

# Truckee Tahoe Airport District

## September 2019 Financials

Connected By  
More Than A Runway





# Income Statement

## 1/1/2019 – 9/30/2019

<b>Truckee Tahoe Airport District</b>			
<b>For the Nine Months Ended September 30th, 2019</b>			
	<b>September 30, 2019</b>	<b>Budget 2019</b>	<b>Variance</b>
<b>Operating Revenues</b>	\$ 5,092,889	\$ 6,702,682	\$ (1,609,794)
<b>Property Tax Revenues</b>	\$ 4,915,114	\$ 4,832,196	\$ 82,918
Total Revenues	\$ 10,008,003	\$ 11,534,878	\$ (1,526,875)
<b>Cost of Goods Sold</b>	\$ 1,421,539	\$ 1,493,163	\$ (71,624)
<b>Payroll and Employee Benefits</b>	2,730,114	2,525,113	\$ 205,001
Total Payroll, Benefits and Cost of Goods	\$ 4,151,653	\$ 4,018,276	\$ 133,377
<b>Gross Profit (Loss)</b>	\$ 5,856,350	\$ 7,516,602	\$ (1,660,252)
<b>Expenses</b>			
Operating, General & Administrative Expenses	\$ 3,996,355	4,720,506	\$ (724,151)
Repairs and Maintenance	913,216	1,864,125	\$ (950,909)
Total Operating and Maintenance	\$ 4,909,571	6,584,631	\$ (1,675,060)
<b>EBITDA</b>	\$ 946,778	\$ 931,971	\$ 14,807
<b>Depreciation</b>	\$ 1,874,999	1,874,997	\$ 2
<b>Net Income (Loss)</b>	\$ (928,221)	\$ (943,026)	\$ 14,805



# Quarter 3 2019 Variance Report

Income Statement Line Item	% Variance Favorable/(Unfavorable) to Budget	\$ Variance Favorable/(Unfavorable) to Budget	Explanation
ACAT	-27.57%	(\$10,340.16)	Projects funded are \$14,000 and \$15,000 to Sierra Aero & \$6,250 to Truckee Trails Foundation-will be at budget at 12/31
Access Control	90.53%	\$73,676.07	Timing of projects-will likely have some leftover at year end
Aviation Safety Initiatives	70.92%	\$74,460.33	Airspace Phase 2 and Obstruction Survey projects are underway
Conventions & Conferences	34.39%	\$11,606.26	Majority of training and travel is in the fall (Oct-Dec)
Election Expense	-100.00%	(\$10,406.25)	Invoice for 2018 Election-no budget
Grounds Maintenance/Landscaping	69.49%	\$25,536.76	Budgeted\$19k per quarter upkeep (only \$11k spent in total YTD) and improvements of \$30k in front of Long Term Parking not done yet
Office Equipment	55.60%	\$75,058.38	Not purchasing server for terminal building for \$100k
Operations Monitoring Expense	52.23%	\$101,853.60	Invoice for NavAid comes in the fall and minimal spending on sun setting flight tracking system in anticipation of ADSB
Permits, Licenses & Fees	82.14%	\$15,402.23	Very minimal spending year to date
Legal	24.70%	\$14,719.34	Minimal spending year to date
Other Professional	84.50%	\$460,757.90	Multiple studies not done or in progress but not invoiced yet. Super T and Wildlife hazard underway in October
Engineering	-116.32%	(\$66,301.86)	No longer a variance as of October-Re-classed \$38k Facilities Maintenance Plan & \$30k 267 Sidewalk Project to other professional where budgeted
Fiscal Analyst - Sustainability	70.87%	\$16,265.00	Minor spending year to date and timing of invoices from our Economist



# Quarter 3 2019 Variance Report

Income Statement Line Item	% Variance Favorable/(Unfavorable) to Budget	\$ Variance Favorable/(Unfavorable) to Budget	Explanation
Control Tower	2.00%	\$12,460.02	Timing of Invoices
Consulting	35.39%	\$25,456.07	In line once Aviatrix invoices are re-classed from Other Professional to Consulting for \$32,629
Events & Programs	84.87%	\$19,413.94	Only spent \$5200 for Truckee Thursdays, minimal other spending next big event = Santa Fly In
Sponsorships	-64.04%	(\$24,016.00)	\$1,000 - \$3,000 level community sponsorships-spent more on sponsorships than budgeted + \$7450 October MTD
Community/Agency Partnerships	-10.43%	(\$131,951.30)	YTD through 10/22 \$1,396,804.30 spent-budget = \$1,686,470
Pilot Outreach	46.38%	\$29,181.66	Minor spending year to date
Equipment Expense	-67.60%	(\$25,983.10)	Oshkosh blower parts and repair \$6k, \$9k Blade for the 938M, \$9k Tug parts-\$53k equipment R&M, \$11k Cessna Maintenance
Airfield Equipment, Lights & Signs	-103.66%	(\$22,890.24)	Minor spending YTD on signage and safety equipment, overage due to Fuel Farm R&M-\$31k to update/upgrade the third Jet Fuel Tank-s/b fixed asset will be re-classed to balance sheet
Pavement Maintenance	-100.00%	(\$17,163.65)	\$17,164 repave the ramp in front of playground and terminal building-no budget, s/b in airfield maintenance
Airfield Facility Maintenance	74.08%	\$601,910.38	FAA Projects underway and reimbursements arrived in October of \$700k, fire extinguishers budget almost fully spent
Hangar Facility Maintenance	8.12%	\$23,963.00	Timing of vacancies and invoices-under budget YTD
Other Business Buildings Facility Maintenance	76.39%	\$57,291.37	Minor spending year to date-YTD on track with YTD 2018
Warehouse Facility Maintenance	89.72%	\$134,576.27	Minor spending year to date on R&M, major upgrades are capital projects
Terminal Building Facility Maintenance	-39.51%	(\$25,189.27)	\$15k new auto doors @ Terminal, \$20k boardroom AV upgrade-both of these s/b fixed assets will be re-classed to balance sheet, \$10k chiller repair, \$12k paint
Maintenance Buildings Facility Maintenance	68.75%	\$92,467.14	Over budget \$18k maintenance building R&M-painted exterior of shop, water utility maintenance under budget \$111k-only \$1,420 spent YTD

# Quarter 3 2019 Investment Update

Investment Report						
For the Quarter Ended September 30, 2019						
Per Policy Instruction 308, the District Treasurer must submit the following to the Board of Directors on a quarterly basis:						
A. A list of investment transactions for the period covered.						
There were two CDs that matured, one in July and one in August. They were replaced with two new CDs which will mature in January and February 2020.						
Detail of LAIF activity can be found on the attached schedules.						
B. Detail on the investments made during the period - including type of investments, amounts invested, maturity dates, current market value and credit quality of each investment.						
Detail of the District's holdings this quarter end appears in the following table:						
					9/30/2019	
	Type of Investment	Interest (Coupon Rate)	Amount	Maturity	Mkt Val	Rating
	Wells Fargo Bank NA	1.15%	250,000.00	7/22/2019	249,811.63	FDIC Insured
	BMO Harris Bank	2.30%	250,000.00	8/14/2019	249,990.26	FDIC Insured
	Ally Bank	2.04%	250,000.00	1/25/2020	251,115.00	FDIC Insured
	Sallie Mae	1.89%	250,000.00	2/21/2020	250,462.50	FDIC Insured
	Whitney Bank	1.75%	250,000.00	10/25/2019	249,970.00	FDIC Insured
	Medallion Bank Utah	1.75%	250,000.00	12/30/2019	249,907.50	FDIC Insured
	Morgan Stanley Bank	2.29%	250,000.00	2/10/2020	250,392.50	FDIC Insured
	Bank of America NA	2.48%	250,000.00	8/6/2020	251,477.50	FDIC Insured
	MONEY MARKET FUND	2.23%	133,884.53	N/A	133,884.53	AAAm
	LAIF	2.45%	6,295,992.08	N/A	6,299,454.88	Not rated

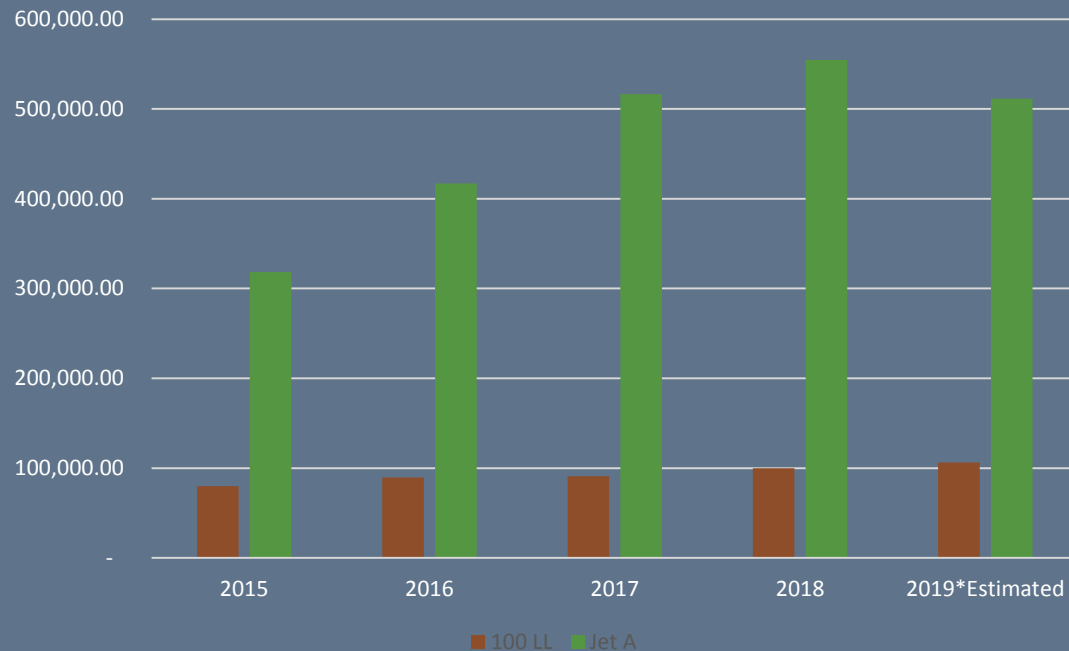
C.	The return on the District's investment portfolio expressed as an annual percentage rate.		
	For this quarter end, the return on the portfolio is 2.37% (annualized). This is calculated based on the LAIF rate for this quarter and assumes the CDs will be held until maturity.		
D.	The weighted average maturity of the District's portfolio.		
	The portfolio's maturities can be broken down as follows:		
	Policy Instruction 308		
	Maturity Range	Suggested %	Actual %
	One day to 180 days	10% to 50%	15.76%
	181 days to 360 days	10% to 30%	3.15%
	One year to two years	10% to 20%	81.08%
	Two years to three years	0 to 20%	0.00%
	Over three years	Requires Board Authorization	
	The District has not been more aggressive in pursuing longer maturity investments because the return (yield) on a longer maturity investment is not sufficiently greater than the return earned with LAIF to justify the risk. The current weighted average maturity of the portfolio is 28 days.		
E.	A statement of compliance with investment policy.		
	The investment policy's objective is to protect the District's investable assets and generate income to the extent that prudent money management practices allow. Ideally, the District will invest in a variety of investment vehicles to increase the yield/return on investment received, while balancing the risk factors present. Although the suggested percentages of investments within the maturity ranges in the policy are not currently met, the weighted average maturity is within the stated limit and the District is in compliance with the policy.		
F.	A statement that the projected cash flow is adequate to meet expected obligations of the District over the next six months.		
	As a majority of funds are currently invested with LAIF and the weighted average maturity is 28 days; the projected cash flow is adequate to meet the expected obligations over the next six months.		



# Fuel Sales Analysis

YTD Fuel Sales	100 LL			Jet Fuel		
	Gallons Sold 100 LL	Revenue 100 LL	Net Revenue 100 LL	Gallons Sold Jet A	Revenue Jet A	Net Revenue Jet A
1/1/19-9/30/19	88,054	447,391	<b>83,099</b>	437,770	1,934,223	<b>885,266</b>
1/1/18-9/30/18	76,298	408,797	<b>90,302</b>	457,004	2,141,029	<b>997,651</b>
% Increase/Decrease	15.41%	9.44%	-7.98%	-4.21%	-9.66%	-11.27%
Unit Increase/Decrease	11,756	38,594	(7,203)	(19,234)	(206,806)	(112,385)

5 Year Historical Fuel Sales in Gallons



Year	100LL	Jet A	% increase 100 LL	% Increase Jet A
2015	79,930.80	318,380.00		
2016	89,577.64	416,913.00	12.1%	30.9%
2017	91,019.60	516,465.00	1.6%	23.9%
2018	99,812.00	554,756.00	9.7%	7.4%
2019 (estimated)	106,084.00	511,375.00	6.28%	-7.82%
<b>Total</b>	<b>466,424.04</b>	<b>2,317,889.00</b>		

Fuel Type	Gallons Sold Oct 1-15 2018	Gallons Sold Oct 1-15 2019	% Increase
100 LL	3,908	6,011	54%
Jet A	15,629	18,476	18%



# Hangar Waitlist

- 39 people on the Executive Hangar waitlist made up of 27 new tenants and 12 transfer list tenants
- 66 people on the T-Hangar waitlist (30 waiting for super-T's with 44' doors or larger, 36 waiting for regular T-Hangars)
- 5 people on the non-aero End Cap waitlist





# Capital Purchases 2020/2021

- Permission to move forward with the lease signing for the Cat Grader & purchase agreement for the LaRue Blower.
- Lead time for Grader is roughly 18 weeks
- Lead time for Blower is 240 days, due to timing of prior quote price is now \$601,000