



Niagara Frontier Transportation Authority  
Serving Buffalo Niagara

ECLEG MAY23'16 PM 2:59

181 Ellicott Street  
Buffalo, New York 14203  
716-855-7300  
Fax: 716-855-7657  
TDD: 855-7650  
www.nfta.com

May 20, 2016

Ms. Karen McCarthy  
Clerk  
Erie County Legislature  
25 Delaware Avenue  
Buffalo, New York 14202

**Re: NFTA Board Minutes**

Dear Ms. McCarthy:

Enclosed for your information and files please find a copy of the Minutes from the Niagara Frontier Transportation Authority's Regular Board Meeting held on March 24, 2016.

Very truly yours,

Lisa Flynn  
Assistant to David J. State  
General Counsel

Enclosure

**NIAGARA FRONTIER TRANSPORTATION AUTHORITY  
NIAGARA FRONTIER TRANSIT METRO SYSTEM, INC.  
REGULAR BOARD MEETING  
MARCH 24, 2016 12:30 PM  
MINUTES**

---

<b>1. REGULAR BOARD MEETING - March 24, 2016 - MINUTES</b>	<b>3</b>
A. APPROVAL OF MINUTES (February 25, 2016 Regular Meeting)	
B. EXECUTIVE DIRECTOR'S REPORT	4
<b>2. NFTA CORPORATE REPORT</b>	<b>5</b>
A. Audit and Governance Committee Report (Howard Zemsky was present via video-conference from his office at ESD in Albany, New York)	
B. Consolidated Financial (John Cox)	
C. Corporate Resolutions (Kim Minkel)	
1) Adoption of Revised Operating and Capital Budgets, Niagara Frontier Transportation Authority and Niagara Frontier Transit Metro System, Inc., Fiscal Year 2016-2017	16
2) Adoption of Five Year Operating and Capital Plans for the Niagara Frontier Transportation Authority and Niagara Frontier Transit Metro System, Inc., Fiscal Years Ending March 31, 2017 through March 31, 2021	37
<b>3. AVIATION BUSINESS GROUP REPORT</b>	<b>48</b>
A. Aviation Committee Report (Adam Perry)	
B. Financial Update (Bill Vanecek)	
C. Business Update (Bill Vanecek)	
D. Aviation Resolutions (Kim Minkel)	
1) Authorization for Agreement, Aqua Systems of W.N.Y., Landscape Irrigation System Maintenance and Repair, BNIA	51
2) Authorization for Agreement, JE Architects/Engineers PC, Inc., Baggage Claim Area Expansion, BNIA	54
3) Approval of 2016-2017 Landing Fee Tariff, BNIA	57
4) Authorization for Renewal of Incentive Program, BNIA	61
5) Authorization for Renewal of Incentive Program, NFIA	66
6) Authorization for Lease, Air Traffic Control Tower, Federal Aviation Administration, NFIA	71
7) Authorization to Adopt Aviation Strategic Plan, BNIA and NFIA	72
<b>4. SURFACE TRANSPORTATION BUSINESS GROUP REPORT</b>	<b>74</b>
A. Surface Transportation Committee Report (Bonita Durand)	
B. Financial Update (Tom George)	
C. Business Update (Tom George)	
D. Surface Transportation Resolutions (Kim Minkel)	
1) Authorization for Agreement, C&S Engineers, Inc., Regional Traffic Count Program, GBNRTC	77
2) Authorization for Procurement, 2016 Chevrolet Silverado Trucks, Joe Basil Chevrolet, Inc.,	79

	Metro	
3)	Authorization for Renewal of Agreement, Trapeze Software Group, Inc., for Software Maintenance, Metro	81
4)	Authorization to Accept Alternative B as the locally preferred alternative for further environmental review of the Canalside/Cobblestone Transit Access Study, Metro	83
5.	<b>HUMAN RESOURCE GROUP REPORT</b>	
A.	Human Resource Committee Report (Karen Novo)	
B.	Human Resource Resolutions (Kim Minkel)	85
6.	<b>GENERAL COUNSEL REPORT (Dave State)</b>	
7.	<b>EXECUTIVE SESSION</b>	
8.	<b>ADJOURNMENT</b>	87

1. CALL TO ORDER

A. Meeting Called to Order

The Vice Chairman called the meeting to order at approximately 12:30 p.m. Chairman Zemsky was present via video-conference from his office at Empire State Development in Albany, New York.

B. Approval of Minutes of the NFTA Regular Board Meeting held on February 25, 2016

It was moved by Commissioner Gurney, seconded by Commissioner Demakos, that the Minutes of the February 25, 2016 Regular Meeting of the Niagara Frontier Transportation Authority and Niagara Frontier Transit Metro System, Inc., be accepted and approved.

**AYES:** ZEMSKY, SLOMA, DEMAKOS, ANSARI, BAYNES,  
GURNEY, PERRY

**NOES:** NONE

**C. Executive Director Report**

Executive Director Kimberley Minkel reminded the Board of the 31<sup>st</sup> Annual Safety & Service Award Luncheon at the Protocol restaurant on April 10, 2016 and that the April 28<sup>th</sup> Board Meeting is the NFTA's annual meeting which will include the renewal of several policies and the election of officers. She also advised the Board that the Authority Budget Office requires all public authority Board member to complete an annual self-evaluation survey. The results will be summarized and discussed in Executive Session at the May Board Meeting. Transit Authority Police Officer Michael Davies is a recipient of the 2016 Law Enforcement Achievement Awards from Crime Stoppers and will be recognized on April 14, 2016.

The Executive Director acknowledged retiring Operations Manager Richard McDermott's thirty seven year career with the NFTA noting that he started as a bus driver at nineteen years old and held several different positions during his career.

- 2. NFTA CORPORATE REPORT**
  - A. Audit and Governance Committee Report
  - B. Consolidated Financial
  - C. Corporate Resolutions

FEBRUARY 2016 NFTA/METRO PERFORMANCE  
(\$000's)

	BUDGET	ACTUAL	VARIANCE
<b>NET SURPLUS/(DEFICIT)</b>	<b>(1,169)</b>	<b>(7)</b>	<b>1,162</b>
Revenues and Operating Assistance			48
Expenses			499
Non-Operating/Capital			616
			1,162
<b>OPER REVENUES &amp; ASST</b>	<b>17,478</b>	<b>17,525</b>	<b>48</b>
Metro Passenger Fares			116
BNIA Airport Fees & Services - lower compensatory billings based on decreased expenses and capital expenditures			(111)
BNIA Concessions/Commissions - decreased parking lot/ramp revenue			(104)
Erie County Sales Tax			105
Mortgage Tax			77
Federal - PM - reprogramming of federal funds			(49)
All Other			15
			48
<b>TOTAL OPER EXPENSES</b>	<b>15,092</b>	<b>14,594</b>	<b>(499)</b>
Metro Transit Fuel/Power - lower diesel, gasoline and rail traction costs			(153)
Utilities			
Metro - lower electric and gas billings			(78)
Transportation Centers - lower electric billings at MTC			(14)
BNIA - lower electric and gas billings			(82)
Property Development - lower electric and gas billings at 247 and 485 Cayuga locatio			(17)
All Other			(10)
			(200)
Insurance & Injuries			
Metro - lower claim loss reserve appropriations			(127)
All Other			(1)
			(128)
All Other			(18)
			(499)
<b>NON-OPERATING/CAPITAL</b>	<b>(3,555)</b>	<b>(2,939)</b>	<b>616</b>
Capital			
Metro			1,029
BNIA			266
Property Development			129
Central Admin			125
All Other			74
			1,623
Non-Operating			
Metro MRF Reserve Funding/Other			(1,029)
BNIA Operating Expense Reserve			28
All Other			(6)
			(1,007)
			616

**NFTA/METRO**  
**KEY ITEM REPORT**  
**FEBRUARY 2016**

(\$000 Omitted)

<b><u>MONTH ACTUAL TO BUDGET</u></b>	<b>Feb 2016</b>	<b>Feb 2016</b>	<b>Variance</b>	<b>%</b>
	<b><u>Budget</u></b>	<b><u>Actual</u></b>		
<b>Operating Revenues</b>	8,225	8,166	(60)	-0.7%
<b>Operating Assistance</b>	9,252	9,360	107	1.2%
<b>Total Oper. Revenues &amp; Assistance</b>	17,478	17,525	48	0.3%
<b>Personnel Services</b>	11,124	11,177	53	0.5%
<b>Maintenance &amp; Repairs</b>	1,688	1,634	(54)	-3.2%
<b>Transit Fuel/Power</b>	508	355	(153)	-30.1%
<b>Utilities</b>	605	404	(200)	-33.1%
<b>Insurance &amp; Injuries</b>	363	236	(128)	-35.2%
<b>Safety &amp; Security</b>	944	989	45	4.8%
<b>General Business/Other</b>	1,863	1,873	10	0.5%
<b>Other</b>	(2,002)	(2,074)	(72)	-3.6%
<b>Total Operating Expenses</b>	15,092	14,594	(499)	-3.3%
<b>Operating Income/(Loss)</b>	2,385	2,932	546	22.9%
<b>Non-Operating/Capital</b>	(3,555)	(2,939)	616	17.3%
<b>Net Surplus/(Deficit)</b>	(1,169)	(7)	1,162	99.4%

NFTA/METRO YEAR TO DATE FEBRUARY 2016 PERFORMANCE  
(\$000's)

	BUDGET	ACTUAL	VARIANCE
<b>NET SURPLUS/(DEFICIT)</b>	<b>7,254</b>	<b>12,744</b>	<b>5,490</b>
Revenues and Operating Assistance			(885)
Expenses			4,336
Non-Operating/Capital			2,039
			<b>5,490</b>
<b>OPER REVENUES &amp; ASST</b>	<b>197,304</b>	<b>196,419</b>	<b>(885)</b>
Metro Passenger Fares - lower university pass revenue			(148)
Metro Other Operating Revenues - advertising income above minimum annual guarantee			187
Transportation Centers Rental Income - holdover rents from our MTC tenants			176
BNIA Airport Fees & Services - lower compensatory billings based on decreased expenses and capital expenditures			(491)
BNIA Rental Income - higher overnight gate parking fees, partially offset by decreased compensatory airline billings due to lower expenses			130
BNIA Concessions/Commissions - decreased parking lot/ramp and auto rental revenue, partially offset by higher retail stores and other miscellaneous concession revenues			(1,016)
BNIA Resales & Rebillings - lower gas usage billings and adjustment to electric usage billings due to prior period overbillings to terminal tenants			(447)
NFIA Concessions/Commissions - decreased parking lot revenue			(102)
Property Development Rental Income - increased rents from our 247 Cayuga, 485 Cayuga and Terminal A properties			346
Erie County Sales Tax			(397)
Mortgage Tax			1,293
Federal - PM - reprogramming of federal funds			(348)
All Other			(70)
			<b>(885)</b>
<b>TOTAL OPERATING EXPENSES</b>	<b>170,322</b>	<b>165,986</b>	<b>(4,336)</b>
Personnel Services			
Metro - higher than anticipated vacancies and lower instruction labor, partially offset by higher overtime and health insurance costs			(1,263)
Transportation Centers - vacancy at MTC and decreased overtime			(34)
BNIA - higher than anticipated vacancies and decreased overtime			(112)
Central Admin - vacancies in Executive, General Counsel and Public Affairs and lower police overtime			(98)
All Other			1
			<b>(1,505)</b>
Maintenance & Repairs			
Metro - higher revenue vehicle maintenance costs and facility expenses, partially offset by lower environmental costs and various rail maintenance expenses			341
Transportation Centers - increased facility maintenance costs and materials/supplies expense at MTC, partially offset by lower service costs			233
BNIA - decreased major facility repairs, snowplowing, automotive and environmental expenses			(1,062)
Property Development - increased service costs at our 485 Cayuga Property			117
Central Admin - timing of MIS software and maintenance agreements			116
All Other - increased facility maintenance costs at NFIA			97
			<b>(159)</b>
Metro Transit Fuel/Power - lower diesel, gasoline and rail traction costs			(734)
Utilities			
Metro - lower electric and gas billings			(337)
Transportation Centers - lower electric and gas billings at MTC			(96)
BNIA - lower electric, gas and telephone billings			(480)
Property Development - lower electric and gas billings at our 247 and 485 Cayuga locations			(91)
All Other - lower electric and gas billings at NFIA			(57)
			<b>(1,061)</b>
Insurance & Injuries			
Metro - lower claim loss reserve appropriations and insurance premiums			(754)
BNIA - decreased insurance premiums and claim losses			(34)
All Other			3
			<b>(785)</b>
All Other			(92)
			<b>(4,336)</b>
<b>NON-OPERATING/CAPITAL</b>	<b>(19,728)</b>	<b>(17,689)</b>	<b>2,039</b>
Capital			
Metro		2,716	
BNIA		749	
Property Development		250	
Central Admin		585	
All Other		14	4,315
Non-Operating			
Metro MRF Reserve Funding/Other		(2,828)	
BNIA Net Bond Debt Service		(31)	
BNIA Operating Expense Reserve		341	
BNIA - Debt Service Entitlement Applied		230	
All Other		10	(2,276)
			<b>2,039</b>

**NFTA/METRO**  
**KEY ITEM REPORT**  
**FEBRUARY YTD 2016**

(\$000 Omitted)

	<b>Feb 2016</b>	<b>Feb 2016</b>		
<b><u>YTD ACTUAL TO BUDGET</u></b>	<b><u>YTD Budget</u></b>	<b><u>YTD Actual</u></b>	<b><u>Variance</u></b>	<b><u>%</u></b>
Operating Revenues	95,077	93,797	(1,280)	-1.3%
Operating Assistance	102,227	102,622	395	0.4%
<b>Total Oper. Revenues &amp; Assistance</b>	<b>197,304</b>	<b>196,419</b>	<b>(885)</b>	<b>-0.4%</b>
Personnel Services	129,040	127,534	(1,505)	-1.2%
Maintenance & Repairs	17,324	17,166	(159)	-0.9%
Transit Fuel/Power	5,969	5,235	(734)	-12.3%
Utilities	4,999	3,938	(1,061)	-21.2%
Insurance & Injuries	3,998	3,212	(785)	-19.6%
Safety & Security	11,141	11,412	272	2.4%
General Business/Other	21,540	21,153	(387)	-1.8%
Other	(23,689)	(23,665)	24	0.1%
<b>Total Operating Expenses</b>	<b>170,322</b>	<b>165,986</b>	<b>(4,336)</b>	<b>-2.5%</b>
<b>Operating Income/(Loss)</b>	<b>26,982</b>	<b>30,433</b>	<b>3,451</b>	<b>12.8%</b>
<b>Non-Operating/Capital</b>	<b>(19,728)</b>	<b>(17,689)</b>	<b>2,039</b>	<b>10.3%</b>
<b>Net Surplus/(Deficit)</b>	<b>7,254</b>	<b>12,744</b>	<b>5,490</b>	<b>75.7%</b>

**NFTA/METRO**  
**BUSINESS CENTERS**  
**NET SURPLUS/(DEFICIT)**  
**FEBRUARY YTD 2016**

(\$000 Omitted)

	<b>Feb 2016</b>	<b>Feb 2016</b>		
	<b><u>YTD Budget</u></b>	<b><u>YTD Actual</u></b>	<b><u>Variance</u></b>	<b><u>%</u></b>
NFTA				
BNIA	6,077	7,825	1,749	28.8%
NFIA	(804)	(1,002)	(198)	-24.6%
Transportation Centers	(1,263)	(1,291)	(28)	-2.2%
Property Development	(501)	222	723	144.3%
<b>NFTA Total</b>	<b>3,509</b>	<b>5,754</b>	<b>2,245</b>	<b>64.0%</b>
<b>Metro</b>	<b>3,745</b>	<b>6,990</b>	<b>3,245</b>	<b>86.6%</b>
<b>NFTA/Metro</b>	<b>7,254</b>	<b>12,744</b>	<b>5,490</b>	<b>75.7%</b>

FEBRUARY NFTA/METRO PERFORMANCE  
 FYE 2016 vs. FYE 2015  
 (\$000's)

	Feb 2015 Actual	Feb 2016 Actual	VARIANCE
<b>NET SURPLUS/(DEFICIT)</b>	<b>(226)</b>	<b>(7)</b>	<b>219</b>
Revenues and Operating Assistance			(190)
Expenses			891
Non-Operating/Capital			(281)
			<u>219</u>
<b>OPER REVENUES &amp; ASST</b>	<b>17,715</b>	<b>17,525</b>	<b>(190)</b>
Metro Passenger Fares			137
Metro Other Operating Revenues - timing of trade credits in FYE16			128
BNIA Airport Fees & Services - lower compensatory billings based on decreased expenses and bond debt service costs, a capped reimbursement of NFIA's net deficit, and decreased air cargo fees			(333)
BNIA Rental income - decreased compensatory airline billings due to lower expenses			(379)
BNIA Concessions/Commissions - decreased parking lot/ramp revenue			(59)
NFIA Concessions/Commissions - decreased parking lot revenue			(45)
Property Development Rental Income - decreased rents from Air Cargo Buffalo and Terminal A			(81)
Property Development Resales & Rebillings - decreased electric and gas billings at 485 Cayuga			(85)
Erie County Sales Tax			211
Mortgage Tax			85
Local - 88c Funds			(228)
State - MTOAF			(176)
State - Additional General Fund			391
State - Capital Spending			324
Federal - PM - reprogramming of federal funds			(49)
All Other			(31)
			<u>(190)</u>
<b>TOTAL OPERATING EXPENSES</b>	<b>15,284</b>	<b>14,594</b>	<b>(691)</b>
Personnel Services			
Metro - higher health insurance costs			158
NFIA - lower overtime, partially offset by higher health insurance costs			(38)
Central Admin - higher health insurance costs, police, engineering and Metro support overtime and MIS and engineering consultant fees			204
All Other			(13)
			<u>312</u>
Maintenance & Repairs			
Metro - higher revenue vehicle maintenance and facility costs			112
BNIA - decreased major repairs, snowplowing and automotive expenses			(457)
All Other			10
			<u>(335)</u>
Metro Transit Fuel/Power - lower diesel, gasoline and rail traction costs			(129)
Utilities			
Metro - lower electric billings			(85)
Transportation Centers - lower electric, gas and water billings at MTC			(24)
BNIA - lower electric and gas billings			(98)
Property Development - lower electric billings at our 247 and 485 Cayuga facilities			(12)
All Other			(10)
			<u>(229)</u>
Insurance & Injuries			
Metro - lower claim loss reserve appropriations and insurance premiums			(347)
All Other			(2)
			<u>(349)</u>
General Business/Other			
Metro - higher support labor costs, advertising and general office expenses, and Normal Communications bad debt in FYE16			215
Transportation Centers - increased temporary help			14
NFIA - lower parking management costs and professional services, partially offset by higher advertising expenses			(59)
Central Admin - lower professional service/consultant costs			(55)
All Other			6
			<u>120</u>
All Other			(80)
			<u>(691)</u>
<b>NON-OPERATING/CAPITAL</b>	<b>(2,657)</b>	<b>(2,939)</b>	<b>(281)</b>
Capital			
Metro			(669)
BNIA			(24)
NFIA			49
Central Admin			(51)
All Other			(8)
			<u>(703)</u>
Non-Operating			
Metro MRF Reserve Funding/Other			102
BNIA Net Bond Debt Service			367
BNIA - Capital Funding Reallocation			105
NFIA Seneca Proceeds			(201)
All Other			49
			<u>422</u>
			<u>(281)</u>

**NFTA/METRO**  
**KEY ITEM REPORT**  
**FYE 2016 vs. FYE 2015**  
**FEBRUARY**

(\$000 Omitted)

<b><u>MONTH PRIOR YEAR COMPARISON</u></b>	<b>Feb 2015</b>	<b>Feb 2016</b>	<b>Variance</b>	<b>%</b>
	<b><u>Actual</u></b>	<b><u>Actual</u></b>		
<b>Operating Revenues</b>	8,907	8,166	(741)	-8.3%
<b>Operating Assistance</b>	8,809	9,360	551	6.3%
<b>Total Oper. Revenues &amp; Assistance</b>	17,715	17,525	(190)	-1.1%
<b>Personnel Services</b>	10,865	11,177	312	2.9%
<b>Maintenance &amp; Repairs</b>	1,969	1,634	(335)	-17.0%
<b>Transit Fuel/Power</b>	484	355	(129)	-26.6%
<b>Utilities</b>	634	404	(229)	-36.2%
<b>Insurance &amp; Injuries</b>	584	236	(349)	-59.7%
<b>Safety &amp; Security</b>	957	989	31	3.3%
<b>General Business/Other</b>	1,753	1,873	120	6.8%
<b>Other</b>	(1,962)	(2,074)	(112)	-5.7%
<b>Total Operating Expenses</b>	15,284	14,594	(691)	-4.5%
<b>Operating Income/(Loss)</b>	2,431	2,932	500	20.6%
<b>Non-Operating/Capital</b>	(2,657)	(2,939)	(281)	-10.6%
<b>Net Surplus/(Deficit)</b>	(226)	(7)	219	96.9%

NFTA/METRO YEAR TO DATE FEBRUARY PERFORMANCE  
FYE 2016 vs. FYE 2015  
(\$000's)

	Feb 2015 YTD Actual	Feb 2016 YTD Actual	VARIANCE
<b>NET SURPLUS/(DEFICIT)</b>	<b>6,850</b>	<b>12,744</b>	<b>5,894</b>
Revenues and Operating Assistance			2,564
Expenses			2,200
Non-Operating/Capital			1,130
			<b>5,894</b>
<b>OPER REVENUES &amp; ASST</b>	<b>193,855</b>	<b>196,419</b>	<b>2,564</b>
Metro Passenger Fares			379
Metro Other Operating Revenues - timing of trade credits in FYE16			222
Transportation Centers Rental Income - holdover rents from our MTC tenants			241
BNIA Airport Fees & Services - lower compensatory billings based on decreased expenses, bond debt service costs and capital expenditures, a capped reimbursement of NFIA's net deficit, and decreased terminal ramp fees			(1,139)
BNIA Rental Income - increased compensatory airline billings due to lower PFC credit, higher overnight gate parking fees and rebillings adjustment in FYE16			515
BNIA Concessions/Commissions - decreased parking lot/ramp revenue, partially offset by higher auto rental, retail stores and other miscellaneous concession revenues			(483)
BNIA Resales & Rebillings - FYE16 adjustment to electric usage billings due to prior period overbillings to terminal tenants			(430)
Property Development Resales & Rebillings - decreased electric and gas billings at 485 Cayuga			(76)
Boat Harbor Fees - NFTA no longer operates this property			(1,255)
Boat Harbor Retail Sales - gasoline sales discontinued as NFTA no longer operates this property			(404)
Erie County Sales Tax			679
Mortgage Tax			1,549
Local - 88c Funds			(2,512)
State - MTOAF			(1,933)
State - Additional General Fund			4,306
State - Capital Spending			3,560
Federal - PM - reprogramming of federal funds			(349)
Federal - JARC			(169)
Federal Police Operating Assistance - timing in receipt of K-9 and TSA funds			(112)
All Other			(24)
			<b>2,564</b>
<b>TOTAL OPERATING EXPENSES</b>	<b>168,186</b>	<b>165,986</b>	<b>(2,200)</b>
Personnel Services			
Metro - higher overtime and health insurance costs			847
Property Development - Boat Harbor no longer operated by NFTA			(343)
Central Admin - higher health insurance costs, Metro support overtime, MIS and engineering consultant fees and human resources temporary help			781
All Other			(24)
			<b>1,262</b>
Maintenance & Repairs			
Metro - increased revenue vehicle maintenance costs, facility and rail escalator maintenance expense			658
Transportation Centers - increased facility maintenance costs and materials/supplies expense at MTC			246
BNIA - decreased facility maintenance costs, snowplowing, automotive and environmental expenses			(1,378)
NFIA - higher facility maintenance costs, major facility repairs and materials/supplies/services costs			148
Central Admin - timing of MIS software and maintenance agreements			176
All Other			(62)
			<b>(211)</b>
Metro Transit Fuel/Power - lower diesel, gasoline and rail traction costs			(1,581)
Utilities			
Metro - decreased electric and gas billings			(346)
Transportation Centers - lower electric and gas billings at MTC			(65)
BNIA - decreased electric and gas billings			(419)
Property Development - no further utility billings at Boat Harbor, and lower gas billings at our 485 Cayuga property			(100)
All Other			(40)
			<b>(970)</b>
Insurance & Injuries			
Metro - lower claim loss reserve appropriations and insurance premiums			(894)
Property Development - lower insurance premiums on our current properties and Boat Harbor insurance premiums as the property is not operated by NFTA			(65)
All Other			28
			<b>(733)</b>
All Other			33
			<b>(2,200)</b>
<b>NON-OPERATING/CAPITAL</b>	<b>(18,819)</b>	<b>(17,689)</b>	<b>1,130</b>
Capital			
Metro			(1,873)
Transportation Centers			(121)
Property Development			263
Central Admin			162
All Other			(20)
			<b>(1,589)</b>
Non-Operating			
Metro MRF Reserve Funding/Other			914
BNIA Net Bond Debt Service			(485)
BNIA - Debt Service Entitlement Applied			(174)
BNIA - Capital Funding Reallocation			1,157
NFIA Debt Service			1,441
NFIA Seneca Proceeds			(168)
All Other			34
			<b>2,719</b>
			<b>1,130</b>

Comm. 11M-1

**NFTA/METRO**  
**KEY ITEM REPORT**  
**FYE 2016 vs. FYE 2015**  
**FEBRUARY YTD**

(\$000 Omitted)

	Feb 2015	Feb 2016	Variance	%
	Prior YTD Actual	Current YTD Actual		
<b><u>YTD PRIOR YEAR COMPARISON</u></b>				
Operating Revenues	96,251	93,797	(2,454)	-2.5%
Operating Assistance	97,605	102,622	5,018	5.1%
<b>Total Oper. Revenues &amp; Assistance</b>	<b>193,855</b>	<b>196,419</b>	<b>2,564</b>	<b>1.3%</b>
Personnel Services	126,273	127,534	1,262	1.0%
Maintenance & Repairs	17,377	17,166	(211)	-1.2%
Transit Fuel/Power	6,816	5,235	(1,581)	-23.2%
Utilities	4,909	3,938	(970)	-19.8%
Insurance & Injuries	3,946	3,212	(733)	-18.6%
Safety & Security	10,893	11,412	520	4.8%
General Business/Other	20,730	21,153	423	2.0%
Other	(22,756)	(23,665)	(909)	-4.0%
<b>Total Operating Expenses</b>	<b>168,186</b>	<b>165,986</b>	<b>(2,200)</b>	<b>-1.3%</b>
<b>Operating Income/(Loss)</b>	<b>25,669</b>	<b>30,433</b>	<b>4,764</b>	<b>18.6%</b>
<b>Non-Operating/Capital</b>	<b>(18,819)</b>	<b>(17,689)</b>	<b>1,130</b>	<b>6.0%</b>
<b>Net Surplus/(Deficit)</b>	<b>6,850</b>	<b>12,744</b>	<b>5,894</b>	<b>86.0%</b>

**Corporate Resolutions**

- i. Niagara Frontier Transportation Authority, Acceptance of Corporate Resolutions  
2. C. (1) through 2. C. (2)
1. Adoption of Revised Operating and Capital Budgets, Niagara Frontier Transportation Authority and Niagara Frontier Transit Metro System, Inc., Fiscal Year 2016-2017
2. Adoption of Five Year Operating and Capital Plans for the Niagara Frontier Transportation Authority and Niagara Frontier Transit Metro System, Inc., Fiscal Years Ending March 31, 2017 through March 31, 2021

**CORPORATE:**

**2. C. (i) Niagara Frontier Transportation Authority, Acceptance of Corporate Resolutions 2. C. (1) through 2. C. (2)**

The Executive Director advised that Items 2. C. (1) through 2. C. (2) have been discussed with the Board of Commissioners of the NFTA, and the Board is unanimously in favor of all subject Resolutions.

Whereupon, it was moved by Commissioner Demakos, seconded by Commissioner Gurney, that the following Resolution be adopted:

**“RESOLVED**, that the Resolutions of the Niagara Frontier Transportation Authority, identified as numbers 2. C. (1) through 2. C. (2) and dated March 24, 2016 as set forth herein, be and hereby are accepted and approved in their entirety.”

**AYES: ZEMSKY, SLOMA, DEMAKOS, ANSARI, BAYNES, GURNEY, PERRY**

**NOES: NONE**

**ADOPTED**

**CORPORATE:**

2. C. (1) **Adoption of Revised Operating and Capital Budgets, Niagara Frontier Transportation Authority and Niagara Frontier Transit Metro System, Inc., Fiscal Year 2016-2017**

**RECOMMENDATION:** Staff recommends that the Board adopt the revised Operating and Capital Budgets for the NFTA and NFTA Metro System, Inc. for the Fiscal Year ending March 31, 2017. The consolidated budget for FYE'17 is \$215.3 million.

**INFORMATION:** On December 21, 2015, the Board passed the Budget for 2016-2017. We have updated the budget assumptions noted below based on more current information and we are presenting a revised balanced budget.

Revenues are decreasing \$2,059,831 primarily due to lower BNIA resales and rebillings acknowledging the potential for outside funding in our ARFF building construction, Metro passenger fares are also decreasing \$400,000 based on projected lower university pass and Buffalo school revenue.

Operating Assistance is decreasing \$3,557,872 as New York State capital spending funds were transferred from operating assistance to a reduction in Metro capital reserve funds and direct capital spending, based on the identification of specific projects. Also contributing to the decrease are lower New York State, Erie County sales tax and mortgage tax receipts. This was partially offset by higher 88c funds, based on the reprogramming of capital projects.

Expenses are decreasing \$1,236,668 primarily the result of lower Metro transit fuel/power and maintenance & repair costs and decreasing NFTA/Metro insurance & injuries and utilities, partially offset by higher Metro fringe benefit costs.

NFTA/Metro capital spending is increasing \$764,325, primarily due to increases in our Metro and BNIA operations resulting from projects deferred in FYE '16, partially offset by the aforementioned transfer in funds from operating assistance and an unanticipated higher New York State capital spending allocation.

Non-operating items are decreasing \$5,145,360 due to the aforementioned transfer of New York State capital spending funds from operating assisting and the acknowledgement in the potential for outside funding in our ARFF building construction, mitigating our need to borrow funds.

**"RESOLVED, that the Revised Operating and Capital Budgets of the NFTA and NFTA Metro System, Inc., for the fiscal year ending March 31, 2017, be and are hereby adopted as provided herein."**

**NFTA COMBINED  
KEY ITEM REPORT  
FYE 17 FINAL BUDGET VS. FYE 17 ORIGINAL BUDGET**

	<b>FYE 16 BUDGET</b>	<b>FYE 17 ORIGINAL BUDGET</b>	<b>FYE 17 FINAL BUDGET</b>	<b>VARIANCE</b>	<b>%</b>
Operating Revenues	104,497,420	108,899,640	106,839,809	(2,059,831)	-1.9%
Operating Assistance	<u>110,717,165</u>	<u>112,040,998</u>	<u>108,483,126</u>	<u>(3,557,872)</u>	<u>-3.2%</u>
Total Oper Revs & Asst	215,214,585	220,940,638	215,322,935	(5,617,703)	-2.5%
Personnel Services	141,685,241	143,343,058	143,691,752	348,694	0.2%
Other Operating Expenses	<u>45,619,667</u>	<u>45,726,236</u>	<u>44,140,874</u>	<u>(1,585,362)</u>	<u>-3.5%</u>
Total Operating Expenses	187,304,908	189,069,294	187,832,626	(1,236,668)	-0.7%
Operating Income/(Loss)	<u>27,909,677</u>	<u>31,871,344</u>	<u>27,490,309</u>	<u>(4,381,035)</u>	<u>-13.7%</u>
Non-operating/Capital	<u>(27,909,677)</u>	<u>(31,871,344)</u>	<u>(27,490,309)</u>	<u>4,381,035</u>	<u>-13.7%</u>
Net Surplus/(Deficit)	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>n/a</u>

**FYE 17 FINAL BUDGET VS. FYE 17 ORIGINAL BUDGET  
Net Surplus/(Deficit)**

	<b>FYE 17 ORIGINAL BUDGET</b>	<b>FYE 17 FINAL BUDGET</b>	<b>VARIANCE</b>	<b>%</b>
BNIA	1,147,826	1,255,369	107,543	9.4%
NFIA	(853,411)	(979,182)	(125,771)	14.7%
Metro	1,939,850	2,040,401	100,551	5.2%
Transportation Centers	(2,080,225)	(2,164,721)	(84,496)	4.1%
Property Development	<u>(154,040)</u>	<u>(151,868)</u>	<u>2,172</u>	<u>-1.4%</u>
NFTA Combined	0	0	0	n/a

**NFTA/METRO**  
**2015/16 ANNUAL FORECAST**  
**VS**  
**2016/17 ANNUAL BUDGET**

	<b>FY 14-15</b>	<b>FY 15-16</b>	<b>FY 15-16</b>	<b>FY 16-17</b>	<b>VARIANCE</b>	<b>%</b>
	<b>ACTUAL</b>	<b>BUDGET</b>	<b>FORECAST</b>	<b>BUDGET</b>		
<b>OPERATING REVENUES</b>						
Passenger Fares	37,397,595	37,879,845	38,179,845	38,512,095	332,250	0.9%
Airport Fees & Services	17,643,587	16,894,545	16,922,214	17,499,912	577,698	3.4%
Boat Harbor Fees	1,255,290	0	0	0	0	n/a
Rental Income	16,412,052	15,894,848	16,574,595	16,742,182	167,587	1.0%
Concessions/Commissions	28,509,068	29,059,093	28,235,266	28,618,347	383,081	1.4%
Retail Sales	403,743	0	0	0	0	n/a
Resales & Rebillings	1,631,803	1,522,795	1,305,707	1,995,553	689,846	52.8%
Other Operating Revenues	<u>3,273,258</u>	<u>3,246,294</u>	<u>3,372,680</u>	<u>3,471,720</u>	<u>99,040</u>	<u>2.9%</u>
<b>TOTAL OPERATING REVENUES</b>	<b>106,526,396</b>	<b>104,497,420</b>	<b>104,590,307</b>	<b>106,839,809</b>	<b>2,249,502</b>	<b>2.2%</b>
<b>OPERATING ASSISTANCE</b>						
Local - 18b Match	4,100,000	4,100,000	4,100,000	4,100,000	0	0.0%
Erie County Sales Tax	19,640,270	20,225,884	19,560,051	19,996,826	436,775	2.2%
Mortgage Tax	7,717,713	7,930,188	9,441,011	9,187,447	(253,564)	-2.7%
Local - 88c Funds	4,618,937	2,000,000	2,000,000	1,850,000	(150,000)	-7.5%
Peace Bridge	200,000	200,000	200,000	200,000	0	0.0%
State - 18b	4,100,000	4,100,000	4,100,000	4,100,000	0	0.0%
State - MTOAF	25,613,100	23,504,800	23,504,800	23,504,800	0	0.0%
State - DMTTF	8,935,300	8,935,300	8,935,300	8,935,300	0	0.0%
State - Additional General Fund	7,610,400	12,307,700	12,307,700	13,602,100	1,294,400	10.5%
State - Capital Spending	0	3,883,115	3,883,115	0	(3,883,115)	-100.0%
State - PM Match	2,512,060	2,512,060	2,461,446	2,461,446	0	0.0%
Federal - Sec 5311	57,400	65,000	65,000	72,000	7,000	10.8%
Federal - PM	20,096,484	20,096,476	19,691,565	19,691,565	0	0.0%
Federal - JARC Sec 5316	247,606	100,000	92,500	25,000	(67,500)	-73.0%
Federal Operating Assistance	371,114	285,440	285,440	285,440	0	0.0%
Federal - K-9 Cops	373,500	394,000	394,000	394,000	0	0.0%
Federal - DEA Expenditures	102,920	60,000	60,000	60,000	0	0.0%
Federal - DEA OT Reimbursement	0	17,202	17,202	17,202	0	0.0%
FEMA/SEMA	<u>158,000</u>	<u>0</u>	<u>(16,485)</u>	<u>0</u>	<u>16,485</u>	<u>-100.0%</u>
<b>TOTAL OPERATING ASSISTANCE</b>	<b><u>106,454,804</u></b>	<b><u>110,717,165</u></b>	<b><u>111,082,645</u></b>	<b><u>108,483,126</u></b>	<b><u>(2,599,519)</u></b>	<b><u>-2.3%</u></b>
<b>TOTAL REVENUES &amp; OPERATING ASST</b>	<b>212,981,200</b>	<b>215,214,585</b>	<b>215,672,952</b>	<b>215,322,935</b>	<b>(350,017)</b>	<b>-0.2%</b>

**NFTA/METRO**  
**2015/16 ANNUAL FORECAST**  
**VS**  
**2016/17 ANNUAL BUDGET**

	<b>FY 14-15 ACTUAL</b>	<b>FY 15-16 BUDGET</b>	<b>FY 15-16 FORECAST</b>	<b>FY 16-17 BUDGET</b>	<b>VARIANCE</b>	<b>%</b>
<b>OPERATING EXPENSES (Excl. Depr.)</b>						
Personnel Services	137,721,144	141,685,241	139,854,835	143,691,752	3,836,917	2.7%
Maintenance & Repairs	19,287,469	19,400,045	19,722,411	20,412,841	690,430	3.5%
Transit Fuel/Power	7,360,044	6,619,535	6,279,900	4,276,895	(2,003,005)	-31.9%
Utilities	5,285,066	5,557,105	5,260,983	5,506,426	245,443	4.7%
Insurance & Injuries	4,388,477	4,368,441	3,969,015	3,921,399	(47,616)	-1.2%
Safety & Security	11,837,832	12,369,160	12,327,226	12,899,028	571,802	4.6%
General Business/Other	23,288,295	23,524,852	23,448,600	23,877,121	428,521	1.8%
Administrative Cost Reallocation	0	0	0	0	0	n/a
Costs Transferred to Capital Projects	(1,747,986)	(1,796,489)	(1,806,898)	(1,581,840)	225,058	-12.5%
Inter Division Reimbursement	<u>(23,190,561)</u>	<u>(24,422,982)</u>	<u>(24,083,612)</u>	<u>(25,170,996)</u>	<u>(1,087,384)</u>	<u>4.5%</u>
<b>TOTAL OPERATING EXPENSES</b>	<b><u>184,229,780</u></b>	<b><u>187,304,908</u></b>	<b><u>184,972,460</u></b>	<b><u>187,832,626</u></b>	<b><u>2,860,166</u></b>	<b><u>1.5%</u></b>
<b>OPERATING INCOME/(LOSS)</b>	<b>28,751,420</b>	<b>27,909,677</b>	<b>30,700,492</b>	<b>27,490,309</b>	<b>(3,210,183)</b>	<b>-10.5%</b>
<b>NON-OPERATING ITEMS</b>						
Bond Debt Service	(13,471,111)	(13,042,652)	(12,961,933)	(12,947,795)	14,138	-0.1%
Debt Service - ARFF Building	0	0	0	(710,000)	(710,000)	n/a
Metro Capital/Other Reserve Funding/MRF	(8,733,834)	(3,256,786)	(4,395,488)	(3,299,561)	1,095,927	-24.9%
NFIA Contribution - Debt Service	(1,441,292)	0	0	0	0	n/a
Intercompany Transfer - Metro	(655,459)	(637,000)	(637,000)	(637,000)	0	0.0%
Debt Service - Noresco	(949,672)	(982,455)	(981,300)	(981,300)	0	0.0%
NFIA Contribution (Excluding Debt Svc)	(1,345,536)	(750,000)	(750,000)	(750,000)	0	0.0%
Debt Service - Glycol Collection	(288,598)	(258,321)	(259,010)	(263,210)	(4,200)	1.6%
Operating Expense Reserve & R&R Rsv	(142,881)	(177,772)	(159,974)	(160,217)	(243)	0.2%
Capital Funding Reallocation	0	2,229,444	1,262,444	0	(1,262,444)	-100.0%
Property Acquisition/Other	13,443	0	0	0	0	n/a
Prior Period Adjustment/Other	0	0	442,921	0	(442,921)	-100.0%
Intercompany Transfer - Tr Ctrs	655,459	637,000	637,000	637,000	0	0.0%
Debt Service	(1,441,292)	0	0	0	0	n/a
BNIA Contribution - Debt Service	1,441,292	0	0	0	0	n/a
BNIA Contribution (Excluding Debt Svc)	1,345,536	750,000	750,000	750,000	0	0.0%
Seneca Proceeds	1,369,597	1,000,000	1,000,000	1,000,000	0	0.0%
Interest Income	105,290	200,000	100,000	400,000	300,000	300.0%
ADF Funding	838,191	(225,548)	741,452	0	(741,452)	-100.0%
PFC	2,025,920	1,000,000	1,000,000	1,000,000	0	0.0%
NFIA Contribution - Debt Svc Entimnt Appl	<u>1,901,767</u>	<u>1,942,222</u>	<u>2,207,578</u>	<u>0</u>	<u>(2,207,578)</u>	<u>-100.0%</u>
<b>TOTAL NON-OPERATING ITEMS</b>	<b><u>(18,773,180)</u></b>	<b><u>(11,571,868)</u></b>	<b><u>(12,003,310)</u></b>	<b><u>(15,962,083)</u></b>	<b><u>(3,958,773)</u></b>	<b><u>33.0%</u></b>
<b>NET INCOME/(LOSS)</b>	<b>9,978,240</b>	<b>16,337,809</b>	<b>18,697,182</b>	<b>11,528,226</b>	<b>(7,168,956)</b>	<b>-38.3%</b>
<b>LESS: DIRECT CAPITAL</b>	<b>4,204,322</b>	<b>16,337,809</b>	<b>13,854,752</b>	<b>11,528,226</b>	<b>(2,326,526)</b>	<b>-16.8%</b>
<b>LESS: INDIRECT CAPITAL</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n/a</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b><u>5,773,918</u></b>	<b><u>0</u></b>	<b><u>4,842,430</u></b>	<b><u>0</u></b>	<b><u>(4,842,430)</u></b>	<b><u>-100.0%</u></b>

**NIAGARA FRONTIER TRANSPORTATION AUTHORITY**  
**FY 2015-16 OPERATING FORECAST AND CAPITAL PLAN**  
**VS.**  
**FY 2016-17 OPERATING BUDGET AND CAPITAL PLAN**

<b>BUSINESS CENTER</b>	<b>FYE 16 BUDGET</b>	<b>FYE 16 FORECAST</b>	<b>FYE 17 BUDGET</b>	<b>VARIANCE</b>	<b>%</b>
<b>SURFACE TRANSPORTATION GROUP</b>					
<b>METRO CONSOLIDATED</b>					
Operating Revenues & Assistance	148,561,368	149,268,333	147,006,378	(2,261,955)	-1.5%
Operating Expenses	<u>135,286,551</u>	<u>132,925,309</u>	<u>134,381,499</u>	<u>1,456,189</u>	<u>1.1%</u>
Net Income/(Loss)	13,274,817	16,343,024	12,624,879	(3,718,144)	-22.8%
Non-operating Items:					
Metro Capital/Other Reserve Funding/MRF	(3,256,786)	(4,395,488)	(3,299,561)	1,095,927	-24.9%
Intercompany Transfer	(637,000)	(637,000)	(637,000)	0	0.0%
Debt Service - Noresco	(409,718)	(409,478)	(409,478)	0	0.0%
Direct Capital	10,659,155	9,010,815	5,412,689	(3,598,126)	-39.9%
Indirect Capital	<u>605,330</u>	<u>81,474</u>	<u>825,750</u>	<u>744,276</u>	<u>913.5%</u>
Total Capital	<u>11,264,485</u>	<u>9,092,289</u>	<u>6,238,439</u>	<u>(2,853,850)</u>	<u>-31.4%</u>
Net Surplus/(Deficit)	(2,293,172)	1,808,769	2,040,401	231,633	12.8%
<b>TRANSPORTATION CENTERS</b>					
Operating Revenues	1,865,073	2,312,123	2,162,000	(150,123)	-6.5%
Operating Expenses	<u>3,007,409</u>	<u>3,547,116</u>	<u>3,112,708</u>	<u>(434,408)</u>	<u>-12.2%</u>
Net Income/(Loss)	(1,142,336)	(1,234,993)	(950,708)	284,285	-23.0%
Non-operating Items:					
Debt Service - Noresco	(230,831)	(230,831)	(230,831)	0	0.0%
Prior Period Adjustment/Other	0	442,921	0	(442,921)	-100.0%
Intercompany Transfer	637,000	637,000	637,000	0	0.0%
Direct Capital	663,941	798,764	1,534,870	736,106	92.2%
Indirect Capital	<u>62,540</u>	<u>8,418</u>	<u>85,313</u>	<u>76,895</u>	<u>913.5%</u>
Total Capital	<u>726,481</u>	<u>807,182</u>	<u>1,620,183</u>	<u>813,001</u>	<u>100.7%</u>
Net Surplus/(Deficit)	(1,462,648)	(1,193,084)	(2,164,721)	(971,637)	81.4%
<b>TOTAL SURFACE TRANSPORTATION</b>					
Operating Revenues & Assistance	150,426,441	151,580,456	149,168,378	(2,412,078)	-1.6%
Operating Expenses	<u>138,293,960</u>	<u>136,472,425</u>	<u>137,494,206</u>	<u>1,021,781</u>	<u>0.7%</u>
Net Income/(Loss)	12,132,481	15,108,031	11,674,172	(3,433,859)	-22.7%
Non-operating Items:					
Metro Capital/Other Reserve Funding	(3,256,786)	(4,395,488)	(3,299,561)	1,095,927	-24.9%
Prior Period Adjustment/Other	0	442,921	0	(442,921)	-100.0%
Debt Service - Noresco	(640,549)	(640,309)	(640,309)	0	0.0%
Direct Capital	11,323,096	9,809,579	6,947,559	(2,862,020)	-29.2%
Indirect Capital	<u>667,870</u>	<u>89,892</u>	<u>911,063</u>	<u>821,171</u>	<u>913.5%</u>
Total Capital	<u>11,990,966</u>	<u>9,899,471</u>	<u>7,858,622</u>	<u>(2,040,849)</u>	<u>-20.6%</u>
Net Surplus/(Deficit)	(3,755,819)	615,685	(124,320)	(740,004)	-120.2%

**NIAGARA FRONTIER TRANSPORTATION AUTHORITY**  
**FY 2015-16 OPERATING FORECAST AND CAPITAL PLAN**  
**VS.**  
**FY 2016-17 OPERATING BUDGET AND CAPITAL PLAN**

<b>BUSINESS CENTER</b>	<b>FYE 16 BUDGET</b>	<b>FYE 16 FORECAST</b>	<b>FYE 17 BUDGET</b>	<b>VARIANCE</b>	<b>%</b>
<b>AIRPORT BUSINESS GROUP</b>					
<b>BNIA</b>					
Operating Revenues	58,838,779	57,827,021	59,909,117	2,082,096	3.6%
Operating Expenses	<u>41,065,635</u>	<u>40,499,833</u>	<u>42,088,947</u>	<u>1,589,114</u>	<u>3.9%</u>
Net Income/(Loss)	17,773,144	17,327,188	17,820,170	492,982	2.8%
Non-operating Items:					
Bond Debt Service	(13,042,652)	(12,961,933)	(12,947,795)	14,138	-0.1%
Debt Service - ARFF Building	0	0	(710,000)	(710,000)	n/a
NFIA Contribution (Excluding Debt Svc)	(750,000)	(750,000)	(750,000)	0	0.0%
Debt Service - Glycol Collection	(293,389)	(292,474)	(292,474)	0	0.0%
Debt Service - Noresco	(258,321)	(259,010)	(263,210)	(4,200)	1.6%
Operating Expense Reserve & R&R Rsv	(177,772)	(159,974)	(160,217)	(243)	0.2%
Capital Funding Reallocation	2,229,444	1,262,444	0	(1,262,444)	-100.0%
PFC	1,942,222	2,207,578	0	(2,207,578)	-100.0%
Interest Income	200,000	100,000	400,000	300,000	300.0%
ADF Funding	(225,548)	741,452	0	(741,452)	-100.0%
NFIA Contribution - Debt Svc Entimnt Appl	1,000,000	1,000,000	1,000,000	0	0.0%
Direct Capital	2,598,006	2,481,966	2,202,667	(279,299)	-11.3%
Indirect Capital	<u>468,017</u>	<u>62,993</u>	<u>638,438</u>	<u>575,445</u>	<u>913.5%</u>
Total Capital	<u>3,066,023</u>	<u>2,544,959</u>	<u>2,841,105</u>	<u>296,146</u>	<u>11.6%</u>
Net Surplus/(Deficit)	5,331,105	5,670,312	1,255,369	(4,414,943)	-77.9%
<b>NFIA</b>					
Operating Revenues & Asst	2,589,046	2,535,819	2,722,809	186,990	7.4%
Operating Expenses	<u>5,012,287</u>	<u>5,099,571</u>	<u>5,256,607</u>	<u>157,036</u>	<u>3.1%</u>
Net Income/(Loss)	(2,423,241)	(2,563,752)	(2,533,798)	29,954	-1.2%
Non-operating Items:					
Debt Service - Noresco	(1,696)	(1,696)	(1,696)	0	0.0%
BNIA Contribution (Excluding Debt Svc)	750,000	750,000	750,000	0	0.0%
Seneca Proceeds	1,000,000	1,000,000	1,000,000	0	0.0%
Direct Capital	254,634	393,319	48,000	(345,319)	-87.8%
Indirect Capital	106,799	14,375	145,688	<u>131,313</u>	<u>913.5%</u>
Total Capital	<u>361,433</u>	<u>407,694</u>	<u>193,688</u>	<u>(214,006)</u>	<u>-52.5%</u>
Net Surplus/(Deficit)	(1,036,370)	(1,223,142)	(979,182)	243,960	-19.9%
<b>TOTAL AIRPORT BUSINESS GROUP</b>					
Operating Revenues	61,427,825	60,362,840	62,631,926	2,269,086	3.8%
Operating Expenses	<u>46,077,922</u>	<u>45,599,405</u>	<u>47,345,554</u>	<u>1,746,150</u>	<u>3.8%</u>
Net Income/(Loss)	15,349,903	14,763,435	15,286,372	522,936	3.5%
Non-operating Items:					
Bond Debt Service	(13,042,652)	(12,961,933)	(12,947,795)	14,138	-0.1%
Debt Service - ARFF Building	0	0	(710,000)	(710,000)	n/a
NFIA Contribution (Excluding Debt Svc)	(750,000)	(750,000)	(750,000)	0	0.0%
Debt Service - Glycol Collection	(293,389)	(292,474)	(292,474)	0	0.0%
Debt Service - Noresco	(260,017)	(260,706)	(264,906)	(4,200)	1.6%
Operating Expense Reserve & R&R Rsv	(177,772)	(159,974)	(160,217)	(243)	0.2%
Capital Funding Reallocation	2,229,444	1,262,444	0	(1,262,444)	-100.0%
PFC	1,942,222	2,207,578	0	(2,207,578)	-100.0%
Interest Income	200,000	100,000	400,000	300,000	300.0%
ADF Funding	(225,548)	741,452	0	(741,452)	-100.0%
NFIA Contribution - Debt Svc Entimnt Appl	1,000,000	1,000,000	1,000,000	0	0.0%
BNIA Contribution (Excluding Debt Svc)	750,000	750,000	750,000	0	0.0%
Seneca Proceeds	1,000,000	1,000,000	1,000,000	0	0.0%
Direct Capital	2,852,640	2,875,285	2,250,667	(624,618)	-21.7%
Indirect Capital	<u>574,816</u>	<u>77,367</u>	<u>784,125</u>	<u>706,758</u>	<u>913.5%</u>
Total Capital	<u>3,427,456</u>	<u>2,952,652</u>	<u>3,034,792</u>	<u>82,140</u>	<u>2.8%</u>
Net Surplus/(Deficit)	4,294,735	4,447,170	276,188	(4,170,983)	-93.8%

**NIAGARA FRONTIER TRANSPORTATION AUTHORITY**  
**FY 2015-16 OPERATING FORECAST AND CAPITAL PLAN**  
**VS.**  
**FY 2016-17 OPERATING BUDGET AND CAPITAL PLAN**

<b>BUSINESS CENTER</b>	<b>FYE 16 BUDGET</b>	<b>FYE 16 FORECAST</b>	<b>FYE 17 BUDGET</b>	<b>VARIANCE</b>	<b>%</b>
<b>PROPERTY DEVELOPMENT</b>					
Operating Revenues	2,603,677	2,973,014	2,765,989	(207,025)	-7.0%
Operating Expenses	<u>2,176,384</u>	<u>2,143,988</u>	<u>2,236,223</u>	<u>92,235</u>	<u>4.3%</u>
Net Income/(Loss)	427,293	829,026	529,766	(299,260)	-36.1%
Non-operating Items:					
Debt Service - Noresco	(46,821)	(46,821)	(46,821)	0	0.0%
Direct Capital	787,573	984,888	455,000	(529,888)	-53.8%
Indirect Capital	131,815	17,742	179,813	<u>162,071</u>	<u>913.5%</u>
Total Capital	<u>919,388</u>	<u>1,002,630</u>	<u>634,813</u>	<u>(367,817)</u>	<u>-36.7%</u>
Net Surplus/(Deficit)	(538,916)	(220,425)	(151,868)	68,557	-31.1%
<b>CENTRAL ADMINISTRATION</b>					
Operating Assistance	756,642	756,642	756,642	0	0.0%
Operating Expenses	<u>756,642</u>	<u>756,642</u>	<u>756,642</u>	<u>0</u>	<u>0.0%</u>
Net Income/(Loss)	0	0	0	0	n/a
Direct Capital	1,374,500	185,000	1,875,000	1,690,000	913.5%
Indirect Capital	<u>(1,374,500)</u>	<u>(185,000)</u>	<u>(1,875,000)</u>	<u>(1,690,000)</u>	<u>913.5%</u>
Total Capital	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>n/a</u>
Net Surplus/(Deficit)	0	0	0	0	n/a
<b>CONSOLIDATED</b>					
Operating Revenues & Assistance	215,214,585	215,672,952	215,322,935	(350,017)	-0.2%
Operating Expenses	<u>187,304,908</u>	<u>184,972,460</u>	<u>187,832,626</u>	<u>2,860,166</u>	<u>1.5%</u>
Net Income/(Loss)	27,909,677	30,700,492	27,490,309	(3,210,183)	-10.5%
Non-operating Items:					
Bond Debt Service	(13,042,652)	(12,961,933)	(12,947,795)	14,138	-0.1%
Debt Service - ARFF Building	0	0	(710,000)	(710,000)	n/a
Metro Capital/Other Reserve Funding	(3,256,786)	(4,395,488)	(3,299,561)	1,095,927	-24.9%
Debt Service - Noresco	(947,387)	(947,836)	(952,036)	(4,200)	0.4%
Prior Period Adjustment/Other	0	442,921	0	(442,921)	-100.0%
NFIA Contribution (Excluding Debt Svc)	(750,000)	(750,000)	(750,000)	0	0.0%
Debt Service - Glycol Collection	(293,389)	(292,474)	(292,474)	0	0.0%
Operating Expense Reserve & R&R Rsv	(177,772)	(159,974)	(160,217)	(243)	0.2%
Capital Funding Reallocation	2,229,444	1,262,444	0	(1,262,444)	-100.0%
PFC	1,942,222	2,207,578	0	(2,207,578)	-100.0%
Interest Income	200,000	100,000	400,000	300,000	300.0%
ADF Funding	(225,548)	741,452	0	(741,452)	-100.0%
BNIA Contribution (Excluding Debt Svc)	750,000	750,000	750,000	0	0.0%
NFIA Contribution - Debt Svc Entlmtnt Appl	1,000,000	1,000,000	1,000,000	0	0.0%
Seneca Proceeds	1,000,000	1,000,000	1,000,000	0	0.0%
Direct Capital	16,337,809	13,854,752	11,528,226	(2,326,526)	-16.8%
Indirect Capital	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>n/a</u>
Total Capital	<u>16,337,809</u>	<u>13,854,752</u>	<u>11,528,226</u>	<u>(2,326,526)</u>	<u>-16.8%</u>
Net Surplus/(Deficit)	0	4,842,430	0	(4,842,430)	-100.0%

NIAGARA FRONTIER TRANSPORTATION AUTHORITY  
(\$000's)

	METRO	TRANS CTRS	SURFACE TRANS GROUP	AIRPORT BUN GROUP	PROP DEV	CENTRAL ADMIN	FYE17 CONSOL TOTAL	FYE16 ADOPTED BUDGET	VARIANCE	% VARIANCE
			SUBTOTAL	BNIA	NFA	SUBTOTAL				
<b>REVENUES &amp; ASSISTANCE</b>										
Operating Revenues										
Airport Fees & Services	0	0	0	17,302	188	17,500	17,500	16,895	605	3.6%
Passenger Fares	38,512	0	38,512	0	0	0	38,512	37,880	632	1.7%
Boat Harbor Fees	0	0	0	0	0	0	0	0	0	n/a
Rental Income	0	2,100	2,100	11,460	429	11,889	16,742	15,895	847	5.3%
Concessions/Commissions	0	55	55	26,699	1,864	28,563	28,618	29,059	(441)	-1.5%
Retail Sales	0	0	0	0	0	0	0	0	0	n/a
Resales & Rebillings	0	5	5	1,950	30	1,980	1,996	1,523	473	31.0%
Other Operating Revenues	768	3	770	2,498	202	2,700	3,472	3,246	225	6.9%
	<b>39,280</b>	<b>2,162</b>	<b>41,442</b>	<b>59,909</b>	<b>2,723</b>	<b>62,632</b>	<b>106,840</b>	<b>104,497</b>	<b>2,342</b>	<b>2.2%</b>
Operating Assistance										
Local - 18b Match	4,100	0	4,100	0	0	0	4,100	4,100	0	0.0%
Erne County Sales Tax	19,997	0	19,997	0	0	0	19,997	20,226	(229)	-1.1%
Mortgage Tax	9,187	0	9,187	0	0	0	9,187	7,930	1,257	15.9%
Local - 88c Funds	1,850	0	1,850	0	0	0	1,850	2,000	(150)	-7.5%
Peace Bridge	200	0	200	0	0	0	200	200	0	0.0%
State - 18b	4,100	0	4,100	0	0	0	4,100	4,100	0	0.0%
State - MTOAF	23,505	0	23,505	0	0	0	23,505	23,505	0	0.0%
State - DMTTF	8,935	0	8,935	0	0	0	8,935	8,935	0	0.0%
State - Additional General Fund	13,602	0	13,602	0	0	0	13,602	12,308	1,294	10.5%
State - Capital Spending	0	0	0	0	0	0	0	3,883	(3,883)	-100.0%
State - PM Match	2,461	0	2,461	0	0	0	2,461	2,512	(51)	-2.0%
Federal - Sec 5311	72	0	72	0	0	0	72	65	7	10.8%
Federal - PM	19,692	0	19,692	0	0	0	19,692	20,096	(405)	-2.0%
Federal - JARC Sec 5316	25	0	25	0	0	0	25	100	(75)	-75.0%
Federal Operating Assistance	0	0	0	0	0	0	285	285	0	0.0%
Federal - K-9 Cops	0	0	0	0	0	0	384	384	0	0.0%
Federal - DEA Expenditures	0	0	0	0	0	0	60	60	0	0.0%
Federal - DEA OT Reimbursement	0	0	0	0	0	0	17	17	0	0.0%
Total Operating Assistance	<b>107,726</b>	<b>0</b>	<b>107,726</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>108,483</b>	<b>110,717</b>	<b>(2,234)</b>	<b>-2.0%</b>
<b>TOTAL OPERATING REV &amp; ASST</b>	<b>147,006</b>	<b>2,162</b>	<b>149,168</b>	<b>59,909</b>	<b>2,723</b>	<b>62,632</b>	<b>215,323</b>	<b>215,215</b>	<b>108</b>	<b>0.1%</b>

NIAGARA FRONTIER TRANSPORTATION AUTHORITY  
(\$000's)

	METRO	TRANS CTRS	SURFACE TRANS GROUP	AIRPORT BUN GROUP	PROP DEV	CENTRAL ADMIN	FYE17 CONSOL TOTAL	FYE16 ADOPTED BUDGET	VARIANCE	% VARIANCE
			SUBTOTAL	NFIA	DEV	ADMIN	TOTAL			
<b>OPERATING EXPENSES (Excluding Depreciation)</b>										
Personnel Services	92,300	1,422	93,722	1,907	186	34,524	143,692	141,685	2,007	1.4%
Maintenance & Repairs	9,546	245	9,791	888	323	661	20,413	19,400	1,013	5.2%
Transit Fuel/Power	4,277	0	4,277	0	0	0	4,277	6,620	(2,343)	-35.4%
Utilities	1,875	371	2,246	303	388	82	5,506	5,557	(51)	-0.9%
Insurance & Injuries	3,150	26	3,177	112	72	161	3,921	4,368	(447)	-10.2%
Safety & Security	132	1	133	40	0	65	1,221	1,295	(73)	-5.7%
General Business/Other	13,314	29	13,343	701	183	2,835	23,877	23,525	352	1.5%
Administrative Cost Reallocation										
Administrative Cost	4,972	514	5,486	877	1,083	(11,290)	0	0	0	n/a
Police Cost	5,019	582	5,601	428	0	0	11,678	11,074	603	5.4%
Costs Transferred to Capital Projects	0	0	0	(63)	0	(1,518)	(1,582)	(1,798)	215	-11.9%
Inter Division Reimbursement	(204)	(79)	(282)	0	0	(24,762)	(25,171)	(24,423)	(748)	3.1%
<b>TOTAL OPERATING EXPENSES</b>	<b>134,381</b>	<b>3,113</b>	<b>137,494</b>	<b>5,257</b>	<b>2,236</b>	<b>757</b>	<b>187,833</b>	<b>187,305</b>	<b>528</b>	<b>0.3%</b>
<b>OPERATING INCOME/(LOSS)</b>	<b>12,626</b>	<b>(951)</b>	<b>11,674</b>	<b>(2,534)</b>	<b>530</b>	<b>0</b>	<b>27,490</b>	<b>27,910</b>	<b>(419)</b>	<b>-1.5%</b>
<b>NON-OPERATING ITEMS</b>										
Bond Debt Service	0	0	0	0	0	0	(12,948)	(13,043)	95	-0.7%
Debt Service - ARFF Building	0	0	0	(710)	0	0	(710)	0	(710)	n/a
Metro Capital/Other Reserve Funding/MRF	(3,300)	0	(3,300)	0	0	0	(3,300)	(3,257)	(43)	1.3%
NFIA Contribution - Debt Service	0	0	0	0	0	0	0	0	0	n/a
Intercompany Transfer - Metro	(637)	0	(637)	0	0	0	(637)	(637)	0	0.0%
Debt Service - Noreaco	(409)	(231)	(640)	(2)	(47)	0	(981)	(982)	1	-0.1%
NFIA Contribution (Excluding Debt Svc)	0	0	0	(750)	0	0	(750)	(750)	0	0.0%
Debt Service - Glycol Collection	0	0	0	(263)	0	0	(263)	(256)	(5)	1.9%
Operating Expense Reserve & R&R Rev	0	0	0	(160)	0	0	(160)	(178)	18	-9.9%
Capital Funding Reallocation	0	0	0	0	0	0	0	2,228	(2,228)	-100.0%
BNIA Contribution - Debt Svc	0	0	0	0	0	0	0	0	0	n/a
Prior Period Adjustment/Other	0	0	0	0	0	0	0	0	0	n/a
Intercompany Transfer - Tr Centers	0	637	637	0	0	0	637	637	0	0.0%
BNIA Contribution (Excluding Debt Svc)	0	0	0	750	0	0	750	750	0	0.0%
Seneca Proceeds	0	0	0	1,000	0	0	1,000	1,000	0	0.0%
Interest Income	0	0	0	400	0	0	400	200	200	100.0%
ADF Funding	0	0	0	0	0	0	0	(226)	226	-100.0%
PFC	0	0	0	1,000	0	0	1,000	1,000	0	0.0%
NFIA Contribution - Debt Svc Entlmtt Appl	0	0	0	0	0	0	0	1,942	(1,942)	-100.0%
<b>TOTAL NON-OPERATING ITEMS</b>	<b>(4,346)</b>	<b>406</b>	<b>(3,940)</b>	<b>1,748</b>	<b>(47)</b>	<b>0</b>	<b>(15,962)</b>	<b>(11,572)</b>	<b>(4,390)</b>	<b>37.9%</b>
<b>NET INCOME/(LOSS)</b>	<b>8,279</b>	<b>(545)</b>	<b>7,734</b>	<b>(786)</b>	<b>483</b>	<b>0</b>	<b>11,528</b>	<b>16,338</b>	<b>(4,810)</b>	<b>-29.4%</b>
<b>LESS: DIRECT CAPITAL</b>	<b>5,413</b>	<b>1,535</b>	<b>6,948</b>	<b>48</b>	<b>455</b>	<b>1,875</b>	<b>11,528</b>	<b>16,338</b>	<b>(4,810)</b>	<b>-29.4%</b>
<b>LESS: INDIRECT CAPITAL</b>	<b>826</b>	<b>95</b>	<b>911</b>	<b>146</b>	<b>180</b>	<b>(1,875)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n/a</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>2,040</b>	<b>(2,165)</b>	<b>(124)</b>	<b>(973)</b>	<b>(152)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n/a</b>

**METRO CONSOLIDATED**  
**2015/16 ANNUAL FORECAST**  
**VS**  
**2016/17 ANNUAL BUDGET**

	FY 14-15 ACTUAL	FY 15-16 BUDGET	FY 15-16 FORECAST	FY 16-17 BUDGET	VARIANCE	%
<b>REVENUES &amp; ASSISTANCE</b>						
<b>Operating Revenues</b>						
Passenger Fares	37,397,595	37,879,845	38,179,845	38,512,095	332,250	0.9%
Other Operating Revenues	<u>772,702</u>	<u>721,000</u>	<u>746,000</u>	<u>767,799</u>	<u>21,799</u>	<u>2.9%</u>
<b>Total Revenues</b>	<b>38,170,297</b>	<b>38,600,845</b>	<b>38,925,845</b>	<b>39,279,894</b>	<b>354,049</b>	<b>0.9%</b>
<b>Operating Assistance</b>						
Local - 18b Match	4,100,000	4,100,000	4,100,000	4,100,000	0	0.0%
Erie County Sales Tax	19,640,270	20,225,884	19,560,051	19,996,826	436,775	2.2%
Mortgage Tax	7,717,713	7,930,188	9,441,011	9,187,447	(253,564)	-2.7%
Local - 88c Funds	4,618,937	2,000,000	2,000,000	1,850,000	(150,000)	-7.5%
Peace Bridge	200,000	200,000	200,000	200,000	0	0.0%
State - 18b	4,100,000	4,100,000	4,100,000	4,100,000	0	0.0%
State - MTOAF	25,613,100	23,504,800	23,504,800	23,504,800	0	0.0%
State - DMTTF	8,935,300	8,935,300	8,935,300	8,935,300	0	0.0%
State - Additional General Fund	7,610,400	12,307,700	12,307,700	13,602,100	1,294,400	10.5%
State - Capital Spending	0	3,883,115	3,883,115	0	(3,883,115)	-100.0%
State - PM Match	2,512,060	2,512,060	2,461,446	2,461,446	0	0.0%
Federal - Sec 5311	57,400	65,000	65,000	72,000	7,000	10.8%
Federal - PM	20,096,484	20,096,476	19,691,565	19,691,565	0	0.0%
Federal - JARC Sec 5316	247,606	100,000	92,500	25,000	(67,500)	-73.0%
FEMA/SEMA	<u>108,000</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>n/a</u>
<b>Total Operating Assistance</b>	<b>105,557,270</b>	<b>109,960,523</b>	<b>110,342,488</b>	<b>107,726,484</b>	<b>(2,616,004)</b>	<b>-2.4%</b>
<b>TOTAL OPER REVS &amp; ASST</b>	<b>143,727,567</b>	<b>148,561,368</b>	<b>149,268,333</b>	<b>147,006,378</b>	<b>(2,261,955)</b>	<b>-1.5%</b>
<b>OPERATING EXPENSES (Excl. Depr.)</b>						
Personnel Services	89,840,418	92,418,283	90,810,041	92,300,001	1,489,960	1.6%
Maintenance & Repairs	8,154,418	8,644,059	9,144,059	9,545,685	401,626	4.4%
Transit Fuel/Power	7,360,044	6,619,535	6,279,900	4,276,895	(2,003,005)	-31.9%
Utilities	1,777,688	1,898,053	1,788,053	1,875,211	87,158	4.9%
Insurance & Injuries	3,585,016	3,593,497	3,217,139	3,150,053	(67,086)	-2.1%
Safety & Security	4,415,773	4,700,893	4,814,436	5,151,014	336,578	7.0%
General Business/Other	12,135,230	13,122,218	12,561,966	13,313,941	751,975	6.0%
Administrative Cost Reallocation	4,317,795	4,560,521	4,520,223	4,972,260	452,036	10.0%
Costs Transferred to Capital Projects	(68,436)	(85,000)	(25,000)	0	25,000	-100.0%
Inter Division Reimbursement	<u>(202,858)</u>	<u>(185,508)</u>	<u>(185,508)</u>	<u>(203,561)</u>	<u>(18,053)</u>	<u>9.7%</u>
<b>TOTAL OPERATING EXPENSES</b>	<b>131,315,088</b>	<b>135,286,551</b>	<b>132,925,309</b>	<b>134,381,499</b>	<b>1,456,189</b>	<b>1.1%</b>
<b>OPERATING INCOME/(LOSS)</b>	<b>12,412,479</b>	<b>13,274,817</b>	<b>16,343,024</b>	<b>12,624,879</b>	<b>(3,718,144)</b>	<b>-22.8%</b>
<b>NON-OPERATING ITEMS</b>						
Metro Capital/Other Reserve Funding/MRF	(8,733,834)	(3,256,786)	(4,395,488)	(3,299,561)	1,095,927	-24.9%
Intercompany Transfer	(655,459)	(637,000)	(637,000)	(637,000)	0	0.0%
Debt Service - Noresco	<u>(399,496)</u>	<u>(409,718)</u>	<u>(409,478)</u>	<u>(409,478)</u>	<u>0</u>	<u>0.0%</u>
<b>TOTAL NON-OPERATING ITEMS</b>	<b>(9,788,789)</b>	<b>(4,303,504)</b>	<b>(5,441,966)</b>	<b>(4,346,039)</b>	<b>1,095,927</b>	<b>-20.1%</b>
<b>NET INCOME/(LOSS)</b>	<b>2,623,690</b>	<b>8,971,313</b>	<b>10,901,058</b>	<b>8,278,840</b>	<b>(2,622,217)</b>	<b>-24.1%</b>
<b>LESS: DIRECT CAPITAL</b>	<b>1,120,991</b>	<b>10,659,155</b>	<b>9,010,815</b>	<b>5,412,689</b>	<b>(3,598,126)</b>	<b>-39.9%</b>
<b>LESS: INDIRECT CAPITAL</b>	<b>380,271</b>	<b>605,330</b>	<b>81,474</b>	<b>825,750</b>	<b>744,276</b>	<b>913.5%</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>1,122,428</b>	<b>(2,293,172)</b>	<b>1,808,769</b>	<b>2,040,401</b>	<b>231,633</b>	<b>12.8%</b>

**TRANSPORTATION CENTERS**

2015/16 ANNUAL FORECAST

VS

2016/17 ANNUAL BUDGET

	FY 14-15 ACTUAL	FY 15-16 BUDGET	FY 15-16 FORECAST	FY 16-17 BUDGET	VARIANCE	%
<b>OPERATING REVENUES</b>						
Rental Income	2,057,465	1,808,000	2,255,050	2,100,000	(155,050)	-6.9%
Concessions/Commissions	58,321	50,073	50,073	55,000	4,927	9.8%
Resales & Rebillings	0	4,500	4,500	4,500	0	0.0%
Other Operating Revenues	<u>1,350</u>	<u>2,500</u>	<u>2,500</u>	<u>2,500</u>	<u>0</u>	<u>0.0%</u>
<b>TOTAL OPERATING REVENUES</b>	<b>2,117,136</b>	<b>1,865,073</b>	<b>2,312,123</b>	<b>2,162,000</b>	<b>(150,123)</b>	<b>-6.5%</b>
<b>OPERATING EXPENSES (Excl. Depr.)</b>						
Personnel Services	1,331,631	1,349,184	1,373,934	1,422,255	48,321	3.5%
Maintenance & Repairs	242,215	251,964	251,964	245,464	(6,500)	-2.6%
Utilities	344,726	384,652	384,652	371,172	(13,480)	-3.5%
Insurance & Injuries	45,106	24,757	24,757	26,495	1,738	7.0%
Safety & Security	548,279	549,800	552,678	583,228	30,550	5.5%
General Business/Other	34,391	54,624	570,866	29,127	(541,739)	-94.9%
Administrative Cost Reallocation	446,320	471,171	467,008	513,710	46,702	10.0%
Costs Transferred to Capital Projects	0	0	0	0	0	n/a
Inter Division Reimbursement	<u>(73,753)</u>	<u>(78,743)</u>	<u>(78,743)</u>	<u>(78,743)</u>	<u>0</u>	<u>0.0%</u>
<b>TOTAL OPERATING EXPENSES</b>	<b><u>2,918,915</u></b>	<b><u>3,007,409</u></b>	<b><u>3,547,116</u></b>	<b><u>3,112,708</u></b>	<b><u>(434,408)</u></b>	<b><u>-12.2%</u></b>
<b>OPERATING INCOME/(LOSS)</b>	<b>(801,779)</b>	<b>(1,142,336)</b>	<b>(1,234,993)</b>	<b>(950,708)</b>	<b>284,285</b>	<b>-23.0%</b>
<b>NON-OPERATING ITEMS</b>						
Debt Service - Noresco	(215,614)	(230,831)	(230,831)	(230,831)	0	0.0%
Prior Period Adjustment/Other	0	0	442,921	0	(442,921)	-100.0%
Intercompany Transfer	<u>655,459</u>	<u>637,000</u>	<u>637,000</u>	<u>637,000</u>	<u>0</u>	<u>0.0%</u>
<b>TOTAL NON-OPERATING ITEMS</b>	<b><u>439,845</u></b>	<b><u>406,169</u></b>	<b><u>849,090</u></b>	<b><u>406,169</u></b>	<b><u>(442,921)</u></b>	<b><u>-52.2%</u></b>
<b>NET INCOME/(LOSS)</b>	<b>(361,934)</b>	<b>(736,167)</b>	<b>(385,903)</b>	<b>(544,539)</b>	<b>(158,636)</b>	<b>41.1%</b>
<b>LESS: DIRECT CAPITAL</b>	447,909	663,941	798,764	1,534,870	736,106	92.2%
<b>LESS: INDIRECT CAPITAL</b>	<u>39,308</u>	<u>62,540</u>	<u>8,418</u>	<u>85,313</u>	<u>76,895</u>	<u>913.5%</u>
<b>NET SURPLUS/(DEFICIT)</b>	<b><u>(849,151)</u></b>	<b><u>(1,462,648)</u></b>	<b><u>(1,193,084)</u></b>	<b><u>(2,164,721)</u></b>	<b><u>(971,637)</u></b>	<b><u>81.4%</u></b>

**BNIA**  
**2015/16 ANNUAL FORECAST**  
**VS**  
**2016/17 ANNUAL BUDGET**

	FY 14-15 ACTUAL	FY 15-16 BUDGET	FY 15-16 FORECAST	FY 16-17 BUDGET	VARIANCE	%
<b>REVENUES &amp; ASSISTANCE</b>						
<b>Operating Revenues</b>						
Airport Fees & Services	17,480,087	16,727,913	16,746,129	17,301,875	555,746	3.3%
Rental Income	11,028,351	11,099,747	10,956,202	11,460,025	503,823	4.6%
Concessions/Commissions	26,562,803	27,123,025	26,379,136	26,699,221	320,085	1.2%
Resales & Rebillings	1,498,340	1,482,381	1,259,699	1,949,900	690,201	54.8%
Other Operating Revenues	<u>2,350,156</u>	<u>2,405,713</u>	<u>2,485,855</u>	<u>2,498,096</u>	<u>12,241</u>	<u>0.5%</u>
<b>Total Revenues</b>	<b>58,919,737</b>	<b>58,838,779</b>	<b>57,827,021</b>	<b>59,909,117</b>	<b>2,082,096</b>	<b>3.6%</b>
<b>Operating Assistance</b>						
Federal	1,488	0	0	0	0	n/a
FEMA/SEMA	<u>3,420</u>	0	0	0	0	<u>n/a</u>
<b>Total Operating Asst</b>	<b><u>4,908</u></b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b><u>n/a</u></b>
<b>TOTAL OPERATING REVENUES &amp; ASST</b>	<b>58,924,645</b>	<b>58,838,779</b>	<b>57,827,021</b>	<b>59,909,117</b>	<b>2,082,096</b>	<b>3.6%</b>
<b>OPERATING EXPENSES (Excl. Depr.)</b>						
Personnel Services	14,384,997	14,747,753	14,741,793	13,352,209	(1,389,584)	-9.4%
Maintenance & Repairs	8,912,871	8,646,831	8,544,482	8,748,977	204,495	2.4%
Utilities	2,437,885	2,514,695	2,349,086	2,487,017	137,931	5.9%
Insurance & Injuries	348,157	390,635	370,636	399,335	28,699	7.7%
Safety & Security	6,309,281	6,643,614	6,472,469	6,632,364	159,895	2.5%
General Business/Other	6,679,088	6,821,727	6,689,273	6,814,589	125,316	1.9%
Administrative Cost Reallocation	3,337,809	3,526,016	3,494,859	3,844,356	349,497	10.0%
Costs Transferred to Capital Projects	(79,269)	(100,021)	(70,430)	(63,420)	7,010	-10.0%
Inter Division Reimbursement	<u>(2,021,536)</u>	<u>(2,125,615)</u>	<u>(2,092,335)</u>	<u>(126,480)</u>	<u>1,965,855</u>	<u>-94.0%</u>
<b>TOTAL OPERATING EXPENSES</b>	<b><u>40,309,283</u></b>	<b><u>41,065,635</u></b>	<b><u>40,499,833</u></b>	<b><u>42,088,947</u></b>	<b><u>1,589,114</u></b>	<b><u>3.9%</u></b>
<b>OPERATING INCOME/(LOSS)</b>	<b>18,615,362</b>	<b>17,773,144</b>	<b>17,327,188</b>	<b>17,820,170</b>	<b>492,982</b>	<b>2.8%</b>
<b>NON-OPERATING ITEMS</b>						
Bond Debt Service	(13,471,111)	(13,042,652)	(12,961,933)	(12,947,795)	14,138	-0.1%
Debt Service - ARFF Building	0	0	0	(710,000)	(710,000)	n/a
NFIA Contribution - Debt Service	(1,441,292)	0	0	0	0	n/a
NFIA Contribution (Excluding Debt Svc)	(1,345,536)	(750,000)	(750,000)	(750,000)	0	0.0%
Debt Service - Noresco	(290,709)	(293,389)	(292,474)	(292,474)	0	0.0%
Debt Service - Glycol Collection	(288,598)	(258,321)	(259,010)	(263,210)	(4,200)	1.6%
Operating Expense Reserve & R&R Rsv	(142,881)	(177,772)	(159,974)	(160,217)	(243)	0.2%
Capital Funding Reallocation	0	2,229,444	1,262,444	0	(1,262,444)	-100.0%
Interest Income	105,290	200,000	100,000	400,000	300,000	300.0%
ADF Funding	838,191	(225,548)	741,452	0	(741,452)	-100.0%
NFIA Contribution - Debt Svc Entimnt Appl	1,901,767	1,942,222	2,207,578	0	(2,207,578)	-100.0%
PFC	<u>2,025,920</u>	<u>1,000,000</u>	<u>1,000,000</u>	<u>1,000,000</u>	<u>0</u>	<u>0.0%</u>
<b>TOTAL NON-OPERATING ITEMS</b>	<b><u>(12,108,959)</u></b>	<b><u>(9,376,016)</u></b>	<b><u>(9,111,917)</u></b>	<b><u>(13,723,696)</u></b>	<b><u>(4,611,779)</u></b>	<b><u>50.6%</u></b>
<b>NET INCOME/(LOSS)</b>	<b>6,506,403</b>	<b>8,397,128</b>	<b>8,215,271</b>	<b>4,096,474</b>	<b>(4,118,797)</b>	<b>-50.1%</b>
<b>LESS: DIRECT CAPITAL</b>	<b>798,147</b>	<b>2,598,006</b>	<b>2,481,966</b>	<b>2,202,667</b>	<b>(279,299)</b>	<b>-11.3%</b>
<b>LESS: INDIRECT CAPITAL</b>	<b><u>293,963</u></b>	<b><u>468,017</u></b>	<b><u>62,993</u></b>	<b><u>638,438</u></b>	<b><u>575,445</u></b>	<b><u>913.5%</u></b>
<b>NET SURPLUS/(DEFICIT)</b>	<b><u>5,414,293</u></b>	<b><u>5,331,105</u></b>	<b><u>5,670,312</u></b>	<b><u>1,255,369</u></b>	<b><u>(4,414,943)</u></b>	<b><u>-77.9%</u></b>

**NFIA**  
**2015/16 ANNUAL FORECAST**  
**VS**  
**2016/17 ANNUAL BUDGET**

	<b>FY 14-15 ACTUAL</b>	<b>FY 15-16 BUDGET</b>	<b>FY 15-16 FORECAST</b>	<b>FY 16-17 BUDGET</b>	<b>VARIANCE</b>	<b>%</b>
<b>REVENUES &amp; ASSISTANCE</b>						
<b>Operating Revenues</b>						
Airport Fees & Services	163,500	166,632	176,085	198,037	21,952	12.5%
Rental Income	395,574	396,854	403,759	428,798	25,039	6.2%
Concessions/Commissions	1,830,155	1,885,995	1,806,057	1,864,126	58,069	3.2%
Resales & Rebillings	25,250	23,684	29,278	29,723	445	1.5%
Other Operating Revenues	<u>144,785</u>	<u>115,881</u>	<u>137,125</u>	<u>202,125</u>	<u>65,000</u>	<u>47.4%</u>
<b>Total Revenues</b>	<b>2,559,264</b>	<b>2,589,046</b>	<b>2,552,304</b>	<b>2,722,809</b>	<b>170,505</b>	<b>6.7%</b>
<b>Operating Assistance</b>						
FEMA/SEMA	<u>46,580</u>	<u>0</u>	<u>(16,485)</u>	<u>0</u>	<u>16,485</u>	<u>-100.0%</u>
<b>Total Operating Asst</b>	<b>46,580</b>	<b>0</b>	<b>(16,485)</b>	<b>0</b>	<b>16,485</b>	<b>-100.0%</b>
<b>TOTAL OPERATING REVENUES &amp; ASST</b>	<b>2,605,844</b>	<b>2,589,046</b>	<b>2,535,819</b>	<b>2,722,809</b>	<b>186,990</b>	<b>7.4%</b>
<b>OPERATING EXPENSES (Excl. Depr.)</b>						
Personnel Services	1,911,702	1,831,278	1,862,679	1,907,109	44,430	2.4%
Maintenance & Repairs	861,561	882,158	889,921	888,488	(1,433)	-0.2%
Utilities	278,463	301,412	284,029	303,113	19,084	6.7%
Insurance & Injuries	116,777	116,379	116,379	111,726	(4,653)	-4.0%
Safety & Security	477,593	429,353	442,142	467,422	25,280	5.7%
General Business/Other	710,336	647,092	706,916	701,491	(5,425)	-0.8%
Administrative Cost Reallocation	761,572	804,615	797,505	877,258	79,753	10.0%
Costs Transferred to Capital Projects	0	0	0	0	0	n/a
Inter Division Reimbursement	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>n/a</u>
<b>TOTAL OPERATING EXPENSES</b>	<b>5,118,004</b>	<b>5,012,287</b>	<b>5,099,571</b>	<b>5,256,607</b>	<b>157,036</b>	<b>3.1%</b>
<b>OPERATING INCOME/(LOSS)</b>	<b>(2,512,160)</b>	<b>(2,423,241)</b>	<b>(2,563,752)</b>	<b>(2,533,798)</b>	<b>29,954</b>	<b>-1.2%</b>
<b>NON-OPERATING ITEMS</b>						
Debt Service	(1,441,292)	0	0	0	0	n/a
Debt Service - Noresco	(1,541)	(1,696)	(1,696)	(1,696)	0	0.0%
BNIA Contribution (Excluding Debt Svc)	1,345,536	750,000	750,000	750,000	0	0.0%
Seneca Proceeds	1,369,597	1,000,000	1,000,000	1,000,000	0	0.0%
BNIA Contribution - Debt Service	<u>1,441,292</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>n/a</u>
<b>TOTAL NON-OPERATING ITEMS</b>	<b>2,713,592</b>	<b>1,748,304</b>	<b>1,748,304</b>	<b>1,748,304</b>	<b>0</b>	<b>0.0%</b>
<b>NET INCOME/(LOSS)</b>	<b>201,432</b>	<b>(674,937)</b>	<b>(815,448)</b>	<b>(785,494)</b>	<b>29,954</b>	<b>-3.7%</b>
<b>LESS: DIRECT CAPITAL</b>	<b>110,299</b>	<b>254,634</b>	<b>393,319</b>	<b>48,000</b>	<b>(345,319)</b>	<b>-87.8%</b>
<b>LESS: INDIRECT CAPITAL</b>	<b>67,072</b>	<b>106,799</b>	<b>14,375</b>	<b>145,688</b>	<b>131,313</b>	<b>913.5%</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>24,061</b>	<b>(1,036,370)</b>	<b>(1,223,142)</b>	<b>(979,182)</b>	<b>243,960</b>	<b>-19.9%</b>

**PROPERTY DEVELOPMENT**

2015/16 ANNUAL FORECAST

VS

2016/17 ANNUAL BUDGET

	FY 14-15 ACTUAL	FY 15-16 BUDGET	FY 15-16 FORECAST	FY 16-17 BUDGET	VARIANCE	%
<b>OPERATING REVENUES</b>						
Boat Harbor Fees	1,255,290	0	0	0	0	n/a
Rental Income	2,930,662	2,590,247	2,959,584	2,753,359	(206,225)	-7.0%
Concessions/Commissions	57,789	0	0	0	0	n/a
Retail Sales	403,743	0	0	0	0	n/a
Resales & Rebillings	108,213	12,230	12,230	11,430	(800)	-6.5%
Other Operating Revenues	<u>4,265</u>	<u>1,200</u>	<u>1,200</u>	<u>1,200</u>	<u>0</u>	<u>0.0%</u>
<b>TOTAL OPERATING REVENUES</b>	<b>4,759,962</b>	<b>2,603,677</b>	<b>2,973,014</b>	<b>2,765,989</b>	<b>(207,025)</b>	<b>-7.0%</b>
<b>OPERATING EXPENSES (Excl. Depr.)</b>						
Personnel Services	475,994	174,242	177,437	186,307	8,870	5.0%
Maintenance & Repairs	476,374	299,200	299,000	323,000	24,000	8.0%
Utilities	390,911	399,649	395,449	388,381	(7,068)	-1.8%
Insurance & Injuries	136,742	78,136	75,020	72,497	(2,523)	-3.4%
Safety & Security	23,405	0	0	0	0	n/a
General Business/Other	984,771	232,074	212,774	183,296	(29,478)	-13.9%
Administrative Cost Reallocation	1,234,247	993,083	984,308	1,082,742	98,434	10.0%
Costs Transferred to Capital Projects	0	0	0	0	0	n/a
Inter Division Reimbursement	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>n/a</u>
<b>TOTAL OPERATING EXPENSES</b>	<b><u>3,722,444</u></b>	<b><u>2,176,384</u></b>	<b><u>2,143,988</u></b>	<b><u>2,236,223</u></b>	<b><u>92,235</u></b>	<b><u>4.3%</u></b>
<b>OPERATING INCOME/(LOSS)</b>	<b>1,037,518</b>	<b>427,293</b>	<b>829,026</b>	<b>529,766</b>	<b>(299,260)</b>	<b>-36.1%</b>
<b>NON-OPERATING ITEMS</b>						
Debt Service - Noresco	(42,312)	(46,821)	(46,821)	(46,821)	0	0.0%
Property Acquisition/Other	<u>13,443</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>n/a</u>
<b>TOTAL NON-OPERATING ITEMS</b>	<b><u>(28,869)</u></b>	<b><u>(46,821)</u></b>	<b><u>(46,821)</u></b>	<b><u>(46,821)</u></b>	<b><u>0</u></b>	<b><u>0.0%</u></b>
<b>NET INCOME/(LOSS)</b>	<b>1,008,649</b>	<b>380,472</b>	<b>782,205</b>	<b>482,945</b>	<b>(299,260)</b>	<b>-38.3%</b>
<b>LESS: DIRECT CAPITAL</b>	<b>837,661</b>	<b>787,573</b>	<b>984,888</b>	<b>455,000</b>	<b>(529,888)</b>	<b>-53.8%</b>
<b>LESS: INDIRECT CAPITAL</b>	<b><u>108,701</u></b>	<b><u>131,815</u></b>	<b><u>17,742</u></b>	<b><u>179,813</u></b>	<b><u>162,071</u></b>	<b><u>913.5%</u></b>
<b>NET SURPLUS/(DEFICIT)</b>	<b><u>62,287</u></b>	<b><u>(538,916)</u></b>	<b><u>(220,425)</u></b>	<b><u>(151,868)</u></b>	<b><u>68,557</u></b>	<b><u>-31.1%</u></b>

**EXECUTIVE - NFTA**  
**2015/16 ANNUAL FORECAST**  
**VS**  
**2016/17 ANNUAL BUDGET**

	<b>FY 14-15</b>	<b>FY 15-16</b>	<b>FY 15-16</b>	<b>FY 16-17</b>	<b>VARIANCE</b>	<b>%</b>
	<b>ACTUAL</b>	<b>BUDGET</b>	<b>FORECAST</b>	<b>BUDGET</b>		
<b>OPERATING ASSISTANCE</b>						
Federal Operating Assistance	369,626	285,440	285,440	285,440	0	0.0%
Federal - K-9 Cops	373,500	394,000	394,000	394,000	0	0.0%
Federal - DEA Expenditures	102,920	60,000	60,000	60,000	0	0.0%
Federal - DEA OT Reimbursement	0	17,202	17,202	17,202	0	0.0%
<b>TOTAL OPERATING ASSISTANCE</b>	<b>846,046</b>	<b>756,642</b>	<b>756,642</b>	<b>756,642</b>	<b>0</b>	<b>0.0%</b>
<b>OPERATING EXPENSES (Excl. Depr.)</b>						
Personnel Services	14,442,638	14,817,404	14,671,675	15,567,058	895,383	6.1%
Maintenance & Repairs	622,079	663,066	583,000	594,500	11,500	2.0%
Utilities	26,846	30,997	30,997	31,936	939	3.0%
Insurance & Injuries	166,970	164,998	164,998	159,529	(5,469)	-3.3%
Safety & Security	63,491	45,500	45,501	65,000	19,499	42.9%
General Business/Other	816,937	912,447	992,513	1,035,554	43,041	4.3%
Costs Transferred to Capital Projects	18,382	(3,000)	(3,000)	(2,500)	500	-16.7%
Inter Division Reimbursement	(11,874,260)	(12,368,353)	(12,307,438)	(12,978,318)	(670,880)	5.5%
<b>TOTAL OPERATING EXPENSES</b>	<b>4,283,083</b>	<b>4,263,059</b>	<b>4,178,246</b>	<b>4,472,759</b>	<b>294,513</b>	<b>7.0%</b>
<b>OPERATING INCOME/(LOSS)</b>	<b>(3,437,037)</b>	<b>(3,506,417)</b>	<b>(3,421,604)</b>	<b>(3,716,117)</b>	<b>(294,513)</b>	<b>8.6%</b>
<b>LESS: DIRECT CAPITAL</b>	<b>436,683</b>	<b>1,269,000</b>	<b>85,000</b>	<b>1,670,000</b>	<b>1,585,000</b>	<b>1864.7%</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>(3,873,720)</b>	<b>(4,775,417)</b>	<b>(3,506,604)</b>	<b>(5,386,117)</b>	<b>(1,879,513)</b>	<b>53.6%</b>

**EXECUTIVE - METRO**  
**2015/16 ANNUAL FORECAST**  
**VS**  
**2016/17 ANNUAL BUDGET**

	<b>FY 14-15</b>	<b>FY 15-16</b>	<b>FY 15-16</b>	<b>FY 16-17</b>	<b>VARIANCE</b>	<b>%</b>
	<b>ACTUAL</b>	<b>BUDGET</b>	<b>FORECAST</b>	<b>BUDGET</b>		
<b>OPERATING EXPENSES (Excl. Depr.)</b>						
Personnel Services	175,926	174,033	174,033	542,511	368,478	211.7%
Maintenance & Repairs	0	0	0	0	0	n/a
Utilities	494	500	500	0	(500)	-100.0%
Insurance & Injuries	2,225,443	2,251,500	2,051,500	1,851,500	(200,000)	-9.7%
Safety & Security	0	0	0	0	0	n/a
General Business/Other	1,083,957	1,145,594	1,145,594	1,190,055	44,461	3.9%
Costs Transferred to Capital Projects	0	0	0	0	0	n/a
Inter Division Reimbursement	(220,899)	(234,521)	(234,521)	(253,122)	(18,601)	7.9%
<b>TOTAL OPERATING EXPENSES</b>	<b>3,264,921</b>	<b>3,337,106</b>	<b>3,137,106</b>	<b>3,330,944</b>	<b>193,838</b>	<b>6.2%</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>(3,264,921)</b>	<b>(3,337,106)</b>	<b>(3,137,106)</b>	<b>(3,330,944)</b>	<b>(193,838)</b>	<b>6.2%</b>

**EEO/DIVERSITY DEVELOPMENT**

2015/16 ANNUAL FORECAST

VS

2016/17 ANNUAL BUDGET

	FY 14-15 ACTUAL	FY 15-16 BUDGET	FY 15-16 FORECAST	FY 16-17 BUDGET	VARIANCE	%
<b>OPERATING EXPENSES (Excl. Depr.)</b>						
Personnel Services	349,727	361,359	364,807	394,294	29,487	8.1%
Maintenance & Repairs	0	0	0	0	0	n/a
Utilities	0	0	0	0	0	n/a
Insurance & Injuries	0	0	0	0	0	n/a
Safety & Security	0	0	0	0	0	n/a
General Business/Other	26,141	29,600	27,800	30,650	2,850	10.3%
Costs Transferred to Capital Projects	0	0	0	0	0	n/a
Inter Division Reimbursement	0	0	0	0	0	n/a
<b>TOTAL OPERATING EXPENSES</b>	<b><u>375,868</u></b>	<b><u>390,959</u></b>	<b><u>392,607</u></b>	<b><u>424,944</u></b>	<b><u>32,337</u></b>	<b><u>8.2%</u></b>
<b>OPERATING INCOME/(LOSS)</b>	<b>(375,868)</b>	<b>(390,959)</b>	<b>(392,607)</b>	<b>(424,944)</b>	<b>(32,337)</b>	<b>8.2%</b>
<b>LESS: DIRECT CAPITAL</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n/a</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b><u>(375,868)</u></b>	<b><u>(390,959)</u></b>	<b><u>(392,607)</u></b>	<b><u>(424,944)</u></b>	<b><u>(32,337)</u></b>	<b><u>8.2%</u></b>

**GENERAL COUNSEL**  
**2015/16 ANNUAL FORECAST**  
**VS**  
**2016/17 ANNUAL BUDGET**

	FY 14-15 ACTUAL	FY 15-16 BUDGET	FY 15-16 FORECAST	FY 16-17 BUDGET	VARIANCE	%
<b>OPERATING EXPENSES (Excl. Depr.)</b>						
Personnel Services	1,053,906	1,099,323	1,074,971	1,102,970	27,999	2.6%
Maintenance & Repairs	0	0	0	0	0	n/a
Utilities	0	0	0	0	0	n/a
Insurance & Injuries	(10,379)	0	0	0	0	n/a
Safety & Security	0	0	0	0	0	n/a
General Business/Other	53,991	83,430	60,000	66,700	6,700	11.2%
Costs Transferred to Capital Projects	0	0	0	0	0	n/a
Inter Division Reimbursement	<u>(462,210)</u>	<u>(479,306)</u>	<u>(415,000)</u>	<u>(458,210)</u>	<u>(43,210)</u>	<u>10.4%</u>
<b>TOTAL OPERATING EXPENSES</b>	<b><u>635,308</u></b>	<b><u>703,447</u></b>	<b><u>719,971</u></b>	<b><u>711,460</u></b>	<b><u>(8,511)</u></b>	<b><u>-1.2%</u></b>
<b>OPERATING INCOME/(LOSS)</b>	<b>(635,308)</b>	<b>(703,447)</b>	<b>(719,971)</b>	<b>(711,460)</b>	<b>8,511</b>	<b>-1.2%</b>
<b>LESS: DIRECT CAPITAL</b>	<b><u>0</u></b>	<b><u>0</u></b>	<b><u>0</u></b>	<b><u>0</u></b>	<b><u>0</u></b>	<b><u>n/a</u></b>
<b>NET SURPLUS/(DEFICIT)</b>	<b><u>(635,308)</u></b>	<b><u>(703,447)</u></b>	<b><u>(719,971)</u></b>	<b><u>(711,460)</u></b>	<b><u>8,511</u></b>	<b><u>-1.2%</u></b>

**ENGINEERING**  
**2015/16 ANNUAL FORECAST**  
**VS**  
**2016/17 ANNUAL BUDGET**

	<b>FY 14-15</b>	<b>FY 15-16</b>	<b>FY 15-16</b>	<b>FY 16-17</b>	<b>VARIANCE</b>	<b>%</b>
	<b>ACTUAL</b>	<b>BUDGET</b>	<b>FORECAST</b>	<b>BUDGET</b>		
<b>OPERATING ASSISTANCE</b>						
FEMA/SEMA	<u>1,920</u>	0	0	0	0	n/a
<b>TOTAL OPERATING ASSISTANCE</b>	<b>1,920</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n/a</b>
<b>OPERATING EXPENSES (Excl. Depr.)</b>						
Personnel Services	1,748,528	1,781,625	1,870,446	3,904,810	2,034,364	108.8%
Maintenance & Repairs	16,142	9,983	7,200	65,327	58,127	807.3%
Utilities	1,666	1,500	2,500	22,786	20,286	811.4%
Insurance & Injuries	43	0	50	1,755	1,705	3410.0%
Safety & Security	0	0	0	0	0	n/a
General Business/Other	55,560	78,152	50,000	87,785	37,785	75.6%
Costs Transferred to Capital Projects	(1,330,668)	(1,280,000)	(1,380,000)	(1,291,442)	88,558	-6.4%
Inter Division Reimbursement	<u>(254,536)</u>	<u>(260,000)</u>	<u>(175,000)</u>	<u>(2,298,782)</u>	<u>(2,123,782)</u>	<u>1213.6%</u>
<b>TOTAL OPERATING EXPENSES</b>	<b><u>236,735</u></b>	<b><u>331,260</u></b>	<b><u>375,196</u></b>	<b><u>492,239</u></b>	<b><u>117,043</u></b>	<b><u>31.2%</u></b>
<b>OPERATING INCOME/(LOSS)</b>	<b>(234,815)</b>	<b>(331,260)</b>	<b>(375,196)</b>	<b>(492,239)</b>	<b>(117,043)</b>	<b>31.2%</b>
<b>LESS: DIRECT CAPITAL</b>	<b><u>41,339</u></b>	<b><u>15,500</u></b>	<b><u>0</u></b>	<b><u>16,000</u></b>	<b><u>16,000</u></b>	<b><u>n/a</u></b>
<b>NET SURPLUS/(DEFICIT)</b>	<b><u>(276,154)</u></b>	<b><u>(346,760)</u></b>	<b><u>(375,196)</u></b>	<b><u>(508,239)</u></b>	<b><u>(133,043)</u></b>	<b><u>35.5%</u></b>

**PUBLIC AFFAIRS - NFTA**

2015/16 ANNUAL FORECAST

VS

2016/17 ANNUAL BUDGET

	<b>FY 14-15 ACTUAL</b>	<b>FY 15-16 BUDGET</b>	<b>FY 15-16 FORECAST</b>	<b>FY 16-17 BUDGET</b>	<b>VARIANCE</b>	<b>%</b>
<b>OPERATING EXPENSES (Excl. Depr.)</b>						
Personnel Services	840,796	908,398	857,698	906,752	49,054	5.7%
Maintenance & Repairs	0	0	0	0	0	n/a
Utilities	446	450	520	550	30	5.8%
Insurance & Injuries	0	0	0	0	0	n/a
Safety & Security	0	0	0	0	0	n/a
General Business/Other	34,124	35,150	35,150	35,075	(75)	-0.2%
Costs Transferred to Capital Projects	0	0	0	0	0	n/a
Inter Division Reimbursement	<u>(87,452)</u>	<u>(82,951)</u>	<u>(82,951)</u>	<u>0</u>	<u>82,951</u>	<u>-100.0%</u>
<b>TOTAL OPERATING EXPENSES</b>	<b><u>787,914</u></b>	<b><u>861,047</u></b>	<b><u>810,417</u></b>	<b><u>942,377</u></b>	<b><u>131,960</u></b>	<b><u>16.3%</u></b>
<b>OPERATING INCOME/(LOSS)</b>	<b>(787,914)</b>	<b>(861,047)</b>	<b>(810,417)</b>	<b>(942,377)</b>	<b>(131,960)</b>	<b>16.3%</b>
<b>LESS: DIRECT CAPITAL</b>	<b><u>18,837</u></b>	<b><u>0</u></b>	<b><u>0</u></b>	<b><u>0</u></b>	<b><u>0</u></b>	<b><u>n/a</u></b>
<b>NET SURPLUS/(DEFICIT)</b>	<b><u>(806,751)</u></b>	<b><u>(861,047)</u></b>	<b><u>(810,417)</u></b>	<b><u>(942,377)</u></b>	<b><u>(131,960)</u></b>	<b><u>16.3%</u></b>

**PUBLIC AFFAIRS - METRO**

2015/16 ANNUAL FORECAST

VS

2016/17 ANNUAL BUDGET

	<b>FY 14-15 ACTUAL</b>	<b>FY 15-16 BUDGET</b>	<b>FY 15-16 FORECAST</b>	<b>FY 16-17 BUDGET</b>	<b>VARIANCE</b>	<b>%</b>
<b>OPERATING EXPENSES (Excl. Depr.)</b>						
Personnel Services	117,769	103,349	110,349	127,144	16,795	15.2%
Maintenance & Repairs	0	0	0	0	0	n/a
Utilities	0	0	0	0	0	n/a
Insurance & Injuries	0	0	0	0	0	n/a
Safety & Security	0	0	0	0	0	n/a
General Business/Other	119,404	120,450	120,450	37,500	(82,950)	-68.9%
Costs Transferred to Capital Projects	0	0	0	0	0	n/a
Inter Division Reimbursement	<u>0</u>	<u>(37,585)</u>	<u>(37,585)</u>	<u>(27,445)</u>	<u>10,140</u>	<u>-27.0%</u>
<b>TOTAL OPERATING EXPENSES</b>	<b><u>237,173</u></b>	<b><u>186,214</u></b>	<b><u>193,214</u></b>	<b><u>137,199</u></b>	<b><u>(56,015)</u></b>	<b><u>-29.0%</u></b>
<b>NET SURPLUS/(DEFICIT)</b>	<b><u>(237,173)</u></b>	<b><u>(186,214)</u></b>	<b><u>(193,214)</u></b>	<b><u>(137,199)</u></b>	<b><u>56,015</u></b>	<b><u>-29.0%</u></b>

**HUMAN RESOURCES - NFTA**

2015/16 ANNUAL FORECAST

VS

2016/17 ANNUAL BUDGET

	FY 14-15 ACTUAL	FY 15-16 BUDGET	FY 15-16 FORECAST	FY 16-17 BUDGET	VARIANCE	%
<b>OPERATING EXPENSES (Excl. Depr.)</b>						
Personnel Services	801,427	863,523	799,186	939,077	139,891	17.5%
Maintenance & Repairs	0	0	0	0	0	n/a
Utilities	0	0	0	0	0	n/a
Insurance & Injuries	0	0	0	0	0	n/a
Safety & Security	0	0	0	0	0	n/a
General Business/Other	291,233	264,000	297,000	289,525	(7,475)	-2.5%
Costs Transferred to Capital Projects	0	0	0	0	0	n/a
Inter Division Reimbursement	<u>(238,710)</u>	<u>(218,932)</u>	<u>(174,140)</u>	<u>(200,844)</u>	<u>(26,704)</u>	<u>15.3%</u>
<b>TOTAL OPERATING EXPENSES</b>	<b><u>853,950</u></b>	<b><u>908,591</u></b>	<b><u>922,046</u></b>	<b><u>1,027,758</u></b>	<b><u>105,712</u></b>	<b><u>11.5%</u></b>
<b>OPERATING INCOME/(LOSS)</b>	<b>(853,950)</b>	<b>(908,591)</b>	<b>(922,046)</b>	<b>(1,027,758)</b>	<b>(105,712)</b>	<b>11.5%</b>
<b>LESS: DIRECT CAPITAL</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>15,000</b>	<b>15,000</b>	<b>n/a</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b><u>(853,950)</u></b>	<b><u>(908,591)</u></b>	<b><u>(922,046)</u></b>	<b><u>(1,042,758)</u></b>	<b><u>(120,712)</u></b>	<b><u>13.1%</u></b>

**HUMAN RESOURCES - METRO**

2015/16 ANNUAL FORECAST

VS

2016/17 ANNUAL BUDGET

	FY 14-15 ACTUAL	FY 15-16 BUDGET	FY 15-16 FORECAST	FY 16-17 BUDGET	VARIANCE	%
<b>OPERATING EXPENSES (Excl. Depr.)</b>						
Personnel Services	1,266	0	3,077	0	(3,077)	-100.0%
Maintenance & Repairs	0	0	0	0	0	n/a
Utilities	0	0	0	0	0	n/a
Insurance & Injuries	0	0	0	0	0	n/a
Safety & Security	0	0	0	0	0	n/a
General Business/Other	284,317	260,332	215,540	241,644	26,104	12.1%
Costs Transferred to Capital Projects	0	0	0	0	0	n/a
Inter Division Reimbursement	<u>(74,742)</u>	<u>(44,136)</u>	<u>(44,136)</u>	<u>(41,079)</u>	<u>3,057</u>	<u>-6.9%</u>
<b>TOTAL OPERATING EXPENSES</b>	<b><u>210,841</u></b>	<b><u>216,196</u></b>	<b><u>174,481</u></b>	<b><u>200,565</u></b>	<b><u>26,084</u></b>	<b><u>14.9%</u></b>
<b>NET SURPLUS/(DEFICIT)</b>	<b><u>(210,841)</u></b>	<b><u>(216,196)</u></b>	<b><u>(174,481)</u></b>	<b><u>(200,565)</u></b>	<b><u>(26,084)</u></b>	<b><u>14.9%</u></b>

**FINANCE & ADMINISTRATION - NFTA**

2015/16 ANNUAL FORECAST

VS

2016/17 ANNUAL BUDGET

	<b>FY 14-15 ACTUAL</b>	<b>FY 15-16 BUDGET</b>	<b>FY 15-16 FORECAST</b>	<b>FY 16-17 BUDGET</b>	<b>VARIANCE</b>	<b>%</b>
<b>OPERATING EXPENSES (Excl. Depr.)</b>						
Personnel Services	2,823,864	2,979,506	2,947,870	3,093,033	145,163	4.9%
Maintenance & Repairs	1,757	2,784	2,785	1,400	(1,385)	-49.7%
Utilities	26,359	25,697	25,697	26,260	563	2.2%
Insurance & Injuries	21	36	36	9	(27)	-75.0%
Safety & Security	0	0	0	0	0	n/a
General Business/Other	1,466,407	1,244,342	1,244,342	1,289,388	45,046	3.6%
Costs Transferred to Capital Projects	(243,840)	(288,468)	(288,468)	(214,518)	73,950	-25.6%
Inter Division Reimbursement	(303,929)	(310,199)	(310,199)	(220,141)	90,058	-29.0%
<b>TOTAL OPERATING EXPENSES</b>	<b><u>3,770,639</u></b>	<b><u>3,653,698</u></b>	<b><u>3,622,063</u></b>	<b><u>3,975,431</u></b>	<b><u>353,368</u></b>	<b><u>9.8%</u></b>
<b>OPERATING INCOME/(LOSS)</b>	<b><u>(3,770,639)</u></b>	<b><u>(3,653,698)</u></b>	<b><u>(3,622,063)</u></b>	<b><u>(3,975,431)</u></b>	<b><u>(353,368)</u></b>	<b><u>9.8%</u></b>
<b>LESS: DIRECT CAPITAL</b>	<b><u>392,456</u></b>	<b><u>90,000</u></b>	<b><u>100,000</u></b>	<b><u>174,000</u></b>	<b><u>74,000</u></b>	<b><u>74.0%</u></b>
<b>NET SURPLUS/(DEFICIT)</b>	<b><u>(4,163,095)</u></b>	<b><u>(3,743,698)</u></b>	<b><u>(3,722,063)</u></b>	<b><u>(4,149,431)</u></b>	<b><u>(427,368)</u></b>	<b><u>11.5%</u></b>

**FINANCE & ADMINISTRATION - METRO**

2015/16 ANNUAL FORECAST

VS

2016/17 ANNUAL BUDGET

	<b>FY 14-15 ACTUAL</b>	<b>FY 15-16 BUDGET</b>	<b>FY 15-16 FORECAST</b>	<b>FY 16-17 BUDGET</b>	<b>VARIANCE</b>	<b>%</b>
<b>OPERATING EXPENSES (Excl. Depr.)</b>						
Personnel Services	1,268,815	1,441,518	1,275,000	1,380,206	105,206	8.3%
Maintenance & Repairs	0	0	0	0	0	n/a
Utilities	31,882	26,576	26,576	27,742	1,166	4.4%
Insurance & Injuries	0	0	0	0	0	n/a
Safety & Security	0	0	0	0	0	n/a
General Business/Other	1,037,506	891,303	891,303	816,244	(75,059)	-8.4%
Costs Transferred to Capital Projects	0	0	0	0	0	n/a
Inter Division Reimbursement	(265,085)	(384,446)	(384,446)	(359,701)	24,745	-6.4%
<b>TOTAL OPERATING EXPENSES</b>	<b><u>2,073,118</u></b>	<b><u>1,974,951</u></b>	<b><u>1,808,433</u></b>	<b><u>1,864,491</u></b>	<b><u>56,058</u></b>	<b><u>3.1%</u></b>
<b>NET SURPLUS/(DEFICIT)</b>	<b><u>(2,073,118)</u></b>	<b><u>(1,974,951)</u></b>	<b><u>(1,808,433)</u></b>	<b><u>(1,864,491)</u></b>	<b><u>(56,058)</u></b>	<b><u>3.1%</u></b>

**CORPORATE:**

2. C. (2) **Adoption of Five Year Operating and Capital Plans for the Niagara Frontier Transportation Authority and Niagara Frontier Transit Metro System, Inc., Fiscal Years Ending March 31, 2017 through March 31, 2021**

**RECOMMENDATION:** Staff recommends that the Board adopt the attached Five Year Operating and Capital Plans for the NFTA and NFT Metro System, Inc. for the fiscal years ending March 31, 2017 through March 31, 2021.

**INFORMATION:** The Public Authorities Reform Act of 2009 requires Authorities to provide a four-year financial plan and Section 1299 of the Public Authorities Law requires a five-year financial plan. Presented herein is the five-year plan that will satisfy both requirements.

In our five-year plan we used the following assumptions:

**REVENUES:**

- No fare increases
- Metro passenger fares increasing 2.0% annually for FYE 19 – FYE 21, FYE 18 includes a 5% ridership increase
- BNIA concessions/commissions increasing 2.2% annually, based on enplanement growth projections of 1.5% in FYE 18 and 2% annually thereafter, FYE 19 includes a 10% parking rate increase, auto rental minimum annual guarantee will be reduced \$600k upon contract expiration during FYE 18
- NFIA concessions/commissions annual compounded increase equal to 2.0%, with enplanement growth anticipated at 5% for FYE 18 and 2% annually thereafter, FYE 18 includes a 10% parking rate increase
- NFIA Airport Fees & Services includes a 10% landing fee increase and a 15% terminal fee increase in FYE 20
- Property Development rental income remains constant

**OPERATING ASSISTANCE:**

- Erie County Sales Tax average annual compounded increase equal to 3.0% based on five year average compounded increase
- Mortgage tax average annual compounded increase equal to 2.2%, based on the anticipated annual average residential home price growth rate

- 88c funds reflective of tax revenue anticipated to increase 2.2% annually, offset by respective year capital spending obligations which exceed such revenue for FYE 18 – FYE 20, FYE 21 includes \$1,700k in 88c operating funds, based on lower capital spending
- New York State Operating (non-local match) and capital spending assistance increasing 4.0% annually based on five year average compounded increase
- Federal/State Preventive Maintenance assistance increasing 2.0% in FYE 18, based on FFY 2016 actual, no increase annually thereafter

**EXPENSES:**

- Represented and non-represented salaries based on contractual agreements and recent proposals
- NFTA/Metro health insurance increasing 6.7% annually, based on five year trend
- Metro transit fuel/power annual increase of 3.0% based on consumer price index (CPI) increase and compressed natural gas (CNG) savings
- Workers' compensation annual increase of 10%, five year trend reflects a lower rate, however, the workers' compensation entitlement changes warrant a higher progression
- Other expense increases vary based on multi-year trends and outlooks

**NON-OPERATING/CAPITAL:**

- Metro Capital/Other Reserve Funding/MRF is increasing \$6,031k, or 69.2%, in FYE 18 as Metro management has not matched capital projects to be funded with NYS Capital Spending funds
- Transportation Centers capital is decreasing \$407k, or 31.3%, in FYE 19 primarily due to completion of numerous MTC rehab and improvement projects in FYE 18
- BNIA capital is increasing \$2,249k, or 103.5%, in FYE 19 primarily due to terminal roof replacement, and increasing \$2,173k, or 39.5%, in FYE 21 due to construction of snow equipment storage building
- NFIA capital is increasing \$1,131k, or 900.2%, in FYE 20 primarily due to parking lot revenue control construction and equipment costs
- BNIA includes a 33% reduction of the contribution to NFIA's net deficit beginning FYE 18
- BNIA debt service for glycol collection matures in FYE 20

- BNIA interest increasing from \$400k in FYE 17 to \$3,200k in FYE 21, anticipating a return to more normalized interest rates
- BNIA PFC funding consistent with FYE 17 level
- NFIA includes Seneca proceeds of \$1,000k for FYE 17 based on an agreement with the State of New York, FYE 18 – FYE 21 do not include such proceeds

The deficits in FYE 18 through FYE 21 can be mitigated in future years as we continue to seek additional low cost power, local and state assistance, and, if necessary, service adjustments and fare/rate increases.

**"RESOLVED**, that the Board hereby adopt the five year Operating and Capital Plans for the Niagara Frontier Transportation Authority and NFT Metro System, Inc., for the fiscal years ending March 31, 2017 through March 31, 2021 as described hereinabove."

**NFTA/METRO COMBINED  
KEY ITEM REPORT  
FIVE YEAR PLAN FYE17 - FYE21**

	<b>FYE 17 BUDGET</b>	<b>FYE 18 PROJ</b>	<b>FYE 19 PROJ</b>	<b>FYE 20 PROJ</b>	<b>FYE 21 PROJ</b>
Operating Revenues	106,839,809	110,243,296	113,553,594	116,150,926	118,888,287
Operating Assistance	<u>108,483,126</u>	<u>118,773,364</u>	<u>122,845,440</u>	<u>128,711,041</u>	<u>133,707,278</u>
Total Oper Revs & Asst	215,322,935	229,016,660	236,399,034	244,861,968	252,595,565
Personnel Services	143,691,752	149,899,255	155,876,867	162,168,694	168,795,538
Other Operating Expenses	<u>44,140,874</u>	<u>45,388,876</u>	<u>46,676,771</u>	<u>48,004,255</u>	<u>49,372,124</u>
Total Operating Expenses	<u>187,832,626</u>	<u>195,288,131</u>	<u>202,553,638</u>	<u>210,172,949</u>	<u>218,167,662</u>
Operating Income/(Loss)	27,490,309	33,728,529	33,845,396	34,689,018	34,427,903
Non-operating/Capital	<u>(27,490,309)</u>	<u>(33,728,529)</u>	<u>(33,845,396)</u>	<u>(34,689,018)</u>	<u>(34,427,903)</u>
Net Surplus/(Deficit)	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>

**NFTA/METRO COMBINED  
BUSINESS CENTERS  
NET SURPLUS/(DEFICIT)  
FIVE YEAR PLAN FYE17 - FYE21**

	<b>FYE 17 BUDGET</b>	<b>FYE 18 PROJ</b>	<b>FYE 19 PROJ</b>	<b>FYE 20 PROJ</b>	<b>FYE 21 PROJ</b>
<b>NFTA</b>					
BNIA	1,255,369	1,860,438	1,946,483	2,332,341	1,042,364
NFIA	(979,182)	(2,069,992)	(2,201,117)	(3,376,544)	(3,135,556)
Transportation Centers	(2,164,722)	(1,918,520)	(1,448,590)	(1,290,391)	(916,338)
Property Development	<u>(151,868)</u>	<u>(321,000)</u>	<u>(751,448)</u>	<u>(941,134)</u>	<u>90,689</u>
NFTA Total	(2,040,402)	(2,449,074)	(2,454,672)	(3,275,728)	(2,918,842)
<b>Metro</b>	<u>2,040,402</u>	<u>2,449,074</u>	<u>2,454,672</u>	<u>3,275,728</u>	<u>2,918,842</u>
NFTA/Metro	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>

**NIAGARA FRONTIER TRANSPORTATION AUTHORITY  
FINANCIAL STATEMENT  
FYE 2017 - FYE 2021**

	<b>FYE 17 BUDGET</b>	<b>FYE 18 PROJ</b>	<b>FYE 19 PROJ</b>	<b>FYE 20 PROJ</b>	<b>FYE 21 PROJ</b>
<b>OPERATING REVENUES &amp; ASSISTANCE</b>					
<b>Operating Revenues</b>					
Airport Fees & Services	17,499,912	17,731,278	18,182,282	18,705,932	19,196,398
Passenger Fares	38,512,095	40,437,700	41,246,454	42,071,383	42,912,810
Rental Income	16,742,182	17,073,158	17,406,625	17,850,371	18,234,724
Concessions/Commissions	28,618,347	29,407,465	30,994,526	31,665,831	32,351,318
Resales & Rebillings	1,995,553	2,054,527	2,115,269	2,177,832	2,242,272
Other Operating Revenues	<u>3,471,720</u>	<u>3,539,169</u>	<u>3,608,438</u>	<u>3,679,578</u>	<u>3,950,764</u>
<b>Total Operating Revenues</b>	<b>106,839,809</b>	<b>110,243,296</b>	<b>113,553,594</b>	<b>116,150,926</b>	<b>118,888,287</b>
<b>Operating Assistance</b>					
Local - 18b Match	4,100,000	4,100,000	4,100,000	4,100,000	4,100,000
Erie County Sales Tax	19,996,826	20,596,731	21,214,633	21,851,072	22,506,604
Mortgage Tax	9,187,447	9,389,571	9,596,141	9,807,257	10,023,016
Local - 88c Funds	1,850,000	0	0	0	1,700,000
Peace Bridge	200,000	200,000	200,000	200,000	200,000
State - 18b	4,100,000	4,100,000	4,100,000	4,100,000	4,100,000
State - MTOAF	23,504,800	24,444,992	25,422,792	26,439,703	27,497,291
State - DMTTF	8,935,300	9,292,712	9,664,420	10,050,997	10,453,037
State - Additional General Fund	13,602,100	14,146,184	14,712,031	15,300,513	15,912,533
State - Capital Spending	0	5,384,600	5,599,984	5,823,983	6,056,943
State - PM Match	2,461,446	2,510,462	2,510,462	2,510,462	2,510,462
Federal - Sec 5311	72,000	74,160	76,385	78,676	81,037
Federal - PM	19,691,565	20,083,695	20,083,695	20,083,695	20,083,695
Federal - JARC Sec 5316	25,000	0	0	0	0
Federal Operating Assistance	285,440	285,440	285,440	285,440	285,440
Federal - K-9 Cops	394,000	394,000	394,000	394,000	394,000
Federal - DEA Expenditures	60,000	60,000	60,000	60,000	60,000
Federal - DEA OT Reimbursement	17,202	17,202	17,202	17,202	17,202
Additional Operating/Capital Assistance	<u>0</u>	<u>3,693,615</u>	<u>4,808,255</u>	<u>7,608,041</u>	<u>7,726,018</u>
<b>Total Operating Assistance</b>	<b><u>108,483,126</u></b>	<b><u>118,773,364</u></b>	<b><u>122,845,440</u></b>	<b><u>128,711,041</u></b>	<b><u>133,707,278</u></b>
<b>TOTAL REVENUES &amp; OPERATING ASST</b>	<b>215,322,935</b>	<b>229,016,660</b>	<b>236,399,034</b>	<b>244,861,968</b>	<b>252,595,565</b>

**NIAGARA FRONTIER TRANSPORTATION AUTHORITY  
FINANCIAL STATEMENT  
FYE 2017 - FYE 2021**

	<b>FYE 17 BUDGET</b>	<b>FYE 18 PROJ</b>	<b>FYE 19 PROJ</b>	<b>FYE 20 PROJ</b>	<b>FYE 21 PROJ</b>
<b>OPERATING EXPENSES (Excl. Depr.)</b>					
Personnel Services	143,691,752	149,899,255	155,876,867	162,168,694	168,795,538
Maintenance & Repairs	20,412,841	21,066,491	21,744,461	22,445,637	23,170,836
Transit Fuel/Power	4,276,895	4,405,202	4,537,358	4,673,479	4,813,683
Utilities	5,506,426	5,669,338	5,837,103	6,009,866	6,187,776
Insurance & Injuries	3,921,399	4,021,043	4,123,335	4,228,346	4,336,147
Safety & Security	12,899,028	13,290,466	13,699,133	14,125,881	14,571,611
General Business/Other	23,877,121	24,644,641	25,440,624	26,268,101	27,128,209
Administrative Cost Reallocation	0	0	0	0	0
Costs Transferred to Capital Projects	(1,581,840)	(1,639,089)	(1,698,910)	(1,761,433)	(1,826,793)
Inter Division Reimbursement	<u>(25,170,996)</u>	<u>(26,069,216)</u>	<u>(27,006,333)</u>	<u>(27,985,621)</u>	<u>(29,009,345)</u>
<b>TOTAL OPERATING EXPENSES</b>	<b><u>187,832,626</u></b>	<b><u>195,288,131</u></b>	<b><u>202,553,638</u></b>	<b><u>210,172,949</u></b>	<b><u>218,167,662</u></b>
<b>OPERATING INCOME/(LOSS)</b>	<b>27,490,309</b>	<b>33,728,529</b>	<b>33,845,396</b>	<b>34,689,018</b>	<b>34,427,903</b>
<b>NON-OPERATING ITEMS</b>					
Bond Debt Service	(12,947,795)	(12,913,970)	(12,861,001)	(13,043,156)	(13,072,638)
Operating Expense Reserve & R&R Rsv	(160,217)	(208,854)	(216,629)	(224,769)	(233,298)
NFIA Contribution (Excluding Debt Svc)	(750,000)	(500,000)	(500,000)	(500,000)	(500,000)
NFIA Contribution - Debt Svc Entimnt Appl	0	0	0	0	0
BNIA Contribution (Excluding Debt Svc)	750,000	500,000	500,000	500,000	500,000
Debt Service - Glycol Collection	(263,210)	(259,114)	(261,509)	(263,456)	0
Debt Service - Noresco	(981,300)	(989,294)	(995,893)	(801,515)	(349,199)
Debt Service - ARFF Building	(710,000)	(710,000)	(710,000)	(710,000)	(710,000)
Interest Income	400,000	800,000	1,600,000	2,800,000	3,200,000
ADF Funding	0	0	0	0	0
PFC	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
Seneca Proceeds	1,000,000	0	0	0	0
Metro Capital/Other Reserve Funding/MRF	(3,299,561)	(10,916,001)	(11,508,606)	(11,845,605)	(12,276,811)
Intercompany Transfer	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<b>TOTAL NON-OPERATING ITEMS</b>	<b><u>(15,962,083)</u></b>	<b><u>(24,197,233)</u></b>	<b><u>(23,953,638)</u></b>	<b><u>(23,088,501)</u></b>	<b><u>(22,441,946)</u></b>
<b>NET INCOME/(LOSS)</b>	<b>11,528,226</b>	<b>9,531,296</b>	<b>9,891,759</b>	<b>11,600,517</b>	<b>11,985,957</b>
Less: Direct Capital	11,528,226	9,531,296	9,891,759	11,600,517	11,985,957
Less: Indirect Capital	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<b>NET SURPLUS/(DEFICIT)</b>	<b><u>0</u></b>	<b><u>0</u></b>	<b><u>0</u></b>	<b><u>0</u></b>	<b><u>0</u></b>

**NIAGARA FRONTIER TRANSPORTATION AUTHORITY  
SURFACE TRANSPORTATION GROUP  
METRO CONSOLIDATED FINANCIAL STATEMENT  
FYE 2017 - FYE 2021**

	<b>FYE 17 BUDGET</b>	<b>FYE 18 PROJ</b>	<b>FYE 19 PROJ</b>	<b>FYE 20 PROJ</b>	<b>FYE 21 PROJ</b>
<b>REVENUES &amp; ASSISTANCE</b>					
<b>Operating Revenues</b>					
Passenger Fares	38,512,095	40,437,700	41,246,454	42,071,383	42,912,810
Other Operating Revenues	<u>767,799</u>	<u>767,799</u>	<u>767,799</u>	<u>767,799</u>	<u>767,799</u>
<b>Total Revenues</b>	<b>39,279,894</b>	<b>41,205,499</b>	<b>42,014,253</b>	<b>42,839,182</b>	<b>43,680,609</b>
<b>Operating Assistance</b>					
Local - 18b Match	4,100,000	4,100,000	4,100,000	4,100,000	4,100,000
Erie County Sales Tax	19,996,826	20,596,731	21,214,633	21,851,072	22,506,604
Mortgage Tax	9,187,447	9,389,571	9,596,141	9,807,257	10,023,016
Local - 88c Funds	1,850,000	0	0	0	1,700,000
Peace Bridge	200,000	200,000	200,000	200,000	200,000
State - 18b	4,100,000	4,100,000	4,100,000	4,100,000	4,100,000
State - MTOAF	23,504,800	24,444,992	25,422,792	26,439,703	27,497,291
State - DMTTF	8,935,300	9,292,712	9,664,420	10,050,997	10,453,037
State - Additional General Fund	13,602,100	14,146,184	14,712,031	15,300,513	15,912,533
State - Capital Spending	0	5,384,600	5,599,984	5,823,983	6,056,943
State - PM Match	2,461,446	2,510,462	2,510,462	2,510,462	2,510,462
Federal - Sec 5311	72,000	74,160	76,385	78,676	81,037
Federal - PM	19,691,565	20,083,695	20,083,695	20,083,695	20,083,695
Federal - JARC Sec 5316	25,000	0	0	0	0
Additional Operating/Capital Assistance	<u>0</u>	<u>3,693,615</u>	<u>4,808,255</u>	<u>7,608,041</u>	<u>7,726,018</u>
<b>Total Operating Assistance</b>	<b>107,726,484</b>	<b>118,016,722</b>	<b>122,088,798</b>	<b>127,954,399</b>	<b>132,950,636</b>
<b>TOTAL REVENUES &amp; OPERATING ASST</b>	<b>147,006,378</b>	<b>159,222,220</b>	<b>164,103,051</b>	<b>170,793,581</b>	<b>176,631,246</b>
<b>OPERATING EXPENSES (Excl. Depr.)</b>					
Personnel Services	92,300,001	96,744,334	100,881,074	105,249,866	109,866,725
Maintenance & Repairs	9,545,685	9,917,967	10,304,767	10,706,653	11,124,213
Transit Fuel/Power	4,276,895	4,405,202	4,537,358	4,673,479	4,813,683
Utilities	1,875,211	1,931,467	1,989,411	2,049,094	2,110,567
Insurance & Injuries	3,150,053	3,231,954	3,315,985	3,402,201	3,490,658
Safety & Security	5,151,014	5,308,120	5,472,141	5,643,419	5,822,315
General Business/Other	13,313,941	13,769,278	14,244,318	14,740,020	15,257,395
Administrative Cost Reallocation	4,972,260	5,153,250	5,342,374	5,540,042	5,746,685
Costs Transferred to Capital Projects	0	0	0	0	0
Inter Division Reimbursement	<u>(203,561)</u>	<u>(213,373)</u>	<u>(222,505)</u>	<u>(232,139)</u>	<u>(242,330)</u>
<b>TOTAL OPERATING EXPENSES</b>	<b>134,381,499</b>	<b>140,248,199</b>	<b>145,864,924</b>	<b>151,772,634</b>	<b>157,989,910</b>
<b>OPERATING INCOME/(LOSS)</b>	<b>12,624,879</b>	<b>18,974,021</b>	<b>18,238,128</b>	<b>19,020,947</b>	<b>18,641,335</b>
<b>NON-OPERATING ITEMS</b>					
Debt Service - Noresco	(409,478)	(411,686)	(413,654)	(387,860)	(104,130)
Metro Capital/Other Reserve Funding/MRF	(3,299,561)	(10,916,001)	(11,508,606)	(11,845,605)	(12,276,811)
Intercompany Transfer	<u>(637,000)</u>	<u>(637,000)</u>	<u>(637,000)</u>	<u>(637,000)</u>	<u>(637,000)</u>
<b>TOTAL NON-OPERATING ITEMS</b>	<b>(4,346,039)</b>	<b>(11,964,687)</b>	<b>(12,559,260)</b>	<b>(12,870,465)</b>	<b>(13,017,941)</b>
<b>NET INCOME/(LOSS)</b>	<b>8,278,840</b>	<b>7,009,334</b>	<b>5,678,868</b>	<b>6,150,482</b>	<b>5,623,394</b>
<b>LESS: DIRECT CAPITAL</b>	5,412,689	3,827,087	3,077,983	2,867,047	2,696,625
<b>LESS: INDIRECT CAPITAL</b>	<u>825,750</u>	<u>733,174</u>	<u>146,213</u>	<u>7,707</u>	<u>7,927</u>
<b>NET SURPLUS/(DEFICIT)</b>	<b>2,040,401</b>	<b>2,449,073</b>	<b>2,454,672</b>	<b>3,275,728</b>	<b>2,918,842</b>

**NIAGARA FRONTIER TRANSPORTATION AUTHORITY  
SURFACE TRANSPORTATION GROUP  
TRANSPORTATION CENTERS FINANCIAL STATEMENT  
FYE 2017 - FYE 2021**

	<b>FYE 17 BUDGET</b>	<b>FYE 18 PROJ</b>	<b>FYE 19 PROJ</b>	<b>FYE 20 PROJ</b>	<b>FYE 21 PROJ</b>
<b>OPERATING REVENUES</b>					
Rental Income	2,100,000	2,205,000	2,315,250	2,431,013	2,552,563
Concessions/Commissions	55,000	55,000	55,000	55,000	55,000
Resales & Rebillings	4,500	4,500	4,500	4,500	4,500
Other Operating Revenues	<u>2,500</u>	<u>2,500</u>	<u>2,500</u>	<u>2,500</u>	<u>2,500</u>
<b>TOTAL OPERATING REVENUES</b>	<b>2,162,000</b>	<b>2,267,000</b>	<b>2,377,250</b>	<b>2,493,013</b>	<b>2,614,563</b>
<b>OPERATING EXPENSES (Excl. Depr.)</b>					
Personnel Services	1,422,255	1,466,576	1,512,830	1,561,135	1,611,612
Maintenance & Repairs	245,464	255,037	264,984	275,318	286,055
Utilities	371,172	382,307	393,776	405,590	417,757
Insurance & Injuries	26,495	27,290	28,109	28,952	29,820
Safety & Security	583,228	601,016	619,588	638,981	659,237
General Business/Other	29,127	30,001	30,901	31,828	32,783
Administrative Cost Reallocation	513,710	532,409	551,948	572,370	593,720
Costs Transferred to Capital Projects	0	0	0	0	0
Inter Division Reimbursement	<u>(78,743)</u>	<u>(81,200)</u>	<u>(83,758)</u>	<u>(86,429)</u>	<u>(89,221)</u>
<b>TOTAL OPERATING EXPENSES</b>	<b><u>3,112,708</u></b>	<b><u>3,213,436</u></b>	<b><u>3,318,378</u></b>	<b><u>3,427,744</u></b>	<b><u>3,541,763</u></b>
<b>OPERATING INCOME/(LOSS)</b>	<b>(950,708)</b>	<b>(946,436)</b>	<b>(941,128)</b>	<b>(934,732)</b>	<b>(927,200)</b>
<b>NON-OPERATING ITEMS</b>					
Debt Service - Noresco	(230,831)	(234,139)	(237,415)	(205,397)	(173,378)
Intercompany Transfer	<u>637,000</u>	<u>637,000</u>	<u>637,000</u>	<u>637,000</u>	<u>637,000</u>
<b>TOTAL NON-OPERATING ITEMS</b>	<b>406,169</b>	<b>402,861</b>	<b>399,585</b>	<b>431,603</b>	<b>463,622</b>
<b>NET INCOME/(LOSS)</b>	<b><u>(544,539)</u></b>	<b><u>(543,575)</u></b>	<b><u>(541,543)</u></b>	<b><u>(503,129)</u></b>	<b><u>(463,578)</u></b>
<b>LESS: DIRECT CAPITAL</b>	1,534,870	1,299,197	891,941	786,466	451,941
<b>LESS: INDIRECT CAPITAL</b>	<u>85,313</u>	<u>75,748</u>	<u>15,106</u>	<u>796</u>	<u>819</u>
<b>NET SURPLUS/(DEFICIT)</b>	<b><u>(2,164,722)</u></b>	<b><u>(1,918,520)</u></b>	<b><u>(1,448,590)</u></b>	<b><u>(1,290,391)</u></b>	<b><u>(916,338)</u></b>

**NIAGARA FRONTIER TRANSPORTATION AUTHORITY  
AIRPORT BUSINESS GROUP  
BNIA FINANCIAL STATEMENT  
FYE 2017 - FYE 2021**

	<b>FYE 17 BUDGET</b>	<b>FYE 18 PROJ</b>	<b>FYE 19 PROJ</b>	<b>FYE 20 PROJ</b>	<b>FYE 21 PROJ</b>
<b>OPERATING REVENUES</b>					
Airport Fees & Services	17,301,875	17,523,339	17,970,184	18,467,958	18,953,665
Rental Income	11,460,025	11,675,473	11,892,637	12,188,764	12,444,728
Concessions/Commissions	26,699,221	27,254,630	28,799,734	29,428,243	30,070,079
Resales & Rebillings	1,949,900	2,008,397	2,068,649	2,130,708	2,194,630
Other Operating Revenues	<u>2,498,096</u>	<u>2,565,545</u>	<u>2,634,814</u>	<u>2,705,954</u>	<u>2,779,015</u>
<b>TOTAL OPERATING REVENUES</b>	<b>59,909,117</b>	<b>61,027,384</b>	<b>63,366,018</b>	<b>64,921,628</b>	<b>66,442,117</b>
<b>OPERATING EXPENSES (Excl. Depr.)</b>					
Personnel Services	13,352,209	13,769,045	14,204,017	14,658,206	15,132,774
Maintenance & Repairs	8,748,977	8,985,199	9,227,800	9,476,950	9,732,828
Utilities	2,487,017	2,561,628	2,638,476	2,717,631	2,799,160
Insurance & Injuries	399,335	411,315	423,655	436,364	449,455
Safety & Security	6,632,364	6,834,651	7,045,842	7,266,377	7,496,721
General Business/Other	6,814,589	6,991,768	7,173,554	7,360,067	7,551,428
Administrative Cost Reallocation	3,844,356	3,984,291	4,130,514	4,283,343	4,443,112
Costs Transferred to Capital Projects	(63,420)	(65,399)	(67,465)	(69,624)	(71,880)
Inter Division Reimbursement	<u>(126,480)</u>	<u>(130,426)</u>	<u>(134,548)</u>	<u>(138,853)</u>	<u>(143,352)</u>
<b>TOTAL OPERATING EXPENSES</b>	<b><u>42,088,947</u></b>	<b><u>43,342,072</u></b>	<b><u>44,641,845</u></b>	<b><u>45,990,460</u></b>	<b><u>47,390,246</u></b>
<b>OPERATING INCOME/(LOSS)</b>	<b>17,820,170</b>	<b>17,685,311</b>	<b>18,724,173</b>	<b>18,931,168</b>	<b>19,051,871</b>
<b>NON-OPERATING ITEMS</b>					
Bond Debt Service	(12,947,795)	(12,913,970)	(12,861,001)	(13,043,156)	(13,072,638)
Operating Expense Reserve & R&R Rsv	(160,217)	(208,854)	(216,629)	(224,769)	(233,298)
NFIA Contribution (Excluding Debt Svc)	(750,000)	(500,000)	(500,000)	(500,000)	(500,000)
NFIA Contribution - Debt Svc Entlmnt Appl	0	0	0	0	0
Debt Service - Glycol Collection	(263,210)	(259,114)	(261,509)	(263,456)	0
Debt Service - Noresco	(292,474)	(293,787)	(294,185)	(157,619)	(21,052)
Debt Service - ARFF Building	(710,000)	(710,000)	(710,000)	(710,000)	(710,000)
Interest Income	400,000	800,000	1,600,000	2,800,000	3,200,000
ADF Funding	0	0	0	0	0
PFC	<u>1,000,000</u>	<u>1,000,000</u>	<u>1,000,000</u>	<u>1,000,000</u>	<u>1,000,000</u>
<b>TOTAL NON-OPERATING ITEMS</b>	<b>(13,723,696)</b>	<b>(13,085,725)</b>	<b>(12,243,324)</b>	<b>(11,099,000)</b>	<b>(10,336,988)</b>
<b>NET INCOME/(LOSS)</b>	<b><u>4,096,474</u></b>	<b><u>4,599,586</u></b>	<b><u>6,480,850</u></b>	<b><u>7,832,167</u></b>	<b><u>8,714,884</u></b>
<b>LESS: DIRECT CAPITAL</b>	2,202,667	2,172,287	4,421,321	5,493,868	7,666,391
<b>LESS: INDIRECT CAPITAL</b>	<u>638,438</u>	<u>566,861</u>	<u>113,046</u>	<u>5,959</u>	<u>6,129</u>
<b>NET SURPLUS/(DEFICIT)</b>	<b><u>1,255,369</u></b>	<b><u>1,860,438</u></b>	<b><u>1,946,483</u></b>	<b><u>2,332,341</u></b>	<b><u>1,042,364</u></b>

**NIAGARA FRONTIER TRANSPORTATION AUTHORITY  
AIRPORT BUSINESS GROUP  
NFIA FINANCIAL STATEMENT  
FYE 2017 - FYE 2021**

	<b>FYE 17 BUDGET</b>	<b>FYE 18 PROJ</b>	<b>FYE 19 PROJ</b>	<b>FYE 20 PROJ</b>	<b>FYE 21 PROJ</b>
<b>OPERATING REVENUES</b>					
Airport Fees & Services	198,037	207,939	212,098	237,974	242,733
Rental Income	428,798	439,326	445,379	477,235	484,074
Concessions/Commissions	1,864,126	2,097,835	2,139,792	2,182,588	2,226,239
Resales & Rebillings	29,723	29,857	29,994	30,134	30,278
Other Operating Revenues	<u>202,125</u>	<u>202,125</u>	<u>202,125</u>	<u>202,125</u>	<u>400,250</u>
<b>TOTAL OPERATING REVENUES</b>	<b>2,722,809</b>	<b>2,977,082</b>	<b>3,029,388</b>	<b>3,130,056</b>	<b>3,383,574</b>
<b>OPERATING EXPENSES (Excl. Depr.)</b>					
Personnel Services	1,907,109	1,965,963	2,027,360	2,091,449	2,158,395
Maintenance & Repairs	888,488	911,464	935,038	959,226	984,042
Utilities	303,113	309,942	316,942	324,116	331,470
Insurance & Injuries	111,726	114,519	117,382	120,317	123,325
Safety & Security	467,422	481,678	496,562	512,105	528,338
General Business/Other	701,491	721,096	741,253	761,980	783,292
Administrative Cost Reallocation	877,258	909,191	942,558	977,432	1,013,891
Costs Transferred to Capital Projects	0	0	0	0	0
Inter Division Reimbursement	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<b>TOTAL OPERATING EXPENSES</b>	<b><u>5,256,607</u></b>	<b><u>5,413,853</u></b>	<b><u>5,577,095</u></b>	<b><u>5,746,625</u></b>	<b><u>5,922,753</u></b>
<b>OPERATING INCOME/(LOSS)</b>	<b>(2,533,798)</b>	<b>(2,436,771)</b>	<b>(2,547,707)</b>	<b>(2,616,569)</b>	<b>(2,539,179)</b>
<b>NON-OPERATING ITEMS</b>					
Debt Service - Noresco	(1,696)	(1,942)	(1,979)	(1,979)	(1,979)
BNIA Contribution (Excluding Debt Svc)	750,000	500,000	500,000	500,000	500,000
Seneca Proceeds	<u>1,000,000</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<b>TOTAL NON-OPERATING ITEMS</b>	<b>1,748,304</b>	<b>498,058</b>	<b>498,021</b>	<b>498,021</b>	<b>498,021</b>
<b>NET INCOME/(LOSS)</b>	<b><u>(785,494)</u></b>	<b><u>(1,938,713)</u></b>	<b><u>(2,049,686)</u></b>	<b><u>(2,118,548)</u></b>	<b><u>(2,041,158)</u></b>
<b>LESS: DIRECT CAPITAL</b>	48,000	1,925	125,634	1,256,636	1,093,000
<b>LESS: INDIRECT CAPITAL</b>	<u>145,688</u>	<u>129,354</u>	<u>25,796</u>	<u>1,360</u>	<u>1,399</u>
<b>NET SURPLUS/(DEFICIT)</b>	<b><u>(979,182)</u></b>	<b><u>(2,069,992)</u></b>	<b><u>(2,201,117)</u></b>	<b><u>(3,376,544)</u></b>	<b><u>(3,135,556)</u></b>

**NIAGARA FRONTIER TRANSPORTATION AUTHORITY  
PROPERTY DEVELOPMENT FINANCIAL STATEMENT  
FYE 2017 - FYE 2021**

	<b>FYE 17 BUDGET</b>	<b>FYE 18 PROJ</b>	<b>FYE 19 PROJ</b>	<b>FYE 20 PROJ</b>	<b>FYE 21 PROJ</b>
<b>OPERATING REVENUES</b>					
Rental Income	2,753,359	2,753,359	2,753,359	2,753,359	2,753,359
Resales & Rebillings	11,430	11,773	12,126	12,490	12,865
Other Operating Revenues	<u>1,200</u>	<u>1,200</u>	<u>1,200</u>	<u>1,200</u>	<u>1,200</u>
<b>TOTAL OPERATING REVENUES</b>	<b>2,765,989</b>	<b>2,766,332</b>	<b>2,766,685</b>	<b>2,767,049</b>	<b>2,767,424</b>
<b>OPERATING EXPENSES (Excl. Depr.)</b>					
Personnel Services	186,307	192,678	199,328	206,274	213,533
Maintenance & Repairs	323,000	335,597	348,685	362,284	376,413
Utilities	388,381	400,032	412,033	424,394	437,126
Insurance & Injuries	72,497	74,672	76,912	79,219	81,596
Safety & Security	0	0	0	0	0
General Business/Other	183,296	188,795	194,459	200,292	206,301
Administrative Cost Reallocation	1,082,742	1,122,154	1,163,337	1,206,381	1,251,379
Costs Transferred to Capital Projects	0	0	0	0	0
Inter Division Reimbursement	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<b>TOTAL OPERATING EXPENSES</b>	<b><u>2,236,223</u></b>	<b><u>2,313,928</u></b>	<b><u>2,394,755</u></b>	<b><u>2,478,845</u></b>	<b><u>2,566,348</u></b>
<b>OPERATING INCOME/(LOSS)</b>	<b>529,766</b>	<b>452,404</b>	<b>371,930</b>	<b>288,204</b>	<b>201,075</b>
<b>NON-OPERATING ITEMS</b>					
Debt Service - Noresco	(46,821)	(47,741)	(48,660)	(48,660)	(48,660)
Property Acquisition/Other	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<b>TOTAL NON-OPERATING ITEMS</b>	<b>(46,821)</b>	<b>(47,741)</b>	<b>(48,660)</b>	<b>(48,660)</b>	<b>(48,660)</b>
<b>NET INCOME/(LOSS)</b>	<b><u>482,945</u></b>	<b><u>404,663</u></b>	<b><u>323,271</u></b>	<b><u>239,544</u></b>	<b><u>152,416</u></b>
<b>LESS: DIRECT CAPITAL</b>	455,000	566,009	1,042,880	1,179,000	60,000
<b>LESS: INDIRECT CAPITAL</b>	<u>179,813</u>	<u>159,653</u>	<u>31,839</u>	<u>1,678</u>	<u>1,726</u>
<b>NET SURPLUS/(DEFICIT)</b>	<b><u>(151,868)</u></b>	<b><u>(321,000)</u></b>	<b><u>(751,448)</u></b>	<b><u>(941,134)</u></b>	<b><u>90,689</u></b>

**3. AVIATION BUSINESS GROUP REPORT**

- A. Aviation Committee Report
- B. Financial Update
- C. Business Update
- D. Resolutions

**Aviation Resolutions**

- i. Niagara Frontier Transportation Authority, Acceptance of Aviation Resolutions 3. D. (1) through 3. D. (7)
1. Authorization for Agreement, Aqua Systems of W.N.Y., Landscape Irrigation System Maintenance and Repair, BNIA
2. Authorization for Agreement, JE Architects/Engineers PC, Inc., Baggage Claim Area Expansion, BNIA
3. Approval of 2016-2017 Landing Fee Tariff, BNIA
4. Authorization for Renewal of Incentive Program, BNIA
5. Authorization for Renewal of Incentive Program, NFIA
6. Authorization for Lease, Air Traffic Control Tower, Federal Aviation Administration, NFIA
7. Authorization to Adopt Aviation Strategic Plan, BNIA and NFIA

**AVIATION:**

**3. D. (i) Niagara Frontier Transportation Authority, Acceptance of Aviation Resolutions 3. D. (1) through 3. D. (7)**

The Executive Director advised that Items 3. D. (1) through 3. D. (7) have been discussed with the Board of Commissioners of the NFTA, and the Board is unanimously in favor of all subject Resolutions.

Whereupon, it was moved by Commissioner Perry seconded by Commissioner Baynes that the following Resolution be adopted:

**“RESOLVED**, that the Resolutions of the Niagara Frontier Transportation Authority, identified as numbers 3. D. (1) through 3. D. (7) and dated March 24, 2016 as set forth herein, be and hereby are accepted and approved in their entirety.”

**AYES: ZEMSKY, SLOMA, DEMAKOS, ANSARI, BAYNES, GURNEY, PERRY**

**NOES: NONE**

**ADOPTED**

**AVIATION:**

**3. D. (1) Authorization for Agreement, Aqua Systems of W.N.Y., Landscape Irrigation System Maintenance and Repair, BNIA**

**RECOMMENDATION:** Staff recommends that the Board authorize an Agreement with Aqua Systems of W.N.Y. for landscape irrigation system maintenance and repair service at the Buffalo Niagara International Airport (BNIA). The term of the Agreement will be for three (3) years commencing April 1, 2016 with the option to renew for two (2) additional one-year periods at the sole discretion of the NFTA. The cost of the first year of service is \$13,400 with a five-year total of \$67,300.

**INFORMATION:** The irrigation system covers the 11 acres of landside landscaping at BNIA. The maintenance and repair service will consist of spring startup of the system including inspecting and adjusting all valves and rotor heads, and winterization shutdown of the system including removing all water to protect the lines. The service also provides for repairs of the system at an hourly rate on an "as needed" basis throughout the season which are estimated at 80 hours per year.

A Request for Proposal was developed by Aviation staff and issued by the Procurement Department in accordance with NFTA Procurement guidelines. An evaluation team consisting of BNIA airfield staff and NFTA Procurement Department staff reviewed all proposals taking into consideration:

- Compliance with technical specifications/requirements,
- Cost, and
- Qualifications and experience.

The evaluation team rated Aqua Systems of W.N.Y. as the highest amongst the respondents. Aqua Systems of W.N.Y. is a long-established company with experience in service, installation and design in the irrigation industry. Further, Aqua Systems of W.N.Y. was the original installer of the BNIA system in the year 2004.

**FUNDING:** Funding is available in the BNIA annual operating budget.

**"RESOLVED,** that the Board hereby authorizes an Agreement with Aqua Systems of W.N.Y. for landscape irrigation system maintenance and repair services as described hereinabove; and

**BE IT FURTHER RESOLVED,** that the Executive Director, her designee and/or the Chairman be, and hereby are, authorized to execute and deliver an Agreement with Aqua Systems of W.N.Y. as described hereinabove; and

**BE IT FURTHER RESOLVED,** that said Agreement shall include such additional terms, conditions and safeguards to the Authority as deemed appropriate by the General Counsel; and

**Regular Meeting  
March 24, 2016**

**BE IT FURTHER RESOLVED**, that the Chief Financial Officer be, and he hereby is, authorized to make payments under said Agreement, upon certification by the Director of Aviation, that such payments are in order.”

RFP NO. 4553  
LANDSCAPE IRRIGATION MAINTENANCE AND REPAIR SERVICE AT BUFFALO NIAGARA INTERNATIONAL AIRPORT

SELECTION CRITERIA (Completed by Team)	BUFFALO LAWN & LANDSCAPE, INC. Buffalo, NY		RJ ZIMA INC, DBA AQUA SYSTEMS OF WNY East Amherst, NY		TURF TEC OF WNY INC. Lockport, NY	
	Rate on a score of 1 - 10 with 10 being the highest					
Compliance with technical specifications 40%					8.00	8.00
Cost 40%		6.49			10.00	9.63
Qualifications & Experience 20% - Demonstrated ability in the industry, References, Past performance, Depth of knowledge of key personnel in critical areas						
<b>TOTAL</b>		8.00			9.00	7.00
		7.39			9.00	8.45
<b>COST</b>						
<b>MAINTENANCE</b>	<b>SPRING STARTUP</b>	<b>WINTERIZATION SHUTDOWN</b>	<b>TOTAL AMOUNT</b>	<b>SPRING STARTUP</b>	<b>WINTERIZATION SHUTDOWN</b>	<b>TOTAL AMOUNT</b>
Year 1	\$6,533.88	\$6,533.88	\$13,067.76	\$4,900.00	\$1,700.00	\$6,600.00
Year 2	\$6,860.57	\$6,860.57	\$13,721.14	\$4,900.00	\$1,700.00	\$6,600.00
Year 3	\$7,203.60	\$7,203.60	\$14,407.20	\$4,900.00	\$1,700.00	\$6,600.00
Year 4	\$7,419.71	\$7,419.71	\$14,839.42	\$4,950.00	\$1,800.00	\$6,750.00
Year 5	\$7,642.30	\$7,642.30	\$15,284.60	\$4,950.00	\$1,800.00	\$6,750.00
<b>TOTAL AMOUNT</b>			<b>\$71,320.12</b>			<b>\$33,300.00</b>
<b>REPAIR WORK</b>	<b>ESTIMATED # OF HOURS</b>	<b>HOURLY RATE</b>	<b>ESTIMATED TOTAL</b>	<b>HOURLY RATE</b>	<b>ESTIMATED TOTAL</b>	<b>ESTIMATED TOTAL</b>
Year 1	80	\$78.00	\$6,240.00	\$85.00	\$6,800.00	\$7,360.00
Year 2	80	\$79.60	\$6,368.00	\$85.00	\$6,800.00	\$7,360.00
Year 3	80	\$81.20	\$6,496.00	\$85.00	\$6,800.00	\$7,360.00
Year 4	80	\$82.82	\$6,625.60	\$85.00	\$6,800.00	\$7,360.00
Year 5	80	\$83.65	\$6,692.00	\$85.00	\$6,800.00	\$7,360.00
<b>TOTAL AMOUNT</b>	<b>400</b>		<b>\$32,421.60</b>		<b>\$34,000.00</b>	<b>\$36,800.00</b>
<b>GRAND TOTAL AMOUNT</b>			<b>\$103,741.72</b>		<b>\$67,300.00</b>	<b>\$69,918.00</b>

**AVIATION:**

**3. D. (2) Authorization for Agreement, JE Architects/Engineers PC, Inc.,  
Baggage Claim Area Expansion, BNIA**

**RECOMMENDATION:** Staff recommends that the Board award the subject design services contract to JE Architects/Engineers PC, Inc. for a lump sum amount of \$3,247,028.00.

**INFORMATION:** The BNIA Sustainable Master Plan recommended BNIA expand the baggage claim area to eliminate congestion in the baggage claim area and provide better passenger circulation/egress during peak periods. In addition, security will be enhanced by eliminating potential access points on the existing baggage claim flatplate conveyors from landside to airside.

The project will provide a detailed design for a two story terminal expansion of approximately 60,000 square feet. It will include new inbound baggage belts; three new slope plate baggage claim carousels; a new passenger meet and great area; a new passenger arrival exit way; and a reconfigured arrival level vehicle drive lanes with covered passenger pick up.

The consultant selection process was initiated on October 26, 2015 by publicly soliciting the qualification based Requests for Proposals (RFP), pursuant to FAA and NFTA guidelines. The RFP was for design services with options for construction monitoring services and design support services during construction. Technical proposals were received on November 25, 2015. The proposals were evaluated for the following:

- Scope of Work
- Project Implementation
- Project Organization
- Manpower Plan
- Key Personnel
- Related Projects
- Background Experience
- Quality Assurance/Quality Control

The Consultant Evaluation Committee consisted of the Director, Aviation, Deputy Director, Aviation, Manager of Construction, and the Project Manager. The committee evaluated proposals and selected JE Architects/Engineers PC, Inc. as the highest ranked qualified technical proposer. The following, in descending order of evaluation, are the rankings of the respondents.

JE Architects/Engineers PC New York, New York
C&S Engineers, Inc. Syracuse, New York
AECOM Technical Services Inc. Buffalo, New York

Cannon Design Buffalo, New York
EI Team, Inc. Buffalo, New York
William Taylor Architects PLLC Syracuse, New York
SOSH Architects New York, New York

As a result of the evaluation, JE Architects/Engineers PC was requested to submit a cost proposal for design services only. The result of the negotiations is as follows:

Engineers Estimate	\$3,293,536.00
Initial Cost Proposal	\$3,600,995.12
Negotiated Cost Proposal	\$3,247,028.00

JE Architects/Engineers PC will develop a design rationale report, design the new terminal expansion along with the baggage equipment and interior spaces, prepare bid documents, and assist the NFTA with the bid process and analyzing the bid results.

JE Architects/Engineers PC proposes to provide 30% MWBE participation. The EEO/Diversity office has been briefed of the proposed participation.

Staff will negotiate construction monitoring and design support services at the time of award for the construction contract.

**FUNDING:** Funding will be supported by account code 120000000-3107-2-2650.

Passenger Facility Charge (PFC) Pending	90%	\$2,922,325.00
Airline Reimbursement	10%	\$324,703.00
	Total	\$3,247,028.00

**“RESOLVED**, that the Board hereby authorizes an Agreement with JE Architects/Engineers PC for services related to the BNIA baggage claim area expansion as described hereinabove; and

**BE IT FURTHER RESOLVED**, that the Executive Director, her designee and/or the Chairman be, and hereby are, authorized to execute and deliver an Agreement with JE Architects/Engineers PC as described hereinabove; and

**BE IT FURTHER RESOLVED**, that said Agreement shall include such additional terms, conditions and safeguards to the Authority as deemed appropriate by the General Counsel; and

**BE IT FURTHER RESOLVED**, that the Chief Financial Officer be, and he hereby is, authorized to make payments under said Agreement, upon certification by the Director, Aviation, that such payments are in order.”

**AVIATION:**

**3. D. (3) Approval of 2016-2017 Landing Fee Tariff, BNIA**

**RECOMMENDATION:** Staff recommends that the Board approve the landing fee tariff for signatory scheduled passenger air carriers, air cargo carriers, and charter operators at Buffalo Niagara International Airport, (BNIA), at the rate of \$5.21 per 1,000 pounds of Gross Certified Landing Weight, (GCLW), and for non-signatory carriers at the rate of \$6.51 per 1,000 pounds of GCLW. The rates will be effective April 1, 2016 through March 31, 2017 and apply to aircraft weighing in excess of 12,500 pounds when used for carrying passengers or cargo for hire.

**INFORMATION:** The landing fee rates at BNIA are adjusted annually based on formulas included in the Use and Lease Agreement between NFTA and the airline operators. The rates consider BNIA cost center expenses and projections of aggregate landing weights for scheduled air carriers and air cargo carriers. The non-signatory rate equals 125% of the signatory airline rate to cover the additional administrative and overhead costs associated with providing services and maintaining the facilities for use by non-signatory airlines at BNIA.

In accordance with the Use and Lease Agreement, NFTA staff met with the airlines on March 8, 2016 to review the landing fee rate. The new landing fee rate of \$5.21 per 1,000 pounds of Gross Certified Landing Weight represents a 1.6% increase over the previous rate of \$5.13. The majority of the increase is related to lower airline weights from reduced airline schedules, partially offset by lower operating costs from mild weather conditions during the current year. The tariff also includes fees for existing services including aircraft parking fees, gate use fees for public gates, triturator fees, and fuel flowage fees which remain unchanged.

Further, the tariff exempts all NFTA tariff fees for organizations whose sole purpose is providing humanitarian aeronautical missions at BNIA by providing free air transportation on private aircraft for patients in need of medical care. Such services are provided to ensure that individuals have equal access to specialized medical treatment regardless of geographical distance and financial status. Volunteer pilots donate their time and financial resources to provide the free service.

**FUNDING:** No funding required.

**“RESOLVED,** that the Board hereby approves the proposed landing fee tariff for BNIA effective April 1, 2016 as described hereinabove; and

**BE IT FURTHER RESOLVED,** that staff be, and hereby is, authorized to take all actions necessary to promulgate and implement such tariff as set forth hereinabove.

**BE IT FURTHER RESOLVED**, that the Executive Director, her designee and/or the Chairman be, and hereby are, authorized to execute and deliver any documents and agreements related to the approved landing fee tariff for BNIA as described hereinabove; and

**BE IT FURTHER RESOLVED**, that said documents and agreements shall include such terms, conditions and safeguards to the Authority as deemed appropriate by the General Counsel.”

# BUFFALO NIAGARA INTERNATIONAL AIRPORT

TARIFF - EFFECTIVE April 1, 2016

## I. LANDING FEES

1. Scheduled passenger air carriers, air cargo carriers, and charter operators to pay \$5.21 per 1,000 lbs. of gross certificated landing weight (GCLW) for signatory carriers and \$6.51 per 1,000 lbs. of GCLW for non-signatory carriers including itinerant air carriers, air cargo carriers, and charter operators. Specialty charters, e.g., sports teams and dignitaries that are given special permission to park on the general aviation ramp/cargo ramp shall pay the landing fee set forth in this section. Any aircraft, regardless of weight, that carries passengers or cargo for hire shall pay the landing fee set forth in this section.
- \*2. Other operators or aircraft, when the aircraft is not carrying passengers or cargo for hire, are to be charged as follows:

Below 4,001	lbs. GCLW	\$5.00
4,001 - 8,000	lbs. GCLW	7.00
8,001 - 12,500	lbs. GCLW	12.00
Above 12,500	lbs. GCLW	\$1.25 per 1,000 lbs./ GCLW

\* Does not apply to general aviation aircraft permanently based at Buffalo Niagara International Airport provided that the aircraft is not carrying passengers or cargo for hire.

## II. PUBLIC AIRCRAFT AREA PARKING FEES

1. All aircraft - first one (1) hour parking included in landing fee.
2. Parking on NFTA public use areas after one (1) hour.

	<u>8 Hours or Fraction Thereof</u>	<u>Each 24 Hours</u>
Below 8,001 lbs. GCLW	\$ 9.00	\$15.00
8,001 - 12,500 lbs.	12.00	20.00
12,501 - 50,000 lbs. GCLW	20.00	35.00
Above 50,000 lbs. GCLW	30.00	45.00

3. In areas designated for public aircraft parking at Buffalo Niagara International Airport, owners assume complete responsibility for their aircraft.

## III. GATE USE FEES FOR NFTA CONTROLLED GATES

1. Domestic flights (1 hour 30 minutes or portion thereof) per turn. Or, 12 hours or portion thereof for last flight of each night with continuing departure the next morning.
  - a. With use of jet bridge
    - All gates excluding Gate 9 - \$350.00
    - Gate 9 - \$300.00 (no PC air or power)
  - b. Without use of jet bridge
    - All gates (stairway boarding) - \$225.00

2. International flights (2 hours or portion thereof) per turn - \$550.00 including jet bridge – limited to Gate 1 and Gate 2 only.
3. Gate use assignments will be designated by Director of Aviation.
4. In areas designated for public aircraft parking at Buffalo Niagara International Airport, owners assume complete responsibility for their aircraft.

IV. COMMERCIAL AIR CARRIER REMAIN OVERNIGHT (RON) PARKING FEES

1. All commercial air carriers to pay \$125.00 per 12 hours or fraction thereof.
2. Parking areas as designated by Director of Aviation.
3. In areas designated for public aircraft parking at Buffalo Niagara International Airport, owners assume complete responsibility for their aircraft.

V. FUEL FLOWAGE FEES

- \*\*1. A charge of \$.05 per gallon will be made for all fuel delivered to the airport premises.
- \*\*2. A charge of \$.10 per gallon will be made for all aircraft lubricants delivered to the airport premises.

*\*\* Fee does not apply to signatory Part 121 scheduled passenger air carriers operating at the Terminal Building and signatory scheduled cargo carriers.*

VI. GROUND SUPPORT EQUIPMENT RENTAL

Ground support equipment includes various NFTA owned vehicles/equipment consisting of 2 tugs, 2 belt loaders, and 8 baggage/freight carts. A charge of \$250.00 will be assessed for usage of any combination of vehicles/equipment for a period of 8 hours or less.

VII. TRITURATOR FEES

The triturator accommodates the disposal of airline sewage. The following charges will be assessed:

1. Signatory or scheduled airlines are assessed the greater of a monthly fee of \$500.00 or \$50.00 per use.
2. Itinerants, charters, and diversions are assessed \$50.00 per use.

VIII. HUMANITARIAN MISSIONS

The tariff exempts all NFTA tariff fees for organizations whose sole purpose is providing humanitarian aeronautical missions at BNIA by providing free air transportation on private aircraft for patients in need of medical care. All fees to be waived for organizations whose sole purpose is providing humanitarian aeronautical missions at Buffalo Niagara International Airport.

**AVIATION:**

**3. D. (4) Authorization for Renewal of Incentive Program, BNIA**

**RECOMMENDATION:** Staff recommends that the Board renew the Incentive Program for Buffalo Niagara International Airport (BNIA) effective April 1, 2016 as set forth in the attachment hereto.

**INFORMATION:** The Authority's Air Service Development Program (Program) for BNIA has dedicated staff and resources to create public and industry awareness of BNIA and its facilities. The Program is designed to increase air travel and promote competition at BNIA. The Program provides for the overall marketing of BNIA, targeting specific destinations, participation in travel and trade shows, conducting advertising campaigns and promotions, and engaging in direct sales meetings with travel agents/tour operators.

The Authority recognizes the value of new domestic and international air service at BNIA. The goal of the Authority Incentive Program is to attract new service to increase travel to and from BNIA and promote competition at BNIA. The Authority recognizes that efforts to attract new service and the success of new service may be dependent on whether or not the airport offers an Incentive Program. The Authority developed an Incentive Program that is an important piece of the Authority's Air Service Development Program. The attached Incentive Program will offer incentives to new entrant or incumbent air carriers in the form of matching advertising incentives to newly defined domestic and international destinations, waivers of landing fees for 12 months to targeted domestic destinations and 36 months for targeted international destinations, and gate use fee waivers for a not to exceed period of 12 months for new entrant domestic air carrier service and 36 months for new international air carrier service. The Authority will review the Incentive Program annually and reserves the right to amend, supplement or cancel the Incentive Program.

**FUNDING:** The cost of the Incentive Program will be funded using Airport Development funds.

**"RESOLVED,** that the Board hereby authorizes the renewal of the Incentive Program at BNIA as described hereinabove; and

**BE IT FURTHER RESOLVED,** that the Executive Director, her designee and/or the Chairman be, and hereby are, authorized to take such actions and execute, deliver and perform under all documents and agreements relating to such Incentive Program as described hereinabove; and

**BE IT FURTHER RESOLVED,** that any such documents and agreements relating to such Incentive Program contain such terms, conditions and safeguards to the Authority as deemed appropriate by the General Counsel."

# BUFFALO NIAGARA INTERNATIONAL AIRPORT

## INCENTIVE PROGRAM

The Authority's Air Service Development Program (Program) for Buffalo Niagara International Airport (BNIA) has dedicated staff and resources to create public and industry awareness of BNIA and its facilities. The Program is designed to increase air travel and promote competition at BNIA. The Program provides for the overall marketing of BNIA, targeting specific destinations, participation in travel and trade shows, conducting advertising campaigns and promotions, and engaging in direct sales meetings with travel agents/tour operators.

The Authority recognizes the value of new domestic and international air service at BNIA. The goal of the Authority Incentive Program is to attract new service to increase travel to and from BNIA and promote competition at BNIA. The Authority recognizes that efforts to attract new service and the success of new service may be dependent on whether or not the airport offers an Incentive Program. The Authority developed an Incentive Program that is an important piece of the Authority's Air Service Development Program. The Incentive Program will offer incentives for new entrant service and service to defined non-stop destinations not currently served at BNIA. The following air carrier Incentive Program has been developed based on the goals and objectives of the Program. The Authority will review the Incentive Program annually and reserves the right to amend, supplement or cancel the Incentive Program. The costs associated with the BNIA Incentive Program will not be included in the airline rates and charges.

### **I. Non-Stop Destination Based Incentives**

#### **A. Matching Advertising Incentive**

##### **Eligibility and Benefits**

The Authority will make a pool of cooperative advertising funds available for the promotion of destination based new service. The new service may be provided by an incumbent air carrier/operator or new entrant air carrier/operator. The Matching Advertising Incentive for a particular destination will no longer be available once two air carrier/operators serve the same destination. The new service must consist of non-seasonal regularly scheduled non-stop passenger or regularly scheduled non-stop public passenger charter service that operates a minimum of one flight per week to one of the fifteen following destinations:

<b><u>Destination</u></b>	<b><u>Destination Limit</u></b>	<b><u>Duration of Incentive</u></b>
1. Los Angeles, CA – <i>Los Angeles (LAX)</i> <i>Burbank (BUR)</i> <i>Orange County (SNA)</i> <i>Long Beach (LGB)</i> <i>Ontario (ONT)</i>	\$50,000 per carrier	Twelve months

2. San Francisco, CA – <i>San Francisco (SFO)</i> <i>Oakland (OAK)</i> <i>San Jose (SJC)</i>	\$50,000 per carrier	Twelve months
3. Dallas, TX – <i>Dallas/ Ft. Worth (DFW)</i> <i>Love Field (DAL)</i>	\$50,000 per carrier	Twelve months
4. Houston, TX – <i>Intercontinental (IAH)</i> <i>Hobby (HOU)</i>	\$50,000 per carrier	Twelve months
5. Denver, CO - (DEN)	\$50,000 per carrier	Twelve months
6. New Orleans, LA - (MSY)	\$50,000 per carrier	Twelve months
7. Jacksonville, FL - (JAX)	\$50,000 per carrier	Twelve months
8. Destin, FL - (VPS)	\$50,000 per carrier	Twelve months
9. Albany, NY - (ALB)	\$50,000 per carrier	Twelve months
10. Caribbean	\$75,000 per carrier	Twelve months
11. Central and South America	\$75,000 per carrier	Twelve months
12. British Isles (UK/Ireland)	\$100,000 per carrier	Twelve months
13. Mediterranean	\$100,000 per carrier	Twelve months
14. Western Europe	\$100,000 per carrier	Twelve months
15. Eastern Europe	\$100,000 per carrier	Twelve months

The matching advertising funds may be available to air carriers/operators that meet the eligibility requirements provided that money is available in the Authority matching advertising program fund. The Authority will set an annual cap on the matching advertising program fund. The Authority may pro rate the matching advertising funds in the event that more than one air carrier/operator applies for the same destination. The pro rated amount will be based upon the frequency of service that each air carrier/operator is offering to the same destination and the amount of money available in the matching advertising fund. The matching advertising program fund incentive shall be effective until the fund is exhausted.

An air carrier/operator will not be eligible for the matching advertising incentive if it had service to a listed destination and cancelled that service within the last two years of applying for the matching advertising incentive to the destination that was previously cancelled. The air carrier/operator may be eligible to apply for the matching advertising incentive for the previously cancelled destination two years after the cancellation of the service, provided that the program is still available.

An air carrier/operator is required to match the Authority's advertising incentive on an equal basis. The Authority will require proof of payment, subject to audit, prior to receipt of the Authority's advertising incentive. Fifty percent of eligible incentive dollars may be paid after six months of service and the remaining fifty percent at the end of the twelve month period.

Matching advertising funds may be used for advertising campaigns, radio, direct mail, internet marketing or other agreed upon promotions. The name "Buffalo Niagara International Airport" must be prominently mentioned in the form of media selected for the promotion.

The Authority reserves the right to review and approve the air carrier/operator advertising campaign to verify compliance with the requirements set forth herein. The air carrier/operator is responsible for the development of its advertising campaign.

The air carrier/operator and the Authority shall execute a letter of agreement for participation in the Incentive Program that memorializes the terms and conditions of the Incentive Program. Either party may terminate the agreement upon sixty days written notice.

## **B. Destination Based Landing Fee Waiver Incentive**

### **Eligibility and Benefits**

The Authority will waive landing fees, as set forth in the BNIA Tariff schedule, for a not to exceed period of twelve (12) consecutive months for new service to destinations identified as one through nine above and for a not to exceed period of thirty-six (36) consecutive months for new service to destinations identified as ten through fifteen above. The new service must consist of regularly scheduled non-stop passenger or regularly scheduled non-stop public passenger charter service that operates a minimum of one flight per week to one of the fifteen destinations. In the event that the air carrier/operator does not comply with these minimum requirements then it is not entitled to receive the Landing Fee Waiver.

An air carrier/operator will not be eligible for the destination based landing fee waiver incentive if it had service to a listed destination and cancelled that service within the last two years of applying for the destination based landing fee waiver incentive to the destination that was previously cancelled. The air carrier/operator may be eligible to apply for the destination based landing fee waiver incentive for the previously cancelled destination two years after the cancellation of the service, provided that the program is still available.

The air carrier/operator and the Authority shall execute a letter of agreement for participation in the Incentive Program that memorializes the terms and conditions of the

Incentive Program. Either party may terminate the agreement upon sixty days written notice.

## **II. New Entrant Gate Use Fee Waiver Incentive**

### **Eligibility and Benefits**

The Authority will waive the passenger terminal gate use fee for a not to exceed period of twelve (12) consecutive months for new entrant domestic air carrier service, and for a not to exceed period of thirty-six (36) consecutive months for new entrant international air carrier service, thereby enhance competition and air carrier service. The New Entrant Gate Use Fee Waiver Incentive will only be available if the Authority has vacant gate positions.

The air carrier must provide regularly scheduled passenger service at BNIA from the passenger terminal building at a minimum of one flight per week. An air carrier will not be eligible for the gate use fee waiver incentive if it had regularly scheduled service at BNIA and cancelled that service within the last two years of applying for the gate use fee waiver incentive. The air carrier may be eligible to apply for the gate use fee waiver incentive two years after the cancellation of service at BNIA, provided that the program is still available. Incumbent air carriers are not eligible for the domestic gate use fee waiver portion of the Incentive Program.

The air carrier and the Authority shall execute a letter of agreement for participation in the Incentive Program that memorializes the terms and conditions of the Incentive Program. Either party may terminate the agreement upon sixty days written notice.

**AVIATION:**

**3. D. (5) Authorization for Renewal of Incentive Program, NFIA**

**RECOMMENDATION:** Staff recommends that the Board adopt the Niagara Falls International Airport (NFIA) Incentive Program to be effective April 1, 2016 as set forth in the attachment hereto.

**INFORMATION:** The Authority's Air Service Development Program (Program) for Niagara Falls International Airport (NFIA) has dedicated staff and resources to create public and industry awareness of NFIA and its facilities. The Program is designed to increase air travel and promote competition at NFIA. The Program provides for the overall marketing of NFIA, targeting specific destinations, participation in travel and trade shows, conducting advertising campaigns and promotions, and engaging in direct sales meetings with travel agents/tour operators.

The Authority recognizes the value of new domestic and international air service at NFIA. The goal of the Authority Incentive Program is to attract new service to increase travel to and from NFIA and promote competition at NFIA. The Authority recognizes that efforts to attract new service and the success of new service may be dependent on whether or not the airport offers an Incentive Program. The Authority developed an Incentive Program that is an important piece of the Program. The Incentive Program will offer incentives for new entrant service and service to defined destinations not currently served at NFIA. The Incentive Program has been developed based on the goals and objectives of the Program.

The first part of the Incentive Program is directed at the provision of non-stop destination based service. Under this part there is a matching advertising component and a fee waiver component. The Authority will make a pool of cooperative advertising funds available for the promotion of destination based new service. Incumbent air carriers and new entrant air carriers may avail themselves this incentive. The Authority has determined that the Program marketing support funds are best utilized when done in partnership with the air carriers. This partnership effort maximizes the available funds for advertising or promotional campaigns, and creates a positive and supportive working relationship between the air carrier and the Authority. Cooperative promotional programs can be a significant factor in an air carrier's decision to serve a market. The success of new service can depend on the level of marketing support that the service receives.

The second component of the destination-based part of the Incentive Program entails the waiver of landing fees for 12 months to targeted domestic destinations and 36 months for targeted international destinations. The landing fee waiver is available to incumbent air carriers and new entrant air carriers.

The second part of the Incentive Program is directed at attracting new entrant air carriers. Under this part the Authority will waive landing, terminal, and apron parking fees for a not to exceed period of 12 months for new entrant air carriers. This incentive is not dependent upon the destination of the new service.

**Regular Meeting  
March 24, 2016**

Staff will review the Incentive Program annually and reserves the right to amend, supplement or cancel the Incentive Program. The costs associated with the NFIA Incentive Program will not be included in the BNIA airline rates and charges.

**FUNDING:** The cost of the Incentive Program will be funded using Airport Development funds.

**“RESOLVED**, that the Board hereby authorizes the renewal of the Incentive Program at NFIA as described hereinabove; and

**BE IT FURTHER RESOLVED**, that the Executive Director, her designee and/or the Chairman be, and hereby are, authorized to take such actions and execute, deliver and perform under all documents and agreements relating to such Incentive Program as described hereinabove; and

**BE IT FURTHER RESOLVED**, that any such documents and agreements relating to such Incentive Program contain such terms, conditions and safeguards to the Authority as deemed appropriate by the General Counsel.”

# NIAGARA FALLS INTERNATIONAL AIRPORT

## INCENTIVE PROGRAM

The Authority's Air Service Development Program (Program) for Niagara Falls International Airport (NFIA) has dedicated staff and resources to create public and industry awareness of NFIA and its facilities. The Program is designed to increase air travel and promote competition at NFIA. The Program provides for the overall marketing of NFIA, targeting specific destinations, participation in travel and trade shows, conducting advertising campaigns and promotions, and engaging in direct sales meetings with travel agents/tour operators.

The Authority recognizes the value of new domestic and international air service at NFIA. The goal of the Authority Incentive Program is to attract new service to increase travel to and from NFIA and promote competition at NFIA. The Authority recognizes that efforts to attract new service and the success of new service may be dependent on whether or not the airport offers an Incentive Program. The Authority developed an Incentive Program that is an important piece of the Authority's Air Service Development Program. The Incentive Program will offer incentives for new entrant service and service to defined destinations not currently served at NFIA. The following air carrier/operator Incentive Program has been developed based on the goals and objectives of the Program. The Authority will review the Incentive Program annually and reserves the right to amend, supplement or cancel the Incentive Program. The costs associated with the NFIA Incentive Program will not be included in the airline rates and charges.

### **I. Non-Stop Destination Based Incentives**

#### **A. Matching Advertising Incentive**

##### **Eligibility and Benefits**

The Authority will make a pool of cooperative advertising funds available for the promotion of destination based new service. The new service may be provided by an incumbent air carrier/operator or new entrant air carrier/operator. The Matching Advertising Incentive for a particular destination will no longer be available once two air carrier/operators serve the same destination. The new service must consist of non-seasonal regularly scheduled non-stop passenger or regularly scheduled non-stop public passenger charter service that operates a minimum of one flight per week to one of the fifteen following destinations:

<b><u>Destination</u></b>	<b><u>Destination Limit</u></b>	<b><u>Duration of Incentive</u></b>
1. Los Angeles, CA – <i>Los Angeles (LAX)</i> <i>Burbank (BUR)</i> <i>Orange County (SNA)</i> <i>Long Beach (LGB)</i> <i>Ontario (ONT)</i>	\$50,000 per carrier	Twelve months
2. San Francisco, CA – <i>San Francisco (SFO)</i> <i>Oakland (OAK)</i> <i>San Jose (SJC)</i>	\$50,000 per carrier	Twelve months

3. Dallas, TX – <i>Dallas/ Ft. Worth (DFW)</i> <i>Love Field (DAL)</i>	\$50,000 per carrier	Twelve months
4. Houston, TX – <i>Intercontinental (IAH)</i> <i>Hobby (HOU)</i>	\$50,000 per carrier	Twelve months
5. Denver, CO - (DEN)	\$50,000 per carrier	Twelve months
6. New Orleans, LA - (MSY)	\$50,000 per carrier	Twelve months
7. Jacksonville, FL - (JAX)	\$50,000 per carrier	Twelve months
8. Destin, FL - (VPS)	\$50,000 per carrier	Twelve months
9. Albany, NY - (ALB)	\$50,000 per carrier	Twelve months
10. Caribbean	\$75,000 per carrier	Twelve months
11. Central and South America	\$75,000 per carrier	Twelve months
12. British Isles (UK/Ireland)	\$100,000 per carrier	Twelve months
13. Mediterranean	\$100,000 per carrier	Twelve months
14. Western Europe	\$100,000 per carrier	Twelve months
15. Eastern Europe	\$100,000 per carrier	Twelve months

The matching advertising funds may be available to air carriers/operators that meet the eligibility requirements provided that money is available in the Authority matching advertising program fund. The Authority will set an annual cap on the matching advertising program fund. The Authority may pro rate the matching advertising funds in the event that more than one air carrier/operator applies for the same destination. The pro rated amount will be based upon the frequency of service that each air carrier/operator is offering to the same destination and the amount of money available in the matching advertising fund. The matching advertising program fund incentive shall be effective until the fund is exhausted.

An air carrier/operator will not be eligible for the matching advertising incentive if it had service to a listed destination and cancelled that service within the last two years of applying for the matching advertising incentive to the destination that was previously cancelled. The air carrier/operator may be eligible to apply for the matching advertising incentive for the previously cancelled destination two years after the cancellation of the service, provided that the program is still available.

An air carrier/operator is required to match the Authority's advertising incentive on an equal basis. The Authority will require proof of payment, subject to audit, prior to receipt of the Authority's advertising incentive. Fifty percent of eligible incentive dollars may be paid after six months of service and the remaining fifty percent at the end of the twelve month period.

Matching advertising funds may be used for advertising campaigns, radio, direct mail, internet marketing or other agreed upon promotions. The name "Niagara Falls International Airport" must be prominently mentioned in the form of media selected for the promotion.

The Authority reserves the right to review and approve the air carrier/operator advertising campaign to verify compliance with the requirements set forth herein. The air carrier/operator is responsible for the development of its advertising campaign.

The air carrier/operator and the Authority shall execute a letter of agreement for participation in the Incentive Program that memorializes the terms and conditions of the Incentive Program. Either party may terminate the agreement upon sixty days written notice.

## **B. Destination Based Landing Fee Waiver Incentive**

### **Eligibility and Benefits**

The Authority will waive landing fees, as set forth in the NFIA Tariff schedule, for a not to exceed period of twelve (12) consecutive months for new service to destinations identified as one through nine above and for a not to exceed period of thirty-six (36) consecutive months for new service to destinations identified as ten through fifteen above. The new service must consist of regularly scheduled non-stop passenger or regularly scheduled non-stop public passenger charter service that operates a minimum of one flight per week to one of the fifteen destinations. In the event that the air carrier/operator does not comply with these minimum requirements then it is not entitled to receive the Landing Fee Waiver.

An air carrier/operator will not be eligible for the destination based landing fee waiver incentive if it had service to a listed destination and cancelled that service within the last two years of applying for the destination based landing fee waiver incentive to the destination that was previously cancelled. The air carrier/operator may be eligible to apply for the destination based landing fee waiver incentive for the previously cancelled destination two years after the cancellation of the service, provided that the program is still available.

The air carrier/operator and the Authority shall execute a letter of agreement for participation in the Incentive Program that memorializes the terms and conditions of the Incentive Program. Either party may terminate the agreement upon sixty days written notice.

## **II. New Entrant Incentive**

### **Eligibility and Benefits**

The Authority will waive landing, terminal use, and apron parking fees set forth in the NFIA Tariff schedule for a not to exceed period of twelve (12) consecutive months for new entrant air carriers/operators.

This fee waiver shall be available only to new entrant air carriers/operators that provide regularly scheduled passenger or regularly scheduled public passenger charter service that provides a minimum of one flight per week. In the event that the new entrant does not comply with these minimum requirements then the new entrant shall not be entitled to receive the New Entrant Incentive.

The air carrier/operator and the Authority shall execute a letter of agreement for participation in the Incentive Program that memorializes the terms and conditions of the Incentive Program. Either party may terminate the agreement upon sixty days written notice.

**AVIATION:**

**3. D. (6) Authorization for Lease, Air Traffic Control Tower, Federal Aviation Administration, NFIA**

**RECOMMENDATION:** Staff recommends that the Board authorize a Lease Agreement with the Federal Aviation Administration (FAA) providing for the continued leasing of approximately 1,870 square feet of space in the control tower at Niagara Falls International Airport for an additional five (5) years.

**INFORMATION:** The FAA currently leases approximately 1,870 square feet of space in the control tower at NFIA and provides air traffic control services from said facility through a third party contractor. The current lease expires on September 30, 2016. The FAA has requested a lease for an additional five years commencing October 1, 2016. The annual rent under the supplement is \$17,425.00. The rental rate is 2.5% greater than the current rental rate.

**FUNDING:** No funding required.

**“RESOLVED,** that the Board hereby authorizes a Lease Agreement with the Federal Aviation Administration (FAA) as described hereinabove; and

**BE IT FURTHER RESOLVED,** that the Executive Director, her designee and/or the Chairman, be, and hereby are, authorized to execute and deliver the Lease Agreement with the Federal Aviation Administration (FAA), with terms and conditions as set forth above and as negotiated; and

**BE IT FURTHER RESOLVED,** that said Lease Agreement shall include such additional terms, conditions and safeguards to the Authority as deemed appropriate by the General Counsel.”

**AVIATION:**

**3. D. (7) Authorization to Adopt Aviation Strategic Plan, BNIA and NFIA**

**RECOMMENDATION:** Staff recommends that the Board adopt the Aviation Strategic Plan prepared by The Louis Berger Group, Inc. for the Authority's aviation system which consists of the Buffalo Niagara International Airport (BNIA) and the Niagara Falls International Airport (NFIA).

**INFORMATION:** Together, BNIA and NFIA serve as gateways to Western New York with approximately 160,000 annual flight operations and 4.9 million annual passengers. A significant percentage of passengers reside in Canada. The NFTA commissioned an aviation strategic plan to analyze the strengths and weaknesses of BNIA and NFIA and provide recommendations as to how to leverage the assets and advantages of each airport to operate in more of a symbiotic relationship. The process included meetings with stakeholders, public officials, the public and NFTA staff to gather pertinent information regarding operations, concerns, and suggestions from stakeholders and the public. The study utilized aviation activity forecasts and land use alternative plans developed in the 2012 BNIA Master Plan and the 2013 NFIA Master Plan. The strategic plan was developed based upon:

- Data collection, review and synopsis
- Stakeholder engagement
- Review of business conditions and activities
- Canadian market analysis
- Management engagement and strategic plan development

The Louis Berger Group provided an overview presentation of the plan results to the Aviation Committee during May 2015. Aviation staff provided detailed presentations to the Aviation Committee from the November 2015 to January 2016 timeframe including the following topics:

- Enhancing/Maintaining the Canadian Traveler Base
- Providing Excellent Customer Service
- Air Cargo Development
- Strengthening the Financial Future

The Aviation Strategic Plan, in coordination with the NFTA, was recently completed by The Louis Berger Group, Inc. The final result was to utilize the BNIA and NFIA airport system to maximize the economic impact to the Western New York region by identifying opportunities to improve business and leisure travel as well as air cargo development at BNIA and NFIA.

Acceptance of the Aviation Strategic Plan will assist staff by formalizing a general roadmap to maintain and enhance the customer base, explore potential air cargo growth opportunities, enhance marketing plans to target passenger growth opportunities, and improve monitoring of financial stability during expansion or contraction of services provided.

**FUNDING:** No funding is necessary.

**“RESOLVED,** that the Board hereby authorizes the adoption of the Aviation Strategic Plan for the Buffalo Niagara International Airport and the Niagara Falls International Airport as described hereinabove; and

**BE IT FURTHER RESOLVED,** that the Executive Director, her designee and/or the Chairman be, and hereby are, authorized to take such actions and execute, deliver and perform under all documents and agreements relating to such Aviation Strategic Plan.”

- 4. SURFACE TRANSPORTATION BUSINESS GROUP REPORT**
  - A. Surface Transportation Committee Report
  - B. Financial Update
  - C. Business Update
  - D. Resolutions

**Surface Transportation Resolutions**

- i. Niagara Frontier Transportation Authority, Acceptance of Surface Transportation Resolutions 4. D. (1) through 4. D. (4)
1. Authorization for Agreement, C&S Engineers, Inc., Regional Traffic Count Program, GBNRTC
2. Authorization for Procurement, 2016 Chevrolet Silverado Trucks, Joe Basil Chevrolet, Inc., Metro
3. Authorization for Renewal of Agreement, Trapeze Software Group, Inc., for Software Maintenance, Metro
4. Authorization to Accept Alternative B as the locally preferred alternative for further environmental review of the Canalside/Cobblestone Transit Access Study, Metro

**SURFACE:**

**4. D. (i) Niagara Frontier Transportation Authority, Acceptance of Surface Transportation Resolutions 4. D. (1) through 4. D. (4)**

The Executive Director advised that Items 4. D. (1) through 4. D. (4) have been discussed with the Board of Commissioners of the NFTA, and the Board is unanimously in favor of all subject Resolutions.

Whereupon, it was moved by Commissioner Gurney, seconded by Commissioner Demakos, that the following Resolution be adopted:

“**RESOLVED**, that the Resolutions of the Niagara Frontier Transportation Authority, identified as numbers 4. D. (1) through 4. D. (4) and dated March 24, 2016 as set forth herein, be and hereby are accepted and approved in their entirety.”

**AYES: ZEMSKY, SLOMA, DEMAKOS, ANSARI, BAYNES\*, GURNEY, PERRY\***

**ABSTENTION: BAYNES [\*Item 4. D. (2) Only]  
PERRY [\*Item 4. D. (4) Only]**

**NOES: NONE**

**ADOPTED**

**SURFACE:**

4. D. (1) **Authorization for Agreement, C&S Engineers, Inc., Regional Traffic Count Program, GBNRTC**

**RECOMMENDATION:** Staff recommends that the Board authorize an Agreement with C&S Engineers, Inc. (C&S), to conduct the regional Traffic Counting Program for SFY 2016-2017 through SFY2019-2020 for an amount not-to-exceed \$53,036 in each year of the term. The initial term shall be for one year commencing April, 2016. The GBNRTC shall have the option to renew the agreement for up to three (3) additional one year periods at the prices indicated in the C&S proposal. Assuming C&S performs satisfactorily and future funding is available, it is anticipated that GBNRTC will extend beyond the initial term.

**INFORMATION:** The Greater Buffalo-Niagara Regional Transportation Council (GBNRTC) is the regional decision making forum designated by the Governor to cooperatively develop transportation plans for the Erie and Niagara Counties of upstate New York. The Council's primary focus is on formulating regional transportation policy, planning for future transportation development, and programming transportation facilities and services based on regional travel needs. The highway-monitoring program also provides useful statistics to local participants for short range improvement planning, deficiency analysis, and land use impact studies.

The consultant will be responsible for setting out automatic traffic counters at up to 450 locations per year. All collected information will be provided to the GBNRTC for processing.

The contract was publicly advertised in accordance with NFTA Procurement Guidelines. Proposals were reviewed by representatives of GBNRTC, NYSDOT, NYS Thruway and the City of Niagara Falls. This review was based on criteria that included: technical criteria, personnel qualifications and experience, and cost. The results of the proposal review are shown below:

<b><u>FIRM</u></b>	<b><u>PROPOSAL REVIEW TOTAL</u></b>
C&S Companies	92.25
Nussbaumer & Clarke, Inc.	84.75
Prudent Engineering, LLP	81.5
Quality Counts, LLC	76.5
Quality Traffic Data, LLC	70
The Traffic Group	76

It is appropriate for the NFTA to enter into this agreement with C&S on behalf of the GBNRTC the NFTA serves as "host agency" for all GBNRTC activities.

**FUNDING:** Funds for this planning activity were included in the 2016-2018 Unified Planning Work Program. Funding for this effort has been made available from Federal transportation planning funds attributable to GBNRTC.

**“RESOLVED**, that the Board hereby authorizes an Agreement with C&S Engineers, Inc. for the Regional Traffic Count Program as hereinabove described; and

**BE IT FURTHER RESOLVED**, that the Executive Director, her designee and/or the Chairman, be and are hereby authorized to execute an Agreement with C&S Engineers, Inc. as hereinabove described; and

**BE IT FURTHER RESOLVED**, that said Agreement shall include such additional terms, conditions and safeguards to the Authority as deemed appropriate by the General Counsel; and

**BE IT FURTHER RESOLVED**, that the Chief Financial Officer, be and he is hereby authorized to make payments under said Agreement upon certification by the Director, Public Transit, that such payments are in order based upon receipt of all required supporting documentation.”

**SURFACE:**

**4. D. (2) Authorization for Procurement, 2016 Chevrolet Silverado Trucks, Joe Basil Chevrolet, Inc., Metro**

**RECOMMENDATION:** Staff recommends that the Board approve the procurement of two (2) new 2016 Chevrolet Silverado 3500HD Crew Cab Pickup trucks with Utility Bodies, Lift gates and Hi-Rail gear from Joe Basil Chevrolet, Inc. at a cost of \$157,368.00.

**INFORMATION:** Formal bids were solicited (RFB 4566) in accordance with the NFTA's Procurement Guidelines, Three responses were received. The evaluation form prepared following review of the responses is attached. The low bid was received from Joe Basil Chevrolet Inc. in Depew, New York. Both trucks will be used for rail track maintenance purposes. One truck will be replacing an existing rail maintenance vehicles that was auctioned off after it had exceeded its useful life. The other truck will be added for use by the rail maintenance expanded track crew.

**FUNDING:** This purchase is funded 100% by 88C monies. Capital Project FY 2016, Rail Support Vehicles – Account Number: 120000000320929382

**“RESOLVED,** that the Board hereby authorizes the procurement of two new 2016 Chevrolet Silverado crew cab pickup trucks from Joe Basil Chevrolet, Inc. as described above; and

**BE IT FURTHER RESOLVED,** that the Manager, Procurement, be and she is hereby authorized to issue Purchase Orders to Joe Basil Chevrolet, Inc. for the procurement of two new 2016 Chevrolet Silverado crew cab pickup trucks as described hereinabove; and

**BE IT FURTHER RESOLVED,** that said Purchase Orders shall include such additional terms, conditions and safeguards to the Authority as deemed appropriate by the General Counsel; and

**BE IT FURTHER RESOLVED,** that the Chief Financial Officer, be and he is hereby authorized to make payments under said Purchase Order(s) upon certification by the Director, Public Transit, that such payments are in order based upon receipt of all required supporting documentation.”

**NFTA BID ANALYSIS**

<b>BID NO:</b>	4566	<b>ASPEN EQUIPMENT COMPANY</b> Bloomington, MN			<b>CAPPELLINO'S CHEVROLET, INC.</b> Boston, NY			<b>JOE BASIL CHEVROLET, INC.</b> Depew, NY		
<b>BID FOR:</b>	Hi-Railable Crew Cab Maintenance Vehicle									
<b>DEPT:</b>	Metro Rail									
<b>BID DATE:</b>	3/8/2016									
<b>QTY</b>	<b>DESCRIPTION</b>	<b>MAKE/MODEL</b>	<b>UNIT AMOUNT BID</b>	<b>TOTAL BID AMOUNT</b>	<b>MAKE/MODEL</b>	<b>UNIT AMOUNT BID</b>	<b>TOTAL BID AMOUNT</b>	<b>MAKE/MODEL</b>	<b>UNIT AMOUNT BID</b>	<b>TOTAL BID AMOUNT</b>
2	Hi-Railable Crew Cab Maintenance Vehicle	2016 Chevy 3500 Silverado	\$86,254.00	\$172,508.00	3500 HD Crew Cab CK35943	\$96,973.00	\$193,946.00	2016 Chevrolet Silverado 3500 4wd Crew Cab	\$78,684.00	\$157,368.00
<b>TOTAL AMOUNT BID</b>				\$172,508.00			\$193,946.00			\$157,368.00
<b>LEAD TIME</b>				120 Days			120-150 days			120-150 days

<b>BID NO:</b>	4566	<b>NESCO SPECIALTY RENTALS</b> Bluffton, IN			<b>TECHNOLOGY INTERNATIONAL, INC.</b> Lake Mary, FL			<b>TNT EQUIPMENT SALES &amp; RENTALS, LLC.</b> Cinnaminson, NJ		
<b>BID FOR:</b>	Hi-Railable Crew Cab Maintenance Vehicle									
<b>DEPT:</b>	Metro Rail									
<b>BID DATE:</b>	3/8/2016									
<b>QTY</b>	<b>DESCRIPTION</b>	<b>MAKE/MODEL</b>	<b>UNIT AMOUNT BID</b>	<b>TOTAL BID AMOUNT</b>	<b>MAKE/MODEL</b>	<b>UNIT AMOUNT BID</b>	<b>TOTAL BID AMOUNT</b>	<b>MAKE/MODEL</b>	<b>UNIT AMOUNT BID</b>	<b>TOTAL BID AMOUNT</b>
2	Hi-Railable Crew Cab Maintenance Vehicle	2016 FOR RAM 2500 CREW CAB	\$110,410.00	\$220,820.00	2016 Chevy 3500HD	\$91,750.00	\$183,500.00	2016 Chevy 3500	\$82,000.00	\$164,000.00
<b>TOTAL AMOUNT BID</b>				\$220,820.00			\$183,500.00			\$164,000.00
<b>LEAD TIME</b>				120 Days			120 Days			10-12 Weeks

**SURFACE:**

4. D. (3) **Authorization for Renewal of Agreement, Trapeze Software Group, Inc., for Software Maintenance, Metro**

**RECOMMENDATION:** Staff recommends that the Board authorize renewal of the Trapeze Software Group, Inc. Annual Maintenance Agreement in the amount of \$129,734.00. This annual maintenance expenditure provides support services for three software products for Customer Care, Special Services and Service Planning Departments.

**INFORMATION:** The Customer Care Department currently utilizes Trapeze Software for the ATIS Trip Planner (Automated Transit Information System) which consists of ATIS-Agent/Com, which is utilized by the agents for the complaints portion of ATIS. Annual maintenance of this product is in the amount of \$55,135.00. This system consists of the following modules:

- 24-hour, 7 days a week support via phone, e-mail, fax, and web;
- Access to the Trapeze Customer Care website;
- Online tracking of support requests and the status of reported issues;
- Access to standard documentation and version release notes;
- Online training courses to update and/or enhance your skills;
- Access to online knowledge base;
- Quarterly user forums, along with software upgrades at least four to six times per year;
- Participation in the Trapeze Certification Program.

Paratransit currently utilizes Trapeze Software Xgate, which is the server for the mobile data terminals; Pass Mon, which interfaces with Mobile Data Terminals (MDT) for up to 67 vehicles; INFO Server for up to 586 booked trips; and PASS for five workstations. Annual maintenance of this product is in the amount of \$59,644.00. This system consists of the following modules:

- 24-hour, 7 days a week support via phone, email, fax and web;
- Customer Care Web Site;
- Online tracking of support requests and the status of reported issues;
- Access to standard documentation and version release notes;
- Online training courses;
- Product upgrades for life;
- Participation in the Trapeze Certification program;
- Access to online knowledge base;
- Trapeze Times newsletter;
- Quarterly User forums for Trapeze products;
- Invitation to annual multi-day user training conference;
- Invitation to regional training workshops.

Service Planning currently utilizes Trapeze Software ATIS-Google Export, which allows for the integration between online trip planning tools and the NFTA transit schedules; and ATIS Interface – STP, which is used by the Buffalo Board of Education to identify the appropriate routing for

students. Annual maintenance of this product is in the amount of \$14,955.00. This system consists of the following modules:

- 24-hour, 7 days a week support via phone, email, fax and web;
- Customer Care Web Site;
- Online tracking of support requests and the status of reported issues;
- Access to standard documentation and version release notes;
- Online training courses;
- Product upgrades for life;
- Participation in the Trapeze Certification program;
- Access to online knowledge base;
- Trapeze Times newsletter;
- Quarterly User forums for Trapeze products;
- Invitation to annual multi-day user training conference;
- Invitation to regional training workshops.

In an effort to maintain efficient operating systems and be able to access standard documentation and version release notes, online training courses, and product upgrades, the NFTA maintains a Maintenance Agreement with this vendor, Trapeze Software Group, Inc. This Maintenance Agreement is renewable every year that the NFTA continues to use the Pass Mon and ATIS Trip Planner Systems.

**FUNDING:** Funding is provided for in the FY 2016-2017 operating budget.

**“RESOLVED**, that the Board hereby authorizes an Agreement with Trapeze Software Group, Inc. for software maintenance services as described hereinabove; and

**BE IT FURTHER RESOLVED**, that the Executive Director, her designee and/or the Chairman be, and hereby are, authorized to execute and deliver an Agreement with Trapeze Software Group, Inc. as described hereinabove; and

**BE IT FURTHER RESOLVED**, that said Agreement shall include such additional terms, conditions and safeguards to the Authority as deemed appropriate by the General Counsel; and

**BE IT FURTHER RESOLVED**, that the Chief Financial Officer be and he is hereby authorized to make payments under said Agreement, upon certification by the Manager of Public Transit that such payments are in order.”

**SURFACE:**

4. D. (4) **Authorization to Accept Alternative B as the locally preferred alternative for further environmental review of the Canalside/Cobblestone Transit Access Study, Metro**

**RECOMMENDATION:** Staff recommends that the Board accept Alternative B (rail extension through Metro's yard on the lower level of the DL&W) as the locally preferred alternative for further environmental study as required by both the National Environmental Policy Act (NEPA) and the State Environmental Quality Review Act (SEQRA).

**INFORMATION:** The Canalside/Cobblestone Transit Access Enhancement Study was initiated by NFTA in the fall of 2014 along with study partners, GBNRTC and Empire State Development. The purpose of the study was to evaluate and recommend specific transit improvements to meet the following overall goals: 1) to enhance overall transit access throughout the Canalside and Cobblestone Districts, 2) to facilitate reuse/reactivation of the upper level of NFTA's DL&W Terminal, and 3) to create opportunities for potential future extension of Metro Rail service beyond the current terminus. Six alignment and nine station location alternatives, including the existing Erie Canal Harbor and Special Events Stations were evaluated during this study. Initial screening, along with feedback from the study's Steering Committee and various community stakeholders resulted in identifying two alternatives for further more detailed evaluation.

Alternative A is a short Metro Rail extension along South Park Avenue and partially within the street right of way, with a new station behind First Niagara Center. Alternative B extends Metro Rail service through Metro's yard on the lower level of the DL&W terminal with a new station along the existing tracks nearest to the Buffalo River.

Both alternatives provide infrastructure for access to the second level of the DL&W, as well as the First Niagara Center, South Park Avenue and the Cobblestone District. Also, both alternatives provide the opportunity for further extension of Metro Rail service the south and east in the future.

Alternatives A and B were evaluated based on several criteria, including impact on Metro Rail operations, maintenance and storage, user convenience, safety & security, multi-modal connectivity, future expansion of Metro Rail, DL&W upper level reuse, compatibility with ongoing study area-wide strategies and cost.

Alternative B is recommended as the locally preferred alternative based on the technical evaluation and as the most effective alternative for meeting the study's goals and objectives. Input from the study's Steering Committee, community stakeholders and a public open house support this recommendation.

The study also recommends that the next step toward implementation of Alternative B is to initiate an environmental review process. Staff requests authorization of the Board to pursue potential funding sources for this effort.

**FUNDING:** No funding is necessary.

**“RESOLVED,** that the Board hereby authorizes acceptance of the locally-preferred Alternative B resulting from the Canalside/Cobblestone Transit Access Study and authorizes staff to pursue funding to undertake the appropriate, related environmental review as described hereinabove; and

**BE IT FURTHER RESOLVED,** that the Executive Director, her designee and/or the Chairman be, and hereby are, authorized to take all actions necessary and appropriate to effect the acceptance of Alternative B and pursue the necessary funding as described hereinabove.”

**3. HUMAN RESOURCE GROUP REPORT**

- A. Human Resource Committee Report
- B. Financial Update
- C. Business Update
- D. Resolutions

**Human Resource Resolutions**

The Human Resource Committee Meeting was postponed until April 28, 2016.

There were no proposed resolutions.

6. General Counsel Report - Written

7. Executive Session - None

8. Adjournment

At approximately 1:05 p.m., the Vice Chairman indicated that there was no further business coming before the Board, whereupon it was moved by Commissioner Baynes seconded by Commissioner Ansari and unanimously approved that the Regular Meeting of the Niagara Frontier Transportation Authority and Niagara Frontier Transit Metro System, Inc. be adjourned.

**AYES: ZEMSKY, SLOMA, DEMAKOS, ANSARI, BAYNES,  
GURNEY, PERRY**

**NOES: NONE**