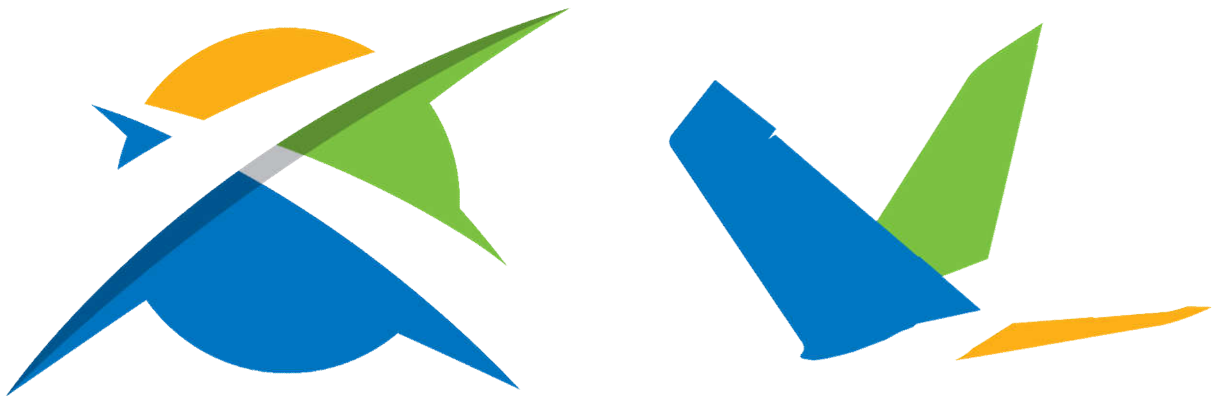


Port of Pasco

2022 Preliminary Budget



**Port of Pasco
2022 Preliminary Budget**

2022 Preliminary Budget	Port	Airport	2022 Preliminary Budget
Projected Beginning Year Cash on Hand	\$9,109,658	\$15,878,528	\$24,988,186
Revenues			
Operating Revenue	\$4,273,500	\$9,386,300	\$13,659,800
Taxes	\$2,600,000	\$0	\$2,600,000
CFC Funds	\$0	\$450,000	\$450,000
PFC Funds	\$0	\$1,350,000	\$1,350,000
Contributions:			
Federal Grants	\$2,600,000	\$2,947,122	\$5,547,122
State Grants	\$7,500,000	\$264,000	\$7,764,000
Other	\$1,386,250	\$0	\$1,386,250
Loan Proceeds	\$8,708,750	\$1,496,000	\$10,204,750
Miscellaneous	\$3,571,500	\$16,500	\$3,588,000
Leasehold Taxes 12.84%	\$485,000	\$230,000	\$715,000
Total Revenues	\$31,125,000	\$16,139,922	\$47,264,922
Total Revenues & Cash Year End	\$40,234,658	\$32,018,450	\$72,253,108
Expenses			
Operating & Administration Expenses	\$3,669,000	\$6,716,000	\$10,385,000
Depreciation Expense	\$2,000,000	\$6,250,000	\$8,250,000
Promotional Hosting	\$12,000	\$12,500	\$24,500
Revenue & GO Bond Principle	\$555,540	\$1,250,021	\$1,805,561
Revenue & GO Bond Interest	\$170,500	\$799,993	\$970,493
Soils Clean-up	\$50,000	\$0	\$50,000
Miscellaneous	\$75,000	\$455,000	\$530,000
Leasehold Taxes 12.84%	\$485,000	\$230,000	\$715,000
Total Expenses	\$7,017,040	\$15,713,514	\$22,730,554
Capital Outlay & Cash Reserves	\$33,217,618	\$16,304,936	\$49,522,554
Total Expenditures & Cash Reserves	\$40,234,658	\$32,018,450	\$72,253,108

**Port of Pasco
2022 Budget**

Port & Airport	2022 Budget	2021 Budget	2021 Projected	2020 Budget	Budget Variance	Comments
Operating Revenues						
Port	4,273,500	4,143,000	4,454,822	3,468,000	3.15%	
Airport	9,386,300	7,781,800	9,400,746	10,210,800	20.62%	Increased concessions 75% 2020 Budget
Total Operating Revenues	13,659,800	11,924,800	13,855,568	13,678,800	14.55%	
Operating Expenses						
Port	(2,022,000)	(1,922,500)	(1,838,156)	(2,037,150)	5.18%	
Airport	(4,611,000)	(4,223,500)	(4,042,598)	(4,597,200)	9.17%	Increase in property insurance
Total Operating Expenses	(6,633,000)	(6,146,000)	(5,880,754)	(6,634,350)	7.92%	
Administration						
Port	(1,659,000)	(1,544,000)	(1,322,477)	(1,430,500)	7.45%	Increase in Property insurance
Airport	(2,117,500)	(1,859,500)	(1,795,918)	(2,037,000)	13.87%	Increase in Property insurance
Total Administration	(3,776,500)	(3,403,500)	(3,118,396)	(3,467,500)	10.96%	
Net Operating Income						
Port	592,500	676,500	1,294,189	350	-12.42%	
Airport	2,657,800	1,698,800	3,562,229	3,576,600	56.45%	
Total Net Operating Income	3,250,300	2,375,300	4,856,418	3,576,950	36.84%	
Nonoperating Revenue						
Port	17,657,750	7,532,000	11,062,056	4,587,500	134.44%	Reimann Phase 1 & EDA Road Project
Airport	5,027,622	4,931,920	7,379,042	6,459,700	1.94%	AIP Projects
Total Nonoperating Revenue	22,685,372	12,463,920	18,441,098	11,047,200	82.01%	
Nonoperating Expenses						
Port	(295,500)	(277,000)	(312,758)	(403,500)	6.68%	Debt service & other expenses
Airport	(1,254,993)	(2,045,000)	(4,138,913)	(953,150)	-38.63%	Includes Airport loan payments to Port
Total Nonoperating Expenses	(1,550,493)	(2,322,000)	(4,451,671)	(1,356,650)	-33.23%	
Nonoperating Income (Loss)						
Port	17,362,250	7,255,000	10,749,298	4,184,000	17.46%	
Airport	3,772,629	2,886,920	3,240,129	5,506,550	30.68%	
Total Non-Operating Income (Loss)	21,134,879	10,141,920	13,989,427	9,690,550	108.39%	
Net Income Before Depreciation						
Port	17,954,750	7,931,500	12,043,487	4,184,350	16.75%	
Airport	6,430,429	4,585,720	6,802,358	9,083,150	40.23%	
Total Net Income Before Depreciation	24,385,179	12,517,220	18,845,845	13,267,500	94.81%	

**Port of Pasco
2022 Budget**

Port & Airport	2022 Budget	2021 Budget	2021 Projected	2020 Budget	Budget Variance	Comments
Depreciation	(8,250,000)	(7,400,000)	(8,123,000)	(8,123,000)	3.09%	
Net Income	16,135,179	5,117,220	10,722,845	5,144,500	215.31%	
Balance Sheet Transactions						
Port	(15,193,577)	(9,212,128)	(13,983,214)	(5,626,567)	11.81%	Capital & Debt
Airport	(3,404,021)	(2,592,685)	(1,873,326)	(2,666,818)	7.15%	Capital & Debt
Total Balance Sheet Transaction	(18,597,598)	(11,804,813)	(15,856,540)	(8,293,385)	57.54%	
Increase (Decrease) in Cash Position						
Port	2,761,173	(1,280,628)	(1,939,727)	(1,442,217)	315.61%	
Airport	3,026,408	1,993,035	4,929,032	6,416,332	51.85%	
Total Increase in Cash Position	5,787,581	712,407	2,989,305	4,974,115	712.40%	
Increase (Decrease) in Cash Position w/out CARES						
Port	2,761,173	(1,280,628)	(1,939,727)	(1,442,217)	315.61%	
Airport	979,286	251,115	7,197	6,416,332	289.98%	
Total Increase in Cash Position	3,740,459	(1,029,513)	(1,932,530)	4,974,115	-463.32%	

**Port of Pasco
2022 Budget**

Port	2022 Budget	2021 Budget	2021 Projected	2020 Budget	Budget Variance	2021 Budget Variance Comments
Operating Revenues						
Big Pasco Industrial Center	3,670,000	3,556,000	3,839,384	3,077,000	3.21%	
The Wharf	72,000	72,000	72,953	49,000	0.00%	
Container Terminal	173,000	164,000	171,887	112,000	5.49%	
Osprey Pointe	246,500	246,000	249,887	225,000	0.20%	
Reimann Industrial Center	33,000	100,000	44,863	-	-67.00%	Darigold purchase decreased farm income
Pasco Processing Center	50,000	-	39,848	-	100.00%	New cost center for rail fees
PIC395	24,000	-	36,000	-	100.00%	New cost center for farm income
Administration Revenue	5,000	5,000	-	5,000	0.00%	
Total Operating Revenues	4,273,500	4,143,000	4,454,822	3,468,000	3.15%	
Operating Expenses						
Big Pasco Industrial Center	(548,500)	(528,500)	(518,540)	(495,500)	3.78%	
The Wharf	(47,500)	(39,000)	(30,797)	(59,000)	21.79%	Road maintenance increased
Container Terminal	(62,000)	(39,000)	(57,487)	(35,500)	58.97%	Excess liability insurance increased
Osprey Pointe	(172,000)	(203,000)	(153,352)	(168,500)	-15.27%	Consulting fees decreased
Reimann Industrial Center	(41,500)	(13,500)	(63,605)	-	207.41%	Consulting fees & signage increased
Pasco Processing Center	(8,500)	-	(15,168)	-	100.00%	New cost center for rail fees
PIC395	(15,500)	-	-	-	100.00%	New cost center for farm income
Maintenance (Before Allocations)	(1,126,500)	(1,099,500)	(999,207)	(1,278,650)	2.46%	
Total Operating Expenses	(2,022,000)	(1,922,500)	(1,838,156)	(2,037,150)	5.18%	
Administration Expenses						
Administration (Before Allocations)	(1,659,000)	(1,544,000)	(1,322,477)	(1,430,500)	7.45%	Excess liability, salaries, software
Total Administration Expenses	(1,659,000)	(1,544,000)	(1,322,477)	(1,430,500)	7.45%	
Net Operating Income (After Allocations)						
Big Pasco Industrial Center	778,791	787,310	1,350,351	272,010	-1.08%	
The Wharf	(30,878)	(16,782)	(1,633)	(61,322)	84.00%	
Container Terminal	27,933	50,327	48,717	(483)	-44.50%	
Osprey Pointe	(31,097)	(53,663)	10,867	(71,805)	-42.05%	
Reimann Industrial Center	(41,348)	58,708	(42,547)	-	-170.43%	
Pasco Processing Center	41,500	-	24,681	-	100.00%	
PIC395	8,500	-	36,000	-	100.00%	
Administration	(160,900)	(149,400)	(132,248)	(138,050)	-7.70%	
Total Net Operating Income	592,500	676,500	1,294,189	350	-12.42%	

**Port of Pasco
2022 Budget**

Port	2022 Budget	2021 Budget	2021 Projected	2020 Budget	Budget Variance	2021 Budget Variance Comments
Nonoperating Revenues						
Tax Revenue	2,600,000	2,500,000	2,432,004	2,450,000	-4.00%	
Receipts in Lieu of Taxes	50,000	50,000	64,766	50,000	0.00%	
Interest Income	22,500	50,000	16,551	50,000	55.00%	
Gain on Disposal	3,345,000	-	-	-	100.00%	
Grants - Federal - EDA	2,600,000	3,429,000	4,383,235	2,000,000	24.18%	
Grants - Federal - DOT	-	1,011,500	1,011,500	-	0.00%	
Grants - State	7,500,000	37,500	-	37,500	-19900.00%	
Grants - CERB	86,250	-	-	-	100.00%	
Grants - County .09 Funds	1,300,000	-	-	-	100.00%	
Loan Repayment - Airport	154,000	454,000	3,154,000	-	66.08%	
Total Nonoperating Revenue	17,657,750	7,532,000	11,062,056	4,587,500	134.44%	
Nonoperating Expenses						
Bond Issuance Costs	(75,000)	-	-	-	100.00%	
Interest Expense	(170,500)	(227,000)	(266,258)	(353,500)	-24.89%	
Soils Clean-up	(50,000)	(50,000)	(25,000)	(50,000)	0.00%	
Election Expense	-	-	(21,500)	-	0.00%	
Total Nonoperating Expenses	(295,500)	(277,000)	(312,758)	(403,500)	6.68%	
Nonoperating Income (Loss)	17,362,250	7,255,000	10,749,298	4,184,000	139.31%	
Net Income Before Depreciation	17,954,750	7,931,500	12,043,487	4,184,350	126.37%	
Balance Sheet Transactions						
Debt Proceeds	8,708,750	-	-	-	100.00%	TIF, CERB
Debt Payments	(555,540)	(555,540)	(356,887)	(615,387)	0.00%	
Capital Projects	(3,151,787)	(4,216,088)	(8,231,591)	(3,011,180)	-25.24%	RIC Phase 1, EDA
Grant Funded Capital Projects	(20,195,000)	(4,440,500)	(5,394,735)	(2,000,000)	354.79%	RIC Phase 1, EDA
Total Balance Sheet Transaction	(15,193,577)	(9,212,128)	(13,983,214)	(5,626,567)	64.93%	
Increase (Decrease) in Cash Position	2,761,173	(1,280,628)	(1,939,727)	(1,442,217)	-315.61%	

**Port of Pasco
2022 Budget**

Airport	2022 Budget	2021 Budget	2021 Projected	2020 Budget	Budget Variance	Comments
Operating Revenues						
Airfield	2,189,000	2,054,000	2,273,416	2,003,000	6.57%	Airline rates increased per expenses
Terminal	6,103,500	4,705,000	6,036,136	6,999,000	29.72%	75% of 2020 budget for concessions
Industrial Center	778,000	771,000	781,501	743,000	0.91%	
Business Center	160,500	93,000	151,229	280,000	72.58%	Battelle moved to airfield in 2021
Recreational Center	13,500	8,000	11,678	8,000	68.75%	
Security	121,800	120,800	127,575	120,800	0.83%	
ARFF	20,000	30,000	19,211	30,000	-33.33%	
Administration Revenue	-	-	-	27,000	0.00%	Master plan moved to non-operating
Total Operating Revenues	9,386,300	7,781,800	9,400,746	10,210,800	20.62%	
Operating Expenses						
Airfield	(394,500)	(325,000)	(337,641)	(367,000)	21.38%	Airfield study
Terminal	(989,500)	(962,000)	(882,369)	(1,060,500)	2.86%	
Industrial Center	(89,000)	(101,000)	(100,054)	(110,500)	-11.88%	Re-bill Construction water line
Business Center	(12,500)	(15,000)	(19,823)	(18,500)	-16.67%	
Recreational Center	(7,000)	(7,000)	(6,428)	(7,000)	0.00%	
Maintenance (Before Allocations)	(1,023,000)	(797,500)	(746,899)	(1,089,700)	28.28%	Added staff to department
Security (Before Allocations)	(978,500)	(964,000)	(892,770)	(948,000)	1.50%	
ARFF (Before Allocations)	(1,117,000)	(1,052,000)	(1,056,615)	(996,000)	6.18%	Contract & equipment maintenance
Total Operating Expenses	(4,611,000)	(4,223,500)	(4,042,598)	(4,597,200)	9.17%	
Administration Expenses						
Administration (Before Allocations)	(2,117,500)	(1,859,500)	(1,795,918)	(2,037,000)	13.87%	Excess liability, salaries, consultants
Total Administration Expenses	(2,117,500)	(1,859,500)	(1,795,918)	(2,037,000)	13.87%	
Net Operating Income with Allocations						
Airfield	(679,930)	(476,092)	(207,346)	(713,152)	42.81%	
Terminal	3,038,065	1,900,358	3,403,815	3,926,407	59.87%	
Industrial Center	247,511	284,627	314,468	200,634	-13.04%	
Business Center	76,241	15,506	71,503	191,624	391.70%	
Recreational Center	(24,086)	(25,599)	(20,211)	(28,913)	-5.91%	
Total Net Operating Income	2,657,800	1,698,800	3,562,229	3,576,600	56.45%	

**Port of Pasco
2022 Budget**

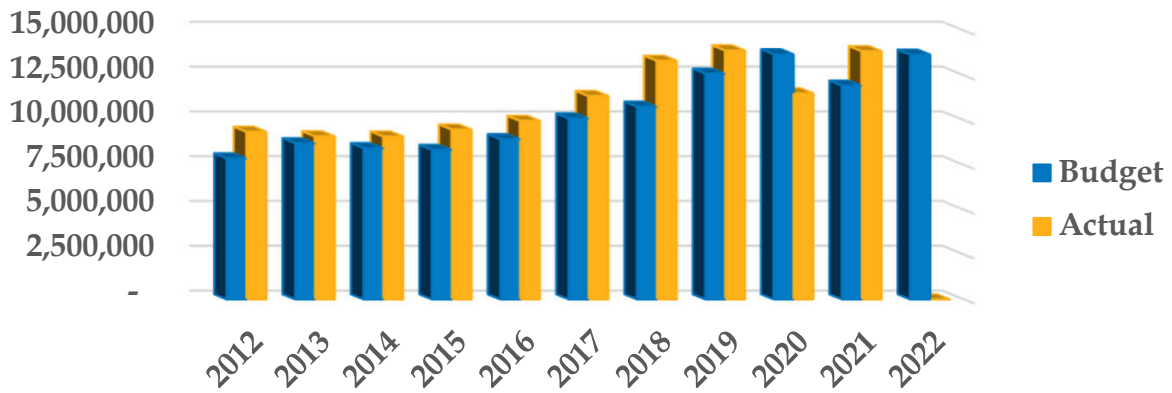
Airport	2022 Budget	2021 Budget	2021 Projected	2020 Budget	Budget Variance	Comments
Nonoperating Revenue						
Interest Income	16,500	31,000	9,542	43,000	-46.77%	
Grants - Federal - FAA	900,000	1,359,000	5,355	4,016,700	-33.77%	
Grants - CARES	2,047,122	1,741,920	4,921,835	-	17.52%	
Grants - State	264,000	-	-	-	100.00%	
Grants - Battelle	-	-	597,340	-	0.00%	
CFC Revenue	450,000	450,000	479,524	600,000	0.00%	
PFC Revenue	1,350,000	1,350,000	1,348,870	1,800,000	0.00%	
Other	-	-	16,575	-	0.00%	
Total Nonoperating Revenue	5,027,622	4,931,920	7,379,042	6,459,700	1.94%	
Nonoperating Expenses						
Interest Expense	(799,993)	(891,000)	(891,102)	(953,150)	-10.21%	
Grant Projects	(301,000)	(700,000)	(93,811)	-	-57.00%	
Loan Repayment - Port	(154,000)	(454,000)	(3,154,000)	-	-66.08%	
Total Nonoperating Expenses	(1,254,993)	(2,045,000)	(4,138,913)	(953,150)	-38.63%	
Nonoperating Income (Loss)	3,772,629	2,886,920	3,240,129	5,506,550	30.68%	
Net Income Before Depreciation	6,430,429	4,585,720	6,802,358	9,083,150	40.23%	
Balance Sheet Transactions						
Debt Proceeds	1,496,000	-	-	-	0.00%	
Debt Payments	(1,250,021)	(1,215,685)	(1,190,447)	(1,296,124)	2.82%	
Capital Projects	(540,000)	(198,000)	(198,000)	(770,694)	172.73%	
Grant Funded Capital Projects	(2,660,000)	(729,000)	(5,355)	-	264.88%	
CFC Funds	(450,000)	(450,000)	(479,524)	(600,000)	0.00%	
Total Balance Sheet Transaction	(3,404,021)	(2,592,685)	(1,873,326)	(2,666,818)	31.29%	
Increase (Decrease) in Cash Position	3,026,408	1,993,035	4,929,032	6,416,332	51.85%	
Increase (Decrease) in Cash Position without CARES	979,286	251,115	7,197	6,416,332	289.98%	

**Port of Pasco
2022 Budget**

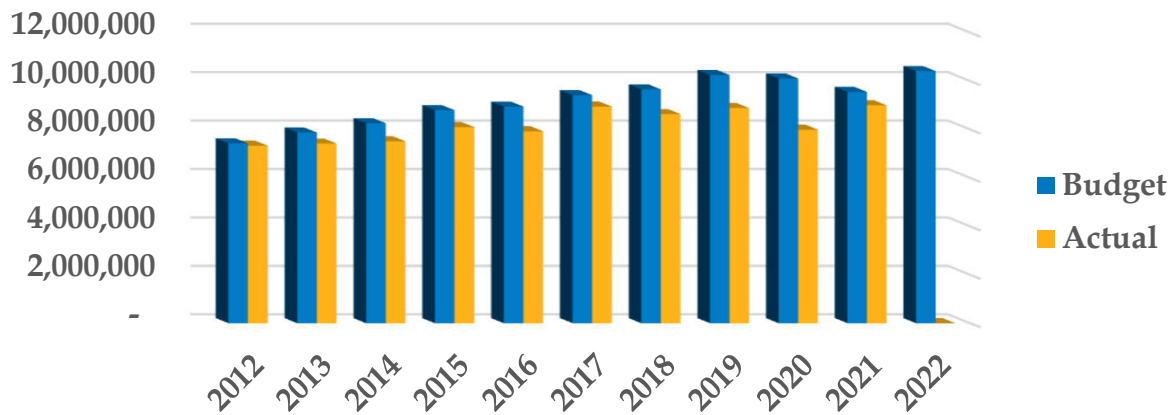
Port Administration Allocation	2022 Budget	2021 Budget	2021 Projected	2020 Budget	Variance	Comments
Port Administrative Expenses						
Salaries	1,103,000	1,039,000	1,002,791	1,015,000	6.16%	
Payroll Taxes / L&I	81,500	79,000	80,521	80,000	3.16%	
Retirement	157,000	173,000	151,599	149,000	-9.25%	
Group Insurance	319,000	299,000	254,578	302,000	6.69%	
Other Benefits	18,000	18,000	17,250	18,000	0.00%	
Total	1,678,500	1,608,000	1,506,739	1,564,000	4.38%	
Allocation to the Airport						
Hayden, Randy	40%	40%	40%	40%	0.00%	Proportionate share for oversight
Watts, Donna	70%	70%	70%	70%	0.00%	Proportionate Rev/Exp Ratio
McFadden, Stephen	25%	15%	15%	35%	66.67%	Airport Marketing & Advertising
Reyna, Mayra	25%	25%	25%	25%	0.00%	Airport Industrial Park lease oversight
French, Lori	50%	50%	50%	50%	0.00%	Proportionate share for Human Resources
Friesz, Tracy	15%	10%	10%	30%	50.00%	Proportionate share for Engineering
Leahy, Ariel	75%	75%	75%	75%	0.00%	Proportionate Rev/Exp Ratio
Newman, Diane	70%	70%	70%	70%	0.00%	Proportionate Rev/Exp Ratio
Burney, Audrey	15%	15%	15%	15%	0.00%	Properties for Port
Rykman, Jean	50%	50%	50%	50%	0.00%	Proportionate share for oversight
Klindworth, Jim	50%	50%	50%	50%	0.00%	Proportionate share for oversight
Gordon, Vicki	50%	50%	50%	50%	0.00%	Proportionate share for oversight
Total	45%	43%	43%	47%	2.88%	
Total	748,331	696,800	652,920	729,867		
Port Office Expenses Allocation	50%	50%	50%	50%		
Tech Support	50%	50%	50%	50%		
Accounting & Auditing	50%	50%	50%	50%		
Attorney Fees	50%	50%	50%	50%		
Federal Representation	50%	50%	50%	50%		
WPPA Expenses	25%	25%	25%	25%		

Port of Pasco 2022 Budget

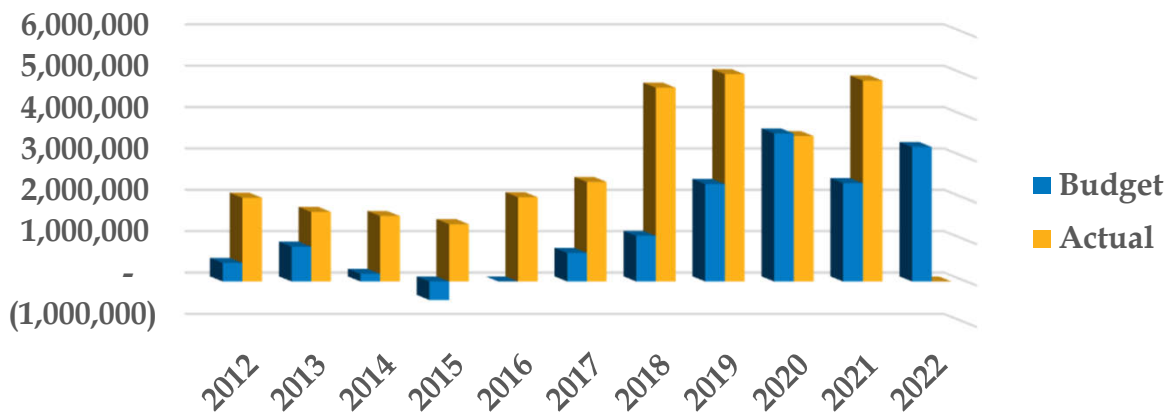
Revenues Budget vs Actual



Operating & Administration Expenses Budget vs Actual

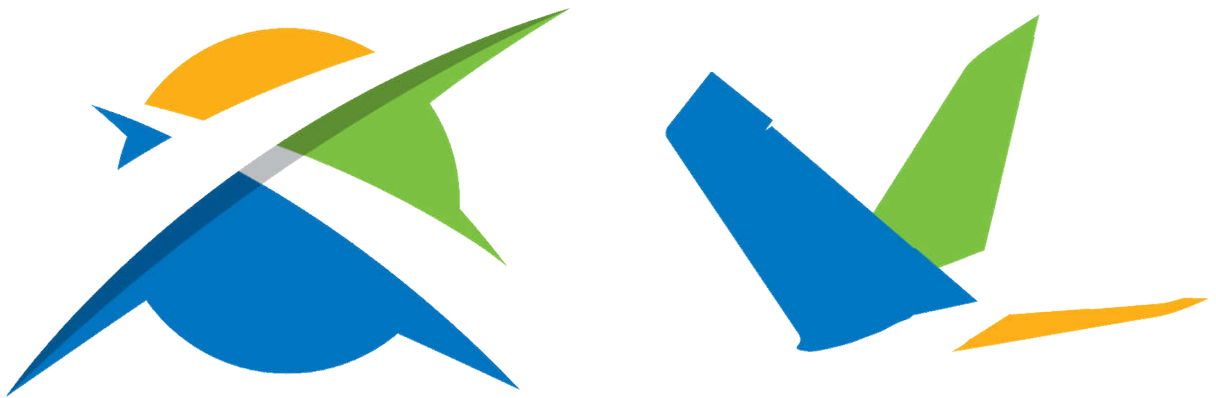


Operating Net Income Budget vs Actual



Port of Pasco

2022 Tax Levy



**Port of Pasco
2022 Preliminary Tax Levy**

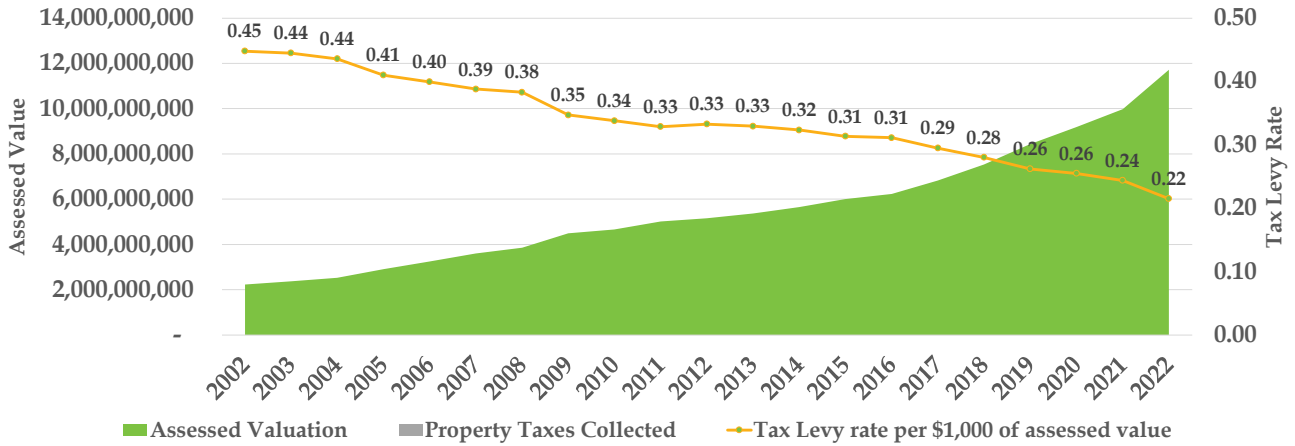
2022 Tax Levy	Assessed Value	Rate		Highest Regular Levy
2021 Actual Levy	9,974,478,793	0.24382		\$2,432,001
2021 1% Increase			+	\$24,320
2021 New Construction Increase	272,205,951	0.24382	+	\$66,370
2021 Increase in State Assess Property Value	25,000,000	0.24382	+	<u>\$6,096</u>
2021 Tax Levy with 1% + New Construction			=	\$2,528,786
2022 Preliminary Assessed Value	11,396,614,540	0.22189		\$2,528,786

2022 Debt Limitations	Assessed Value	Rate		Debt Limit
Voter Approved	\$11,396,614,540	0.75%		\$85,474,609
Non Voter	\$11,396,614,540	0.25%		\$28,491,536

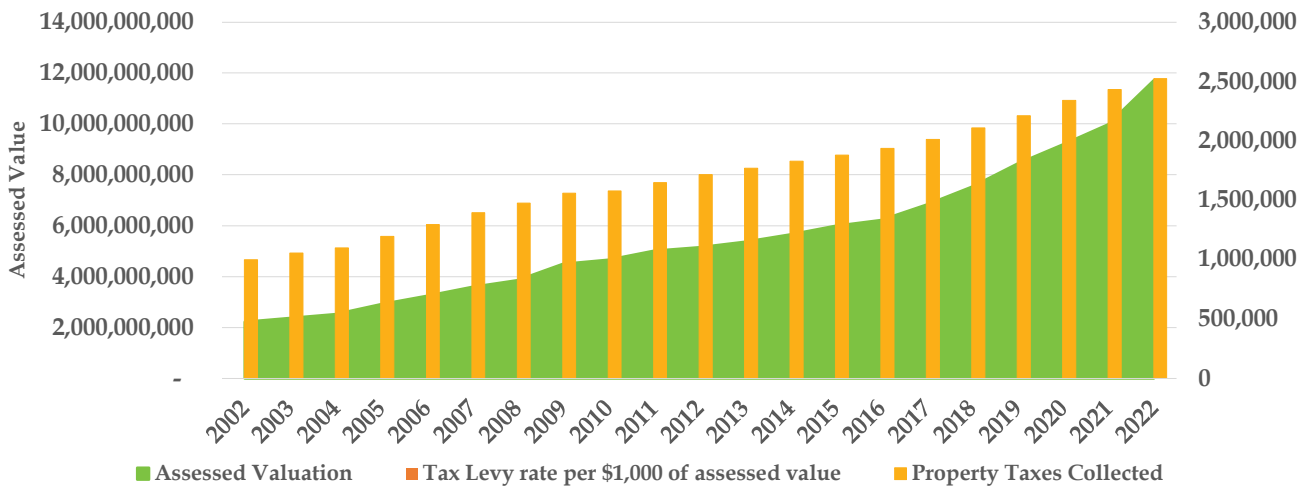
Current LTGO Debt	Debt Amount
2012 GO	\$730,000
2019 BBB - RIC Land Purchase	\$923,668
2020 Bonds - Ref 2010 Bonds/LID	\$3,630,000
HAIEF - Airport Land	\$518,261
HAIEF - RIC Land Purchase	\$2,165,024
CERB 2009 - Parsons Building (Laggari)	\$411,695
CERB 2018 - Battelle Hangar	\$1,647,421
CERB 2020 - RIC Phase 1 Railroad	<u>\$575,000</u>
Total	\$10,601,068
Available Non-Voted Debt	\$17,890,468
Avaiable Voted-Debt	\$30,998,792

**Port of Pasco
2022 Preliminary Tax Levy**

Levy Rate & Tax Collections



Assessed Valuation & Tax Collections



	2021	2022
Assessed Valuation	9,974,478,793	11,722,507,591
Tax Levy rate per \$1,000 of assessed value	0.24389	0.21520
Property Taxes Collected	2,432,656	2,522,691

2022 Levy Options	Property Taxes Levied	Levy Rate	\$300,000 Home Change in Taxes
New Construction Only	\$2,499,025.82	0.21318	-\$9.21
New Construction plus 1%	\$2,528,786.48	0.21572	-\$8.45

Port of Pasco

Top Tenants



Port of Pasco Top Tenants

Port Tenants	Current Monthly Rent	Past 12 Months Rent
1 Mid-Columbia Warehouses, Inc.	\$ 53,281	\$ 626,041
2 Propak Logistics, Inc.	\$ 38,447	\$ 444,479
3 Inland Empire Distributing Sys	\$ 35,515	\$ 314,758
4 Leggari	\$ 21,714	\$ 256,205
5 Aromatics, Inc.	\$ 21,518	\$ 235,681
6 KIS International	\$ 18,684	\$ 222,788
7 Zen Noh Hay Inc.	\$ 16,325	\$ 199,348
8 Evans Enterprises	\$ 13,509	\$ 166,542
9 U S Department of Commerce (NOAA)	\$ 12,774	\$ 153,148
10 Tri-City Delivery	\$ 11,365	\$ 129,705
Total	\$ 243,132	\$ 2,748,695

Tri-Cities Airport Tenants	Current Monthly Rent	Past 12 Months Rent
1 Republic Parking Systems	\$ 227,370	\$ 1,619,097
2 Delta	\$ 116,716	\$ 1,368,744
3 Horizon Airlines	\$ 98,750	\$ 1,105,194
4 United Airlines	\$ 62,505	\$ 655,219
5 Allegiant Air	\$ 33,429	\$ 431,068
6 Avis	\$ 62,415	\$ 420,199
7 Enterprise Leasing Co. of Wa	\$ 36,805	\$ 355,570
8 Hertz Rent A Car	\$ 26,170	\$ 252,371
9 National Car Rental Systems	\$ 26,930	\$ 234,213
10 Battelle	\$ 13,227	\$ 166,562
Total	\$ 704,316	\$ 6,608,239

Port & Tri-Cities Airport Tenant	Current Monthly Rent	Past 12 Months Rent
Apollo Mechanic & Sheet Metal	\$ 23,526	\$ 289,577

Port of Pasco

2022 Marketing Budget



**Port of Pasco
2022 Preliminary Marketing Budget**

2022 Port Marketing Budget	2022 Budget
Advertising	
DPDA	\$10,000
Port Promotion (Pasco Chamber, Taco Crawl, etc)	\$10,000
Total Advertising	\$20,000
Marketing	
Golden Shovel Virtual Marketing – Reimann	\$25,000
Port of Pasco New Trade Show booth	\$10,000
Retail/Commercial Recruitment Materials	\$5,000
Trade Show Promotional Items	\$5,000
Total Marketing	\$45,000
Website	
Maintenance & General Updates	\$3,000
Total Website	\$3,000
Marketing Miscellaneous	
Osprey Pointe Marketplace	\$5,000
Regional Trade Shows (Ag Expo)	\$5,000
Total Marketing Miscellaneous	\$10,000
Newsletter	
Complete production, printing, and distribution (2 editions)	\$10,000
Total Newsletter	\$10,000
Economic Development	
TRIDEC Annual Lead Generation	\$35,000
Port (3 Trade Shows)	\$10,000
Port of Pasco/EWEDA Trade Shows	\$5,000
Total Economic Development	\$50,000
Travel Marketing	\$8,000
Travel Economic Development	\$7,000
Total Port Marketing Budget	\$153,000
2022 Airport Marketing Budget	2022 Budget
Advertising	
Campaign - NE Oregon or Yakima	\$20,000
Campaign - Fly Local (Dependent on COVID)	\$20,000
Business Center	\$2,500
Total Advertising	\$42,500
Marketing	
Golden Shovel Virtual Marketing – Businss Center	\$25,000
Social Media, Press Releases, New Service Planning, Other Airport Related Marketing Assistance	\$24,000
Community Advertising - Dust Devils (baseball)	\$6,000
Community Advertising - Americans (hockey)	\$6,000
Passenger Appreciation	\$3,000
Total Marketing	\$64,000
Website	
Maintenance & General Updates	\$4,000
Total Website	\$4,000
Marketing Miscellaneous	\$5,000
Newsletter	
Complete production, printing, and distribution (2 editions)	\$10,000
Total Newsletter	\$10,000
Total Airport Marketing Budget	\$125,500