

Truckee Tahoe Airport District
Quarterly Operating Results Comparison
January through March 2013 and 2012

	January - March 2013		January - March 2012
Total Aircraft (See Note A)	2,148		1,516
Aircraft Weighing > 12.5K Pounds	221		147
100 LL - Sales Events	561		461
100 LL - Gallons	17,089		15,332
Average Uplift	30		33
100 LL – Revenues	\$ 93,883		\$ 81,526
100LL – Net Revenues	\$ 14,540		\$ 9,083
Gross Margin per gallon	\$ 0.85		\$ 0.59
JET A - Sales Events	275		210
JET A - Gallons	51,914		34,577
Average Uplift	189		165
JET A - Revenues	\$ 309,675		\$ 206,497
JET A – Net Revenues	\$ 121,195		\$ 84,898
Gross Margin per gallon	\$ 2.33		\$ 2.46
Transient Use Fees - Qty (incl discounted)	542		339
Transient Use Fee Revenues	\$ 72,978		\$ 38,502
Average TUF	\$ 135		\$ 114
Number of Discounted TUFs	165		81
Discounted (Foregone)TUF Revenues	\$ 18,950		\$ 11,175
Nightly Tiedowns - Qty	389		324
Tiedown Revenues - nightly	\$ 6,960		\$ 4,380
Tiedown Revenues - longer term	\$ 10,886		\$ 9,382
Overnight Hangar Revenues	\$ 9,875		\$ 8,375
Auto Parking Revenues	\$ 11,713		\$ 12,557
Other FBO Revenues	\$ 4,523		\$ 1,631
100LL Fueling Detail:			
Waived Truck Roll Events	80		64
Number of Truck Roll Fees charged	3		16
Number of Self-serve transactions	478		381
Total FBO Revenues	\$ 520,493		\$ 362,850
Total FBO Net Revenues	\$ 256,207		\$ 165,161
Total Net Revenue/Aircraft	119.30		\$ 108.94
Net Revenue/Aircraft > 12.5K Pounds	1,159.31		\$ 1,123.54

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.