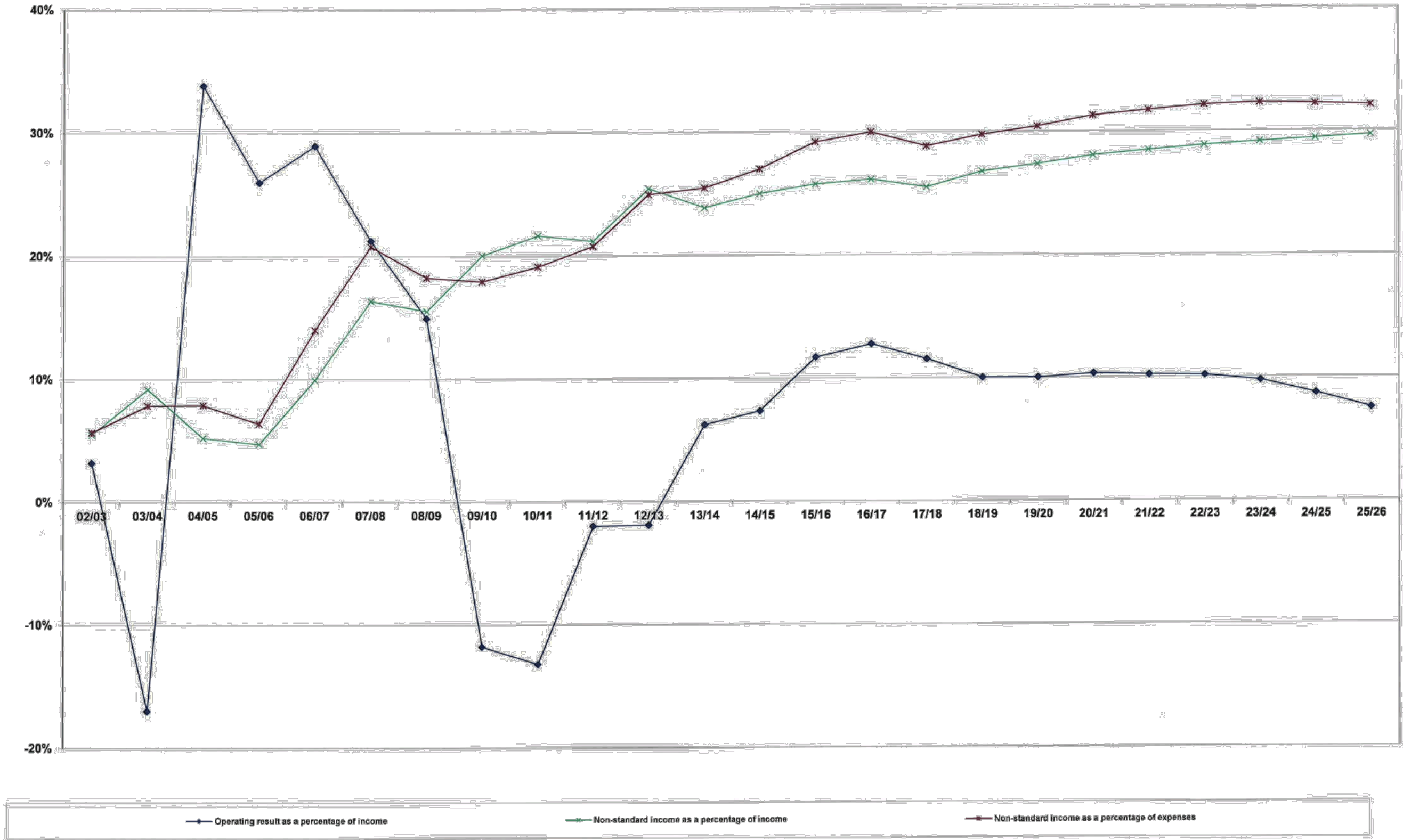


Ballina Byron Gateway Airport - Operating Result and Cash Flow Analysis - 2002/03 to 2026/27 (March 2017 Revision)																							
Actual									Estimated														
2002/03	2004/05	2006/07	2008/09	2010/11	2011/12	2013/14	2014/15	2015/16	Ledger	Description	2016/17	2017/18	%	2018/19	2019/20	2020/21	2021/22	2022/23	2023/24	2024/25	2025/26	2026/27	
<b>OPERATING REVENUES</b>																							
	124%	20%	6%	6%	14%	11%	10%	(9%)		Passenger Numbers (% Growth)		11%		4%	4%	4%	4%	4%	0%	0%	0%	0%	
82,577	189,202	319,579	330,185	287,226	327,906	396,400	436,300	396,400		Passengers	475,800	526,000		547,000	569,000	590,000	612,000	634,000	634,000	634,000	634,000	634,000	
	94%	13%	(4%)	9%	35%	6%	3%	20%		Passenger Charges / Landing Fees (% Growth)		7%		1%	1%	1%	1%	1%	1%	1%	1%	1%	
818,900	1,075,400	1,453,700	1,299,600	1,299,300	1,808,500	2,057,000	2,138,600	2,189,600	26100.4101.0135	Income - Passenger Charges (RPT)	2,363,000	2,509,000	6%	2,533,000	2,547,000	2,562,000	2,575,000	2,591,000	2,605,000	2,621,000	2,634,000	2,649,000	
53,700	113,600	18,700	49,800	80,100	55,000	56,000	39,000	41,600	26100.4105.0135	Income - Landing Fees Miscellaneous	52,000	65,000	25%	67,000	69,100	71,200	73,400	75,700	78,000	80,400	82,900	85,400	
<b>Contributions to Council Expenses</b>																							
0	0	0	0	0	0	63,500	46,200	83,800	26100.4117.0169	Contributions - Fire Station, NDB and Generator	70,000	72,000	3%	74,200	76,500	78,800	81,200	83,700	86,300	88,900	91,600	94,400	
0	0	0	0	0	0	259,700	240,100	214,100	26100.4120.0169	Contributions - Loan Interest NSW LIRS	184,400	157,300	-15%	129,100	99,700	69,100	37,300	6,300	0	0	0	0	0
0	0	0	0	0	0	0	0	0	26100.4120.0169	Contributions - CAGRO Operations	110,000	341,000	210%	352,000	362,000	373,000	384,000	396,000	408,000	420,000	432,000	445,000	
<b>Other Fees and Charges</b>																							
0	256,700	564,600	1,100,000	751,100	881,400	1,078,000	1,067,000	1,265,000	26100.4106.0135	Security Charges Jet Airlines	1,350,000	1,464,000	8%	1,508,000	1,553,300	1,599,900	1,647,900	1,697,400	1,748,400	1,800,900	1,855,000	1,910,700	
8,500	19,700	56,100	64,800	91,000	184,400	228,800	278,500	329,200	26100.4107.0135	Car Rental Franchises	360,000	418,200	16%	430,800	443,800	457,200	471,000	485,200	499,800	514,800	530,300	546,300	
18,500	21,300	25,900	45,200	47,900	51,600	62,400	64,200	59,200	26100.4108.0135	Hanger, Land and Other Building Rentals	65,000	65,700	1%	67,700	69,800	71,900	74,100	76,400	78,700	81,100	83,600	86,200	
9,500	10,000	10,600	24,500	25,500	26,500	36,800	37,000	38,700	26100.4109.0135	Airport Fuel Site Rent	39,000	39,800	2%	41,000	42,300	43,600	45,000	46,400	47,800	49,300	50,800	52,400	
10,500	10,900	2,900	26,800	25,300	26,600	51,000	84,000	58,300	26100.4110.0135	Rental Terminal Building - Café and AusFlight	57,000	51,200	-10%	52,800	54,400	56,100	57,800	59,600	61,400	63,300	65,200	67,200	
0	0	0	0	0	0	0	0	0	26100.4110.0135	Rental Terminal Building - Expansion	0	50,000	0%	100,000	120,000	150,000	154,500	159,200	164,000	169,000	174,100	179,400	
3,700	14,100	21,900	20,800	20,300	20,400	20,400	23,000	14,500	26100.4111.0135	Rental Old Terminal Building	23,000	25,000	9%	25,800	26,600	27,400	28,300	29,200	30,100	31,100	32,100	33,100	
0	3,600	3,700	4,200	6,400	3,800	3,800	5,200	3,100	26100.4112.0135	Aviation Security Cards	5,000	5,200	4%	5,400	5,600	5,800	6,000	6,200	6,400	6,600	6,800	7,100	
0	0	76,100	175,900	238,600	293,600	414,900	467,200	568,000	26100.4113.0135	Airport Car Parking	640,000	660,000	3%	679,800	700,200	721,300	743,000	765,300	788,300	812,000	836,400	861,500	
0	0	1,500	0	0	0	65,400	72,400	67,000	26100.4116.0135	Advertising	72,000	73,000	1%	105,200	108,400	111,700	115,100	118,600	122,200	125,900	129,700	133,600	
0	0	14,000	67,500	112,800	111,300	119,000	131,800	143,000	26100.4115.0135	Airport Shuttle Bus Rents	167,000	148,000	-11%	152,500	157,100	161,900	166,800	171,900	177,100	182,500	188,000	193,700	
0	0	12,000	20,200	20,800	20,000	29,100	21,000	31,500	26100.4115.0135	Airport Car Parking Fines	25,000	25,000	0%	25,800	26,600	27,400	28,300	29,200	30,100	31,100	32,100	33,100	
0	0	0	0	0	0	0	0	0	26100.4123.0190	Airport Lease Rentals	10,000	17,000	70%	17,600	18,200	18,800	19,400	20,000	20,600	21,300	22,000	22,700	
0	0	0	0	0	0	72,000	0	0	26100.4118.0190	Interest Earned	0	0	0%	0	0	0	0	0	0	0	0	0	
923,300	1,525,300	2,261,700	2,899,300	2,719,100	3,483,100	4,617,800	4,709,800	5,112,000		<b>Total Operating Revenues</b>	<b>5,592,400</b>	<b>6,186,400</b>	<b>11%</b>	<b>6,367,700</b>	<b>6,480,600</b>	<b>6,607,100</b>	<b>6,708,100</b>	<b>6,817,300</b>	<b>6,952,200</b>	<b>7,099,200</b>	<b>7,246,600</b>	<b>7,400,800</b>	
<b>OPERATING EXPENSES</b>																							
<b>Management</b>																							
9,800	3,100	80,400	168,900	356,600	400,000	425,600	451,000	440,500	35120.0300.0300	Salaries and Oncosts	480,000	524,400	9%	540,100	556,300	573,000	590,200	607,900	626,100	644,900	664,200	684,100	
1,300	(800)	4,400	7,400	13,300	9,800	18,900	16,400	18,200	35120.0328.0343	Conferences and Seminars	15,000	15,000	0%	15,500	16,000	16,500	17,000	17,500	18,000	18,500	19,100	19,700	
0	0	0	1,400	20,200	45,600	36,300	32,300	35,700	35120.0350.0401	Office Expenses	40,000	30,000	-25%	30,900	31,800	32,800	33,800	34,800	35,800	36,900	38,000	39,100	
0	0	0	12,500	21,000	21,500	19,500	20,100	20,100	35120.0504.0347	Vehicle	19,000	19,600	3%	20,200	20,800	21,400	22,000	22,700	23,400	24,100	24,800	25,500	
<b>Buildings and Facilities - Maintenance</b>																							
39,200	49,500	89,300	129,700	142,600	122,000	117,100	113,700	101,100	35120.0425.0401	Cleaning Contracts	113,000	152,000	35%	171,600	176,700	182,000	187,500	193,100	198,900	204,900	211,000	217,300	
30,200	49,200	52,200	74,600	96,000	132,400	95,500	98,300	119,700	35120.0530.0401	Buildings Maintenance	82,000	75,000	-9%	77,300	79,600	82,000	84,500	87,000	89,600	92,300	95,100	98,000	
17,000	22,200	46,400	33,800	44,900	59,600	56,700	35,700	49,700	35120.4128.0401	Airport Building Area, Roads and Services	36,000	56,000	56%	57,700	59,400	61,200	63,000	64,900	66,800	68,800	70,900	73,000	
<i>(operating result continued on following page)</i>																							

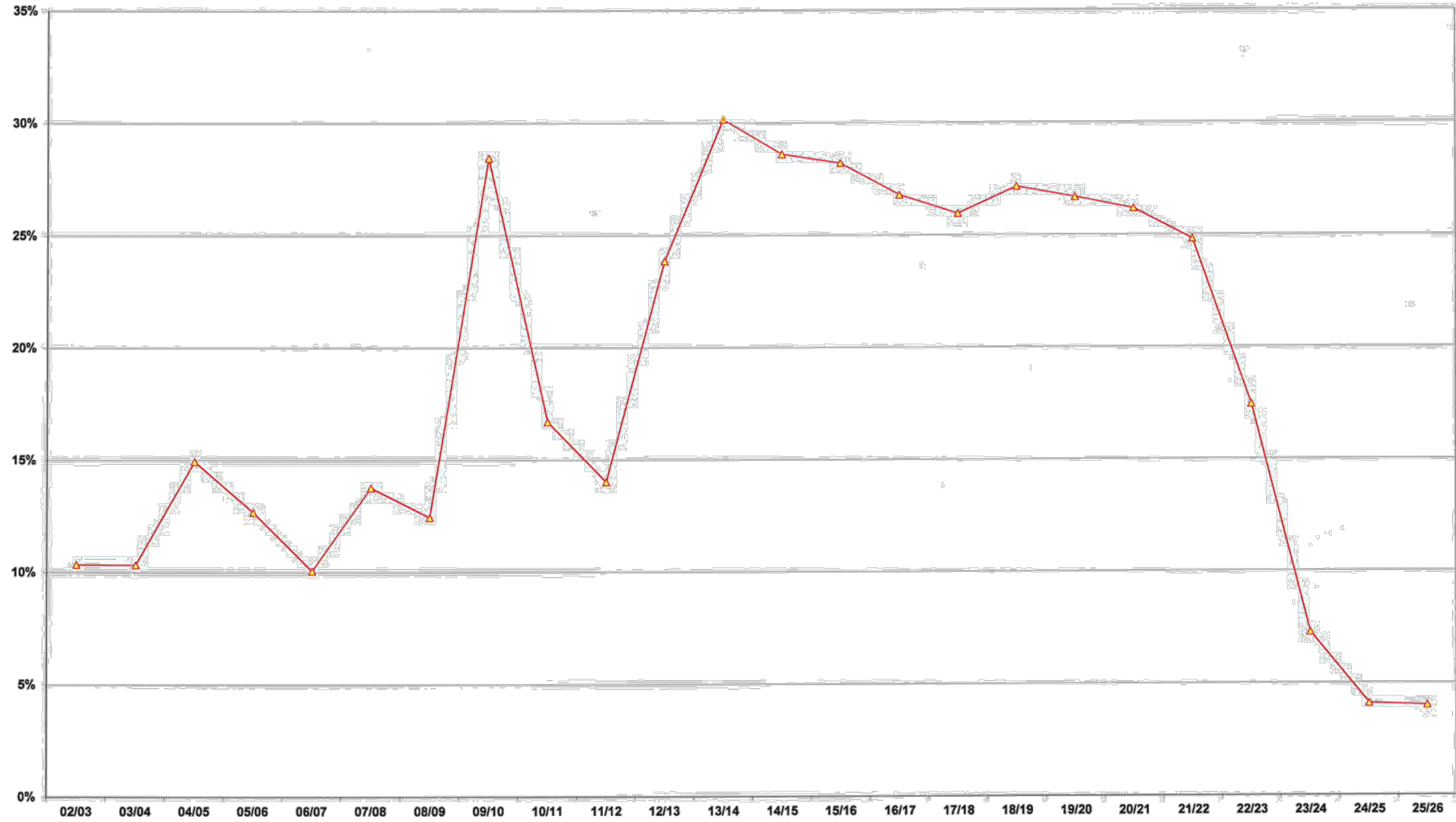




Ballina Byron Gateway Airport - Operating Income and Expense Analysis - 2002/03 to 2026/27



Ballina Byron Gateway Airport - Debt Ratio - 2002/03 to 2026/27



# Terminal Precinct Expansion

## »» Project Overview

Ballina Byron Gateway Airport  
infrastructure upgrades



### »» What will be happening?

The BBGA Terminal Precinct Expansion Project (TPEP) is one of the biggest projects undertaken since the current terminal building was opened in 1995 and will see the Departure Lounge triple its capacity to cater for future growth.

The Terminal Precinct Expansion Project

- Includes \$5.4m in total upgrades
- Will see the Departure Lounge triple in size with seating for approximately 400 passengers and visitors
- Includes construction of a new Café and Sports Bar and two new retail outlets
- Includes construction of a new parking area for shuttle buses and taxi operators and
- Will see construction of a new set down/pick up area, a new entrance road and significant landscaping works

The project is made up of two major components – the extension of the terminal building and the redevelopment of the existing car parking area.

Construction of the terminal extension will initially be contained externally and be connected to the existing terminal late in November 2017.

### »» Why is this work necessary?

The existing Departure Lounge is regularly overcrowded with insufficient seating, passenger facilities and retail outlets.

Passenger comfort and expectations are not being met. The terminal building requires urgent upgrading works and capacity so we can offer our passengers and visitors a better customer experience and support our airline partners to grow their businesses. These improvements will benefit the local tourism industry, our regional economy and the local community.

### When will the project commence?

The Design and Documentation process has commenced and is due for completion by March 2017. The construction phase will commence in June/July 2017.

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### »» Why is the work getting done at this time?

We are looking for favourable weather conditions and minimal impact on our passengers and visitors, our airline partners and the on-site airport staff.

### »» When will it be completed?

The expected completion date for the Terminal Precinct Expansion Project is early 2018, subject to favourable weather conditions and airport operational constraints.

### »» Will airport users be impacted?

Airport users will see major construction works being undertaken on the southern face of the existing terminal building with some impact on the short-stay car park.

The existing set down and pick up area will be relocated as will the bus parking area, the taxi rank and the limousine parking area.

We would ask all passengers and visitors for their continued support and understanding through this construction phase and would appreciate your ongoing patience while we expand and upgrade our facilities.

### »» Who will be funding the project?

The project received \$4.5 million in funding under the NSW Government's Restart NSW Regional Tourism Infrastructure Program, and \$900,000 in loan funding from Ballina Shire Council.

### Who is completing the works?

The works are being managed by BBGA and STEA Astute Architects.

**»» How many people will the project employ?**

The project has a number of stages throughout the terminal expansion and the car park improvements. It is projected that at the peak of the works some 50 people could be on-site at any one time.

**»» Will there be more traffic accessing the airport?**

The construction site will be located at the eastern end of the terminal building and in front of the terminal building in the short-stay car park.

These areas will be enclosed by security fencing (with restricted access) to maintain public safety and continued airport operations. We are hoping to minimize the impact of construction on our ongoing operations.

**»» Will there be any restrictions on airline operations?**

There will be a minimal impact on RPT (Regular Public Transport) services throughout the period of the TPEP. The work will be undertaken in several stages to ensure minimal disruption and inconvenience to the airline schedules.

**»» Will there be any changes to the airport entrance road and the main carpark?**

A separate project will be undertaken simultaneously with the TPEP. This project will involve construction of a new entrance road including a roundabout, a new car park management system with boom gates and additional shade structures for the existing car parks. It is envisaged that the road network system and entrance road will involve a number of changes to the location and the direction of traffic flow on airport. This will be managed on-site throughout the project.



*For more information about the Terminal Precinct Expansion Project:*

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