

**TRUCKEE TAHOE AIRPORT DISTRICT
BOARD OF DIRECTOR STAFF REPORT**



AGENDA TITLE: Financial Report, October 31, 2019

MEETING DATE: December 4th, 2019

PREPARED BY: Kelly Woo, Director of Finance and Administration

Revenues: For the ten months ending October 31, 2019, FBO Service Revenues are \$3,324,997, \$(235,393) under budget on a year to date basis as well as \$(265,710) under the prior year mainly due to lower Jet fuel sales, services, tie downs and transient use fees. It should be noted that for 2019 Budget year staff estimated a 10% increase in Jet Fuel Sales and a 5% increase in 100LL sales over prior year commensurate with trending in prior years. This trending along with total operations has slowed in 2019. The District is not seeing the double-digit jumps in jet fuel sales percentage as we have seen in prior years. 100 LL fuel sales are up over 2018 sales by 11.75% and Jet A is down 8.73% for the same period.

Hangar Revenues are under budget on a year to date basis \$96,205, Other Business Leasing Revenues are over budget \$62,962, and Warehouse Revenues are down \$(23,610.) Other Income Revenues (property taxes & grants) are \$6.5 MM, \$(850,870) under budget year to date. Total Revenues are \$11.9 MM, \$(1.143 MM) under budget.

Cost of Goods Sold:

100LL costs are 82% year to date to a budget of 83% and Jet Fuel is 54% to a budget of 54%

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
1/1/19-10/31/19	99,301	508,659	93,876	470,988	2,084,064	958,887
1/1/18-10/31/18	84,844	455,181	100,902	486,667	2,283,292	1,059,053
% Inc/Dec	17.04%	11.75%	-6.96%	-3.22%	-8.73%	-9.46%
Unit Inc/Dec	14,457	53,478	(7,026)	(15,679)	(199,228)	(100,166)

Payroll and Employee Benefits:

Total Payroll & Benefits are over budget \$191,507. The following contributes to this difference:

- Wages, Salaries and Other Compensation is \$126,719 over budget due to having extra positions for a few months.
- Payroll Taxes, Employee Benefit Insurance, Workers Compensation Insurance and Training and Other are over budget combined by \$64,789 due to the extra positions as well as timing of employee training and seminars.

Operating, General and Administrative Expenses are under budget \$845,473 for the ten months ended October 31, 2019. Major variances continue to be Other Professional, under budget \$426,341 due to minimal spending on studies year to date although invoices will come in November and December, office equipment under \$88,791 due as we did not purchase the terminal building server and \$116,535 under in operations monitoring expenses with less spending due anticipated installation of ADS-B.

Repair & Maintenance expenses are under budget by \$1,088,704 for the same period. The major variances are Airfield Facility Maintenance (\$633,806), Warehouse Facility Maintenance (\$151,243), and Maintenance Building Facility Maintenance (\$104,567) due to minimal spending on Repairs & Maintenance on our facilities. We will continue to see invoices in relation to land management and smaller pavement projects as the weather cooperates by 12/31/19.

Other Income and Expense is under budget \$850,870, compared to budget primarily due to lack of operating grant revenue and recording of Exec Hangar Loan payment/budget. FAA AIP Grants 038 & 039 were executed in August 2019. We received \$831,648 in FAA Grant Reimbursement in October and are forecasting to receive an additional \$300,000 by 12/31/19.

Earnings before Interest, Tax, Depreciation and Amortization (EBITDA) are \$2,141,312. This is a positive variance of \$663,960 to the budget.