

CENTRAL WISCONSIN JOINT AIRPORT BOARD MEETING
Conference Room B – East Terminal Upper Level, Mosinee, Wisconsin
February 18, 2022, 8:00 a.m.

2020-2022 Board Members: Sara Guild, Chair- Marathon County, Dave Ladick, Vice-Chair - Portage County, Brent Jacobson - Marathon County, Ray Reser - Portage County, Chris Dickinson - Marathon County, Lon Krogwold - Portage County, Kurt Kluck - Marathon County.

Mission Statement: *The mission of the Central Wisconsin Airport is to be the airport of choice by providing a safe, efficient, and competitive operating environment.*

Due to the COVID-19 pandemic, the monthly meeting of the Central Wisconsin Joint Airport Board will have the option for members and the public to call-in via telephone conference. Airport Board members and the public may join the meeting by calling 715-693-2147 and dialing extension 3000 when the voice menu system begins. The conference line will be open to calls five (5) minutes prior to the meeting start time listed above. If board members or members of the public attend the meeting in person, appropriate safety measures, including wearing a face mask and providing adequate social distancing, must be utilized by all in-person attendees.

- 1) Call to Order by Chair Guild at 8:00 a.m.
 - a) Pledge of Allegiance
- 2) Approval of Minutes of the January 27, 2022 Board Meeting
- 3) Public Comment Period: 15-minute time limit
- 4) Review and Possible Action on Air Service Incentive Program Resolution
- 5) Staff Reports
 - a) Director Report
 - i) Air Service Development
 - ii) Statistics – January 2022
 - iii) Flight Schedule
 - iv) Legislative Update
 - v) Air Service Quarterly Performance Report – Q3 2021
 - b) Financial Reports
 - i) Revenues and Expenses – 2021 Pre-Audit
 - ii) Revenues and Expenses – January 2022
 - iii) Budget Comparison
 - iv) 2021 CARES Act Update
 - c) Operations and Project Reports
 - i) Update on Runway 17/35 NAVAIDs
 - ii) Update on Planning and Environmental Consultant Selection
 - iii) Update on Airport Operations
- 6) Adjournment
- 7) Next Scheduled Meeting Date: March 18, 2022 at 8:00 a.m.

Any person planning to attend this meeting who needs some type of special accommodation to participate should call the County Clerk's Office at 715-261-1500 or e-mail infomarathon@co.marathon.wi.us one business day before the meeting.

CENTRAL WISCONSIN JOINT AIRPORT BOARD MEETING MINUTES

CENTRAL WISCONSIN AIRPORT TERMINAL

Conference Room B – East Terminal Upper Level, Mosinee, Wisconsin

January 27, 2022 - 8:00 a.m.

Airport Board:	Sara Guild, Chair Lonnie Krogwold Brent Jacobson Chris Dickinson – via phone	Dave Ladick, Vice Chair Kurt Kluck – Excused Ray Reser
Staff:	Brian Grefe, Airport Director David Drozd, Finance	Mark Cihlar, Assistant Airport Director Julie Ulrick, Badging Coordinator
Visitors:	Karl Kemper, Becher Hoppe Monica Weddle, Leibowitz & Horton – via phone	Randy Van Natta, Becher Hoppe Melissa Underwood, SEH – via phone

Call to Order: Meeting called to order by Chair Guild at 8:00 a.m.

Approval of Minutes: *Motion by Ladick, second by Reser to approve the minutes of the December 17, 2021 board meeting. Motion carried unanimously.*

Public Comment Period: Becher Hoppe representatives Randy Van Natta and Karl Kemper, both of Wausau, WI, announced a Becher Hoppe, Inc. internal transfer of ownership effective January 1, 2022. Archie Becher and Randy Van Natta sold their company stock to Karl Kemper and two other employees of the firm. They are pleased to have kept the business local and the new owners plan to carry on their company's traditions and successes.

Marketing Presentation – Advance Media:

Advance Media was selected as CWA's marketing partner one year ago and they continue with a targeted marketing strategy to reduce leakage to competitive airports. Travel trends are seeing an increase in "bleisure" travel, a combination trip of business and leisure, and creative messaging has adapted over the past year to better capture that audience. Marketing efforts concentrate on individuals that have a travel intent and live in CWA's catchment area, with ads served to appropriate individuals on travel-centric websites.

Review and Possible Action on Rental Car Concession Agreements:

Car concession agreements with Avis, Budget, Enterprise, and National/Alamo expire the end of February. In preparation for the renewal process, airport staff and CWA's financial consultant Leibowitz & Horton Airport Management Consultants, Inc. started a request for proposals (RFP) process for new three-year agreements. A non-mandatory preproposal conference was held on November 17, 2021, with interested firms. On or before the published due date, the airport received four proposals from Midwestern Wheels, Inc. d/b/a Avis Rent A Car brand; Vehicle Rental Services, LLC. d/b/a Budget Rent A Car brand; Enterprise Rent-A-Car Company of Wisconsin, LLC d/b/a Enterprise Rent-A-Car brand; and Enterprise Rent-A-Car Company of Wisconsin, LLC d/b/a National Car Rental. If approved, these four agreements would begin on March 1, 2022 and terminate on February 28, 2025. Prior to the March 1st lease start date, airport staff will update signage in the parking lot and rental car building to accommodate the new lease premises. *Motion by Reser, second by Krogwold to approve the car rental concession agreements with Midwestern Wheels, Inc. d/b/a Avis Rent A Car brand; Vehicle Rental Services, LLC. d/b/a Budget Rent A Car brand; Enterprise Rent-A-Car Company of Wisconsin, LLC d/b/a Enterprise Rent-A-Car brand; and Enterprise Rent-A-Car Company of Wisconsin, LLC d/b/a National Car Rental. Motion carried unanimously.*

Review and Possible Action on Runway Shift Design Contract with Becher Hoppe Associates, Inc.:

The runway shift design contract with Becher Hoppe is part of the Master Plan project that started in 2016. The project is an FAA safety initiative to decouple the runway intersection. The design effort will get the project shovel

ready for an anticipated FAA grant in 2022 for the full construction project expense. The airport would fund the project upfront with an anticipated AIP reimbursement in 2023, the next fiscal year grant cycle. The project has been budgeted for and is eligible for 90% federal, 5% state and 5% local share funding. The local share would be eligible for PFC reimbursement. The final contract negotiated amount is \$1,389,329.11. Staff is waiting on FAA approval for the full runway length and a meeting with the FAA has been scheduled for mid-February. ***Motion by Ladick, second by Jacobson to approve the runway shift design contract with Becher Hoppe Associates, Inc. in the amount of \$1,389,329.11. Motion carried unanimously.***

Review and Possible Action on Purchase of Snow Removal Equipment: Ramp Cupping Plow Under PFC Application 5; State Funded Replacement of Loader and Attachments for Airside and Landside Snow Removal:

In continuing efforts to modernize aging snow removal equipment, a ramp cupping plow attachment is the next piece of equipment identified as a valuable fleet enhancement for improved efficiency in ramp snow removal. The ramp cupping plow was included for purchase under PFC Application #5, which would cover 100% of the funding. The plow is 27' wide and is specifically designed for use on airport ramps. The amount of snow it will push is significant and it is available for purchase on the Minnesota State Cooperative Purchasing site. The plow is made by MB Companies and the wings may be converted into a straight or angled blade. ***Motion by Reser, second by Ladick to approve the purchase of the MB ramp cupping plow under PFC Application #5. Motion carried unanimously.***

CWA's current CAT 924G loader is the primary landside snow removal piece of equipment and was purchased under the AIP program in 2004. The loader is in need of a complete engine overhaul and would be eligible for replacement with state funds. A CAT 926M loader with a multifunction snow wing, broom and box plow attachment has been identified by staff as the appropriate equipment to replace the existing loader and attachments. The replacement loader is available for purchase through Sourcwell, the Minnesota State Cooperative Purchasing site and locally through Fabick CAT of Wausau. The purchase would be contingent on state funding approval. ***Motion by Krogwold, second by Jacobson to approve the purchase of the CAT 926M loader with attachments under small purchase procurement procedures, conditional on state aid funding. Motion carried unanimously.***

Staff Reports:

Director Report – Brian Grefe:

Air Service Update – An air service survey went out approximately a month ago and ended with nearly 800 responses. The most favorable destination city was Orlando by a landslide, followed by Las Vegas, Phoenix, Tampa and southwest Florida. The survey compliments air service data that pinpoints where people are actually flying. The next step is to conduct a vacation destination analysis that uses cellphone and app-based data in our catchment area.

The Small Community Air Service Development (SCASD) grant program is open for applications. A SCASD grant would require local funds sponsored by local businesses or governments, but cannot include airport funds. The local funds would go to an airline to offset startup costs, which is vital in attracting a low cost carrier.

Two air service development conferences are coming up, Routes USA and the Mead & Hunt air service development conference. Meetings have been requested with Breeze Airlines, American, Delta, Frontier, Allegiant and Sun Country.

Statistics – The December statistical report shows total operations up 52.4% on the month and up 32.9% on the year. Enplanements were up 105.6% on the month and 68.6% on the year. Load factors ranged from 67.9% to 78.2%. Statistics compared to 2019 show total operations down 18.8% and enplanements down 25.1%.

Flight Schedule – The flight schedule lists four daily Delta flights and two daily American flights. Delta will be down to one Detroit flight at least until April. Laughlin charter activity has been good, with two February flights scheduled.

Legislative Update – An injunction has been issued by a Texas court that pauses the implementation of the federal employee vaccine mandate.

Financial Reports – David Drozd:

Revenues and Expenses – Preliminary December revenues end at 108.6% of budget and most categories end at or above budget. The report does not include CARES Act funding. PFCs will see slower growth with the loss of United. CFCs end at 80% of budget and saw a nice rebound after car inventories were replenished.

Disbursements – Preliminary disbursements for December end at 68.9%, but will see some increases as year end invoices are processed. Capital improvements will be adjusted to reflect the Becher Hoppe runway design contract that was approved.

Budget Comparison – The preliminary budget comparison report shows revenues up 14.71% over 2020 and disbursements up 3.73%.

Video Conference Update – Video conference options for board members and the public to attend meetings remotely are being looked at. Currently, all systems are backordered with no estimated delivery date. Supply chain issues may delay implementation of a new system.

Operations & Project Reports – Mark Cihlar:

Update on Runway 17/35 Reconstruction Project and Runway 17/35 NAVAIDs – The reconstruction and navaid projects are very near completion and flight check for the navaids has been scheduled for February 16th.

Solicitation for Planning and Environmental Consultant Services – A request for qualifications (RFQ) for airport planning and environmental consultant services was published yesterday. A number of upcoming projects were identified in the RFQ, as well as on-call consultant expectations that include addressing environmental concerns as they develop. The process follows FAA requirements to be eligible for federal funding. A selection committee of three to five individuals will be chosen in February to be part of the process, typically with some board participation.

Jacobson left the meeting at 9:55 a.m.

Hiring Update – The open OMT-II position has been reposted and the current state of the job market is having an impact.

Update on Airport Operations – Snow removal operations have been successful to date and fleet planning has paid off. Staffing has gone well utilizing 12 hour rotating shifts. GA construction continues with steel going up for a hangar structure beginning today.

Adjournment: 10:01 a.m. Motion by Reser, second by Krogwold to adjourn. Motion carried unanimously.

Next Scheduled Meeting Date: Friday, February 18, 2022 at 8:00 a.m.

Julie Ulrick, Recording Secretary



Agenda Item Summary

Airport Board Meeting Date: February 18, 2022

Agenda Item Title: #4) Review and Possible Action on Air Service Incentive Program Resolution

Staff Responsible: Brian Grefe, Airport Director

Background: This is a renewal of CWA's existing Air Service Incentive Program. On February 21, 2020, the Joint Airport Board of Marathon and Portage Counties approved Resolution R-04-20 initiating CWA's first and current Air Service Incentive Program. Pursuant to Federal statutes (49 U.S.C. § 47107(1)), Federal Aviation Administration grant assurances, and Federal Aviation Administration guidance, air carrier incentive programs shall not last longer than two years. The proposed Central Wisconsin Airport Air Service Incentive Program is unchanged from the current program.

Timeline: The Federal Aviation Administration's Air Carrier Incentive Program Guidebook states that any incentive program should not be longer than two years except under special circumstances. This Central Wisconsin Air Service Incentive Program would be effective on February 21, 2022, the date our current program expires, and remain effective for two years. A new Air Service Incentive Program may be established at any time in the future. Any airline wishing to participate in this program will need to file an application with airport staff.

Financial Impact: The financial impact to the airport will vary depending on participation in the program. New entrants and additional destinations could have facility fee and/or landing fee waivers. Also, a qualifying carrier may be offered a maximum of \$30,000 in advertising and marketing funds, not to exceed \$60,000 for two or more routes. Fee waivers and marketing incentives under this program will be funded from non-airline revenue. The goal of this program is to generate additional business and increase airport revenue over time.

Contributions to Airport Goals: This program is critical to attracting new destinations and new air carriers. This program is a key piece of the 2022 Goal #2 of Engage in Business Planning, and the sub-goal - engage new airlines and charter operators.

Recommended Action: Airport staff recommend approving the Central Wisconsin Airport Air Service Incentive Program.

Attachment(s): Resolution No. R-01-22, Central Wisconsin Airport Air Service Incentive Program

RESOLUTION No. R-01-22
Air Service Incentive Program

By

Central Wisconsin Joint Airport Board

WHEREAS, Marathon County and Portage Counties jointly own and control the Central Wisconsin Airport and its associated facilities located in Marathon County, Wisconsin; and

WHEREAS, the airport is governed by the Central Wisconsin Joint Airport Board established under an intergovernmental agreement pursuant to §66.0301, §114.11(5) and §114.11(1), Wis. Stats.; and

WHEREAS, Section 23.60(1) of the General Code of Ordinances of Marathon County authorizes the Joint Airport Board to establish rates and charges for all certified scheduled and nonscheduled air carriers; and

WHEREAS, 49 U.S.C §47107(1) and 64 Fed. Reg. 7696 (Revenue Use Policy) and the FAA's Air Carrier Incentive Program Guide allows for the establishment of an Air Service Incentive Program at the airport.

THEREFORE, BE IT RESOLVED, the Joint Airport Board resolves as follows:

1. To approve the Central Wisconsin Airport Air Service Incentive Program,
2. That all Airport personnel are hereby authorized to take all actions necessary to effectuate this policy,
3. This program is effective the 21st Day of February, 2022 and shall remain open for enrollment for a period of two (2) years.

DATED this 18^h day of February, 2022

Central Wisconsin Joint Airport Board Chair

CENTRAL WISCONSIN AIRPORT
AIR SERVICE INCENTIVE PROGRAM

In order to increase competitive service and to enhance air service from Central Wisconsin Airport, the Central Wisconsin Joint Airport Board offers an Air Service Incentive Program (“Program”). Under this Program, any Qualifying Carrier providing new qualifying service to destinations may be offered temporary reductions in specified Airport fees and charges and may be offered marketing assistance, subject to the availability and limits of the Airport’s approved budget.

1. Definitions.

- A. Airport means the Central Wisconsin Airport (CWA) located in Marathon County, Wisconsin.
- B. Application means the written request to participate in the Program submitted by a Qualifying Carrier that complies with the requirements of Section 4.C of this Program.
- C. Central Wisconsin Joint Airport Board (Joint Airport Board) means the Airport’s governing body established under an intergovernmental agreement pursuant to Section 66.0301, Wis. Stats.
- D. Destination Airport means an airport with an IATA code.
- E. Facility Fees means the amounts payable by a Qualifying Carrier to the Airport for use and occupancy of space and facilities in the Terminal, including to the extent applicable, ticket counter and associated queuing space, terminal hold rooms, operations office space, baggage storage space, joint/common space rent, terminal equipment, and shared use fees. Facility Fees do not include Passenger Facility Charges (PFCs).
- F. Incumbent Air Carrier means an air carrier that is currently serving CWA with scheduled service.
- G. Landing Fees means amounts payable to the Airport by a Qualifying Carrier for the privilege of landing an aircraft at the Airport.
- H. New Entrant means a Qualifying Carrier that has not, in the last twelve months prior to the application for incentive per Section 4.C, served the Airport either directly or indirectly through one of its subsidiaries, or an airline that operates at the Airport solely as an affiliate of an Incumbent Air Carrier is not eligible to participate in the New Entrant Incentive Program.
- I. New Route means a nonstop round trip flight between CWA and a destination airport that, at the time of service announcement, does not have nonstop scheduled service to CWA nor has nonstop service been publicly announced or schedules filed by another carrier. A new Route may also be defined as a nonstop round trip flight between CWA and a destination airport that currently only maintains scheduled service on a seasonal basis.
- J. Participating Airline means a Qualifying Carrier that is participating in the Program.
- K. Program means the Air Service Incentive Program.
- L. Qualifying Carrier means a certificated air carrier that has executed a CWA Airport Use and Lease Agreement with the Joint Airport Board (“Agreement”). A Qualifying Carrier must be current on its rents, fees and other charges payable to the Airport. A Qualifying Carrier may be either a New Entrant or an Incumbent Air Carrier operating at the Airport.

2. **Program Qualifications and Incentives.**

A. New Entrant Qualifications. A New Entrant that:

- (1) Initiates and maintains round trip scheduled air service to Destination Airport(s) from the Airport with not less than eight (8) departures per month on average for twelve(12) consecutive months to at least one Destination Airport from the date of commencement of operations at the Airport ("Minimum Departure Requirement") and
- (2) Complies with the terms, conditions, and covenants of this Program and its Agreement shall be offered:

a. Facility Incentives.

- (i) A Qualifying Carrier that meets the qualifications set forth in paragraph 2.A shall be offered a waiver of all facilities fees payable by the Qualifying Carrier to the Airport under its Use and Lease Agreement for a period of twelve (12) months from the effective date of such Agreement.
- (ii) Expressly excluded from the Program are (a) amounts paid to another carrier operating at the Airport to sublease or use terminal space and/or equipment leased by such other carrier at the Airport or (b) other fees such as badge fees, finance charges, penalties, employee parking, etc.

b. Landing Fee Incentives.

A Qualifying Carrier that meets the qualifications set forth in paragraph 2.A shall be offered a waiver of Landing Fees for a period of twelve (12) months from the date it first initiates service at CWA.

c. Marketing Introduction Program.

As described in Section 3.

- d. If New Entrant does not meet the Minimum Departure Requirement it may, at the discretion of the Joint Airport Board, be required to reimburse a proportion of the incentive program expense equal to the number of the months in the first twelve (12) month period New Entrant falls below the Minimum Departure Requirement.

B. New Route Qualifications. A Participating Airline that:

- (1) Initiates service from CWA to any New Route as determined by the Airport Director of the Airport and operates the New Route a minimum of eight (8) times a month for a period of not less than one (1) year from service inception; and
- (2) Complies with the terms, conditions, and covenants of this Program and its Agreement shall be offered:

a. Landing Fee Incentives.

A Qualifying Carrier that meets the qualifications set forth in paragraph 2.A shall be offered a waiver of Landing Fees for a period of twelve (12) months from the date it first initiates service at the Airport.

b. Marketing Introduction Program.

As described in Section 3.

c. Marketing Incentive.

A Qualifying Carrier that meets the qualifications set forth in paragraph 2.B may be offered a maximum of \$30,000 in advertising and marketing costs for year one (1), for a total amount not-to-exceed- \$60,000 for two (2) or more routes announced simultaneously.

3. Marketing Introduction Program.

The Joint Airport Board will provide a variety of public relations, media strategies and advertising opportunities to promote the Airport's new air service for business and leisure passengers. The Airport's marketing incentive program is tailored to the characteristics of each specific route and the carrier providing the new service. It is primarily directed at maximizing exposure to the local media and travel and tourism trades. The Airport will utilize its advertising program to supplement the airline's key advertising message with advertising in the Airport terminal and on the Airport website.

4. General Provisions.

A. Incentives Non- Transferable. Incentives under this Program may not be transferred or assigned to another air carrier, except a carrier that succeeds to substantially acquire all of the Qualifying Carrier's assets by merger or acquisition.

B. Effective and Expiration Date. This Program is effective on the date formally adopted by the Joint Airport Board ("Effective Date"), and shall remain open for enrollment for a period of two (2) years. To qualify for incentives under this Program, the New Entrant or Participating Airline must apply for incentives from the Airport and commence operations on the route within two (2) years of the Effective Date of this Program.

C. Application. An air carrier must submit a written request to participate in this Program with the following:

(1) A request to participate in the Program shall identify the new route(s) and schedule the New Entrant or Participating Airline plans to operate, including the proposed date of initial service for each route.

(2) A New Entrant must demonstrate that the carrier meets the requirements of the Program.

(3) If a Participating Airline's Agreement expires, or is terminated, for any reason, its right and entitlement to incentives under the Program will automatically terminate as of the date of expiration or termination without notice.

D. Notices. In order to ensure ongoing compliance with the terms and conditions of the Program, the Participating Airline shall give the Airport Director written notice of any change in its scheduled operations to or from the Airport no later than the date such schedule change is published in the Official Airline Guide or similar publication media.

E. Duplication of Incentives. A Participating Airline may qualify to receive incentives under both the New Entrant and the New Route programs; provided however an air carrier that is qualified in both shall be entitled to only one set of the marketing incentives described in Section 3. A Participating Airline may not receive incentives under other or additional incentive programs the Joint Airport Board may adopt in the future while it is still receiving incentives under this Program. If a Participating Airline qualifies for incentives under some other or additional incentive program the Joint Airport Board may adopt in the future, it must elect the program in which it wishes to participate.

F. Subject to Applicable Law. The Program is subject to all applicable laws, statutes, rules, regulations (including, but not limited to, Federal Aviation Regulations set forth in Title 14 United States Code of Federal Regulations) and the provisions of any agreement between Marathon and Portage Counties or the Joint Airport Board and the United States concerning the financing, operation or maintenance of the Airport. The Joint Airport Board may, without incurring any liability to Participating Airlines, amend or terminate the Program, including any payments or fee discounts under the Program, upon the advice of its legal counsel, if it is necessary to comply the requirements of applicable law, and agreements with the United States.

G. Funding of Incentives. Fee waivers and marketing incentives under this Program are funded from non-airline revenue.

5. **Default and Remedies.**

A. Default. Each of the following shall be a default by a Participating Airline and a material breach of the Program:

(1) The Agreement of the Participating Airline expires or is terminated for any reason.

(2) A New Entrant ceases flight operations at the Airport sooner than one year after commencement or fails to continuously operate eight (8) departures per month to at least one (1) destination at any time during the twelve (12) month period commencing on the date of commencement of service at the Airport.

(3) A Participating Airline fails to initiate service on the New Route, ceases to operate the New Route for a period of fourteen (14) consecutive days or longer; or fails to continuously operate a New Route a minimum of sixteen (16) flights (8 inbound: 8 outbound) each month for a period of not less than one (1) year from service inception.

(4) A Participating Airline fails to timely submit any report required by the Joint Airport Board or fails to keep, perform, or observe any other term or condition of the Program, and fails to cure such failure within ten (10) days after the receipt of written notice from the Joint Airport Board specifying the failure.

(5) A default under its Agreement.

B. Remedies of Joint Airport Board. In the event of a default by a Participating Airline, the Participating Airline's participation in the Program and all incentives under the Program will terminate. Termination of incentives arising out of a cessation of air service or failure to operate a New Route shall be effective as of the date the Participating Airline first ceased flight operations at the Airport, or first ceased to operate the New Route, as applicable. In addition, the Participating Airline may be required at the discretion of the Joint Airport Board to reimburse any incentives received under the Program.

**CENTRAL WISCONSIN AIRPORT STATISTICAL REPORT
SUMMARY - JANUARY 2021 - 2022**

15-Feb-22

	2021 MONTH	2022 MONTH	% CHGE. 21-22	2021 Y-T-D	2022 Y-T-D	% CHGE. 21-22
ACTUAL LANDINGS						
AMERICAN	29	62	113.8%	29	62	113.8%
UNITED	51	3	-94.1%	51	3	-94.1%
DELTA	81	110	35.8%	81	110	35.8%
CHARTERS	0	1	100.0%	0	1	100.0%
TOTAL ACTIVITY	322	352	9.3%	322	352	9.3%
ATCT OPERATIONS	855	935	9.4%	855	935	9.4%
AIRLINE CANCELLATIONS						
AMERICAN	2	1	-50.0%	2	1	-50.0%
UNITED	0	0	0.0%	0	0	0.0%
DELTA	0	0	0.0%	0	0	0.0%
TOTAL CANCELLATIONS	2	1	-50.0%	2	1	-50.0%
ENPLANED PASSENGERS						
AMERICAN	1,039	2,504	141.0%	1,039	2,504	141.0%
UNITED	1,093	133	-87.8%	1,093	133	-87.8%
DELTA	1,744	3,867	121.7%	1,744	3,867	121.7%
CHARTERS	0	121	100.0%	0	121	100.0%
TOTAL ENPLANED PASSENGERS	3,876	6,625	70.9%	3,876	6,625	70.9%
DEPLANED PASSENGERS						
AMERICAN	932	2,225	138.7%	932	2,225	138.7%
UNITED	1,018	74	-92.7%	1,018	74	-92.7%
DELTA	1,532	3,478	127.0%	1,532	3,478	127.0%
CHARTERS	0	121	100.0%	0	121	100.0%
TOTAL DEPLANED PASSENGERS	3,482	5,898	69.4%	3,482	5,898	69.4%
AIR FREIGHT - AMERICAN	0	0	0.0%	0	0	0.0%
AIR FREIGHT - UNITED	0	0	0.0%	0	0	0.0%
AIR FREIGHT - DELTA	3,373	0	-100.0%	3,373	0	-100.0%
TOTAL AIRFREIGHT - AIRLINES	3,373	0	-100.0%	3,373	0	-100.0%
TOTAL AIRFREIGHT -G.AVIATION	131,020	136,422	4.1%	131,020	136,422	4.1%
AIRLINES & G.AVIATION-A.FREIGHT	134,393	136,422	1.5%	134,393	136,422	1.5%

LOAD FACTOR-CURRENT MONTH	SEATS	PAX	FACTOR
AMERICAN	3,100	2,504	80.8%
UNITED	150	133	88.7%
DELTA	5,500	3,867	70.3%

Central Wisconsin Airport – Flight Schedule February 18, 2022



<u>Arrivals – Delta</u>				<u>Departures – Delta</u>			
5270	13:58	from MSP	CRJ	5116	06:56	to DTW	CRJ
4805	20:57	from MSP	CRJ	5054	08:00	to MSP	CRJ
5409	19:03	from DTW	CRJ	5242	14:38	to MSP	CRJ



<u>Arrivals – American Eagle</u>				<u>Departures – American Eagle</u>			
4077	14:02	from ORD	ERJ	3788	05:30	to ORD	ERJ
3541	21:15	from ORD	ERJ	4077	14:55	to ORD	ERJ

Upcoming Charter Schedule

February 7th – Swift Wojo to Laughlin
 February 28th – Sun Country to Laughlin
 March 23rd – Sun Country to Omaha – Wojo
 May 2nd – Sun Country to Laughlin

MSP = Minneapolis
 ORD = Chicago O’Hare
 DTW = Detroit

Total CWA Flights Daily = 5

CWA Legislative Update – February 2022

House Committee Leaders Unveil Bill to Extend Federal Funding to March 11

(Source: Airport Alert, AAAE)

February 7, 2022

House Appropriations Committee Chair Rosa DeLauro (D-CT) released text of H.R. 6617, another short-term continuing resolution (CR) that proposes to extend funding for the federal government through March 11. Current federal funding is scheduled to expire on February 18 under the terms of a previous CR approved by Congress last year.

This marks the third time since the fiscal year began in October that Congress will be forced to resort to a short-term CR due to continued gridlock between Republicans and Democrats on a final deal to fund the federal government for the entire fiscal year. For months, the impasse has centered around disagreements on parity for defense and non-defense spending increases, as well as the use of policy riders. While both sides have largely agreed on a \$25 billion increase in defense spending originally authorized in the FY22 National Defense Authorization Act (NDAA), which passed in December, Democrats have pushed for even larger increases in non-defense spending. Republicans have persistently rejected this, emboldened by the fact that a CR maintains current spending levels that were approved last year when Republicans controlled Congress, giving them even less of an incentive to agree to Democratic demands. Without resolution on this parity issue, agreement on an overall spending level has been elusive, making it impossible to finalize the 12 individual bills that annually fund the federal government.

Additionally, a new fault line has emerged concerning billions of dollars in earmarks, a practice which was revived by Democrats earlier this year. While House Republicans voted to bring back earmarks, Senate Republicans were more divided, and many of those who opposed them are pushing for earmarks to be excluded from any final agreement. Complicating matters further, Senate Appropriations Committee Vice Chairman Richard Shelby (R-AL), along with other Republican appropriators, are set to receive significant funding in earmarks for projects in their respective states, putting them at odds with various members of the Senate Republican Conference.

The House is likely to vote on the stopgap bill by the end of this week before it recesses for two weeks. The schedule on when that vote occurs will affect whether the Senate votes on the CR this week or waits until next week when funding is set to expire. Given that neither party benefits from a government shutdown, the CR is expected to pass both chambers.

Airports continue to be in a strong position on our priorities in the pending FY22 spending bills that have worked their way through the process to this point. The House and Senate versions of the FY22 DOT/FAA spending bill proposed \$3.35 billion for AIP, between \$400 million and \$603.5 million for supplemental AIP funding, and at least a \$5.2 million increase for the Contract Tower Program.

The House and Senate versions of the FY22 DHS/TSA/CBP spending bill proposed continued funding for TSA's law enforcement officer (LEO) reimbursement grants (\$46.4 million); continued TSA staffing at exit lanes instead of shifting those requirements to airports; funding to procure and deploy 126 base and full-sized computed tomography (CT) systems to enhance the effectiveness of equipment used to screen carry-on baggage and to meet current and emerging threats (\$104.5 million); and continued funding to

reimburse airports that purchased and installed partial or complete in-line baggage systems prior to August 3, 2007 (\$30 million). For CBP, the administration requested, and appropriators funded, current CBP activities at airports.

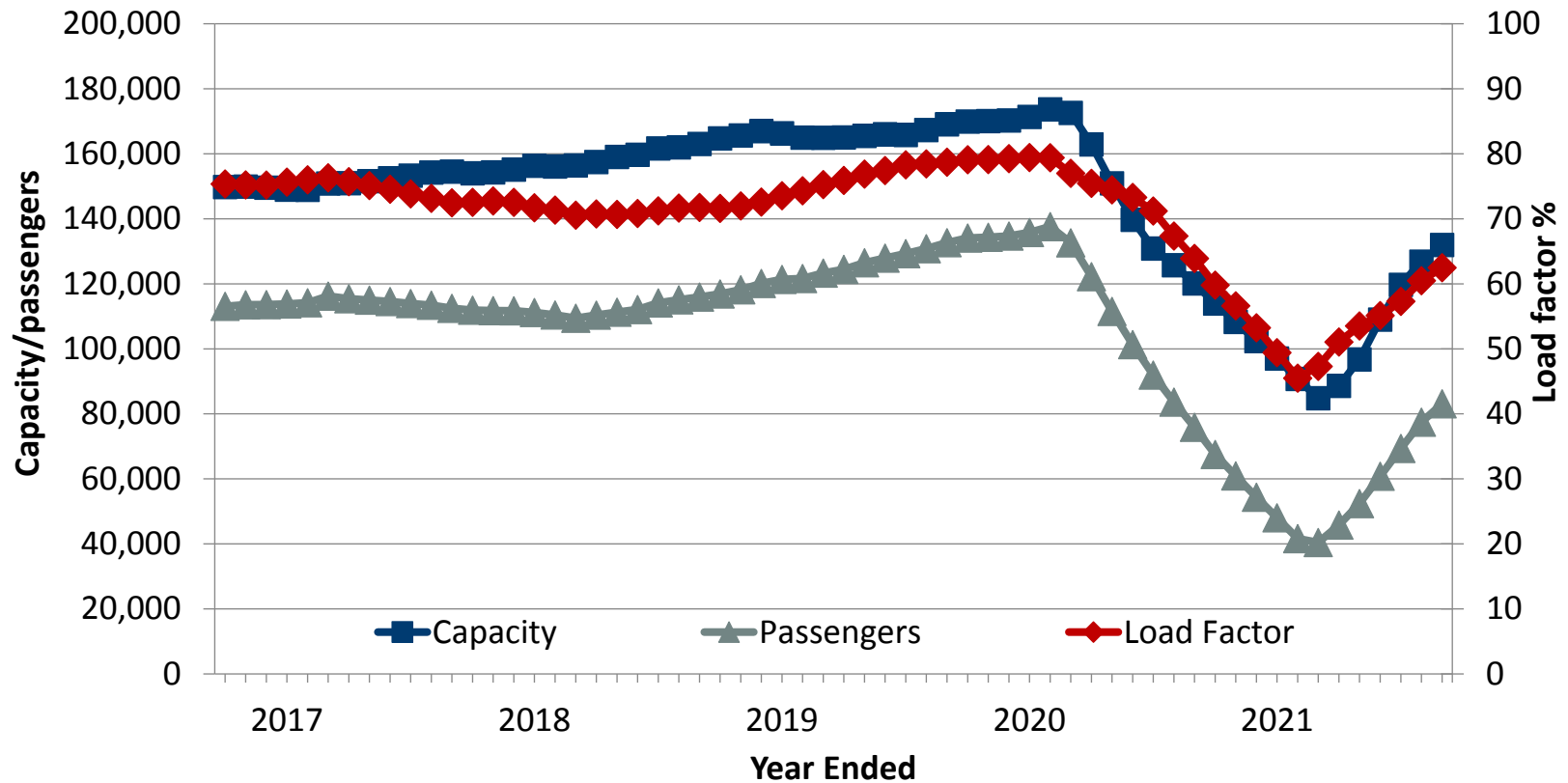


Central Wisconsin Airport (CWA)

Quarterly Performance Report

Year Ended Q3 2021

Traffic/Capacity Trends



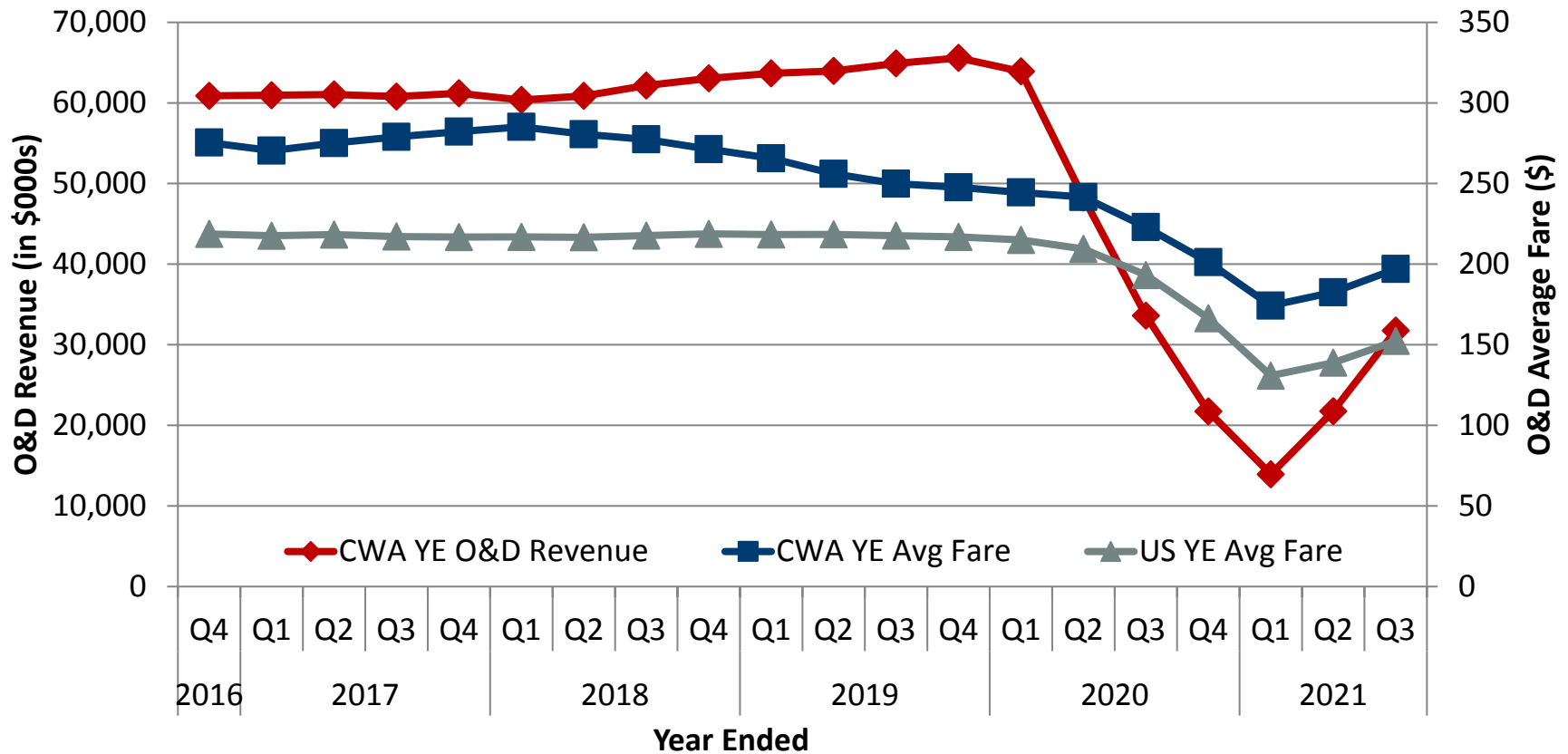
YE September 2021 year-over-year capacity and onboard passengers were up 10%; the average load factor decreased 1% point.

Top O&D Markets

Rank	Destination	O&D Passengers	O&D Revenue (\$)	Average Fare (\$)	YOY % Change		
					Pax	Rev	Fare
1	Orlando, FL (MCO)	5,744	893,721	156	8%	(11%)	(18%)
2	Phoenix, AZ (PHX)	5,592	1,084,319	194	13%	8%	(4%)
3	Denver, CO	4,881	751,466	154	54%	14%	(26%)
4	Chicago, IL (ORD)	4,727	635,375	134	(13%)	(29%)	(19%)
5	Fort Myers, FL	4,651	787,709	169	34%	13%	(16%)
6	Tampa, FL	4,612	669,861	145	24%	(4%)	(23%)
7	Dallas, TX (DFW)	4,337	793,043	183	(12%)	(16%)	(4%)
8	Las Vegas, NV	3,896	795,850	204	1%	(9%)	(10%)
9	Detroit, MI	3,589	589,274	164	(0%)	(18%)	(18%)
10	Houston, TX (IAH)	3,565	619,156	174	48%	17%	(21%)
11	Atlanta, GA	3,510	713,746	203	0%	(9%)	(9%)
12	Seattle, WA	3,448	697,353	202	40%	24%	(11%)
13	Nashville, TN	3,412	505,483	148	40%	31%	(6%)
14	Los Angeles, CA	3,051	656,955	215	(7%)	(13%)	(6%)
15	Boston, MA	2,726	574,952	211	(1%)	9%	10%
16	San Diego, CA	2,577	579,474	225	34%	31%	(2%)
17	Charlotte-Douglas, NC	2,485	453,331	182	(4%)	(9%)	(6%)
18	Salt Lake City, UT	2,180	433,648	199	34%	10%	(18%)
19	San Francisco, CA	2,164	567,297	262	(1%)	6%	7%
20	Austin, TX	2,124	413,321	195	9%	3%	(6%)
Total All Markets		161,212	31,751,107	197	7%	(6%)	(12%)

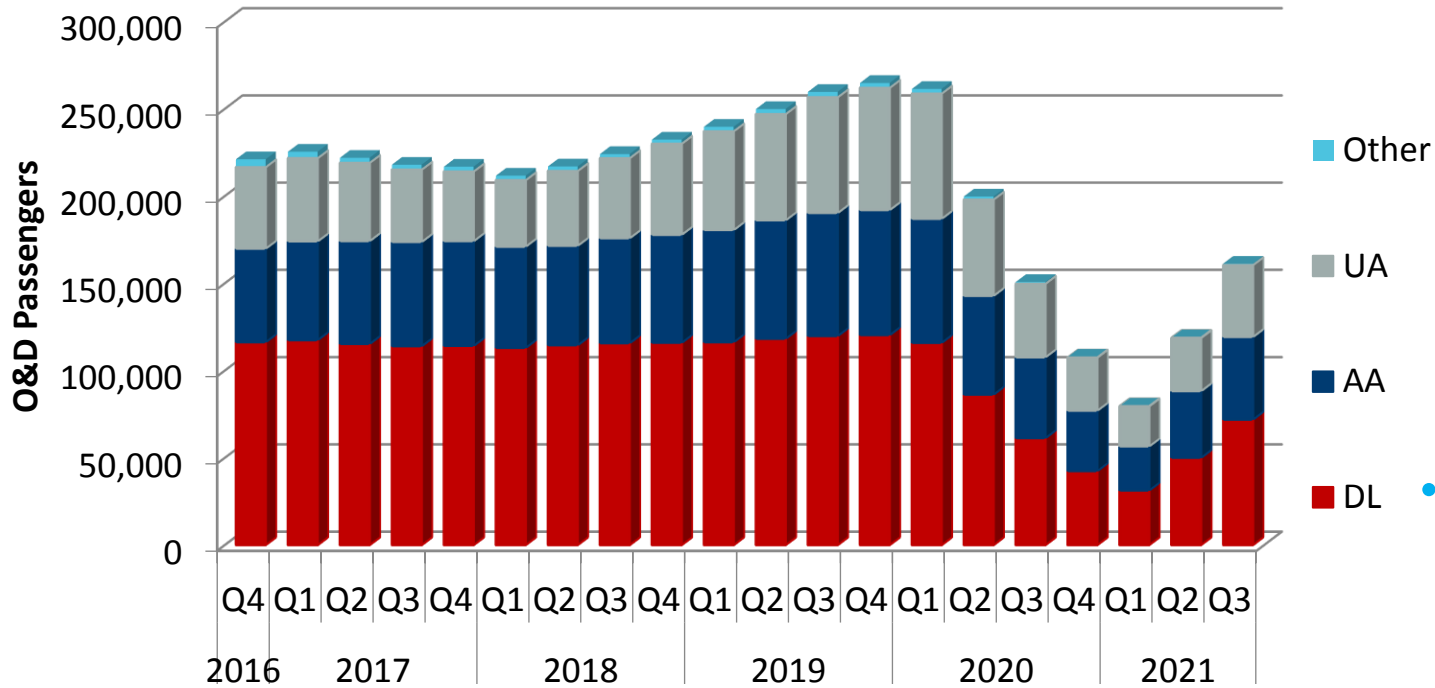
- Overall, passengers were up 7% on a 12% drop in fares, resulting in revenue being down 6%.
- 9 of the top 20 markets experienced double-digit year-over-year increases.

Revenue/Fare Trends



- CWA fares increased \$14 to \$197 in the latest year-ended period.
- Fares were \$45 higher than the U.S. average (versus \$44 in the prior period).

O&D Passenger Market Share



- DL is the market share leader with a 45% share.
- AA lost 3% points of share against DL in the latest year-ended period.

Year	Quarter	Airline Market Share (Year-Ended)			
		DL	AA	UA	Other
2019	Q4	46%	27%	26%	1%
2020	Q1	44%	27%	28%	1%
	Q2	43%	28%	28%	1%
	Q3	40%	31%	28%	1%
	Q4	39%	32%	28%	1%
2021	Q1	39%	32%	29%	0%
	Q2	42%	32%	26%	0%
	Q3	45%	29%	26%	0%

Forward Looking Schedule (vs. 2020)

Destination	Airline	Change vs. 2020 – Average Weekly Flights/Seats											
		Feb 2022		Mar 2022		Apr 2022		May 2022		Jun 2022		Jul 2022	
		#	Chg	#	Chg	#	Chg	#	Chg	#	Chg	#	Chg
Flights													
Chicago, IL (ORD)	American	14	(6)	14	(6)	14	1	20	16	21	16	21	9
	United	0	(18)	0	(21)	0	(9)	0	(7)	0	(4)	0	(7)
Detroit, MI	Delta	7	(6)	7	(6)	11	11	13	13	13	13	13	13
Minneapolis, MN	Delta	13	(1)	14	(3)	14	2	14	7	14	7	14	5
Total		34	(31)	35	(36)	39	5	47	29	48	32	48	20
Seats													
Chicago, IL (ORD)	American	700	(300)	677	(316)	700	58	1,005	779	1,050	793	1,050	440
	United	0	(913)	0	(1,068)	0	(432)	0	(350)	0	(222)	0	(327)
Detroit, MI	Delta	350	(288)	350	(282)	548	537	655	655	653	653	644	644
Minneapolis, MN	Delta	650	(25)	700	(169)	700	105	700	350	700	350	700	260
Total		1,700	(1,525)	1,727	(1,835)	1,948	268	2,360	1,434	2,403	1,575	2,394	1,016

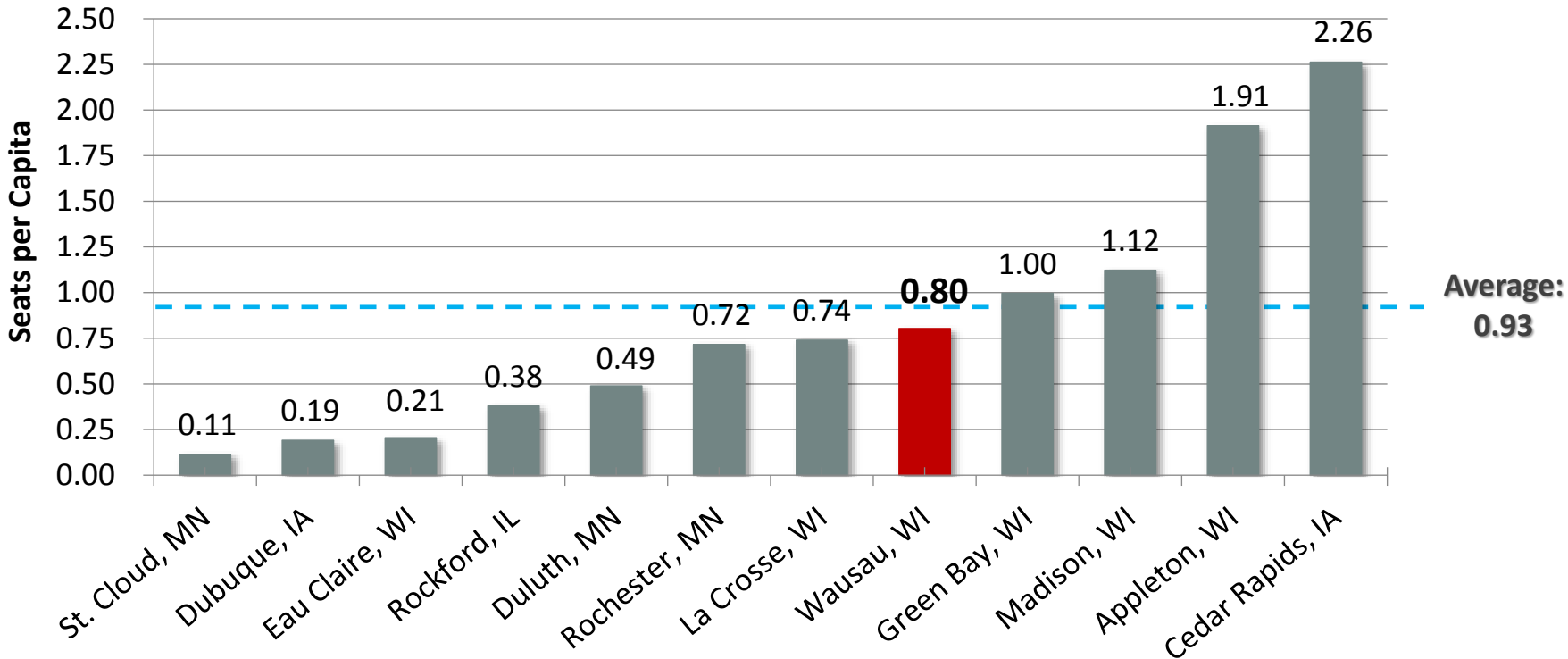
- Flights and seats are currently scheduled to increase in all months except February and March 2022.
- Overall, for the 6-month period from February 2022 through July 2022, flights and seats are scheduled to be **up** 8% compared to the same months in 2020.

Forward Looking Schedule (vs. 2021)

Destination	Airline	Change vs. 2021 – Average Weekly Flights/Seats											
		Feb 2022		Mar 2022		Apr 2022		May 2022		Jun 2022		Jul 2022	
		#	Chg	#	Chg	#	Chg	#	Chg	#	Chg	#	Chg
Flights													
Chicago, IL (ORD)	American	14	7	14	7	14	2	20	1	21	0	21	0
	United	0	(8)	0	(9)	0	(9)	0	(7)	0	(14)	0	(14)
Detroit, MI	Delta	7	0	7	0	11	4	13	0	13	(7)	13	(8)
Minneapolis, MN	Delta	13	3	14	3	14	1	14	0	14	(5)	14	(7)
Total		34	2	35	1	39	(2)	47	(6)	48	(26)	48	(28)
Seats													
Chicago, IL (ORD)	American	700	350	677	327	700	105	1,005	56	1,050	0	1,050	23
	United	0	(388)	0	(443)	0	(455)	0	(350)	0	(677)	0	(700)
Detroit, MI	Delta	350	0	350	0	548	198	655	0	653	(350)	644	(395)
Minneapolis, MN	Delta	650	125	700	147	700	35	700	0	700	(257)	700	(327)
Total		1,700	88	1,727	32	1,948	(117)	2,360	(294)	2,403	(1,283)	2,394	(1,400)

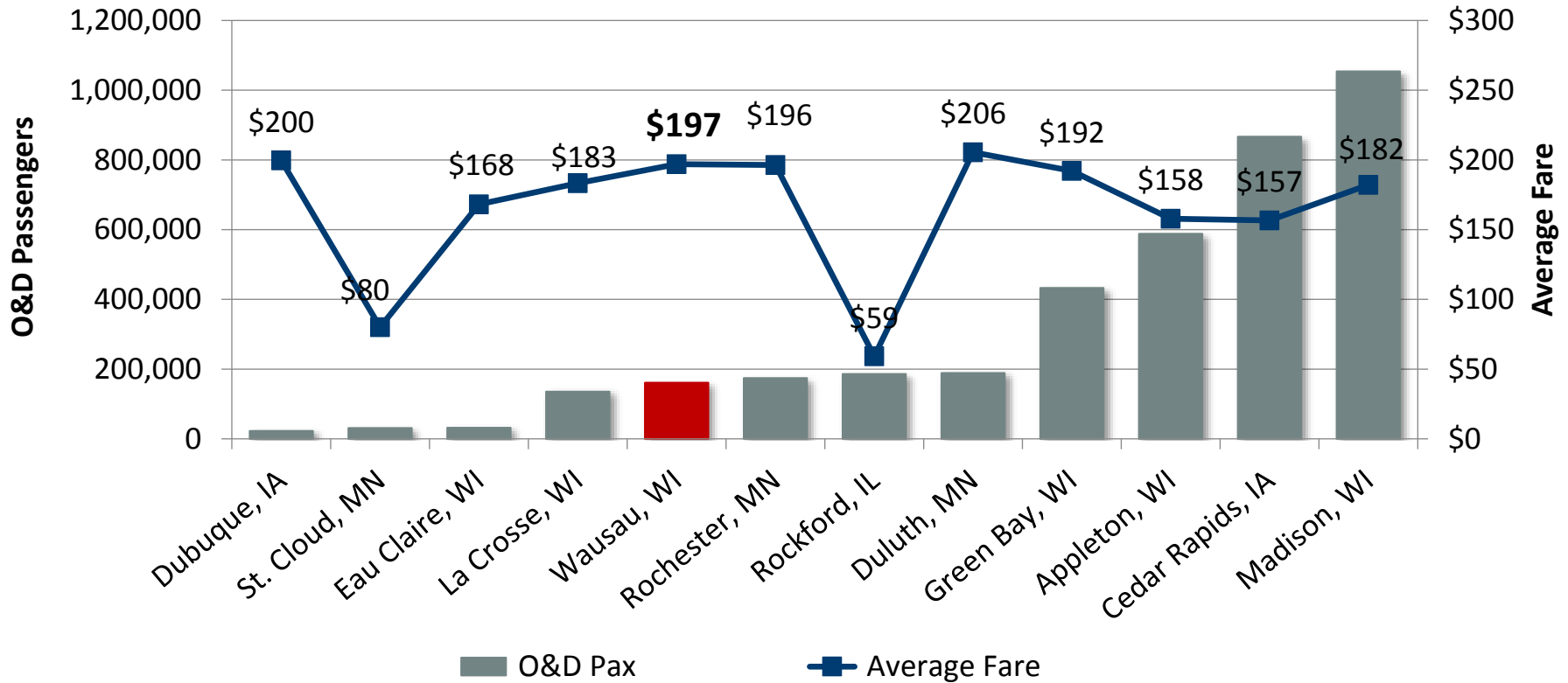
- Year-over-year flights and seats are currently scheduled to decrease in all months except February and March 2022.
- Overall, for the 6-month period from February 2022 through July 2022, flights and seats are scheduled to be **down** 19% year-over-year.

Seats Per Capita Comparisons



- CWA's seats per capita was below the compare market average but higher than many of the individual compare markets.
- CWA's seats per capita increased from 0.67 to 0.80 in the latest year-ended period.

O&D Passenger/Airfare Comparisons



CWA's average fare was the 3rd highest among compare markets but was still in line with other markets with the exception of St. Cloud, MN, and Rockford, IL, which have the majority of service on Allegiant.

Year-Over-Year Comparisons

Airport	2021 MSA Population	YE Q3 2021			YOY Change		
		# of Nonstop Destinations	O&D Pax	Seats	# of Nonstop Destinations	O&D Pax	Seats
Dubuque, IA	97,685	1	22,813	18,725	0	(43%)	(46%)
La Crosse, WI	138,430	3	135,664	102,418	0	23%	24%
Wausau, WI	164,179	3	161,212	131,936	0	7%	10%
Eau Claire, WI	172,027	1	31,898	35,330	0	27%	5%
St. Cloud, MN	204,194	3	31,104	23,445	1	(1%)	9%
Rochester, MN	224,869	3	174,423	160,903	0	(9%)	8%
Appleton, WI	241,752	13	588,104	462,937	2	27%	26%
Cedar Rapids, IA	276,609	15	866,572	625,925	0	9%	5%
Duluth, MN	290,388	2	188,922	142,186	0	4%	1%
Green Bay, WI	326,218	6	432,860	324,743	0	17%	14%
Rockford, IL	339,578	7	185,892	128,633	0	6%	12%
Madison, WI	675,520	14	1,054,000	758,240	(9)	(13%)	(19%)

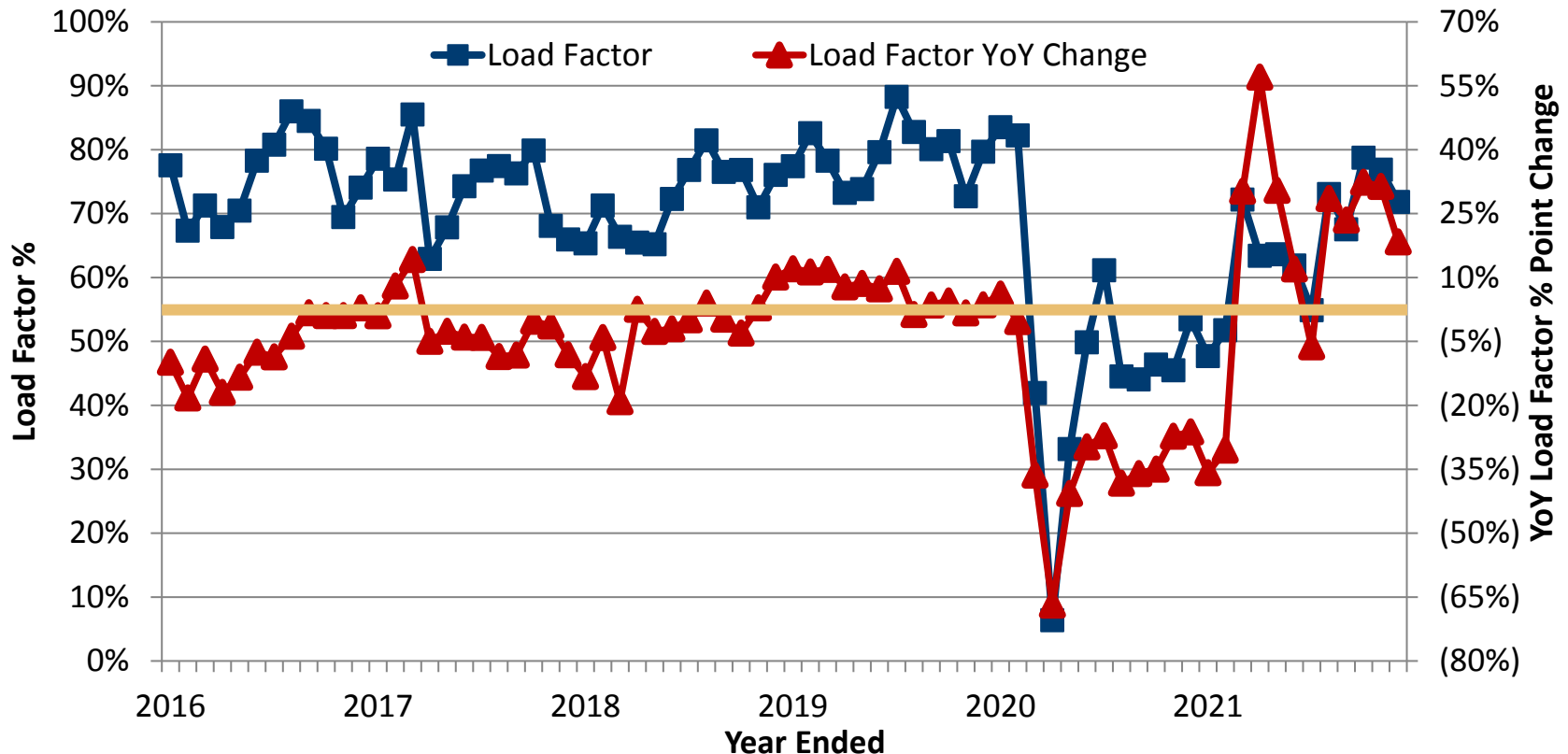
CWA had the 6th largest increase in O&D passengers (+7%) among compare markets on a 10% increase in seats year-over-year.

Load Factor Trends

Destination	Airline	2018	2019				2020				2021			YOY Q3 Change	
		Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	'21 vs '19	'21 vs '20
Chicago, IL (ORD)	American	72	77	77	81	76	67	42	59	67	76	72	74	(7)	15
	United	71	78	71	81	77	70	23	45	51	69	71	76	(4)	31
Detroit, MI	Delta	83	80	80	83	81	72		28	34	52	59	66	(17)	38
Minneapolis, MN	Delta	79	80	81	85	81	67	20	44	43	46	60	66	(19)	22
Average Load Factor		76	79	77	82	78	69	28	46	47	59	65	70	(12)	24

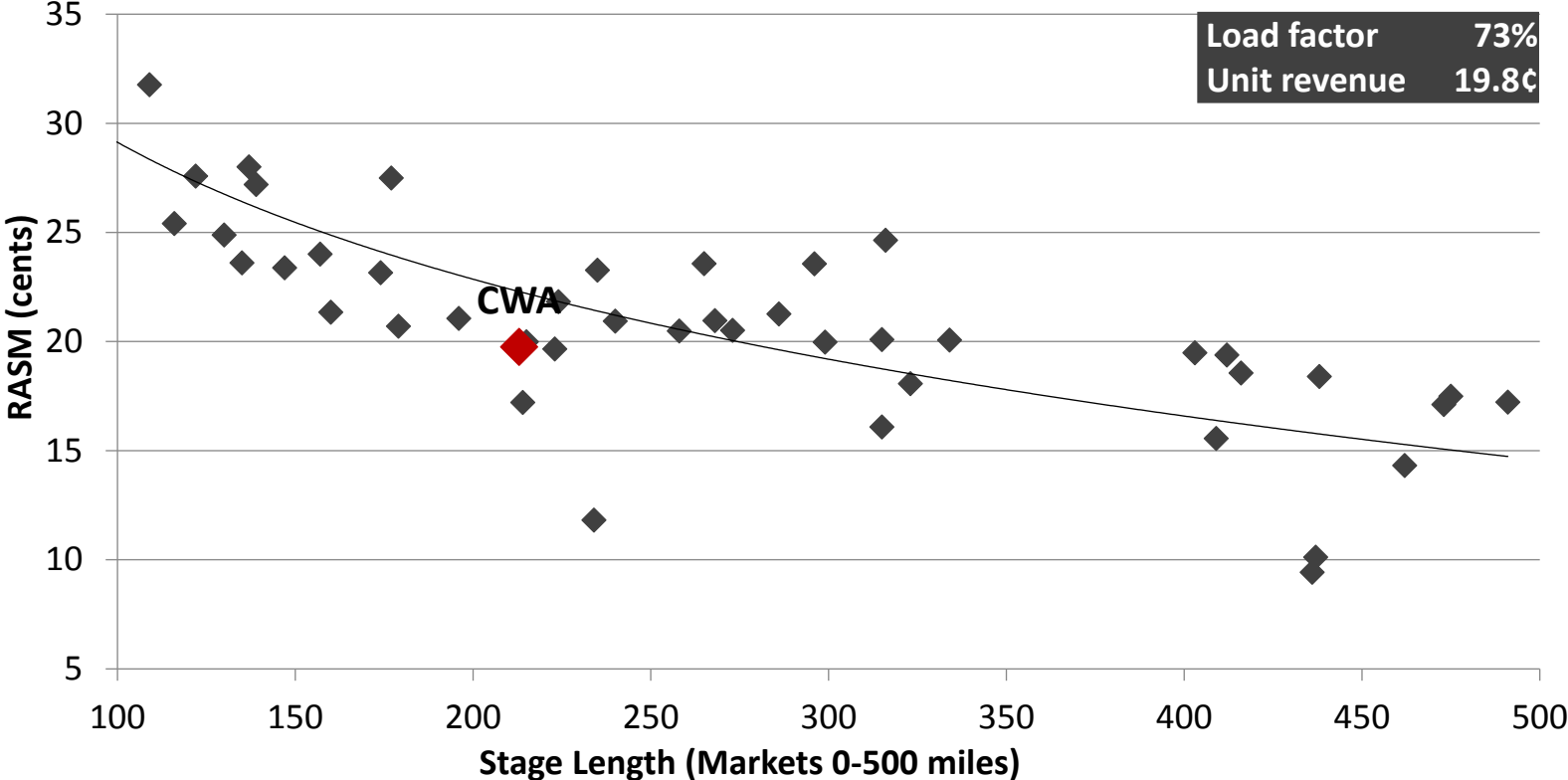
- Load factors were up year-over-year in Q3 2021 versus Q3 2020 in all markets due to the impact of COVID-19 on Q3 2020.
- Overall, the market average load factor was up 24% points in Q3 2021.

Enplanement Load Factor and YOY Change



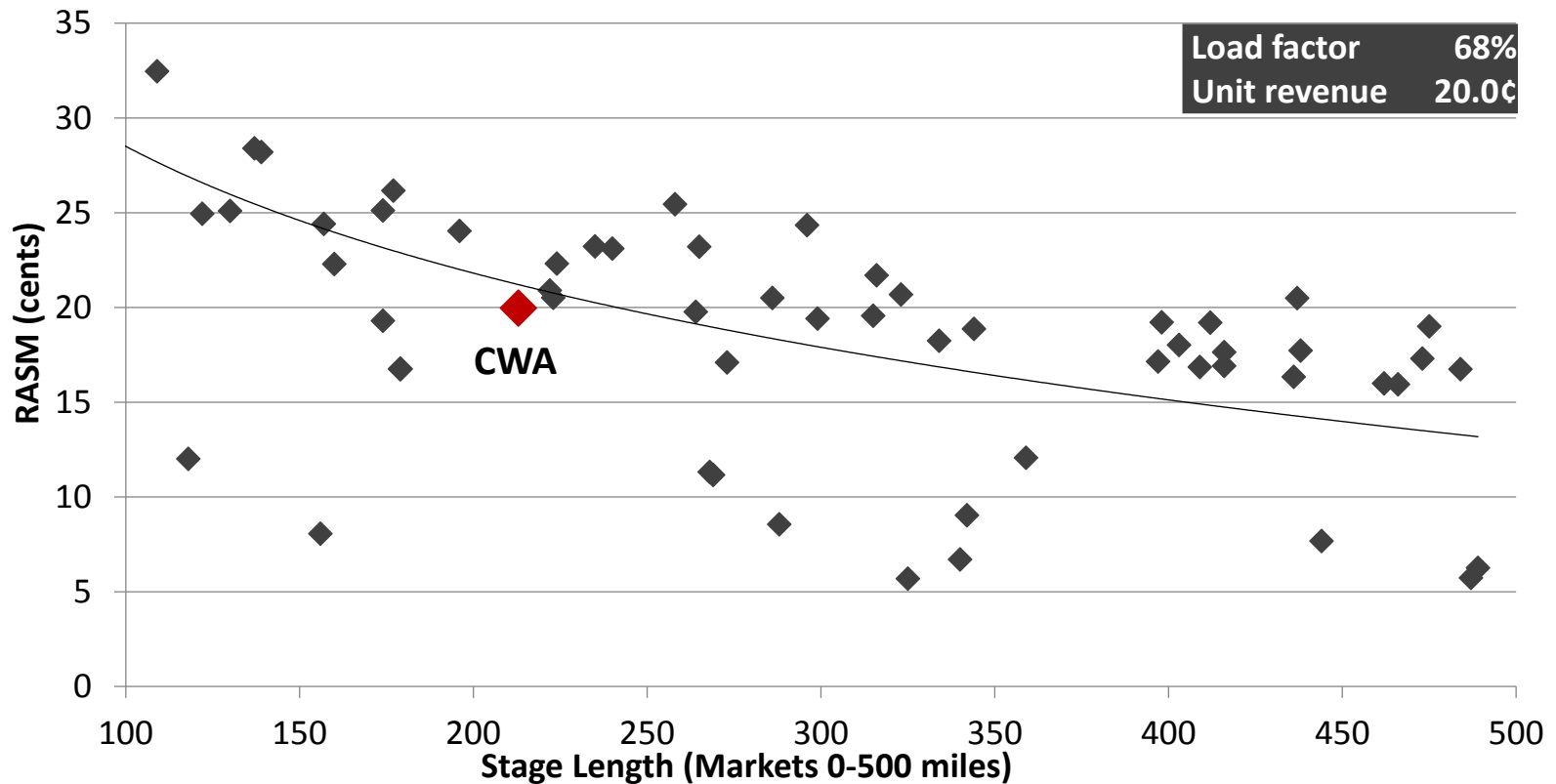
- Load factors were up 13% points for the year-ended December 2021 versus the same prior year period.
- Enplanements were up 65% on a 34% increase in seat capacity.

AA-ORD RASM Performance



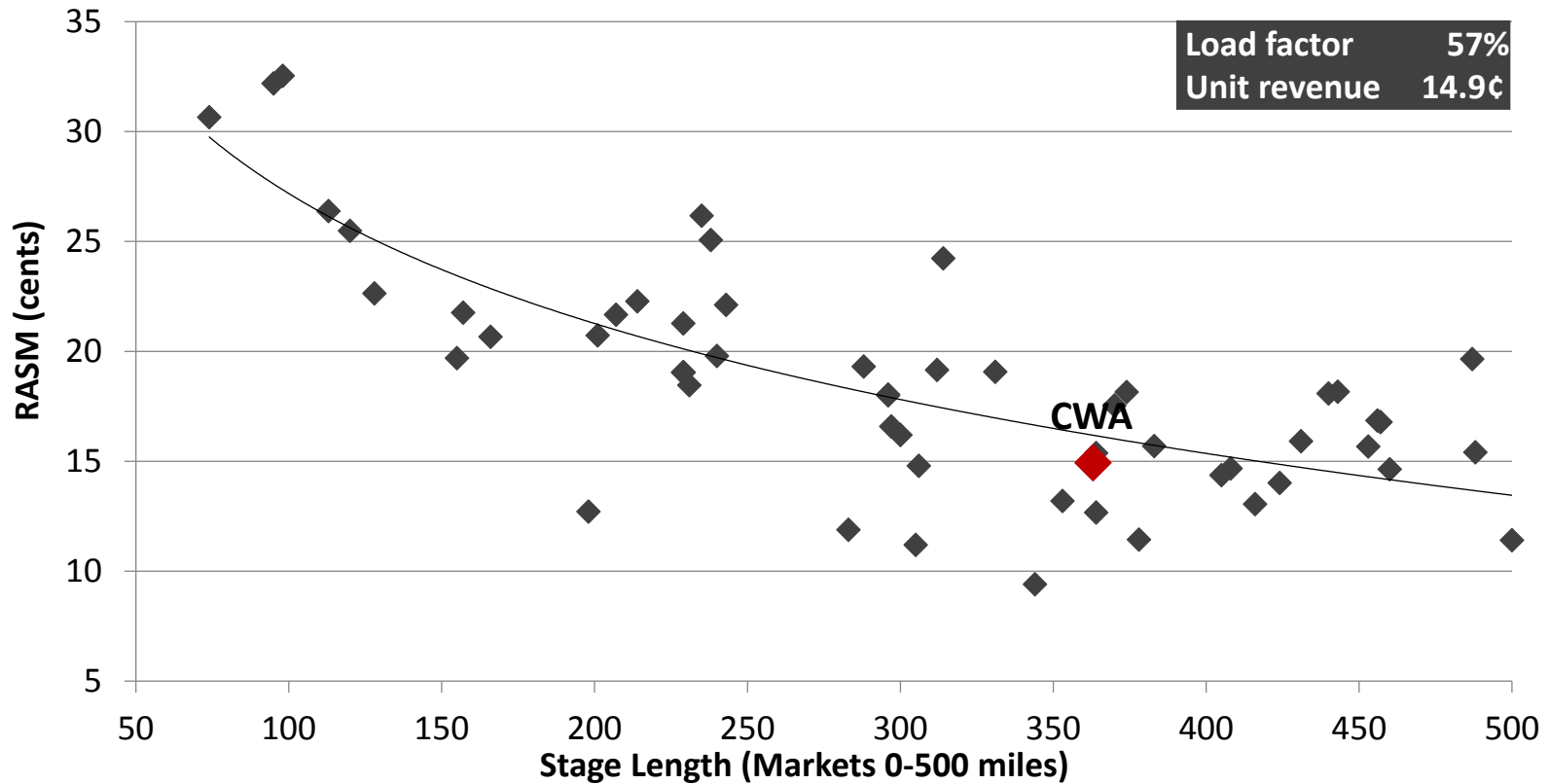
CWA's ORD RASM and load factor were below AA's average (market load factor average of 77%).

UA-ORD RASM Performance



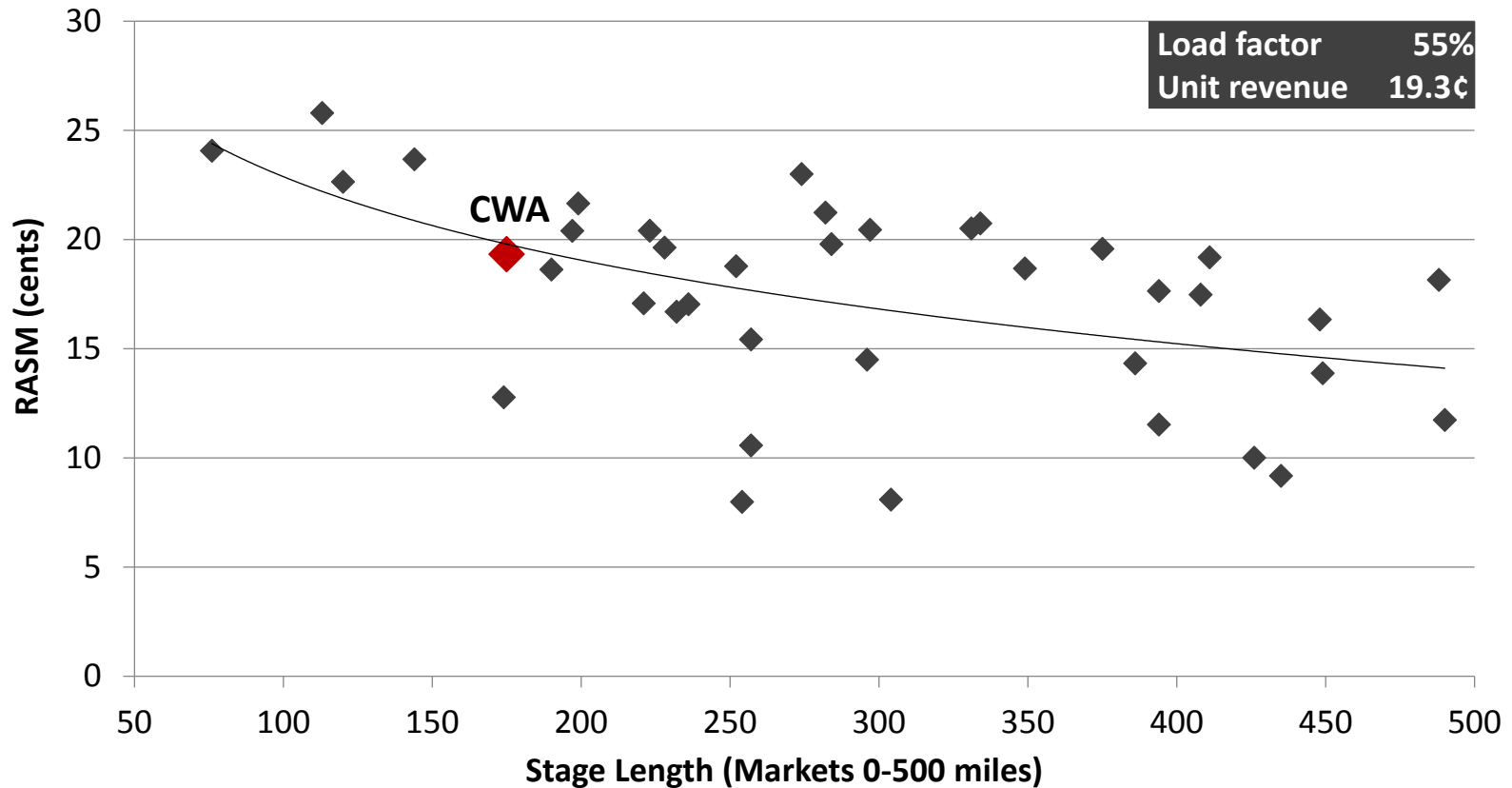
CWA's ORD RASM was slightly below the average while the load factor was below UA's average (market load factor average of 72%).

DL-DTW RASM Performance



CWA's DTW RASM and load factor were slightly below DL's average (market load factor average of 58%).

DL-MSP RASM Performance



**CWA's MSP RASM was at DL's average,
while CWA's load factor was below DL's MSP average of 63%.**

RASM Trends

Destination	Airline	2018	2019				2020				2021			YOY Q3 Change	
		Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	'21 vs '19	'21 vs '20
Chicago, IL (ORD)	American	26.5	27.7	29.4	30.1	26.7	21.3	8.6	12.2	14.0	17.4	20.2	22.2	(26%)	82%
	United	27.4	28.2	26.3	31.9	28.7	23.5	6.7	12.3	13.8	17.6	19.5	25.4	(20%)	107%
Detroit, MI	Delta	27.0	25.3	26.4	25.5	25.9	21.5		5.6	8.0	11.9	15.0	18.6	(27%)	234%
Minneapolis, MN	Delta	35.3	35.7	35.3	39.1	35.1	28.7	6.6	12.7	14.5	16.0	20.3	23.8	(39%)	87%
Total Average		28.6	28.6	29.0	31.1	28.6	23.2	7.3	11.1	12.4	15.2	18.2	21.8	(30%)	97%

- RASM was up significantly in all markets in Q3 year-over-year due to the impact of COVID-19 on Q3 2020.
- Overall, the average market RASM was up 97% at CWA.

Thank You.

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Please be aware that International origin and destination data is restricted to internal purposes only and that any disclosure of the restricted data must be pre-approved in writing by the Department of Transportation.



**CENTRAL WISCONSIN AIRPORT
REVENUE 2021
PRE-AUDIT**

14-Feb-22

	BUDGET 2021	MONTH OF DECEMBER	YEAR TO DATE	% OF BUDGET
5409-53 FUEL SALES	\$30,000	\$5,588	\$37,154	123.8%
5410-53 FUEL FLOWAGE	\$35,000	\$10,254	\$60,314	172.3%
5411-53 LANDING FEES	\$300,000	\$27,019	\$332,656	110.9%
5418-53 RAMP CHARGES	\$50,000	\$5,093	\$62,132	124.3%
AIRFIELD	\$415,000	\$47,954	\$492,256	118.6%
5422-56 UTILITIES	\$450	\$188	\$451	100.2%
CONTROL TOWER	\$450	\$188	\$451	100.2%
5412-55 RENT	\$100,000	\$11,114	\$95,535	95.5%
5422-55 UTILITIES	\$3,000	\$0	\$0	0.0%
HANGAR	\$103,000	\$11,114	\$95,535	92.8%
5497-57 LABOR-CWA	\$1,000	\$0	\$845	84.5%
5498-57 MATERIALS-CWA	\$0	\$563	\$563	0.0%
5499-57 MISC-CWA	\$2,000	\$76	\$1,453	72.7%
MAINTENANCE SHOP	\$3,000	\$639	\$2,860	95.3%
5412-54 RENT	\$30,000	\$2,655	\$32,040	106.8%
5414-54 FARM LAND RENT	\$84,000	\$24,851	\$139,914	166.6%
5417-54 HWY BILLBOARDS	\$9,500	\$0	\$9,832	103.5%
5422-54 UTILITIES	\$0	\$0	\$0	0.0%
5432-54 CORPORATE HANGAR	\$100,000	\$8,052	\$151,157	151.2%
NET LEASE	\$223,500	\$35,558	\$332,943	149.0%
5440-51 PARKING	\$900,000	\$74,339	\$858,701	95.4%
5412-52 RENT	\$970,000	\$137,214	\$1,073,091	110.6%
5416-52 ADVERTISING	\$20,000	\$0	\$9,043	45.2%
5422-52 UTILITIES	\$36,550	\$3,250	\$40,891	111.9%
5431-52 SECURITY	\$5,500	\$4,682	\$7,022	127.7%
5499-52 MISCELLANEOUS	\$23,000	\$0	\$23,937	104.1%
TERMINAL BUILDING	\$1,055,050	\$145,146	\$1,153,984	109.4%
TOTAL	\$2,700,000	\$314,937	\$2,936,730	108.8%
1210 SALES TAX DISCOUNT	\$0	\$0	\$229	
8110 INTEREST ON INVEST	\$30,000	\$0	\$16,989	
8310 SALE FIXED ASSETS	\$20,000	\$0	\$38,701	
8350 INS RECOV	\$0	\$0	\$0	
8400 OTHER MISC REV	\$0	\$0	\$0	
8413 WORKERS COMP REIMB	\$0	\$0	\$0	
GRAND TOTAL	\$2,750,000	\$314,937	\$2,992,650	108.8%

5419-53 PASSENGER FAC. CHGS.	\$200,000	\$34,363	\$371,148	185.6%
8110 PFC INTEREST	\$5,000	\$0	\$2,987	59.7%
TOTAL PASSENGER FACILITY CHGS.	\$205,000	\$34,363	\$374,135	182.5%
5420-52 CFC CAR RENTAL FEES	\$212,200	\$31,212	\$169,842	80.0%

**CENTRAL WISCONSIN AIRPORT
DISBURSEMENTS - DECEMBER 2021
PRE-AUDIT**

	2021 BUDGET	THIS MONTH	2021 YTD	YTD % of BUDGET
PERSONAL SERVICES				
SALARIES	\$400,797.00	\$43,288.00	\$451,655.04	112.7%
WAGES	\$729,799.00	\$61,438.21	\$626,244.34	85.8%
EMPLOYEE BENEFITS	\$18,500.00	\$3,390.70	\$8,425.24	45.5%
EMPLOYER CONTRIBUTIONS	\$464,932.00	\$18,208.20	\$414,692.74	89.2%
SUB TOTAL	\$1,614,028.00	\$126,325.11	\$1,501,017.36	93.0%
CONTRACTUAL SERVICES				
PROFESSIONAL SERVICES	\$156,500.00	\$71,688.01	\$203,783.27	130.2%
UTILITY SERVICES	\$270,000.00	\$40,505.96	\$226,637.66	83.9%
REPAIR-MAINT/STREETS	\$10,000.00	\$0.00	\$4,607.23	46.1%
REPAIR-MAINT EQUIP/BUILDINGS	\$90,000.00	\$10,206.22	\$81,021.25	90.0%
CONTRACTUAL SERVICES	\$190,000.00	\$43,751.89	\$200,390.50	105.5%
SUB TOTAL	\$716,500.00	\$166,152.08	\$716,439.91	100.0%
SUPPLIES & EXPENSES				
OFFICE SUPPLIES	\$6,000.00	\$587.34	\$5,875.21	97.9%
ADVERTISING/MEMBERSHIP/DUES	\$83,100.00	\$8,410.50	\$76,899.62	92.5%
TRAVEL	\$18,600.00	\$18,386.78	\$35,370.24	190.2%
OPERATING SUPPLIES	\$182,500.00	\$68,268.49	\$186,480.48	102.2%
REPAIR/MAINT SUPPLIES/GASOLINE	\$158,000.00	\$33,705.57	\$156,266.19	98.9%
CONSUMABLE TOOLS/SUPPLIES	\$6,000.00	\$1,026.55	\$6,231.81	103.9%
SUB TOTAL	\$454,200.00	\$130,385.23	\$467,123.55	102.8%
BUILDING MATERIALS				
METAL PRODUCTS	\$2,500.00	\$165.37	\$2,725.92	109.0%
WOOD PRODUCTS	\$500.00	\$0.00	\$0.00	0.0%
RAW MATERIALS/RWY PAINT	\$20,000.00	\$0.00	\$2,492.24	12.5%
ELECT FIXTURES/RWY SIGNS	\$5,000.00	\$1,208.87	\$5,969.36	119.4%
ASPHALT/ASPHALT FILLER	\$25,000.00	\$0.00	\$44,400.00	177.6%
SUB TOTAL	\$53,000.00	\$1,374.24	\$55,587.52	104.9%
FIXED CHARGES				
INSURANCE/OTHER LOSSES	\$92,792.00	\$0.00	\$84,681.00	91.3%
CAPITAL OUTLAY				
CAPITAL EQUIPMENT	85,000.00	19,098.48	202,012.66	237.7%
CAPITAL IMPROVEMENTS	1,370,000.00	0.00	38,770.50	2.8%
SUB TOTAL	1,455,000.00	19,098.48	240,783.16	16.5%
TOTALS	4,385,520.00	443,335.14	3,065,632.50	69.9%

**CENTRAL WISCONSIN AIRPORT
REVENUE 2022**

15-Feb-22

	BUDGET 2022	MONTH OF JANUARY	YEAR TO DATE	% OF BUDGET
5409-53 FUEL SALES	\$34,000	\$78	\$78	0.2%
5410-53 FUEL FLOWAGE	\$55,000	\$4,998	\$4,998	9.1%
5411-53 LANDING FEES	\$355,000	\$28,013	\$28,013	7.9%
5418-53 RAMP CHARGES	\$55,000	\$5,347	\$5,347	9.7%
AIRFIELD	\$499,000	\$38,437	\$38,437	7.7%
5422-56 UTILITIES	\$450	\$0	\$0	0.0%
CONTROL TOWER	\$450	\$0	\$0	0.0%
5412-55 RENT	\$100,000	\$12,857	\$12,857	12.9%
5422-55 UTILITIES	\$0	\$0	\$0	0.0%
HANGAR	\$100,000	\$12,857	\$12,857	12.9%
5497-57 LABOR-CWA	\$1,000	\$0	\$0	0.0%
5498-57 MATERIALS-CWA	\$200	\$0	\$0	0.0%
5499-57 MISC-CWA	\$2,000	\$0	\$0	0.0%
MAINTENANCE SHOP	\$3,200	\$0	\$0	0.0%
5412-54 RENT	\$30,000	\$2,655	\$2,655	8.9%
5414-54 FARM LAND RENT	\$80,000	\$0	\$0	0.0%
5417-54 HWY BILLBOARDS	\$9,800	\$0	\$0	0.0%
5422-54 UTILITIES	\$0	\$0	\$0	0.0%
5432-54 CORPORATE HANGAR	\$190,000	\$12,317	\$12,317	6.5%
NET LEASE	\$309,800	\$14,972	\$14,972	4.8%
5440-51 PARKING	\$1,100,000	\$59,436	\$59,436	5.4%
5412-52 RENT	\$1,270,000	\$51,713	\$51,713	4.1%
5416-52 ADVERTISING	\$18,000	\$3,393	\$3,393	18.8%
5422-52 UTILITIES	\$39,550	\$3,931	\$3,931	9.9%
5431-52 SECURITY	\$5,000	\$0	\$0	0.0%
5499-52 MISCELLANEOUS	\$23,000	\$3,145	\$3,145	13.7%
TERMINAL BUILDING	\$1,355,550	\$62,181	\$62,181	4.6%
TOTAL	\$3,368,000	\$187,883	\$187,883	5.6%
1210 SALES TAX DISCOUNT	\$0	\$0	\$0	
8110 INTEREST ON INVEST	\$15,000	\$0	\$0	
8310 SALE FIXED ASSETS	\$72,000	\$0	\$0	
8350 INS RECOV	\$0	\$0	\$0	
8400 OTHER MISC REV	\$0	\$0	\$0	
8413 WORKERS COMP REIMB	\$0	\$0	\$0	
GRAND TOTAL	\$3,455,000	\$187,883	\$187,883	5.4%

5419-53 PASSENGER FAC. CHGS.	\$200,000	\$26,072	\$26,072	13.0%
8110 PFC INTEREST	\$2,500	\$0	\$0	0.0%
TOTAL PASSENGER FACILITY CHGS.	\$202,500	\$26,072	\$26,072	12.9%
5420-52 CFC CAR RENTAL FEES	\$210,200	\$0	\$0	0.0%

**CENTRAL WISCONSIN AIRPORT
DISBURSEMENTS - JANUARY 2022**

	2022 BUDGET	THIS MONTH	2022 YTD	YTD % of BUDGET
PERSONAL SERVICES				
SALARIES	\$408,162.00	\$25,972.80	\$25,972.80	6.4%
WAGES	\$783,409.00	\$51,111.13	\$51,111.13	6.5%
EMPLOYEE BENEFITS	\$14,500.00	\$984.95	\$984.95	6.8%
EMPLOYER CONTRIBUTIONS	\$471,935.00	\$46,280.90	\$46,280.90	9.8%
 SUB TOTAL	 \$1,678,006.00	 \$124,349.78	 \$124,349.78	 7.4%
CONTRACTUAL SERVICES				
PROFESSIONAL SERVICES	\$216,500.00	\$2,445.36	\$2,445.36	1.1%
UTILITY SERVICES	\$257,000.00	\$2,575.57	\$2,575.57	1.0%
REPAIR-MAINT/STREETS	\$10,000.00	\$0.00	\$0.00	0.0%
REPAIR-MAINT EQUIP/BUILDINGS	\$95,000.00	\$1,345.06	\$1,345.06	1.4%
CONTRACTUAL SERVICES	\$190,000.00	\$6,900.66	\$6,900.66	3.6%
 SUB TOTAL	 \$768,500.00	 \$13,266.65	 \$13,266.65	 1.7%
SUPPLIES & EXPENSES				
OFFICE SUPPLIES	\$8,000.00	\$148.72	\$148.72	1.9%
ADVERTISING/MEMBERSHIP/DUES	\$96,100.00	\$888.00	\$888.00	0.9%
TRAVEL	\$21,100.00	\$986.65	\$986.65	4.7%
OPERATING SUPPLIES	\$223,000.00	\$160.99	\$160.99	0.1%
REPAIR/MAINT SUPPLIES/GASOLINE	\$171,000.00	\$5,140.42	\$5,140.42	3.0%
CONSUMABLE TOOLS/SUPPLIES	\$6,000.00	\$10.42	\$10.42	0.2%
 SUB TOTAL	 \$525,200.00	 \$7,335.20	 \$7,335.20	 1.4%
BUILDING MATERIALS				
METAL PRODUCTS	\$2,500.00	\$0.00	\$0.00	0.0%
WOOD PRODUCTS	\$500.00	\$0.00	\$0.00	0.0%
RAW MATERIALS/RWY PAINT	\$20,000.00	\$0.00	\$0.00	0.0%
ELECT FIXTURES/RWY SIGNS	\$5,000.00	\$0.00	\$0.00	0.0%
ASPHALT/ASPHALT FILLER	\$40,000.00	\$0.00	\$0.00	0.0%
 SUB TOTAL	 \$68,000.00	 \$0.00	 \$0.00	 0.0%
FIXED CHARGES				
INSURANCE/OTHER LOSSES	\$93,794.00	\$20,380.00	\$20,380.00	21.7%
CAPITAL OUTLAY				
CAPITAL EQUIPMENT	\$466,500.00	\$0.00	\$0.00	0.0%
CAPITAL IMPROVEMENTS	\$1,700,000.00	\$0.00	\$0.00	0.0%
 SUB TOTAL	 \$2,166,500.00	 \$0.00	 \$0.00	 0.0%
 TOTALS	 \$5,300,000.00	 \$165,331.63	 \$165,331.63	 3.1%

2021-2022 CWA Budget Summary YTD - January

	<u>January YTD - 2022</u>	<u>January YTD - 2021</u>	<u>% CHANGE</u>
Airfield	\$38,437	\$27,027	
Control Tower	\$0	\$0	
Hangar	\$12,857	\$12,157	
Maintenance Shop	\$0	\$0	
Net Lease	\$14,972	\$10,604	
Parking	\$59,436	\$36,400	
Terminal Area	\$62,181	\$90,529	
Misc.	\$0	\$0	
Total Revenues	\$187,883	\$176,717	6.32%
Personal Services	\$124,350	\$129,276	
Contractual Services	\$13,267	\$6,812	
Supplies and Expense	\$7,335	\$2,377	
Building Materials	\$0	\$0	
Fixed Charges-Insurance	\$20,380	\$21,800	
Capital Outlay	\$0	\$0	
Total Expenses	\$165,332	\$160,265	3.16%
Revenue over Expense	\$22,551	\$16,452	