



## FY2018 BUDGET PROJECTION

- ENTERPRISE FUNDS
  - NANTUCKET MEMORIAL AIRPORT



Town and County of Nantucket  
16 Broad Street  
Nantucket, MA 02554

# FY2018 Budget

Airport Enterprise Fund

# FY2017

## Airport Enterprise Fund Review

- **Mission:**
  - “The mission of the Nantucket Memorial Airport (ACK) is to provide operationally safe, economically sustainable and environmentally responsible air service to the residents, businesses and visitors to the island of Nantucket.”
- **Goals:**
  - Continue development and implementation of air service development plan.
  - Replace Island Airlines service to Hyannis.
  - Explore alternate revenue generating options and expense reduction opportunities.
  - Continue Process Improvements
  - Address deficient capital needs
- **Initiatives and Accomplishments:**
  - Held air service Focus Group and meeting with Cape Chambers
  - Increased service and larger aircraft by American, New destination (LGA) by Delta and extended season for JetBlue
  - Obtained FAA approval for Employee Housing project
  - Cape & Islands Airport Coalition formed
  - Expanded use of VEOCI software platform noise complaints, time off requests, lease management and multiple operational processes
  - Tower Rehabilitation Completed
  - Airfield Electrical Vault, Flight Information Display System/Public Address system & Interactive Employee Training system projects started

# FY2018

## Airport Enterprise Fund Overview

- **Priorities:**
  - Safety & Security
  - Quality Service Delivery
  - Financial Sustainability
  - Improved Air Service
- **Significant Changes Year-to-Year**
  - Significant reduction in fuel costs
  - Improved seasonal air service
  - Island Air Bankruptcy in December of 2015
- **Key Issues**
  - Hyannis air service & freight replacement
  - Continued Ferry Competition
  - Sustainable annual revenue base (non-aeronautical)
  - Regulatory changes – Rules & Regulations and Minimum Standards Update
  - Funding the National System – FAA Funding/State Funding

# FY2018 Budget

## Airport Enterprise Fund

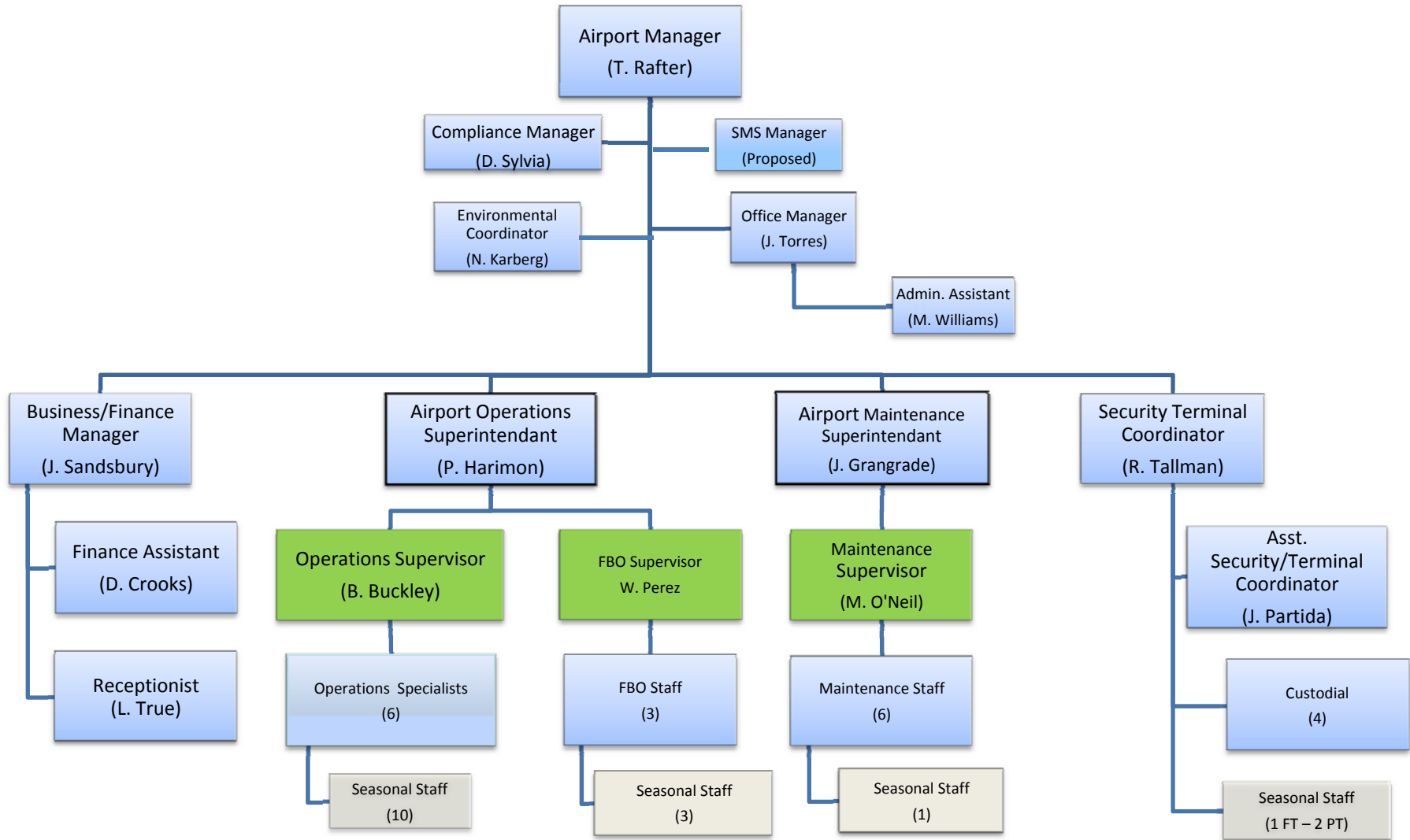
<u>SUMMARY</u>	Actual FY2014	Actual FY2015	Actual FY2016	Actual FY2017 YTD	FY2017 BUDGET	FY2018 BUDGET	\$ INC/(DEC) FY18/FY17	% INC/(DEC) FY18/FY17
Payroll-Salary	\$ 2,903,502	\$ 3,069,266	\$ 3,038,229	\$ 1,539,234	\$ 3,152,950	\$ 3,306,200	\$ 153,250	4.9%
Medicare P/R Tax Expense	42,013	44,439	44,054	22,324	45,700	47,900	\$ 2,200	4.8%
Medical Insurance	539,062	597,610	678,045	344,734	676,913	764,500	\$ 87,587	12.9%
Barnstable County Retirement	456,485	477,801	543,178	569,586	569,000	617,365	\$ 48,365	8.5%
Utilities	480,620	526,162	519,953	201,173	568,000	507,600	\$ (60,400)	(10.6%)
Airport Fuel-Since 2012 Reported in Fuel Revolver	-	-	-	-	-	-	\$ -	na
Repairs & Maintenance	262,884	377,823	353,810	150,087	457,650	535,400	\$ 77,750	17.0%
Professional Services	233,741	252,722	233,247	100,544	388,400	365,400	\$ (23,000)	(5.9%)
Police Protection Services	229,167	270,833	250,000	104,167	250,000	250,000	\$ -	-
Settlements/Personnel Contract Expense	-	-	-	-	-	-	\$ -	na
General Insurance & WC	156,366	157,533	194,135	42,374	225,900	247,200	\$ 21,300	9.4%
FBO Catering	331,295	350,682	364,306	225,880	368,000	340,000	\$ (28,000)	(7.6%)
Other Supplies	96,104	97,912	81,940	55,340	89,700	91,100	\$ 1,400	1.6%
Travel	31,462	35,069	25,314	14,694	37,700	44,300	\$ 6,600	17.5%
Debt Service	1,163,846	1,264,551	1,226,899	553,936	1,234,312	1,195,171	\$ (39,142)	(3.2%)
Indirect Costs	329,096	200,000	245,719	100,000	200,000	200,000	\$ -	-
Other	504,921	597,244	651,738	364,349	864,815	899,540	\$ 34,725	4.0%
<b>TOTAL AIRPORT</b>	<b>\$ 7,760,564</b>	<b>\$ 8,319,647</b>	<b>\$ 8,450,568</b>	<b>\$ 4,388,423</b>	<b>\$ 9,129,040</b>	<b>\$ 9,411,675</b>	<b>\$ 282,636</b>	<b>3.1%</b>

# Appendix

## Airport Enterprise Fund



## Town & County of Nantucket Organization Chart – Airport Enterprise Fund



# FY 2018 Budget Detail

Airport Enterprise Fund



# FY2018

## Airport Enterprise Fund Exceptions

**POSITIONS**

AIRPORT ADMINISTRATION SALARY*	\$	85,000
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**OPERATIONAL EXPENSES (1)**

EQUIPMENT RENTAL /FUEL TRUCK RENTAL		13,320
TRIENNIAL DRILL & SPECIAL EVENTS		11,000
MISC PURCH:OPERATIONS		16,500
FIREFIGHTER SUITS		5,000
REP&MAINT:BUILDING		51,900
REP&MAINT:AIRFIELD MAINTENCE		9,000
FUEL STORAGE FACILITY MAINT		31,000
REP&MAINT:THOMPSON HOUSE		11,000
TRANS:SECURITY		11,000
TRAVEL:TRANSPORTATION		5,600
INS PREM:AUTO & LIABILITY		18,175

(1) Non-controllable expenses such as general insurance, medical insurance, pension costs and utilities are excluded.

# FY2018

## Airport Enterprise Fund Exceptions (cont'd)

### Capital Projects

Reconstruct Apron Area 3/Replace Fence	\$	2,200,000
5 Year CIP EA/EIR Permitting	\$	450,000
ALP Update and SMS Narrative	\$	250,000
Airport Equipment and Vehicles	\$	198,000
Extension of Bag Belt	\$	200,000
Fire Suppression for Fuel Farm	\$	70,000
Fuel Farm Piping Replacement	\$	436,100
Paint and Beads & Rubber & Markings	\$	176,000
Airport Facility Upgrades	\$	52,000

(1) Non-controllable expenses such as general insurance, medical insurance, pension costs and utilities are excluded.

**TOWN OF NANTUCKET  
NANTUCKET MEMORIAL AIRPORT - ENTERPRISE FUND**

	<b>ACTUAL FY2016</b>	<b>BUDGET FY2017</b>	<b>PROPOSED BUDGET FY2018</b>
REVENUE	7,754,594	8,006,467	8,493,600
EXPENSES	8,450,568	9,129,040	9,411,675
NET EARNINGS	(695,974)	(1,122,573)	(918,075)
Transfer from Retained Earnings	828,843	1,122,573	218,075
NET EARNINGS	132,869	-	(700,000)
NET SOURCES/USES:			
Transfer from Airport Fuel Revolver	1,041,151	-	300,000
Transfer from Retained Earnings - PFC	-	-	400,000
Ending FB	1,174,020	-	-

Certified Retained Earnings as of July 1, 2016 1,620,224

<b>AVIATION FUEL REVOLVER</b>	<b>ACTUAL FY2016</b>	<b>PROJECTED FY2017</b>	<b>PROPOSED BUDGET FY2018</b>
Fuel Sales	5,300,000	4,000,000	4,000,000
Fuel Purchases	3,578,424	4,000,000	4,000,000
	-	-	-
Net Surplus (Deficit)	1,721,576	-	-
Beginning FB	1,091,151	1,771,576	1,771,576
Transfer to Airport Enterprise Fund	(1,041,151)	-	(300,000)
Ending FB	1,771,576	1,771,576	1,471,576

AIRPORT ENTERPRISE FUND  
 FY2018 BUDGET PROJECTION  
 REVENUE

ORG	OBJ	Revenue:	Actual FY2014	Actual FY2015	Actual FY2016	Actual FY2017 YTD	FY2017 BUDGET	FY2018 BUDGET	\$ INC/(DEC) FY18 / FY17 Budget	% INC/(DEC) FY18 / FY17 Budget
<b>FBO Sales Income</b>										
65482	42451	FUEL SALES	2,077,737	1,971,243	1,113,093	780,502	2,000,000	2,000,000	-	-
65482	42452	FUEL SALES - GAS & DIESEL	-	3,101	80	-	-	-	-	na
65482	43231	GEN AVIATION LANDING FEE	518,754	552,130	650,541	571,912	550,000	700,000	150,000	27.3%
65482	43232	GEN AVIATION RAMP FEES	1,218,202	1,344,062	1,689,798	1,435,607	1,350,000	1,800,000	450,000	33.3%
65482	43239	FBO SUPPLIES AND SERVICES	43,009	32,567	37,588	26,351	38,000	35,000	(3,000)	(7.9%)
65482	43704	CATERING INCOME	398,490	429,173	451,344	279,261	415,000	400,000	(15,000)	(3.6%)
		<b>Total FBO Sales:</b>	<b>4,256,193</b>	<b>4,332,275</b>	<b>3,942,442</b>	<b>3,093,632</b>	<b>4,353,000</b>	<b>4,935,000</b>	<b>582,000</b>	<b>13.4%</b>
<b>Rental Income</b>										
65482	43606	RENTAL FEES: EMP HOUSING	1,800	5,600	8,880	6,000	5,600	5,000	(600)	(10.7%)
65482	43630	RENTAL INCOME-TERMINAL	369,088	607,645	548,510	229,091	371,640	465,000	93,360	25.1%
65482	43631	RENTAL INCOME-TOWER	133,122	144,216	133,122	55,468	133,000	133,000	-	-
65482	43632	RENTAL INCOME-LAND	658,649	683,230	656,451	318,124	788,066	654,000	(134,066)	(17.0%)
65482	43633	RENTAL INCOME-HANGAR	97,304	87,052	78,337	52,715	83,500	87,000	3,500	4.2%
		<b>Totals Rentals:</b>	<b>1,259,963.30</b>	<b>1,527,743</b>	<b>1,425,300</b>	<b>661,398</b>	<b>1,381,806</b>	<b>1,344,000</b>	<b>(37,806)</b>	<b>(2.7%)</b>
<b>Fee Income</b>										
65482	43709	VIDEO CONFERENCE	-	-	100	-	-	-	-	na
65482	43705	ART SALES COMMISSION	1,000	1,870	-	1,200	1,400	-	(1,400)	(100.0%)
65482	43706	CONCESSION FEES	32,647	33,308	36,080	28,025	33,300	34,000	700	2.1%
65482	43707	AUTO RENTAL COMMISSIONS	509,199	527,843	589,904	584,049	520,000	600,000	80,000	15.4%
65482	43233	FREIGHT HANDLING FEE	63,345	57,862	64,807	46,880	91,757	75,000	(16,757)	(18.3%)
65482	43238	AIRLINE LANDING FEES	503,106	523,180	386,965	367,635	454,204	440,000	(14,204)	(3.1%)
65482	43234	RESERVED TIE DOWN FEES	49,825	53,900	49,700	16,800	48,800	49,700	900	1.8%
		<b>Total Fees:</b>	<b>1,159,122</b>	<b>1,197,964</b>	<b>1,127,556</b>	<b>1,044,589</b>	<b>1,149,461</b>	<b>1,198,700</b>	<b>49,239</b>	<b>4.3%</b>
<b>Vehicle Income</b>										
65482	43236	PARKING LOT FEES	316,027	306,203	275,950	138,920	311,000	200,000	(111,000)	(35.7%)
65482	47701	PARKING TICKETS	32,137	19,770	17,730	8,440	24,000	18,000	(6,000)	(25.0%)
65482	44518	TAXI PERMITS	19,500	22,700	27,300	1,600	25,000	25,000	-	-
		<b>Total Vehicles:</b>	<b>367,664</b>	<b>348,673</b>	<b>320,980</b>	<b>148,960</b>	<b>360,000</b>	<b>243,000</b>	<b>(117,000)</b>	<b>(32.5%)</b>
<b>Other Income</b>										
65482	43634	CUSTOMER FACILITY CHARGES	91,346	86,992	105,667	150,127	174,000	175,000	1,000	0.6%
65482	43235	ANNUAL BUSINESS ACTIVITY FEE	23,750	58,500	64,500	13,500	23,750	43,500	19,750	83.2%
65482	42401	PASSENGER FACILITY CHARGE(PFC)	-	445,036	566,828	435,062	434,050	425,000	(9,050)	(2.1%)
65482	48201	INTEREST ON INVESTMENTS	22,789	22,909	41,091	22,389	23,000	29,000	6,000	26.1%
65482	43237	FINGER PRINTING FEES	1,950	3,250	3,750	1,050	2,600	2,600	-	-
65482	43708	MISC INC	22,084	7,339	7,549	2,078	14,000	7,000	(7,000)	(50.0%)
65482	45402	FEDERAL REV - LEO	90,820	90,820	133,570	52,298	90,800	90,800	-	-
65482	48400	MISC REVENUE	233,865	101	-	-	-	-	-	na
65482	48436	INS PROCEEDS	-	-	-	-	-	-	-	na
65482	49000	REFUNDS	(65,462)	(2,350)	-	-	-	-	-	na
65482	49104	PREMIUM REVENUE ON DEBT	101,870	-	15,361	-	-	-	-	na
65482	49701	TRANSFER FROM GENERAL FUND	304,598	-	-	-	-	-	-	na
		<b>Total Other Income:</b>	<b>827,610</b>	<b>712,597</b>	<b>938,316</b>	<b>676,504</b>	<b>762,200</b>	<b>772,900</b>	<b>10,700</b>	<b>1.4%</b>
		<b>SUBTOTAL OPERATING REVENUE</b>	<b>7,870,552</b>	<b>8,119,252</b>	<b>7,754,594</b>	<b>5,625,082</b>	<b>8,006,467</b>	<b>8,493,600</b>	<b>487,133</b>	<b>6.1%</b>
		<b>TRANSFER FROM GENERAL FUND</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
		<b>TOTAL REVENUE</b>	<b>7,870,552</b>	<b>8,119,252</b>	<b>7,754,594</b>	<b>5,625,082</b>	<b>8,006,467</b>	<b>8,493,600</b>	<b>487,133</b>	<b>6.1%</b>

AIRPORT ENTERPRISE FUND  
 FY2018 BUDGET PROJECTIONS  
 EXPENDITURES

ORG	OBJ	Actual FY2014	Actual FY2015	Actual FY2016	Actual FY2017 YTD	FY2017 BUDGET	FY2018 BUDGET	\$ INC/(DEC) FY18/FY17	% INC/(DEC) FY18/FY17
65482	51100	\$ 1,115,598	\$ 1,069,422	\$ 1,057,727	\$ 526,139	\$ 1,003,400	\$ 1,107,600	\$ 104,200	10.4%
65482	51700	\$ 54,262	\$ 59,872	\$ 58,921	\$ 60,614	\$ 64,200	\$ 68,000	\$ 3,800	5.9%
65482	51122	\$ 717,075	\$ 782,913	\$ 692,759	\$ 327,931	\$ 714,724	\$ 722,324	\$ 7,600	1.1%
65482	51123	\$ 851,402	\$ 928,447	\$ 872,487	\$ 414,600	\$ 958,476	\$ 969,576	\$ 11,100	1.2%
65482	51124	\$ -	\$ 54,750	\$ 167,569	\$ 84,121	\$ 169,900	\$ 170,700	\$ 800	0.5%
65482	51200	\$ 165,165	\$ 169,351	\$ 188,767	\$ 125,828	\$ 242,250	\$ 268,000	\$ 25,750	10.6%
65482	51701	\$ 539,062	\$ 597,610	\$ 678,045	\$ 344,734	\$ 676,913	\$ 764,500	\$ 87,587	12.9%
65482	51960	\$ -	\$ 4,511	\$ -	\$ -	\$ -	\$ -	\$ -	na
65482	51961	\$ 42,013	\$ 44,439	\$ 44,054	\$ 22,324	\$ 45,700	\$ 47,900	\$ 2,200	4.8%
65482	51770	\$ 456,485	\$ 477,801	\$ 543,178	\$ 569,586	\$ 569,000	\$ 617,365	\$ 48,365	8.5%
65482	51900	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	na
<b>TOTAL PAYROLL EXPENSES</b>		<b>\$ 3,941,062</b>	<b>\$ 4,189,116</b>	<b>\$ 4,303,506</b>	<b>\$ 2,475,879</b>	<b>\$ 4,444,563</b>	<b>\$ 4,735,965</b>	<b>\$ 291,402</b>	<b>6.6%</b>
65482	52501	\$ 331,295	\$ 350,682	\$ 364,306	\$ 225,880	\$ 368,000	\$ 340,000	\$ (28,000)	(7.6%)
65482	52502	\$ 18,529	\$ 31,646	\$ 12,686	\$ 8,960	\$ 31,600	\$ 33,500	\$ 1,900	6.0%
65482	52505	\$ 82,430	\$ 89,280	\$ 89,280	\$ 56,610	\$ 99,900	\$ 113,220	\$ 13,320	13.3%
65482	55802	\$ 207,394	\$ 246,228	\$ 205,644	\$ 186,086	\$ 256,000	\$ 225,000	\$ (31,000)	(12.1%)
<b>TOTAL FBO EXPENSES</b>		<b>\$ 640,449</b>	<b>\$ 717,835</b>	<b>\$ 671,917</b>	<b>\$ 477,536</b>	<b>\$ 755,500</b>	<b>\$ 711,720</b>	<b>\$ (43,780)</b>	<b>(5.8%)</b>
65482	52429	\$ -	\$ 18,971	\$ -	\$ 9,138	\$ 1,000	\$ 12,000	\$ 11,000	1,100.0%
65482	52504	\$ 18,846	\$ 21,040	\$ 17,178	\$ 19,604	\$ 24,200	\$ 23,500	\$ (700)	(2.9%)
65482	53187	\$ -	\$ 23,742	\$ 17,430	\$ 8,151	\$ 19,200	\$ 23,500	\$ 4,300	22.4%
65482	54109	\$ -	\$ 10,594	\$ 47,739	\$ 9,171	\$ 18,000	\$ 34,500	\$ 16,500	91.7%
65482	54701	\$ -	\$ 3,476	\$ -	\$ -	\$ -	\$ 5,000	\$ 5,000	na
<b>TOTAL ARFF/OPERATIONS EXPENSES</b>		<b>\$ 18,846</b>	<b>\$ 77,823</b>	<b>\$ 82,347</b>	<b>\$ 46,064</b>	<b>\$ 62,400</b>	<b>\$ 98,500</b>	<b>\$ 36,100</b>	<b>57.9%</b>
65482	52403	\$ -	\$ 13,786	\$ 84,590	\$ 7,391	\$ 22,000	\$ 23,800	\$ 1,800	8.2%
65482	52404	\$ 111,544	\$ 185,750	\$ 77,912	\$ 74,983	\$ 178,000	\$ 229,900	\$ 51,900	29.2%
65482	52405	\$ 59,341	\$ 53,574	\$ 12,872	\$ 3,091	\$ 44,450	\$ 21,100	\$ (23,350)	(52.5%)
65482	52409	\$ 65,218	\$ 64,669	\$ 95,479	\$ 45,350	\$ 114,700	\$ 123,700	\$ 9,000	7.8%
65482	52411	\$ 10,623	\$ 17,307	\$ 16,805	\$ 9,971	\$ 21,000	\$ 22,100	\$ 1,100	5.2%
65482	52417	\$ 9,568	\$ -	\$ 8,179	\$ 2,208	\$ 11,000	\$ 10,000	\$ (1,000)	(9.1%)
65482	52419	\$ 3,623	\$ 15,085	\$ 4,736	\$ 11,787	\$ 4,700	\$ 10,600	\$ 5,900	125.5%
65482	52420	\$ 400	\$ 195	\$ 100	\$ -	\$ 300	\$ 300	\$ -	-
65482	52424	\$ 6,590	\$ 29,617	\$ 51,502	\$ 780	\$ 33,000	\$ 64,000	\$ 31,000	93.9%
65482	52430	\$ -	\$ 2,801	\$ 1,000	\$ 429	\$ 7,500	\$ 18,500	\$ 11,000	146.7%
65482	52906	\$ -	\$ 10,318	\$ 5,471	\$ 5,885	\$ 26,000	\$ 22,300	\$ (3,700)	(14.2%)
65482	52907	\$ 24,927	\$ 25,235	\$ 30,265	\$ 9,494	\$ 26,500	\$ 24,850	\$ (1,650)	(6.2%)
65482	53300	\$ 39,661	\$ 28,264	\$ 15,708	\$ 959	\$ 15,200	\$ 22,000	\$ 6,800	44.7%
65482	53303	\$ 17,041	\$ 21,987	\$ 40,587	\$ 25,219	\$ 34,000	\$ 45,000	\$ 11,000	32.4%
65482	53804	\$ 3,324	\$ 3,995	\$ 1,399	\$ 941	\$ 4,500	\$ 3,300	\$ (1,200)	(26.7%)
65482	54101	\$ 71,905	\$ 67,505	\$ 42,448	\$ 18,633	\$ 70,000	\$ 44,100	\$ (25,900)	(37.0%)
65482	54214	\$ -	\$ 10,261	\$ 8,184	\$ 13,741	\$ 10,000	\$ 10,000	\$ -	-
65482	54302	\$ 36,320	\$ 26,954	\$ 12,742	\$ 7,669	\$ 23,000	\$ 12,200	\$ (10,800)	(47.0%)
65482	54501	\$ 29,671	\$ 30,769	\$ 32,240	\$ 15,425	\$ 32,000	\$ 34,000	\$ 2,000	6.3%
<b>TOTAL SERVICE AND MAINTENANCE</b>		<b>\$ 489,756</b>	<b>\$ 608,074</b>	<b>\$ 542,219</b>	<b>\$ 253,955</b>	<b>\$ 677,850</b>	<b>\$ 741,750</b>	<b>\$ 63,900</b>	<b>9.4%</b>
65482	52101	\$ 286,172	\$ 346,825	\$ 378,151	\$ 137,666	\$ 372,000	\$ 341,000	\$ (31,000)	(8.3%)
65482	52103	\$ 57,628	\$ 47,096	\$ 23,011	\$ 5,839	\$ 48,000	\$ 43,000	\$ (5,000)	(10.4%)
65482	52104	\$ 8,810	\$ 6,402	\$ 4,400	\$ 731	\$ 7,000	\$ 7,000	\$ -	-
65482	52105	\$ 33,106	\$ 35,725	\$ 34,293	\$ 21,046	\$ 37,000	\$ 35,000	\$ (2,000)	(5.4%)
65482	52703	\$ 11,913	\$ 696	\$ 509	\$ 472	\$ 750	\$ 850	\$ 100	13.3%
65482	53100	\$ 189,741	\$ 178,752	\$ 191,847	\$ 77,944	\$ 347,000	\$ 322,000	\$ (25,000)	(7.2%)
65482	53103	\$ 7,970	\$ 56	\$ 8,056	\$ 3,253	\$ 4,000	\$ 9,900	\$ 5,900	147.5%
65482	53157	\$ 229,167	\$ 270,833	\$ 250,000	\$ 104,167	\$ 250,000	\$ 250,000	\$ -	-
65482	53159	\$ -	\$ 3,856	\$ 2,631	\$ -	\$ 2,500	\$ 2,700	\$ 200	8.0%
65482	53165	\$ -	\$ 8,370	\$ -	\$ 2,800	\$ -	\$ 2,000	\$ 2,000	na

AIRPORT ENTERPRISE FUND  
 FY2018 BUDGET PROJECTIONS  
 EXPENDITURES

ORG	OBJ		Actual FY2014	Actual FY2015	Actual FY2016	Actual FY2017 YTD	FY2017 BUDGET	FY2018 BUDGET	\$ INC/(DEC) FY18/FY17	% INC/(DEC) FY18/FY17
65482	53175	PROF SVCS: FLIGHT PLANNING (PASSUR)	\$ 44,000	\$ 50,600	\$ 26,400	\$ 19,800	\$ 26,400	\$ 26,400	\$ -	-
65482	53176	NOISE FLIGHT TRACKING SOFTWARE (EXCELIS)	\$ -	\$ 15,000	\$ 15,000	\$ -	\$ 15,000	\$ 15,000	\$ -	-
65482	53401	COMM:TELEPHONE	\$ 22,999	\$ 22,610	\$ 37,649	\$ 17,258	\$ 34,000	\$ 37,500	\$ 3,500	10.3%
65482	53402	COMM:POSTAGE	\$ 3,396	\$ 2,219	\$ 4,386	\$ 626	\$ 3,300	\$ 4,000	\$ 700	21.2%
65482	53403	COMM: AIRPORT	\$ 18,020	\$ 15,657	\$ 17,490	\$ 6,896	\$ 17,000	\$ 16,300	\$ (700)	(4.1%)
65482	53803	OTHER:LICENSES & TAXES	\$ 1,270	\$ 525	\$ 1,159	\$ 400	\$ 1,545	\$ 1,800	\$ 255	16.5%
65482	54201	OFFICE SUPPLIES	\$ 26,490	\$ 14,842	\$ 24,038	\$ 6,718	\$ 20,000	\$ 24,300	\$ 4,300	21.5%
65482	54202	OFFICE:EQUIPMENT	\$ 4,432	\$ 10,687	\$ 1,723	\$ 989	\$ 2,700	\$ 2,500	\$ (200)	(7.4%)
65482	54213	RENT/LEASE:OFFICE EQUIPMENT	\$ -	\$ 15,689	\$ 15,030	\$ 6,375	\$ 16,000	\$ 15,700	\$ (300)	(1.9%)
65482	55101	BOOKS/SUBSCRIPTIONS	\$ 4,466	\$ 3,165	\$ 3,633	\$ 1,575	\$ 4,000	\$ 4,100	\$ 100	2.5%
65482	55102	MEMBERSHIPS & DUES	\$ 4,742	\$ 10,133	\$ 8,437	\$ 7,692	\$ 11,000	\$ 8,400	\$ (2,600)	(23.6%)
65482	57101	TRAVEL:HOTEL/LODGING	\$ 17,261	\$ 9,205	\$ 5,976	\$ 2,975	\$ 11,000	\$ 9,500	\$ (1,500)	(13.6%)
65482	57102	TRAVEL:TRANSPORTATION	\$ 978	\$ 20,300	\$ 14,289	\$ 8,432	\$ 20,700	\$ 26,300	\$ 5,600	27.1%
65482	57103	TRAVEL:SEMINARS/CONFERENCES - GENERAL	\$ 7,061	\$ 3,802	\$ 4,024	\$ 2,450	\$ 4,500	\$ 5,300	\$ 800	17.8%
65482	57201	TRAVEL:MEALS & ENTERTAINMENT	\$ 6,162	\$ 1,761	\$ 1,025	\$ 837	\$ 1,500	\$ 3,200	\$ 1,700	113.3%
65482	57802	OTHER:PROF DEVELOPMENT	\$ 20,871	\$ 9,909	\$ 2,128	\$ 1,740	\$ 11,000	\$ 7,000	\$ (4,000)	(36.4%)
65482	57803	OTHER:BANK CHARGES	\$ (8,300)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	na
<b>TOTAL ADMINISTRATIVE EXPENSES</b>			<b>\$ 998,355</b>	<b>\$ 1,104,714</b>	<b>\$ 1,075,287</b>	<b>\$ 438,680</b>	<b>\$ 1,267,895</b>	<b>\$ 1,220,750</b>	<b>\$ (47,145)</b>	<b>(3.7%)</b>
65482	57401	INS PREM:AUTO & LIABILITY	\$ 156,366	\$ 146,447	\$ 188,982	\$ 42,374	\$ 213,400	\$ 231,575	\$ 18,175	8.5%
65482	57502	INS: WORKMANS COMP	\$ -	\$ 11,086	\$ 5,153	\$ -	\$ 12,500	\$ 15,625	\$ 3,125	25.0%
65482	59101	DEBT SERV:PRINCIPAL	\$ 765,000	\$ 834,000	\$ 820,000	\$ 319,000	\$ 839,000	\$ 818,000	\$ (21,000)	(2.5%)
65482	59102	DEBT SERVICE INTEREST	\$ 398,846	\$ 420,569	\$ 406,899	\$ 196,474	\$ 385,312	\$ 367,171	\$ (18,142)	(4.7%)
65482	59103	ISSUE EXPENSE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	na
65482	59105	DEBT SERVICE BAN INTEREST	\$ -	\$ 9,982	\$ -	\$ 38,462	\$ 10,000	\$ 10,000	\$ -	-
65482	59104	DEBT SERVICE BAN PRINCIPAL	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	na
65482	59000	DEBT SERVICE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	na
65482	56202	RETIREMENT-SHOWN PROPERLY IN PAYROLL EXPENSES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	na
65482	57407	INSURANCE CLAIM	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	na
65482	57600	PERSONNEL CONTRACT EXPENSE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	na
65482	59501	INDIRECTS	\$ 329,096	\$ 200,000	\$ 245,719	\$ 100,000	\$ 200,000	\$ 200,000	\$ -	-
65482	58999	FINCOM TRANSFER EXPENSE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	na
65482	92004	UNPAID BILLS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	na
65482	57601	SETTLEMENTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	na
65482	59250	INTEREST: GENERAL	\$ 22,788	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	na
65482	59991	REPAYMENT TO GENERAL FUND	\$ -	\$ -	\$ 108,538	\$ -	\$ 235,620	\$ 235,620	\$ -	-
65482	59999	CONTINGNCY RESERVE-EXPENSE	\$ -	\$ -	\$ -	\$ -	\$ 25,000	\$ 25,000	\$ -	-
<b>TOTAL OTHER EXPENSES</b>			<b>\$ 1,672,096</b>	<b>\$ 1,622,084</b>	<b>\$ 1,775,290</b>	<b>\$ 696,310</b>	<b>\$ 1,920,832</b>	<b>\$ 1,902,991</b>	<b>\$ (17,842)</b>	<b>(0.9%)</b>
<b>Total Other Expenses:</b>			<b>\$ 3,819,502</b>	<b>\$ 4,130,531</b>	<b>\$ 4,147,061</b>	<b>\$ 1,912,544</b>	<b>\$ 4,684,477</b>	<b>\$ 4,675,711</b>	<b>\$ (8,767)</b>	<b>(0.2%)</b>
<b>TOTAL EXPENSES</b>			<b>\$ 7,760,564</b>	<b>\$ 8,319,647</b>	<b>\$ 8,450,568</b>	<b>\$ 4,388,423</b>	<b>\$ 9,129,040</b>	<b>\$ 9,411,675</b>	<b>\$ 282,636</b>	<b>3.1%</b>
<b>TOTAL REVENUES (Includes GF Subsidy)</b>										

**Estimated Use of retained Earnings\***

\* Salary line items for Administration, Operations and Maintenance include Vacation, Sick Time, Personal time, Overtime, Shift Differentials, Holiday and Holiday Worked.

### FY 2018 Personnel Spreadsheet

**Nantucket Memorial Airport Enterprise Fund**

**Number of Positions in Department**

**ORG: 65482**

Full-time	34
Part-time	0
Seasonal	21
Temporary	0
Vacancies	0
New Positions Requested	1

**TOTAL OF ALL POSITIONS** **53**

Name, Position	Job Code	Avg Hours Per Week	Class & Step as of 6/30/17 (e.g., B -Step 3)	FY2018 Step Increase Date	FY2018 Projected Salary	Longevity Pay	Other	Total by Employee
RAFTER, T. - AIRPORT MANAGER	AI01	40.00	CONTRACT	6/4/2018	159,300	3,200	-	162,500
SANDBURY, J. - BUSINESS FINANCE MANAGER	AI04	40.00	NON-UNION	5/6/2018	87,400	-	-	87,400
CROOKS, D. - ADMINISTRATION ASSISTANT	AI22	40.00	NON-UNION	11/15/2017	97,800	3,900	-	101,700
ALLEN, M. - FBO CLERK	AI06	40.00	UNION	11/30/2017	44,800	-	-	44,800
HEINTZ, L. - OPERATIONS OFFICE CLERK	AI29	40.00	UNION	12/7/2017	77,200	3,100	-	80,300
JOHNSON, C. - OPERATIONS OFFICE CLERK	AI29	40.00	UNION	4/10/2018	47,600	-	-	47,600
TRUE, L. - OPERATIONS OFFICE CLERK	AI29	40.00	UNION	5/6/2018	48,900	-	-	48,900
WILLIAMS, M. - OPERATIONS OFFICE CLERK	AI25	40.00	NON-UNION	7/7/2017	53,500	-	-	53,500
SYLVIA, D. - ASST. AIRFIELD SUPERVISOR	AI24	40.00	NON-UNION	1/3/2018	117,400	5,900	-	123,300
TORRES, J. - OFFICE ADMINISTRATION	AI20	40.00	NON-UNION	8/3/2017	105,900	3,200	-	109,100
KARBERG, N. - ENVIRONMENTAL	AI28	40.00	NON-UNION	2/11/2018	87,400	1,700	-	89,100
PEREZ, W. - FBO SUPERVISOR	AI29	40.00	SUPR-5	9/3/2017	63,200	-	-	63,200
SMS MANAGER/COORDINATOR		40.00	NON-UNION		85,000	-	-	85,000
VISITOR SERVICES - SUMMER AIDES			NON-UNION		5,400			5,400
PARTIDA, J. - OFFICE ASST. TO TERM	AI21	40.00	NON-UNION	10/2/2017	65,300	2,000	-	67,300
TALLMAN, R. - TERMINAL COORDINATOR	AI26	40.00	NON-UNION	5/6/2018	105,400	4,200	-	109,600
FALCONER, A. - OPERATIONS	AI30	40.00	OPS-1	1/14/2018	68,700	-	-	68,700
MOONEY, T. - OPERATIONS	AI30	40.00	OPS-5	5/9/2018	75,100	2,300	1,411	78,811
WELLINGTON, F. - OPERATIONS	AI30	40.00	OPS-5	7/22/2017	77,200	2,300	1,356	80,856
NELSON, S. - OPERATIONS	AI30	40.00	OPS-1	6/9/2018	61,100	-	972	62,072
SPENCE, N. - OPERATIONS	AI30	40.00	OPS-2	7/1/2017	58,700	-	-	58,700
HARIMON, P. - OPS SUPERINTENDENT	AI33	40.00	SUPR-5	9/21/2017	100,600	3,000	3,851	107,451
BUCKLEY, B. - OPERATIONS SUPV	AI32	40.00	SUPR-5	5/22/2018	88,700	3,500	1,634	93,834
SPENCE, D. - OPERATIONS	AI30	40.00	OPS-1	12/9/2017	57,000	-	-	57,000
LIBURD, L. - MAINTENANCE	AI40	40.00	M1-5	2/27/2018	74,600	3,000	-	77,600

GRANGRADE, J. - MAINT SUPERINTENDENT	AI40	40.00	M1-5	8/2/2017	97,700	4,900	1,634	104,234
ALLEN, G. - MAINTENANCE	AI40	40.00	M1-5	4/18/2018	80,400	3,200	-	83,600
O'NEIL, M. - MAINTENANCE SUPERVISOR	AI40	40.00	M3-5	9/8/2017	86,000	3,400	1,439	90,839
PINEDA, N. - MAINTENANCE	AI40	40.00	M1-5	10/2/2017	72,500	2,200	-	74,700
HOLDGATE, R. - MAINTENANCE	AI40	40.00	M3-5	6/11/2018	78,000	3,100	-	81,100
EDWARDS, B. - MAINTENANCE	AI40	40.00	M1-0	12/9/2017	48,500	-	-	48,500
AGUIAR, M. - MAINTENANCE	AI40	40.00	M1-0	10/6/2017	69,400	-	-	69,400
FOWLER, P. - MAINTENANCE	AI40	40.00	M1-5	4/10/2018	76,200	3,000	1,403	80,603
MUHLER, T. - MAINTENANCE	AI40	40.00	M1-5	1/6/2018	74,600	3,700	-	78,300
DUGAN, J. - MAINTENANCE	AI40	40.00	M1-3	9/9/2017	66,800	-	-	66,800
RAY, L. - MAINTENANCE	AI40	40.00	M1-5	4/15/2018	78,900	3,200	-	82,100
SEASONAL (19 POSITIONS)	SEAS	15-20 WKS @ 40HRS	TOWN WARRANT	7/1/2017	252,000	-	-	252,000

Total Prorated Salary (Administration) ( <b>Munis 51100</b> )	\$ 1,080,800
Total Prorated Salary (Security)	\$ 170,700
Total Prorated Salary (Operations)	\$ 587,100
Total Prorated Salary (Maintenance)	\$ 903,600
Total Prorated Salary (Seasonal)	\$ 252,000
Total Longevity ( <b>Munis 51700</b> )	\$ 68,000
Total Education ( <b>Munis 51600</b> )	\$ -
Total Certification Pay (Operations) ( <b>Munis 515xx</b> )	\$ 9,224
Total Certification Pay (Maintenance) ( <b>Munis 515xx</b> )	\$ 4,476
Total Holiday Worked Pay (Admin/FBO) ( <b>Munis 518xx</b> )	\$ 3,300
Total Holiday Worked Pay (Operations) ( <b>Munis 518xx</b> )	\$ 26,000
Total Holiday Worked Pay (Maintenance) ( <b>Munis 518xx</b> )	\$ 12,500
Shift Differential (Admin/FBO) ( <b>Munis 514xx</b> )	\$ 3,500
Shift Differential (Operations) ( <b>Munis 514xx</b> )	\$ 15,000
Shift Differential (Maintenance) ( <b>Munis 514xx</b> )	\$ 4,000
Overtime (enter on <b>Munis 513xx</b> )	\$ 20,000
Overtime Operations (enter on <b>Munis 513xx</b> )	\$ 85,000
Overtime Maintenance (enter on <b>Munis 513xx</b> )	\$ 45,000
Overtime Seasonal (enter on <b>Munis 513xx</b> )	\$ 16,000
Contractual Obligation	\$ -
Promotional Increase	\$ -
<b>Subtotal</b>	<b>\$ 3,306,200</b>
Medicare (enter on <b>Munis 51961</b> )	\$ 47,900
Health Insurance	\$ 764,500
BCRS Retirement	\$ 617,365
<b>Total</b>	<b>\$ 4,735,965</b>



Purpose	Issue Date	** Payments FY2017	** Payments FY2018	** Payments FY2019	** Payments FY2020	** Payments FY2021	** Payments FY2022	** Payments FY2023	** Payments FY2024	** Payments FY2025	** Payments FY2026	** Payments FY2027
<b>AIRPORT ENTERPRISE</b>												
IMPROVEMENTS AND PROTECTION	2/15/2008	77,438										
TERMINAL	2/25/2011	300,569	301,669	301,944	297,744	302,144	299,644	301,894	300,294	298,494	301,494	298,863
PARKING LOT	2/25/2011	44,406	43,506	42,456	46,556	45,156	43,406	46,656	45,056	43,456	46,856	
REMODEL OF HANGARS	6/7/2012	13,550	13,050	7,675	7,450	7,225	6,975	6,725	6,475	6,225	6,025	5,875
RAZE & REMOVE ANNEX	6/7/2012	23,175	22,425	21,675	21,000	20,325	19,575	18,825	18,075	12,450	12,050	11,750
LANDSCAPE FENCE	6/7/2012	24,188	23,438	22,688	22,013	21,338	20,588	19,838	19,088	18,338	17,738	17,288
ADMINISTRATION BUILDING	6/7/2012	122,625	118,875	115,125	111,750	108,375	104,625	100,875	97,125	93,375	90,375	88,125
RAMP LIGHTS	6/7/2012	32,700	31,700	30,700	29,800	28,900	27,900	26,900	25,900	24,900	24,100	23,500
RAMP ELECTRIFICATION	6/7/2012	15,400	14,900	14,400	13,950	13,500	13,000	12,500	12,000	11,500	11,100	5,875
PARKING LOT	6/6/2013	44,600	38,850	38,150	37,450	36,750	36,050	35,350				
RW 33	6/6/2013	11,300	11,100	10,900	10,700	10,500	10,300	10,100				
RAMP	6/6/2013	44,700	43,900	38,150	37,450	36,750	36,050	35,350				
RUNWAY	6/6/2013	50,850	49,950	49,050	48,150	47,250	46,350	45,450				
ADMINISTRATION BUILDING	6/5/2014	230,100	227,100	224,100	219,600	215,100	210,600	206,100	201,600	197,100	192,600	188,100
RUNWAY RESURFACING	6/5/2014	5,200	5,100									
AIRPORT VEHICLES 1	6/5/2014	96,300	94,500	92,700								
AIRPORT VEHICLES 2	6/5/2014	37,200	31,500	30,900								
TAXIWAY DELTA WIDENING	6/5/2014	5,200	5,100									
ENVIRONMENTAL STEWARDSHIP	10/22/2015	44,811	37,625	36,575	35,525	-						
AIR VEHCLRE REPLACE 144K 11'16 I	11/9/2016	-	54,658	52,300	45,900	-	-	-	-	-	-	-
AIR LOADER 58K 11'16 I	11/9/2016	-	16,224	11,600	11,300	6,050	5,875	5,625	5,375	5,125	-	-
<b>TOTAL AIRPORT FUND</b>		<b>1,224,311</b>	<b>1,185,170</b>	<b>1,141,088</b>	<b>996,338</b>	<b>899,363</b>	<b>880,938</b>	<b>872,188</b>	<b>730,988</b>	<b>710,963</b>	<b>702,338</b>	<b>639,375</b>

** Payments FY2028	** Payments FY2029	** Payments FY2030	** Payments FY2031	** Payments FY2032	** Payments FY2033	** Payments FY2034	** Payments FY2035	** Payments FY2036	** Payments FY2037	** Payments FY2038	** Payments FY2039	** Payments FY2040
300,788	302,038	302,588	297,688	302,281	301,181	299,306	301,956	298,894				
5,725	5,572	5,416	5,253	5,084								
11,450	11,144	10,831	10,506	10,169								
16,838	16,378	15,909	15,422	5,084								
85,875	83,578	81,234	78,797	76,266								
22,900	22,288	21,663	21,013	20,338								
5,725	5,572	5,416	5,253	5,084								
183,600	179,100	174,600	170,100	165,075	160,050	155,025						
-	-	-	-	-	-	-	-	-				
-	-	-	-	-	-	-	-	-				
<b>632,900</b>	<b>625,669</b>	<b>617,656</b>	<b>604,031</b>	<b>589,381</b>	<b>461,231</b>	<b>454,331</b>	<b>301,956</b>	<b>298,894</b>	-	-	-	-