

**LA CROSSE REGIONAL AIRPORT  
LA CROSSE, WI**

**Calculation of Rates and Charges for Calendar Year 2018**

**Schedule 1 - Calculation of Terminal Building Rental Rates**

Terminal Building Airline Leased Space

Airline Exclusive Use Space (Sq. Ft)		
Ticket Counters and Office Space		2,408
Airline Joint Use Space (Sq. Ft)		
Holdrooms		5,975
Baggage Claim Area		1,434
Inbound Baggage Area		1,600
Outbound Baggage Area		2,400
Commuter Arrival Walkways		2,700
Total Joint Use Space		14,109
Total Airline Leased Space (Sq. Ft)		16,517

Airline Terminal Building Requirement

Terminal Building Operations Maintenance Expenses		
Without New Terminal Building Depreciation and Interest Expenses		
(Reference Schedule 3)		\$1,006,044.77
Total Rented Space (Sq. Ft)	20,335	
Terminal Administrative Space	1,641	
Airline Rented Space (Sq. Ft)	16,517	X
Percent of Airline Space		75.16%
		=
Terminal Building Rental Requirements		\$756,143.25
		/
Airline Rented Space (Sq. Ft)		16,517
		=
Compensatory Rental Rate Per Sq. Ft Per Year		\$45.78

Airline Terminal Building Rent

Airline Exclusive Use Space Rent		\$110,237.51
Airline Joint Use Space Rent		
100% Equally Divided Among Airlines		\$645,905.74
<b>Total Airline Terminal Building Charge</b>		<b>\$756,143.25</b>

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**Schedule 2 - Calculation of Landing Fees**

Airline Landing Fee Requirement

Airfield Operations Maintenance Expenses (Reference Schedule 3)		\$1,058,059.06
Less Fuel Flowage Fees/Surcharges		\$42,033.39
Landing Fee Requirement		\$1,016,025.67
Air Carrier Landed Weight (1,000 lb. units):		
Delta Airlines	47,715	
American Airlines	64,507	/
Total Air Carrier Landed Weight		112,222
		=
Full Cost Recovery Residual Landing Fee Per 1,000 Pounds of Landed Weight		\$9.05
		-
Final 2018 Landing Fee Rate (Estimated 78.10% Subsidy)		\$1.98
<b>Total Airline Landing Fee Charge</b>		<b>\$222,509.62</b>

*Note: Starting subsidy of 83.90% based on estimated landing weight*

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**Schedule 3 - Operations and Maintenance Expenses with Indirect Expenses Allocated to Direct Cost Centers**

Budgeted Operations and Maintenance Expenses	Direct Cost Centers				Subtotal	Indirect Cost Centers		Total
	Airfield	Terminal Building	Other Buildings - Areas			Adminis- tration	Public Safety	
			Aero	Non-Aero				
Personnel Expenses	\$537,376.75	\$233,642.07	\$59,578.73	\$0.00	\$830,597.54	\$0.00	\$406,455.39	\$1,237,052.93
Supplies	\$34,758.23	\$16,857.60	\$2,601.52	\$0.00	\$54,217.35	\$1,553.01	\$4,669.55	\$60,439.91
Contracted Services	\$8,207.96	\$28,727.87	\$2,051.99	\$0.00	\$38,987.82	\$0.00	\$2,051.99	\$41,039.81
Utilities	\$44,896.92	\$122,609.25	\$14,123.77	\$1,154.23	\$182,784.17	\$10,619.13	\$29,118.66	\$222,521.96
Repairs and Maintenance	\$134,386.02	\$84,569.23	\$3,282.83	\$3,577.62	\$225,815.70	\$2,865.34	\$27,956.90	\$256,637.94
Other Operating Expenses	\$0.00	\$0.00	\$0.00	\$29,880.33	\$29,880.33	\$314,943.17	\$26,893.35	\$371,716.85
City Services	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,023.98	\$91,256.00	\$95,279.98
Operations & Maintenance Expenses Before Minor Capital Expenditures, Depreciation, & Interest	\$759,625.88	\$486,406.01	\$81,638.84	\$34,612.19	\$1,362,282.91	\$334,004.63	\$588,401.84	\$2,284,689.38
Minor Capital Expenditures < \$50,000	\$35.67	\$285.40	\$0.00	\$0.00	\$321.07	\$113.99	\$0.00	\$435.06
Depreciation of Airport Funded Assets	\$30,999.54	\$36,827.45	\$13,267.80	\$371.99	\$81,466.78	\$37,819.44	\$4,711.93	\$123,998.15
Interest Expense	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Operations &amp; Maintenance Expenses</b>	<b>\$790,661.09</b>	<b>\$523,518.86</b>	<b>\$94,906.64</b>	<b>\$34,984.18</b>	<b>\$1,444,070.77</b>	<b>\$371,938.05</b>	<b>\$593,113.77</b>	<b>\$2,409,122.59</b>
Allocation Percentages for Administration Indirect Cost Center Expenses	40.00%	50.00%	8.00%	2.00%	100.00%			
Allocation of Administration Expenses	\$148,775.22	\$185,969.03	\$29,755.04	\$7,438.76	\$371,938.05	-\$371,938.05	\$0.00	\$0.00
Allocation Percentages for Public Safety Indirect Cost Center Expenses	20.00%	50.00%	10.00%	20.00%	100.00%			
Allocation of Safety Expenses	\$118,622.75	\$296,556.88	\$59,311.38	\$118,622.75	\$593,113.77	\$0.00	-\$593,113.77	\$0.00
<b>Total Budgeted Operations &amp; Maintenance Expenses</b>	<b>\$1,058,059.06</b>	<b>\$1,006,044.77</b>	<b>\$183,973.06</b>	<b>\$161,045.70</b>	<b>\$2,409,122.59</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$2,409,122.59</b>

## 2018 END OF YEAR AIRLINE PAYMENT RECONCILIATION WORKSHEET

### TERMINAL BUILDING RENTAL - 100% ENPLANEMENT BASED

Location	Sq Ft.	Beginning Rate/Sq. Ft.	Projected Total	Share Sq Ft.		Ending Rate/Sq. Ft.	EOY Requirement		TOTAL	
				DELTA	AMERICAN		DELTA	AMERICAN		
DELTA Exclusive Ticket Counter and Office	1,502	\$48.58	\$72,967.16	1502		\$45.78	\$68,761.56			
AMERICAN Exclusive Ticket Counter and Office	906	\$48.58	\$44,013.48		906	\$45.78		\$41,476.68		
Joint Use Space	14,109	\$48.58	\$685,415.22	6103	8006	\$45.78	279395.34	\$366,514.68		
TOTALS	16,517		\$802,395.86	\$7,605.00	\$8,912.00		EOY Requirement \$348,156.90	\$407,991.36	\$756,148.26	
							CREDIT APPLIED 35%	-\$121,854.92	-\$142,796.98	\$491,496.37
							EOY Actual Payments	\$240,530.62	\$279,661.99	\$520,192.61
							Owe/(Reimburse)	(\$14,228.64)	(\$14,467.61)	-\$28,696.24

LANDING FEES	Projected Pounds (1,000's)	Beginning Rate/1,000	Projected Total	Ending Rate/1,000	Ending Pounds (1,000's)	EOY Requirement	2018 Actual Payments	Owe/(Reimburse)
								Required
DELTA	44,000	\$2.00	\$88,000.00	\$1.98	47,715	\$94,607.53	\$95,356.80	(\$749.27)
AMERICAN	53,000	\$2.00	\$106,000.00	\$1.98	64,507	\$127,902.09	\$129,013.05	(\$1,110.96)
TOTALS	97,000		\$194,000.00		112,222	\$222,509.62	\$224,369.85	-\$1,860.23

	Enplanements	Market Share	Total EOY Requirement	EOY Actual Payments	CREDITS APPLIED	Total Owe/(Reimburse)
American	54,688	0.567455953	\$535,893.45	\$408,675.04	-\$142,796.98	(\$15,578.57)
Delta	41,686	0.432544047	\$442,764.43	\$335,887.42	-\$121,854.92	(\$14,977.90)
TOTALS	96,374	1.000000000	\$978,657.88	\$744,562.46	-\$264,651.89	(\$30,556.47)

Amount (More)/Less than \$1.323 Million Cap \$608,994.01