

TELLURIDE REGIONAL AIRPORT

MONTHLY REPORT

FOR

June 20, 2013

Jon Dwight, Chairman

Ann Brady, Vice Chairperson

Richard W. Nuttall, Airport Manager

MINUTES

TELLURIDE REGIONAL AIRPORT AUTHORITY BOARD MEETING

May 16, 2013

12:00 pm

1. Call to Order 12:08 pm
Chair Jon Dwight called the meeting of the Telluride Regional Airport Authority to order.

Roll Call
Present: Chair Jon Dwight. Board Members Paul Talmey, Lynne Beck, Gary Bash, Joan May.
Board Alternate Mark Silversher.
Also present: Rich Nuttall (Airport Manager), Linda Soucie (Administrative Assistant), Bob Erie (Attorney), Michael Marleton.
2. A. Approval of Minutes: March 21, 2013
Motion
Board Member Joan May motioned to approve the minutes of March 21, 2013.
Board Member Paul Talmey seconded the motion.
Motion passed 6-0.

B. Financial Report
1. Approval of Accounts Payable
Motion
Board Member Gary Bash motioned to approve the Accounts Receivable and Payables.
Board Member Paul Talmey seconded the motion.
Motion passed 6-0.

C. Chairman's Comments
Chair Jon Dwight - Michael Marleton will be giving a presentation on ways to get additional types of support from Colorado Flight Alliance. The workings behind the presentation were started on February. The goal is to improve the experience overall at the airport, for both commercial and GA.

D. Noise Abatement Report
Nothing to report.

E. Colorado Flight Alliance Report - Michael Marleton
Michael gave a PowerPoint presentation outlining improvements that could be done to the airport to improve the passenger experience. He presented improvements that could be made to the tunnel (murals, graphics and removing the stairs), a redesigned logo (to create brand consistency with the resort), creating a sense of 'place', creating directional signage (arrivals/departures), adding signage to the top of the hill, and adding a webcam that would be displayed on the TRA and the TTB websites. There was discussion on the logo; possibly keeping the current "Fly Telluride" for the FBO and using the new one for the airport as a whole.

Removing the stairs would require an ADA compliant ramp and it is unclear if the current one meets those standards.

3. Airport Manager's Comments

A. Announcements and Updates

1. Runway Light Plow – Airport Manager Rich Nuttall showed a short video of a runway light plow attachment that would go on the TRA loader to plow snow from around the runway lights, eliminating plowing time and labor. The total cost is \$40-45,000.00 and the state grant contribution would be \$24,000.00. The Grant Amendment for the plow is ready to be signed.

2. The renewal contract for 4Knee Ventures (Maintenance) is ready to be signed.

3. Runway projects

AIP 28 – Slide Remediation (finishing up) is starting this week. They have 54 days to complete the project. There are 2 claims; 1 from the contractor on the delays from the surveyor: the FAA will pay for some of the claim work and the surveyor who made the mistake is paying the rest.

AIP 29 – Ditch repair and signage relocation, threshold lights, will go out to bid in June.

AIP 30 – Design of de-ice pad and retaining wall – the scope of work will be finished up and the design started, for a 2014 project start.

B. Special Instrument Approach Design Proposal by Jeppesen

Jeppesen's proposal is to come up with the broadest use design for all C-category aircraft. They believe that within the initial \$32,000+ they would have a good idea if the approach would be viable or not. The ultimate decision is in the hands of the FAA. The total fee is \$65,000 plus some extras; Rich has put \$80,000 in the Capital Budget to cover any additional options. The normal timeframe is 12 months, for a summer of 2014 publication. There was discussion on the timeline to a decision point. Rich got Brandon from Jeppesen on the phone and he went over the time frame, stopping point, and success rates.

Rich has scheduled a conference call with Horizon for Monday to see where they are as far as bringing in the Q400 to TEX.

C. Capital Budget Update

Rich went over the revisions to the Capital budget. AIP 26 had some carryover expenses from 2012; AIP 28 had some leftover costs from 2012; AIP 29 was broken out into 2 separate grants; the new instrument approach design (\$80,000), non-grant funded equipment (runway light plow) \$45,000; grant funded equipment upgrades (GPU purchase and the tug modification) added \$5000.00; non-grant funded construction (slide at east end at creek) adds \$15,000; 1 more training module for the SMS; and the new server costs may go away if a new POS system will work out (\$10,000 savings).

Motion

Board Member Lynne Beck motioned to revise the 2013 Capital Budget.

Board Member Paul Talmey seconded the motion.

Motion passed 6-0.

Airport Manager Rich Nuttall noted that he is in the process of hiring a new lineperson to start 6/1/13. There are 2 qualified applicants.

Rich handed out 2 reports: 1 based on last meeting's executive session, and 1 regarding rewards and pilot incentives, which includes suggestions received in the box downstairs and comments received on AirNav.

C. Executive Session:

1. Executive session to discuss personnel.
4. Announcements and Public Comments
5. Adjourn – Chair Jon Dwight adjourned the meeting at 2:23 pm.

Jon Dwight, Chairman

Richard W. Nuttall, Airport Manager

**TELLURIDE REGIONAL AIRPORT
BOARD MEETING – JUNE 20, 2013
12:00 PM, TERMINAL BUILDING**

MEETING AGENDA

- 1) 12:00 PM CALL TO ORDER
- 2) 12:05 PM
 - A. APPROVAL OF MINUTES: MAY 2013
 - B. FINANCIAL REPORT:
 1. Approval of Accounts Payable
 - C. CHAIRMANS COMMENTS
 1. Public Relations
 - D. NOISE ABATEMENT REPORT
 - D. COLORADO FLIGHT ALLIANCE REPORT
 1. Marketing Program
- 3) 12:45 PM AIRPORT MANAGER'S COMMENTS
 - A. Announcements & Updates
 - B. Feasibility Proposal by Jeppesen
- 4) 1:30 PM EXECUTIVE SESSION – Personnel
- 5) 2:20 PM ANNOUCEMENTS & PUBLIC DISCUSSION
- 6) 2:30 PM ADJOURN

Buffet Lunch will be provided. \$6.00 per person

AIRPORT MANAGER'S REPORT

For June 20, 2013

Public Announcements

Grant Updates

The following is an update regarding our FAA and State grants:

- AIP-26: Phase III, Runway/Safety Area Improvements. This project is completed and we are in the process of closing out the grant.
- AIP-28: The slide remediation project is in progress, and we expect completion by mid-July. The contractor may be using a helicopter to place the Tecco mesh.
- AIP-29: This project is scheduled to be advertised for bid on June 14th. It will consist of relocating the runway distance remaining signs, relocating the runway threshold lights, and storm drainage repairs. We anticipate starting this project in late August. The relocation of the runway distance remaining signs and threshold lights will be completed during 9:00 p.m. and 6:00 a.m. so as to keep the airport open during the festival season. It is anticipated that it will take 10 days to complete. The storm drain repairs will be completed during normal airport operating hours.
- AIP-30: The project scope and design has begun for this project. It will consist of designing the new run-up/de-ice pad. Construction is anticipated in the spring of 2014.

Special Instrument Approach Procedure Design Development

Jeppesen has prepared a cost proposal for a feasibility study regarding a new Category C approach for the Airport. The goal of this study is to determine if a Category C instrument approach is feasible. At the May Board meeting, the board requested that the minimum amount be spent before obligating any additional funds towards a design. This agreement limits the Airport's commitment to \$25,000 for this study.

Telluride Regional Airport
A/P Aging Summary
As of May 31, 2013

| | <u>Current</u> | <u>1 - 30</u> | <u>31 - 60</u> | <u>61 - 90</u> | <u>> 90</u> | <u>TOTAL</u> |
|----------------------------------|------------------|------------------|----------------|----------------|----------------|------------------|
| 4Knee Ventures, LLC | 2,025.36 | 0.00 | 0.00 | 0.00 | 0.00 | 2,025.36 |
| Alarm Company of Telluride | 487.68 | 0.00 | 0.00 | 0.00 | 0.00 | 487.68 |
| Alpine Lumber Co. | 52.99 | 0.00 | 0.00 | 0.00 | 0.00 | 52.99 |
| Avfuel Corporation | 0.00 | -2,131.71 | 0.00 | -703.98 | 0.00 | -2,835.69 |
| CenturyLink 52187 | 479.84 | 0.00 | 0.00 | 0.00 | 0.00 | 479.84 |
| Chemguard, Inc. | 200.00 | 0.00 | 0.00 | 0.00 | 0.00 | 200.00 |
| Coach's Mother | 0.00 | 0.00 | 0.00 | 0.00 | -118.95 | -118.95 |
| Conoco | 54.39 | 0.00 | 0.00 | 0.00 | 0.00 | 54.39 |
| Cumulus Telluride | 675.00 | 0.00 | 0.00 | 0.00 | 0.00 | 675.00 |
| Dex Media East LLC | 110.10 | 0.00 | 0.00 | 0.00 | 0.00 | 110.10 |
| Diana Ries Designs, Inc. | 125.00 | 0.00 | 0.00 | 0.00 | 0.00 | 125.00 |
| Employers Council Services, Inc. | 290.00 | 0.00 | 0.00 | 0.00 | 0.00 | 290.00 |
| Erie, Robert | 1,168.00 | 0.00 | 0.00 | 0.00 | 0.00 | 1,168.00 |
| Federal Express | 124.59 | 0.00 | 0.00 | 0.00 | 0.00 | 124.59 |
| Galls Incorporated | 205.95 | 0.00 | 0.00 | 0.00 | 0.00 | 205.95 |
| Home Depot | 140.32 | 0.00 | 0.00 | 0.00 | 0.00 | 140.32 |
| Ideal Manufacturing Inc. | 0.00 | 0.00 | 0.00 | 0.00 | -176.94 | -176.94 |
| John Deere Financial | 89.98 | 0.00 | 0.00 | 0.00 | 0.00 | 89.98 |
| Montrose Water Factory, LLC | 214.04 | 0.00 | 0.00 | 0.00 | 0.00 | 214.04 |
| Pallante Plumbing & Heating, LLC | 563.48 | 0.00 | 0.00 | 0.00 | 0.00 | 563.48 |
| Parish Oil Company, Inc. | 2,783.16 | 0.00 | 0.00 | 0.00 | 0.00 | 2,783.16 |
| Pitney Bowes | 112.00 | 0.00 | 0.00 | 0.00 | 0.00 | 112.00 |
| Quill | 144.92 | -31.96 | 0.00 | 0.00 | 0.00 | 112.96 |
| Ryans' Custom Products, Inc. | 7.95 | 0.00 | 0.00 | 0.00 | 0.00 | 7.95 |
| Sam's Club | 211.00 | 432.62 | 0.00 | 0.00 | 0.00 | 643.62 |
| San Miguel Power Assoc. | 3,577.26 | 0.00 | 0.00 | 0.00 | 0.00 | 3,577.26 |
| Source Gas | 1,432.64 | 0.00 | 0.00 | 0.00 | 0.00 | 1,432.64 |
| TDS | 592.00 | 0.00 | 0.00 | 0.00 | 0.00 | 592.00 |
| Timberline Ace Hardware | 7.92 | 19.98 | 0.00 | 0.00 | 0.00 | 27.90 |
| Two-Way Communications, Inc. | 125.00 | 0.00 | 0.00 | 0.00 | 0.00 | 125.00 |
| Verizon Wireless | 171.53 | 0.00 | 0.00 | 0.00 | 0.00 | 171.53 |
| Watch Newspaper | 98.00 | 0.00 | 0.00 | 0.00 | 0.00 | 98.00 |
| TOTAL | 16,270.10 | -1,711.07 | 0.00 | -703.98 | -295.89 | 13,559.16 |

1:09 PM

06/11/13

**Telluride Regional Airport
A/R Aging Summary
As of May 31, 2013**

| | Current | 1 - 30 | 31 - 60 | 61 - 90 | > 90 | TOTAL |
|--------------------------------------|------------------|------------------|-----------------|-----------------|-----------------|------------------|
| Alpine Luxury Limo | 0.00 | 0.00 | 0.00 | 0.00 | 1,660.00 | 1,660.00 |
| AT&T | 0.00 | -1,100.00 | 0.00 | 0.00 | 0.00 | -1,100.00 |
| Campbell, Jeff | 0.00 | 0.00 | 96.36 | 96.36 | 0.00 | 192.72 |
| CENTURY AVIATION | 0.00 | 0.00 | 0.00 | 0.00 | 49.95 | 49.95 |
| Enterprise Leasing Company of Denver | 0.00 | 25.00 | 0.00 | 0.00 | 0.00 | 25.00 |
| Goforth, Becky | 0.00 | 0.00 | 98.18 | 0.00 | 0.00 | 98.18 |
| Great Lakes - Other | 14,304.52 | 53.54 | 45.24 | 506.05 | 0.00 | 14,909.35 |
| Great Lakes Aviation | 28.94 | 0.00 | 0.00 | 0.00 | 0.00 | 28.94 |
| Hertz Rent-A-Car Offices | 0.00 | 857.75 | 0.00 | 0.00 | 0.00 | 857.75 |
| Mattson, Bill | 0.00 | 5.82 | 491.70 | 16.50 | 101.17 | 615.19 |
| Mountain Limo | 0.00 | 338.12 | 313.12 | 0.00 | 0.00 | 651.24 |
| Parking Customer | 0.00 | 0.00 | 4.00 | 0.00 | 0.00 | 4.00 |
| Peak Aero Group | 0.00 | 75.00 | 0.00 | 0.00 | 0.00 | 75.00 |
| Shaw Construction | 0.00 | 0.00 | 0.00 | 650.00 | 0.00 | 650.00 |
| State of Colorado | 0.00 | -2,692.43 | 0.00 | 0.00 | 0.00 | -2,692.43 |
| Telluride Kitchen | 0.00 | 0.00 | 1,063.90 | 0.00 | 121.70 | 1,185.60 |
| Travis Weber | 0.00 | 0.00 | 45.82 | 0.00 | 0.00 | 45.82 |
| TSA | 0.00 | 0.00 | 0.00 | 0.00 | 40.53 | 40.53 |
| TOTAL | 14,333.46 | -2,437.20 | 2,158.32 | 1,268.91 | 1,973.35 | 17,296.84 |

2013 OPERATING BUDGET SUMMARY

| January - May 2013 | ANNUAL 2013 BUDGET | ACTUAL 2013 | ACTUAL 2012 |
|---|-------------------------------|-------------------------|-------------------------|
| Aircraft & Pilot Income | \$3,148,500 | \$1,720,605 | \$1,611,131 |
| Aircraft & Pilot Expenses | \$1,080,739 | \$475,406 | \$464,474 |
| Cost of Goods Sold | \$1,701,050 | \$839,878 | \$849,312 |
| Net Income (Loss) | \$366,711 | \$405,321 | \$297,345 |
| | | | |
| Terminal Income | \$339,391 | \$157,043 | \$193,503 |
| Terminal Expenses | \$305,482 | \$126,756 | \$141,701 |
| Net Income (Loss) | \$33,909 | \$30,288 | \$51,802 |
| | | | |
| Airside Income | \$302,200 | \$167,269 | \$158,415 |
| Airside Expenses | \$335,832 | \$140,971 | \$164,234 |
| Net Income (Loss) | -\$33,632 | \$26,298 | -\$5,819 |
| | | | |
| Interest Income | <u>\$100</u> | <u>\$0</u> | <u>\$0</u> |
| | | | |
| Total Net Operating Income (Loss): | <u>\$367,089</u> | <u>\$461,906</u> | <u>\$343,328</u> |

TELLURIDE REGIONAL AIRPORT
2013 OPERATING BUDGET
January - May

| AIRCRAFT & PILOT INCOME | BUDGET 2013 | ACTUAL 2013 | ACTUAL 2012 | PERCENT OF BUDGET |
|------------------------------------|------------------------|------------------------|------------------------|------------------------------|
| Aircraft Oil | \$ 1,000 | \$ 267 | \$ 464 | 27% |
| AvGas | \$ 140,000 | \$ 52,948 | \$ 51,973 | 38% |
| Catering | \$ 15,000 | \$ 7,591 | \$ 10,102 | 51% |
| Hangar Fees | \$ 212,000 | \$ 169,555 | \$ 139,932 | 80% |
| Jet-A | \$ 2,640,000 | \$ 1,388,963 | \$ 1,342,479 | 53% |
| Jet-A Airlines | \$ 15,000 | \$ 5,116 | \$ 4,561 | 34% |
| Line Services | \$ 60,000 | \$ 42,130 | \$ 34,230 | 70% |
| Pilot Supplies | \$ 15,500 | \$ 8,466 | \$ 6,963 | 55% |
| Tie-Down Fees | \$ 50,000 | \$ 45,570 | \$ 20,427 | 91% |
| Total: | \$ 3,148,500 | \$ 1,720,605 | \$ 1,611,131 | 55% |

| AIRCRAFT & PILOT EXPENSES | BUDGET 2013 | ACTUAL 2013 | ACTUAL 2012 | PERCENT OF BUDGET |
|--------------------------------------|------------------------|------------------------|------------------------|------------------------------|
| Aircraft Incidents | \$ - | \$ - | \$ - | #DIV/0! |
| AvFuel Trip Incentive | \$ 5,785 | \$ - | \$ 900 | 0% |
| Catering | \$ 3,500 | \$ 1,597 | \$ 1,401 | 46% |
| Pilot Refreshments | \$ 4,000 | \$ 1,983 | \$ 1,362 | 50% |
| Courtesy Car Expenses | \$ 1,200 | \$ - | \$ - | 0% |
| Credit Card Fees | \$ 80,000 | \$ 45,511 | \$ 42,993 | 57% |
| Employee Health Insurance | \$ 85,996 | \$ 41,031 | \$ 39,075 | 48% |
| Employee Salaries | \$ 394,160 | \$ 162,668 | \$ 145,519 | 41% |
| Employee Training | \$ 5,000 | \$ 2,593 | \$ 1,017 | 52% |
| Equipment Maintenance | \$ 60,000 | \$ 19,842 | \$ 20,735 | 33% |
| Equipment Maintenance Labor | \$ 20,000 | \$ 5,773 | \$ 14,379 | 29% |
| Equipment Rental | \$ 1,000 | \$ 175 | \$ 175 | 18% |
| Fuel Farm Utilities/Insurance | \$ 4,000 | \$ 3,283 | \$ 3,476 | 82% |
| Equipment Fuel & Oil | \$ 30,000 | \$ 15,909 | \$ 9,022 | 53% |
| Hangar Insurance | \$ 4,600 | \$ 3,234 | \$ 3,234 | 70% |
| Hangar Loan | \$ 155,266 | \$ 60,621 | \$ 64,684 | 39% |
| Hangar Maintenance | \$ 7,500 | \$ 6,071 | \$ 4,551 | 81% |
| Hangar Rental (Sub-Lease) | \$ 850 | \$ - | \$ 2,242 | 0% |
| Hangar Utilities | \$ 10,000 | \$ 6,447 | \$ 6,038 | 64% |
| Liability Insurance | \$ 3,500 | \$ 2,808 | \$ 2,942 | 80% |
| Line Supplies | \$ 13,000 | \$ 2,677 | \$ 5,895 | 21% |
| Uniforms | \$ 8,500 | \$ 3,132 | \$ 1,903 | 37% |
| Satelite Systems/Runway Camera | \$ 3,200 | \$ 1,434 | \$ 1,434 | 45% |
| Workman's Compensation | \$ 16,000 | \$ 24,531 | \$ 19,321 | 153% |
| Admin. & Operations (1/3 of Total) | \$163,682 | \$64,087 | \$72,176 | 39% |
| Total: | \$ 1,080,739 | \$ 475,406 | \$ 464,474 | 44% |

TELLURIDE REGIONAL AIRPORT
2013 OPERATING BUDGET
January - May

| COST OF GOODS SOLD | BUDGET | ACTUAL | ACTUAL | PERCENT OF |
|--------------------------------------|---------------------|-------------------|-------------------|-------------------|
| | 2013 | 2013 | 2012 | BUDGET |
| Jet-A Fuel | \$ 1,554,000 | \$ 775,786 | \$ 800,485 | 50% |
| 100LL Fuel | \$ 118,000 | \$ 45,340 | \$ 42,770 | 38% |
| Oil | \$ 800 | \$ 183 | \$ 333 | 23% |
| De-Ice: | \$ 10,000 | \$ 10,210 | \$ 1,319 | 102% |
| Pilot Supplies | \$ 250 | \$ 68 | \$ 31 | 27% |
| Hats and T-Shirts | \$ 17,000 | \$ 7,784 | \$ 4,060 | 46% |
| Unleaded Fuel | \$ 1,000 | \$ 507 | \$ 314 | 51% |
| Total: | \$ 1,701,050 | \$ 839,878 | \$ 849,312 | 49% |
| AIRCRAFT GROSS PROFIT (LOSS): | \$ 366,711 | \$ 405,321 | \$ 297,345 | 111% |

TELLURIDE REGIONAL AIRPORT
2013 OPERATING BUDGET
January - May

| TERMINAL INCOME | BUDGET 2013 | ACTUAL 2013 | ACTUAL 2012 | PERCENT OF BUDGET |
|------------------------|------------------------|------------------------|------------------------|------------------------------|
| Advertising | \$ 1,200 | \$ 1,225 | \$ 305 | 102% |
| Airlines | \$ 149,491 | \$ 61,670 | \$ 85,919 | 41% |
| Car Rental Agencies | \$ 90,000 | \$ 48,575 | \$ 55,510 | 54% |
| On-Line Services | \$ 20,000 | \$ 12,100 | \$ 9,400 | 61% |
| Copy/Fax | \$ 500 | \$ 231 | \$ 213 | 46% |
| Office Rentals | \$ 27,000 | \$ 12,841 | \$ 11,100 | 48% |
| Parking Lot | \$ 24,000 | \$ 8,313 | \$ 10,526 | 35% |
| Sales Tax Discount | \$ 1,000 | \$ 1,646 | \$ 491 | 165% |
| Taxi Service | \$ 25,000 | \$ 10,160 | \$ 19,608 | 41% |
| Vending Machines | \$ 1,200 | \$ 282 | \$ 431 | 24% |
| Total: | \$ 339,391 | \$ 157,043 | \$ 193,503 | 46% |

| TERMINAL EXPENSES | BUDGET 2013 | ACTUAL 2013 | ACTUAL 2012 | PERCENT OF BUDGET |
|------------------------------------|------------------------|------------------------|------------------------|------------------------------|
| Janitorial Supplies | \$ 3,000 | \$ 914 | \$ 419 | 30.48% |
| Janitorial Other | \$ 30,000 | \$ 11,925 | \$ 12,550 | 39.75% |
| Liability Insurance | \$ 3,500 | \$ 2,808 | \$ 2,942 | 80.23% |
| Maintenance | \$ 20,000 | \$ 5,031 | \$ 6,126 | 25.15% |
| Maintenance Labor | \$ 5,000 | \$ 1,927 | \$ 2,546 | 38.55% |
| Parking Lot | \$ 3,000 | \$ 407 | \$ 395 | 13.56% |
| Internet Café | \$ 500 | \$ - | \$ - | 0.00% |
| Security | \$ 4,000 | \$ 1,422 | \$ 3,941 | 35.55% |
| Terminal Insurance | \$ 7,000 | \$ 6,369 | \$ 6,369 | 90.99% |
| Terminal Utilities | \$ 45,000 | \$ 22,333 | \$ 24,399 | 49.63% |
| Trash | \$ 5,000 | \$ 1,613 | \$ 1,589 | 32.26% |
| Vending Machine Expense: | \$ 800 | \$ 402 | \$ 462 | 50.31% |
| Water Maintenance | \$ 15,000 | \$ 7,517 | \$ 7,787 | 50.11% |
| Admin. & Operations (1/3 of Total) | \$163,682 | \$64,087 | \$72,176 | 39.15% |
| Total: | \$ 305,482 | \$ 126,756 | \$ 141,701 | 41.49% |

TERMINAL GROSS PROFIT (LOSS): \$ 33,909 \$ 30,288 \$ 51,802 89%

TELLURIDE REGIONAL AIRPORT
2013 OPERATING BUDGET
January - May

| AIRSIDE INCOME | BUDGET 2013 | ACTUAL 2013 | ACTUAL 2012 | PERCENT OF BUDGET |
|------------------------|------------------------|------------------------|------------------------|------------------------------|
| Airline Landing Fees | \$ 40,000 | \$ 14,315 | \$ 20,332 | 36% |
| GA Landing Fees | \$ 170,000 | \$ 90,824 | \$ 83,787 | 53% |
| Land Leases | \$ 26,000 | \$ 2,400 | \$ 18,601 | 9% |
| Promotional Fees | \$ 1,200 | \$ 20,036 | \$ - | 1670% |
| State Fuel Tax Rebates | \$ 65,000 | \$ 39,695 | \$ 35,695 | 61% |
| Total: | \$ 302,200 | \$ 167,269 | \$ 158,415 | 55% |

| AIRSIDE EXPENSES | BUDGET 2013 | ACTUAL 2013 | ACTUAL 2012 | PERCENT OF BUDGET |
|------------------------------------|------------------------|------------------------|------------------------|------------------------------|
| Airfield Lighting Maintenance | \$ 3,000 | \$ 949 | \$ 3,209 | 32% |
| Airfield Lighting Utilities | \$ 1,700 | \$ 921 | \$ 1,027 | 54% |
| Airfield Insurance | \$ 8,000 | \$ 6,200 | \$ 7,652 | 78% |
| Airfield Maintenance | \$ 8,000 | \$ 2,642 | \$ 2,026 | 33% |
| ARFF Building Insurance | \$ 250 | \$ 344 | \$ 244 | 138% |
| ARFF Employee Medical | \$ - | \$ - | \$ - | #DIV/0! |
| ARFF Employee Wages | \$ - | \$ 1,914 | \$ 1,800 | #DIV/0! |
| ARFF Equipment | \$ 4,000 | \$ 2,140 | \$ 6,721 | 53% |
| ARFF Maintenance | \$ 5,000 | \$ 660 | \$ 2,562 | 13% |
| ARFF Training | \$ 24,000 | \$ 2,210 | \$ 5,375 | 9% |
| ARFF Liability Insurance | \$ 500 | \$ 1,266 | \$ 500 | 253% |
| ARFF Utilities | \$ 4,500 | \$ 2,259 | \$ 3,425 | 50% |
| AWOS Maintenance | \$ 7,000 | \$ 1,500 | \$ 1,559 | 21% |
| AWOS Utilities | \$ 500 | \$ 278 | \$ 255 | 56% |
| Business Auto Policy | \$ 6,500 | \$ 6,527 | \$ 6,347 | 100% |
| Equipment Fuel & Oil | \$ 15,000 | \$ 9,216 | \$ 6,968 | 61% |
| Equipment Insurance | \$ 11,000 | \$ 10,752 | \$ 10,984 | 98% |
| Equipment Maintenance | \$ 40,000 | \$ 12,261 | \$ 9,697 | 31% |
| Equipment Maintenance Labor | \$ 20,000 | \$ 7,031 | \$ 13,562 | 35% |
| Liability Insurance | \$ 3,000 | \$ 2,808 | \$ 2,942 | 94% |
| Operations Training | \$ 1,000 | \$ - | \$ 240 | 0% |
| SRE Insurance | \$ 700 | \$ 617 | \$ 617 | 88% |
| SRE Utilities | \$ 4,500 | \$ 3,716 | \$ 2,371 | 83% |
| SWMP Maintenance | \$ 4,000 | \$ 675 | \$ 1,975 | 17% |
| Admin. & Operations (1/3 of Total) | \$163,682 | \$64,087 | \$72,176 | 39% |
| Total: | \$ 335,832 | \$ 140,971 | \$ 164,234 | 42% |

| | | | | |
|-------------------------------------|--------------------|-------------------|-------------------|----------------|
| AIRSIDE GROSS PROFIT (LOSS): | \$ (33,632) | \$ 26,298 | \$ (5,819) | -78.19% |
| INTEREST INCOME: | \$ 100 | \$ 30 | \$ - | 30.37% |
| NET OPERATING PROFIT (LOSS): | \$ 367,089 | \$ 461,937 | \$ 343,328 | 125.84% |

TELLURIDE REGIONAL AIRPORT
2013 OPERATING BUDGET
January - May

| ADMINISTRATIVE EXPENSES | BUDGET | ACTUAL | ACTUAL | PERCENT OF |
|-------------------------------------|-------------------|-------------------|-------------------|-------------------|
| | 2013 | 2013 | 2012 | BUDGET |
| Accounting Audit | \$ 6,000 | \$ 7,013 | \$ 5,000 | 117% |
| Administrative Salaries | \$ 157,138 | \$ 60,933 | \$ 63,133 | 39% |
| Bad Debts | \$ 1,000 | \$ - | \$ - | 0% |
| Bank Finance Charges | \$ 500 | \$ 7 | \$ 71 | 1% |
| Copy/Fax/Computer Maintenance/Lease | \$ 12,000 | \$ 3,051 | \$ 10,668 | 25% |
| Crime Insurance | \$ 600 | \$ - | \$ - | 0% |
| Dues & Subscriptions | \$ 6,500 | \$ 4,636 | \$ 2,903 | 71% |
| Employee Education | \$ 2,000 | \$ 2,191 | \$ - | 110% |
| Employee Medical Insurance | \$ 28,857 | \$ 13,298 | \$ 12,394 | 46% |
| Fringe Benefits | \$ 2,650 | \$ 6,206 | \$ 2,650 | 234% |
| Legal | \$ 100,000 | \$ 17,021 | \$ 52,250 | 17% |
| Marketing | \$ 50,000 | \$ 15,142 | \$ 14,942 | 30% |
| Office Supplies | \$ 4,000 | \$ 1,424 | \$ 1,387 | 36% |
| Payroll Expenses | \$ 60,000 | \$ 41,179 | \$ 28,896 | 69% |
| Postage & Shipping | \$ 3,000 | \$ 1,184 | \$ 1,026 | 39% |
| Retirement Benefits | \$ 6,000 | \$ 2,371 | \$ 2,264 | 40% |
| Public Officials Insurance | \$ 11,000 | \$ - | \$ - | 0% |
| Safety Management System (SMS) | \$ 5,000 | \$ 3,000 | \$ 2,700 | 60% |
| Telephone/Internet | \$ 28,000 | \$ 13,060 | \$ 11,346 | 47% |
| TRAA Meeting | \$ 3,000 | \$ 237 | \$ 1,197 | 8% |
| Travel | \$ 2,000 | \$ 32 | \$ 2,569 | 2% |
| Workman's Compensation | \$ 1,800 | \$ 274 | \$ 1,130 | 15% |
| Total: | \$ 491,045 | \$ 192,260 | \$ 216,526 | 39% |

FINANCIAL NOTES:

1. Administrative Expenses are divided equally and included in each expense budget (Aircraft & Pilot, Termin and Airside.

Telluride Regional Airport
Balance Sheet
 As of May 31, 2013

| | May 31, 13 |
|--|----------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | |
| 1015 · Cash Drawer Clearing Account | 8.80 |
| 1020 · Due From AVFUEL | 74,356.29 |
| 1035 · FBO Cash Drawer | 200.00 |
| 1036 · Change Machines | 377.00 |
| 1045 · New Operating Bank Account | 126,148.95 |
| 1046 · Fuel Tax Rebate Account | 31,620.19 |
| 1050 · Petty Cash | 326.75 |
| Total Checking/Savings | 233,037.98 |
| Accounts Receivable | |
| 1100 · *Accounts Receivable | 17,296.84 |
| Total Accounts Receivable | 17,296.84 |
| Other Current Assets | |
| 1250 · Inventory | 785.76 |
| 1260 · Inventory Asset | 159,506.25 |
| 1270 · Prepaid Insurance | 20,250.90 |
| 1280 · Undeposited Funds | 4,741.17 |
| Total Other Current Assets | 185,284.08 |
| Total Current Assets | 435,618.90 |
| Fixed Assets | |
| 1310 · Accumulated Depreciation | -11,533,675.16 |
| 1320 · Building | 5,438,440.00 |
| 1330 · Equipment | 2,566,421.42 |
| 1350 · Land Acquisition | 7,337,699.15 |
| 1370 · Office Equipment | 553.85 |
| 1390 · Runway | 65,933,842.46 |
| Total Fixed Assets | 69,743,281.72 |
| Other Assets | |
| 1410 · Deposit - Securus | 708.00 |
| Total Other Assets | 708.00 |
| TOTAL ASSETS | 70,179,608.62 |
| LIABILITIES & EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | |
| 2000 · *Accounts Payable | 13,559.16 |
| Total Accounts Payable | 13,559.16 |
| Other Current Liabilities | |
| 2030 · AFLAC INS. | 7.76 |
| 2100 · Payroll Liabilities | 5,317.29 |
| 2150 · Note Payable - Hangars | 766,161.39 |
| 2165 · Sales Tax #1 | 5,341.36 |
| 2200 · Sales Tax Payable | -5.81 |
| Total Other Current Liabilities | 776,821.99 |
| Total Current Liabilities | 790,381.15 |
| Total Liabilities | 790,381.15 |

1:10 PM
06/11/13
Accrual Basis

Telluride Regional Airport
Balance Sheet
As of May 31, 2013

| | <u>May 31, 13</u> |
|---------------------------------------|-----------------------------|
| Equity | |
| 3012 · Capital Transfers | -285,000.00 |
| 3430 · Interaccount Transfers | -1,536,677.02 |
| 3900 · Retained Earnings | 70,754,252.88 |
| Net Income | 456,651.61 |
| Total Equity | <u>69,389,227.47</u> |
| TOTAL LIABILITIES & EQUITY | <u><u>70,179,608.62</u></u> |

**TELLURIDE REGIONAL AIRPORT
2013 CAPITAL BUDGET**

| CAPITAL INCOME: | 2013 BUDGET | REVISED BUDGET | 2013 ACTUAL |
|--------------------------------|------------------------|---------------------------|------------------------|
| Beginning Bank Account Balance | \$1,200,000 | \$ 1,200,000 | \$ 1,367,601 |
| Passenger Facility Charges | \$34,650 | \$ 34,650 | \$ 10,593 |
| FAA Grants | \$2,374,598 | \$ 2,026,673 | \$ 736,531 |
| State Grant | \$69,457 | \$ 69,457 | \$ 17,325 |
| Rock Sales | \$175,000 | \$ 175,000 | \$ 77,661 |
| Equipment Sales | \$5,000 | \$ 5,000 | \$ 4,500 |
| Interest Income | \$1,500 | \$ 1,500 | \$ 46 |
| TOTAL AVAILABLE FUNDS : | \$3,860,205 | \$ 3,512,280 | \$ 2,214,257 |

| CAPITAL EXPENSES: | 2013 BUDGET | REVISED BUDGET | 2013 ACTUAL |
|---|------------------------|---------------------------|------------------------|
| AIP-26 Runway/Safety Area and Water Upgrades | \$ - | \$ 50,000 | \$ 100,889 |
| AIP-28 Slide Repair Completion | \$2,000,000 | \$ 1,533,489 | \$ 819,912 |
| AIP-29 Runway/Safety Area Upgrades | \$638,443 | \$ 454,760 | \$ 1,520 |
| AIP-30: Design De-Ice/Runup Pad | \$0 | \$ 228,610 | \$ 1,376 |
| New Instrument Approach Design (See note #1) | \$0 | \$ 80,000 | \$ 4,890 |
| Grant Funded Equipment Purchases (See note #2) | \$41,705 | \$ 65,000 | \$ 19,250 |
| Non-Grant Funded Equipment Upgrades (See note #3) | \$50,000 | \$ 55,000 | \$ 45,210 |
| Non-Grant Funded Construction (See note #4) | \$0 | \$ 15,000 | \$ 3,329 |
| ARFF Equipment | \$15,000 | \$ 15,000 | \$ 10,417 |
| Safety Management System (See note #5) | \$15,000 | \$ 29,750 | \$ 17,275 |
| New FBO Server Hardware/Software (See note #6) | \$0 | \$ 10,000 | |
| Legal: | \$0 | \$ - | \$ 1,660 |
| Maintenance Tools | \$2,500 | \$ 2,500 | \$ - |
| Bank Fees | \$60 | \$ 60 | \$ - |
| TOTAL CAPITAL EXPENSES: | \$2,762,708 | \$ 2,539,169 | \$ 1,025,728 |

| | | | |
|---|--------------------|------------------|--------------------|
| REMAINING CAPITAL INCOME: | \$1,097,497 | \$973,111 | \$1,188,530 |
| OF YEAR OPERATING INCOME TRANSFER: | \$407,261 | | |
| STIMATED BEGINNING BALANCE FOR 2013: | \$1,504,758 | | |

Notes:

1. Added new instrument approach design.
 2. Grant Funded Equipment Purchases: 15-foot Bat Wing mower and runway light plow.
Eliminated broom as it was non-compatible to existing equipment and substituted runway light plow which increases budget from \$41,705 to \$65,000. Grant funded amount is \$37,535.
 3. Non-Grant Funded Equipment Upgrades: Rebuild large aircraft tug and new ground power unit (GP)
 4. County required Deep Creek Soil Stabilization.
 5. Complete Safety Management System Training module this year.
 6. Computer server hardware for accounting software is failing and needs to be replaced and upgraded.
- Total Non-Grant Funded Capital Budget Increase: \$148,045.**

**Telluride Regional Airport - Capital Account
 Balance Sheet
 As of May 31, 2013**

| | May 31, 13 |
|---------------------------------------|---------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | |
| 1010 · 10% Bank Account | 112,628.33 |
| 1030 · FAA Bank Account | 41,035.20 |
| 1060 · PFC- ANB Bank | 229,473.05 |
| 1070 · Savings Account | 805,393.67 |
| Total Checking/Savings | 1,188,530.25 |
| Accounts Receivable | |
| 1281 · Undeposited Funds FBO | 31,707.50 |
| Total Accounts Receivable | 31,707.50 |
| Other Current Assets | |
| 1280 · Undeposited Funds | 454.25 |
| Total Other Current Assets | 454.25 |
| Total Current Assets | 1,220,692.00 |
| TOTAL ASSETS | 1,220,692.00 |
| LIABILITIES & EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | |
| 2000 · *Accounts Payable | 1,472.00 |
| Total Accounts Payable | 1,472.00 |
| Other Current Liabilities | |
| 2050 · Retainage Payable - Capital | 317,590.37 |
| Total Other Current Liabilities | 317,590.37 |
| Total Current Liabilities | 319,062.37 |
| Total Liabilities | 319,062.37 |
| Equity | |
| 7200 · Correction of Error | -10,842.30 |
| 3040 · Operating Bank Transfers | 285,000.00 |
| 3430 · Interaccount Transfers | 1,536,677.02 |
| 3900 · Retained Earnings | -730,133.68 |
| Net Income | -179,071.41 |
| Total Equity | 901,629.63 |
| TOTAL LIABILITIES & EQUITY | 1,220,692.00 |

**TELLURIDE REGIONAL AIRPORT
AIRCRAFT AND PILOT SERVICES - 2013**

| | | | |
|---------------|-------------|-------------|----------------|
| May-13 | TRAA | TRAA | Percent |
| | 2013 | 2012 | Change |

AIRPORT OPERATIONS

| | | | |
|---------------------|-----|-----|---------|
| General Aviation: | 322 | 318 | 1.26% |
| Commercial Airline: | 70 | 78 | -10.26% |
| Total Operations: | 392 | 396 | -1.01% |

AVIATION FUEL SALES (GALLONS)

| | | | |
|---------------------|--------|--------|--------|
| General Aviation: | | | |
| 100LL AvGas: | 1,608 | 1,390 | 15.67% |
| Jet-A | 10,169 | 10,632 | -4.35% |
| Total GA: | 11,777 | 12,022 | -2.04% |
| Commercial Airline: | 1,480 | 1,485 | -0.34% |
| Total Fuel Sales: | 13,257 | 13,507 | -1.85% |

| | | | |
|----------------------------|-----|-----|--------|
| GA Passenger Deplanements: | 441 | 400 | 10.25% |
| GA Passenger Enplanements: | 435 | 372 | 16.94% |

AIRLINE COMPLETIONS

| | | | | |
|-----------------------|-------------|--------|-------------|--------|
| | 2013 | | 2012 | |
| Scheduled Departures: | 35 | 100.0% | 46 | 100.0% |
| Actual Departures: | 35 | 100.0% | 39 | 84.8% |
| Total Not Completed: | - | 0.0% | 7 | 15.2% |

ENPLANEMENTS 2013

| | Great Lakes | U.S. Airways | Gen. Av | 2013 TOTAL | 2012 TOTAL |
|-----------------------|--------------|--------------|---------------|---------------|---------------|
| January | 890 | 0 | 2000 | 2890 | 2647 |
| February | 754 | 0 | 1505 | 2259 | 2413 |
| March | 478 | 0 | 1624 | 2102 | 2800 |
| April | 236 | 0 | 453 | 689 | 769 |
| May | 291 | 0 | 435 | 726 | 605 |
| June | 0 | 0 | 0 | 0 | 1533 |
| July | 0 | 0 | 0 | 0 | 2168 |
| August | 0 | 0 | 0 | 0 | 1999 |
| September | 0 | 0 | 0 | 0 | 2182 |
| October | 0 | 0 | 0 | 0 | 1048 |
| November | 0 | 0 | 0 | 0 | 913 |
| December | 0 | 0 | 0 | 0 | 1496 |
| Total for 2013 | 2,649 | - | 6,017 | 8,666 | 20,573 |
| Total for 2012 | 7,445 | | 13,128 | 20,573 | |
| Total for 2011 | 7,100 | 3,784 | 11,545 | 22,429 | |
| Total for 2010 | 5,779 | 4,034 | 10,438 | 20,251 | |

| Enplanements Comparisons | 2012 GA | 2013 GA | 2012 Airlines | 2013 Airlines |
|-----------------------------|------------|------------|------------------|------------------|
| January | 1779 | 2000 | 868 | 890 |
| February | 1654 | 1505 | 759 | 754 |
| March | 2020 | 1624 | 780 | 478 |
| April | 423 | 453 | 346 | 236 |
| May | 372 | 435 | 233 | 291 |
| June | 833 | 0 | 700 | 0 |
| July | 1440 | 0 | 728 | 0 |
| August | 1225 | 0 | 774 | 0 |
| September | 1380 | 0 | 802 | 0 |
| October | 586 | 0 | 462 | 0 |
| November | 502 | 0 | 411 | 0 |
| December | 914 | 0 | 582 | 0 |

DEPLANEMENTS FOR 2013

| | Great Lakes | U.S.Airways | Gen Av | 2013 Total | 2012 Total |
|-----------------------|--------------------|--------------------|---------------|-----------------------|-----------------------|
| January | 750 | 0 | 1413 | 2163 | 2174 |
| February | 850 | 0 | 1528 | 2378 | 2586 |
| March | 520 | 0 | 1619 | 2139 | 2854 |
| April | 198 | 0 | 421 | 619 | 550 |
| May | 340 | 0 | 441 | 781 | 698 |
| June | 0 | 0 | 0 | 0 | 1803 |
| July | 0 | 0 | 0 | 0 | 2102 |
| August | 0 | 0 | 0 | 0 | 2095 |
| September | 0 | 0 | 0 | 0 | 1899 |
| October | 0 | 0 | 0 | 0 | 921 |
| November | 0 | 0 | 0 | 0 | 996 |
| December | 0 | 0 | 0 | 0 | 2152 |
| Total for 2013 | 2658 | 0 | 5422 | 8080 | 20830 |
| Total for 2012 | 7649 | 0 | 13181 | 20830 | |
| Total for 2011 | 6120 | 3517 | 10447 | 20084 | |
| Total for 2010 | 3514 | 3418 | 6071 | 13003 | |

| Deplanement Comparisons | 2012 GA | 2013 GA | 2012 Airlines | 2013 Airlines |
|------------------------------------|--------------------|--------------------|--------------------------|--------------------------|
| January | 1445 | 1413 | 729 | 750 |
| February | 1757 | 1528 | 829 | 850 |
| March | 2033 | 1619 | 821 | 520 |
| April | 361 | 421 | 189 | 198 |
| May | 400 | 441 | 298 | 340 |
| June | 1029 | 0 | 774 | 0 |
| July | 1439 | 0 | 663 | 0 |
| August | 1198 | 0 | 897 | 0 |
| September | 1122 | 0 | 777 | 0 |
| October | 558 | 0 | 363 | 0 |
| November | 476 | 0 | 520 | 0 |
| December | 1363 | 0 | 789 | 0 |

OPERATIONS

2013

| | 2013 | | 2013 | | 2012 |
|-----------------------|--------------------|---------------------|-----------------|--------------|--------------|
| | Great Lakes | U.S. Airways | Gen. Av. | Total | Total |
| January | 136 | 0 | 864 | 1000 | 1012 |
| February | 102 | 0 | 748 | 850 | 830 |
| March | 72 | 0 | 922 | 994 | 1066 |
| April | 52 | 0 | 308 | 360 | 342 |
| May | 70 | 0 | 322 | 392 | 396 |
| June | 0 | 0 | 0 | 0 | 770 |
| July | 0 | 0 | 0 | 0 | 1074 |
| August | 0 | 0 | 0 | 0 | 840 |
| September | 0 | 0 | 0 | 0 | 1052 |
| October | 0 | 0 | 0 | 0 | 618 |
| November | 0 | 0 | 0 | 0 | 462 |
| December | 0 | 0 | 0 | 0 | 704 |
| Total for 2013 | 432 | 0 | 3164 | 3596 | 9166 |
| Total for 2012 | 1426 | 0 | 7740 | 7636 | 16802 |
| Total for 2011 | 1236 | 290 | 6110 | 7636 | 15272 |
| Total for 2010 | 1224 | 316 | 6230 | 7770 | 15540 |

| Operation | 2012 | 2013 | 2012 | 2013 |
|--------------------|-------------|-------------|-----------------|-----------------|
| Comparisons | GA | GA | Airlines | Airlines |
| January | 878 | 864 | 134 | 136 |
| February | 714 | 748 | 116 | 102 |
| March | 944 | 922 | 122 | 72 |
| April | 272 | 308 | 70 | 52 |
| May | 318 | 322 | 78 | 70 |
| June | 642 | 0 | 128 | 0 |
| July | 934 | 0 | 140 | 0 |
| August | 698 | 0 | 142 | 0 |
| September | 910 | 0 | 142 | 0 |
| October | 486 | 0 | 132 | 0 |
| November | 362 | 0 | 100 | 0 |
| December | 582 | 0 | 122 | 0 |

SCHEDULED DEPARTURES 2013

| | U.S. Airways | Great Lakes | Total |
|----------------|--------------|-------------|-------|
| January | 0 | 70 | 70 |
| February | 0 | 74 | 74 |
| March | 0 | 41 | 41 |
| April | 0 | 28 | 28 |
| May | 0 | 35 | 35 |
| June | 0 | 0 | 0 |
| July | 0 | 0 | 0 |
| August | 0 | 0 | 0 |
| September | 0 | 0 | 0 |
| October | 0 | 0 | 0 |
| November | | 0 | 0 |
| December | | 0 | 0 |
| Total for 2013 | 0 | 0 | 0 |
| Total for 2012 | 0 | 758 | 758 |
| Total for 2011 | 183 | 672 | 855 |
| Total for 2010 | 161 | 330 | 491 |

ACTUAL DEPARTURES 2013

| | U.S. Airways | Great Lakes | Total |
|----------------|--------------|-------------|-------|
| January | 0 | 68 | 68 |
| February | 0 | 61 | 61 |
| March | 0 | 36 | 36 |
| April | 0 | 26 | 26 |
| May | 0 | 35 | 35 |
| June | 0 | 0 | 0 |
| July | 0 | 0 | 0 |
| August | 0 | 0 | 0 |
| September | 0 | 0 | 0 |
| October | 0 | 0 | 0 |
| November | | 0 | 0 |
| December | | 0 | 0 |
| Total for 2013 | 0 | 226 | 226 |
| Total for 2012 | 0 | 719 | 719 |
| Total for 2011 | 145 | 618 | 763 |
| Total for 2010 | 158 | 612 | 770 |