

# Finance & Administration Monthly Report

## YTD June 2026 Preliminary Revenue

### FBO Service Revenue - Fuel Only:

- Fuel gross revenue is \$981K and ahead of budget by \$165K.
- 100LL gallons sold are up 2.9% to 2025 and Jet A/SAF is up 25%.
- COGS - 100LL (Avgas) costs are 80% vs. a budget of 79%.
- Net Fuel Revenue is \$704K vs. budget of \$561K.

### FBO Service Revenue - Non-Fuel:

- Operations ahead of budget by \$206K due to overages in Ramp, and Landing Fees.

### Hangar Revenues, Other Business Leasing Revenues and Warehouse Revenues:

- \$1,705K, \$10K under budget.
  - Hangar lease revenue has caught up to budget YTD and Other Lease revenue is under budget by \$10K due to CAM.

### Other Income Revenues (property taxes, grants, and interest):

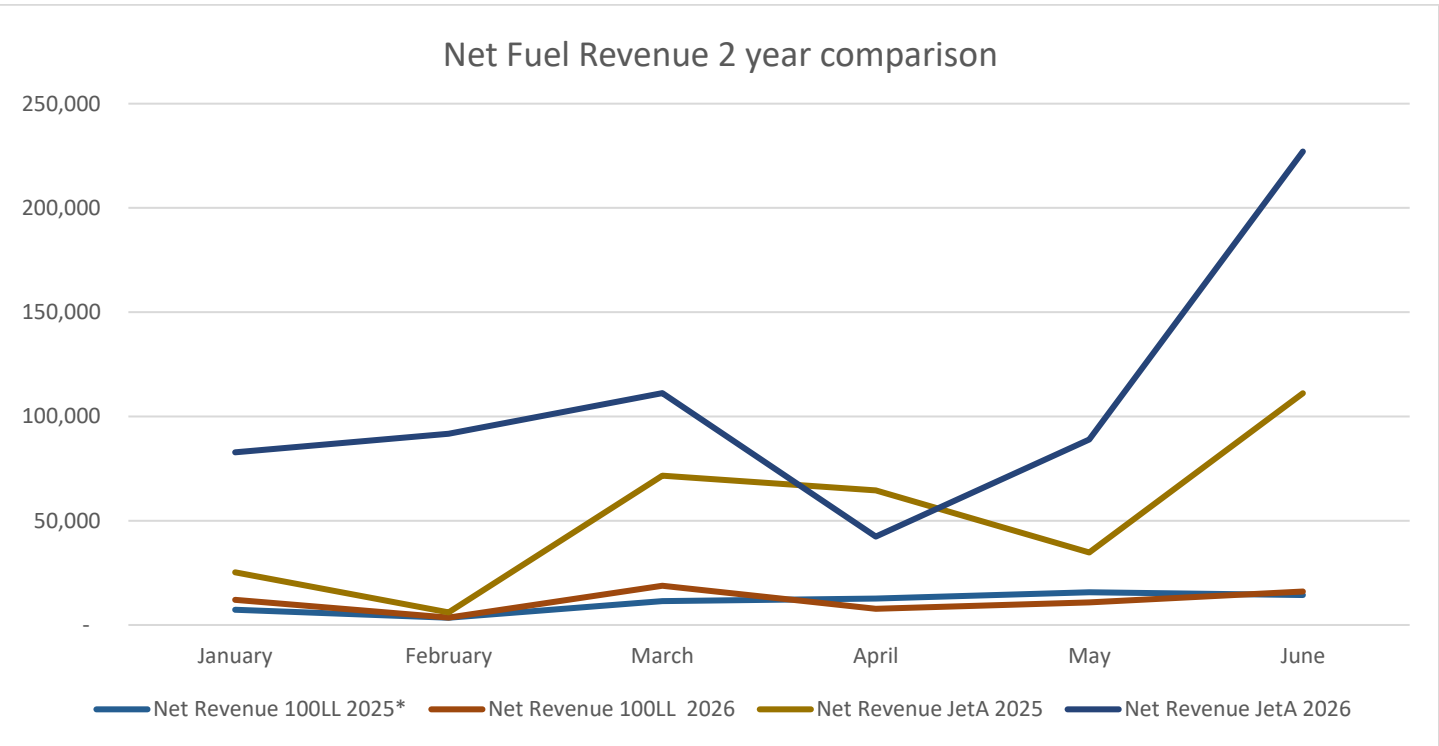
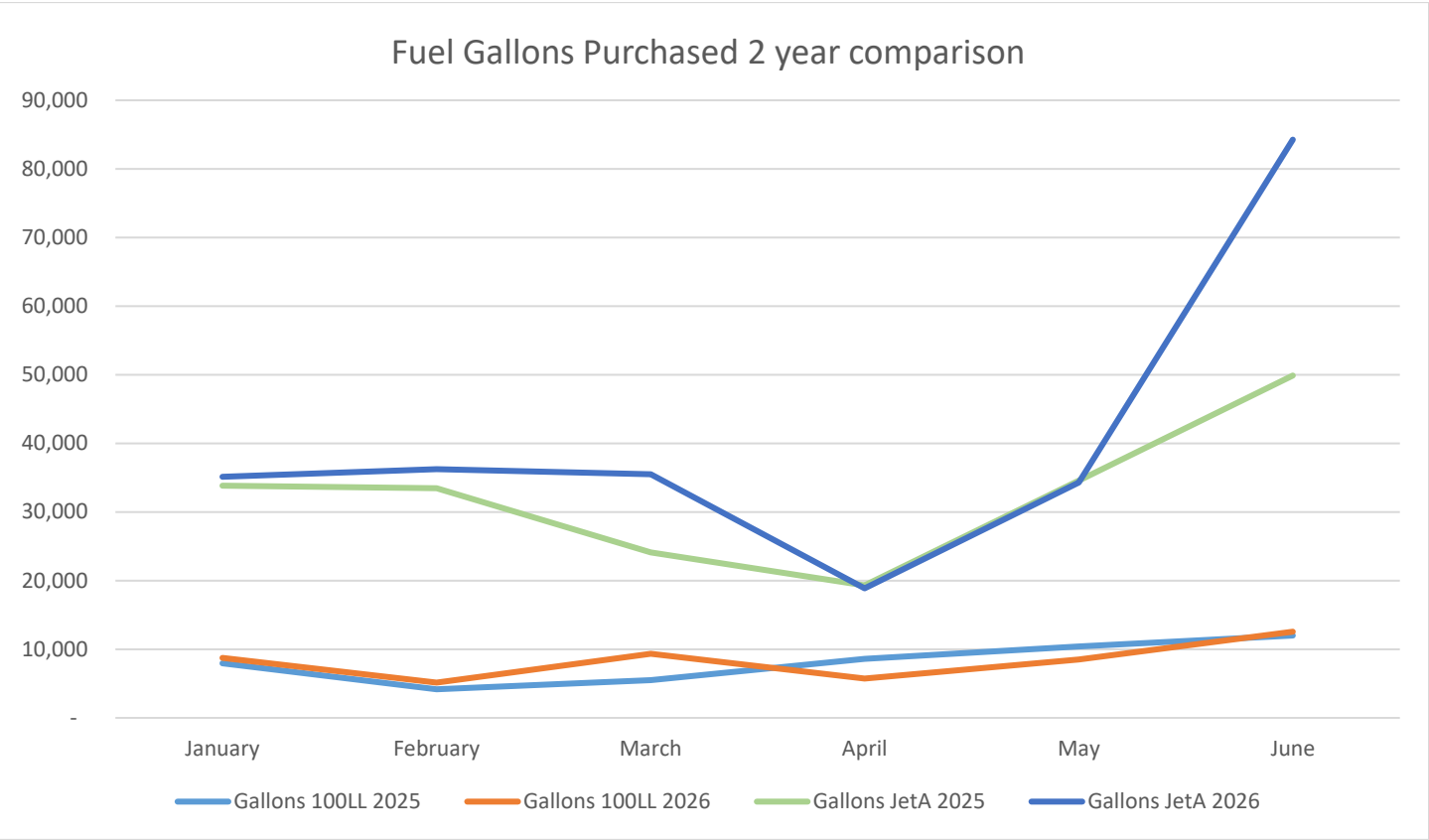
- \$10,580K, vs. budget of \$10,195K.
  - \$10,017K Property tax Revenue vs. \$9,317K in 2025.
  - Interest Income better than budget by \$169K and \$187K ahead of 2025

### Gross Profit:

- \$14,209,000 vs. a budget of \$13,487,000 – ahead of budget by \$722K.
- \$1,777,000 additional gross profit than 2025

| Year to Date Fuel Analysis |              |              |             |        |
|----------------------------|--------------|--------------|-------------|--------|
| Fuel Sales                 | Year         | Gallons Sold | Net Revenue | COGS % |
| 100LL                      | 2026         | 50,019       | 69,107      | 80.0%  |
| Jet A/SAF                  | 2026         | 244,328      | 643,994     |        |
| 100 LL                     | 2025         | 48,590       | 64,898      | 79.0%  |
| Jet A/SAF                  | 2025         | 195,202      | 313,383     |        |
| 100LL Increase             | 2025 to 2026 | 1,429        | 4,209       |        |
| Jet A/SAF Increase         | 2025 to 2026 | 49,126       | 330,611     |        |

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## YTD June 2026 Expenses:

- Salaries & Wages, Taxes & Benefits- \$2,460K, \$38K under budget.
  - All budgeted positions are filled through June 2026. All seasonal budgeted positions filled.
  - 2026 under budget across most all benefit categories. Savings in Work Comp, Medical Ins, Retirement matching
- Operating General & Admin Expenses - \$2,350K, \$355K under budget and \$274K less than 2025.
  - Several items under budget: Election expense, Employee Relations, IT Hardware, Computer support, Media/Ads, Non-AIP Airfield Maintenance, Airfield Lands, Mgt, etc.
  - Monthly budget allocation calculation based on prior year. Some expenses will fall differently than 2025. Adjusting month to month to more accurately reflect YTD position.
- Repair & Maintenance Expenses - \$128K, \$104K under budget and \$108K under 2025.
  - Focus of team has been capital and airshow. Additional operational maintenance costs will catch up to budget over the next few months
- Community Benefit - \$660K, \$13K under budget.
  - \$237K in Strategic Initiatives (Fire Mitigation) costs. 18-month commitments
  - \$306K in Airshow costs (all costs budgeted in June)
  - \$58K Fly Safe
  - \$13K Contracts (Arts Council & EAA Chapter)
  - \$25K Lands Management
  - \$19K Housing

## YTD Reserve 2026 Expenses:

- \$98K Actual vs \$221K Budget
  - \$65K Heater replacement in Hangars and Warehouse
  - \$10K Admin Building - Painting
  - \$18K Airport Office Building – Upgrade to Cooling System
  - \$5K Fuel Farm interior assessment

## YTD Net Income/(Loss):

- \$7,167,550 after deducting depreciation vs. a budget of \$5,853,177, \$1,314K over budget.

## Finance & Administration Department:

- 2025 audit entries entered and 2026 balance sheet reflecting final 2025 retained earnings.
- Paystand integration moving forward to replace Xpress Bill Pay as of August 1, 2026. This will directly interface with NetSuite and result in better customer experience, less manual entries and immediate correct account balances.