

# **TELLURIDE REGIONAL AIRPORT**

## **MONTHLY REPORT**

**FOR**

**AUGUST 18, 2011**

**12:00 P.M.**

**John A. Micetic, Chairman**  
**Richard W. Nuttall, Airport Manager**

**TELLURIDE REGIONAL AIRPORT  
BOARD MEETING – AUGUST 18, 2011  
12:00 PM, TERMINAL BUILDING**

**MEETING AGENDA**

- 1) 12:00 PM CALL TO ORDER
- 2) 12:05 PM A. APPROVAL OF MINUTES: JULY 21, 2011  
B. FINANCIAL REPORT:
  1. Approval of Accounts PayableC. CHAIRMANS COMMENTS  
D. NOISE ABATEMENT REPORT
- 3) 12:20 PM AIRPORT MANAGER'S COMMENTS
  - A. Announcements
  - B. Executive Session:
    1. Litigation review and update; No-Night Flights, R.E. Monks (Kiewit) and Wet Blasting Claim.
- 4) 2:20 PM ANNOUCEMENTS & PUBLIC DISCUSSION
- 5) 2:30 PM ADJOURN

**Buffet Lunch will be provided at 11:30 a.m. \$6.00 per person**

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# *MINUTES*

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## **TELLURIDE REGIONAL AIRPORT AUTHORITY BOARD MEETING**

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**July 21, 2011  
12:00 pm**

### **CALL TO ORDER**

Chairman John Micetic called the meeting of the Telluride Regional Airport Authority to order.

### **Roll Call**

Present Members: Chairman John Micetic, Vice-Chairman Ed Roufa. Board members Ann Brady, Stu Fraser, Joan May, Gary Bash and John Steel.

Alternate Members Present: Lynne Beck.

### **1. APPROVAL OF MINUTES MOTION**

Board member Ann Brady moved to approve the minutes of June 16, 2011.  
Vice-Chairman Ed Roufa seconded the motion.  
Approved 7-0.

### **2. APPROVAL OF ACCOUNTS RECEIVABLE AND PAYABLES**

Rich updated the Capital Budget for 2011 and explained the change regarding the potential fees for the law suits. Rich explained he will now pay for the attorney's fees out of the Capital account instead of the Operating Account.

#### **MOTION**

Board Member Stu Fraser moved to approve the Accounts Receivables and Payables and the 2011 Capital Budget.  
Board member Ann Brady seconded the motion.  
Approved 7-0

### **3. CHAIRMAN'S COMMENTS**

Chairman John Micetic mentioned the Special meeting regarding personnel. John said in that meeting a suggestion from Jon Dwight was to have the Telluride Airport's fuel prices be higher than Montrose. John wants to give Rich all the support and tools he needs to market the Airport. Board agreed to give Rich the flexibility to set his prices and market the Airport as he sees fit. A good suggestion from visitor Scott Stewart was to have quarterly meetings with the tenants to help improve customer service.

Discussion was held regarding the contract for improving the terminal. There was a miscommunication in regards to the sub-contractors on that job.

**4. NOISE ABATEMENT REPORT**

Rich received a few calls regarding a plane landing on Runway 9. According to the crew, the winds were at 9 knots. Complaints were also received from the Mesa.

Rich presented a new concept of a “Whispertrack” regarding Noise Abatement Procedures for airports worldwide. It is a program that gets our Noise Abatement Procedures out to all pilots efficiently. It cost \$245 a month.

**MOTION**

Vice-Chairman Ed Roufa moved to accept the Whispertrack and review it in six months. Board Member John Steel seconded the motion.

Approved 7-0

**5. AIRPORT’S MANAGER COMMENTS**

Updates:

- A. FAA is in the process of reviewing the waiver for the 10,000 enplanements for 2010.
- B. Enplanements for entitlement dollars do not include non-revenue passengers. The enplanement reports will be adjusted this year.
- C. C&D Categories – The FAA lead the Airport to believe they were working on the approach plates for C&D. They are at this time not responding to Rich’s correspondence or phone calls. Rich said if they don’t respond within the next 30 days, then the Board could write letters to our Congressmen. Rich will put something together for Joan May and Stu Fraser. Board decided to act immediately instead of waiting for the 30 days.

Water Tank: Meeting was held with several water specialists to review current plans and what should be done with the tank. The recommendation was to purchase the water augmentation off-site, to alleviate that issue. John Steel attended the meeting and fully endorsed their recommendation.

Ed Roufa left the meeting at this time

**MOTION**

Board Member Ann Brady moved that the Board allow Rich to proceed with his plans to secure the water augmentation and to obtain a new well.

Board Member Stu Fraser seconded the motion

Approved 6-0

TRAA Board gave permission for Rich to purchase a crew car and convert it to an electric vehicle.

**6. ANNOUNCEMENTS AND PUBLIC DISCUSSION**

Scott Stewart gave the airline report. U.S. Airways have already loaded two flights for this coming winter. Scott is working on another Small Community Air Service Grant. It is due August 2<sup>nd</sup>.

**7. MOTION TO ADJOURN TO EXECUTIVE SESSION –**

- A. Wet Blasting Lawsuit, Litigation strategy
- B. Hours of operation (no-Night Flights Lawsuit) Litigation strategy.
- C. Discuss John Steel and Bob Erie’s representing TRAA in wet blasting suit.
- D. Review contract with Telluride Stone Co.

**E. Review agreement with Telluride Construction, LLC.**

**MOTION**

Board Member Stu Fraser moved to go into Executive Session

Board Member Gary Bash seconded the motion.

Approved 6-0.

Meeting resumed.

**8. JOHN STEEL'S RESIGNATION**

Board Member Stu Fraser moved to accept John's resignation with regret.

Board Member Gary Bash seconded the motion

Approved 6-0

**9. GALLEGO'S CONTRACT**

Board Member Stu Fraser moved to approve the engagement contract.

Board Alternate Lynne Beck seconded the motion.

Approved 6-0

**10. BOARD DELEGATES FOR LITIGATION.**

Board Member moved to have John Micetic and Jon Dwight be the delegates for the No-night flight law suit litigation.

Board Member Joan May second the motion.

Approved 6-0.

**11. AIRPORT MANAGER'S VACATION & EVALUATION**

Joan May suggested that Rich send an email to all Board Members when he is on vacation. John stated that all vacation should be taken each year and not rolled over. Ann had a recommendation for Rich's evaluation for this year on items that are just in his contract. This recommendation was passed out to all Board Members.

**12. MOTION TO ADJOURN**

By acclamation, Chairman John Micetic adjourned the TRAA Board meeting.

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John Micetic, Chairman

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Richard W. Nuttall, Airport Manager

**Telluride Regional Airport**  
**A/R Aging Summary**  
As of July 31, 2011

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>&gt; 60</u>	<u>TOTAL</u>
Air Force Academy	0.00	0.00	0.00	407.44	407.44
AIR RESOURCES	0.00	0.00	112.78	5,751.76	5,864.54
Alpine Luxury Limo	0.00	0.00	0.00	760.00	760.00
Campbell, Jeff	73.48	-64.65	73.48	0.00	82.31
CENTURY AVIATION	0.00	49.50	0.00	0.00	49.50
Great Lakes - Other	0.00	123.97	0.00	0.00	123.97
Great Lakes Aviation	70.00	65.00	0.00	0.00	135.00
Hertz Rent-A-Car Offices	0.00	757.75	4,508.92	0.00	5,266.67
Mattson, Bill	0.00	379.53	0.00	0.00	379.53
Mountain Limo	0.00	0.00	0.00	0.00	0.00
Saunders, Bob	0.00	0.00	500.00	0.00	500.00
State of Colorado	1,560.16	0.00	1,564.06	0.00	3,124.22
U.S. Airways	0.00	0.00	3,838.18	0.00	3,838.18
Valued Customer	0.00	47.00	0.00	0.00	47.00
<b>TOTAL</b>	<u><u>1,703.64</u></u>	<u><u>1,358.10</u></u>	<u><u>10,597.42</u></u>	<u><u>6,919.20</u></u>	<u><u>20,578.36</u></u>

**Telluride Regional Airport**  
**A/P Aging Summary**  
As of July 31, 2011

	Current	1 - 30	31 - 60	> 60	TOTAL
Airgas Intermountain Inc.	155.78	0.00	0.00	0.00	155.78
Auto Parts of Montrose	0.00	0.00	0.00	0.00	0.00
Avfuel Corporation	60,090.63	85,025.92	0.00	0.00	145,116.55
Central Distributing Co.	611.86	0.00	0.00	0.00	611.86
Clarks	0.00	42.72	0.00	-20.78	21.94
Colorado State Treasurer	159.62	0.00	0.00	0.00	159.62
Cooling's Heating & Air Conditioning, Inc	145.08	0.00	0.00	0.00	145.08
CPR World	3,469.06	0.00	0.00	0.00	3,469.06
Daily Planet	554.96	0.00	0.00	0.00	554.96
Dex Media East LLC	344.70	0.00	0.00	0.00	344.70
Farm Plan	74.97	100.96	0.00	0.00	175.93
Filterfresh	72.45	0.00	0.00	0.00	72.45
Fleet Services	6,134.76	0.00	0.00	0.00	6,134.76
Grand Junction Pipe & Supply Company	0.00	0.00	0.00	-7.97	-7.97
Hammerweb Holdings	350.00	0.00	0.00	0.00	350.00
Hertz	889.94	-778.91	0.00	0.00	111.03
Lee, Pat & Associates	1,597.50	0.00	0.00	0.00	1,597.50
Manairco, Inc	0.00	234.90	0.00	0.00	234.90
Masters Security Systems & Services	1,200.00	0.00	0.00	0.00	1,200.00
Mitchell and Company	0.00	62.50	0.00	0.00	62.50
Montrose Daily Press	401.70	0.00	0.00	0.00	401.70
Montrose Water Factory, LLC	661.14	0.00	0.00	0.00	661.14
Mr. Lock	89.50	0.00	0.00	0.00	89.50
Parish Oil Company, Inc.	2,434.10	0.00	0.00	0.00	2,434.10
Quill	676.70	0.00	0.00	0.00	676.70
Qwest	1,747.32	0.00	0.00	0.00	1,747.32
Rocky Mountain HMO	7,424.68	0.00	0.00	0.00	7,424.68
Sam's Club	300.14	704.99	0.00	0.00	1,005.13
San Miguel Basin Forum	86.20	0.00	0.00	0.00	86.20
San Miguel Power Assoc.	3,491.00	0.00	0.00	0.00	3,491.00
Shop "N" Lube Express	0.00	0.00	0.00	-5.64	-5.64
Source Gas	194.71	0.00	0.00	0.00	194.71
Telluride Bytes	157.50	0.00	0.00	0.00	157.50
Telluride Kitchen	450.00	0.00	0.00	0.00	450.00
Two-Way Communications, Inc.	125.00	0.00	0.00	0.00	125.00
TWS	0.00	55.80	0.00	0.00	55.80
U.S. Tractor & Harvest, Inc.	0.00	64.03	0.00	0.00	64.03
UPS	10.00	0.00	0.00	-9.03	0.97
Verizon Wireless	143.43	0.00	0.00	0.00	143.43
Waste Management	325.62	0.00	0.00	0.00	325.62
Watch Newspaper	90.72	0.00	0.00	0.00	90.72
Xerox	5.24	0.00	0.00	0.00	5.24
<b>TOTAL</b>	<b>94,666.01</b>	<b>85,512.91</b>	<b>0.00</b>	<b>-43.42</b>	<b>180,135.50</b>

## 2011 OPERATING BUDGET SUMMARY

<b>JANUARY - JULY 2011</b>	<b>ANNUAL 2011 BUDGET</b>	<b>ACTUAL 2011</b>	<b>ACTUAL 2010</b>
Aircraft & Pilot Income	\$3,068,778	\$2,102,029	\$2,009,238
Aircraft & Pilot Expenses	\$1,060,643	\$599,942	\$639,196
Cost of Goods Sold	\$1,538,510	\$1,132,679	\$936,157
<b>Net Income (Loss)</b>	<b>\$469,625</b>	<b>\$369,409</b>	<b>\$433,885</b>
Terminal Income	\$431,850	\$259,616	\$285,082
Terminal Expenses	\$430,682	\$199,189	\$223,095
<b>Net Income (Loss)</b>	<b>\$1,168</b>	<b>\$60,427</b>	<b>\$61,987</b>
Airside Income	\$276,200	\$214,961	\$209,472
Airside Expenses	\$380,048	\$272,149	\$224,610
<b>Net Income (Loss)</b>	<b>-\$103,848</b>	<b>-\$57,188</b>	<b>-\$15,138</b>
Interest Income	\$100	\$234	\$70
<b>Total Net Operating Income (Loss):</b>	<b>\$367,045</b>	<b>\$372,881</b>	<b>\$480,804</b>



**TELLURIDE REGIONAL AIRPORT  
2011 OPERATING BUDGET  
JANUARY - JULY**

<b>AIRCRAFT &amp; PILOT INCOME</b>	<b>BUDGET 2011</b>	<b>ACTUAL 2011</b>	<b>ACTUAL 2010</b>	<b>PERCENT OF BUDGET</b>
Aircraft Oil	\$ 850	\$ 437	\$ 413	51%
AvGas	\$ 115,000	\$ 78,293	\$ 79,760	68%
Catering	\$ 33,000	\$ 6,916	\$ 26,304	21%
Hangar Fees	\$ 200,000	\$ 172,869	\$ 157,837	86%
Jet-A	\$ 2,585,454	\$ 1,763,142	\$ 1,641,736	68%
Jet-A Airlines	\$ 23,100	\$ 18,995	\$ 18,306	82%
Line Services	\$ 55,000	\$ 28,917	\$ 45,287	53%
Pilot Supplies	\$ 16,000	\$ 7,067	\$ 12,347	44%
Tie-Down Fees	\$ 40,000	\$ 25,393	\$ 27,248	63%
Waste Fuel	\$ 374	\$ -	\$ -	0%
<b>Total:</b>	<b>\$ 3,068,778</b>	<b>\$ 2,102,029</b>	<b>\$ 2,009,238</b>	<b>68%</b>

<b>AIRCRAFT &amp; PILOT EXPENSES</b>	<b>BUDGET 2011</b>	<b>ACTUAL 2011</b>	<b>ACTUAL 2010</b>	<b>PERCENT OF BUDGET</b>
Aircraft Incidents	\$ 2,500	\$ -	\$ -	0.00%
AvFuel Trip Incentive	\$ 5,785	\$ 2,995	\$ 2,630	51.77%
Catering	\$ 5,000	\$ 1,080	\$ 18,735	21.60%
Pilot Refreshments	\$ 4,000	\$ 2,102	\$ 3,192	52.55%
Courtesy Car Expenses	\$ 1,200	\$ 4,209	\$ 175	350.73%
Credit Card Fees	\$ 65,000	\$ 49,946	\$ 48,884	76.84%
Employee Health Insurance	\$ 85,693	\$ 48,159	\$ 38,856	56.20%
Employee Salaries	\$ 365,600	\$ 173,048	\$ 186,705	47.33%
Employee Training	\$ 5,000	\$ 788	\$ 5,324	15.77%
Equipment Maintenance	\$ 56,143	\$ 28,896	\$ 30,886	51.47%
Equipment Maintenance Labor	\$ 20,000	\$ 9,128	\$ 22,027	45.64%
Equipment Rental	\$ 1,000	\$ 245	\$ 280	24.50%
Fuel Farm Utilities/Insurance	\$ 3,500	\$ 2,402	\$ 2,089	68.62%
Equipment Fuel & Oil	\$ 15,000	\$ 9,184	\$ 9,203	61.22%
Hangar Insurance	\$ <b>4,100</b>	\$ <b>4,526</b>	\$ <b>4,005</b>	110.38%
Hangar Loan	\$ 155,266	\$ 90,572	\$ 103,511	58.33%
Hangar Maintenance	\$ 5,000	\$ 6,684	\$ 1,965	133.68%
Hangar Rental (Sub-Lease)	\$ 1,500	\$ 586	\$ 838	39.08%
Hangar Utilities	\$ 25,000	\$ 8,316	\$ 17,502	33.27%
Liability Insurance	\$ <b>15,000</b>	\$ <b>6,374</b>	\$ <b>5,952</b>	42.49%
Line Supplies	\$ 22,000	\$ 7,409	\$ 17,857	33.68%
Uniforms	\$ 8,500	\$ 4,294	\$ 4,680	50.52%
Satelite Systems/Runway Camera	\$ 3,200	\$ 1,434	\$ 2,151	44.81%
Workman's Compensation	\$ 22,000	\$ 25,544	\$ 21,539	116.11%
Admin. & Operations (1/3 of Total)	\$163,656	\$112,021	\$90,210	68.45%
<b>Total:</b>	<b>\$ 1,060,643</b>	<b>\$ 599,942</b>	<b>\$ 639,196</b>	<b>56.56%</b>

**TELLURIDE REGIONAL AIRPORT  
2011 OPERATING BUDGET  
JANUARY - JULY**

<b>COST OF GOODS SOLD</b>	<b>BUDGET 2011</b>	<b>ACTUAL 2011</b>	<b>ACTUAL 2010</b>	<b>PERCENT OF BUDGET</b>
Jet-A Fuel	\$ 1,422,000	\$ 1,059,256	\$ 860,244	74.49%
100LL Fuel	\$ 102,960	\$ 65,216	\$ 65,442	63.34%
Oil	\$ 600	\$ 316	\$ 270	52.66%
De-Ice:	\$ 4,000	\$ 1,458	\$ 3,524	36.45%
Pilot Supplies	\$ 250	\$ 111	\$ 155	44.58%
Hats and T-Shirts	\$ 8,500	\$ 4,445	\$ 6,458	52.30%
Unleaded Fuel	\$ 200	\$ 1,876	\$ 64	937.89%
<b>Total:</b>	<b>\$ 1,538,510</b>	<b>\$ 1,132,679</b>	<b>\$ 936,157</b>	<b>73.62%</b>
<b>AIRCRAFT GROSS PROFIT (LOSS):</b>	<b>\$ 469,625</b>	<b>\$ 369,409</b>	<b>\$ 433,885</b>	<b>78.66%</b>

**TELLURIDE REGIONAL AIRPORT  
2011 OPERATING BUDGET  
JANUARY - JULY**

<b>TERMINAL INCOME</b>	<b>BUDGET 2011</b>	<b>ACTUAL 2011</b>	<b>ACTUAL 2010</b>	<b>PERCENT OF BUDGET</b>
Advertising	\$ 15,000	\$ 308	\$ 6,667	2.05%
Airlines	\$ 185,000	\$ 101,488	\$ 111,375	54.86%
Car Rental Agencies	\$ 135,000	\$ 85,192	\$ 92,160	63.11%
On-Line Services	\$ 25,000	\$ 16,304	\$ 17,732	65.22%
Copy/Fax	\$ 1,200	\$ 280	\$ 1,025	23.36%
Office Rentals	\$ 25,000	\$ 21,780	\$ 18,794	87.12%
Parking Lot	\$ 22,000	\$ 16,222	\$ 15,157	73.74%
Sales Tax Discount	\$ 800	\$ 572	\$ 454	71.50%
Taxi Service	\$ 22,000	\$ 16,687	\$ 21,178	75.85%
Vending Machines	\$ 850	\$ 783	\$ 540	92.09%
<b>Total:</b>	<b>\$ 431,850</b>	<b>\$ 259,616</b>	<b>\$ 285,082</b>	<b>60.12%</b>

<b>TERMINAL EXPENSES</b>	<b>BUDGET 2011</b>	<b>ACTUAL 2011</b>	<b>ACTUAL 2010</b>	<b>PERCENT OF BUDGET</b>
Janitorial Supplies	\$ 6,000	\$ 1,870	\$ 2,643	31.17%
Janitorial Other	\$ 40,000	\$ 14,700	\$ 16,250	36.75%
Liability Insurance	\$ 15,000	\$ 6,374	\$ 5,952	42.49%
Maintenance	\$ 20,000	\$ 9,753	\$ 15,404	48.76%
Maintenance Labor	\$ 20,000	\$ 1,690	\$ 22,027	8.45%
Parking Lot	\$ 3,000	\$ 851	\$ 330	28.38%
Internet Café	\$ -	\$ -	\$ 524	#DIV/0!
Security	\$ 3,000	\$ 3,375	\$ 6,149	112.49%
Terminal Improvement Loan (Half Year)	\$ 75,226	\$ -	\$ -	0.00%
Terminal Insurance	\$ 9,000	\$ 7,907	\$ 8,597	87.85%
Terminal Utilities	\$ 60,000	\$ 26,808	\$ 43,910	44.68%
Trash	\$ 7,000	\$ 3,094	\$ 4,272	44.19%
Vending Machine Expense:	\$ 800	\$ 580	\$ 627	72.45%
Water Maintenance	\$ 8,000	\$ 10,167	\$ 6,200	127.09%
Admin. & Operations (1/3 of Total)	\$ 163,656	\$ 112,021	\$ 90,210	68.45%
<b>Total:</b>	<b>\$ 430,682</b>	<b>\$ 199,189</b>	<b>\$ 223,095</b>	<b>46.25%</b>

**TERMINAL GROSS PROFIT (LOSS):** \$ 1,168 \$ 60,427 \$ 61,987 5173.49%

**TELLURIDE REGIONAL AIRPORT  
2011 OPERATING BUDGET  
JANUARY - JULY**

<b>AIRSIDE INCOME</b>	<b>BUDGET 2011</b>	<b>ACTUAL 2011</b>	<b>ACTUAL 2010</b>	<b>PERCENT OF BUDGET</b>
Airline Landing Fees	\$ 52,000	\$ 44,479	\$ 38,954	85.54%
GA Landing Fees	\$ 135,000	\$ 103,646	\$ 102,670	76.77%
Land Leases	\$ 26,000	\$ 23,057	\$ 22,225	88.68%
Promotional Fees	\$ 1,200	\$ -	\$ -	0.00%
State Fuel Tax Rebates	\$ 62,000	\$ 43,780	\$ 45,623	70.61%
<b>Total:</b>	<b>\$ 276,200</b>	<b>\$ 214,961</b>	<b>\$ 209,472</b>	<b>77.83%</b>

<b>AIRSIDE EXPENSES</b>	<b>BUDGET 2011</b>	<b>ACTUAL 2011</b>	<b>ACTUAL 2010</b>	<b>PERCENT OF BUDGET</b>
Airfield Lighting Maintenance	\$ 3,000	\$ 2,205	\$ 1,293	73.50%
Airfield Lighting Utilities	\$ 1,500	\$ 982	\$ 947	65.47%
Airfield Insurance	\$ 19,000	\$ 21,018	\$ -	110.62%
Airfield Maintenance	\$ 5,000	\$ 7,635	\$ 9,376	152.69%
ARFF Building Insurance	\$ 206	\$ 228	\$ 202	110.81%
ARFF Employee Medical	\$ 3,031	\$ 6,138	\$ 7,252	202.48%
ARFF Employee Wages	\$ 14,560	\$ 30,844	\$ 32,903	211.84%
ARFF Equipment	\$ 1,000	\$ 6,675	\$ 250	667.50%
ARFF Maintenance	\$ 10,000	\$ 599	\$ 327	5.99%
ARFF Training	\$ 17,000	\$ 8,604	\$ 12,754	50.61%
ARFF Liability Insurance	\$ 145	\$ -	\$ -	0.00%
ARFF Utilities	\$ 2,500	\$ 2,480	\$ 1,030	99.20%
AWOS Maintenance	\$ 7,000	\$ 3,000	\$ 3,500	42.86%
AWOS Utilities	\$ 2,000	\$ 932	\$ 1,364	46.60%
Business Auto Policy	\$ 7,500	\$ 12,421	\$ 6,935	165.61%
Equipment Fuel & Oil	\$ 25,000	\$ 13,422	\$ 6,254	53.69%
Equipment Insurance	\$ 4,800	\$ 1,094	\$ 968	22.79%
Equipment Maintenance	\$ 45,000	\$ 18,733	\$ 15,481	41.63%
Equipment Maintenance Labor	\$ 20,000	\$ 12,109	\$ 22,027	60.54%
Liability Insurance	\$ 15,000	\$ 6,374	\$ 5,952	42.49%
Operations Training	\$ 2,500	\$ -	\$ 385	0.00%
SRE Insurance	\$ 650	\$ 685	\$ 606	105.35%
SRE Utilities	\$ 5,000	\$ 3,127	\$ 3,844	62.54%
SWMP Maintenance	\$ 5,000	\$ 825	\$ 750	16.50%
Admin. & Operations (1/3 of Total)	\$163,656	\$112,021	\$90,210	68.45%
<b>Total:</b>	<b>\$ 380,048</b>	<b>\$ 272,149</b>	<b>\$ 224,610</b>	<b>71.61%</b>

<b>AIRSIDE GROSS PROFIT (LOSS):</b>	<b>\$ (103,848)</b>	<b>\$ (57,188)</b>	<b>\$ (15,138)</b>	<b>55.07%</b>
<b>INTEREST INCOME:</b>	<b>\$ 100</b>	<b>\$ 234</b>	<b>\$ 70</b>	<b>233.55%</b>
<b>NET OPERATING PROFIT (LOSS):</b>	<b>\$ 367,045</b>	<b>\$ 372,881</b>	<b>\$ 480,804</b>	<b>101.59%</b>

**TELLURIDE REGIONAL AIRPORT  
2011 OPERATING BUDGET  
JANUARY - JULY**

<b>ADMINISTRATIVE EXPENSES</b>	<b>BUDGET 2011</b>	<b>ACTUAL 2011</b>	<b>ACTUAL 2010</b>	<b>PERCENT OF BUDGET</b>
Accounting Audit	\$ 18,000	\$ 5,850	\$ -	32.50%
Administrative Salaries	\$ 154,263	\$ 89,987	\$ 101,123	58.33%
Bad Debts	\$ 1,000	\$ 8	\$ 913	0.80%
Bank Finance Charges	\$ 1,000	\$ 641	\$ 866	64.10%
Copy/Fax/Computer Maintenance/Lease	\$ 10,800	\$ 4,722	\$ 7,422	43.72%
Crime Insurance	\$ 600	\$ -	\$ -	0.00%
Dues & Subscriptions	\$ 2,000	\$ 1,792	\$ 1,317	89.61%
Employee Education	\$ 2,000	\$ 3,338	\$ 1,406	166.92%
Employee Medical Insurance	\$ 30,000	\$ 17,128	\$ 22,544	57.09%
Fringe Benefits	\$ 2,650	\$ 2,650	\$ 2,650	100.00%
Legal	\$ 100,000	\$ 123,377	\$ 24,038	123.38%
Marketing	\$ 50,000	\$ 26,955	\$ 35,067	53.91%
Office Supplies	\$ 4,000	\$ 1,212	\$ 1,728	30.29%
Payroll Expenses	\$ 60,000	\$ 35,589	\$ 42,278	59.31%
Postage & Shipping	\$ 3,000	\$ 1,254	\$ 1,919	41.81%
Retirement Benefits	\$ 6,000	\$ 3,605	\$ 3,825	60.08%
Public Officials Insurance	\$ 10,000	\$ -	\$ -	0.00%
Telephone/Internet	\$ 27,000	\$ 15,817	\$ 17,713	58.58%
TRAA Meeting	\$ 6,500	\$ 1,868	\$ 5,796	28.74%
Travel	\$ 2,000	\$ 146	\$ 26	7.31%
Workman's Compensation	\$ 154	\$ 125	\$ -	81.17%
<b>Total:</b>	<b>\$ 490,967</b>	<b>\$ 336,064</b>	<b>\$ 270,631</b>	<b>68.45%</b>

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

**TELLURIDE REGIONAL AIRPORT  
2011 CAPITAL BUDGET**

<b>CAPITAL INCOME:</b>	<b>2011 BUDGET</b>	<b>2011 ACTUAL</b>
Beginning Bank Account Balance	\$990,236	\$1,141,914
AST Proceeds	\$0	\$28,176
Passenger Facility Charges	\$45,000	\$30,654
FAA Grants (Not known)	\$4,035,941	\$1,705,359
State Grant	\$400,000	\$0
Rock Sales	\$175,000	\$111,600
Terminal Improvement Loan	\$0	\$0
Equipment Sales	\$0	\$18,378
Interest Income	\$1,500	\$58
<b>TOTAL AVAILABLE FUNDS :</b>	<b>\$5,647,677</b>	<b>\$3,036,140</b>
<b>CAPITAL EXPENSES:</b>	<b>2011 BUDGET</b>	<b>2011 ACTUAL</b>
AIP-22 Closeout Costs	\$1,052,632	\$491,622
AIP-25 Closeout Costs	\$941,062	\$9,055
AIP-26 Closeout Costs	\$2,254,665	\$1,467,880
AIP-28 Slide Repair & Runup/De-ice Pad	\$0	\$135
Terminal Improvements and Apron Project	\$648,350	\$458,149
Safety Management System	\$30,000	\$3,810
Maintenance Tools & Conex	\$5,000	\$3,150
Bank Fees	\$60	\$55
<b>TOTAL CAPITAL EXPENSES:</b>	<b>\$4,931,769</b>	<b>\$2,433,855</b>
<b>REMAINING CAPITAL INCOME:</b>	<b>\$715,908</b>	<b>\$602,284</b>
<b>ENDING OPERATING INCOME TRANSFER:</b>	<b>\$367,045</b>	<b>Estimated From Operating Budget</b>
<b>ESTIMATED BEGINNING BALANCE FOR 2012:</b>	<b><u>\$1,082,953</u></b>	

**TELLURIDE REGIONAL AIRPORT  
AIRCRAFT AND PILOT SERVICES - 2011**

<b>Jul-11</b>	<b>TRAA 2011</b>	<b>TRAA 2010</b>	<b>Percent Change</b>
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**AIRPORT OPERATIONS**

General Aviation:	874	922	-5.21%
Commercial Airline:	154	122	26.23%
Total Operations:	1,028	1,044	-1.53%

**AVIATION FUEL SALES (GALLONS)**

General Aviation:			
100LL AvGas:	3,766	2,805	34.25%
Jet-A	47,392	47,898	-1.06%
Total GA:	51,158	50,703	0.90%
Commercial Airline:	6,026	5,821	3.52%
Total Fuel Sales:	57,184	56,524	1.17%

GA Passenger Deplanements:	1,582	1,584	-0.13%
GA Passenger Enplanements:	1,470	1,415	3.89%

<b>AIRLINE COMPLETIONS</b>	<b>2011</b>		<b>2010</b>	
Scheduled Departures:	80	100.0%	52	100.0%
Actual Departures:	77	96.3%	52	0.0%
Total Not Completed:	3	3.8%	-	100.0%

# **AIRPORT MANAGER'S REPORT**

## **For August 18, 2011**

### **Public Announcements**

#### **Grant Updates**

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

- AIP-22: This project has been completed. The final claims by contractor have been settled. The FAA has notified me that funds are now available to close this grant. This should be completed within the next few weeks.
- AIP-25: Phase II, Runway/Safety Area Improvements. This project has been completed. Grant still open pending final close-out documents and settlement of claims.
- AIP-26: Phase III, Runway/Safety Area Improvements. This project is complete except for some additional work required on the water tank.
- CDOT Grant: Apron project is now completed. There are just a few check-list items remaining and the installation of the lights, which were delayed due to manufacturer's production delays.

#### **FAA Part 139 Inspection**

On July 25<sup>th</sup> and 26<sup>th</sup> the FAA completed its annual Part 139 airport inspection. The inspector found all of our paperwork in order and the airfield and equipment meeting all the standards. We had two minor items relating to a pavement lip and switching a sign position that we were able to correct immediately while the inspector was here, so there is no follow-up measures required.

The inspector also was pleased with our new training videos that we have produced in the last few months.

#### **Budget Rent-A-Car**

After consultation with owner Michael Skelton from Budget Rent-A-Car he has agreed to provide a marked van to pick-up his customers at the Airport and transport them to his off-site location. This should insure adherence to the Airport's Rules & Regulations.



## ENPLANEMENTS 2011

	Great Lakes	U.S. Airways	Gen. Av	2011 TOTAL	2010 TOTAL
January	641	1233	1259	3133	3526
February	558	1261	1215	3034	3003
March	768	1195	1482	3445	3244
April	269	95	215	579	564
May	296	0	261	557	142
June	605	0	753	1358	1127
July	978	0	1470	2448	2075
August				0	1592
September				0	2147
October				0	894
November				0	576
December				0	1361
<b>Total for 2011</b>	<b>4,115</b>	<b>3,784</b>	<b>6,655</b>	<b>14,554</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	2010 GA	2011 GA	2010 Airlines	2011 Airlines
January	1602	1259	1924	1874
February	1237	1215	1766	1819
March	1368	1482	1876	1963
April	273	215	291	364
May	78	261	64	296
June	732	753	395	605
July	1415	1470	660	978
August	1011		581	0
September	1348		799	0
October	445		449	0
November	231		345	0
December	698		663	0

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**DEPLANEMENTS FOR 2011**

	<b>Great Lakes</b>	<b>U.S.Airways</b>	<b>Gen Av</b>	<b>2011 Total</b>	<b>2010 Total</b>
January	535	1028	1237	2800	2933
February	612	1333	1278	3223	3377
March	722	1125	1601	3448	3212
April	177	31	238	446	465
May	347	0	279	626	146
June	707	0	862	1569	1270
July	905	0	1582	2487	2233
August				0	1709
September				0	2271
October				0	855
November				0	608
December				0	2132
<b>Total for 2011</b>	<b>4005</b>	<b>3517</b>	<b>7077</b>	<b>14599</b>	<b>21211</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>	
<b>Total for 2008</b>	<b>9929</b>	<b>3259</b>	<b>15204</b>	<b>28392</b>	

<b>Deplanement Comparisons</b>	<b>2010 GA</b>	<b>2011 GA</b>	<b>2010 Airlines</b>	<b>2011 Airlines</b>
January	1278	1237	1655	
February	1443	1278	1934	
March	1523	1601	1689	
April	265	238	200	
May	80	279	66	
June	804	862	466	
July	1584	1582	649	
August	1102		607	
September	1461		810	
October	469		386	
November	240		368	
December	1069		1063	

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## OPERATIONS FOR 2011

	Great Lakes	U.S. Airways	Gen. Av.	2011 Total	2010 Total
January	120	100	684	904	958
February	96	96	684	876	812
March	114	88	882	1084	928
April	90	6	164	260	288
May	112	0	212	324	88
June	130	0	514	644	560
July	154	0	874	1028	1044
August				0	760
September				0	1008
October				0	454
November				0	260
December				0	610
<b>Total for 2011</b>	<b>816</b>	<b>290</b>	<b>4014</b>	<b>5120</b>	<b>7770</b>
<b>Total for 2010</b>	1224	316	6230	7770	
<b>Total for 2009</b>	662	322	3256	4240	
<b>Total for 2008</b>	1852	300	8510	10662	

Operation	2010	2011	2010	2011
Comparisons	GA	GA	Airlines	Airlines
January	740	684	218	220
February	624	684	188	192
March	742	882	186	202
April	196	164	92	96
May	64	212	24	112
June	474	514	86	130
July	922	874	122	154
August	656		104	0
September	850		158	0
October	340		114	0
November	154		106	0
December	468		142	0

**SCHEDULED DEPARTURES 2011**

	U.S. Airways	Great Lakes	Total
January	54	62	116
February	52	52	104
March	51	62	113
April	4	60	64
May	0	61	61
June	0	67	67
July	0	80	80
August			0
September			0
October			0
November			0
December			0
Total for 2011	161	444	605
Total for 2010	183	672	855
Total for 2009	161	330	491
Total for 2008	193	1001	1194

**ACTUAL DEPARTURES 2011**

	U.S. Airways	Great Lakes	Total
January	50	60	110
February	48	48	96
March	44	57	101
April	3	45	48
May	0	56	56
June	0	65	65
July	0	77	77
August			0
September			0
October			0
November			0
December			0
Total for 2011	145	408	553
Total for 2010	158	612	770
Total for 2009	161	330	491
Total for 2008	150	926	1076