



## TRUCKEE TAHOE AIRPORT DISTRICT INTEROFFICE MEMORANDUM

**TO:** BOARD OF DIRECTORS AND STAFF  
**FROM:** KEVIN BUMEN  
**SUBJECT:** 3RD QUARTER 2012 OPERATING RESULTS REVIEW  
**DATE:** OCTOBER 25, 2012  
**CC:**

The numbers presented in the attached report are for the CY 3<sup>rd</sup> Quarter ending September 2012 and the same for 2011 for comparison purposes. The new fee schedule has been in place since mid-January 2012. The results are not easily comparable to 2011, given the extensive closure of runway 10-28. A key indicator, net revenue per aircraft, has decreased by \$119.37 per aircraft over 2011. The net revenue per aircraft decreased by \$1082.96 for aircraft >12,500 pounds. While more aircraft visited the airport during the period, less fuel was sold, likely due to the operational limitations imposed by runway 01-19. Margins on fuel prices were adjusted 8/1/12. Staff has tried to price 100LL in line with the regional market along with goal of keeping flying affordable for pilots.

Some comments on the data:

- Total powered aircraft for the period increased 51% year over year.
- The number of sales events for both 100LL and Jet A decreased for the period. This was a likely result of the runway10-28 closure and rising fuel prices.
- 888 more aircraft visited the airport during the period than in 2011.
- The average uplift was 33% lower for Jet A. Due to smaller jet aircraft operating from runway 01-19, fewer aircraft could purchase significant amounts of fuel.
- 1 out of 3 customers chooses to purchase fuel in lieu of a TUF. This was similar to what occurred in Q2. Staff is closely watching the relationship between discounted TUF and minimum fuel volumes. 1 in 6 transactions for 100LL are being delivered by the fuel trucks.
- Staff budgeted for fuel revenue during the projected 6 week runway closure. The projected duration (7/9/12-9/29/12) was longer than projected. This resulted in lower than expected fuel sales in September and performance below budget.