note that an agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a currently valid OMB control number. The OMB control number associated with this collection is 2120-0569.

# Operating and Financial Summary

FAA Form 5100-127

Please use Helvetica 7 point font	
Airport Name: <b>Quincy Regional Airport</b>	Fiscal year and date: <b>April 30, 2001 (FY 2000)</b>
Sponsor Name: <b>City of Quincy</b>	Location ID: <b>UIN</b>
Sponsor/Employer Identification Number: <b>37-6090378</b>	State: <b>Illinois</b>
Consolidated Report? Enter Year or No	Date when AIP project started as a major program
	Is this report based on audited information? Please enter Year or No: <b>yes</b>

## Summary of Revenues and Expenses

### A. Aeronautical Operating Revenue

1. Landing fees	15,920.00
2. Terminal/inter-terminal/aircraft rental or other charge	11,980.00
3. Apron charges/bedowns	-0-
4. FBO revenue/contractor/sponsor-operated	18,000.00
5. Cargo and hangar rentals	64,161.00
6. Available fuel stored for airport use	-0-
7. Fuel sales net profit/loss or fuel flowage fees	24,118.00
8. Miscellaneous (not to exceed 5% of Aeronautical)	2,209.00
9. Other (enter total here and add attachment)	-0-
<b>Total</b>	<b>\$136,388.00</b>

### B. Non-aeronautical Operating Revenue

1. Land and non-terminal facilities	49,511.00
2. Terminal food and beverage	16,200.00
3. Terminal retail stores	-0-
4. Terminal other	1,850.00
5. Rentals	8,300.00
6. Parking	-0-
7. Misc. (Should not exceed 5% of total non-aeronautical)	2,915.00
8. Other (Enter total here and add attachment)	-0-
<b>Total</b>	<b>\$78,776.00</b>

### C. Nonoperating Revenues

1. Interest income - restricted and non-restricted	4,640.00
2. Grant receipts	-0-
3. Passenger Facility Charges	33,276.00
4. Other: <b>City of Quincy-Gen. Fund Subsidy</b>	429,550.00
<b>Total</b>	<b>\$477,466.00</b>

### D. Operating Expenses

1. Personnel compensation and benefits	35,825.00
2. Communications and utilities	754.00
3. Supplies and materials	43,949.00
4. Repairs and maintenance	26,327.00
5. Contractual services	6,104.00
6. Insurance, claims and settlements	44,824.00
7. Misc. (should not exceed 5% of total op expenses)	24,865.00
8. Other: <b>Taxes</b>	10,621.00
<b>Total</b>	<b>\$203,275.00</b>

### E. Non-Operating Expenses

1. Interest expense	
2. Other: <b>Hangar Loan Price &amp; Int.</b>	19,915.00
<b>Total</b>	<b>\$ 19,915.00</b>

### F. Depreciation

<b>Total</b>	<b>-0-</b>
--------------	------------

Net (Total A+B+C Less D, E and F)

<b>Total</b>	<b>\$ 31,448.00</b>
--------------	---------------------

### Other Financial Information

#### G. Reporting Year Proceeds

1. Bond proceeds	
2. Proceeds from sale of property	
3. Grants and other contributed capital	
4. Other	
<b>Total</b>	<b>\$ -</b>

#### H. Reporting Year Expenditures or Proceeds

1. Airfield: <b>Matching \$ Fed/St. Grants</b>	16,814.00
2. Terminal	
3. Parking	
4. Roadways, rail and transit	
5. Other	
<b>Total</b>	<b>\$ 16,814.00</b>

#### I. Reporting Year Debt Payments incl. Interest

<b>Total</b>	<b>\$ 19,915.00</b>
--------------	---------------------

#### J. Liabilities at End of Year

1. Bonds	
2. Loans	
3. Other	
<b>Total</b>	

#### K. Net Assets

<b>Total</b>	
--------------	--

#### L. Restricted Financial Assets

1. Restricted for service reserve	
2. Restrictions for new or replacement	
3. Other restricted financial assets	
<b>Total</b>	

#### M. Unrestricted Financial Assets including cash

<b>Total</b>	
--------------	--

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 to assist the public in understanding airport finances and the use of airport generated revenue.

Airport Mailing Address: **Quincy Regional Airport  
Baldwin Field  
1645 Highway 104  
Quincy, Illinois 62305**

I certify that the information on this form is true and accurate to the best of my knowledge and belief:

Signature:  Date: **July 16, 2001**  
 Print name: **Mark E. Hanna** Telephone No.: **217/885-3285**  
 Title: **Airport Director**

Paperwork Reduction Act Statement: The information collected on this form facilitates the submission of operating and financial summary data. Section 111(b) requires the Secretary of Transportation to issue a simplified information reporting data applicable to airports to assist public understanding of airport finances and to provide information concerning the amount of revenue surplus, the amount of concession-generated revenue, and other information required by the Secretary. The burden for each response is estimated to be 5 hours. Responses are required to obtain a benefit. No assurance of confidentiality is given. Please note that an agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a currently valid OMB number. The OMB control number associated with this collection is 2120-0569.

**FINANCIAL GOVERNMENTAL PAYMENT REPORT**

Sponsor: City of Quincy  
 Name of Airport: Quincy Regional Airport  
 Fiscal Year Ended: 1099-2000

Payments to other government units

Government Entry: Adams County, Illinois

Government Entry: \_\_\_\_\_

Purpose - Department or Agency	Amount	Purpose - Department or Agency	Amount
1 Law Enforcement		1	
2 Freight		2	
3 Legal Services		3	
4 Engineering		4	
5 Procurement		5	
6 Property Taxes	50,000.00	6	
7		7	
8		8	
9		9	
10		10	
11		11	

Services and property provided to other government units

Recipient - Department or Agency	Project/Service Provided	Value/Cost	Recipient - Department or Agency	Project/Service Provided	Value/Cost
1			1		
2			2		
3			3		
4			4		
5			5		
6			6		
7			7		
8			8		
		<b>Total of cash and investments held in airport accounts at the end of the fiscal year:</b>			<b>\$760.90</b>

In compliance with 5 47107(a)(19) of Title 49 United States Code.

I certify that the information on this form is true and accurate to the best of my knowledge and belief.

Please complete this form noting fees and service provided to and received from other governments. Please list each government if more than one.

AUTHORIZED REPRESENTATIVE: Mark E. Hanna, C.M.

Title: Airport Manager

Date: June 22, 2000

FAA Form 5100-128 (00)

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.

Sponsor: City of Quincy

Name of Airport: Quincy Regional Airport  
 Fiscal Year Ended: May 1, 1999 to April 30, 2000

Operating and Financial Summary

Operating Revenue		Operating Expenses	
1. Landing Fees	\$14,867	1. Personnel Compensation and Benefits	\$300,214
2. Terminal/Passenger Arrival Area Rental or Other Charge	10,456	2. Construction and Utilities	79,262
3. Airport Operations	-	3. Supplies, Materials, Repairs, Maintenance	8,155
4. Fuel Storage Fees	26,915	4. Insurance and Claims	44,824
5. Utilities	15,527	5. Insurance and Claims	0
6. FBO Rental: Contract or Non-Contract	15,527	6. Government in Rent, Parking, Rental Fees, etc.	0
7. Cargo and Hangar Rental	5,840	7. Misc. (Should not exceed 5% of total operating revenue)	0
8. Security Rental/Lease	48,000	8. Other (Enter total here and add adjustment)	8,189
9. Misc. (Should not exceed 5% of total operating revenue)	5,000	9. Security Services	33,179
10. Other (Enter total here and add adjustment)	5,000	10. Total Operating Expenses	\$575,153
<b>Total Aeronautical Operating Revenue</b>	<b>\$136,430</b>	<b>Non-Operating Expense and Other Fund Use</b>	<b>\$575,153</b>
1. Rental Income/Lease	\$5,611	1. Debt Service Payments Net of Capitalized Interest	
2. Concessions	5,552	2. Rentals to Reserves	0
3. Parking	0	3. Rental Cars	2,540
4. Rental Cars	2,540	4. In-flight Catering	-
5. In-flight Catering	-	5. Interest Income	-
6. Interest Income	-	6. Revenues from Rental/Lease Rates	275
7. Revenues from Rental/Lease Rates	275	7. Capital Expenses	-
8. Misc. (Should not exceed 5% of total non-aeronautical)	12,000	8. Other (Enter total here and add adjustment)	244,181
9. Other (Enter total here and add adjustment)	244,181	9. City Interfund Transfers - Fund Subsidy	\$425,159
<b>Total Non-Aeronautical Operating Revenue</b>	<b>\$425,159</b>	1. Other Non-Operating Expenses and Fund Uses	19,915
<b>Total Operating Revenue</b>	<b>\$561,589</b>	<b>Total Operating Revenue and Other Fund Uses</b>	<b>\$561,589</b>
1. Bond Proceeds		2. Proceeds from Sale of Property Not Subject to Federal Regulations	
2. Proceeds from Sale of Property Subject to Federal Regulations		3. Proceeds from Sale of Property Subject to SP Agency Regulations	
3. Proceeds from Sale of Property Subject to SP Agency Regulations		4. Grant Payments	
4. Grant Payments		5. Paying of Federal Charges	27,918
5. Paying of Federal Charges	27,918	6. Other (Enter total here and add adjustment)	27,918
6. Other (Enter total here and add adjustment)	27,918	<b>Total Non-Operating Rev. and Other Receipts</b>	<b>27,918</b>
<b>Total Revenue and Other Receipts</b>	<b>\$589,507</b>	<b>Charges Used for Accounting (Check one or more)</b>	<b>GAAP</b> <input checked="" type="checkbox"/> <b>OMB Circular A-17</b> <input type="checkbox"/>
(1) Services Included for Other Governmental		Other <input type="checkbox"/>	
Services Not Included in Other Categories			
SECTION 1171(b) of the Federal Aviation Administration Authorization Act of 1994			
I CERTIFY THAT THE INFORMATION ON THIS FORM IS TRUE AND ACCURATE TO THE BEST OF MY KNOWLEDGE AND BELIEF.			
PLEASE COMPLETE THIS FORM IN ORDER TO ASSIST THE PUBLIC IN UNDERSTANDING AIRPORT FINANCES AND THE USE OF AIRPORT GENERATED REVENUE.			
AGENCY OF ESTABLISHED BUREAU			
NAME AND TITLE OF AGENCY REPRESENTATIVE	Mark E. Hanna		
DATE	6-22-00		
VA Form 2100-125 (REV. 11/97)			

AGENCY OF ESTABLISHED BUREAU  
 NAME AND TITLE OF AGENCY REPRESENTATIVE  
 DATE

PLEASE COMPLETE THIS FORM IN ORDER TO ASSIST THE PUBLIC IN UNDERSTANDING AIRPORT FINANCES AND THE USE OF AIRPORT GENERATED REVENUE.  
 I CERTIFY THAT THE INFORMATION ON THIS FORM IS TRUE AND ACCURATE TO THE BEST OF MY KNOWLEDGE AND BELIEF.

SECTION 1171(b) of the Federal Aviation Administration Authorization Act of 1994  
 SERVICES INCLUDED FOR OTHER GOVERNMENTAL  
 SERVICES NOT INCLUDED IN OTHER CATEGORIES

TOTAL REVENUE AND OTHER RECEIPTS  
 CHARGES USED FOR ACCOUNTING (CHECK ONE OR MORE)  
 OTHER

TOTAL NON-OPERATING REV. AND OTHER RECEIPTS  
 PAYING OF FEDERAL CHARGES  
 OTHER (ENTER TOTAL HERE AND ADD ADJUSTMENT)

TOTAL NON-OPERATING EXPENSES AND FUND USES  
 GRANT PAYMENTS  
 PROCEEDS FROM SALE OF PROPERTY SUBJECT TO FEDERAL REGULATIONS

TOTAL NON-OP EXPS AND OTHER FUND USES  
 PROCEEDS FROM SALE OF PROPERTY SUBJECT TO SP AGENCY REGULATIONS

NON-OPERATING REVENUE AND OTHER RECEIPTS  
 TOTAL OTHER NON-OPERATING EXPENSES AND FUND USES

TOTAL OPERATING REVENUE  
 OTHER NON-OPERATING EXPENSES AND FUND USES  
 BANK LOAN PAYMENTS (HANGAR)

TOTAL NON-AERONAUTICAL OPERATING REVENUE  
 CITY INTERFUND TRANSFERS - FUND SUBSIDY  
 OTHER (ENTER TOTAL HERE AND ADD ADJUSTMENT)

TOTAL AERONAUTICAL OPERATING REVENUE  
 RENTALS TO RESERVES  
 RENTALS TO RESERVES

OPERATING REVENUE  
 PERSONNEL COMPENSATION AND BENEFITS  
 CONSTRUCTION AND UTILITIES

OPERATING EXPENSES  
 SUPPLIES, MATERIALS, REPAIRS, MAINTENANCE  
 INSURANCE AND CLAIMS

OPERATING EXPENSES  
 GOVERNMENT IN RENT, PARKING, RENTAL FEES, ETC.  
 MISCELLANEOUS (SHOULD NOT EXCEED 5% OF TOTAL OPERATING REVENUE)

OPERATING EXPENSES  
 SECURITY SERVICES  
 OTHER (ENTER TOTAL HERE AND ADD ADJUSTMENT)

OPERATING EXPENSES  
 DEBT SERVICE PAYMENTS NET OF CAPITALIZED INTEREST  
 RENTALS TO RESERVES

OPERATING EXPENSES AND OTHER FUND USES  
 RENTAL CARS  
 IN-FLIGHT CATERING

OPERATING EXPENSES AND OTHER FUND USES  
 INTEREST INCOME  
 REVENUES FROM RENTAL/LEASE RATES

OPERATING EXPENSES AND OTHER FUND USES  
 CAPITAL EXPENSES  
 OTHER (ENTER TOTAL HERE AND ADD ADJUSTMENT)

OPERATING EXPENSES AND OTHER FUND USES  
 SECURITY SERVICES  
 OTHER (ENTER TOTAL HERE AND ADD ADJUSTMENT)

OPERATING EXPENSES AND OTHER FUND USES  
 DEBT SERVICE PAYMENTS NET OF CAPITALIZED INTEREST  
 RENTALS TO RESERVES

OPERATING EXPENSES AND OTHER FUND USES  
 RENTAL CARS  
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 CAPITAL EXPENSES  
 OTHER (ENTER TOTAL HERE AND ADD ADJUSTMENT)

OPERATING EXPENSES AND OTHER FUND USES  
 SECURITY SERVICES  
 OTHER (ENTER TOTAL HERE AND ADD ADJUSTMENT)

OPERATING EXPENSES AND OTHER FUND USES  
 DEBT SERVICE PAYMENTS NET OF CAPITALIZED INTEREST  
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OPERATING EXPENSES AND OTHER FUND USES  
 SECURITY SERVICES  
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 SECURITY SERVICES  
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 DEBT SERVICE PAYMENTS NET OF CAPITALIZED INTEREST  
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 INTEREST INCOME  
 REVENUES FROM RENTAL/LEASE RATES

OPERATING EXPENSES AND OTHER FUND USES  
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 OTHER (ENTER TOTAL HERE AND ADD ADJUSTMENT)

OPERATING EXPENSES AND OTHER FUND USES  
 SECURITY SERVICES  
 OTHER (ENTER TOTAL HERE AND ADD ADJUSTMENT)

OPERATING EXPENSES AND OTHER FUND USES  
 DEBT SERVICE PAYMENTS NET OF CAPITALIZED INTEREST  
 RENTALS TO RESERVES

OPERATING EXPENSES AND OTHER FUND USES  
 RENTAL CARS  
 IN-FLIGHT CATERING

OPERATING EXPENSES AND OTHER FUND USES  
 INTEREST INCOME  
 REVENUES FROM RENTAL/LEASE RATES

OPERATING EXPENSES AND OTHER FUND USES  
 CAPITAL EXPENSES  
 OTHER (ENTER TOTAL HERE AND ADD ADJUSTMENT)

OPERATING EXPENSES AND OTHER FUND USES  
 SECURITY SERVICES  
 OTHER (ENTER TOTAL HERE AND ADD ADJUSTMENT)

OPERATING EXPENSES AND OTHER FUND USES  
 DEBT SERVICE PAYMENTS NET OF CAPITALIZED INTEREST  
 RENTALS TO RESERVES

OPERATING EXPENSES AND OTHER FUND USES  
 RENTAL CARS  
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OPERATING EXPENSES AND OTHER FUND USES  
 INTEREST INCOME  
 REVENUES FROM RENTAL/LEASE RATES

OPERATING EXPENSES AND OTHER FUND USES  
 CAPITAL EXPENSES  
 OTHER (ENTER TOTAL HERE AND ADD ADJUSTMENT)

OPERATING EXPENSES AND OTHER FUND USES  
 SECURITY SERVICES  
 OTHER (ENTER TOTAL HERE AND ADD ADJUSTMENT)

OPERATING EXPENSES AND OTHER FUND USES  
 DEBT SERVICE PAYMENTS NET OF CAPITALIZED INTEREST  
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OPERATING EXPENSES AND OTHER FUND USES  
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OPERATING EXPENSES AND OTHER FUND USES  
 INTEREST INCOME  
 REVENUES FROM RENTAL/LEASE RATES

OPERATING EXPENSES AND OTHER FUND USES  
 CAPITAL EXPENSES  
 OTHER (ENTER TOTAL HERE AND ADD ADJUSTMENT)

OPERATING EXPENSES AND OTHER FUND USES  
 SECURITY SERVICES  
 OTHER (ENTER TOTAL HERE AND ADD ADJUSTMENT)

OPERATING EXPENSES AND OTHER FUND USES  
 DEBT SERVICE PAYMENTS NET OF CAPITALIZED INTEREST  
 RENTALS TO RESERVES

OPERATING EXPENSES AND OTHER FUND USES  
 RENTAL CARS  
 IN-FLIGHT CATERING

OPERATING EXPENSES AND OTHER FUND USES  
 INTEREST INCOME  
 REVENUES FROM RENTAL/LEASE RATES

OPERATING EXPENSES AND OTHER FUND USES  
 CAPITAL EXPENSES  
 OTHER (ENTER TOTAL HERE AND ADD ADJUSTMENT)

OPERATING EXPENSES AND OTHER FUND USES  
 SECURITY SERVICES  
 OTHER (ENTER TOTAL HERE AND ADD ADJUSTMENT)

OPERATING EXPENSES AND OTHER FUND USES  
 DEBT SERVICE PAYMENTS NET OF CAPITALIZED INTEREST  
 RENTALS TO RESERVES

OPERATING EXPENSES AND OTHER FUND USES  
 RENTAL CARS  
 IN-FLIGHT CATERING

OPERATING EXPENSES AND OTHER FUND USES  
 INTEREST INCOME  
 REVENUES FROM RENTAL/LEASE RATES

OPERATING EXPENSES AND OTHER FUND USES  
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 OTHER (ENTER TOTAL HERE AND ADD ADJUSTMENT)

OPERATING EXPENSES AND OTHER FUND USES  
 SECURITY SERVICES  
 OTHER (ENTER TOTAL HERE AND ADD ADJUSTMENT)

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 DEBT SERVICE PAYMENTS NET OF CAPITALIZED INTEREST  
 RENTALS TO RESERVES

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