Finance & Administration Monthly Report

YTD September 2026 Preliminary Revenue

FBO Service Revenue - Fuel Only:

- Fuel gross revenue is $2,131K and ahead of budget by $488K.
- 100LL gallons sold are 4% less than 2025 and Jet A/SAF is up 31%.
- COGS - 100LL (Avgas) costs are 78% vs. a budget of 79%.
- Net Fuel Revenue is $1,655K vs. budget of $1,153K.

FBO Service Revenue - Non-Fuel:

- Operations ahead of budget by $749K due to overages in Ramp Fees (468K ahead of budget), Landing Fees (211K ahead of budget), and Overnight Tie Downs (80K).

Hangar Revenues, Other Business Leasing Revenues and Warehouse Revenues:

- $2,674K, and ahead of 2025 by $235K.
  - Hangar lease revenue has caught up to budget YTD and Other Lease revenue is under budget by $4K due to CAM and Fireplace Lounge. The budget included an amount for JSX to rent the Fireplace Lounge starting in the summer months.

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

- $11,306K, vs. budget of $10,383K.
  - $10,546K Property tax Revenue vs. $9,830K in 2025.
  - Interest Income $552K vs budget of $307K and 2025 $280K. Moved $10M to a fixed rate account in August and the interest on that amount will be deposited at maturity 8.2027

Gross Profit:

- $18,575,000 vs. a budget of $16,408,000 – ahead of budget by $2,167K.
- $2,969,000 additional gross profit than 2025

Year to Date Fuel Analysis				
Fuel Sales	**Year**	**Gallons Sold**	**Net Revenue**	**COGS %**
100LL	2026	87,583	143,185	78.0%
Jet A/SAF	2026	636,717	1,523,729	
100 LL	2025	91,742	90,052	79.0%
Jet A/SAF	2025	486,170	1,100,477	
100LL Increase	2025 to 2026	(4,159)	53,133	
Jet A/SAF Increase	2025 to 2026	150,547	423,252	

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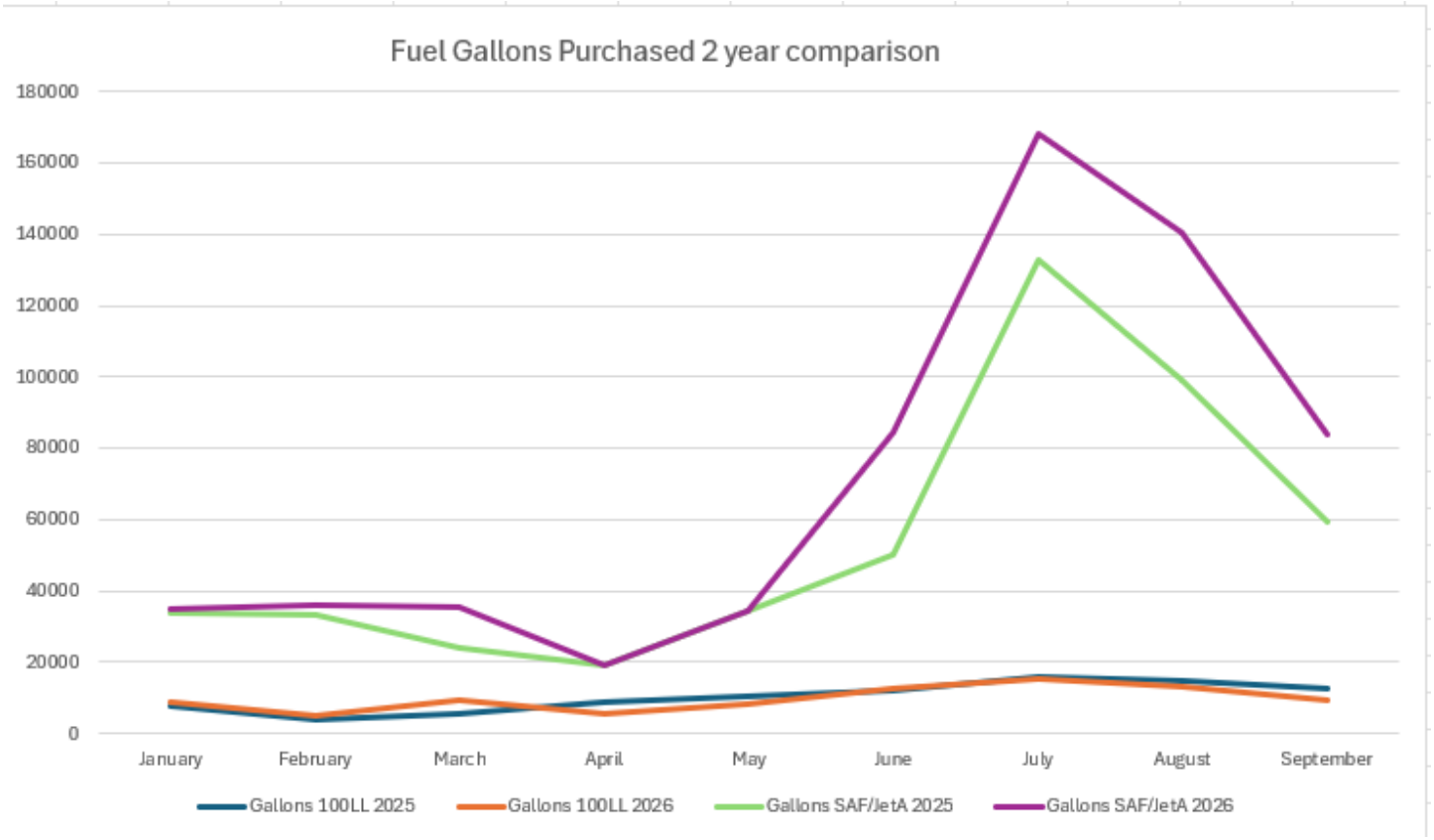

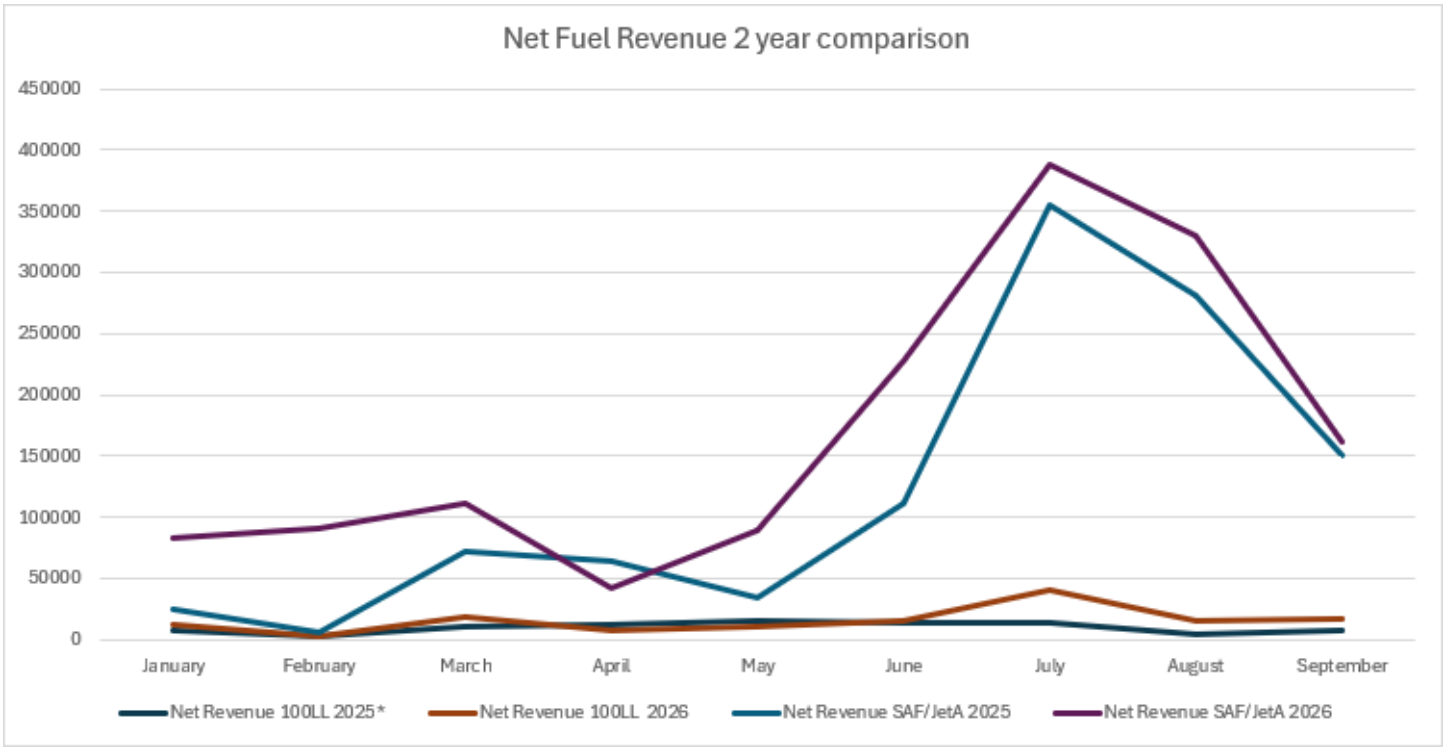

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YTD September 2026 Expenses:

- Salaries & Wages, Taxes & Benefits- $3,832K, $20K over budget.
  - YTD liability accrual true'd up through August. Will adjust again at year end.
- Operating General & Admin Expenses - $3,677K, $650K under budget and $22K more than 2025.
  - Several items under budget: Telephone, Election expense, Geo Info Systems, Insurance, IT Hardware, Computer support, Studies & Plans, Media/Ads, Airfield Signage & Lighting, Utilities, Interest Expense, Fleet Diesel/Gas, Flight data tracking, etc.
  - Commissions and fees to service vendors expense over budget due to those being calculated as a % of revenue.
- Repair & Maintenance Expenses - $159K, $151K under budget and $78K under 2025.
  - Winter prep on deck for vehicles and equipment. Hangar inspections underway so will see expenses catch up to budget by the end of the year.
- Community Benefit - $1,573K, $143K under budget.
  - $1,063K in Strategic Initiatives (Fire Mitigation) costs. 18-month commitments
  - $318K in Airshow costs
  - $100K Fly Safe
  - $14K Contracts (Arts Council & Mission to Mars, CTA)
  - $49K Lands Management
  - $19K Membership in Housing JPA

YTD Reserve 2026 Expenses:

- $198K Actual vs $541K Budget
  - $65K Heater replacement in Hangars and Warehouse
  - $10K Admin Building - Painting
  - $18K Airport Office Building – Global controller and UPS backup to Cooling System
  - $5K Fuel Farm interior assessment
  - $16K Sidewalk repair terminal building and Chanelle Way
  - $4K Generator Shed Door replacement
  - $26K Sealing & Striping Lift & Long term parking lots
  - $53K Hangar painting

YTD Net Income/(Loss):

- $7,128,000 after deducting depreciation vs. a budget of $3,749,000, $3,378K better than budget.

Finance & Administration Department:

- 2027 Budget Workshop meeting occurred 10.16.26.
- New internal control procedures set up for Wells Fargo company credit card approval process.
- Heather to attend the annual NetSuite conference end of October.

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- Liza to attend CalPelra conference in November.
- Benefits and insurance renewal information for 2027 on deck. Meeting to finalize numbers in October and Open Enrollment being held at November staff meeting.