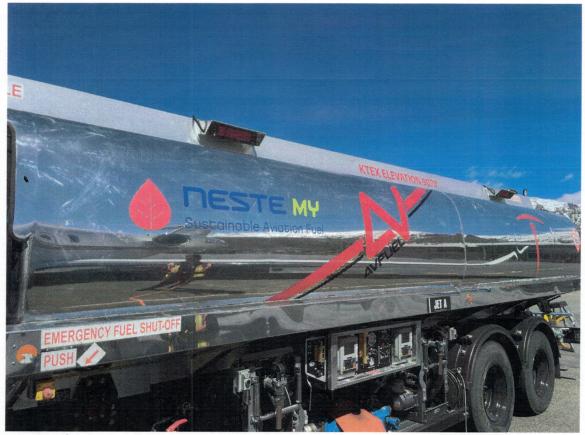
# TELLURIDE REGIONAL AIRPORT AUTHORITY Micetic Field

Meeting 5/20/2021 @ 12:00 p.m. Conference Dial 970-728-8606 Code: 81435

**Terminal Observation Lounge** 



TEX the 1st Colorado Airport to introduce SAF

Mick Francis, Chair Richard Child, Vice Chair Kenneth E. Maenpa, Airport Manager



### TELLURIDE REGIONAL AIRPORT AUTHORITY

### BOARD MEETING Terminal Observation Lounge 2<sup>nd</sup> floor May 20, 2021 @ 12:00 p.m.

11:00 AM PLANNING COMMITTEE MEETING

### **REGULAR AGENDA**

Conference Call 970-728-8606 Code: 81435 (Do not press #)

- 1) 12:00 PM CALL TO ORDER
- 2) 12:05 PM PUBLIC COMMENTS
- 3) 12:10 PM A. APPROVAL OF MINUTES: December 17, 2020 Action Needed
  - B. CHAIR REPORT Francis
  - C. Telluride AIDS Benefit The Runway Fashion Show June 25<sup>th</sup> & 26<sup>th</sup> Jessica Galbo, Executive Director
  - D. BUDGET
    - Ratification of Airport expenditures Mar/Apr 2021 Action Needed
  - E. EXECUTIVE COMMITTEE REPORTS
    - 1. Noise
    - 2. Planning 05/20/21 @ 11:00a.m.
    - 3. Marketing No Meeting
    - 4. Finance No Meeting
  - F. COLORADO FLIGHTS ALLIANCE REPORT Skinner
- 4) 12:40 PM AIRPORT MANAGER UPDATE
  - A. New Hangar Design
  - B. CAOA Spring Conference: June 9-11
- 5) 12:50 PM NEW BUSINESS
- 6) 1:00 PM ADJOURN

Next Airport Authority Board Meeting – June 17, 2021 @ 12:00p.m.



### **MINUTES**

### TELLURIDE REGIONAL AIRPORT AUTHORITY BOARD MEETING

### March 18, 2021 12:00 pm

1. Call to Order 12:02pm Zoom Meeting

Chair Mick Francis called the meeting of the Telluride Regional Airport Authority to order.

Roll Call

Present: Chair Mick Francis, Board Members Clifford Hansen, Matt Skinner, Gary Bash, Richard Child, Lynne Beck, Banks Brown, Kris Holstrom. Board Alternates Mark Silversher, Tom Richards, Denise Scanlon.

Also present: Kenny Maenpa (Airport Manager), Linda Soucie (Administrative Manager).

Absent: Lars Carlson

- 2. Public Comments None
- 3. A. Approval of Minutes: January 21,2021

### Motion

Gary Bash motioned to approve the January 21, 2021 minutes. Kris Holstrom seconded the motion.

Motion passed 9-0.

B. Chair Report - Mick Francis

COVID Report – Kris Holstrom – San Miguel County is in the yellow status. SMC's metrics could put them into the blue status, but the county will not change the status until after Spring Break and the end of ski season. Check the county website for more information and updates.

Cars and Colors – Mick Francis – The festival will be at the end of September, but will possibly be a different event, due to COVID. There will be no air event/air space closure this year.

Mass Casualty Incident (MCI) – the MCI will be held in May with all area law enforcement, Fire/EMT, and all other resources. CPR and First Responder trainings are held for staff at TEX twice a year. There is a new (Nov. 2020) AED unit in the main terminal area at TEX.

TMV Town Council presentation – Kenny Maenpa – Kenny attended the TMV Town Council meeting and shared with them the TEX 2020 year-end statistics, the TAB event to be held at TEX in June 2021, and the Spring 2021 pavement rehab project that will result in a 3-day closure at TEX.

### C. Budget

1. Pavement Maintenance Project 2021 – May 2021 – New markings and fog seal to be completed by American Road Maintenance for \$299,552.50. The new Federal COVID bill allowed for FAA AIP project funding at 100%. This freed up the State (CDOT) grant program to fund other projects than the FAA grant match and TEX will receive \$250,000 toward the Pavement Maintenance Project. This will be a budget amendment. Kenny noted that TEX will be ready for a full overlay rehab in 2029-2030.

### Motion

Richard Child motioned to approve the Bid with American Road Maintenance and a budget amendment of \$24,552.50. Lynne Beck seconded the motion.

Motion passed 9-0.

2. Colorado Discretionary Aviation Grant 2021 - Requesting a motion to authorize the Chair to sign the CDOT award for \$250,000.

### Motion

Richard Child motion to authorize the Chair to sign the CDOT Discretionary Aviation Grant. Lynne Beck seconded the motion.

Motion passed 9-0.

3. North Apron / Auto Parking Rehab – The last section of the ramp with the old pavement and the parking lot pavement will be replaced with a 2" mill and overlay process. The cost will be \$216,207.75 and the work will be done prior to Memorial Day weekend.

### Motion

Gary Bash Motioned to approve the North Apron/Auto Parking Rehab project. Tom Richards seconded.

Motion passed 9-0.

4. Purchase Aircraft De-Ice Truck – The current de-ice truck used at TEX is an old 1988 DAC truck that originally came from Great Lakes. Kenny came out and ran the de-ice truck President's Day weekend and experienced firsthand the problems and issues with the truck. Kenny researched and received a bid for a new, 1400-gallon, enclosed cab, de-ice truck with a lifespan of 25-30 years. The new truck would cost \$211,283 and generate \$55,000 per year in revenue. This would be a budget amendment.

### Motion

Clifford Hansen motioned to approve the purchase of and budget amendment for a new de-ice truck. Gary Bash seconded the motion.

Motion passed 9-0.

5. Ratification of Airport Expenditures – Jan/Feb 2021

### Motion

Lynne Beck motioned to approve the ratification of the Vendor Payment Report for Jan/Feb 2021. Gary Bash seconded the motion. Motion passed 9-0.

### D. Committee Reports

- 1. Noise Abatement Kenny Maenpa There have been no noise complaints since the January meeting.
- 2. Planning Committee Mick Francis, Richard Child and Kenny Maenpa met today. Mick reviewed the discussion earlier. Mick expressed the hope that the May meeting will be a normal meeting with lunch at the Airport.
- 3. Marketing Committee No meeting
- 4. Finance Committee No meeting

### E. Colorado Flight Alliance Report

Matt Skinner reported that bookings have held January through February and March is looking very strong and is approaching historic averages. Travel, and especially air travel, is starting to return with vaccines, etc. Denver Air will fly 1 flight a day, year-round, with no more breaks. They will add at least a second flight a day during ski season and several weeks in July. DAC will run a \$99 each way special from 4/10-5/23/21. Montrose flights to major airports are continuing.

Kenny Maenpa - Updates:

- 2021 is looking very strong, the numbers are up 5% from 2020 to date. March is looking great.

A. Sustainable Aircraft Fuel (SAF)

TEX received the 1<sup>st</sup> load of SAF on 2/27. We are the first Airport in Colorado to have the SAF. There will be a national press release the first week of April. Each 8000-gallon truckload equals a 19 metric ton reduction in carbon emissions. The SAF will be blended in the JET A tank, no separate tank is needed. SAF meets all ASTM fuel requirements and standards. New aircraft from Gulfstream, global and Bombardier come filled with SAF. Kris Holstrom asked Kenny to make sure the local press release is done before the end of ski season. Mark Silversher asked about the increase in cost of the SAF. Kenny replied that the total, annual net reduction in profit for TEX would be \$100,000. Kris Holstrom asked Kenny to be sure and mention the cost to TEX and our commitment to the SAF program.

B. New Hangar Design

The new hangar design is moving forward. The survey and geo-technical investigation have been done. The engineers have the information and are starting the design. Kenny is considering a 2<sup>nd</sup>, smaller hangar for the turboprop, medium size aircraft. That hangar would be managed like the S-hangers. The new long-term parking lot will be to the east of the existing lot. Kenny should be receiving solid numbers in the next couple of months – for the June meeting.

There was discussion on the preliminary design and the concept of selling shares to raise capital. Shareholders would still pay for services and pay a HOA-type fee for long-term income. Kris Holstrom noted that there is a new SMC Building official, Matt, and asked Kenny to please introduce himself.

5. New Business

Mick Francis thanks Tom Richards and Telski for keeping things flowing in the community.

Mick Francis noted that the minutes that were approved today were for January 21, 2021 and not December 17,

2020.

Mark Silversher asked about the recording of the UNICOM conversations. Kenny Maenpa replied that will be implemented during this spring off-season.

Mark Silversher commented on the webcam time stamp.

| 6. | Adjourn | 12:52 | pm b | y Mick | <b>Francis</b> |
|----|---------|-------|------|--------|----------------|
|----|---------|-------|------|--------|----------------|

| Mick Francis, Chair | Kenny Maenpa, Airport Manager |
|---------------------|-------------------------------|

# 2021 OPERATING BUDGET REPORT



# SUMMARY

|   | BUDGET      | ACTUAL 2021 | Acutal 2020 |
|---|-------------|-------------|-------------|
|   | 2021        | JAN-APR     | JAN-APR     |
| Aircraft & Pilot (FBO) Income             | 4,015,000   | 2,795,140   | 1,863,263   |
| Aircraft & Pilot (FBO) Cost of Goods Sold | (1,449,200) | (932, 196)  | (681,574)   |
| Aircraft & Pilot (FBO) Expenses           | (1,217,318) | (392,643)   | (381,852)   |
| Administrative Expenses                   | (236,125)   | (76,019)    | (83,031)    |
| Net Income (Loss)                         | 1,112,357   | 1,394,282   | 716,806     |
|   |             |             |             |
| Terminal Income                           | 312,670     | 145,899     | 116,722     |
| Terminal Expenses                         | (188,795)   | (74,726)    | (89,077)    |
| Administrative Expenses                   | (236,125)   | (76,019)    | (83,031)    |
| Net Income (Loss)                         | (112,250)   | (4,846)     | (55,386)    |
|   |             |             |             |
| Airside Income                            | 437,000     | 280,542     | 198,852     |
| Airside Expenses                          | (312,915)   | (145,303)   | (163,235)   |
| Administrative Expenses                   | (236,125)   | (76,019)    | (83,031)    |
| Net Income (Loss)                         | (112,040)   | 59,220      | (47,414)    |
| Interest Income                           | 100         |             |             |
| Total Net Cash Flows                      | 888,168     | 1,448,656   | 614,005     |
| Ending Net Income:                        | 888,168     | 1,448,656   | 614,005     |



# 2021 OPERATING BUDGET FIXED BASED OPERATION (FBO)

|   | BUDGET           | ACTUAL 2021    |             | ACTUAL 2020 |
|---|------------------|----------------|-------------|-------------|
| ALDODAET & DIL OT (ERO) INCOME              | 2021             | JAN-APR        | % Budget 21 | JAN-APR     |
| AIRCRAFT & PILOT (FBO) INCOME               | \$ 1,500         | \$ 441         | 29%         | \$ 357      |
| Aircraft Oil                                | 125,000          | 33,479         | 27%         | 32,564      |
| 100LL AvGas                                 | 14,500           | 7,670          | 53%         | 6,156       |
| Catering                                    | 310,000          | 201,903        | 65%         | 152,215     |
| Hangar Fees                                 | 3,245,000        | 2,333,048      | 72%         | 1,503,953   |
| Jet-A                                       | 15,000           | 938            | 6%          | 4,070       |
| Jet-A Airlines                              | 95,000           | 120,397        | 127%        | 97,203      |
| Line Services                               | 14,000           | 8,370          | 60%         | 4,694       |
| Pilot Supplies                              | 195,000          | 88,894         | 46%         | 62,051      |
| Tie-Down Fees TOTAL INCOME                  | 4,015,000        | 2,795,140      | 70%         | 1,863,263   |
| TOTAL MOSME                                 | 1,010,000        | _,,,,,,,       |             |             |
| AIRCRAFT & PILOT (FBO) COST OF GOODS SOLD   | 2021             | JAN-APR        | % Budget 21 | 2020        |
| Jet-A Fuel                                  | 1,275,000        | 875,598        | 69%         | 628,868     |
| 100LL Fuel                                  | 95,000           | 22,785         | 24%         | 21,402      |
| Oil   | 1,200            | 218            | 18%         | 175         |
| De-Ice                                      | 24,000           | 25,203         | 105%        | 23,202      |
| Pilot Supplies                              | 3,500            | 2,139          | 61%         | 236         |
| Hats & T-Shirts                             | 48,000           | 12,581         | 26%         | 7,691       |
| Unleaded Fuel                               | 2,500            | (6,328)        | -253%       |             |
| TOTAL COGS                                  | 1,449,200        | 932,196        | 64%         | 681,574     |
| GROSS PROFIT                                | 2,565,800        | 1,862,944      | 73%         | 1,181,689   |
| AIRCRAFT & PILOT (FBO) EXPENSES             | 2021             | JAN-APR        | % Budget 21 | 2020        |
| Aircraft Incidents                          | 2,500            | 3,468          | 139%        | 2,904       |
| Pilot Incentive Program                     | 5,245            | 3,287          | 63%         | 1,656       |
| Catering                                    | 1,200            | 237            | 20%         | 752         |
| Pilot Refreshments                          | 8,500            | 4,055          | 48%         | 2,070       |
| Credit Card Fees                            | 65,000           | 44,983         | 69%         | 32,720      |
| Employee Health Insurance                   | 269,750          | 80,301         | 30%         | 86,824      |
| Employee Salaries                           | 626,398          | 177,397        | 28%         | 182,244     |
|   | 5,000            | 111,001        | 0%          |             |
| Employee Training Equipment Maintenance     | 65,000           | 7,851          | 12%         | 11,014      |
| Equipment Maintenance Labor                 | 7,500            | 7,001          | 0%          |             |
|   | 3,000            |                | 0%          |             |
| Equipment Rental                            | 5,000            | 5,527          | 111%        | 1,263       |
| Fuel Farm Utilities/Insurance               | 30,000           | 13,901         | 46%         | 9,097       |
| Equipment Fuel & Oil                        | 8,500            | 8,300          | 98%         | 5,644       |
| Hangar Insurance                            | 5,500            | 1,384          | 25%         | 8,828       |
| Hangar Maintenance                          | 11,800           | 10,414         | 88%         | 6,769       |
| Hangar Utilities                            | 11,500           | 12,665         | 110%        | 6,120       |
| Liability Insurance                         | 21,500           | 4,344          | 20%         | 5,968       |
| Line Supplies                               | 6,425            | 4,544          | 0%          | 6,425       |
| Pollution Insurance                         | 8,500            | 2,162          | 25%         | 1,451       |
| Uniforms                                    |                  | 2,102          | 0%          | 1,401       |
| Satelite Systems/Runway Camera              | 4,000            | 6 200          | 46%         | 4,699       |
| FBO Software Subscription                   | 13,500<br>32,000 | 6,200<br>6,167 | 19%         | 5,404       |
| Workman's Compensation                      |                  |                |             | 381,852     |
| TOTAL DIRECT EXPENSES                       | 1,217,318        | 392,643        | 32%         | 361,032     |
| Net Income Before Allocation of Admin Costs | 1,348,482        | 1,470,301      | 109%        | 799,837     |
| Admin & Operations (1/3 of Total)           | 236,125          | 76,019         | 32%         | 83,031      |
| NET INCOME                                  | \$ 1,112,357     | \$ 1,394,282   | 125%        | \$ 716,806  |



# 2021 OPERATING BUDGET TERMINAL

|   | BUDGET       | ACTUAL 2021 |             | Actual 2020 |
|---|--------------|-------------|-------------|-------------|
| TERMINAL INCOME                             | 2021         | JAN-APR     | % Budget 21 | JAN-APR     |
| Advertising                                 | \$ 2,500     | \$ 325      | 13%         | \$ 656      |
| Airlines                                    | 65,000       | 29,890      | 46%         | 22,138      |
| Car Rental Agencies                         | 122,500      | 61,053      | 50%         | 44,118      |
| On-Line Services                            | 30,500       | 11,009      | 36%         | 12,512      |
| Office Rentals                              | 30,000       | 12,614      | 42%         | 10,079      |
| Parking Lot                                 | 21,370       | 5,985       | 28%         | 1,970       |
| Taxi Service/Annual Fee                     | 38,000       | 23,745      | 62%         | 24,267      |
| Vending Machines                            | 2,800        | 1,278       | 46%         | 982         |
| TOTAL INCOME                                | 312,670      | 145,899     | 47%         | 116,722     |
|   |              |             |             |             |
| TERMINAL EXPENSES                           | 2021         | 2021        | % Budget 21 | 2020        |
| Janitorial Supplies                         | 6,000        | 943         | 16%         | 3,825       |
| Janitorial Services                         | 48,740       | 13,550      | 28%         | 14,706      |
| Liability Insurance                         | 11,500       | 12,665      | 110%        | 8,858       |
| Maintenance                                 | 28,800       | 10,194      | 35%         | 20,324      |
| Maintenance Labor                           | 2,500        |             | 0%          |             |
| Parking Lot                                 | 8,000        | 2,563       | 32%         | 561         |
| Security                                    | 4,000        | 40          | 1%          | 7,961       |
| Terminal Insurance                          | 9,500        | 9,361       | 99%         | 6,460       |
| Terminal Utilities                          | 35,000       | 16,545      | 47%         | 12,831      |
| Trash                                       | 8,000        | 1,111       | 14%         | 3,286       |
| Vending Machine Expense                     | 1,500        | 658         | 44%         | 1,312       |
| Water Maintenance                           | 25,255       | 7,096       | 28%         | 8,953       |
| TOTAL DIRECT EXPENSES                       | 188,795      | 74,726      | 40%         | 89,077      |
| Net Income Before Allocation of Admin Costs | 123,875      | 71,173      | 57%         | 27,645      |
| Admin & Operations (1/3 of Total)           | 236,125      | 76,019      | 32%         | 83,031      |
| NET INCOME                                  | \$ (112,250) | \$ (4,846)  | 4%          | \$ (55,386) |



### **2021 OPERATING BUDGET AIRSIDE**

|   | BUDGET    | ACTUAL 2021 |             | Actual 2020 |
|---|-----------|-------------|-------------|-------------|
| AIRSIDE INCOME                              | 2021      | JAN-APR     | % Budget 21 | JAN-APR     |
| Airline Landing Fees                        | \$ 24,000 | \$ 17,056   | 71%         | \$ 12,382   |
| GA Landing Fees                             | 295,000   | 191,177     | 65%         | 113,889     |
| Land Leases                                 | 38,000    | 22,906      | 60%         | 23,326      |
| State Fuel Tax Rebates                      | 80,000    | 49,403      | 62%         | 49,255      |
| TOTAL INCOME                                | 437,000   | 280,542     | 64%         | 198,852     |
| AIRSIDE EXPENSES                            | 2021      | JAN-APR     | % Budget 21 | 2020        |
| Airfield Lighting Maintenance               | 3,000     | 1,111       | 37%         | 1,372       |
| Airfield Lighting Utilities                 | 1,600     | 844         | 53%         | 707         |
| Airfield Insurance                          | 13,800    | 16,250      | 118%        | 11,050      |
| Airfield Maintenance                        | 48,000    | 3,898       | 8%          | 8,651       |
| Airfield De-ice Material                    | 49,000    | 25,400      | 52%         | 50,840      |
| ARFF Building Insurance                     | 465       | 465         | 100%        | 316         |
| ARFF Consumables                            | 6,500     |             | 0%          | 3,054       |
| ARFF Maintenance                            | 5,000     |             | 0%          | 2,940       |
| ARFF Training                               | 22,000    | 1,880       | 9%          | 276         |
| ARFF Liability Insurance                    | 17,000    | 995         | 6%          | 12,240      |
| ARFF Utilities                              | 4,500     | 733         | 16%         | 1,627       |
| AWOS Maintenance                            | 5,500     | 5,870       | 107%        | 5,000       |
| AWOS Utilities                              | 600       | 230         | 38%         | 171         |
| Business Auto Policy                        | 12,800    | 15,706      | 123%        | 12,247      |
| Equipment Fuel & Oil                        | 16,500    | 5,805       | 35%         | 4,716       |
| Equipment Insurance                         | 8,800     | 9,462       | 108%        | 5,848       |
| Equipment Maintenance                       | 35,000    | 25,320      | 72%         | 20,827      |
| Equipment Maintenance Labor                 | 12,000    |             | 0%          | 6,947       |
| Liability Insurance                         | 11,500    | 12,665      | 110%        | 8,858       |
| SRE Insurance                               | 2,850     | 4,779       | 168%        | 1,938       |
| SRE Utilities                               | 7,500     | 3,612       | 48%         | 3,610       |
| SWMP Maintenance                            | 4,000     |             | 0%          |             |
| LOC M & RNAV GPS M Maintenance              | 25,000    | 10,278      |             |             |
| TOTAL DIRECT EXPENSES                       | 312,915   | 145,303     | 46%         | 163,235     |
| Net Income Before Allocation of Admin Costs | 124,085   | 135,239     | 109%        | 35,617      |
| Admin & Operations (1/3 of Total)           | 236,125   | 76,019      | 32%         | 83,031      |
| NET INCOME                                  |           |             | -53%        | (47,414)    |



# 2021 OPERATING BUDGET ADMINISTRATION

|                            | BUDGET     | ACTUAL 2021 |             | Actual 2020 |
|----------------------------|------------|-------------|-------------|-------------|
| ADMINISTRATIVE EXPENSES    | 2021       | JAN-APR     | % Budget 20 | JAN-APR     |
| Accounting Audit           | \$ 9,850   |             | 0%          |             |
| Administrative Salaries    | 251,732    | 99,214      | 39%         | 94,438      |
| Bad Debts                  |            |             |             |             |
| Bank Finance Charges       | 800        | 51          | 6%          | 227         |
| Copy/Computer Lease        | 12,000     | 10,825      | 90%         | 3,653       |
| Dues & Subscriptions       | 35,000     | 18,502      | 53%         | 21,091      |
| Employee Education         | 2,500      |             | 0%          | 1,147       |
| Employee Medical Insurance | 81,692     | 21,024      | 26%         | 20,465      |
| Fringe Benefits            | 12,000     | 8,980       | 75%         | 4,855       |
| Legal                      | 35,000     | 1,534       | 4%          | 2,948       |
| Marketing                  | 100,000    | 9,860       | 10%         | 18,813      |
| Office Supplies            | 6,000      | 1,789       | 30%         | 995         |
| Payroll Expenses           | 68,000     | 35,100      | 52%         | 56,416      |
| Postage & Shipping         | 2,000      | 350         | 18%         | 1,437       |
| Retirement Benefits        | 39,000     | 11,668      | 30%         | 11,614      |
| Public Officials Insurance | 11,800     |             | 0%          |             |
| Telephone/Internet         | 28,500     | 8,826       | 31%         | 9,719       |
| TRAA Meeting               | 10,000     | 334         | 3%          | 621         |
| Travel                     | 2,000      |             | 0%          | 647         |
| Workman's Compensation     | 500        |             | 0%          | 8           |
| TOTAL EXPENSES             | \$ 708,374 | \$ 228,057  | 32%         | \$ 249,094  |

Administrative Expenses = Divided equally 1/3 FBO, 1/3 Terminal, and 1/3 Airside expenses.

4:32 PM 05/10/21

## **Telluride Regional Airport - Capital Account** A/R Aging Summary As of April 30, 2021

|                           | Current   | 1 - 30    | 31 - 60 | 61 - 90   | > 90      | TOTAL     |
|---------------------------|-----------|-----------|---------|-----------|-----------|-----------|
| AST Law Suit Proceeds     | 0.00      | 0.00      | 0.00    | 0.00      | 12,000.00 | 12,000.00 |
| bill.com                  | 0.00      | 0.00      | 0.00    | 0.00      | 0.00      | 0.00      |
| Passenger Facility Charge | 0.00      | 1,187.58  | 0.00    | 0.00      | 0.00      | 1,187.58  |
| Telluride Stone           | 16,543.25 | 14,155.75 | 0.00    | 21,163.25 | 0.00      | 51,862.25 |
| TOTAL                     | 16,543.25 | 15,343.33 | 0.00    | 21,163.25 | 12,000.00 | 65,049.83 |

4:33 PM 05/10/21

# Telluride Regional Airport - Capital Account A/P Aging Summary

As of May 10, 2021

|   | Current | 1 - 30 | 31 - 60     | 61 - 90 | > 90    | TOTAL       |
|---|---------|--------|-------------|---------|---------|-------------|
| bill.com - vendor   | 0.00    | 0.00   | 0.00        | 0.00    | 189.16  | 189.16      |
| Ground Support Specialist, LLC  | 0.00    | 0.00   | -102,255.50 | 0.00    | 0.00    | -102,255.50 |
| Kimley-Horn - Vendor  | 0.00    | 0.00   | 0.00        | 0.00    | 0.00    | 0.00        |
| Proset Construction, Inc.   | 0.00    | 0.00   | 0.00        | 0.00    | 0.00    | 0.00        |
|   | 0.00    | 0.00   | 0.00        | 0.00    | 0.00    | 0.00        |
| Reams Construction  | 0.00    | 0.00   | 0.00        | 0.00    | -189.16 | -189.16     |
| Recla Metals  | 0.00    | 0.00   | 99.149.00   | 0.00    | 0.00    | 99,149.00   |
| Tectonic Management Group, Inc. Wells Fargo Equipment Finance (2019 Int.) | 0.00    | 0.00   | 3,207.36    | 0.00    | 0.00    | 3,207.36    |
| TOTAL   | 0.00    | 0.00   | 100.86      | 0.00    | 0.00    | 100.86      |

# Telluride Regional Airport - Capital Account Balance Sheet

As of April 30, 2021

|  | Apr 30, 21                                    |
|--|---|
| ASSETS Current Assets  |   |
| Checking/Savings<br>1040 · State Fuel Tax<br>1010 · 10% Bank Account                           | 366,870.69<br>117,498.52                      |
| 1030 · FAA Bank Account<br>1060 · PFC- ANB Bank<br>1070 · Savings Account                      | 14,878.65<br>294,130.40<br>4,000,000.00       |
| Total Checking/Savings   | 4,793,378.26                                  |
| Accounts Receivable<br>0001 · Accounts Receiveable<br>1281 · Accounts Receivable               | 53,049.83<br>12,000.00                        |
| Total Accounts Receivable  | 65,049.83                                     |
| Total Current Assets   | 4,858,428.09                                  |
| TOTAL ASSETS   | 4,858,428.09                                  |
| LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable 2000 · *Accounts Payable | 72,343.86                                     |
| Total Accounts Payable   | 72,343.86                                     |
| Total Current Liabilities  | 72,343.86                                     |
| Long Term Liabilities<br>2300 · N/P - Wells Fargo  | 172,084.26                                    |
| Total Long Term Liabilities  | 172,084.26                                    |
| Total Liabilities  | 244,428.12                                    |
| Equity 3430 · Interaccount Transfers 3900 · Retained Earnings Net Income                       | 10,944,433.49<br>-6,006,113.66<br>-324,319.86 |
| Total Equity   | 4,613,999.97                                  |
| TOTAL LIABILITIES & EQUITY   | 4,858,428.09                                  |

### TELLURIDE REGIONAL AIRPORT 2021 CAPITAL BUDGET

|   | 2021        | 2021              |
|---|-------------|-------------------|
| CAPITAL INCOME:                                       | BUDGET      | <b>ACTUAL YTD</b> |
| Beginning Bank Account Balance                        | \$3,850,000 | \$ 4,599,216      |
| Passenger Facility Charges                            | \$8,500     | \$ 4,969          |
| FAA Grants  | \$483,000   |                   |
| State Grant   | \$250,000   |                   |
| Rock Sales  | \$260,000   | \$ 51,862         |
| Equipment Sales                                       | \$5,000     |                   |
| Interest Income                                       | \$350       | \$ 45             |
| TOTAL AVAILABLE FUNDS :                               | \$4,856,850 | \$ 4,656,092      |
|   |             |                   |
|   | 2021        | 2021              |
| CAPITAL EXPENSES:                                     | BUDGET      | ACTUAL            |
| AIP - 37 Snow Removal Equipment Building (SRE) Design | \$531,300   |                   |
| Airfield Fog Seal & Markings                          | \$300,000   |                   |
| Short Term/Rental Car Parking & North Ramp Rehab      | \$250,000   |                   |
| Terminal - Restroom (Secured waiting area)            | \$75,000    |                   |
| Terminal - 2nd floor carpet and painting              | \$25,000    |                   |
| Hangar Design - 30K sf                                | \$290,000   |                   |
| Solar Garden Subscription - 15KW (20 year)            | \$56,966    |                   |
| Approach Procedure - RNAV RY 09 GPS (X)               | \$35,000    |                   |
| Equipment   | \$582,500   |                   |
| Security/Computer Equipment                           | \$18,000    |                   |
| Auto EV Charging Stations                             | \$16,000    |                   |
| Maintenance Tools                                     | \$7,500     | \$ 1,668          |
| Bank Fees   | \$60        |                   |
| TOTAL CAPITAL EXPENSES:                               | \$2,187,326 | \$ 381,319        |
| REMAINING CAPITAL INCOME:                             | \$2,669,524 | \$4,274,773       |
| END OF YEAR OPERATING INCOME TRANSFER:                | \$873,218   |                   |
| ESTIMATED BEGINNING BALANCE FOR 2022:                 | \$3,542,742 | \$4,274,773       |



# Telluride Regional Airport Balance Sheet

As of April 30, 2021

|  | Apr 30, 21  |
|--|---|
| ASSETS   |   |
| Current Assets   |   |
| Checking/Savings<br>1000.00 · Payroll Checking<br>1020.00 · Due From AVFUEL<br>1035.00 · FBO Cash Drawer<br>1036.00 · Change Machines                        | 5,459.43<br>4,696.85<br>200.00<br>377.00  |
| 1045.00 · New Operating Bank Account<br>1050.00 · Petty Cash<br>1072 · Bill.com Money Out Clearing   | 993,543.75<br>500.00<br>-3,899.16   |
| Total Checking/Savings   | 1,000,877.87  |
| Accounts Receivable<br>1100.00 · Accounts Receivable   | 40,408.71   |
| Total Accounts Receivable  | 40,408.71   |
| Other Current Assets  12000 · *Undeposited Funds  12100 · *Inventory Asset  1260.00 · Inventory Asset  1261.00 · INV. Jet-A  1262.00 · INV. 100LL            | 50.85<br>540.00<br>76,659.53<br>2,079.86  |
| 1263.00 · INV. Oils<br>1265.00 · INV. Pilot Supplies<br>1266.00 · INV. Hats & T-Shirts   | -218.38<br>695.71<br>-1,780.25  |
| Total 1260.00 · Inventory Asset  | 77,436.47   |
| 1270.00 · Prepaid Insurance  | 29,037.71   |
| Total Other Current Assets   | 107,065.03  |
| Total Current Assets   | 1,148,351.61  |
| Fixed Assets 1310.00 · Accumulated Depreciation 1320.00 · Building 1330.00 · Equipment 1350.00 · Land Aquisition 1370.00 · Office Equipment 1390.00 · Runway | -34,365,548.18<br>8,687,314.56<br>4,235,443.45<br>7,337,699.15<br>468.66<br>82,797,038.55 |
| Total Fixed Assets   | 68,692,416.19   |
| TOTAL ASSETS   | 69,840,767.80   |
| LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable 2000.00 · Accounts Payable   | 13,418.31   |
| Total Accounts Payable   | 13,418.31   |
| Other Current Liabilities<br>2100.00 · Payroll Liabilities<br>2110.00 · *Direct Deposit Liabilities<br>2165 · Sales Tax Payable #1                           | 1,490.14<br>343.56<br>-81,897.02  |
| Total Other Current Liabilities  | -80,063.32  |
| Total Current Liabilities  | -66,645.01  |
| Total Liabilities  | -66,645.01  |
| Equity<br>3430.00 · Interaccount Transfers<br>3900.00 · Retained Earnings  | -10,944,433.49<br>79,439,970.51   |

# TELLURIDE REGIONAL AIRPORT STATISTICS

| APRIL 2021  | MONTH YOY<br>2021 | MONTH YOY<br>2020 | Percent<br>Change   |
|---|-------------------|-------------------|---------------------|
| AIRCRAFT OPERATIONS                                 |                   |                   |                     |
| General Aviation:<br>Airlines:                      | 520<br>56         | 132               | 293.94%<br>#DIV/0!  |
| AVIATION FUEL SALES (GALLONS)                       |                   |                   |                     |
| General Aviation:                                   |                   |                   |                     |
| 100LL AvGas:  | 1,385             | 275               | 403.64%             |
| Jet-A:  | 46,698            | 1,710             | 2630.88%            |
| Airlines:   | _                 | -                 | #DIV/0!             |
| Total:  | 48,083            | 1,985             | 2322.32%            |
| GA Passenger Enplanements:<br>Airline Enplanements: | 1105<br>322       | 78<br>0           | 1316.67%<br>#DIV/0! |
| TOTALS YTD  | TOTAL YTD         | TOTAL YTD         | Percent             |
|   | 2021              | 2020              | Change              |
| AIRCRAFT OPERATIONS                                 |                   |                   |                     |
| General Aviation:                                   | 3,986             | 2,758             | 44.53%              |
| Airlines: AVIATION FUEL SALES (GALLONS)             | 330               | 228               | 44.74%              |
| General Aviation:                                   |                   |                   |                     |
| 100LL AvGas:  | 5,078             | 5,635             | -9.88%              |
| Jet-A   | 353,609           | 232,110           | 52.35%              |
| Airlines:   | 248               | 1,109             | -77.64%             |
| Total Fuel:   | 358,935           | 238,854           | 50.27%              |
| GA Passenger Enplanements:                          | 8,971             | 3,537             | 153.63%             |
| Airline Enplanements                                | 898               | 1,959             | -54.16%             |



DAC D328 Jet Service (30 pax)

