



TRUCKEE TAHOE AIRPORT DISTRICT INTEROFFICE MEMORANDUM

TO: BOARD OF DIRECTORS AND STAFF
FROM: KEVIN BUMEN
SUBJECT: 2ND QUARTER CY 2013 OPERATING RESULTS REVIEW
DATE: JULY 17, 2013

The numbers presented in the attached report are for the CY 2nd Quarter ending June 2013 and the same for 2012 for comparison purposes. The new rates and fees went into effect in January, 2012.

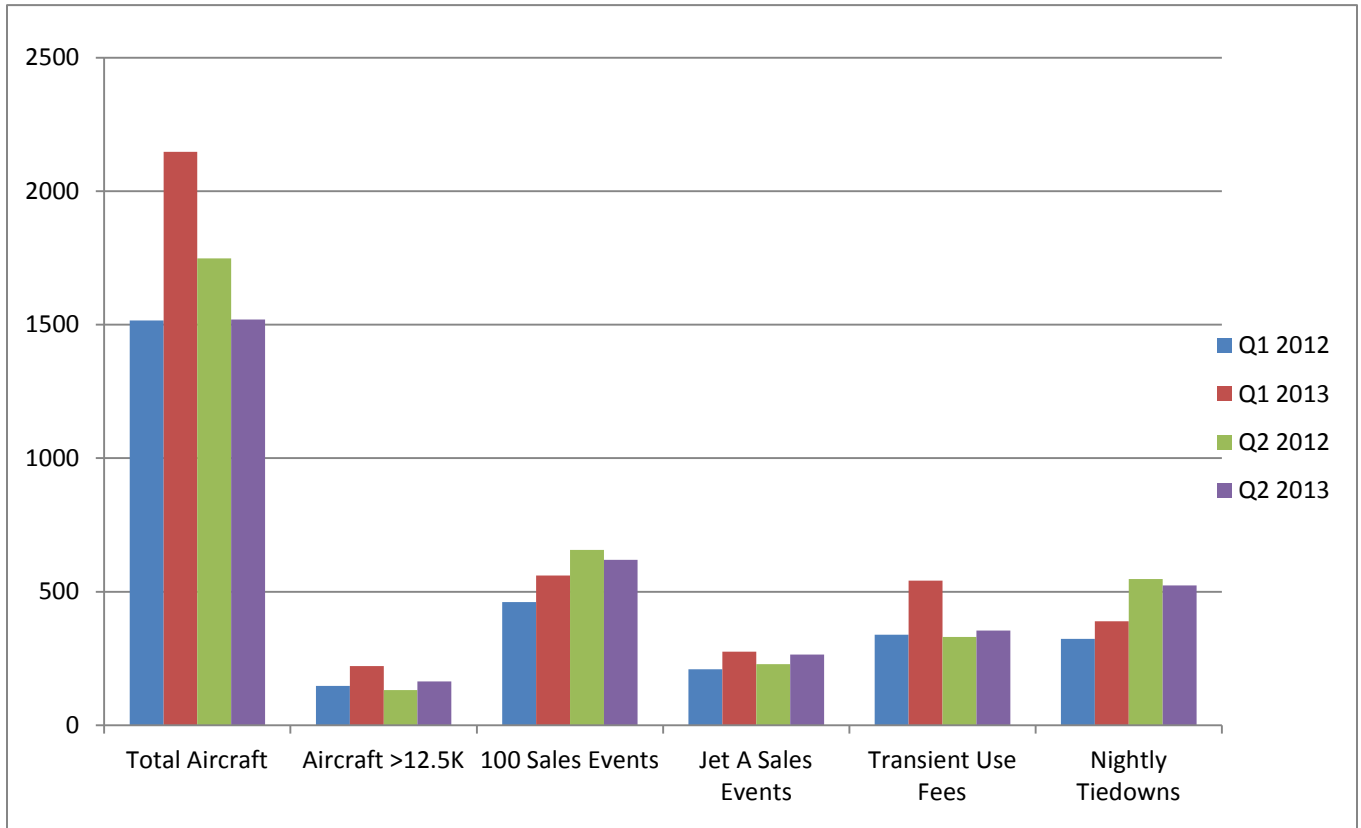
Net revenues from 100LL and Jet A have increased in 2013 based on volume and price increases.. Average fuel uplift amounts remain fairly consistent with prior years. Fuel prices were adjusted 5/1, 5/28, 6/13 and 6/28.. Staff evaluates prices on aviation fuels in the regional market along with the goal of keeping flying affordable for pilots.

Other FBO revenues have increased again in the 2ND Quarter from \$2179 in 2012 to \$9540 in the 3rd Quarter. The GPU continues to exceed all former revenue projections.

The truck roll fee was discontinued beginning May 1. A minimum fuel uplift of 10 gallons is now required for a truck roll and a full service price differential has been maintained. Only 2 roll fees were charged in the period, prior to May 1. This change may be evaluated in subsequent quarters.

In summary, total net revenues from the products and services offered by the District's FBO have increased measurable. Staff attributes this to improving economic conditions,

increase operations by some categories of aircraft and the District's business focused approach to the operation.



Truckee Tahoe Airport District
Quarterly Operating Results Comparison
April through June 2013 and 2012

	April - June 2013	April - June 2012
Total Aircraft (See Note A)	1,520	1,748
Aircraft Weighing > 12.5K Pounds	164	132
100 LL - Sales Events	620	657
100 LL - Gallons	20,023	20,682
Average Uplift	32	31
100 LL – Revenues	\$ 117,116	\$ 119,364
100LL – Net Revenues	\$ 17,302	\$ 13,144
Gross Margin per gallon - 100LL	\$ 0.86	\$ 0.64
JET A - Sales Events	265	229
JET A - Gallons	42,399	35,460
Average Uplift	160	155
JET A - Revenues	\$ 254,612	\$ 222,726
JET A – Net Revenues	\$ 114,350	\$ 93,701
Gross Margin per gallon - Jet A	\$ 2.70	\$ 2.64
Transient Use Fees - Qty (incl discounted)	354	331
Transient Use Fee Revenues	\$ 37,627	\$ 46,452
Average TUF	\$ 106	\$ 140
Number of Discounted TUFs	122	80
Discounted (Foregone)TUF Revenues	\$ 20,400	\$ 12,150
Nightly Tiedowns - Qty	523	548
Tiedown Revenues - nightly	\$ 7,925	\$ 8,795
Tiedown Revenues - longer term	\$ 16,434	\$ 10,611
Overnight Hangar Revenues	\$ 900	\$ 880
Auto Parking Revenues	\$ 15,061	\$ 12,435
Other FBO Revenues	\$ 9,540	\$ 2,179
100LL Fueling Detail:		
Waived Truck Roll Events	88	110
Number of Truck Roll Fees charged	NOTE B 2	11
Number of Self-serve transactions	530	536
Total FBO Revenues	\$ 459,216	\$ 423,440
Total FBO Net Revenues	\$ 217,439	\$ 186,895
Total Net Revenue/Aircraft	143.10	\$ 106.92
Net Revenue/Aircraft > 12.5K Pounds	1,325.85	\$ 1,415.87

Note A> "Aircraft" signifies aircraft visits and is derived by taking one-half of the number of operations as reported by the WASP system and refined by staff. It does not include glider activity.

Note B> Effective May 2013, a truck roll fee is no longer charged, instead a minimum purchase of 10 gallons is required.