

## MINUTES

Monday, June 11, 2012  
10:00 A.M.

Manistee County Blacker Airport  
Conference Room

**Members Present:** Paul Schulert, Chairperson; Ross Spencer, Vice-Chairperson; Duane Anderson; Ervin Kowalski; Glenn Lottie (left 11:45 A.M.); Dale Picardat; and Bob Wilson

**Members Absent:** None

**Others Present:** Barry Lind, Airport Manager; George Saylor, Airport Legal Counsel; Russell Pomeroy, Airport Authority Treasurer; Dave Yarnell, Manistee News Advocate; Stan Robertson, Member of the Public; and Rachel Nelson, Airport Authority Secretary

Paul Schulert, Chairperson, called the meeting to order at 10:00 A.M. Roll was taken by the Secretary.

**There was a motion by Mr. Spencer, supported by Mr. Anderson to approve the meeting agenda as presented. Motion carried by unanimous vote.**

There was no public comment. The Chairman reminded those present that this would be the only appropriate time for public comment.

The Chairman confirmed that each member had received a copy and had an opportunity to review the minutes from the regular meeting of the Airport Authority held on Monday, May 14, 2012.

**There was a motion by Mr. Kowalski, supported by Mr. Wilson to approve the Airport Authority regular meeting minutes of Monday, May 14, 2012, as presented. Motion carried by unanimous vote.**

Mr. Schulert noted that a Budget Committee is required in the bylaws and asked for volunteers. The Budget Committee will consist of Mr. Spencer, Mr. Wilson, and Mr. Picardat (Chair).

Mr. Schulert stated that Mr. Lind has been the main contact with MS Creative and the Promotion Committee needs to become more involved. Mr. Lind noted that promotion and marketing are the most important factors for the airline to be successful. There is currently not a formal marketing plan for the year. Besides working with MS Creative, it would be good for the Promotion Committee, as well as the other Authority members, to be proactive in outreach to local and regional groups, including Chambers of Commerce, travel agencies, large businesses, and governmental entities. Mr. Lottie felt that it would be good to brainstorm on a list of talking points to cover when promoting the airline service at the airport. A special meeting was set for Thursday, June 14, 2012, at 1:00 P.M. at the airport for this purpose.

The Engineer of Record RFQ Committee has not met yet regarding the Orchard Beach Aviation and Airport Manager contracts.

Standing Committees were discussed, and it was decided that the Budget Committee and Promotion Committee would be Standing Committees.

The Authority next reviewed the April 2012 Accounts Payable Report (APPENDIX A). Due to errors on the Statement of Revenue & Expenses and Mr. Pomeroy being absent from the May meeting, the Authority did not take action to approve this report at last month's meeting.

**There was a motion by Mr. Lottie, supported by Mr. Wilson to approve the April 2012 Accounts Payable Report and authorize payment of the outstanding invoices totaling \$25,268.91.**

**A roll call vote was taken:**

**Yeas: 7 (Schulert; Spencer; Anderson; Kowalski; Lottie; Picardat; Wilson)**

**Nays: 0**

**Absent: 0**

**Motion carried.**

The Authority next reviewed the April 2012 Financial Statement (APPENDIX B) which includes a Balance Sheet, a Statement of Revenue and Expenses, and a running account of the Passenger Facility Charges collected. Due to errors on the Statement of Revenue & Expenses and Mr. Pomeroy being absent from the May meeting, the Authority did not take action to approve this report at last month's meeting.

**There was a motion by Mr. Wilson, supported by Mr. Kowalski to approve the April 2012 Financial Statement. Motion carried by unanimous vote.**

The Authority next reviewed the May 2012 Accounts Payable Report (APPENDIX C). Mr. Pomeroy will talk to Consumers regarding the new hangar meters, which tenants will be responsible for. The payment for Seng Dock & Crane is for mulch for landscaping; the Blue Globes payment is for replacing runway lights that were hit by lightning; and the payment to Grand Rental Station is for renting a blower to clear taxiway debris. Mr. Lind reported that the tenant who had complained about the debris appreciated that this had been done. Mr. Pomeroy noted that since MS Creative was using up the marketing funds from the casino, this is the first bill that has been received in a while. Mr. Lind recommending paying it with the Local Revenue Sharing Grant that was received for marketing.

**There was a motion by Mr. Anderson, supported by Mr. Kowalski to approve the May 2012 Accounts Payable Report and authorize payment of the outstanding invoices totaling \$23,176.64.**

**A roll call vote was taken:**

**Yeas: 7 (Wilson; Picardat; Lottie; Kowalski; Anderson; Spencer; Schulert)**

**Nays: 0**

**Absent: 0**

**Motion carried.**

The Authority next reviewed the May 2012 Financial Statement (APPENDIX D) which includes a Balance Sheet, a Statement of Revenue and Expenses, and a running account of the Passenger Facility Charges collected. Mr. Lind explained that there is a per seat reimbursement rate for Public Charters and also the \$200,000 startup costs. Approximately \$185,000 was spent by Public Charters and submitted to the DOT for reimbursement, however, the DOT insisted that the Airport Authority float the reimbursable startup costs. Mr. Pomeroy and Mr. Kaminski, County Controller/Administrator, authorized County funds to be used to pay Public Charters, which will be reimbursed with the federal funds. Mr. Lind hopes that the ongoing per seat reimbursement will not need to be paid to Public Charters by the Airport Authority before being reimbursed with the federal Alternate Essential Air Service funds. If the County will continue to need to loan money to the Airport Authority, it will need to go before the County Board of Commissioners. It was noted that the Airport Authority can legally get a line of credit, but Mr. Pomeroy added that it might be hard to get. Mr. Pomeroy also provided the Orchard Beach Aviation rent information (APPENDIX E).

**There was a motion by Mr. Spencer, supported by Mr. Wilson to approve the May 2012 Financial Statement. Motion carried by unanimous vote.**

There were no airport incidents to report. Mr. Lind presented a report on airfares which compares flights from Manistee, Traverse City, Grand Rapids, and Muskegon for travel in July 2012 (APPENDIX F). Mr. Lind noted that this is the first time since he's been tracking air fares that Manistee's rates are higher than Traverse City. He added that there are several factors that affected fares, including that the least expensive fares from Manistee are sold out for those dates; the dates are right after the 4<sup>th</sup> of July holiday; Southwest's fares tend to be higher in the summer; and the July schedule only has one flight per day from Manistee, which is less than anticipated. Mr. Wilson asked if it would be possible to have the evening flight from Chicago depart one hour later to better accommodate business travelers. Mr. Lind stated that Public Charters is already considering this to avoid peak waiting times in TSA lines, but they also need to consider duty times and rest periods.

Mr. Lind informed the Authority that the Orchard Beach staff completed the annual required firefighter training on May 30, 2012 in Houghton, Michigan. The company that provided the training was from Duluth, Minnesota, and Mr. Lind will contact them for a quote for the training that will be held in Manistee next year.

Mr. Lind noted that Orchard Beach Aviation and the airline will participate in the 4<sup>th</sup> of July parade in Manistee.

Mr. Lind stated that a claim has been submitted to the insurance company regarding the vehicle that was damaged by lawn mower debris, which was discussed at last month's meeting.

The first day of service with the new airline was May 24, 2012, and Mr. Lind noted that it has been a busy month. All flights have been on-time, except one flight which was intentionally held to wait for a late passenger. Mr. Lind stated that service will continue with the 50 seat Embraer 145 at least through August 10, 2012. ADI, the company that provides the flights, is having a harder time than expected acquiring a 30 seat Embraer 120. In June, there will only be flights on Sunday, Monday, Thursday, and Friday. In July, there will be one flight per day, Sunday through Friday. It was noted that due to the schedule change, some passengers who had already booked flights have had to reschedule (for the same day, but a different time), and have also received a free ticket for future travel. Ticket sales have improved, but are still lower than budgeted. There are higher costs associated with operating the 50 seat aircraft, including higher ramp fees in Chicago; fixed costs being allocated across fewer flights; a higher hourly rate due to less utilization; and significantly increased fuel consumption. It was also noted that Chicago-Midway fees are much higher than anticipated.

The introductory fare of \$100 round trip ended on May 24, 2012. The regular fares continue to be \$120, \$160, \$200, or \$240 for round trip, no-advance purchase, one night stay tickets. An unrestricted round trip fare can be purchased for \$300. One way fares are \$103 on Travelocity, or \$150 online. Mr. Lind presented two charts relating to ticket sales (APPENDIX G), one showing segments sold per week, and the other showing the average fare per segment. It was noted that the average fare does not include taxes. More one way tickets are being purchased than anticipated. The total revenue for the airline is approximately 90% of what was budgeted.

Challenges with the air service include lacking visibility on many online sites, difficulty with purchasing multiple tickets, concerns over baggage (fees and connections), and marketing and promotion. Mr. Lind stated that the TV advertising will continue for two more weeks. An electronic billboard is in place in Traverse City. The FlyManistee.com website needs to be updated and MS Creative will continue to work on this. Many small items were completed for the open house held at the airport on May 24, 2012. The Manistee Area Convention & Visitors Bureau has been invited by Pure Michigan to participate in an event at Union Station in Chicago. They will be handing out visitors guides, and flyers promoting the airline service will be inserted into the visitors guides.

Mr. Lind informed the Authority that Alpena received a bid for EAS service from SkyWest with a 50 seat regional jet to Minneapolis and Detroit. The bid has not yet been approved, but most likely will be soon.

Mr. Lind stated that two changes have been made to the consulting management agreement with MS Creative since it was presented last month (APPENDIX H). "P1" has been changed to "Public Charters"; and an item has been added under Scope which states "Produce and regularly distribute email newsletters to a select list of travel agencies." Mr. Lind met with MS Creative on June 8, 2012, and now feels comfortable recommending this agreement, which is for one year and does have a 30 day termination clause.

**There was a motion by Mr. Spencer, supported by Mr. Anderson to approve the Consulting Management Agreement with MS Creative Services, Inc., including the two changes mentioned, and to authorize the Chairman to execute the agreement.**

**A roll call vote was taken:**

**Yeas: 6 (Wilson; Picardat; Kowalski; Anderson; Spencer; Schulert)**

**Nays: 0**

**Absent: 1 (Lottie)**

**Motion carried.**

Mr. Lind stated that the pavement project should have started today, however, the DOT is still waiting for the federal funds to be allocated. Mr. Lind noted that Prein & Newhof is working with DOT and the Manistee County Road Commission to do the necessary tree trimming, and he estimates that the Airport Authority's share of this project will cost less than \$2,000. Prein & Newhof is also working on the electricity usage issue to try to determine why electricity usage is higher when the airline is at the airport.

With there being no further business to come before the Authority, the meeting was adjourned at approximately 12:00 P.M.

Respectfully submitted,

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Rachel Nelson, Airport Authority Secretary

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# MANISTEE COUNTY BLACKER AIRPORT

APRIL 2012 ACCOUNTS PAYABLE

CHECK #	VENDOR NAME	AMOUNT
	BARRY LIND	\$ 3,376.53
	CONSUMERS ENERGY	\$ 1,764.43
	A T & T	\$ -
	MICHCON (DTE ENERGY)	\$ 156.78
	GOCKERMAN, WILSON, SAYLOR	\$ 1,023.50
	WEST COAST FARM SERVICE	\$ 1,893.00
	ACE HARDWARE	\$ 186.24
	FASTENAL	\$ 115.65
	DIRECT TV	\$ -
	NAPA AUTO PARTS	\$ 5.09
	PIPER MCCREDIE AGENCY	\$ 7,688.00
	BLUE GLOBES, LLC	\$ 98.29
	JACKPINE BUSINESS CENTER	\$ 191.56
	CUSTOM SHEET METAL & HEATING	\$ 300.00
	GILLISON'S	\$ 350.66
	PRIMARY AIRPORT SERVICES	\$ -
	COFESCO FIRE PROTECTION	\$ 100.98
	CARL'S EXCAVATING, INC.	\$ 258.45
	STATE OF MICHIGAN	\$ 100.00
	<b>TOTAL</b>	<b>\$ 17,609.16</b>
	<b>ADVERTISING INVOICES</b>	
	MS CREATIVE SERVICES	\$ -
	<b>TOTAL</b>	<b>\$ -</b>
	<b>ORCHARD BEACH AVIATION</b>	<b>\$ 7,659.75</b>
	REGULAR HOURS                      300 @ 15.50	4,650.00
	MAINTENANCE HOURS                184.5 @ 15.50	2,859.75
	PART 139 LABOR	-
	INTERNET	150.00
	<b>GRAND TOTAL</b>	<b>\$ 25,268.91</b>

APPENDIX B

MANISTEE COUNTY BLACKER AIRPORT

	APRIL 2012 REVENUE & EXPENSES		BUDGET REMAINING		42%
	CURRENT MONTH	YEAR-TO DATE	ANNUAL BUDGET	BALANCE \$	%
<b>INCOME:</b>					
HANGER RENTAL	\$ 1,375.00	\$ 12,179.80	\$ 22,000.00	\$ 9,820.20	45%
LANDING FEES - GREAT LAKES/FRONTIER	\$ -	\$ 94,896.36	\$ 212,008.00	\$ 117,111.64	55%
LANDING FEES - GENERAL AVIATION	\$ -	\$ 153.00	\$ 1,250.00	\$ 1,097.00	88%
AUTO RENTAL SPACE	\$ -	\$ 5,904.80	\$ 10,000.00	\$ 4,095.20	41%
OFFICE RENT	\$ 955.00	\$ 6,685.00	\$ 11,460.00	\$ 4,775.00	42%
COUNTY OF MANISTEE	\$ 9,583.00	\$ 57,081.00	\$ 105,000.00	\$ 47,919.00	46%
COUNTY OF MANISTEE-MARKETING	\$ -	\$ 10,000.00	\$ 10,000.00	\$ -	0%
CONTRIBUTIONS-MARKETING	\$ -	\$ -	\$ 5,000.00	\$ 5,000.00	100%
PASSENGER FACILITY CHARGES	\$ 690.35	\$ 17,824.18	\$ 50,000.00	\$ 32,175.82	64%
FUEL SALES	\$ 304.47	\$ 1,935.32	\$ 6,600.00	\$ 4,664.68	71%
SIGN LEASE	\$ 2,600.00	\$ 2,600.00	\$ 3,800.00	\$ 1,200.00	32%
MISCELLANEOUS	\$ -	\$ 450.00	\$ 1,000.00	\$ 550.00	100%
<b>TOTAL INCOME</b>	<b>\$ 15,507.82</b>	<b>\$ 209,709.46</b>	<b>\$ 438,118.00</b>	<b>\$ 228,408.54</b>	<b>52%</b>
<b>EXPENSES:</b>					
PERSONNEL - MANAGEMENT	\$ 3,376.53	\$ 23,635.71	\$ 40,518.00	\$ 16,882.29	42%
PERSONNEL - OPERATIONS & MAINTENANCE	\$ 7,509.75	\$ 116,482.47	\$ 222,000.00	\$ 105,517.53	48%
DUES & FEES	\$ -	\$ 345.00	\$ 800.00	\$ 455.00	57%
SUPPLIES	\$ 307.21	\$ 1,948.83	\$ 3,000.00	\$ 1,051.17	35%
UTILITIES	\$ 1,405.45	\$ 18,044.27	\$ 38,000.00	\$ 19,955.73	53%
FUEL	\$ -	\$ 5,630.17	\$ 9,000.00	\$ 3,369.83	37%
REPAIRS & MAINTENANCE	\$ 3,192.71	\$ 13,312.66	\$ 12,000.00	\$ (1,312.66)	-11%
CONTRACTED SERVICES	\$ -	\$ 711.00	\$ 2,000.00	\$ 1,289.00	64%
LEGAL	\$ 1,023.50	\$ 2,284.25	\$ 4,000.00	\$ 1,715.75	43%
AUDIT	\$ -	\$ 1,600.00	\$ 1,500.00	\$ (100.00)	-7%
ADVERTISING	\$ -	\$ -	\$ 25,000.00	\$ 25,000.00	0%
TELEPHONE	\$ -	\$ 120.14	\$ 300.00	\$ 179.86	60%
INSURANCE	\$ 7,688.00	\$ 20,959.13	\$ 21,000.00	\$ 40.87	0%
TRAINING (FIRE FIGHTER)	\$ -	\$ -	\$ -	\$ -	0%
EQUIPMENT	\$ -	\$ -	\$ 5,000.00	\$ 5,000.00	0%
BOOKKEEPING	\$ -	\$ -	\$ 3,000.00	\$ 3,000.00	100%
PFC EXPENSES	\$ (683.39)	\$ 6,941.61	\$ 50,000.00	\$ 43,058.39	100%
MISCELLANEOUS	\$ 100.00	\$ 1,050.48	\$ 1,000.00	\$ (50.48)	-5%
	<b>\$ 23,919.76</b>	<b>\$ 213,065.72</b>	<b>\$ 438,118.00</b>	<b>\$ 225,052.28</b>	<b>51%</b>
<b>EXCESS REVENUE OVER/(UNDER) EXPENDITURES</b>	<b>\$ (8,411.94)</b>	<b>\$ (3,356.26)</b>			
<b>BALANCE ON HAND - AIRPORT FUND</b>					
BEGINNING BALANCE 04/01/12	\$ (15,822.86)				
APRIL RECEIPTS	\$ 92,664.64				
MARCH DISBURSEMENTS	\$ (27,561.61)				
	<b>\$ 49,280.17</b>				

# MANISTEE COUNTY BLACKER AIRPORT

## APRIL 2012 BALANCE SHEET

ASSETS	4/30/2012	3/31/2012
CASH	\$ 49,280.17	\$ (15,822.86)
CASH - PFC ACCOUNT	\$ 76,263.93	\$ 74,890.19
ACCOUNTS RECEIVABLE		
FRONTIER AIRLINES	\$ -	\$ 77,228.97
AUTO RENTAL	\$ -	
MISC.	\$ 804.47	\$ 757.91
<b>TOTAL ASSETS</b>	<b>\$ 126,348.57</b>	<b>\$ 137,054.21</b>
LIABILITIES	4/30/2012	3/31/2012
ACCOUNTS PAYABLE - TRADE	\$ 25,268.91	\$ 27,562.61
ACCOUNTS PAYABLE - COUNTY	\$ -	\$ -
PREPAID HANGER RENT	\$ -	\$ -
<b>TOTAL LIABILITIES</b>	<b>\$ 25,268.91</b>	<b>\$ 27,562.61</b>
FUND BALANCE	4/30/2012	3/31/2012
	\$ 101,079.66	\$ 109,491.60
TOTAL LIABILITIES AND FUND BALANCE	4/30/2012	3/31/2012
	\$ 126,348.57	\$ 137,054.21

<b>PASSENGER FACILITY CHARGES COLLECTED THROUGH 04/30/2012</b>	<b>\$ 83,205.54</b>
STATE OF MICHIGAN (PARKING LOT & T-HANGERS)	\$ (7,625.00)
CONSUMERS ENERGY	\$ (313.50)
STATE OF MICHIGAN (PARKING LOT & T-HANGERS)	\$ 313.50
TRANSFER OF PUBLIC IMPROVEMENT FUNDS	\$ 683.39

**PFC FUNDS AVAILABLE** **\$ 76,263.93**

**PUBLIC IMPROVEMENT FUND - CASH AVAILABLE AS OF 04/30/2012** **\$ -**

**AUTO RENTAL REVENUE BY COMPANY THROUGH 04/30/2012**

ENTERPRISE CAR RENTALS	\$ 2,072.37
MOWERY LEASING & RENTAL	\$ 3,257.20
GWK AGENCY	\$ 575.23
<b>TOTAL</b>	<b>\$ 5,904.80</b>

# MANISTEE COUNTY BLACKER AIRPORT

## MAY 2012 ACCOUNTS PAYABLE

CHECK #	VENDOR NAME	AMOUNT
	BARRY LIND	\$ 3,376.53
	CONSUMERS ENERGY	\$ 1,536.90
	A T & T	\$ 65.33
	MICHCON (DTE ENERGY)	\$ 129.43
	GOCKERMAN, WILSON, SAYLOR	\$ -
	ACE HARDWARE	\$ 374.33
	FASTENAL	\$ 123.60
	DIRECT TV	\$ 90.98
	NAPA AUTO PARTS	\$ -
	PIPER MCCREDIE AGENCY	\$ -
	BLUE GLOBES, LLC	\$ 395.73
	WAHR HARDWARE	\$ 90.22
	SEND DOCK & Crane	\$ 215.00
	PRIMARY AIRPORT SERVICES	\$ 304.65
	GRAND RENTAL STATION	\$ 39.75
	STATE OF MICHIGAN	\$ -
	<b>TOTAL</b>	<b>\$ 6,742.45</b>
	<b>ADVERTISING INVOICES</b>	
	MS CREATIVE SERVICES	\$ 1,982.86
	<b>TOTAL</b>	<b>\$ 1,982.86</b>
	<b>ORCHARD BEACH AVIATION</b>	<b>\$ 14,451.33</b>
	REGULAR HOURS                      341 @ 15.50	5,285.50
	MAINTENANCE HOURS                206.5 @ 15.50	3,200.75
	PART 139 LABOR	5,815.08
	INTERNET	150.00
	<b>GRAND TOTAL</b>	<b>\$ 23,176.64</b>

## MANISTEE COUNTY BLACKER AIRPORT

	MAY 2012 REVENUE & EXPENSES		BUDGET REMAINING		33%
INCOME:	CURRENT MONTH	YEAR-TO DATE	ANNUAL BUDGET	BALANCE \$	%
HANGER RENTAL	\$ 1,375.00	\$ 13,554.80	\$ 22,000.00	\$ 8,445.20	38%
LANDING FEES - CHARTER ONE	\$ -	\$ 94,896.36	\$ 212,008.00	\$ 117,111.64	55%
LANDING FEES - GENERAL AVIATION	\$ 72.00	\$ 225.00	\$ 1,250.00	\$ 1,025.00	82%
AUTO RENTAL SPACE	\$ -	\$ 5,904.80	\$ 10,000.00	\$ 4,095.20	41%
OFFICE RENT	\$ 955.00	\$ 7,640.00	\$ 11,460.00	\$ 3,820.00	33%
COUNTY OF MANISTEE	\$ 9,583.00	\$ 66,664.00	\$ 105,000.00	\$ 38,336.00	37%
COUNTY OF MANISTEE-MARKETING	\$ -	\$ 10,000.00	\$ 10,000.00	\$ -	0%
CONTRIBUTIONS-MARKETING	\$ -	\$ -	\$ 5,000.00	\$ 5,000.00	100%
PASSENGER FACILITY CHARGES	\$ 4.39	\$ 17,828.57	\$ 50,000.00	\$ 32,171.43	64%
FUEL SALES	\$ 436.32	\$ 2,371.64	\$ 6,600.00	\$ 4,228.36	64%
SIGN LEASE	\$ 200.00	\$ 2,800.00	\$ 3,800.00	\$ 1,000.00	26%
MISCELLANEOUS	\$ -	\$ 450.00	\$ 1,000.00	\$ 550.00	100%
<b>TOTAL INCOME</b>	<b>\$ 12,625.71</b>	<b>\$ 222,335.17</b>	<b>\$ 438,118.00</b>	<b>\$ 215,782.83</b>	<b>49%</b>
<b>EXPENSES:</b>					
PERSONNEL - MANAGEMENT	\$ 3,376.53	\$ 27,012.24	\$ 40,518.00	\$ 13,505.76	33%
PERSONNEL - OPERATIONS & MAINTENANCE	\$ 14,301.33	\$ 130,783.80	\$ 222,000.00	\$ 91,216.20	41%
DUES & FEES	\$ -	\$ 345.00	\$ 800.00	\$ 455.00	57%
SUPPLIES	\$ 123.60	\$ 2,072.43	\$ 3,000.00	\$ 927.57	31%
UTILITIES	\$ 1,907.31	\$ 19,951.58	\$ 38,000.00	\$ 18,048.42	47%
FUEL	\$ -	\$ 5,630.17	\$ 9,000.00	\$ 3,369.83	37%
REPAIRS & MAINTENANCE	\$ 1,114.83	\$ 14,427.49	\$ 12,000.00	\$ (2,427.49)	-20%
CONTRACTED SERVICES	\$ 304.65	\$ 1,015.65	\$ 2,000.00	\$ 984.35	49%
LEGAL	\$ -	\$ 2,284.25	\$ 4,000.00	\$ 1,715.75	43%
AUDIT	\$ -	\$ 1,600.00	\$ 1,500.00	\$ (100.00)	-7%
ADVERTISING	\$ 1,982.86	\$ 1,982.86	\$ 25,000.00	\$ 23,017.14	0%
TELEPHONE	\$ 65.33	\$ 185.47	\$ 300.00	\$ 114.53	38%
INSURANCE	\$ -	\$ 20,959.13	\$ 21,000.00	\$ 40.87	0%
TRAINING (FIRE FIGHTER)	\$ -	\$ -	\$ -	\$ -	0%
EQUIPMENT	\$ -	\$ -	\$ 5,000.00	\$ 5,000.00	0%
BOOKKEEPING	\$ -	\$ -	\$ 3,000.00	\$ 3,000.00	100%
PFC EXPENSES	\$ -	\$ 6,941.61	\$ 50,000.00	\$ 43,058.39	100%
MISCELLANEOUS	\$ -	\$ 1,050.48	\$ 1,000.00	\$ (50.48)	-5%
	<b>\$ 23,176.44</b>	<b>\$ 236,242.16</b>	<b>\$ 438,118.00</b>	<b>\$ 201,875.84</b>	<b>46%</b>
<b>EXCESS REVENUE OVER/(UNDER) EXPENDITURES</b>	<b>\$ (10,550.73) \$ (13,906.99)</b>				
<b>BALANCE ON HAND - AIRPORT FUND</b>					
BEGINNING BALANCE 05/01/12	\$ 49,280.17				
MAY RECEIPTS	\$ 12,417.47				
APRIL DISBURSEMENTS	\$ (25,268.91)				
	<b>\$ 36,428.73</b>				

# MANISTEE COUNTY BLACKER AIRPORT

## MAY 2012 BALANCE SHEET

ASSETS	5/31/2012	4/30/2012
CASH	\$ 36,428.73	\$ 49,280.17
CASH - PFC ACCOUNT	\$ 76,268.32	\$ 76,263.93
ACCOUNTS RECEIVABLE		
FRONTIER AIRLINES	\$ -	\$ -
AUTO RENTAL	\$ -	
MISC.	\$ 1,008.32	\$ 804.47
<b>TOTAL ASSETS</b>	<b>\$ 113,705.37</b>	<b>\$ 126,348.57</b>

LIABILITIES	5/31/2012	4/30/2012
ACCOUNTS PAYABLE - TRADE	\$ 23,176.44	\$ 25,268.91
ACCOUNTS PAYABLE - COUNTY	\$ -	\$ -
PREPAID HANGER RENT	\$ -	\$ -
<b>TOTAL LIABILITIES</b>	<b>\$ 23,176.44</b>	<b>\$ 25,268.91</b>

<b>FUND BALANCE</b>	<b>\$ 90,528.93</b>	<b>\$ 101,079.66</b>
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<b>TOTAL LIABILITIES AND FUND BALANCE</b>	<b>\$ 113,705.37</b>	<b>\$ 126,348.57</b>
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<b>PASSENGER FACILITY CHARGES COLLECTED THROUGH 04/30/2012</b>	<b>\$ 83,209.93</b>
STATE OF MICHIGAN (PARKING LOT & T-HANGERS)	\$ (7,625.00)
CONSUMERS ENERGY	\$ (313.50)
STATE OF MICHIGAN (PARKING LOT & T-HANGERS)	\$ 313.50
TRANSFER OF PUBLIC IMPROVEMENT FUNDS	\$ 683.39

**PFC FUNDS AVAILABLE** **\$ 76,268.32**

**PUBLIC IMPROVEMENT FUND - CASH AVAILABLE AS OF 05/31/2012** **\$ -**

**AUTO RENTAL REVENUE BY COMPANY THROUGH 05/31/2012**

ENTERPRISE CAR RENTALS	\$ 2,072.37
MOWERY LEASING & RENTAL	\$ 3,257.20
GWK AGENCY	\$ 575.23
<b>TOTAL</b>	<b>\$ 5,904.80</b>

ORCHARD BEACH AVIATION

May 2012

## RENT

OFFICE	\$325.00	
HANGER	\$175.00	
FUEL	\$436.32	
LANDING FEES		
TWIN	\$0.00	(0 @ \$9)
JET	\$72.00	(4 @ \$18)

TOTAL	\$1008.32
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100	1156.0 Gal
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JET	3541.5 Gal
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TOTAL	4697.5 Gal
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General	2633.6 Gal @ .15 = 395.04
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PublicCharters	2063.9 Gal @ .02 = 41.28
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**June Travel as of 06/10/12****Best Fares**

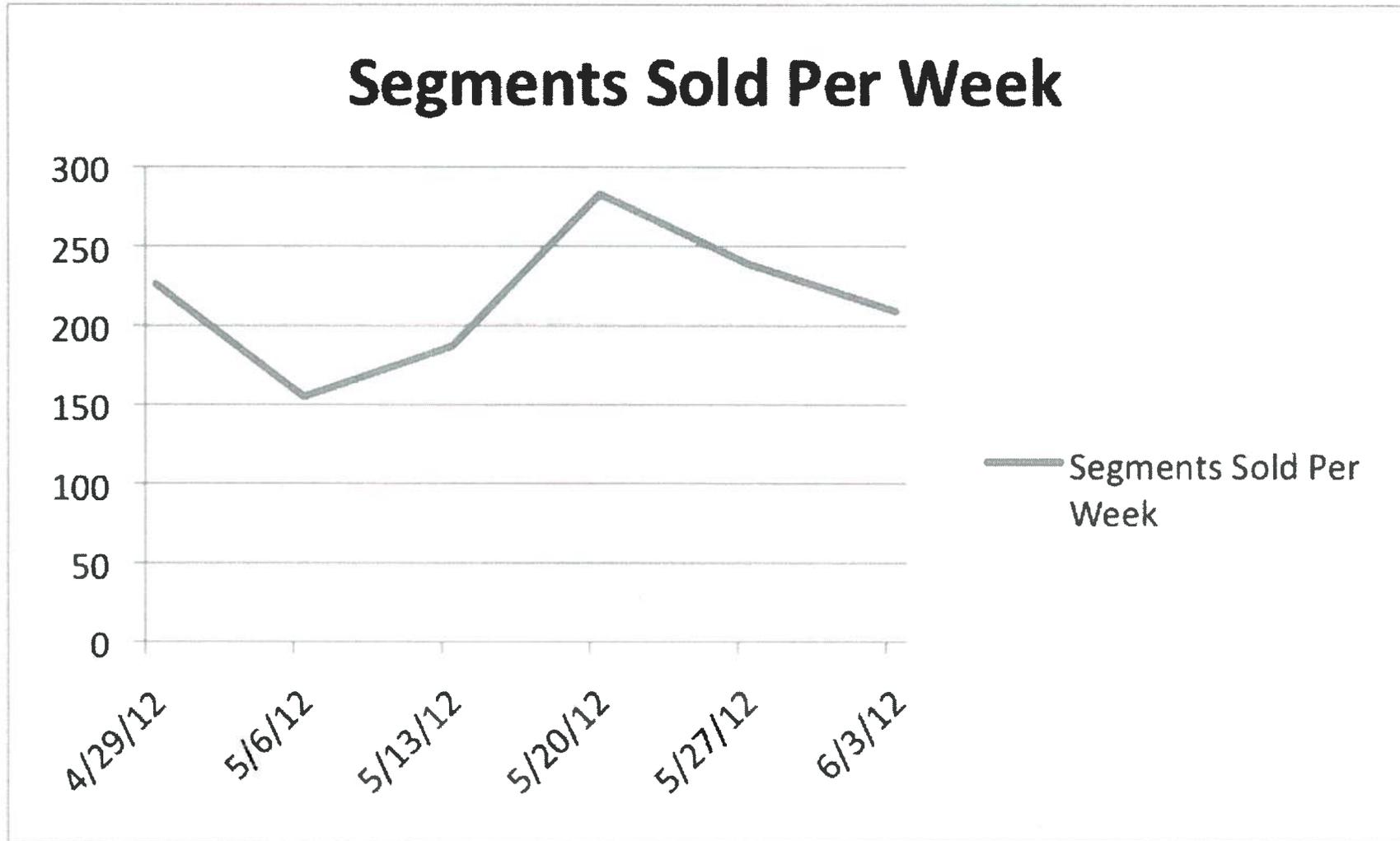
	MBL	TVC	GRR	MKG
Atlanta (ATL)	452 FL	448 DL	<b>242</b> FL	454 UA
Boston (BOS)	605 WN	440 DL	<b>312</b> UA	398 UA
Chicago (MDW or ORD)	<b>160</b> P1	328 AA	460 AA	204 UA
Dallas (DFW)	519 WN	484 DL	461 F9	<b>442</b> UA
Denver (DEN)	522 F9	577 AA	<b>342</b> F9	474 UA
Houston (HOU)	503 WN	602 UA	<b>459</b> UA	472 UA
Kansas City (MCI)	375 WN	424 DL	<b>257</b> UA	427 UA
Las Vegas (LAS)	476 WN	518 DL	<b>457</b> DL	511 UA
Los Angeles (LAX)	588 WN	554 DL	<b>476</b> US	504 UA
Minneapolis (MSP)	<b>332</b> DL	376 DL	496 DL	377 UA
New York Area (NYC)	497 WN	470 DL	<b>286</b> DL	454 UA
Orlando (MCO)	452 WN	406 DL	<b>244</b> FL	477 UA
Philadelphia (PHL)	454 WN	460 DL	<b>424</b> DL	454 UA
Phoenix (PHX)	647 WN	554 DL	<b>372</b> UA	510 UA
Portland (PDX)	716 F9/DL	532 DL	<b>491</b> US	617 UA
San Diego (SAN)	644 WN	534 DL	<b>494</b> AA	561 UA
San Francisco (SFO)	570 WN	554 DL	<b>492</b> UA	504 UA
Seattle (SEA)	614 WN	554 DL	<b>514</b> UA	617 UA
St Louis (STL)	346 WN	392 AA	332 UA	<b>377</b> UA
Washington DC Area (WAS)	416 FL	308 DL	<b>223</b> DL	436 UA
Average Fare	\$494.40	\$475.75	\$391.70	\$463.50
Change from last month	\$26.10	-\$85.45	-\$23.80	-\$55.20
Change from two months ago	\$106.85	\$36.35	\$3.30	\$51.30
Fares Pulled 06/10/12 for travel 07/11/12 - 07/18/12				

**Best Fares +7 days parking**

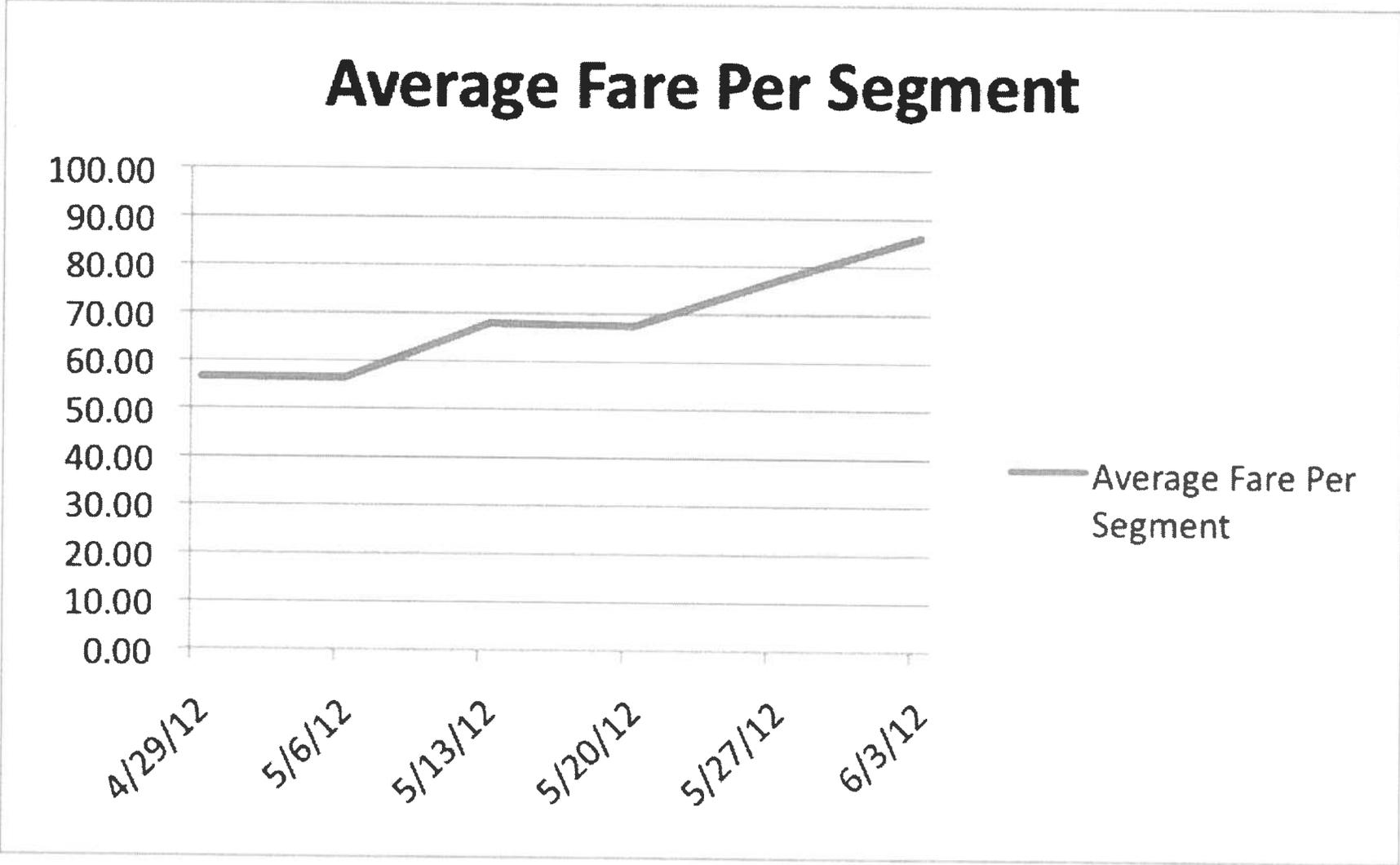
	MBL	TVC	GRR	MKG
Atlanta (ATL)	<b>452</b> FL	488 DL	296 FL	482 UA
Boston (BOS)	605 WN	480 DL	<b>366</b> UA	426 UA
Chicago (MDW or ORD)	<b>160</b> P1	368 AA	514 AA	232 UA
Dallas (DFW)	<b>519</b> WN	524 DL	515 F9	470 UA
Denver (DEN)	522 F9	617 AA	<b>396</b> F9	502 UA
Houston (HOU)	<b>503</b> WN	642 UA	513 UA	500 UA
Kansas City (MCI)	375 WN	464 DL	<b>311</b> UA	455 UA
Las Vegas (LAS)	476 WN	558 DL	<b>511</b> DL	539 UA
Los Angeles (LAX)	<b>588</b> WN	594 DL	530 US	532 UA
Minneapolis (MSP)	<b>332</b> DL	416 DL	550 DL	405 UA
New York Area (NYC)	497 WN	510 DL	<b>340</b> DL	482 UA
Orlando (MCO)	452 WN	446 DL	<b>298</b> FL	505 UA
Philadelphia (PHL)	<b>454</b> WN	500 DL	478 DL	482 UA
Phoenix (PHX)	<b>647</b> WN	594 DL	426 UA	538 UA
Portland (PDX)	716 F9/DL	572 DL	<b>545</b> US	645 UA
San Diego (SAN)	644 WN	574 DL	<b>548</b> AA	589 UA
San Francisco (SFO)	570 WN	594 DL	<b>546</b> UA	532 UA
Seattle (SEA)	<b>614</b> WN	594 DL	568 UA	645 UA
St Louis (STL)	<b>346</b> WN	432 AA	386 UA	405 UA
Washington DC Area (WAS)	416 FL	348 DL	<b>277</b> DL	464 UA
Average Fare	\$494.40	\$515.75	\$445.70	\$491.50
Change from last month	\$26.10	-\$85.45	-\$23.80	-\$55.20
Change from two months ago	\$106.85	\$36.35	\$3.30	\$51.30

Parking Fees for one week are \$0 at Manistee, \$40 at Traverse City, \$54 at Grand Rapids, \$28 at Muskegon

# Air Service Update 6/11/12



# Air Service Update 6/11/12



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