MEMO:

To: Board of Directors and Staff

From: Jane Dykstra

Subject: Financial Report Date: October 10, 2013

The Financial Statements for the period ended September 2013 will not be completed prior to the October meeting of the Board of Directors. The financial statements will be finalized by the first week of November, and the auditors will begin their field work the week of November 10th; they are planning to make a presentation on the results of the audit at the December 5, 2013 meeting.

In the fiscal year ended September 30, 2013, there were 86,154 gallons of 100LL fuel were sold, a decrease of 3.3% (2,931 gallons) from the prior fiscal year. The budget had estimated selling 96,200 gallons, which was the number sold in the period from July 1, 2011 through June 30, 2012.

The District sold 247,400 gallons of JetA during the fiscal year, an increase of 96,800 (64%) over the prior fiscal year. A portion of the increase is related to the closure of RWY 11-29 for construction during the prior fiscal year. That is the most gallons of JetA sold since the 2006-07 fiscal year, when 235,755 gallons were sold. The budget estimated selling 198,569 gallons.

I have attached an updated version of the top sales dates from May 1997 through the end of the fiscal year.

A full variance analysis of fiscal 2013 amounts will be included in the package for the December 5, 2013 meeting.

The Administrative Clerk position is currently being advertised. The deadline for application submittals is October 18, 2013. Interviews will be held by the end of the month, and the new employee will hopefully start work soon after.

I have completed the application for the District's airport liability insurance which is up for renewal on January 15, 2014. Proposals will be reviewed by staff and brought to the board at the December 5, 2013 meeting.

If you have any questions, please contact me.

FILE NAME: SALES BY DAY.XLS PAGE NAME: BIG SALES SOURCE: MONTHLY SALES ANALYSIS BY DAY SALES TAXES INCLUDED BIGGEST DOLLARS SALE DAYS GROSS SALES WITH MOST GALLONS PUMPED 1 1 08/106/10 38,174 1 1 10/03/08 2,280 1 1 09/08 2 09/25/11 35,447 2 07/07/97 1,884 2 08/19 3 07/26/11 33,161 3 09/14/02 1,861 3 08/06 4 07/06/08 31,322 4 0 09/05/05 1,855 4 0 08/23 5 09/02/11 31,009 5 08/12/01 1,841 5 09/25 6 08/02/11 31,009 5 08/12/01 1,841 5 09/25 6 08/02/11 31,009 5 08/12/01 1,841 5 09/25 6 08/02/11 31,005 6 09/02/11 1,841 5 09/25 8 08/19/05 30,431 8 09/17/00 1,756 8 07/21 9 07/18/08 29,793 9 06/27/97 1,730 9 02/09 10 07/18/08 29,793 9 06/27/97 1,730 9 02/09 11 07/14/08 29,453 11 09/15/05 1,668 11 07/03 12 06/24/12 29,027 12 07/28/02 1,664 12 08/10 13 08/15/07 29,022 13 08/11/09 1,638 14 08/09 11 06/04/08 27,758 14 09/21/09 1,638 14 08/09 11 06/04/08 27,758 14 09/21/09 1,638 14 08/09 11 06/04/08 27,758 14 09/21/09 1,638 14 08/09 11 06/04/08 27,758 14 09/21/09 1,638 14 08/09 11 06/04/08 27,758 14 09/21/09 1,638 14 08/09 11 06/04/08 27,758 14 09/21/09 1,638 14 08/09 11 07/19/19 26,658 19 09/15/09 1,654 19 09/15/09 1,654 19 09/15/09 1,658 19 09/15/09 1,658 19 09/15/09 1,658 19 09/15/09 1,658 19 09/15/09 1,658 19 09/15/09 1,658 19 09/15/09 1,658 19 09/15/09 1,658 11 09/15/09 1,659 11 09/15/09 1,659 11 09/15/09 1,659 11 09/15/09 1,659 11 09/15/09 1,65	Color Colo	
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30 06/07/08 24,651 30 08/10/98 1,440 30 08/09 31 08/02/08 24,529 31 07/12/98 1,438 31 08/14 32 07/28/13 24,450 32 07/25/04 1,433 32 07/05 33 08/25/13 24,397 33 08/02/00 1,432 33 07/12	03 3,914 05 3,902 05 3,845	†
32 07/28/13 24,450 32 07/25/04 1,433 32 07/05 33 08/25/13 24,397 33 08/02/00 1,432 33 07/12	05 3,845	
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34 07/08/12 24,262 34 07/07/02 1,432 34 08/05	01 3,794	
35 <u>08/17/13 24,087</u> 35 <u>09/06/04 1,426</u> 35 <u>06/24</u> ,	12 3,776	ò
36		
38 08/18/08 22,906 38 05/30/08 1,398 38 08/29 39 07/31/11 22,827 39 9/19/2009 1,398 39 07/19		1
40 06/19/08 22,801 40 07/20/97 1,394 40 08/08.	02 3,717	
41 07/16/08 22,792 41 06/16/99 1,392 41 02/07. 42 08/08/10 22,761 42 08/18/02 1,390 42 07/05.		
43 07/24/08 22,475 43 08/02/98 1,386 43 09/02 44 07/05/09 22,338 44 07/04/97 1,384 44 08/12		
45 07/05/10 21,765 45 07/01/00 1,384 45 08/18.	06 3,595	5
46 01/21/13 21,761 46 06/30/01 1,383 46 08/11. 47 12/29/11 21,623 47 12/30/99 1,369 47 07/04.		o T
48 02/20/06 21,501 48 09/03/01 1,367 48 08/17. 49 07/18/11 21,455 49 08/02/02 1,365 49 07/02		3
50 08/04/07 21,300 50 07/01/01 1,364 50 12/28	06 3,465	5
51 07/08/11 20,911 51 07/09/00 1,362 51 09/04 52 07/12/13 20,877 52 09/20/98 1,357 52 09/13)
53 08/13/06 20,863 53 07/23/00 1,357 53 07/24 54 08/18/06 20,800 54 09/04/99 1,356 54 02/29		6
55 07/26/08 20,699 55 07/29/01 1,355 55 08/04	07 3,379)
56 08/03/13 20,620 56 09/17/06 1,351 56 07/15 57 08/06/06 20,615 57 09/13/97 1,344 57 08/15		
58 08/22/10 20,596 58 06/22/03 1,339 58 06/03 59 09/01/11 20,567 59 08/03/02 1,336 59 09/07		,
60 08/12/08 20,539 60 09/16/02 1,335 60 07/27/	13 3,314	
61 07/25/10 20,438 61 07/13/99 1,327 61 08/25 62 07/05/05 20,423 62 08/09/02 1,324 62 08/04		
63 08/30/13 20,299 63 07/02/99 1,322 63 08/03	03 3,299)
65 06/17/07 20,090 65 08/20/00 1,318 65 07/30.	04 3,295	5
66 09/18/11 20,069 66 09/05/00 1,313 66 07/14 67 06/26/11 20,012 67 07/28/97 1,311 67 08/26		
68 06/30/06 19,971 68 06/01/97 1,307 68 08/13.	04 3,256	ò
69 08/14/05 19,888 69 07/20/03 1,297 69 08/16 70 01/14/13 19,846 70 09/14/03 1,296 70 08/31,	01 3,226	5
71 02/18/13 19,568 71 08/15/03 1,288 71 06/07. 72 06/20/08 19,246 72 08/01/04 1,283 72 06/17.		
73 08/12/05 19,243 73 09/22/97 1,282 73 07/16.	04 3,200)
75 06/30/11 19,007 75 07/07/03 1,272 75 08/13,	06 3,188	В
76 08/23/04 18,967 76 09/13/03 1,272 76 06/18 77 07/15/12 18,935 77 08/17/08 1,271 77 07/19		
78 07/29/13 18,890 78 05/31/04 1,270 78 09/04.	01 3,147	,
79 07/13/08 18,890 79 07/29/98 1,265 79 03/21, 80 08/13/08 18,878 80 07/03/02 1,262 80 07/08	10 3,136	5
81 07/10/08 18,832 81 08/01/99 1,253 81 08/12 82 08/07/11 18,804 82 09/19/05 1,252 82 08/12		
83 08/20/06 18,701 83 05/26/00 1,251 83 07/05.	09 3,110)
84 06/24/07 18,657 84 08/05/97 1,250 84 07/25 85 07/10/11 18,630 85 07/18/99 1,246 85 06/10	04 3,076	ò
86 07/26/07 18,575 86 08/29/99 1,246 86 07/12 87 12/28/06 18,549 87 06/29/03 1,245 87 08/06		
88 07/02/10 18,469 88 08/30/03 1,242 88 07/11/	04 3,049)
89 09/15/13 18,348 89 09/20/09 1,238 89 08/05 90 09/28/11 18,304 90 08/16/98 1,236 90 07/09		
91 04/08/12 18,255 91 09/12/03 1,233 91 07/01. 92 07/28/11 18,231 92 06/21/97 1,232 92 07/05	04 3,030)
93 08/03/08 18,217 93 09/06/99 1,232 93 08/10/	01 3,023	В
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96 08/30/08 18,029 96 08/03/97 1,224 96 07/10 97 09/07/08 18,022 97 08/31/02 1,222 97 08/15	04 3,004	
98 04/04/08 17,807 98 03/29/02 1,219 98 08/01/	03 2,967	,
99 12/27/12 17,799 99 06/29/97 1,216 99 08/21. 100 08/12/06 17,745 100 07/26/98 1,208 100 07/14.		