REQUEST FOR PROPOSALS
INSURANCE BROKER
NOTICE OF REQUEST FOR PROPOSALS

NOTICE IS HEREBY GIVEN that the New Hanover County Airport Authority (hereinafter referred to as “Authority”) is requesting proposals from Insurance Brokers. Authority will receive such proposals in the office of and addressed to:

New Hanover County Airport Authority
C/O New Hanover County Risk Management
230 Government Center Drive Suite 125A
Wilmington, N.C. 28403
ATTENTION: Jennifer Stancil, Risk Manager

SIX (6) COPIES OF THE PROPOSAL WILL BE RECEIVED

UP TO THE HOUR OF 3:00 P.M., Monday, March 2, 2020

Copies of the Insurance Broker Request for Proposal Document are available from the AUTHORITY’S website at www.flyilm.com on the current bids page or by calling the New Hanover County, Risk Manager at (910) 798-7499, or email- jstancil@nhc.gov.com

All questionnaires and declaration forms must be properly executed and submitted as part of the proposal. The AUTHORITY reserves the right to reject any or all proposals.

At this time, you are not authorized to contact any insurance markets on the AUTHORITY’S behalf. Failure to comply with this request will disqualify your firm.

Robert Campbell
Finance Director
REQUEST FOR PROPOSAL
INSURANCE BROKER
SCOPE OF SERVICES & PROPOSAL

1. Purpose

The New Hanover County Airport Authority is requesting proposals from qualified insurance brokers that have experience with insuring Airports in order to assist in managing its Property and Casualty Insurance Program.

2. Background

The New Hanover County Airport Authority was created by the General Assembly of North Carolina in 1989 (Session Law 1989-404). The AUTHORITY constitutes a corporate and politic body that has the power and authority to set policy and adopts rules, regulations and ordinances covering the use of the Airport and its facilities by the public and its tenants. The AUTHORITY consists of seven (7) members appointed by the New Hanover County Board of Commissioners.

The AUTHORITY is responsible for the management, maintenance, planning, and construction of the airfield surfaces and buildings contained in the 1,700-acre airport. These duties include negotiating and enforcing the provisions of tenant lease and concession agreements.

The daily management of the airport is overseen by the Airport Director and staff of 46, including the following departments: administration, maintenance, operations, and public safety. In addition to administration, the AUTHORITY operates the airport parking lots (approximately 1,700 paid spaces), provides Aircraft Rescue and Fire Fighting (ARFF) services, and maintains the airfield and commercial facilities. The Public Safety Department is responsible for ARFF.

Air Wilmington is a full service fixed base operator that provides aircraft maintenance, aircraft cleaning services, charter service, fueling (including customs ramp), GPU, hanger storage, lavatory service, potable water, and tie down services as independent contractors. The AUTHORITY is currently in the process of accepting bids for another fixed based operator.
The terminal facility includes commercial air service, rental car concessions, a food concession, Tailwind Deli & Bar, Tailwind Gift Shop, aviation lounge and a space for TSA services; there is a separate building housing US Customs. For your reference, a list of property/occupancies is included as Attachment B, a list of Automobiles is included as Attachment C and a terminal layout is included as Attachment D.

Currently, airline service is provided by American Airlines, Delta Airlines and United Express. The number of passenger enplanements/deplanements last year was 470,255/463,803. The number of cargo enplanements/deplanements last year was 1,422,292 (lbs) and 2,070,224 (lbs). For information for years 2016-2019, please visit http://www.flyilm.com/airport-documents.

New Hanover County Risk Management

The AUTHORITY contracts with New Hanover County Risk Management Department for risk management services including:

Risk identification, evaluation and recommendation of risk transfer methods; specification and application preparation for insurance marketing; evaluation and recommendation of insurance proposals; claims management (collecting loss information, reporting, management of claims through closure); maintain records for all lines of insurance coverage, including underwriting, loss control, claim, policy and premium accounting records; manages reporting system that assures changing exposures, undertaking of new operations and new locations are reported to the insurers as required; and coordinates deliver of loss control services by insurers, assisting in the implementation of loss control recommendations.

The Broker’s contact will be with the New Hanover County Risk Management Department in regards to any Risk Management and insurance information.

3. Broker Qualifications:

AUTHORITY requires a North Carolina licensed Broker that is independent and is not affiliated with any insurance company, third party administrative agency or provider network. The brokerage firm must have at least 5 years of experience in insuring and providing brokerage services to Airport Authorities.

4. Scope of Service

The AUTHORITY reserves the right to reject any and all proposals. The Broker shall at a minimum provide the following services:
Property & Casualty Program:


- Broker shall provide pre-marketing, marketing and claims related services. Please include in proposal a detailed list of services covered under each and any other service included in the fee for services.

- Insurance proposals should be submitted by May 1st of each year for the AUTHORITY’s review, with the exception of year 2020, which has a due date of June 1st.

- Proposals should only be submitted from insurance providers with at least a 5-year history of providing Airport Authority insurance coverage. The insurance company’s A.M. Best rating should be a factor. The AUTHORITY has no desire to serve as a test market for new companies.

- Make recommendations as to which carrier(s) provide insurance which is in the best interest of the AUTHORITY.

- Negotiate with insurance providers.

- Work with New Hanover County Risk Management

- Perform claims control function upon request.

- Notify AUTHORITY and Risk Management promptly of any changes in the status of the insuring company, changes in the financial condition, changes in policy working and premiums.

- Be available to meet with AUTHORITY management if needed.

5. Broker Compensation

The broker’s only compensation will be derived from the AUTHORITY. The Broker shall not take commissions or other methods of payments from insurance companies. Please provide a flat fee with the services it covers and how it is derived. Please also include any additional services that would be an additional cost over the flat fee. All travel, lodging and miscellaneous support costs are to be included in these rates.

The following chart of policies may be useful in calculating your proposed fee:
<table>
<thead>
<tr>
<th>Policy Description</th>
<th>Policy Period</th>
<th>Deductible</th>
<th>2019-2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Airport Operators Liability &amp; Excess Liability</td>
<td>7/1/2019-20</td>
<td>$5,000</td>
<td>$29,340.00</td>
</tr>
<tr>
<td>Bond</td>
<td>7/1/2019-20</td>
<td>N/A</td>
<td>$875.00</td>
</tr>
<tr>
<td>Commercial Package Insurance</td>
<td>7/1/2019-20</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Auto Liability &amp; Physical Damage</td>
<td>1/1/2019-20</td>
<td>1,000 Comp</td>
<td>$9,205.78</td>
</tr>
<tr>
<td></td>
<td></td>
<td>1,000 Coll</td>
<td></td>
</tr>
<tr>
<td>Crime</td>
<td>7/1/2019-20</td>
<td>$1,000</td>
<td>$2,948.00</td>
</tr>
<tr>
<td>Employment Practices Liability</td>
<td>7/1/2019-20</td>
<td>$5,000</td>
<td></td>
</tr>
<tr>
<td>**Law Enforcement Legal Liability</td>
<td>7/1/2019-20</td>
<td>$5,000</td>
<td>$14,118.00</td>
</tr>
<tr>
<td>Property</td>
<td>7/1/2019-20</td>
<td>10,000 Comp</td>
<td>$177,354.48</td>
</tr>
<tr>
<td></td>
<td></td>
<td>3% Wind</td>
<td></td>
</tr>
<tr>
<td>Public Officials Liability</td>
<td>7/1/2019-20</td>
<td>$25,000</td>
<td>$9,183.00</td>
</tr>
<tr>
<td>Equipment-Fire Trucks</td>
<td>7/1/2019-20</td>
<td></td>
<td>$9,029.00</td>
</tr>
<tr>
<td>Storage Tank Pollution</td>
<td>7/1/2019-20</td>
<td></td>
<td>$4,989.64</td>
</tr>
<tr>
<td>Ocean Marine</td>
<td>7/1/2019-20</td>
<td>$2,500</td>
<td></td>
</tr>
<tr>
<td>Hull</td>
<td>7/1/2019-20</td>
<td>$2,500</td>
<td>$4,202.00</td>
</tr>
<tr>
<td>Protection &amp; Indemnity</td>
<td>7/1/2019-20</td>
<td>$2,500</td>
<td></td>
</tr>
<tr>
<td>Volunteer Accident</td>
<td>7/1/2019-20</td>
<td>$240.00</td>
<td></td>
</tr>
<tr>
<td>Workers’ Compensation</td>
<td>7/1/2019-20</td>
<td></td>
<td>$102,283.00</td>
</tr>
<tr>
<td>FY19 Payroll</td>
<td></td>
<td>$1,800,000</td>
<td></td>
</tr>
<tr>
<td>Cyber</td>
<td>7/1/2019-20</td>
<td>$1,688.00</td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td>$365,455.90</td>
</tr>
</tbody>
</table>
6. Projected Timetable

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>February 10, 2020</td>
<td>RFP Issued and advertised</td>
</tr>
<tr>
<td>February 19, 2020</td>
<td>Deadline for questions. All questions must be submitted in writing by 5:00 pm.</td>
</tr>
<tr>
<td>March 2, 2020</td>
<td>Due Date for Proposal</td>
</tr>
<tr>
<td>March 4-12, 2020</td>
<td>Selection committee selects proposal for recommendation and possible interviews</td>
</tr>
<tr>
<td>June 1, 2020</td>
<td>Insurance Quotes Submitted</td>
</tr>
<tr>
<td>June 15, 2020</td>
<td>Contract finalized and signed (if applicable)</td>
</tr>
</tbody>
</table>

7. Proposal Submittal Requirements

The following should be included in your Proposal. 1 original and 5 copies for a total of 6 proposals shall be submitted.

- Complete Attachment A – Broker Questionnaire with signed declaration.

- **The name of the Broker shall be redacted on all pages with the exception of those specifically requested below, see Firm Information #9.**

- Compensation Fee

8. Evaluation Criteria

The evaluation of the proposals will be based on:

a. Completeness and quality of proposal

b. Specialized Airport experience

c. Ability of the broker and its staff and its accessibility, experience and flexibility

d. Proposer’s stated method of providing the necessary services and understanding of the range of services being requested.

e. Total Cost
f. Client references, financial viability and demonstrated success

A selection committee comprised of the Risk Management Advisory Committee and a selection of the AUTHORITY staff employees will make the selection.

The selection committee, at its option, may require a presentation from up to three brokers. This presentation would encompass an overview of the broker services proposed and a question and answer period to clarify any questions by the committee. At least three (3) days’ notice will be provided to each if requested. Brokers are cautioned that the AUTHORITY is not required to request clarifications; therefore, all proposals should be complete and reflect the most favorable terms available from the broker.

9. Form of Submission

The AUTHORITY will receive proposals in the office of and addressed to:
New Hanover County Airport Authority
C/O New Hanover County Risk Management
230 Government Center Drive, Suite 125A
Wilmington, N.C. 28403
ATTENTION: Jennifer Stancil, Risk Manager
SIX (6) COPIES OF THE PROPOSAL WILL BE RECEIVED
UP TO THE HOUR OF 3:00 P.M., MONDAY, MARCH 2, 2020

The proposal can be delivered via U.S. Postal Service, Commercial Carrier or by Hand.

Late proposals will not be accepted. Proposals shall be valid for 60 days.

Questions will be answered until February 19, 2020. All question shall be in writing to the attention of Jennifer Stancil Risk Manager, jstancil@nhc.gov.com.

10. Terms and Conditions

a) No Broker may approach any market without the expressed authority from the Risk Manager.

b) Submission of a proposal indicates acceptance by the agency of the conditions contained in this request for proposal unless clearly and specifically noted in the proposal submitted and confirmed in the contract between the AUTHORITY and the agency selected.

c) The AUTHORITY reserves the right without prejudice to reject any or all proposals, to waive any non-material irregularities or informalities in any RFP, to accept or reject any item or combination of items, and to request additional clarification of proposals.
d) All proposals received become the property of the AUTHORITY and information included therein or attached thereto, shall become public record upon their delivery to the AUTHORITY. Any information deemed by the bidding agency to be protected as a trade secret shall be submitted separately in a sealed envelope along with a statement supporting this assertion.

e) Any and all costs associated with the preparation of a response to this request are the responsibility of the proposer, and are not to be passed on to the AUTHORITY.

f) Any information, data, instruments, documents, studies or reports given to or prepared or assembled for the broker under this agreement shall be kept confidential and not divulged, made available, sold, or used for advertisement to any individual, organization, or company without prior written approval of the AUTHORITY.

g) By submitting an executed proposal, the signer certifies that this proposal is submitted competitively and without collusion, that none of the officers, directors, or owners of an unincorporated business entity has been convicted of any violations of the General Statutes, the Securities Act of 1933, or the Securities Exchange Act of 1934.

h) This RFP can only be changed by written addendums. Any oral comments by anyone shall have no effect on these instructions and specifications. If a bidder knows of, or should have known, of an error in the RFP, but fails to notify the Risk Manager of the error, the bidder shall bid at its own risk and if awarded the contract, shall not be entitled to additional compensation or time by reason of the error or its later correction.

i) Broker understands and acknowledges that the AUTHORITY is a political subdivision of the State of North Carolina. The AUTHORITY prohibits any of its officials or employees from accepting any personal gift, favor, or item of value that may tend to influence that employee in the discharge of duties. With this understanding, Broker agrees not to take any action which creates a situation, which would or which could appear, to result in a conflict of interest and violation of this prohibition.

Inquiries. All questions and requests for clarification concerning this RFP shall be made to Jennifer Stancil, Risk Manager at 910-798-7499 or jstancil@nhc.gov.com
Attachment A

Broker Request for Proposal Questionnaire

NEW HANOVER COUNTY AIRPORT AUTHORITY BROKER'S PROFILE

Company: ______________________________

Address: ______________________________

Phone#: ______________________________

Fax#: ______________________________

Email address: ______________________________

Web site: ______________________________

Company Representative: ______________________________

Each is to address each item below and provide response in narrative form by separate attachment. For ease of review, responses should be in the same order as requested.
Firm Information

1) State the name of the brokerage firm, address, telephone number, and contact person for the proposal submission. Provide the name of the person(s) with authority to bind the broker. List statewide offices. Identify the office from which the AUTHORITY’S account would be serviced. Provide a brief description of the history and organization of the bidder’s firm.

2) Describe your firm’s internal organization and the manner in which services will be furnished to the AUTHORITY. Include and identify those services, which may not be available in the local office, but are available from your firm and how you will access those services. Provide an example of the structure of servicing a current account similar to the AUTHORITY.

3) Copies of business licenses, professional certifications, or other credentials, together with evidence that bidder, if a corporation, is in good standing and qualified to conduct business in North Carolina. Provide also a copy of the form used to carry broker’s errors & omissions insurance and the amount of coverage.

4) The most recent year’s annual reports, or comparable document, including detailed current profit and loss, assets and liabilities, and other relevant financial data.

5) Identify the account team structure your firm would use to service our account. List the names of the proposed account service team and describe each member’s service role. Include at least two qualified individuals from your firm having a minimum of five years’ experience in public entity accounts who would be assigned to work directly with the AUTHORITY’S account. Identify the staff person who would be the day-to-day contact for the AUTHORITY. Attach resumes for the service team members describing their qualifications including credentials, experience, responsibilities, and specifically work on similar engagements.

6) Provide references with contact information (phone and email) from organizations that have used bidder’s services for similar services within the last 12-18 months.

7) Describe your firm’s experience with public entities and Airport Authorities on a nationwide basis.

8) Indicate your experience with providing appropriate services/insurance coverage for the following products: Airport Operators Liability, Hangerkeepers Liability, Property, General Liability, Automobile, Crime, Public Officials Liability, Law Enforcement Liability, Employment Practice Liability, Excess Liability, and Environmental Impairment Liability.
9) The name of the Broker shall be redacted from all pages of the proposal with the exception of above listed request for information on 1,3,4 and 5.

**Carrier Information**

1) Provide the following carrier information:

   a) List the three Airport carriers with whom you have placed the greatest percent of your Airport business during the previous 24 months.

   b) List three Airport carriers that you have accepted proposals from, but have not placed any Airport business with during the previous 24 months.

   c) List three Airport carriers admitted in North Carolina that you most desire to solicit large DED / SIR insurance proposals for those insurance coverages previously outlined. The AUTHORITY appreciates the fact one carrier may not offer all lines of coverage being desired. Please include your plan as to how you would recommend the coverages be marketed.

   d) Describe your access to excess and surplus line markets.

**Strategic Planning/Data Analysis**

1) How will you assist with the management of insurance, including preparation of claims activity reports from carriers; executive summary reports; underwriting analysis for annual renewals; annual financial projections for budgeting purposes analysis?

2) Who will review our claims experience? How often will reserves be reviewed? Include resume of person reviewing claims.

3) Please describe two (2) recent client assignments that achieved significant cost reductions.

4) Describe the process your firm uses for carrier renewals and negotiations.

**Legislative Compliance**
1) How do you keep clients informed of regulatory and legislative changes that affect insurance planning?

**Actuarial Services**

1) Does your organization have access to actuarial consulting services? If so, is this third party independent of any affiliations with any carriers or third party administrators?

2) Does actuarial consulting group have access to nationally recognized models to engage as part of their evaluation?

3) Outline the actuarial services you will provide as part of the broker relationship. Please provide samples of and frequency of these reports.

4) Is the cost of the proposed actuarial service included in your proposal?

**References/Other**

1) Provide contact names and telephone numbers of three (3) clients as references.

2) List any additional service options your company can provide, not requested by Client, and along with the fee required for these services.

3) Provide a summary of your understanding of the services requested by this document, what you will provide, and any fees charged to provide this service, along with any commissions earned.

**Schedule of Existing Insurance Coverage**

**Property Coverage**
**Attachment B- Schedule of Property**

**Company:** AmWINS Brokerage of Florida

**Policy Term:** July 1, 2019 – July 1, 2020

**Sum Insured:**
**Real and Personal Property Coverage:** Blanket Limit $55,615,977

**Earth Movement:**
- Occurrence/Aggregate $10,000,000

**Flood (Zones A and V):**
- Occurrence/Aggregate $10,000,000

**Flood (Zones other than A and V):**
- Occurrence/Aggregate $5,000,000

**Named Storm (including storm surge):**
- Limit $50,000,000
Landfill Fires: Cost of extinguishing (any one occurrence/annual aggregate) $ 250,000

Newly Acquired Property Coverage 60 Day Period
Interruption by Civil Authorities 30 Day Period
Ingress/Egress 30 Day Period
Extended Period of Indemnity 180 Day Period

**Deductible**
Real and Personal Property per Occurrence $ 10,000
Flood per Occurrence $ 25,000
Earth Movement per Occurrence $ 25,000
Windstorm (some locations have % deds) $ 25,000

**Inland Marine Coverage**

**Company:** Travelers

**Policy Term:** July 1, 2019 – July 1, 2020

**Sum Insured:**
Scheduled Property $1,815,693

**Deductible**
Scheduled Property $ 1,000

**Crime Coverage**

**Company:** Travelers

**Policy Term:** July 1, 2019 – July 1, 2020

**Sum Insured:**
Employee Theft (per Loss Coverage) $ 250,000
Forgery or Alteration $ 250,000
On Premises $ 250,000
Outside the Premises $ 250,000
Computer Fraud $ 250,000
Money Orders and Counterfeit Paper Currency $ 250,000

**Deductible**
Employee Theft (per Loss Coverage) $ 2,500
Forgery or Alteration $ 2,500
On Premises $ 2,500
Outside the Premises $ 2,500
Computer Fraud $ 2,500
Money Orders and Counterfeit Paper Currency $ 2,500

**Automobile Coverage**
**Attachment C- Schedule of Automobiles**

**Company:** Travelers

**Policy Term:** July 1, 2019 – July 1, 2020

**Sum Insured:**
- **Automobile Liability:** Any Covered Automobile $ 1,000,000
- **Comprehensive and Collision:** Automobiles shown on Schedule ACV

**Deductible**
- **Automobile Liability** $ 0
- **Comprehensive and Collision** $ 1,000

**Law Enforcement Liability Coverage**

**Company:** XL Catlin

**Policy Term:** July 1, 2019 – July 1, 2020

**Sum Insured:**
- **Law Enforcement Liability** Each Occurrence $ 2,000,000

**Retention**
- **Law Enforcement Liability** Each Occurrence $ 5,000

**Environmental Impairment Liability Coverage**

**Company:** Crum & Forester

**Policy Term:** July 1, 2019 – July 1, 2020

**Sum Insured:**
- **Amount of Coverage** Aggregate $ 1,000,000

**Deductible:**
- **Per Incident** $ 5,000
Airport Owners & Operators Liability

Company: Chubb
Policy Term: July 1, 2019 - July 1, 2020

Sum Insured:
$75,000,000 Each Occurrence/offense in respect of Bodily Injury, Personal and Advertising Injury and Property Damage combined, subject to the following limitations:

- Products-Completed Operations Annual Aggregate Limit $75,000,000
- Personal Injury and Advertising Injury Annual Aggregate Limit $50,000,000
- Malpractice Annual Aggregate Limit $50,000,000
- Extended Coverage – War, Hi-jacking and Other Perils $75,000,000
- Fire Damage Limit Any One Fire $500,000
- Medical Expense Limit Any One Person Not Insured
- Hangarkeepers not “in flight” Limit Any One Occurrence $75,000,000
- Hangarkeepers not “in flight” Limit Any One Aircraft $75,000,000
- Non-Owned Aircraft Liability $75,000,000

- Excess Automobile Liability (off premises)
  - Excess of $1,000,000 any one accident/occurrence $25,000,000
- Excess Employers Liability (excluding disease)
  - Excess of $1,000,000 any one accident/occurrence $25,000,000

- Employee Benefits Liability $1,000,000
- Public Officials Liability $2,000,000
- Employment Practices Liability $2,000,000

Deductible:
- Each Occurrence or Offense $5,000
- Aggregate $5,000

Retention:
- Employment Practices Liability (claims made) $10,000
- Public Officials Liability (occurrence) $10,000

Cyber Liability Coverage

Company: BCS Insurance Company
Policy Term: July 1, 2019 – July 1, 2020

Sum Insured:
- Aggregate $1,000,000
Deductible
Each Claim $ 2,500

Workers Compensation

Company: Berkshire Hathaway

Policy Term: July 1, 2019 – July 1, 2020

Sum Insured:
Bodily Injury by Accident- each accident $ 1,000,000
Bodily Injury by Disease- each employee $ 1,000,000
Bodily Injury by Disease- policy limit $ 1,000,000
Estimated Payroll $ 1,800,000
<table>
<thead>
<tr>
<th>Address</th>
<th>Type</th>
<th>DESCRIPTION</th>
<th>Value</th>
<th>Contents Value</th>
<th>PITO</th>
<th>Date Built</th>
<th>Sq Footage</th>
<th>Stories</th>
<th>ISO Class</th>
</tr>
</thead>
<tbody>
<tr>
<td>1501 JOHN MORRIS ROAD</td>
<td>B</td>
<td>C59 - SEAHAWK HANGER</td>
<td>$1,140,600.00</td>
<td>$ -</td>
<td>$ -</td>
<td>1995</td>
<td>13,157</td>
<td>1</td>
<td>NC</td>
</tr>
<tr>
<td>1740 AIRPORT BLVD</td>
<td>F</td>
<td>FENCING</td>
<td>$ -</td>
<td>$ -</td>
<td>$1,160,000.00</td>
<td>0</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1739 HEWLETT DRIVE</td>
<td>B</td>
<td>C20 - WILMINGTON BUSINESS DEVELOPMENT</td>
<td>$222,750.00</td>
<td>$ -</td>
<td>$ -</td>
<td>1978</td>
<td>2,410</td>
<td>1</td>
<td>F</td>
</tr>
<tr>
<td>1751 AIRPORT BLVD</td>
<td></td>
<td>Gates/Credit Card Machines &amp; Canopies, 3 Booths</td>
<td>$706,920.00</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1740 AIRPORT BLVD</td>
<td>B</td>
<td>C1 - MAIN TERMINAL</td>
<td>$30,506,600.00</td>
<td>$1,408,600.00</td>
<td>$1,081,300.00</td>
<td>1090</td>
<td>98,781</td>
<td>3</td>
<td>MFR</td>
</tr>
<tr>
<td>1801 AVIATION DRIVE</td>
<td>B</td>
<td>C24 - LRO HANGER (Box Hanger)</td>
<td>$1,200,600.00</td>
<td></td>
<td></td>
<td>2012</td>
<td>18,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1803 ANNA PENNINGTON LN</td>
<td>B</td>
<td>C46 - MAINTENANCE CENTER BUILDING</td>
<td>$1,108,830.00</td>
<td>$143,840.00</td>
<td>$ -</td>
<td>1999</td>
<td>11,502</td>
<td>1</td>
<td>NC</td>
</tr>
<tr>
<td>1805 AVIATION DRIVE</td>
<td>B</td>
<td>C22 - AIRCRAFT HANGER (80x80)</td>
<td>$517,430.00</td>
<td>$ -</td>
<td>$ -</td>
<td>1986</td>
<td>6,320</td>
<td>1</td>
<td>NC</td>
</tr>
<tr>
<td>1817 HALL DRIVE</td>
<td>B</td>
<td>C36 - BATTLE HOUSE/ILM</td>
<td>$2,021,490.00</td>
<td>$47,700.00</td>
<td>$ -</td>
<td>1982</td>
<td>20,640</td>
<td>1</td>
<td>JM</td>
</tr>
<tr>
<td>1834 AVIATION DRIVE</td>
<td>B</td>
<td>C41 - AIRCRAFT MAINTENANCE &amp; HANGER</td>
<td>$3,336,620.00</td>
<td>$ -</td>
<td>$ -</td>
<td>1966</td>
<td>16,351</td>
<td>1</td>
<td>NC</td>
</tr>
<tr>
<td>1851 DOLON DRIVE</td>
<td>B</td>
<td>C4 - AIR RESCUE BUILDING</td>
<td>$1,600,090.00</td>
<td>$242,260.00</td>
<td>$ -</td>
<td>1903</td>
<td>9,654</td>
<td>2</td>
<td>MNC</td>
</tr>
<tr>
<td>1921 HALL DRIVE</td>
<td>B</td>
<td>C28 - INTERNATIONAL TERMINAL</td>
<td>$2,808,900.00</td>
<td>$190,800.00</td>
<td>$ -</td>
<td>1987</td>
<td>13,382</td>
<td>1</td>
<td>NC</td>
</tr>
<tr>
<td>1925 HALL DRIVE</td>
<td>B</td>
<td>C25 - AIRLINE AIR CARGO BUILDING</td>
<td>$130,960.00</td>
<td>$ -</td>
<td>$ -</td>
<td>1978</td>
<td>1,600</td>
<td>1</td>
<td>NC</td>
</tr>
<tr>
<td>1930 ANNA PENNINGTON LN</td>
<td>B</td>
<td>C41 - MNT AIR CARGO/JETSTAR BUILDING</td>
<td>$222,870.00</td>
<td>$ -</td>
<td>$ -</td>
<td>1981</td>
<td>3,750</td>
<td>1</td>
<td>NC</td>
</tr>
<tr>
<td>2215 CONTROL TOWER DRIVE</td>
<td>B</td>
<td>C55 - AIRFIELD LIGHTING VAULT</td>
<td>$418,250.00</td>
<td>$1,098,720.00</td>
<td>$ -</td>
<td>1988</td>
<td>2,112</td>
<td>1</td>
<td>MNC</td>
</tr>
<tr>
<td>2500 BLUE CLAY ROAD</td>
<td>B</td>
<td>C34 - FAT CAT POTTERY</td>
<td>$255,490.00</td>
<td>$ -</td>
<td>$ -</td>
<td>1999</td>
<td>4,141</td>
<td>1</td>
<td>NC</td>
</tr>
<tr>
<td>2610 N 23RD STREET</td>
<td>B</td>
<td>FEW MOVES</td>
<td>$500,000.00</td>
<td>$ -</td>
<td>$ -</td>
<td>1904</td>
<td>7,000</td>
<td>1</td>
<td>NC</td>
</tr>
<tr>
<td>1701 HALL DRIVE</td>
<td>B</td>
<td>ENTERPRISE</td>
<td>$475,000.00</td>
<td>$ -</td>
<td>$374,000.00</td>
<td>2014</td>
<td>4,181</td>
<td>1</td>
<td>NC</td>
</tr>
<tr>
<td>1703 HALL DRIVE</td>
<td>B</td>
<td>HERTZ</td>
<td>$475,000.00</td>
<td>$ -</td>
<td>$374,000.00</td>
<td>2014</td>
<td>4,181</td>
<td>1</td>
<td>NC</td>
</tr>
<tr>
<td>1705 HALL DRIVE</td>
<td>B</td>
<td>THRIFTY</td>
<td>$337,000.00</td>
<td>$ -</td>
<td>$337,000.00</td>
<td>2014</td>
<td>2,956</td>
<td>1</td>
<td>NC</td>
</tr>
<tr>
<td>1724 GARDNER DRIVE</td>
<td>B</td>
<td>FLEX OFFICE BUILDING</td>
<td>$1,562,957.00</td>
<td>$ -</td>
<td>$ -</td>
<td>2016</td>
<td>10,134</td>
<td>1</td>
<td>NC</td>
</tr>
<tr>
<td>1707 HALL DR. WRIGHTSBORO</td>
<td></td>
<td>OFFICE SPACE, CASH WASH, VEHICLE MGMT FOR AVIS SERVICE EMPLOYEE USE</td>
<td>$1,450,000.00</td>
<td>$150,000.00</td>
<td>$ -</td>
<td>2018</td>
<td>4,181</td>
<td>1</td>
<td>IIB</td>
</tr>
</tbody>
</table>

TOTAL OF PROPERTY, CONTENTS, PITO $55,615,977.00
BUSINESS INCOME $1,900,000.00
RENTAL INCOME $1,339,437.00
ACCOUNTS RECEIVABLE $300,000.00
TOTAL $59,155,414.00
## Automobile Schedule

**New Hanover County Airport Authority**  
**07/01/19 - 07/01/2020**

<table>
<thead>
<tr>
<th>No.</th>
<th>Model</th>
<th>Make</th>
<th>Style</th>
<th>Serial Number</th>
<th>Replacement</th>
<th>Deductible</th>
<th>Airport</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1979</td>
<td>Ford</td>
<td>F350 PU stair truck</td>
<td>137MF378ABBK28J</td>
<td>$1,000</td>
<td>$1,000</td>
<td>N/A</td>
</tr>
<tr>
<td>2</td>
<td>2004</td>
<td>Ford</td>
<td>PU 4x4</td>
<td>1FTNX221L94E53950</td>
<td>$1,000</td>
<td>$1,000</td>
<td>AP-3</td>
</tr>
<tr>
<td>3</td>
<td>2009</td>
<td>Hudson</td>
<td>20 ft Trailer</td>
<td>1GHTMBK390000006</td>
<td>$1,000</td>
<td>$1,000</td>
<td>N/A</td>
</tr>
<tr>
<td>4</td>
<td>2011</td>
<td>Ford</td>
<td>Expedition XLT 4x4</td>
<td>1FMPJ1G51BEF13839</td>
<td>$1,000</td>
<td>$1,000</td>
<td>AP-19</td>
</tr>
<tr>
<td>5</td>
<td>2015</td>
<td>Ford</td>
<td>F250 Truck</td>
<td>1FT7X286X6FA04205</td>
<td>$26,388</td>
<td>$1,000</td>
<td>$1,000</td>
</tr>
<tr>
<td>6</td>
<td>2015</td>
<td>Ford</td>
<td>F250 Truck</td>
<td>1FD7X28669FA04210</td>
<td>$30,353</td>
<td>$1,000</td>
<td>$1,000</td>
</tr>
<tr>
<td>7</td>
<td>2019</td>
<td>Ford</td>
<td>F75E Regular Cab w/Fuel Tank</td>
<td>1FDW4F7DX2KDF00095</td>
<td>$85,000</td>
<td>$1,000</td>
<td>$1,000</td>
</tr>
<tr>
<td>8</td>
<td>2018</td>
<td>Ford</td>
<td>Expedition XLT 4x4</td>
<td>1FMUJ1G72RE037606</td>
<td>$39,693</td>
<td>$1,000</td>
<td>$1,000</td>
</tr>
<tr>
<td>9</td>
<td>2019</td>
<td>Ford</td>
<td>F250 Pickup Truck</td>
<td>1FT7W2863KE186888</td>
<td>$30,052</td>
<td>$1,000</td>
<td>$1,000</td>
</tr>
<tr>
<td>10</td>
<td>2001</td>
<td>Int'l</td>
<td>Bus</td>
<td>1HVBBABN11H351188</td>
<td>$3,500</td>
<td>$1,000</td>
<td>$1,000</td>
</tr>
</tbody>
</table>