



**TRUCKEE TAHOE AIRPORT DISTRICT**

**BOARD OF DIRECTOR STAFF REPORT**

**AGENDA TITLE: Financial Report, October 31st, 2023**

**MEETING DATE: November 29th, 2023**

**PREPARED BY: Kelly Woo, Dir of Finance & Administration**

**Revenues:**

Operations in October have further decreased as we switch gears from Fall to almost Winter. **Year to Date FBO Service Revenue** is \$5,126,589, \$2.5M under budget and \$310k behind 2022. 100LL gallons sold are down 20.1% to 2022 and Jet A is down 34.9%. Runway 2/20 was closed for reconstruction 8/24/2023 – 11/16/2023, record winter snow load and storm cycles significantly impacted airfield operations the first two quarters of 2023, and the shift to Sustainable Aviation Fuel only at KTRK have all impacted actual results compared to budget expectations in 2023.

**Hangar Revenues, Other Business Leasing Revenues and Warehouse Revenues** are \$31k over budget. **Other Income Revenues** (property taxes, grants, and interest) are \$1.8M under budget due to timing of the AIP 046 grant revenue budget. We are now awaiting Draw #5 as the 2/20 project is completed except for some finishing touches in the spring. **Total Revenues** of \$16.9M are \$4M under budget and \$1.6M over 2022.

**Cost of Goods Sold:**

YTD 100LL (Avgas) costs are 81% vs a budget of 81% and Jet A/SAF Fuel is 60% vs a budget of 58.1%. We sold 2,324 gallons of Contract Jet A/SAF on the local program which discounts the into wing charge by 50% for gross revenues of \$16,674. Sustainable Aviation Fuel (SAF) percentage of our Jet A supply increased to 100% 8/29/2023.

**Year To Date Fuel Analysis**

Fuel Sales	Year	Gal Sold	Rev	COGS	Net Rev	COGS %
100LL	2023	73,881.75	\$507,404.35	\$ 411,351.10	\$ 96,053.25	81%
Jet A/SAF	2023	395,160.00	\$ 3,104,851.50	\$ 1,854,502.77	\$ 1,250,348.73	60%
100LL	2022	92,453.50	\$ 635,889.45	\$ 534,721.60	\$ 101,167.85	84%
Jet A/SAF	2022	606,721.00	\$ 3,694,225.65	\$ 2,198,989.14	\$ 1,495,236.51	60%
100 LL change year to year		(18,571.75)	\$ (128,485.10)	\$ (123,370.50)	\$ (5,114.60)	-3%
% Change		-20.1%	-20.2%	-23.1%	-5.1%	-3.6%
Jet A/SAF change year to year		(211,561.00)	\$ (589,374.15)	\$ (344,486.37)	\$ (244,887.78)	0%
% Change		-34.9%	-16.0%	-15.7%	-16.4%	0.3%

### **Payroll and Employee Benefits:**

Total Payroll & Benefits year to date are \$3.1M vs a budget of \$3.9M.

- Wages are under budget \$587k. We are reviewing budgeted vacant positions to address priorities in the new strategic plan and 2024 budget. Other benefits are net under budget \$170k due to CalPERS new UAL payment for 23/24 (budgeted higher) and shortage in insurance due to the actual enrollment vs. budget as well as lower than budgeted payroll taxes.

### **Operating, General and Administrative Expenses**

Total G&A Expenses are \$4.3M vs a budget of \$4.1M.

- Over budget \$131k. Over in studies and plans for reserve study and strategic plan as well as transportation agreements and Civix implementation but savings in many other categories. We are continuing to be diligent about savings where possible but also have some invoice timing items that will catch up in November & December. We have begun to fund the 2023 PI 311/TTCF Partnerships (budget is in December) but also keep in mind that YTD expenses include \$58k from the 2022 PI 311/TTCF cycle.

### **Repair & Maintenance Expenses**

Total R&M Expenses year to date are \$601k vs a budget of \$860k.

- R&M expenses are under budget \$259k. We are working on finishing up all outdoor projects as well as R&M on hangars, vehicles, lands management, etc. AIP 046 Runway 2/20 reconstruction is completed save for a few items in the spring and re-opened on November 16<sup>th</sup>. We are also working on many facility maintenance projects. Larger expenditures to come throughout Q4.

**Earnings before Interest, Tax, Depreciation and Amortization (EBITDA)** are \$6,569,189 vs a budget of \$8,666,164 vs \$4,966,963 in 2022.

**Net Income/Loss is** \$4,485,859 after deducting depreciation vs a budget of \$6,582,830, \$2M under budget and \$1.6M ahead of 2022.

## **Capital Project Update**

<b>Completed Capital Projects YTD 10/31/23</b>	<b>In Progress Capital Projects 10/31/23</b>
GM Vehicle Electric	Airport Master Plan
O&M Van Electric	Warehouse Signage
Shop Welder	Hangar Lighting Upgrades
4 New Golf Carts (Electric)	FMP-Utilities Mapping
Mower Attachment	Fuel Farm Electrical Upgrade
Plow Blade	Elec Vehicle Charging Station
Runway 2/20 Design Work	
New Ford Flatbed Truck	
2 Sea Containers	
Hangar Floor Epoxy & Lighting	
ParkMobile Long Term Parking	
Admin Carpet	
Hangar 1 Electrical Upgrade	
Runway 2/20 Reconstruction (except grading/stripping in Spring)	
Admin Building Generator	
Hangar 1 Door	
Two New Fire Hydrants & Valves	

## **Investment Update:**

We sold five of the six Wells Fargo CD's to purchase new CD's with better interest rates. The cost to sell early and purchase new CD's was around \$40k but we will make that back in interest at the new rates in the next quarter. We now have a portfolio of CD's with no lower than 4.9% interest rates.

## **Property Management Payment Update:**

Civix/ABRM is live and issuing invoices for monthly rents. We are transitioning from their recommended payment provider that did not function for our needs back to our old payment provider, Xpress Billpay. Payments on the tenant portal are currently disabled until we get the integration built to work with Xpress Billpay instead. Tenants can make cash/check payments as usual or reach out to Jill, Emily, Laura or myself to make credit card payments.