

**TELLURIDE REGIONAL AIRPORT**  
**MONTHLY REPORT**  
**FOR**  
**OCTOBER, 2012**

**NO MEETING THIS MONTH**

**Jon Dwight, Chairman**  
**Ann Brady, Vice Chairperson**  
**Richard W. Nuttall, Airport Manager**

# MINUTES

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## TELLURIDE REGIONAL AIRPORT AUTHORITY BOARD MEETING

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September 20, 2012  
12:00 pm

1. Call to Order 12:05pm  
Vice Chair Ann Brady called the meeting of the Telluride Regional Airport Authority to order.  
  
Roll Call  
Present: Vice Chair Ann Brady. Board Members Stu Fraser, Lynne Beck, Gary Bash, Paul Talmey, Joan May, Kevin Jones. Board Alternates Mick Francis and Mark Silversher.  
  
Also present: Rich Nuttall (Airport Manager), Linda Soucie (Administrative Assistant), Bob Erie (Attorney) and John Steel (Attorney).
2. A. Approval of Minutes: August 16, 2012  
**Motion**  
Board Member Stu Fraser motioned to approve the minutes of August 16, 2012.  
Board Member Paul Talmey seconded the motion.  
Motion passed 7-0.  
  
B. Financial Report  
Airport Manager Rich Nuttall gave an overview of the current financial report and budget to date. Profits are up from this time in 2011. The Film Festival numbers in operations are down from last year, but fuel sales increased. Board Member Kevin Jones asked for an explanation of the difference in taxi contracts. Rich explained the two types of contracts and rates structures. Board Chair Jon Dwight came in at this time and the meeting was turned over to him. Board Member Stu Fraser made a recommendation that the rate structure for the taxi services be raised for the 2013 year.  
Board Member Stu Fraser informed the TRAA Board that the three big festivals (Blues and Brews, Film Festival and probably Bluegrass) are all considering adding one additional day to their schedules.
  1. Approval of Accounts Payable  
**Motion**  
Board Member Stu Fraser motioned to approve the Accounts Receivable and Payables.  
Board Member Joan May seconded the motion.  
Motion passed 8-0.C. Chairman's Comments

Chair Jon Dwight – Telluride Flights (Don Pachan), a charter/broker airline is interested in starting up an airline plan with service from Telluride and southern California. He has approached TMRAO, TRA, TMVOA and Telluride. There is no formal financial or business plan yet. They are looking for a hangar option from TRAA. Jon and Rich met and came up with a proposal to present to Telluride Flights, with TRAA Board approval. Discussion followed on hangar financing, leasing, minimum guarantees, financing security, bonds, noise impacts, etc. Jon will draft a simple email to run by Attorney Bob Erie.

Vice Chair Ann Brady would like the written personnel evaluation put on the Executive Session agenda for the next meeting (November). She would like direction/comments from the Board before then.

#### D. Noise Abatement Report

Rich had nothing new to report. Board Alternate Mick Francis asked about potential conflicts with aircraft landings and departures. Rich explained that TEX is an uncontrolled airport. Pilot information is available from Whispertrack and on the website.

### 3. AIRPORT MANAGER'S COMMENTS

#### A. Announcements & Updates

##### Project Updates

AIP 26 – Water Improvement – Found water in the new well at 500-700', capped at 700', with an initial pull of 20 GPM. The budget was for 1000' depth. The vault will go in next week; start building the control building and the system should be online by the end of October.

AIP 28 – Slide Remediation – Notice to Proceed given on 8/17/12. The project started off slow but they have three benches in now. The project is allotted 124 days.

Rental Car Lease Renewal – The leases expire 10/31/12. Normally a RFP for 5 years is put out; however, Rich is changing this year's RFP to 1 year to coincide with the possibility of the new airline coming in for the 2013-2014 season. Then, in 10/2013, a new RFP could generate more bids.

Concrete Replacement – (Non-budget item) – Rich received three bids ranging from \$28,450.00 to \$53,871.00. The low bid was Rich's expectation.

Downstairs Bathroom Remodel – (Non-budget item) – The low bid was \$75,000.00 and the high bid was \$102,000.00. Rich had several ideas to get the costs down and was willing to act as General Contractor to keep the project costs down. Discussion followed on the particulars of cutting the costs. Attorney Bob Erie recommended rejecting all bids and appointing Rich as General Contractor to complete the project. Discussion followed on timing and completion dates.

#### Motion

Chair Jon Dwight motioned that Rich be given a budget of \$50,000.00 or less and a completion date of 12/10/12 to complete the remodel of the downstairs bathrooms. Board Member Paul Talmei seconded the motion. Motion passed 8-0.

#### Motion

Board Member Ann Brady motioned to accept the \$29,000.00 concrete pad replacement bid. Board Member Lynne Beck seconded the motion. Motion passed 8-0.

Other updates – The GPU engine rebuild is complete. The aircraft tug rebuild is still in progress. The plow truck is undergoing some modifications.

Erosion control measures – the ditches and pipes need to be cleaned and maintained. Rich will create an AIP for 2013 in order to receive the 90% FAA funding.

Entitlement Money – No discretionary money next year, but \$1,000,000.00 coming for 2010 (10,000 enplanements). The money will be used in 2013 for Erosion Control, Slide Remediation change orders, and possibly the design and start up of the future run-up/de-ice pad.

C. Executive Session:

**Motion**

Board Member Stu Fraser motioned to adjourn to executive session.

Board Member Ann Brady seconded the motion.

Motion passed 8-0.

1. Update on ongoing litigation regarding No Night Flights Network lawsuit and the Wet Blasting lawsuit by R.E. Monks.

Meeting resumed.

4. Announcements and Public Discussion

Board Member Stu Fraser commented on a contract that is being signed between a low-cost carrier (Oakland and Phoenix) to Montrose. Discussion on flights, future flights for both Montrose and TEX.

Airport Manager Rich Nuttall commented on hotel/accommodations staff in Telluride turning people away from t TEX and recommending the Montrose airport. Discussion followed on TMRAO, marketing, and the Lodging Association.

5. Adjourn

Chair Jon Dwight adjourned the meeting at 1:40 pm.

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Jon Dwight, Chairman

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Richard W. Nuttall, Airport Manager

**Telluride Regional Airport**  
**A/R Aging Summary**  
**As of September 30, 2012**

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
Alpine Luxury Limo	0.00	0.00	0.00	0.00	460.00	460.00
AT&T	1,100.00	0.00	0.00	0.00	-20.00	1,080.00
Campbell, Jeff	80.18	12.30	0.00	0.00	0.00	92.48
CENTURY AVIATION	0.00	0.00	0.00	49.95	0.00	49.95
Dwight, John	0.00	0.00	0.00	0.00	720.12	720.12
Fastsigns #37601	40.00	0.00	0.00	0.00	0.00	40.00
Franz Klammer Lodge	0.00	0.00	0.00	0.00	750.00	750.00
Great Lakes - Other	17,397.82	78.85	1,000.84	0.00	0.00	18,477.51
Great Lakes Aviation	0.00	1,357.80	0.00	0.00	0.00	1,357.80
Hertz Rent-A-Car Offices	8,359.64	0.00	-2,431.75	0.00	0.00	5,927.89
Hotel Madeline	0.00	0.00	0.00	0.00	750.00	750.00
Kiemle, Kwende	0.00	8.83	0.00	0.00	0.00	8.83
Mattson, Bill	0.00	5.50	0.00	0.00	0.00	5.50
Mountain Limo	324.25	0.00	0.00	0.00	0.00	324.25
Peak Aero Group	177.47	0.00	0.00	0.00	0.00	177.47
Sprint Nextel	1,100.00	-1,100.00	0.00	-700.00	0.00	-700.00
State of Colorado	1,872.19	0.01	0.00	1,689.11	0.00	3,561.31
Telluride Express	313.37	0.00	0.00	0.00	0.00	313.37
TSA	0.00	0.00	0.00	0.00	87.06	87.06
<b>TOTAL</b>	<b><u>30,764.92</u></b>	<b><u>363.29</u></b>	<b><u>-1,430.91</u></b>	<b><u>1,039.06</u></b>	<b><u>2,747.18</u></b>	<b><u>33,483.54</u></b>

**Telluride Regional Airport**  
**A/P Aging Summary**  
As of September 30, 2012

	Current	1 - 30	31 - 60	> 60	TOTAL
4Knee Ventures, LLC	0.00	381.72	0.00	0.00	381.72
Airgas Intermountain Inc.	8.11	0.00	0.00	0.00	8.11
Alarm Company of Telluride	162.40	0.00	0.00	0.00	162.40
Avfuel Corporation	62,662.84	93,402.75	31,117.93	35.00	187,218.52
CenturyLink 52187	469.53	0.00	0.00	0.00	469.53
Coach's Mother	39.00	0.00	0.00	0.00	39.00
Conoco	41.47	0.00	0.00	0.00	41.47
Dex Media East LLC	354.00	0.00	0.00	0.00	354.00
Diesel Services	1,048.50	0.00	0.00	0.00	1,048.50
Federal Express	127.32	0.00	0.00	0.00	127.32
Galls Incorporated	50.48	0.00	0.00	0.00	50.48
Home Depot	81.72	244.24	0.00	0.00	325.96
Ideal Manufacturing Inc.	0.00	-176.94	0.00	0.00	-176.94
John Deere Financial	255.87	-34.00	0.00	0.00	221.87
Liberty Bell Electric Inc.	175.00	0.00	0.00	0.00	175.00
Lone Cone Coffee	35.75	0.00	0.00	0.00	35.75
Montrose Auto Body	1,000.00	0.00	0.00	0.00	1,000.00
Montrose Water Factory, LLC	285.55	0.00	0.00	0.00	285.55
Nasco	152.40	0.00	0.00	0.00	152.40
Night & Day LLC	2,048.00	0.00	0.00	0.00	2,048.00
Northern Tool & Equipment Co.	0.00	0.00	0.00	-54.58	-54.58
Parish Oil Company, Inc.	1,777.83	700.98	0.00	0.00	2,478.81
Parkeon Inc.	52.00	0.00	0.00	0.00	52.00
PCHelp, LTD	187.00	0.00	0.00	0.00	187.00
Petty Cash - Linda D. Soucie	242.34	0.00	0.00	0.00	242.34
QDS Communications, Inc.	630.00	0.00	0.00	0.00	630.00
Quill	409.55	0.00	0.00	0.00	409.55
Recla Metals	3,842.48	0.00	0.00	0.00	3,842.48
Sam's Club	113.36	306.14	0.00	0.00	419.50
San Miguel Power Assoc.	2,975.00	0.00	0.00	0.00	2,975.00
Scott's Printing & Design	57.28	0.00	0.00	0.00	57.28
Shop "N" Lube Express	0.00	0.00	0.00	-5.64	-5.64
Source Gas	348.30	0.00	0.00	0.00	348.30
Telluride Bytes	875.00	0.00	0.00	0.00	875.00
Timberline Ace Hardware	0.00	0.00	0.00	-2.57	-2.57
Two-Way Communications, Inc.	125.00	0.00	0.00	0.00	125.00
UPS	0.00	1.22	0.00	0.00	1.22
Verizon Wireless	171.92	0.00	0.00	0.00	171.92
Watch Newspaper	218.40	0.00	0.00	0.00	218.40
Xcel Energy	2,850.00	0.00	0.00	0.00	2,850.00
<b>TOTAL</b>	<b>83,873.40</b>	<b>94,826.11</b>	<b>31,117.93</b>	<b>-27.79</b>	<b>209,789.65</b>

## 2012 OPERATING BUDGET SUMMARY

<b>January - September 2012</b>	<b>ANNUAL 2012 BUDGET</b>	<b>ACTUAL 2012</b>	<b>ACTUAL 2011</b>
Aircraft & Pilot Income	\$3,123,350	\$2,834,914	\$2,726,170
Aircraft & Pilot Expenses	\$1,027,630	\$812,669	\$789,078
Cost of Goods Sold	\$1,710,700	\$1,516,414	\$1,474,489
<b>Net Income (Loss)</b>	<b>\$385,020</b>	<b>\$505,831</b>	<b>\$462,603</b>
Terminal Income	\$336,762	\$302,797	\$328,121
Terminal Expenses	\$298,393	\$244,210	\$257,838
<b>Net Income (Loss)</b>	<b>\$38,369</b>	<b>\$58,587</b>	<b>\$70,283</b>
Airside Income	\$282,200	\$268,989	\$276,244
Airside Expenses	\$399,350	\$257,376	\$341,051
<b>Net Income (Loss)</b>	<b>-\$117,150</b>	<b>\$11,613</b>	<b>-\$64,807</b>
Interest Income	\$700	\$35	\$703
<b>Total Net Operating Income (Loss):</b>	<b>\$306,938</b>	<b>\$576,066</b>	<b>\$468,782</b>

**TELLURIDE REGIONAL AIRPORT  
2012 OPERATING BUDGET  
JANUARY -SEPTEMBER**

<b>AIRCRAFT &amp; PILOT INCOME</b>	<b>BUDGET 2012</b>	<b>ACTUAL 2012</b>	<b>ACTUAL 2011</b>	<b>PERCENT OF BUDGET</b>
Aircraft Oil	\$ 850	\$ 955	\$ 812	112%
AvGas	\$ 136,500	\$ 122,303	\$ 118,965	90%
Catering	\$ 12,000	\$ 14,094	\$ 10,288	117%
Hangar Fees	\$ 210,000	\$ 190,624	\$ 199,345	91%
Jet-A	\$ 2,640,000	\$ 2,377,998	\$ 2,284,139	90%
Jet-A Airlines	\$ 14,000	\$ 13,410	\$ 23,966	96%
Line Services	\$ 50,000	\$ 55,514	\$ 39,739	111%
Pilot Supplies	\$ 15,000	\$ 14,092	\$ 10,516	94%
Tie-Down Fees	\$ 45,000	\$ 45,924	\$ 38,400	102%
Waste Fuel	\$ -		\$ -	#DIV/0!
<b>Total:</b>	<b>\$ 3,123,350</b>	<b>\$ 2,834,914</b>	<b>\$ 2,726,170</b>	<b>91%</b>

<b>AIRCRAFT &amp; PILOT EXPENSES</b>	<b>BUDGET 2012</b>	<b>ACTUAL 2012</b>	<b>ACTUAL 2011</b>	<b>PERCENT OF BUDGET</b>
Aircraft Incidents	\$ -	\$ -		#DIV/0!
AvFuel Trip Incentive	\$ 5,785	\$ 900	\$ 4,105	15.56%
Catering	\$ 2,500	\$ 3,142	\$ 1,940	125.66%
Pilot Refreshments	\$ 4,000	\$ 2,907	\$ 2,597	72.68%
Courtesy Car Expenses	\$ 1,200	\$ -	\$ 4,627	0.00%
Credit Card Fees	\$ 70,000	\$ 74,009	\$ 65,791	105.73%
Employee Health Insurance	\$ 90,900	\$ 66,378	\$ 56,454	73.02%
Employee Salaries	\$ 351,736	\$ 276,210	\$ 243,515	78.53%
Employee Training	\$ 5,000	\$ 2,127	\$ 788	42.55%
Equipment Maintenance	\$ 60,000	\$ 46,980	\$ 49,421	78.30%
Equipment Maintenance Labor	\$ 20,000	\$ 22,654	\$ 16,315	113.27%
Equipment Rental	\$ 1,000	\$ 1,017	\$ 315	101.72%
Fuel Farm Utilities/Insurance	\$ 3,500	\$ 3,889	\$ 2,529	111.11%
Equipment Fuel & Oil	\$ 17,000	\$ 24,013	\$ 12,404	141.25%
Hangar Insurance	\$ <b>4,600</b>	\$ <b>3,234</b>	\$ <b>4,526</b>	70.30%
Hangar Loan	\$ 155,266	\$ 116,440	\$ 116,450	74.99%
Hangar Maintenance	\$ 7,500	\$ 5,041	\$ 7,882	67.22%
Hangar Rental (Sub-Lease)	\$ 850	\$ 2,242	\$ 586	263.76%
Hangar Utilities	\$ 15,000	\$ 7,553	\$ 9,047	50.35%
Liability Insurance	\$ <b>6,500</b>	\$ <b>2,942</b>	\$ <b>6,374</b>	45.26%
Line Supplies	\$ 15,000	\$ 8,706	\$ 10,120	58.04%
Uniforms	\$ 8,500	\$ 2,794	\$ 4,860	32.87%
Satelite Systems/Runway Camera	\$ 3,200	\$ 2,151	\$ 2,151	67.22%
Workman's Compensation	\$ 26,000	\$ 15,029	\$ 25,544	57.80%
Admin. & Operations (1/3 of Total)	\$152,593	\$122,311	\$140,737	80.15%
<b>Total:</b>	<b>\$ 1,027,630</b>	<b>\$ 812,669</b>	<b>\$ 789,078</b>	<b>79.08%</b>



**TELLURIDE REGIONAL AIRPORT  
2012 OPERATING BUDGET  
JANUARY - SEPTEMBER**

<b>COST OF GOODS SOLD</b>	<b>BUDGET 2012</b>	<b>ACTUAL 2012</b>	<b>ACTUAL 2011</b>	<b>PERCENT OF BUDGET</b>
Jet-A Fuel	\$ 1,572,250	\$ 1,395,821	\$ 1,365,071	88.78%
100LL Fuel	\$ 113,100	\$ 102,551	\$ 98,695	90.67%
Oil	\$ 600	\$ 690	\$ 577	114.93%
De-Ice:	\$ 14,000	\$ 1,319	\$ 1,499	9.42%
Pilot Supplies	\$ 250	\$ 69	\$ 114	27.79%
Hats and T-Shirts	\$ 8,500	\$ 15,360	\$ 6,523	180.71%
Unleaded Fuel	\$ 2,000	\$ 605	\$ 2,010	30.23%
<b>Total:</b>	<b>\$ 1,710,700</b>	<b>\$ 1,516,414</b>	<b>\$ 1,474,489</b>	<b>88.64%</b>
<b>AIRCRAFT GROSS PROFIT (LOSS):</b>	<b>\$ 385,020</b>	<b>\$ 505,831</b>	<b>\$ 462,603</b>	<b>131.38%</b>

**TELLURIDE REGIONAL AIRPORT  
2012 OPERATING BUDGET  
JANUARY -SEPTEMBER**

<b>TERMINAL INCOME</b>	<b>BUDGET 2012</b>	<b>ACTUAL 2012</b>	<b>ACTUAL 2011</b>	<b>PERCENT OF BUDGET</b>
Advertising	\$ 600	\$ 1,127	\$ 320	187.83%
Airlines	\$ 157,462	\$ 135,272	\$ 132,193	85.91%
Car Rental Agencies	\$ 110,000	\$ 77,020	\$ 108,349	70.02%
On-Line Services	\$ -	\$ 19,100	\$ 19,392	#DIV/0!
Copy/Fax	\$ 500	\$ 366	\$ 393	73.22%
Office Rentals	\$ 27,000	\$ 22,437	\$ 26,333	83.10%
Parking Lot	\$ 20,000	\$ 21,386	\$ 21,664	106.93%
Sales Tax Discount	\$ 1,000	\$ 1,211	\$ 1,102	121.10%
Taxi Service	\$ 19,000	\$ 24,296	\$ 17,576	127.87%
Vending Machines	\$ 1,200	\$ 581	\$ 799	48.46%
<b>Total:</b>	<b>\$ 336,762</b>	<b>\$ 302,797</b>	<b>\$ 328,121</b>	<b>89.91%</b>
<b>TERMINAL EXPENSES</b>	<b>BUDGET 2012</b>	<b>ACTUAL 2012</b>	<b>ACTUAL 2011</b>	<b>PERCENT OF BUDGET</b>
Janitorial Supplies	\$ 3,000	\$ 673	\$ 2,229	22.44%
Janitorial Other	\$ 30,000	\$ 20,723	\$ 18,850	69.08%
Liability Insurance	\$ 6,500	\$ 2,942	\$ 6,374	45.26%
Maintenance	\$ 20,000	\$ 10,610	\$ 13,947	53.05%
Maintenance Labor	\$ 5,000	\$ 2,616	\$ 1,690	52.32%
Parking Lot	\$ 3,000	\$ 1,465	\$ 4,242	48.85%
Internet Café	\$ 500	\$ -	\$ -	0.00%
Security	\$ 4,000	\$ 10,670	\$ 4,083	266.75%
Terminal Insurance	\$ 8,000	\$ 6,369	\$ 7,907	79.61%
Terminal Utilities	\$ 45,000	\$ 33,915	\$ 32,810	75.37%
Trash	\$ 5,000	\$ 2,862	\$ 3,755	57.23%
Vending Machine Expense:	\$ 800	\$ 703	\$ 725	87.90%
Water Maintenance	\$ 15,000	\$ 28,352	\$ 20,489	189.01%
Admin. & Operations (1/3 of Total)	\$152,593	\$122,311	\$140,737	80.15%
<b>Total:</b>	<b>\$ 298,393</b>	<b>\$ 244,210</b>	<b>\$ 257,838</b>	<b>81.84%</b>
<b>TERMINAL GROSS PROFIT (LOSS):</b>	<b>\$ 38,369</b>	<b>\$ 58,587</b>	<b>\$ 70,283</b>	<b>152.69%</b>

**TELLURIDE REGIONAL AIRPORT  
2012 OPERATING BUDGET  
JANUARY - SEPTEMBER**

<b>AIRSIDE INCOME</b>	<b>BUDGET 2012</b>	<b>ACTUAL 2012</b>	<b>ACTUAL 2011</b>	<b>PERCENT OF BUDGET</b>
Airline Landing Fees	\$ 35,000	\$ 37,814	\$ 54,233	108.04%
GA Landing Fees	\$ 155,000	\$ 153,223	\$ 141,361	98.85%
Land Leases	\$ 26,000	\$ 20,536	\$ 23,510	78.98%
Promotional Fees	\$ 1,200	\$ 2,800	\$ -	233.33%
State Fuel Tax Rebates	\$ 65,000	\$ 54,616	\$ 57,140	84.03%
<b>Total:</b>	<b>\$ 282,200</b>	<b>\$ 268,989</b>	<b>\$ 276,244</b>	<b>95.32%</b>
<b>AIRSIDE EXPENSES</b>	<b>BUDGET 2012</b>	<b>ACTUAL 2012</b>	<b>ACTUAL 2011</b>	<b>PERCENT OF BUDGET</b>
Airfield Lighting Maintenance	\$ 3,000	\$ 3,209	\$ 2,831	106.97%
Airfield Lighting Utilities	\$ 1,500	\$ 1,589	\$ 1,331	105.93%
Airfield Insurance	\$ 22,000	\$ 7,652	\$ 21,018	34.78%
Airfield Maintenance	\$ 8,000	\$ 3,613	\$ 12,156	45.16%
ARFF Building Insurance	\$ 230	\$ 244	\$ 228	106.09%
ARFF Employee Medical	\$ 10,100	\$ -	\$ 7,267	0.00%
ARFF Employee Wages	\$ 39,082	\$ 4,631	\$ 40,048	11.85%
ARFF Equipment	\$ 9,000	\$ 10,787	\$ 6,707	119.86%
ARFF Maintenance	\$ 5,000	\$ 3,235	\$ 1,919	64.69%
ARFF Training	\$ 25,000	\$ 7,742	\$ 12,344	30.97%
ARFF Liability Insurance	\$ 145	\$ 500	\$ -	344.83%
ARFF Utilities	\$ 3,800	\$ 3,604	\$ 2,599	94.84%
AWOS Maintenance	\$ 7,000	\$ 3,059	\$ 4,500	43.69%
AWOS Utilities	\$ 2,000	\$ 399	\$ 1,119	19.95%
Business Auto Policy	\$ 12,500	\$ 6,347	\$ 12,421	50.78%
Equipment Fuel & Oil	\$ 20,000	\$ 8,414	\$ 14,207	42.07%
Equipment Insurance	\$ 1,200	\$ 10,984	\$ 1,094	915.30%
Equipment Maintenance	\$ 40,000	\$ 27,769	\$ 25,094	69.42%
Equipment Maintenance Labor	\$ 20,000	\$ 21,772	\$ 22,035	108.86%
Liability Insurance	\$ 6,500	\$ 2,942	\$ 6,374	45.26%
Operations Training	\$ 1,000	\$ 240	\$ -	23.98%
SRE Insurance	\$ 700	\$ 617	\$ 685	88.14%
SRE Utilities	\$ 5,000	\$ 3,167	\$ 3,512	63.34%
SWMP Maintenance	\$ 4,000	\$ 2,550	\$ 825	63.75%
Admin. & Operations (1/3 of Total)	\$152,593	\$122,311	\$140,737	80.15%
<b>Total:</b>	<b>\$ 399,350</b>	<b>\$ 257,376</b>	<b>\$ 341,051</b>	<b>64.45%</b>
<b>AIRSIDE GROSS PROFIT (LOSS):</b>	<b>\$ (117,150)</b>	<b>\$ 11,613</b>	<b>\$ (64,807)</b>	<b>-9.91%</b>
<b>INTEREST INCOME:</b>	<b>\$ 700</b>	<b>\$ 35</b>	<b>\$ 703</b>	<b>5.00%</b>
<b>NET OPERATING PROFIT (LOSS):</b>	<b>\$ 306,938</b>	<b>\$ 576,066</b>	<b>\$ 468,782</b>	<b>187.68%</b>

**TELLURIDE REGIONAL AIRPORT  
2012 OPERATING BUDGET  
JANUARY -SEPTEMBER**

<b>ADMINISTRATIVE EXPENSES</b>	<b>BUDGET 2012</b>	<b>ACTUAL 2012</b>	<b>ACTUAL 2011</b>	<b>PERCENT OF BUDGET</b>
Accounting Audit	\$ 6,000	\$ 5,000	\$ 5,850	83.33%
Administrative Salaries	\$ 154,000	\$ 109,584	\$ 115,697	71.16%
Bad Debts	\$ 1,000	\$ -	\$ 8	0.00%
Bank Finance Charges	\$ 1,000	\$ 380	\$ 972	38.02%
Copy/Fax/Computer Maintenance/Lease	\$ 10,800	\$ 27,234	\$ 6,877	252.16%
Crime Insurance	\$ 600	\$ -	\$ -	0.00%
Dues & Subscriptions	\$ 2,600	\$ 4,993	\$ 2,527	192.02%
Employee Education	\$ 2,000	\$ 1,700	\$ 3,338	85.00%
Employee Medical Insurance	\$ 30,000	\$ 22,845	\$ 19,006	76.15%
Fringe Benefits	\$ 2,650	\$ 2,650	\$ 2,650	100.00%
Legal	\$ 75,000	\$ 67,225	\$ 142,129	89.63%
Marketing	\$ 50,000	\$ 41,144	\$ 44,707	82.29%
Office Supplies	\$ 4,000	\$ 2,490	\$ 2,265	62.26%
Payroll Expenses	\$ 60,000	\$ 43,512	\$ 44,084	72.52%
Postage & Shipping	\$ 3,000	\$ 1,513	\$ 1,879	50.44%
Retirement Benefits	\$ 6,000	\$ 4,374	\$ 5,199	72.90%
Public Officials Insurance	\$ 10,000	\$ -	\$ -	0.00%
Safety Management System (SMS)	\$ 5,000	\$ 2,700	\$ -	54.00%
Telephone/Internet	\$ 28,000	\$ 21,770	\$ 22,741	77.75%
TRAA Meeting	\$ 4,000	\$ 1,398	\$ 2,009	34.95%
Travel	\$ 2,000	\$ 4,713	\$ 146	235.65%
Workman's Compensation	\$ 130	\$ 1,709	\$ 125	1314.78%
<b>Total:</b>	<b>\$ 457,780</b>	<b>\$ 366,933</b>	<b>\$ 422,209</b>	<b>80.15%</b>

NOTES: Administrative Expenses are divided equally and included in each expense budget (Aircraft & Pilot, Terminal and Airside).

**Telluride Regional Airport**  
**Balance Sheet**  
 As of September 30, 2012

	Sep 30, 12
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
1020 · Due From AVFUEL	316,703.96
1035 · FBO Cash Drawer	200.00
1036 · Change Machines	376.75
1040 · Operating Bank Account	69,464.46
1050 · Petty Cash	500.00
<b>Total Checking/Savings</b>	387,245.17
<b>Accounts Receivable</b>	
1100 · *Accounts Receivable	33,483.54
<b>Total Accounts Receivable</b>	33,483.54
<b>Other Current Assets</b>	
1250 · Inventory	568.23
1260 · Inventory Asset	142,644.44
1270 · Prepaid Insurance	23,885.00
1280 · Undeposited Funds	30,192.37
<b>Total Other Current Assets</b>	197,290.04
<b>Total Current Assets</b>	618,018.75
<b>Fixed Assets</b>	
1310 · Accumulated Depreciation	-10,206,264.99
1320 · Building	7,407,328.03
1330 · Equipment	2,404,664.00
1350 · Land Acquisition	7,337,699.15
1390 · Runway	60,649,830.20
<b>Total Fixed Assets</b>	67,593,256.39
<b>Other Assets</b>	
1410 · Deposit - Securus	708.00
<b>Total Other Assets</b>	708.00
<b>TOTAL ASSETS</b>	<b>68,211,983.14</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
2000 · *Accounts Payable	209,789.65
<b>Total Accounts Payable</b>	209,789.65
<b>Other Current Liabilities</b>	
2030 · AFLAC INS.	511.85
2100 · Payroll Liabilities	1,674.26
2110 · Direct Deposit Liabilities	-2,281.74
2150 · Note Payable - Hangars	871,306.00
2165 · Sales Tax #1	6,930.40
2200 · Sales Tax Payable	5.81
<b>Total Other Current Liabilities</b>	878,146.58
<b>Total Current Liabilities</b>	1,087,936.23
<b>Total Liabilities</b>	1,087,936.23
<b>Equity</b>	
3012 · Capital Transfers	-866,877.18
3430 · Interaccount Transfers	-600,989.97
3900 · Retained Earnings	68,015,848.23
Net Income	576,065.83
<b>Total Equity</b>	67,124,046.91
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>68,211,983.14</b>

**TELLURIDE REGIONAL AIRPORT  
2012 CAPITAL BUDGET**

<b>CAPITAL INCOME:</b>	<b>2012 REVISED</b>	<b>2012 ACTUAL</b>	<b>EXISTING BUDGET</b>
Beginning Bank Account Balance	\$990,236	\$ 1,552,613	\$ 990,236.00
Passenger Facility Charges	\$31,500	\$ 25,680	\$ 31,500.00
FAA Grants	\$7,440,000	\$ 949,825	\$ 7,538,250
State Grant	\$358,684	\$ 225,000	\$ 400,000
Rock Sales	\$175,000	\$ 141,925	\$ 175,000
Equipment Sales	\$30,000	\$ 10,147	\$ 30,000
Interest Income	\$1,500	\$ 72	\$ 1,500
<b>TOTAL AVAILABLE FUNDS :</b>	<b>\$9,026,920</b>	<b>\$ 2,905,262</b>	<b>\$ 9,166,486</b>

<b>CAPITAL EXPENSES:</b>	<b>2012 BUDGET</b>		
AIP-22 Closeout Costs	\$0	\$ -	\$ 75,000
AIP-25 Closeout Costs	\$800,000	\$ 109,893	\$ 800,000
AIP-26 Closeout Costs	\$400,000	\$ 538,869	\$ 250,000
AIP-28 Slide Repair	\$7,000,000	\$ 460,127	\$ 6,800,000
Non-Grant Funded Equipment Purchases	\$52,500	\$ 34,631	\$ 35,000.00
Non-Grant Funded Construction	\$47,500	\$ 21,654	\$ 30,000.00
Crack Seal, Seal Coat and Restriping	\$250,000	\$ 274,543	\$ 250,000.00
Safety Management System	\$26,000	\$ 5,540	\$ 26,000.00
Maintenance Tools	\$5,000	\$ -	\$ 5,000.00
Legal Fees	\$70,000	\$ 2,650	\$ 70,000.00
Bank Fees	\$60	\$ 176	\$ 60.00
<b>TOTAL CAPITAL EXPENSES:</b>	<b>\$8,651,060</b>	<b>\$ 1,448,082</b>	<b>\$ 8,341,060.00</b>
<b>REMAINING CAPITAL INCOME:</b>	<b>\$375,860</b>	<b>\$1,457,179.10</b>	<b>\$825,426.00</b>
<b>END OF YEAR OPERATING INCOME TRANSFER:</b>	<b>\$314,355</b>		<b>\$ 314,355.00</b>
<b>ESTIMATED BEGINNING BALANCE FOR 2013:</b>	<b>\$690,215</b>		<b>\$1,139,781.00</b>

**Notes:**

Non-Grant Funded Equipment Purchases: Rebuild large aircraft tug.

Non-Grant Funded Construction: Install light pole on east side of parking lot.

Remodel downstairs bathrooms. Replace concrete pad west side of terminal.

**Items in yellow changed based on new AIP funding bill and new cost estimates.**

**Telluride Regional Airport - Capital Account  
 Balance Sheet  
 As of September 30, 2012**

	<u>Sep 30, 12</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	
1010 · 10% Bank Account	27,047.03
1030 · FAA Bank Account	41,035.55
1060 · PFC- ANB Bank	209,160.55
1070 · Savings Account	<u>1,179,935.97</u>
<b>Total Checking/Savings</b>	<b>1,457,179.10</b>
Accounts Receivable	
1281 · Undeposited Funds FBO	<u>35,308.00</u>
<b>Total Accounts Receivable</b>	<b>35,308.00</b>
Other Current Assets	
1280 · Undeposited Funds	<u>-1,713.80</u>
<b>Total Other Current Assets</b>	<b>-1,713.80</b>
<b>Total Current Assets</b>	<b><u>1,490,773.30</u></b>
<b>TOTAL ASSETS</b>	<b><u><u>1,490,773.30</u></u></b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Accounts Payable	
2000 · *Accounts Payable	<u>-677.15</u>
<b>Total Accounts Payable</b>	<b>-677.15</b>
Other Current Liabilities	
2010 · Accounts Payable	-10,842.30
2050 · Retainage Payable - Capital	<u>315,795.00</u>
<b>Total Other Current Liabilities</b>	<b><u>304,952.70</u></b>
<b>Total Current Liabilities</b>	<b><u>304,275.55</u></b>
<b>Total Liabilities</b>	<b>304,275.55</b>
<b>Equity</b>	
3040 · Operating Bank Transfers	666,877.18
3430 · Interaccount Transfers	800,989.97
3900 · Retained Earnings	-186,605.64
Net Income	<u>-94,763.76</u>
<b>Total Equity</b>	<b><u>1,186,497.75</u></b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u><u>1,490,773.30</u></u></b>

**TELLURIDE REGIONAL AIRPORT  
AIRCRAFT AND PILOT SERVICES - 2012**

Sep-12	TRAA 2012	TRAA 2011	Percent Change
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**AIRPORT OPERATIONS**

General Aviation:	910	858	6.06%
Commercial Airline:	142	152	-6.58%
Total Operations:	1,052	1,010	4.16%

**AVIATION FUEL SALES (GALLONS)**

General Aviation:

100LL AvGas:	3,219	3,197	0.67%
Jet-A	47,827	44,468	7.55%
Total GA:	51,046	47,665	7.09%
Commercial Airline:	4,437	5,632	-21.22%
Total Fuel Sales:	55,483	53,297	4.10%

GA Passenger Deplanements:	1,122	1,426	-21.32%
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GA Passenger Enplanements:	1,380	1,486	-7.13%
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**AIRLINE COMPLETIONS**

	2012		2011	
Scheduled Departures:	72	100.0%	77	100.0%
Actual Departures:	71	98.6%	76	98.7%
Total Not Completed:	1	1.4%	1	1.3%



## ENPLANEMENTS 2012

	Great Lakes	U.S. Airways	Gen. Av	2012 TOTAL	2011 TOTAL
January	868	0	1779	2647	3526
February	759	0	1654	2413	3003
March	780	0	2020	2800	3244
April	346	0	423	769	564
May	233	0	372	605	142
June	700	0	833	1533	1127
July	728	0	1440	2168	2075
August	774	0	1225	1999	1592
September	802	0	1380	2182	2147
October	0	0	0	0	894
November				0	576
December				0	1361
<b>Total for 2011</b>	<b>5,990</b>	<b>-</b>	<b>11,126</b>	<b>17,116</b>	<b>20,251</b>
<b>Total for 2010</b>	<b>5,779</b>	<b>4,034</b>	<b>10,438</b>	<b>20,251</b>	
<b>Total for 2009</b>	<b>3,512</b>	<b>3,495</b>	<b>5,856</b>	<b>12,863</b>	
<b>Total for 2008</b>	<b>10,396</b>	<b>3,641</b>	<b>15,657</b>	<b>29,694</b>	

Enplanements Comparisons	2011 GA	2012 GA	2011 Airlines	2012 Airlines
January	1259	1779	1874	868
February	1215	1654	1819	759
March	1482	2020	1963	780
April	215	423	364	346
May	261	372	296	233
June	753	833	605	700
July	1470	1440	978	728
August	1298	1225	925	774
September	1486	1380	775	802
October	523	0	401	0
November	0		0	0
December	0		0	0

## DEPLANEMENTS FOR 2012

	Great Lakes	U.S.Airways	Gen Av	2012 Total	2011 Total
January	729	0	1445	2174	2800
February	829	0	1757	2586	3223
March	821	0	2033	2854	3448
April	189	0	361	550	446
May	298	0	400	698	626
June	774	0	1029	1803	1569
July	663	0	1439	2102	2487
August	897	0	1198	2095	2262
September	777	0	1122	1899	2285
October	0	0	0	0	938
November	0	0		0	0
December	0	0		0	0
<b>Total for 2012</b>	<b>5977</b>	<b>0</b>	<b>10784</b>	<b>16761</b>	<b>20084</b>
<b>Total for 2011</b>	<b>6120</b>	<b>3517</b>	<b>10447</b>	<b>20084</b>	
<b>Total for 2010</b>	<b>5823</b>	<b>4070</b>	<b>11318</b>	<b>21211</b>	
<b>Total for 2009</b>	<b>3514</b>	<b>3418</b>	<b>6071</b>	<b>13003</b>	

Deplanement Comparisons	2011 GA	2012 GA	2011 Airlines	2012 Airlines
January	1237	1445	1655	729
February	1278	1757	1934	829
March	1601	2033	1689	821
April	238	361	200	189
May	279	400	66	298
June	862	1029	466	774
July	1582	1439	649	663
August	1377	1198	607	897
September	1426	1122	810	777
October	567	0	386	0
November	0		368	0
December	0		1063	0

**OPERATIONS**

**2012**

	<b>Great Lakes</b>	<b>U.S. Airways</b>	<b>Gen. Av.</b>	<b>2012 Total</b>	<b>2011 Total</b>
January	134	0	878	1012	904
February	116	0	714	830	876
March	122	0	944	1066	1084
April	70	0	272	342	260
May	78	0	318	396	324
June	128	0	642	770	644
July	140	0	934	1074	1028
August	142	0	698	840	978
September	142	0	910	1052	1010
October	0	0	0	0	528
November				0	0
December				0	0
<b>Total for 2012</b>	<b>1072</b>	<b>0</b>	<b>6310</b>	<b>7382</b>	7636
<b>Total for 2011</b>	1236	290	6110	7636	
<b>Total for 2010</b>	1224	316	6230	7770	
<b>Total for 2009</b>	662	322	8510	9494	

<b>Operation Comparisons</b>	<b>2011 GA</b>	<b>2012 GA</b>	<b>2011 Airlines</b>	<b>2012 Airlines</b>
January	684	878	220	134
February	684	714	192	116
March	882	944	202	122
April	164	272	96	70
May	212	318	112	78
June	514	642	130	128
July	874	934	154	140
August	822	698	156	142
September	858	910	152	142
October	416	0	112	0
November	0		0	0
December	0		0	0

**SCHEDULED DEPARTURES 2012**

	U.S. Airways	Great Lakes	Total
January	0	70	70
February	0	64	64
March	0	66	66
April	0	42	42
May	0	46	46
June	0	65	65
July	0	71	71
August	0	72	72
September	0	72	72
October	0	0	0
November			0
December			0
Total for 2011	0	568	568
Total for 2010	183	672	855
Total for 2009	161	330	491
Total for 2008	193	1001	1194

**ACTUAL DEPARTURES 2012**

	U.S. Airways	Great Lakes	Total
January	0	67	67
February	0	57	57
March	0	61	61
April	0	35	35
May	0	39	39
June	0	64	64
July	0	70	70
August	0	71	71
September	0	71	71
October	0	0	0
November			0
December			0
Total for 2012	0	535	535
Total for 2011	145	618	763
Total for 2010	158	612	770
Total for 2009	161	330	491