

**NORTHWEST FLORIDA BEACHES INTERNATIONAL AIRPORT**  
**FY 2023 OPERATING AND CAPITAL BUDGET**  
**COMPARISON OF BUDGETED OPERATING REVENUES AND EXPENSES**

<b><u>Operating Revenues</u></b>	<b><u>FY21 Approved Budget</u></b>	<b><u>FY22 Approved Budget</u></b>	<b><u>FY23 Approved Budget</u></b>
<b>Airlines</b>			
Airline Landing Fees	\$ 2,301,696	\$ 2,627,752	\$ 3,673,586
Cargo Airline Landing Fees	12,591	14,500	10,500
Terminal Rentals & Common Use	<u>2,440,533</u>	<u>2,742,557</u>	<u>2,858,588</u>
Total Airline Revenue	<u>\$ 4,754,820</u>	<u>\$ 5,384,809</u>	<u>\$ 6,542,674</u>
<b>Car Rentals</b>			
Concession Fee	\$ 2,078,032	\$ 3,200,000	\$ 4,500,000
Customer Facility Charge	<u>1,514,071</u>	<u>1,526,881</u>	<u>1,558,016</u>
Total Car Rental	<u>\$ 3,592,103</u>	<u>\$ 4,726,881</u>	<u>\$ 6,058,016</u>
<b>Terminal Complex</b>			
Parking	\$ 2,083,926	\$ 2,995,000	\$ 3,690,000
Ground Transportation Fees	62,203	94,500	130,000
Advertising Concession	75,000	75,000	60,000
Retail Merchandise Concession	66,692	115,000	145,000
Food & Beverage Concession	238,222	483,750	475,000
Terminal Rental Revenue	<u>190,480</u>	<u>192,263</u>	<u>193,701</u>
Total Terminal Complex Revenues	<u>\$ 2,716,523</u>	<u>\$ 3,955,513</u>	<u>\$ 4,693,701</u>
<b>General Aviation</b>			
Fixed Base Operator Rents	\$ 351,071	\$ 433,066	\$ 472,604
Fuel Flowage Fees	55,862	75,000	120,000
Hangar Rentals	<u>402,287</u>	<u>406,480</u>	<u>438,500</u>
Total General Aviation Revenue	<u>\$ 809,220</u>	<u>\$ 914,545</u>	<u>\$ 1,031,104</u>
<b>Other Revenue</b>			
Other Tenants/Miscellaneous	\$ 47,759	\$ 34,513	\$ 99,360
Interest Income	5,860	4,869	3,000
Fuel Farm	139,714	139,714	139,714
Cargo Building	<u>28,284</u>	<u>54,156</u>	<u>56,950</u>
Total Other Revenue	<u>\$ 221,617</u>	<u>\$ 233,253</u>	<u>\$ 299,024</u>
<b>Total Operating Revenues</b>	<b><u>\$ 12,094,282</u></b>	<b><u>\$ 15,215,002</u></b>	<b><u>\$ 18,624,519</u></b>
<b><u>Operating Expenses</u></b>			
<b>Personnel Expense</b>			
Salaries and Wages	3,418,071	3,856,141	\$ 4,306,713
Overtime	96,528	106,346	110,244
FICA Contributions	264,810	298,717	332,991
Group Insurance	595,020	764,875	832,412
Retirement	349,156	393,410	438,672
Worker's Compensation Insurance	103,481	130,000	136,500
Other Personnel Expense	<u>33,535</u>	<u>37,500</u>	<u>42,500</u>
Total Personnel Expense	<u>\$ 4,860,601</u>	<u>\$ 5,586,988</u>	<u>\$ 6,200,032</u>

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	<u>FY21 Approved Budget</u>	<u>FY22 Approved Budget</u>	<u>FY20 Approved Budget</u>
<b>General Operating Expenses</b>			
Airfield and Grounds	147,300	133,200	\$ 136,200
Bank Charges	59,500	60,500	64,500
Bad Debt Expense	2,000	2,000	2,000
Business Meetings and Events	7,000	7,000	9,500
Computer Services	170,000	190,752	315,902
Computer Supplies and Software	42,450	42,950	49,650
Dues, Licenses, Publications, Training	95,480	83,985	100,255
Elevator and Escalator Services	50,000	55,000	55,000
Financial Consulting Services	64,300	65,285	76,296
Insurance - Building and Contents	119,086	144,292	180,722
Insurance - Liability	93,178	110,750	122,546
Janitorial Service and Supplies	748,181	875,328	1,128,698
Legal Services	60,000	60,000	60,000
Loading Bridge Contract and Parts	389,000	440,000	352,207
Machinery and Equipment	27,820	28,500	38,500
Marketing and Advertising	275,000	300,000	300,000
Miscellaneous Supplies	6,500	5,850	6,600
Office Services and Supplies	27,898	29,000	29,360
Parking Lot Management	431,055	570,212	621,052
Professional Services	268,000	269,000	301,000
Radio Equipment	10,216	12,204	10,000
Safety and Security	32,500	32,500	38,500
Small Tools and Equipment	11,600	11,600	12,900
Terminal / Facility Services and Supplies	212,617	263,000	286,200
Travel and Conferences	19,840	28,210	37,200
Uniforms	16,650	18,100	18,100
Utilities - Electricity	640,000	707,429	848,915
Utilities - Telephone	28,000	40,593	46,000
Utilities - Water and Sewer	216,000	212,657	244,556
Vehicles, Oil, Tires, Fuel	54,900	73,000	98,000
Total General Operating Expenses	<u>\$ 4,326,071</u>	<u>\$ 4,872,897</u>	<u>\$ 5,590,359</u>
<b>Total Operating Expenses</b>	<b><u>\$ 9,186,672</u></b>	<b><u>\$ 10,459,885</u></b>	<b><u>\$ 11,790,391</u></b>
<b>Excess Operating Revenues (Expenses) Before Settlement and Revenue Sharing</b>	<b><u>\$ 2,907,610</u></b>	<b><u>\$ 4,755,116</u></b>	<b><u>\$ 6,834,128</u></b>