



Mr. Jerry Sansom, Chairman
Mr. Milo Zonka, Vice Chairman
Mr. John Craig, Treasurer
Mr. Harry Carswell, Secretary
Mr. Al Elebash
Mr. Roger Molitor
Mr. Donn Mount

355 Golden Knights Blvd. → Titusville, Florida 32780
321.267.8780 → fax: 321.383.4284 → mpowell@flairport.com

AGENDA
SECOND PUBLIC BUDGET HEARING
SEPTEMBER 29, 2019 at 5:01 p.m.

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*** NOTE TO ALL PUBLIC ATTENDEES:**

The public may speak on any item on the agenda. Should someone wish to address the Airport Authority Board on a specific item, there will be request cards located on the wall adjacent to the public seating area. Be advised that these cards must be completed and presented to the Executive Secretary prior to the item being heard. Your comments will be addressed prior to the Board's discussion and you will have 5 minutes to address the Board. Thank you for your attention.

Salute to Flag - Pledge of Allegiance.

I. CONSIDERATION OF THE PROPOSED 2019-2020 FISCAL YEAR BUDGET

II. ADJOURNMENT

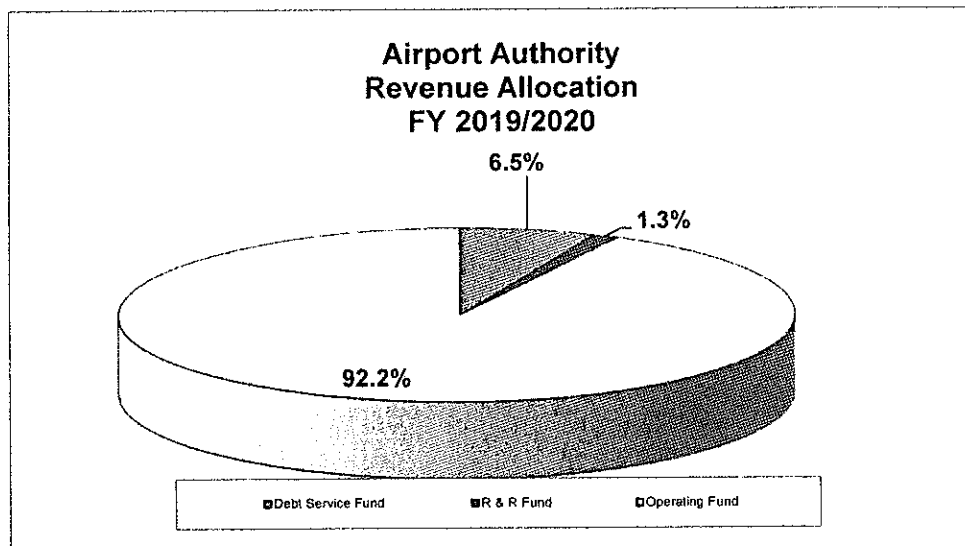
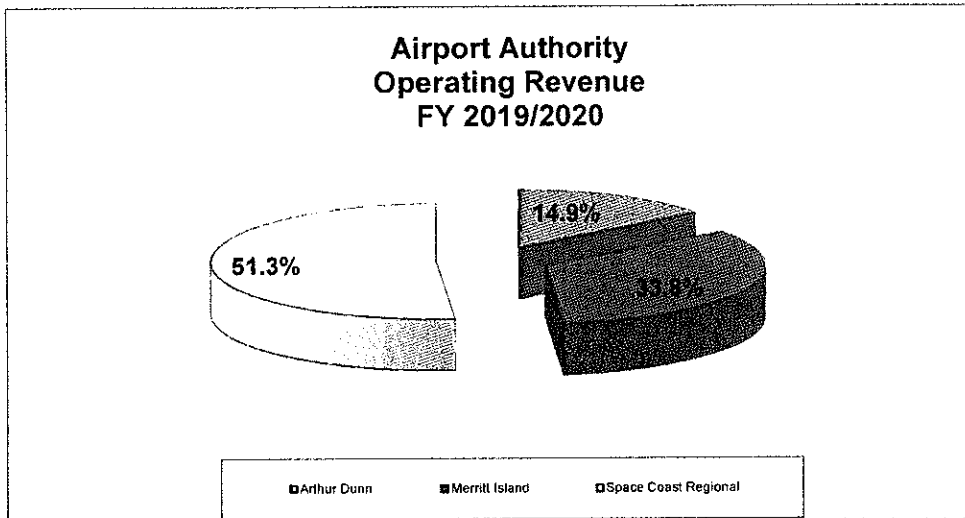
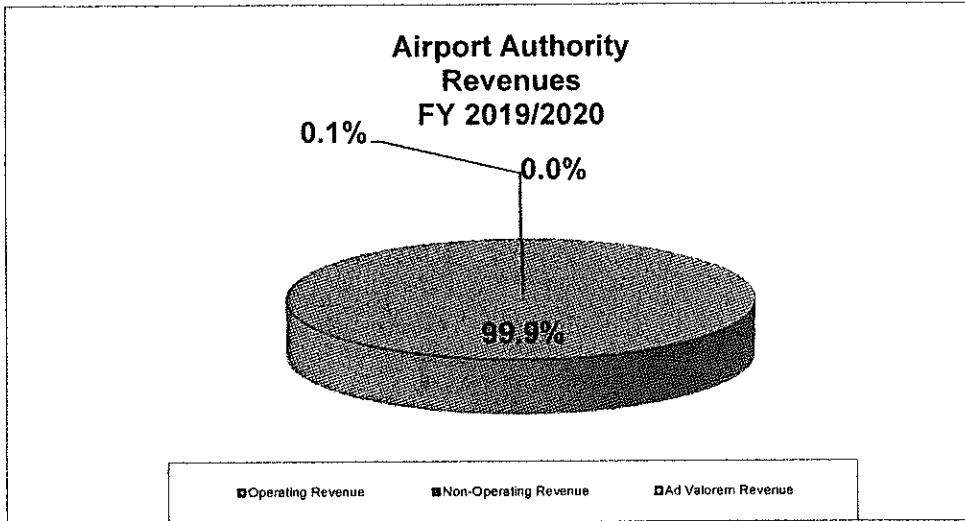
Respectfully submitted,

Michael D. Powell, C.M., ACE
Chief Executive Officer

Jerry Sansom
Chairman

**TITUSVILLE-COCOA AIRPORT AUTHORITY
PROPOSED BUDGET SUMMARY
FISCAL YEAR 2019/2020**

	<u>Arthur Dunn</u>	<u>Merritt Island</u>	<u>Space Coast</u>	<u>Total</u>
Operating Revenue				
T'Hangars	\$ 180,285	\$ 644,000	\$ 347,511	\$ 1,171,796
Service Centers	78,553	47,673	321,675	447,901
Building Leases	77,774	189,999	556,337	824,110
Land Leases	20,159	18,184	144,348	182,691
Other Leases	<u>39,840</u>	<u>3,953</u>	<u>335</u>	<u>44,128</u>
Total Operating Revenue	<u>\$ 396,610</u>	<u>\$ 903,808</u>	<u>\$ 1,370,205</u>	<u>\$ 2,670,623</u>
Non-Operating Revenue				<u>\$2,500</u>
Requested Ad Valorem Taxing Authority				\$0
Total Revenue Budget				<u><u>\$ 2,673,123</u></u>
Transfer to Other Funds				
Debt Service Fund				\$ 174,445
Renewal and Replacement Fund				35,000
Operating Fund				<u>2,463,678</u>
Total				<u><u>\$ 2,673,123</u></u>



TITUSVILLE-COCOA AIRPORT AUTHORITY
REVENUE ANALYSIS FOR FISCAL YEAR 2019 / 2020

<u>Revenue Sources</u>	<u>Budget FY 2018-19</u>	<u>Proposed Budget FY 2019-20</u>	<u>Difference in Budget FY 2018-19 to FY 2019-20</u>	<u>Percentage Change</u>	<u>NOTES</u>
T-Hangars					
Arthur Dunn					
T-7	31,095	31,717	622	2.0%	
T-9	20,730	21,145	415	2.0%	
T-8	24,185	24,669	484	2.0%	
T-1	31,095	31,717	622	2.0%	
T-2	35,093	35,795	702	2.0%	
T-3	34,550	35,241	691	2.0%	
Subtotal with Vacancy Rate	176,750	180,285	3,535	2.0%	
Merritt Island					
T-1	61,450	62,679	1,229	2.0%	
T-2	38,263	39,028	765	2.0%	
T-3	36,354	37,081	727	2.0%	
T-4	56,723	57,957	1,234	2.0%	
T-5	49,249	50,234	985	2.0%	
T-6	35,121	35,824	703	2.0%	
T-8	35,120	35,823	702	2.0%	
T-9	58,947	60,126	1,179	2.0%	
T-7	48,591	49,563	972	2.0%	
T-11	29,121	29,704	582	2.0%	
Port-a-Port	19,867	0	(19,867)		* Replaced with New
NEW Box Hangars					* New
T-12	50,962	57,727	57,727	2.0%	
T-10	30,355	30,962	1,019	2.0%	
T-14	44,422	45,310	607	2.0%	
Subtotal with Vacancy Rate	589,839	644,000	49,453	2.0%	
Space Coast Regional					
T-9	44,209	45,093	884	2.0%	
T-5	34,982	35,682	700	2.0%	
T-4	38,869	39,647	777	2.0%	
T-3	38,869	39,647	777	2.0%	
T-2	38,869	39,647	777	2.0%	
T-8	40,720	41,535	814	2.0%	
T-7	44,792	45,688	896	2.0%	
T-10	52,802	53,858	1,056	2.0%	
Port-a-Port	6,584	6,715	132	2.0%	
Subtotal with Vacancy Rate	344,511	347,511	6,814	2.0%	
Total T-Hangars	1,111,100	1,171,795	59,802	5.4%	

TITUSVILLE-COCOA AIRPORT AUTHORITY
REVENUE ANALYSIS FOR FISCAL YEAR 2019 / 2020

<u>Revenue Sources</u>	Budget FY 2018-19	Proposed Budget FY 2019-20	Difference in Budget FY 2018-19 to FY 2019-20	Percentage Change	NOTES
Service Centers					
Arthur Dunn					
Bldgs. 9, 10, & 24	76,130	77,653	1,523	2.0%	
Fuel Flowage Fee	900	900	-	0.0%	* Fuel Flowage
Subtotal	77,030	78,553	1,523	2.0%	
Merritt Island					
Bldg. 25	39,875	40,673	798	2.0%	
Fuel Flowage Fee	7,000	7,000	-	0.0%	* Fuel Flowage
Subtotal	46,875	47,673	798	2.0%	
Space Coast Regional					
Bldg. 52 (SCJC)	52,825	53,875	1,050	2.0%	
Fuel Flowage Fee	7,200	7,200	-	0.0%	* Fuel Flowage
Bldg. 29 (USATS)	196,444	200,372	3,928	2.0%	
Bldg. 1	48,262	49,227	965	2.0%	
Fuel Flowage Fee	11,000	11,000	-	0.0%	* Fuel Flowage
Subtotal	315,842	321,675	5,944	2.0%	
Total Service Centers					
	439,793	447,900	8,265	2.0%	
Building Leases					
Arthur Dunn					
Bldg. 20 Driving Range	24,875	25,373	498	2.0%	
Bldg. 11	502	512	10	2.0%	
Bldg. (Parks & Rec)	8,434	8,602	168	2.0%	
Bldg (385 Singleton)	26,907	27,445	538	2.0%	
Skydive	8,747	8,921	175	2.0%	
T-Hangar Offices	6,784	6,920	136	2.0%	
Subtotal	76,249	77,774	1,525	2.0%	
Merritt Island					
Bldg. 2	13,413	13,682	268	2.0%	
Bldg. 4	13,800	14,076	276	2.0%	
Bldg. 5	5,971	6,091	119	2.0%	
Bldg. 21/22	15,480	15,790	310	2.0%	
T-Hangar Offices	12,608	12,860	252	2.0%	
Airport Storage	125,000	127,500	2,500	2.0%	
Subtotal	185,520	189,999	3,726	2.0%	

TITUSVILLE-COCOA AIRPORT AUTHORITY
REVENUE ANALYSIS FOR FISCAL YEAR 2019 / 2020

<u>Revenue Sources</u>	<u>Budget FY 2018-19</u>	<u>Proposed Budget FY 2019-20</u>	<u>Difference In Budget FY 2018-19 to FY 2019-20</u>	<u>Percentage Change</u>	<u>NOTES</u>
Space Coast Regional					
Bldgs. 40 & 41 (Shellair)	75,860	75,860	-	0.0%	* Appraised Rate, No CPI
Bldg. 51 (Global Aviation)	30,000	30,000	-	0.0%	
Bldg. 9 (Comp Air)	63,982	65,262	1,280	2.0%	
Bldg 27 (Spaceport)	21,142	21,573	431	2.0%	
Bldg. 43 (MAG Aerospace)	83,456	85,125	1,669	2.0%	
Bldg 60 (6995 Tico Road)	50,764	51,800	1,036	2.0%	
Bldg 5 (MAG Aerospace hangar)	129,635	132,228	2,593	2.0%	
Admin - Suite 3 (Vacant)	20,621	20,967	346	1.7%	* CAM fee \$300/month
Admin - Suite 2 (Vacant)	27,458	27,935	477	1.7%	* CAM fee \$275/month
Admin - Suite 4 (FBO - USATS)	37,650	38,397	747	2.0%	
T-Hangar Offices	7,048	7,189	141	2.0%	
Subtotal	542,965	556,337	8,721	1.6%	
Total Building Leases	804,246	824,109	13,971	1.7%	
Land Leases					
Arthur Dunn					
City of Titusville	3,978	4,057	80	2.0%	
Shellair (T-Hangars)	15,786	16,102	316	2.0%	
Subtotal	19,764	20,159	395	2.0%	
Merritt Island					
Space Coast Aviation	6,835	6,972	137	2.0%	
Voyager	6,768	6,901	133	2.0%	
Servant Air Ministries	4,227	4,311	84	2.0%	
Subtotal	17,830	18,184	354	2.0%	
Space Coast Regional					
PAA Development	30,928	30,928	0	0.0%	* Appraised Rate, No CPI
Runway Wind Profiler	1,071	1,092	21	2.0%	
Air America Foundation (VAC)	2,463	2,511	48	2.0%	
Shellair (T-Hangars)	7,917	8,075	158	2.0%	
USATS Land Lease	99,707	101,742	2,035	2.0%	
Subtotal	142,085	144,348	2,263	1.6%	
Total Land Leases	179,679	182,691	3,012	1.7%	

TITUSVILLE-COCOA AIRPORT AUTHORITY
REVENUE ANALYSIS FOR FISCAL YEAR 2019 / 2020

Revenue Sources Other Leases	Budget FY 2018-19	Proposed Budget FY 2019-20	Difference In Budget FY 2018-19 to FY 2019-20	Percentage Change	NOTES
Arthur Dunn Houses					
925 N. Singleton Ave.	9,600	9,600	-	0.0%	* Condition
115 N Williams Ave.	0	0	-	0.0%	
965 Luna Terrace	0	0	-	0.0%	
712 Old Dixie Ave.	0	0	-	0.0%	
901 N. Singleton Ave.	0	0	-	0.0%	
Sheltair Investment Fee	30,240	30,240	-	0.0%	
Subtotal	39,840	39,840	-	0.0%	
Merritt Island Aerial Sign North (Banner Towing)	3,876	3,953	77	2.0%	
Subtotal	3,876	3,953	77	2.0%	
Space Coast Regional Webb Honey	113	335	222.44		Added 2nd Space
Subtotal	113	335	222.44		
Total Other Leases	43,829	44,128	300	0.7%	
Total Operating Revenue					
Arthur Dunn	389,145	396,610	7,465	1.9%	
Merritt Island	843,901	903,808	59,907	7.1%	
Space Coast Regional	1,345,516	1,370,205	24,689	1.8%	
Total Operating Revenue	2,578,562	2,670,623	92,061	3.6%	
Interest & Misc Income	2,500	2,500	-	0.0%	
Total Revenue	2,581,062	2,673,123	92,061	3.6%	

TITUSVILLE-COCOA AIRPORT AUTHORITY
 PROPOSED OPERATING BUDGET
 FY 2019 / 2020

Account Description	Budget FY 2018 / 2019	Proposed Budget FY 2019 / 2020	Difference	Percentage Change +/-
PERSONNEL SERVICES				
Regular Salaries	813,006	759,586	(53,420)	-6.6%
Payroll Taxes	62,195	58,108	(4,087)	-6.6%
Workmans Comp Insurance	26,000	20,000	(6,000)	-23.1%
Allocated Benefits	275,980	241,969	(34,011)	-12.3%
Retirement	107,677	103,001	(4,675)	-4.3%
Insurance	165,303	135,968	(29,335)	-17.7%
Education	3,000	3,000	0	0.0%
TOTAL PERSONNEL SERVICES	1,177,181	1,079,663	(131,529)	-11.2%
OPERATING EXPENSES/CAPITAL OUTLAY				
Professional Services				
Appraisals (last performed in 2015)	-	25,000	-	#DIV/0!
Land/Building Appraisals	-	25,000	-	#DIV/0!
General Consultant	10,000	10,000	-	0.0%
Architectural & Engineering Design	10,000	10,000	-	0.0%
Legal Fees	50,000	55,000	5,000	10.0%
Attorney Fees	50,000	55,000	5,000	10.0%
Accounting and Auditing				
Annual Audit (GPA)	34,000	34,000	-	0.0%
Payroll Company (Paychex)	-	28,000	(6,000)	-17.6%
Misc Accounting Fees	-	5,200	5,200	#DIV/0!
Other Contractual Services				
Temporary Help	-	800	800	#DIV/0!
Temp Service	-	0	-	-
Federal Consulting Services	-	0	-	-
Legislative Services	-	0	-	-
Computer Technical Support	3,000	3,000	-	0.0%
Tech Support	7,000	7,000	-	0.0%
Janitorial Services	7,000	7,000	-	0.0%
Cleaning Services	7,000	7,000	-	0.0%
Other Contractual Services	2,000	1,500	(500)	-25.0%
Landscaping	1,000	1,000	-	-
New Employee Testing & Evaluation	1,000	500	-	-
Travel and Training				
Travel & Per Diem	7,500	6,000	(1,500)	-20.0%
Aviation Related Mtgs and Conferences	7,500	6,000	(1,500)	-20.0%
Training & Education	6,000	12,000	6,000	100.0%
Employee Training	6,000	6,000	-	0.0%
Employee Development	6,000	6,000	-	0.0%
Communications and Freight				
Telecommunications	28,150	31,950	3,800	13.5%
Telephone	7,150	12,000	4,850	68.1%
Cellular Phones	7,500	7,000	(500)	-6.7%
Cable	1,500	950	(550)	-36.7%

**TITUSVILLE-COCOA AIRPORT AUTHORITY
PROPOSED OPERATING BUDGET
FY 2019 / 2020**

Account Description	Budget		Proposed Budget FY 2019 / 2020	Difference	Percentage Change +/-
	FY 2018 / 2019	FY 2019 / 2020			
Postage	12,000	3,500	4,000	500	14.3%
Express Mail Delivery					
Utility Services		180,000	162,000	(18,000)	-10.0%
Water/Sewer/Irrigation	16,000				
Electricity	140,000				
Storm Water Fees	10,000				
Solid Waste & Recycling	14,000				
Rentals and Leases		8,200	8,200		0.0%
Equipment & Dumpster Rental	2,500				
Postage Machine	700				
Copy Machine	2,000				
Phone System	3,000				
Insurance		241,800	265,980	24,180	10.0%
Property & Casualty	241,800				
Liability		42,795	45,955	3,160	7.4%
Fuel Tanks	3,000				
General Liability	8,200				
Auto Liability	18,027				
Housing	8,000				
Officers Liability	5,568				
Employee Bond	296				
Repairs and Maintenance		13,000	13,000		0.0%
Service Contracts	9,000				
Recycling	-				
Pest Control	1,600				
Lift Station	2,400				
Repairs & Maintenance		235,000	282,000	47,000	20.0%
T-Hangar Maintenance	75,000				
Auto Repair	10,000				
Facilities Department Equipment	90,000				
Authority Buildings	90,000				
Office Equipment	5,000				
Printing & Binding		300	300		0.0%
General Printing and Binding		300			
Promotional Activities		15,000	15,000		0.0%
Advertising		15,000			
Marketing					
Website					
Other Promotional Activities		7,000	7,000		0.0%
NBAA Annual Conference					
AOPA Annual Conference					

TITUSVILLE-COCOA AIRPORT AUTHORITY
 PROPOSED OPERATING BUDGET
 FY 2019 / 2020

Account Description	Budget FY 2018 / 2019	Proposed Budget FY 2019 / 2020	Difference	Percentage Change +/-
General Promo Activities Presentation/Promo Material	7,000			
Other Current Charges and Obligations				
Legal Notices & Advertising				
Legal Notices (RFP/RFB)	3,800	5,550	1,750	46.1%
Board Meeting Dates	3,500	5,000	1,500	
Other Current Charges	300	550	250	
Redevelopment Fees	18,000	23,000	5,000	27.8%
Real Estate Taxes				
Tax Appraiser Fees	18,000			
Tax Collector Fees				
Office Supplies				
Office Supplies	9,000	8,000	(1,000)	-11.1%
Operating Supplies				
Operating Supplies	60,000	45,000	(15,000)	-25.0%
Fuel Products	60,000			
Operating Furniture, Equipment and Software				
Office Furniture	7,500	10,000	2,500	33.3%
Office Software	1,500	2,500	1,000	
Computer Equipment	6,000	4,000	(2,000)	
Vehicle Tracking Hardware & Software		2,000	2,000	
Uniforms				
Facilities Uniforms	6,500	6,500		0.0%
ARFF Uniforms		1,500	1,500	
Books, Publications, Subscriptions and Memberships				
Books & Subscriptions	300	0	(300)	-100.0%
Airport Publications, Subscriptions	300			
Dues & Memberships				
AAAE, FAC, SEC, etc	10,000	5,000	(5,000)	-50.0%
FAC Airport Mem., Chambers, EDC, etc.	5,000	2,500	(2,500)	
Capital Outlay				
Capital Outlay (Vehicles & Equipment)	100,000	100,000		0.0%
Development				
Projects Local Match (X21)		300,000	300,000	#DIV/0!
Projects Local Match (TIX)		75,000		
Projects Local Match (CO1)		100,000		
Contingency		125,000		
	98,264	101,229	2,965	3.0%
TOTAL OPERATING EXPENSES/CAPITAL OUTLAY	\$1,213,905	\$1,593,460	\$354,555	29.2%
GRAND TOTAL	\$2,391,086	\$2,673,123	\$223,026	9.3%