

FY October 1, 2020 - September 30, 2021

Bank Account Tracking - Cash Available

	October*	November	December	January	February	March	April	May	June	July	August	September
Capital City Grants Account	\$ 3,349.92	\$ 3,349.92	\$ 3,349.92	\$ 3,349.92	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
One Florida Accts:												
Grants	\$ 10.10	\$ 10.10	\$ 10.10	\$ 10.10	\$ 3,360.03	\$ 3,360.13	\$ 3,360.19	\$ 3,360.26	\$ 3,360.29	\$ -	\$ -	\$ -
Fuel Acct	44,985.94	57,040.07	47,897.29	57,584.64	19,583.85	25,958.54	40,427.59	43,417.79	40,001.68	-	-	-
CD (Secures LOC \$100,000)	70,513.37	70,513.37	70,513.37	70,515.15	100,000.00	100,000.00	100,002.31	100,002.31	100,004.86	-	-	-
Operating Acct	40,112.40	35,335.60	46,579.28	43,143.91	48,248.08	52,582.68	41,085.62	34,043.15	28,694.55	-	-	-
Total Cash Available	158,971.73	166,249.06	168,349.96	174,603.72	171,191.96	181,901.35	184,875.71	180,823.51	172,061.38	-	-	-
LOC Activity:												
FAA Reimbursement	5,650.23	3,183.79	712.20	-	-	-	-	13,231.44	10,733.61	-	-	-
Grimsley Audit 9/30/18	8,000.00	8,000.00	8,000.00	6,234.02	3,749.86	1,259.38	-	-	-	-	-	-
Total	13,650.23	11,183.79	8,712.20	6,234.02	3,749.86	1,259.38	-	13,231.44	10,733.61	-	-	-
Months to pay @ \$2,500/month	5.46	4.47	3.48	2.49	1.50	0.50	-	5.29	4.29	-	-	-

NOTE 1: Fuel Purchases: \$11,311.26, 4,398 gals Jet A, 6/23 and \$7,873.05, 3,009 gals Avgas, 7/2.

FY October 1, 2019 - September 30, 2020

Bank Account Tracking - Cash Available

	October*	November	December	January	February	March	April	May	June	July	August	September
Capital City Grants Account	\$ 22,706.07	\$ 3,350.00	\$ 3,350.00	\$ 3,350.00	\$ 3,350.00	\$ 3,349.92	\$ 3,349.92	\$ 3,349.92	\$ 3,349.92	\$ 3,349.92	\$ 3,349.92	\$ 3,349.92
OneFlorida Grant Account	\$ 5.10	\$ 5.10	\$ 5.10	\$ 5.10	\$ 5.10	\$ 5.10	\$ 5.10	\$ 5.10	\$ 5.10	\$ 5.10	\$ 5.10	\$ 5.10
OneSouth Accts:												
Fuel Acct	24,159.79	33,672.22	31,739.54	28,038.02	37,379.26	29,554.36	36,940.80	17,000.66	28,068.80	33,338.53	48,915.51	40,046.87
CD (Secures LOC \$100,000)	70,453.79	70,453.79	70,453.79	70,485.76	70,485.75	70,485.75	70,509.83	70,509.83	70,509.83	70,511.59	70,511.59	70,511.59
Operating Acct	36,419.61	40,961.79	37,055.13	30,919.85	30,083.47	25,211.61	22,968.83	19,319.22	13,877.20	11,396.38	15,468.59	9,330.37
Total Cash Available	153,744.36	148,442.90	142,603.56	132,798.73	141,303.58	128,606.74	133,774.48	110,184.73	115,810.85	118,601.52	138,250.71	123,243.85
LOC Balance (Rex Payoff)	-	-	-	-	-	-	-	-	-	-	-	-
LOC HVAC Replacement	4,899.95	3,590.43	1,160.57	-	-	-	-	-	-	-	-	-
LOC Sims Insurance	9,017.38	9,017.38	9,017.38	7,746.48	5,304.26	2,855.84	419.45	-	-	-	-	-
LOC FAA Reimbursement	15,000.00	15,000.00	15,000.00	15,000.00	15,000.00	15,000.00	15,000.00	13,027.92	10,567.70	10,567.70	10,562.16	8,109.31
Grimsley Audit 9/30/2018	-	-	-	-	8,000.00	8,000.00	8,000.00	8,000.00	8,000.00	8,000.00	8,000.00	8,000.00
Total	28,917.33	27,607.81	25,177.95	22,746.48	28,304.26	25,855.84	23,419.45	21,027.92	18,567.70	18,567.70	18,562.16	16,109.31
Months to pay @ \$2,500/month	11.57	11.04	10.07	9.10	11.32	10.34	9.37	8.41	7.43	7.43	7.42	6.44

NOTE 1

Tri-County Airport Authority
PO Box 756
Bonifay, FL 32425

“Serving Holmes, Jackson, and Washington Counties”

Treasurer’s Report

July 11, 2021

Bank Accounts: Balances as of 11 July 2021

Fuel Account: One Florida Bank	\$ 40,001.68
CD, from fuel account, used for line of credit	\$ 100,004.86
Grant Account: One Florida Bank	\$ 3,360.29
Operating Account: One Florida Bank	\$ 28,694.55
Total:	\$ 172,061.38

Outstanding invoices:

Payroll Liabilities	\$ 272.14
Line of Credit	\$ 2,500.00
Panhandle Lumber	\$ 2.36
Southfield Services	\$ 2107.36
AVCON	\$ 119,427.11*
Total:	\$ 124,308.97

Line of Credit Balance to date	\$ 10,733.61
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C1 bathroom construction	\$ 10,733.61
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Respectfully,
Brenda Wilson
Administrative Assistant

***This item is payable with grant funding once received.**

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07/11/21

Tri-County Airport Authority (1JO)
A/R Aging Summary
As of July 11, 2021

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Baker III, Avery R	0.00	505.25	9.25	0.00	0.00	514.50
Fed. Aviation Administration						
Master Plan FAA 2018-1	0.00	0.00	6,746.40	0.00	0.00	6,746.40
Total Fed. Aviation Administration	0.00	0.00	6,746.40	0.00	0.00	6,746.40
Florida DOT						
Master Plan 2018-2	0.00	0.00	0.00	119,427.11	0.00	119,427.11
Total Florida DOT	0.00	0.00	0.00	119,427.11	0.00	119,427.11
Gotsdiner, Alexander	0.00	64.50	64.50	0.00	0.00	129.00
Hughes, Lee	0.00	279.50	0.00	0.00	0.00	279.50
Island Air Express Inc	0.00	225.75	0.00	0.00	0.00	225.75
Neil, James P	0.00	64.50	279.50	279.50	279.50	903.00
Royal Air Museum	0.00	64.50	64.50	0.00	0.00	129.00
Ruic, William	0.00	279.50	279.50	279.50	2,753.66	3,592.16
TOTAL	0.00	1,483.50	7,443.65	119,986.11	3,033.16	131,946.42

< 6,746.40 >
697.25
119,986.11
3,033.16

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07/07/21

Accrual Basis

Tri-County Airport Authority
Statement of Assets
As of May 31, 2021

	May 31, 21	May 31, 20
ASSETS		
Current Assets		
Checking/Savings		
1020 · Petty Cash	200.00	200.00
1040 · Capital City Bank-6601	0.00	3,349.92
1070 · One South Savings Account	100,002.31	70,509.83
1080 · One South Grant Account	3,360.29	5.10
1090 · One South Bank - Fuel 4564	35,482.52	25,508.79
1100 · One South Bank-Operating 4556	39,427.62	13,481.79
Total Checking/Savings	178,472.74 ✓	113,055.43 ✓
Accounts Receivable		
1200 · Accounts Receivable	13,145.27	12,602.91
Total Accounts Receivable	13,145.27	12,602.91
Other Current Assets		
PrePaid Insurance	0.00	3,005.78
1240 · Grants Receivable	119,427.11	6,248.07
1250 · Inventory		
1250.1 · Fuel Inventory		
125.3 · Jet-A	15,446.20	24,618.82
1250.2 · 100 LL	28,992.54	21,231.59
Total 1250.1 · Fuel Inventory	44,438.74	45,850.41
Total 1250 · Inventory	44,438.74	45,850.41
1350 · Prepaid Expenses	3,587.29	883.34
1400 · Undeposited Funds	0.00	1,402.64
Total Other Current Assets	167,453.14	57,390.24
Total Current Assets	359,071.15	183,048.58
Fixed Assets		
1500 · Fuel Systems		
1502 · Terminals & Software	18,239.38	18,239.38
1500 · Fuel Systems - Other	2,990.67	2,990.67
Total 1500 · Fuel Systems	21,230.05	21,230.05
1510 · Buildings & Improvements		
1510-1 · Buildings & Improvements; Goodm	4,800.00	4,800.00
1510 · Buildings & Improvements - Other	3,667,788.87	3,652,063.87
Total 1510 · Buildings & Improvements	3,672,588.87	3,656,863.87
1520 · Machinery & Equipment	538,025.13	537,491.15
1530 · Roads/Runways/Taxilines	9,096,414.63	9,096,414.63
1540 · Land	56,990.00	56,990.00
1550 · Construction in Progress	162,878.20	162,878.20
1560 · Vehicles	150,985.00	150,985.00
1600 · Accumulated Depreciation	-5,300,338.45	-5,300,338.45
Total Fixed Assets	8,398,773.43	8,382,514.45
TOTAL ASSETS	8,757,844.58	8,565,563.03
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
2000 · Accounts Payable	127,214.39	6,878.80
Total Accounts Payable	127,214.39	6,878.80

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07/07/21

Accrual Basis

Tri-County Airport Authority
Statement of Assets
As of May 31, 2021

	May 31, 21	May 31, 20
Other Current Liabilities		
Hangar Security Deposits	2,191.41	835.91
Prepaid Hangar Rents	34,455.45	25,621.47
2001 - N/P Short Term	612.68	3,838.89
2100 - Line of Credit #2700	0.00	18,567.70
2150 - Payroll Liabilities	-86.75	824.92
2540 - Sales Tax Payable	1,180.16	531.70
Total Other Current Liabilities	38,352.95	50,220.59
Total Current Liabilities	165,567.34	57,099.39
Long Term Liabilities		
2600 - One South Loan -0672	15,725.00	0.00
Total Long Term Liabilities	15,725.00	0.00
Total Liabilities	181,292.34	57,099.39
Equity		
3000 - Fund Balance	9,043,838.79	9,043,838.79
3010 - Unrestricted Net Assets	-524,969.14	-365,331.02
Net Income	57,682.59	-170,044.13
Total Equity	8,576,552.24	8,508,463.64
TOTAL LIABILITIES & EQUITY	8,757,844.58	8,565,563.03

Tri-County Airport Authority
Statement of Activities
October 2020 through May 2021

	FAA-2018-1 (Grants)	FAA 2018-2 (Grants)	FDOT 2018-2 (FDOT)	FDOT 2020-1 (FDOT)	FDOT - Other (FDOT)	Total FDOT (Grants)	FFA Grants (Grants)	Total Grants	Operating Account	TOTAL
Ordinary Income/Expense										
Income										
4035 - Federal Grant Rev-FAA	0.00	0.00	0.00	0.00	0.00	0.00	12,936.18	12,936.18	7,192.71	20,128.89
4040 - Food Service Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	283.75	283.75
4050 - Fuel Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	96,478.46	96,478.46
4055 - Land Rental	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	550.00	550.00
4085 - Hangar Rentals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	95,132.06	95,132.06
4110 - State Grant Rev-DOF	-6,189.78	0.00	0.00	0.00	1,500.00	1,500.00	0.00	-4,689.78	181,478.00	176,788.22
Total Income	-6,189.78	0.00	0.00	0.00	1,500.00	1,500.00	12,936.18	8,246.40	381,094.96	389,341.36
Cost of Goods Sold										
5020 - Credit Card Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,322.38	3,322.38
5060 - Cost of Goods Sold	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	89.75	89.75
5075 - Food Service Costs	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	410.33	410.33
5080 - Fuel Purchased - Resale	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	56,273.50	56,273.50
Total COGS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	60,095.96	60,095.96
Gross Profit	-8,189.78	0.00	0.00	0.00	1,500.00	1,500.00	12,936.18	8,246.40	320,999.02	329,245.42
Expense										
Bad Debt Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5.11	5.11
Work in Progress Disbursements	20,846.47	10,132.67	147,540.53	32,539.80	0.00	180,080.33	0.00	211,059.47	1,500.00	212,559.47
6010 - Advertising	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	69.98	69.98
6025 - Auto Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	88.84	88.84
6030 - Bank Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	584.99	584.99
6040 - Contract Labor	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,431.00	4,431.00
6050 - Dues & Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,781.13	2,781.13
6070 - Food Service Expense										
6070-1 - Consumables - Food	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 6070 - Food Service Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6073 - Garbage Service	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,644.65	1,644.65
6075 - Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8,591.63	8,591.63
6079 - Interest Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	215.20	215.20
6080 - Legal & Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,487.00	2,487.00
6092 - Office Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,137.97	4,137.97
6093 - Payroll Taxes	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,378.20	1,378.20
6095 - Postage	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	584.93	584.93
6098 - Repairs & Maint	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	36,771.02	36,771.02
6099 - Sales Tax Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6100 - Supplies	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	473.37	473.37
6110 - Telephone	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,776.04	2,776.04
6115 - Utilities	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8,507.67	8,507.67
6120 - Wages & Salaries										
6120-2 - Salary - Manager	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20,435.47	20,435.47
Total 6120 - Wages & Salaries	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20,435.47	20,435.47
Total Expense	20,846.47	10,132.67	147,540.53	32,539.80	0.00	180,080.33	0.00	211,059.47	98,464.20	309,523.67
Net Ordinary Income	-27,036.25	-10,132.67	-147,540.53	-32,539.80	1,500.00	-178,580.33	12,936.18	-202,813.07	222,534.82	19,721.75
Other Income/Expense										
Insurance Claim	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	25,832.77	25,832.77
4090 - Cares Act Fund	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10,637.00	10,637.00
7010 - Interest Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,491.07	1,491.07
Total Other Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	37,960.84	37,960.84
Net Other Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	37,960.84	37,960.84
Net Income	-27,036.25	-10,132.67	-147,540.53	-32,539.80	1,500.00	-178,580.33	12,936.18	-202,813.07	260,495.66	57,682.59

Statement of Activities

May 2021

Accrual Basis

	May 21	Oct '20 - May 21
Ordinary Income/Expense		
Income		
4035 - Federal Grant Rev-FAA	6,746.40	20,128.89
4040 - Food Service Income	36.18	263.75 ✓
4050 - Fuel Income	21,855.55	96,478.46 ✓
4055 - Land Rental	0.00	550.00 ✓
4085 - Hangar Rentals	11,321.67	95,132.06 ✓
4110 - State Grant Rev-DOT	0.00	176,788.22
Total Income	39,959.80	389,341.38
Cost of Goods Sold		
5020 - Credit Card Fees	606.92	3,322.38 ✓
5060 - Cost of Goods Sold	0.00	89.75 ✓
5075 - Food Service Costs	0.00	410.33 ✓
5080 - Fuel Purchased - Resale	13,545.09	56,273.50 ✓
Total COGS	14,152.01	60,095.96
Gross Profit	25,807.79	329,245.42
Expense		
Bad Debt Expense	0.00	5.11 ✓
Work In Progress Disbursements	0.00	212,559.47 ✓
6010 - Advertising	0.00	69.98 ✓
6025 - Auto Expense	0.00	88.84 ✓
6030 - Bank Charges	0.00	584.99 ✓
6040 - Contract Labor	640.50	4,431.00 ✓
6050 - Dues & Subscriptions	389.88	2,781.13 ✓
6070 - Food Service Expense		
6070-1 - Consumables - Food	0.00	0.00 ✓
Total 6070 - Food Service Expense	0.00	0.00
6073 - Garbage Service	256.16	1,644.65 ✓
6076 - Insurance	1,615.07	8,591.63 ✓
6079 - Interest Expense	41.23	215.20 ✓
6080 - Legal & Professional Fees	730.00	2,487.00 ✓
6092 - Office Expense	59.80	4,137.97 ✓
6093 - Payroll Taxes	0.00	1,378.20 ✓
6095 - Postage	0.00	584.93 ✓
6098 - Repairs & Maint	357.11	36,771.02 ✓
6099 - Sales Tax Expense	0.00	0.00
6100 - Supplies	76.94	473.37 ✓
6110 - Telephone	352.86	2,776.04 ✓
6115 - Utilities	1,108.71	9,507.67 ✓
6120 - Wages & Salaries		
6120-2 - Salary - Manager	2,419.76	20,435.47
Total 6120 - Wages & Salaries	2,419.76	20,435.47 ✓
Total Expense	8,048.02	309,523.67
Net Ordinary Income	17,759.77	19,721.75
Other Income/Expense		
Other Income		
Insurance Claim	25,832.77	25,832.77 ✓
4090 - Cares Act Fund	0.00	10,637.00 ✓
7010 - Interest Income	2.35	1,491.07 ✓
Total Other Income	25,835.12	37,960.84
Net Other Income	25,835.12	37,960.84
Net Income	43,594.89	57,682.59

TRI-COUNTY AIRPORT AUTHORITY
Fiscal Year Commencing October 1, 2020

<u>Income</u>		Adopted For 10/1/20	Per Month Average	YTD 8 Months 5/31/2021	Per Month Average
Fuel Sales		144,000	12,000	96,478	12,060
Hanger Rentals		135,000	11,250	95,132	11,892
Less: Use Tax Collected at 6.5%		(8,775)	(731)	(6,184)	(773)
+ Sales Tax Collection Allowance		144	12	-	-
Food Service Revenue		500	42	264	33
Ft. Rucker ASOS Site Lease		-	-	-	-
Farmer Ground Lease		150	13	550	69
Misc Revenue - Other		-	-	-	-
Grant Mgt Fees @ .005%		-	-	-	-
Total Revenue (Net of Tax)		271,019	22,585	186,241	23,280
<u>Cost of Goods Sold</u>					
Fuel Purchased - Resale		99,360	8,280	56,363	7,045
Food Service Costs		1,200	100	410	51
Merchandise For Resale		-	-	-	-
Credit Card Fees		4,800	400	3,322	415
Total COGS		105,360	8,780	60,096	7,512
<u>Gross Profit</u>					
Fuel		44,640	3,720	40,115	5,014
Food Service		(700)	(58)	(147)	(18)
Merchandise For Resale		-	-	-	-
Other - Hangars		126,225	10,519	88,948	11,119
Combined Gross Profit		170,165	14,180	128,917	16,115
Gross Profit Margin on Revenue		62.79%		69.22%	
<u>Expenses</u>					
Utilities		17,000	1,417	9,508	1,188
Office Expenses		3,000	250	4,138	517
Bank Charges		-	-	585	73
Bad Debt Expense		-	-	5	1
Advertising		600	50	70	9
General Promotion/Mktg		1,000	83	-	-
Internet Services		1,500	125	-	-
Garbage Service		800	67	1,645	206
Insurance		15,000	1,250	8,592	1,074
Interest Expense		2,500	208	215	27
Accounting		6,000	500	2,920	365
Annual Audit		8,000	667	-	-
Meals & Entertainment		-	-	-	-
Repairs & Maintenance		20,000	1,667	13,858	1,732
Salary - Manager		30,000	2,500	20,435	2,554
Wages - Operations		-	-	-	-
Payroll taxes		2,295	191	1,378	172
Postage		700	58	585	73
Legal & Professional		1,000	83	2,487	311
Continuing Education		750	63	-	-
Supplies		1,200	100	473	59
Dues & Subscriptions (Incl., SiteMinder License)		3,000	250	2,781	348
Miscellaneous		-	-	-	-
Telephones		4,200	350	2,776	347
Auto Expenses		500	42	89	11
Refund		-	-	-	-
Contract Labor		7,500	625	4,431	554
Total Expenses		126,545	10,545	76,971	9,621
Operating Surplus (Deficit)		43,620	3,635	51,946	6,493
Net Cash Flow on Revenue		49.81%		51.08%	0
Other Income		-	-	-	-
Interest Income		60	5	1,491	186
Uncategorized Income		-	-	-	-
Subtotal		60	5	1,491	186
C.A.R.E.S. Act (FAA) Reimbursement		16,500	1,375	10,637	1,330
Net Operating Income (Deficit)		\$ 60,180	\$ 5,015	\$ 64,074	8,009
Total Cash Flow With CARES Act Grant		22.21%	22.21%	34.40%	34.40%

CAPITAL BUDGET

SCAG Replacement Mower \$ 12,000

NOTE 1: Insurance settlement of \$25,832.88 received so total is net expense.

**Tri-county Airport Authority
Fuel Sales Activity Report**

		<u>\$ Sales</u>	<u>Gal Sold</u>	<u>Price/Gal</u>	<u>Cost</u>	<u>Margin/Gal</u>	<u>Posted</u>
October 2020	Jet A - Siteminder	\$ 8,783.80	2,869.90	\$ 3.06	\$ 1.7602	\$ 1.3005	\$ 3.25
	Jet A Tanker	\$ -	0.00	\$ -	\$ -	\$ -	
	100 LL - Siteminder	\$ 5,376.47	1,463.50	\$ 3.67	\$ 2.6444	\$ 1.0293	\$ 3.70
	100 LL - Tanker	\$ -	0.00	\$ -	\$ -	\$ -	
	Monthly Subtotals	\$ 14,160.27	4,333.40				

	<u>Jet A</u>	<u>100 LL</u>	<u>% of Total</u>
Tenant	34	15	46.23%
Transient	3	54	53.77%
	37	69	

106

		<u>\$ Sales</u>	<u>Gal Sold</u>	<u>Price/Gal</u>	<u>Cost</u>	<u>Margin/Gal</u>	<u>Posted</u>
November 2020	Jet A - Siteminder	\$ 7,072.67	2,300.70	\$ 3.07	\$ 1.7602	\$ 1.3139	\$ 3.25
	Jet A Tanker	\$ -	0.00	\$ -	\$ -	\$ -	
	100 LL - Siteminder	\$ 4,844.81	1,320.07	\$ 3.67	\$ 2.6444	\$ 1.0257	\$ 3.70
	100 LL - Tanker	\$ -	0.00	\$ -	\$ -	\$ -	
	Monthly Subtotals	\$ 11,917.48	3,620.77				

	<u>Jet A</u>	<u>100 LL</u>	<u>% of Total</u>
Tenant	27	14	46.07%
Transient	3	45	53.93%
	30	59	

89

		<u>\$ Sales</u>	<u>Gal Sold</u>	<u>Price/Gal</u>	<u>Cost</u>	<u>Margin/Gal</u>	<u>Posted</u>
December 2020	Jet A - Siteminder	\$ 6,121.93	2,002.60	\$ 3.06	\$ 1.7643	\$ 1.2927	\$ 3.25
	Jet A Tanker	\$ -	0.00	\$ -	\$ -	\$ -	
	100 LL - Siteminder	\$ 3,677.79	1,005.10	\$ 3.66	\$ 2.7640	\$ 0.8951	\$ 3.70
	100 LL - Tanker	\$ -	0.00	\$ -	\$ -	\$ -	
	Monthly Subtotals	\$ 9,799.72	3,007.70				

	<u>Jet A</u>	<u>100 LL</u>	<u>% of Total</u>
Tenant	1	14	20.27%
Transient	18	41	79.73%
	19	55	

74

		<u>\$ Sales</u>	<u>Gal Sold</u>	<u>Price/Gal</u>	<u>Cost</u>	<u>Margin/Gal</u>	<u>Posted</u>
January 2021	Jet A - Siteminder	\$ 1,070.03	333.90	\$ 3.20	\$ 1.8537	\$ 1.3509	\$ 3.25
	Jet A Tanker	\$ -	0.00	\$ -	\$ -	\$ -	
	100 LL - Siteminder	\$ 7,258.98	2,022.00	\$ 3.59	\$ 2.8378	\$ 0.7522	\$ 3.70
	100 LL - Tanker	\$ -	0.00	\$ -	\$ -	\$ -	
	Monthly Subtotals	\$ 8,329.01	2,355.90				

	<u>Jet A</u>	<u>100 LL</u>	<u>% of Total</u>
Tenant	1	72	60.83%
Transient	5	42	39.17%
	6	114	

120

		<u>\$ Sales</u>	<u>Gal Sold</u>	<u>Price/Gal</u>	<u>Cost</u>	<u>Margin/Gal</u>	<u>Posted</u>
February 2021	Jet A - Siteminder	\$ 1,184.00	383.10	\$ 3.09	\$ 1.8617	\$ 1.2289	\$ 3.50
	Jet A Tanker	\$ -	0.00	\$ -	\$ -	\$ -	
	100 LL - Siteminder	\$ 4,631.28	1,265.00	\$ 3.66	\$ 2.8408	\$ 0.8203	\$ 4.20
	100 LL - Tanker	\$ -	0.00	\$ -	\$ -	\$ -	
	Monthly Subtotals	\$ 5,815.28	1,648.10				

	<u>Jet A</u>	<u>100 LL</u>	<u>% of Total</u>
Tenant	1	7	28.57%
Transient	0	20	71.43%
	1	27	

28

		<u>\$ Sales</u>	<u>Gal Sold</u>	<u>Price/Gal</u>	<u>Cost</u>	<u>Margin/Gal</u>	<u>Posted</u>
March 2021	Jet A - Siteminder	\$ 5,385.88	1,567.80	\$ 3.44	\$ 1.8971	\$ 1.5382	\$ 3.50
	Jet A Tanker	\$ -	0.00	\$ -	\$ -	\$ -	
	100 LL - Siteminder	\$ 5,379.14	1,290.00	\$ 4.17	\$ 2.8670	\$ 1.3029	\$ 4.20
	100 LL - Tanker	\$ -	0.00	\$ -	\$ -	\$ -	
	Monthly Subtotals	\$ 10,765.02	2,857.80				

	<u>Jet A</u>	<u>100 LL</u>	<u>% of Total</u>
Tenant	9	27	43.37%
Transient	9	38	56.63%
	18	65	

83

		<u>\$ Sales</u>	<u>Gal Sold</u>	<u>Price/Gal</u>	<u>Cost</u>	<u>Margin/Gal</u>	<u>Posted</u>
April 2021	Jet A - Siteminder	\$ 4,444.95	1,318.90	\$ 3.37	\$ 1.9231	\$ 1.4471	\$ 3.50
	Jet A Tanker	\$ -	0.00	\$ -	\$ -	\$ -	
	100 LL - Siteminder	\$ 8,103.89	1,943.30	\$ 4.17	\$ 2.9371	\$ 1.2331	\$ 4.20
	100 LL - Tanker	\$ -	0.00	\$ -	\$ -	\$ -	
	Monthly Subtotals	\$ 12,548.84	3,262.20				

	<u>Jet A</u>	<u>100 LL</u>	<u>% of Total</u>
Tenant	11	13	23.08%
Transient	8	72	76.92%
	19	85	

104

		<u>\$ Sales</u>	<u>Gal Sold</u>	<u>Price/Gal</u>	<u>Cost</u>	<u>Margin/Gal</u>	<u>Posted</u>
May 2021	Jet A - Siteminder	\$ 17,452.43	5,137.90	\$ 3.60	\$ 2.2047	\$ 1.3953	\$ 3.60
	Jet A Tanker	\$ -	0.00	\$ -	\$ -	\$ -	
	100 LL - Siteminder	\$ 7,839.09	1,852.39	\$ 4.34	\$ 3.4721	\$ 0.8679	\$ 4.34
	100 LL - Tanker	\$ -	0.00	\$ -	\$ -	\$ -	
	Monthly Subtotals	\$ 25,291.52	6,990.29				

	<u>Jet A</u>	<u>100 LL</u>	<u>% of Total</u>
Tenant	36	12	53.33%
Transient	5	37	46.67%
	41	49	

90

		<u>\$ Sales</u>	<u>Gal Sold</u>	<u>Price/Gal</u>	<u>Cost</u>	<u>Margin/Gal</u>	<u>Posted</u>
June 2021	Jet A - Siteminder	\$ 7,406.90	2,150.80	\$ 3.60	\$ 2.4026	\$ 1.1974	\$ 3.60
	Jet A Tanker	\$ -	0.00	\$ -	\$ -	\$ -	
	100 LL - Siteminder	\$ 6,813.25	1,584.90	\$ 4.34	\$ 3.5957	\$ 0.7443	\$ 4.34
	100 LL - Tanker	\$ -	0.00	\$ -	\$ -	\$ -	
	Monthly Subtotals	\$ 14,220.15	3,735.70				

	<u>Jet A</u>	<u>100 LL</u>	<u>% of Total</u>
Tenant	20	7	39.71%
Transient	8	33	60.29%
	28	40	

68

	<u>\$ Sales</u>	<u>Gal Sold</u>	<u>Net \$/Gal</u>	<u>Cost</u>	<u>Margin/Gal</u>	<u>Total Cost</u>
YTD	\$ 112,847.29	31,811.86				
Jet A	\$ 58,922.59	18,065.60	\$ 3.26	\$ 1.9364	\$ 1.3252	\$ 34,982.23
100 LL	\$ 53,924.70	13,746.26	\$ 3.92	\$ 2.9559	\$ 0.9669	\$ 40,632.88
						\$ 75,615.10
Jet A Cost	\$ (34,982.23)	<u>Gallons</u>	<u>GP/Gal</u>			
Jet A Gross Profit	\$ 23,940.36	18,065.60	1.3252			46.26%
100 LL Retail	\$ 53,924.70					
100 LL Cost	\$ (40,632.88)	<u>Gallons</u>	<u>GP/Gal</u>			
100 LL Gross Profit	\$ 13,291.82	13,746.26	0.9669			53.74%

Gals 2020

27,276.47
19,292.38
7,984.09

Weighted Average Fuel Cost

AVGAS	<u>Gallons</u>	<u>Cost</u>	<u>Value</u>
11/20/20 Delivered	0	2.7111	0
1/15/2021 Delivered	666	3.0174	2009.5884
5/17/2021 Delivered	<u>5,903</u>	<u>3.6610</u>	<u>21610.883</u>
	6,569	3.5957	23,620.4714
World Fuel 8,000 gallons	6/29/21	3.7926	

Jet A			
1/14/2021 Delivered	1,402	2.0310	2847.4620
5/3/2021 Delivered	3,883	2.3450	9105.6350
6/23/2021 Delivered	<u>4,398</u>	<u>2.5719</u>	<u>11311.2162</u>
	9,683	2.4026	23,264.3132
World Fuel 8,000 gallons	6/29/21	2.5840	

	<u>Jet A</u>	<u>Avgas</u>
5/31/21 Posted Retail	\$ 3.60	\$ 4.34
Weighted Cost	<u>\$ (2.40)</u>	<u>\$ (3.60)</u>
Retail Gross Profit	\$ 1.20	\$ 0.74
Tenant Discount @ \$.20	<u>\$ (0.20)</u>	<u>\$ (0.20)</u>
Tenant Gross Profit	\$ 1.00	\$ 0.54

Retail Pricing Competitive Summary

3 Competitor

	<u>Jet A</u>	<u>DeFuniak</u>	<u>Calhoun</u>	<u>Marianna</u>	<u>Crestview</u>	<u>Dothan</u>	<u>Destin</u>	<u>Beaches</u>	<u>Average</u>
Delivered Cost	\$ 2.4026	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
\$1.00	1.0000	-	-	-	-	-	-	-	
Computed Retail	3.4026	-	-	-	-	-	-	-	
Posted Retail	\$ 3.60	\$ 4.20	\$ 3.55	\$ 3.60	\$ 4.87	\$ 5.68	\$ 6.19	\$ 5.99	\$ 3.78
Tenant Discount	\$ 0.20		\$ -	\$ -	\$ 10.00	\$ -	\$ -	\$ -	\$ 0.20
Tenant Net	3.40	4.20	3.55	3.60	(5.13)	5.68	6.19	5.99	3.58
Retail Price	3.6000								\$ 3.7833
Less: Cost	(2.4026)	-	-	-	-	-	-	-	(2.7842)
Retail Gross Profit	1.1974	-	-	-	-	-	-	-	0.9991
Tenant Discount Price	3.4000	-	-	-					3.5833
Less: Cost	(2.4026)	-	-	-	-	-	-	-	(2.7842)
Tenant Gross Profit	0.9974	-	-	-	-	-	-	-	0.7991

	<u>100 LL</u>	<u>DeFuniak</u>	<u>Calhoun</u>	<u>Marianna</u>	<u>Crestview</u>	<u>Dothan</u>	<u>Destin</u>	<u>Beaches</u>	
Delivered Cost	\$ 3.5957	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
\$1.00	1.0000	-	-	-	-	-	-	-	
Computed Retail	4.5957	-	-	-	-	-	-	-	
Posted Retail	\$ 4.74	\$ 4.60	\$ 3.99	\$ 4.74	\$ 5.65	\$ 5.77	\$ 6.34	\$ 6.89	\$ 4.44 **
Tenant Discount	\$ 0.20	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.20
Tenant Net Price	4.54	4.60	3.99	4.74	5.65	5.77	6.34	6.89	4.24
Retail Price	4.7400	-	-	-					\$ 4.4433
Less: Cost	(3.5957)	-	-	-	-	-	-	-	(3.3459)
Retail Gross Profit	1.1443	-	-	-	-	-	-	-	1.0974
Tenant Discount Price	4.5400	-	-	-					4.2433
Less: Cost	(3.5957)	-	-	-	-	-	-	-	(3.3459)
Tenant Gross Profit	0.9443	-	-	-	-	-	-	-	0.8974

**Posted retail changed from \$4.34 to \$4.74 on July 5, 2021.

Fuel prices within 50 miles of Bonifay, FL 32425

Airport / FBO		100LL \$3.99—\$6.89 average \$4.89	Jet A \$3.10—\$6.19 average \$4.29	
1J0 5 NE	Tri-County Airport Bonifay, FL, USA Tri County Airport Authority	SS \$4.74	SS \$3.60	05-Jul update
33J 18 NNW	Geneva Municipal Airport Geneva, AL, USA Geneva Municipal Airport	Avfuel SS \$4.15		17-Nov-2020 update
54J 25 W	DeFuniak Springs Airport DeFuniak Springs, FL, USA DeFuniak Springs Airport	AS \$4.60	FS \$4.20	30-Jun update
KMAI 26 E	Marianna Municipal Airport Marianna, FL, USA Marianna Municipal Airport	FS \$4.74	FS \$3.60	22-Jun update
KECP 27 SSW	Northwest Florida Beaches International Airport Panama City, FL, USA SHELTAIR 	FS \$6.89	FS \$5.99	06-Jul update
KEDN 32 NNW	Enterprise Municipal Airport Enterprise, AL, USA City of Enterprise (FBO)	Phillips 66 SS \$4.35	FS \$3.10 SS \$3.10	28-Jun update
KDHN 34 NNE	Dothan Regional Airport Dothan, AL, USA Aero-One Aviation  	FS \$5.77	FS \$5.68	GUARANTEED 
F95 34 ESE	Calhoun County Airport Blountstown, FL, USA Calhoun County Airport	SS \$3.99	SS \$3.55	22-Jun update
0J4 36 WNW	Floralda Municipal Airport Floralda, AL, USA  Sunshine Aero Industries 	FS \$5.85	FS \$5.35	28-Jun update
71J 38 N	Ozark-Blackwell Field Airport Ozark, AL, USA  City of Ozark (FBO) 	SS \$4.00	FS \$3.25	28-Jun update
0J6 39 NNE	Headland Municipal Airport Headland, AL, USA Headland Municipal Airport	World Fuel Services SS \$4.85	FS \$3.85	09-Jul update
14J 43 NNW	Carl Folsom Airport Elba, AL, USA Elba Airport Authority	SS \$4.20		28-Jun update
17J 43 ENE	Donalsonville Municipal Airport Donalsonville, GA, USA Donalsonville Airport Commission	independent SS \$4.30		30-Jun update
KCEW 44 W	Bob Sikes Airport Crestview, FL, USA  	FS \$5.65	FS \$4.87	GUARANTEED
KDTS 47 WSW	Destin Executive Airport Destin, FL, USA LYNX FBO Network 	FS \$6.34	FS \$6.19	08-Jul update
79J 48 NW	South Alabama Regional Airport at Bill Benton Field Andalusia, AL, USA South Alabama Regional Airport	Phillips 66 SS \$4.29 FS \$4.49	FS \$3.75	GUARANTEED 

