



City of Los Banos

At the Crossroads of California

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AGENDA

AIRPORT ADVISORY COMMISSION MEETING

CITY HALL COUNCIL CHAMBERS
520 J Street
Los Banos, California

OCTOBER 16, 2018

If you require special assistance to attend or participate in this meeting, please call the City Clerk's Office @ (209) 827-7000 at least 48 hours prior to the meeting.

The City of Los Banos complies with the Americans with Disabilities Act (ADA) of 1990.
* * * * *

Si requiere asistencia especial para atender o participar en esta junta por favor llame a la oficina de la Secretaría de la ciudad al (209) 827-7000 a lo menos de 48 horas previas de la junta.

La Ciudad de Los Banos cumple con la Acta de Americanos con Deshabilidad (ADA) de 1990.

Any writings or documents provided to a majority of the Airport Advisory Commission regarding any item on this agenda will be made available for public inspection at the meeting and in the City Clerk's office located at City Hall, 520 J Street, Los Banos, California during normal business hours. In addition, such writings and documents may be posted on the City's website at www.losbanos.org.
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Cualquier escritura o los documentos proporcionaron a una mayoría de la Airport Advisory Commission con respecto a cualquier artículo en este orden del día será hecho disponible para la inspección pública en la reunión y en la oficina del City Clerk del City Hall, 520 J Street, Los Banos, California durante horas de oficina normales. Además, tales escrituras y los documentos pueden ser anunciados en el website de la Ciudad en www.losbanos.org.

1. CALL TO ORDER. **5:00 PM**
2. PLEDGE OF ALLEGIANCE.
3. ROLL CALL:
Anderson ____, Axibal ____, Stichel ____, Reed ____
4. CONSIDERATION OF APPROVAL OF AGENDA.
Recommendation: Approve the agenda as submitted.
5. CONSIDERATION OF APPROVAL OF THE ACTION MINUTES FOR THE

REGULAR MEETING OF SEPTEMBER 18, 2018.

Recommendation: Approve the minutes as submitted.

6. PUBLIC FORUM. (Members of the public may address the Airport Advisory Commission on any item of public interest that is within the jurisdiction of the Airport Advisory Commission; includes agenda and non-agenda items. No action will be taken on non-agenda items. Speakers are limited to a five (5) minute presentation. Detailed guidelines are posted on the Council Chamber informational table).

7. AIRPORT 2017/2018 ANNUAL FUEL SALES PROFILE REVIEW.

Recommendation: Informational item only, no action to be taken.

8. AIRPORT 2018/2019 FISCAL YEAR REVENUE/EXPENDITURE UPDATE.

Recommendation: Informational item only, no action to be taken.

9. PUBLIC WORKS DIRECTOR/CITY ENGINEER REPORT.

10. COMMISSIONER REPORTS.

A. Dave Anderson

B. Rula Axibal

C. Annette Stichel

D. Dennis Reed

11. ADJOURNMENT.

I hereby certify under penalty of perjury under the laws of the State of California, that the foregoing agenda was posted on the City Hall bulletin board not less than 72 hours prior to the meeting.



Jelene de Melo, Secretary

Dated this 10th day of October 2018

**CITY OF LOS BANOS
AIRPORT ADVISORY COMMISSION MEETING MINUTES
SEPTEMBER 18, 2018**

ACTION MINUTES – These minutes are prepared to depict action taken for agenda items presented to the Airport Advisory Commission.

CALL TO ORDER: Chairperson Reed called the Airport Advisory Commission Meeting to order at 5:00 p.m.

PLEDGE OF ALLEGIANCE: Chairperson Reed led the pledge of allegiance.

ROLL CALL – MEMBERS OF THE AIRPORT ADVISORY COMMISSION PRESENT: Anderson, Reed, Stichel; Axibal excused.

STAFF MEMBERS PRESENT: Public Works Director/City Engineer Fachin, Administrative Coordinator de Melo.

CONSIDERATION OF APPROVAL OF AGENDA: Motion by Anderson, seconded by Stichel to approve the agenda as submitted. The motion carried by the affirmative vote of all Airport Advisory Commission Members present; Axibal excused.

CONSIDERATION OF APPROVAL OF THE ACTION MINUTES FOR THE REGULAR MEETING OF AUGUST 21, 2018: Motion by Anderson, seconded by Stichel to approve the minutes as submitted. The motion carried by the affirmative vote of all Airport Advisory Commission Members present; Axibal excused.

PUBLIC FORUM: MEMBERS OF THE PUBLIC MAY ADDRESS THE COUNCIL ON ANY ITEM OF PUBLIC INTEREST THAT IS WITHIN THE JURISDICTION OF THE CITY; INCLUDES AGENDA AND NON-AGENDA ITEMS. NO ACTION WILL BE TAKEN ON NON-AGENDA ITEMS. SPEAKERS ARE LIMITED TO A FIVE (5) MINUTE PRESENTATION. DETAILED GUIDELINES ARE POSTED ON THE COUNCIL CHAMBER INFORMATIONAL TABLE. No one came forward to speak and the public forum was closed.

AIRPORT 2017/2018 ANNUAL FUEL SALES PROFILE REVIEW. Director/City Engineer Fachin reported the fuel sales for 100LL are up. JetA fuel sales have dropped a bit from last year, but our JetA fuel price per gallon is the lowest price in the area at this time. We are the 3rd lowest in price for 100LL. Overall the sales are doing well.

AIRPORT 2018/2019 REVENUE/EXPENDITURE UPDATE. Director/City Engineer Fachin stated the budget is doing well and on track.

PUBLIC WORKS DIRECTOR/CITY ENGINEER REPORT. Director/City Engineer Fachin stated we are asking the Council for a budget amendment to purchase a new fuel sales kiosk for the airport. We are hoping this makes fuel purchases much more



City of
Los Banos
At the Crossroads of California

Agenda Staff Report

TO: Airport Advisory Commission

FROM: Mark Fachin, P.E., Public Works Director/City Engineer

DATE: October 16, 2018

SUBJECT: Los Banos Airport 2017-2018 Annual Fuel Sales Profile Review

TYPE OF REPORT: Informational Item

Recommendation:

Informational item only, no action to be taken.

Discussion:

Attached is the 2018 Annual Fuel Sales Profile for the Airport as of October 3, 2018. Page 1 of the attachment shows the complete summary for both 100LL and Jet A sales. Page 2 shows the breakdown for 100LL fuel, and Page 3 shows the breakdown for Jet A fuel.

Also attached is the 2017 Annual Fuel Sales Profile to compare with fuel sales for 2018.

Attachments:

Airport 2017/2018 Annual Fuel Sales Profile

Annual Sales Profile

Start date: 1/1/2018 **Site:** Los Banos Airport
End date: 12/31/2018

Inventory History — Complete Summary

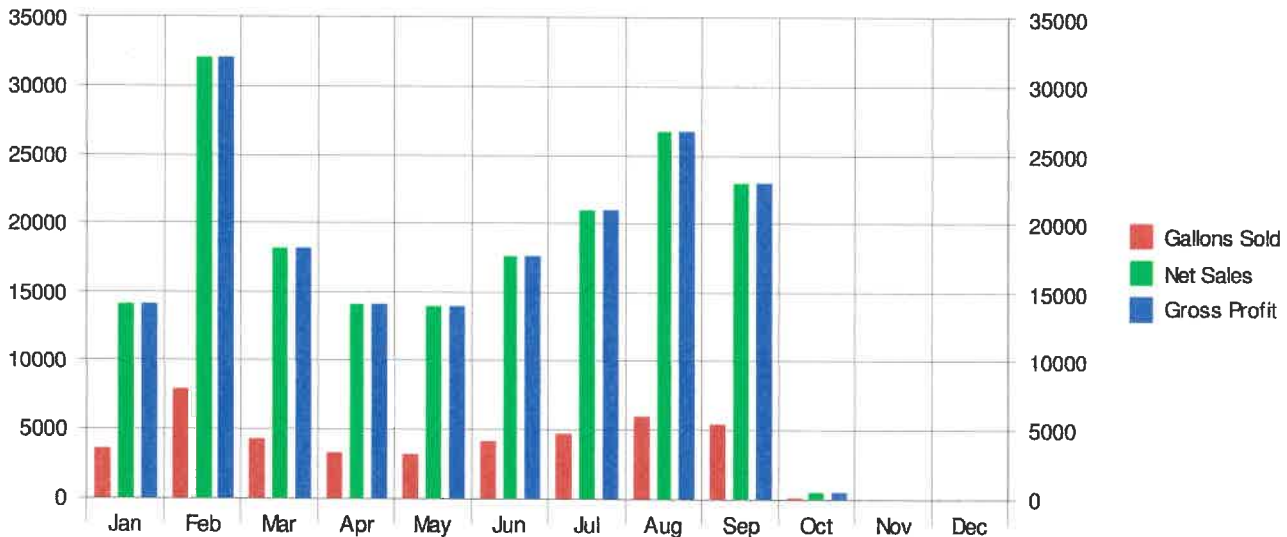
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Y.T.D
Beg Inventory	14,878.720	11,351.490	10,175.120	17,935.130	14,624.640	11,404.860	13,771.840	9,126.379	14,889.030	9,480.938	15,805.050	15,805.050	
Gal Purchased	0.000	6,711.000	12,101.000	0.000	0.000	6,487.000	0.000	11,799.000	0.000	6,455.000	0.000	0.000	43,553.000
Adjustments	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000
Gallons Sold	3,527.230	7,887.370	4,340.990	3,310.490	3,219.780	4,120.020	4,645.460	6,036.350	5,408.090	130.890	0.000	0.000	42,626.670
End Inventory	11,351.490	10,175.120	17,935.130	14,624.640	11,404.860	13,771.840	9,126.379	14,889.030	9,480.938	15,805.050	15,805.050	15,805.050	

Financial History — Complete Summary

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Y.T.D
Net Sales	14,139.590	32,164.970	18,249.230	14,182.250	13,967.440	17,702.520	21,012.630	26,809.630	23,017.280	546.430	0.000	0.000	181,792.000
Cost of Goods	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000
Gross Profit	14,139.590	32,164.970	18,249.230	14,182.250	13,967.440	17,702.520	21,012.630	26,809.630	23,017.280	546.430	0.000	0.000	181,792.000

Monthly Statistics — Complete Summary

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Y.T.D
Avg Sale \$	125.129	176.731	175.473	172.954	143.994	132.108	142.943	153.198	143.858	136.608	0.000	0.000	150.300
Avg Sale Vol	31.214	43.337	41.740	40.372	33.194	30.746	31.602	34.493	33.801	32.723	0.000	0.000	35.322
Avg PPU Vol	4.009	4.078	4.204	4.284	4.338	4.297	4.523	4.441	4.256	4.175	0.000	0.000	4.260
Avg CPU Vol	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000
Avg Margin/Unit	4.009	4.078	4.204	4.284	4.338	4.297	4.523	4.441	4.256	4.175	0.000	0.000	4.260
Avg Margin/Sale	125.129	176.731	175.473	172.954	143.994	132.108	142.943	153.198	143.858	136.608	0.000	0.000	150.300
% of Vol YTD	8.275	18.503	10.184	7.766	7.553	9.665	10.898	14.161	12.687	0.307	0.000	0.000	100.000
% of Profit YTD	7.778	17.693	10.039	7.801	7.683	9.738	11.559	14.747	12.661	0.301	0.000	0.000	100.000
# of Sales	113.000	182.000	104.000	82.000	97.000	134.000	147.000	175.000	160.000	4.000	0.000	0.000	1,198.000



Annual Sales Profile

Start date: 1/1/2018 **Site:** Los Banos Airport
End date: 12/31/2018

Inventory History — 100 II

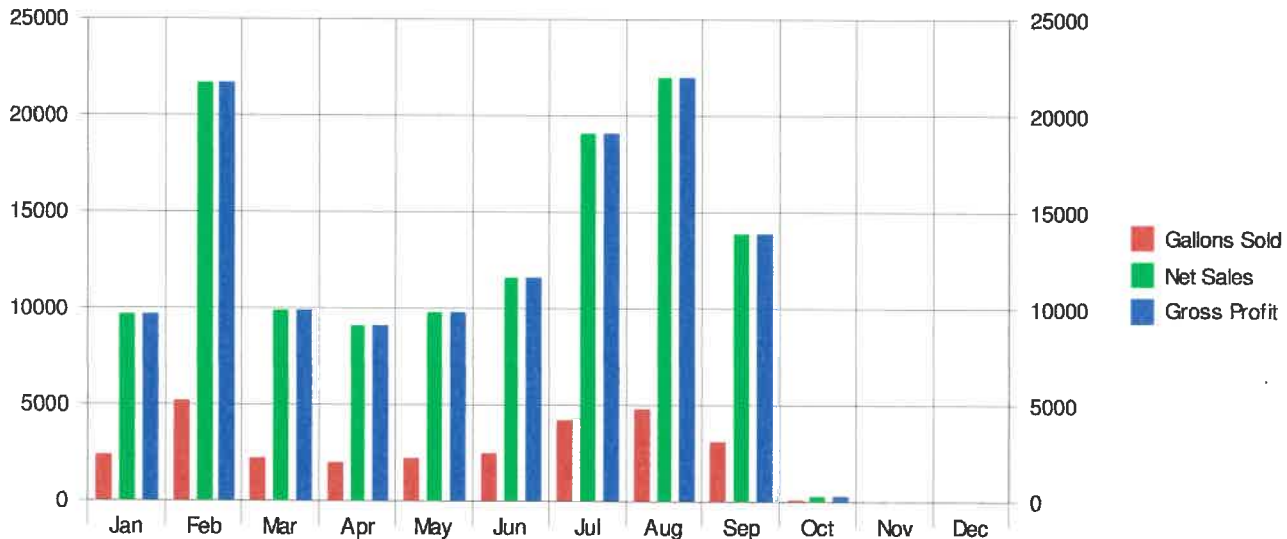
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Y.T.D
Beg Inventory	6,161.156	3,813.366	5,383.366	9,244.406	7,278.696	5,149.616	9,124.937	4,977.396	6,065.036	3,042.796	9,437.956	9,437.956	
Gal Purchased	0.000	6,711.000	6,004.000	0.000	0.000	6,487.000	0.000	5,859.000	0.000	6,455.000	0.000	0.000	31,516.000
Adjustments	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000
Gallons Sold	2,347.790	5,141.000	2,142.960	1,965.710	2,129.080	2,511.680	4,147.540	4,771.360	3,022.240	59.840	0.000	0.000	28,239.200
End Inventory	3,813.366	5,383.366	9,244.406	7,278.696	5,149.616	9,124.937	4,977.396	6,065.036	3,042.796	9,437.956	9,437.956	9,437.956	

Financial History — 100 II

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Y.T.D
Net Sales	9,647.090	21,704.030	9,876.950	9,059.990	9,812.950	11,576.330	19,116.040	21,991.250	13,929.540	275.800	0.000	0.000	126,990.000
Cost of Goods	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000
Gross Profit	9,647.090	21,704.030	9,876.950	9,059.990	9,812.950	11,576.330	19,116.040	21,991.250	13,929.540	275.800	0.000	0.000	126,990.000

Monthly Statistics — 100 II

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Y.T.D
Avg Sale \$	104.860	140.026	128.272	127.606	121.148	108.190	144.819	158.210	116.080	91.933	0.000	0.000	124.114
Avg Sale Vol	25.519	33.168	27.831	27.686	26.285	23.474	31.421	34.326	25.185	19.947	0.000	0.000	27.484
Avg PPU Vol	4.109	4.222	4.609	4.609	4.609	4.609	4.609	4.609	4.609	4.609	0.000	0.000	4.520
Avg CPU Vol	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000
Avg Margin/Unit	4.109	4.222	4.609	4.609	4.609	4.609	4.609	4.609	4.609	4.609	0.000	0.000	4.520
Avg Margin/Sale	104.860	140.026	128.272	127.606	121.148	108.190	144.819	158.210	116.080	91.933	0.000	0.000	124.114
% of Vol YTD	8.314	18.205	7.589	6.961	7.539	8.894	14.687	16.896	10.702	0.212	0.000	0.000	100.000
% of Profit YTD	7.597	17.091	7.778	7.134	7.727	9.116	15.053	17.317	10.969	0.217	0.000	0.000	100.000
# of Sales	92.000	155.000	77.000	71.000	81.000	107.000	132.000	139.000	120.000	3.000	0.000	0.000	977.000



Annual Sales Profile

Start date: 1/1/2018
End date: 12/31/2018

Site: Los Banos Airport

Inventory History — JET-A

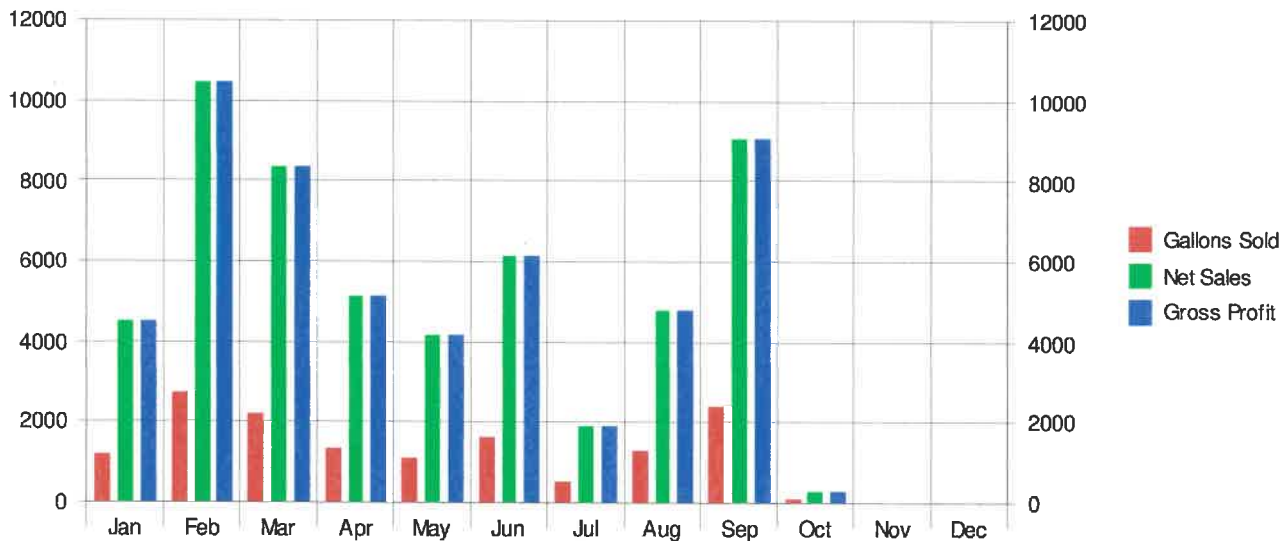
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Y.T.D
Beg Inventory	8,717.563	7,538.123	4,791.752	8,690.723	7,345.942	6,255.243	4,646.902	4,148.982	8,823.992	6,438.143	6,367.092	6,367.092	
Gal Purchased	0.000	0.000	6,097.000	0.000	0.000	0.000	0.000	5,940.000	0.000	0.000	0.000	0.000	12,037.000
Adjustments	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000
Gallons Sold	1,179.440	2,746.370	2,198.030	1,344.780	1,090.700	1,608.340	497.920	1,264.990	2,385.850	71.050	0.000	0.000	14,387.470
End Inventory	7,538.123	4,791.752	8,690.723	7,345.942	6,255.243	4,646.902	4,148.982	8,823.992	6,438.143	6,367.092	6,367.092	6,367.092	

Financial History — JET-A

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Y.T.D
Net Sales	4,492.500	10,460.940	8,372.280	5,122.260	4,154.490	6,126.190	1,896.590	4,818.380	9,087.740	270.630	0.000	0.000	54,802.000
Cost of Goods	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000
Gross Profit	4,492.500	10,460.940	8,372.280	5,122.260	4,154.490	6,126.190	1,896.590	4,818.380	9,087.740	270.630	0.000	0.000	54,802.000

Monthly Statistics — JET-A

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Y.T.D
Avg Sale \$	213.929	387.442	310.084	465.660	259.656	226.896	126.439	133.844	227.194	270.630	0.000	0.000	262.177
Avg Sale Vol	56.164	101.717	81.409	122.253	68.169	59.568	33.195	35.139	59.646	71.050	0.000	0.000	68.831
Avg PPU Vol	3.809	3.809	3.809	3.809	3.809	3.809	3.809	3.809	3.809	3.809	0.000	0.000	3.809
Avg CPU Vol	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000
Avg Margin/Unit	3.809	3.809	3.809	3.809	3.809	3.809	3.809	3.809	3.809	3.809	0.000	0.000	3.809
Avg Margin/Sale	213.929	387.442	310.084	465.660	259.656	226.896	126.439	133.844	227.194	270.630	0.000	0.000	262.177
% of Vol YTD	8.198	19.089	15.277	9.347	7.581	11.179	3.461	8.792	16.583	0.494	0.000	0.000	100.000
% of Profit YTD	8.198	19.089	15.277	9.347	7.581	11.179	3.461	8.792	16.583	0.494	0.000	0.000	100.000
# of Sales	21.000	27.000	27.000	11.000	16.000	27.000	15.000	36.000	40.000	1.000	0.000	0.000	221.000



Annual Sales Profile

Start date: 1/1/2017
End date: 12/31/2017

Site: Los Banos Airport

Inventory History — Complete Summary

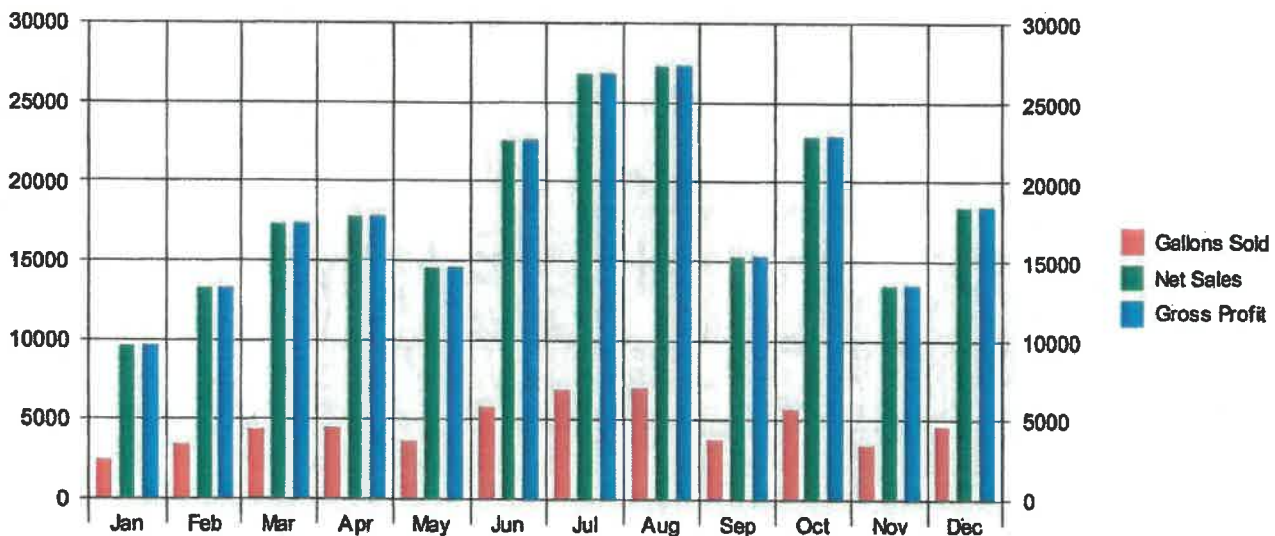
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Y.T.D
Begin Inventory	14,580.280	12,134.500	15,015.230	16,919.840	12,387.980	15,071.710	9,280.852	15,351.760	14,343.450	16,563.070	10,886.750	13,495.090	
Gal Purchased	0.000	6,322.000	6,350.000	0.000	6,409.000	0.000	12,986.000	6,033.000	6,047.000	0.000	5,989.000	6,024.000	56,160.000
Adjustments	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000
Gallons Sold	2,445.780	3,441.270	4,445.390	4,531.860	3,725.270	5,790.860	6,915.090	7,041.310	3,827.380	5,676.320	3,380.660	4,640.350	55,861.540
End Inventory	12,134.500	15,015.230	16,919.840	12,387.980	15,071.710	9,280.852	15,351.760	14,343.450	16,563.070	10,886.750	13,495.090	14,878.740	

Financial History — Complete Summary

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Y.T.D
Net Sales	9,668.510	13,286.770	17,354.010	17,857.580	14,661.230	22,654.590	26,890.830	27,439.090	15,387.260	22,947.080	13,563.520	18,445.330	220,155.800
Cost of Goods	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000
Gross Profit	9,668.510	13,286.770	17,354.010	17,857.580	14,661.230	22,654.590	26,890.830	27,439.090	15,387.260	22,947.080	13,563.520	18,445.330	220,155.800

Monthly Statistics — Complete Summary

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Y.T.D
Avg Sale \$	158.500	139.861	160.685	127.554	154.329	165.362	174.616	160.463	146.545	146.160	142.774	135.627	151.040
Avg Sale Vol	40.095	36.224	41.161	32.370	39.213	42.269	44.903	41.177	36.451	36.155	35.586	34.120	38.310
Avg PPU Vol	3.953	3.861	3.904	3.940	3.936	3.912	3.889	3.897	4.020	4.043	4.012	3.975	3.945
Avg CPU Vol	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000
Avg Margin/Unit	3.953	3.861	3.904	3.940	3.936	3.912	3.889	3.897	4.020	4.043	4.012	3.975	3.945
Avg Margin/Sale	158.500	139.861	160.685	127.554	154.329	165.362	174.616	160.463	146.545	146.160	142.774	135.627	151.040
% of Vol YTD	4.378	6.160	7.958	8.113	6.669	10.366	12.379	12.605	6.852	10.161	6.052	8.307	100.000
% of Profit YTD	4.392	6.035	7.883	8.111	6.659	10.290	12.214	12.463	6.989	10.423	8.161	8.378	100.000
# of Sales	61.000	95.000	108.000	140.000	95.000	137.000	154.000	171.000	105.000	157.000	95.000	136.000	1,454.000



Annual Sales Profile

Start date: 1/1/2017
End date: 12/31/2017

Site: Los Banos Airport

Inventory History — 100 II

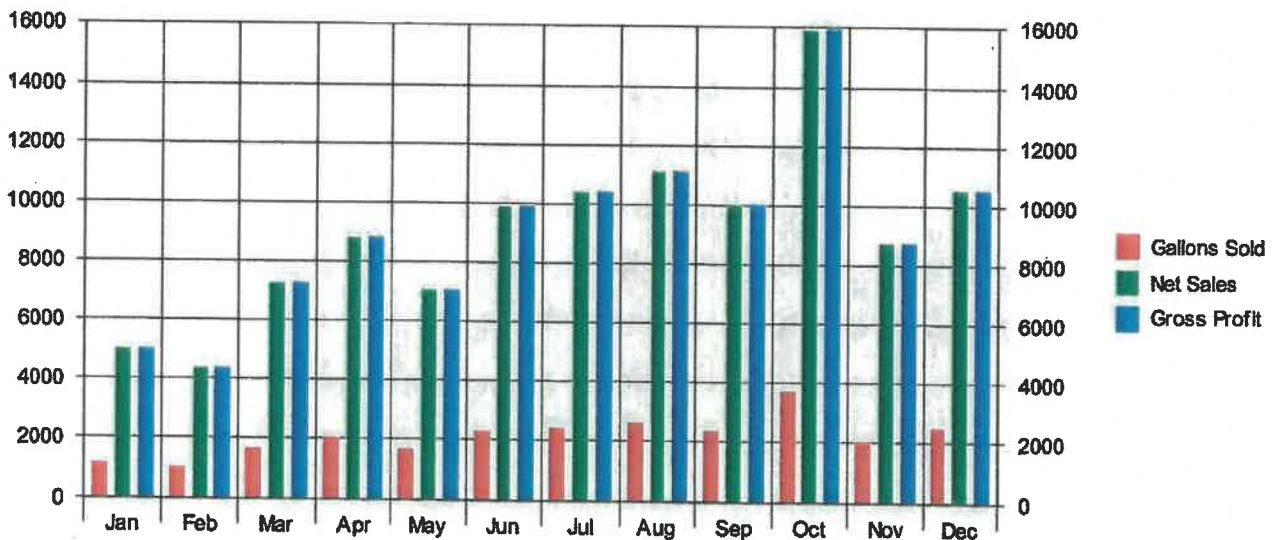
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Y.T.D
Beg Inventory	7,282.750	6,088.620	5,042.550	9,660.560	7,562.760	5,874.460	3,521.980	7,616.660	4,971.120	8,635.260	4,848.140	8,728.400	
Gal Purchased	0.000	0.000	6,350.000	0.000	0.000	0.000	6,580.000	0.000	6,047.000	0.000	5,969.000	0.000	24,966.000
Adjustments	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000
Gallons Sold	1,194.130	1,046.070	1,731.990	2,097.800	1,688.300	2,352.480	2,485.320	2,645.540	2,382.860	3,787.120	2,108.740	2,667.240	26,087.590
End Inventory	6,088.620	5,042.550	9,660.560	7,562.760	5,874.460	3,521.980	7,616.660	4,971.120	8,635.260	4,848.140	8,728.400	6,161.160	

Financial History — 100 II

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Y.T.D
Net Sales	5,026.140	4,402.950	7,289.990	8,829.640	7,106.100	9,901.630	10,460.770	11,135.120	10,029.530	15,940.020	8,797.210	10,548.870	109,468.000
Cost of Goods	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000
Gross Profit	5,026.140	4,402.950	7,289.990	8,829.640	7,106.100	9,901.630	10,460.770	11,135.120	10,029.530	15,940.020	8,797.210	10,548.870	109,468.000

Monthly Statistics — 100 II

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Y.T.D
Avg Sale \$	104.711	112.896	102.676	95.974	102.987	99.016	123.068	112.476	112.691	131.736	111.357	102.416	109.334
Avg Sale Vol	24.878	26.822	24.394	22.802	24.468	23.525	29.239	26.723	26.774	31.299	26.693	24.925	26.045
Avg PPU Vol	4.209	4.209	4.209	4.209	4.209	4.209	4.209	4.209	4.209	4.209	4.172	4.109	4.198
Avg CPU Vol	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000
Avg Margin/Unit	4.209	4.209	4.209	4.209	4.209	4.209	4.209	4.209	4.209	4.209	4.172	4.109	4.198
Avg Margin/Sale	104.711	112.896	102.676	95.974	102.987	99.016	123.068	112.476	112.691	131.736	111.357	102.416	109.334
% of Vol YTD	4.577	4.010	6.639	8.041	6.472	9.018	9.527	10.141	9.134	14.517	8.083	9.841	100.000
% of Profit YTD	4.591	4.022	6.659	8.066	6.491	9.045	9.556	10.172	9.162	14.561	8.036	9.636	100.000
# of Sales	48.000	39.000	71.000	92.000	69.000	100.000	85.000	99.000	89.000	121.000	79.000	103.000	995.000



Annual Sales Profile

Start date: 1/1/2017
End date: 12/31/2017

Site: Los Banos Airport

Inventory History — JET-A

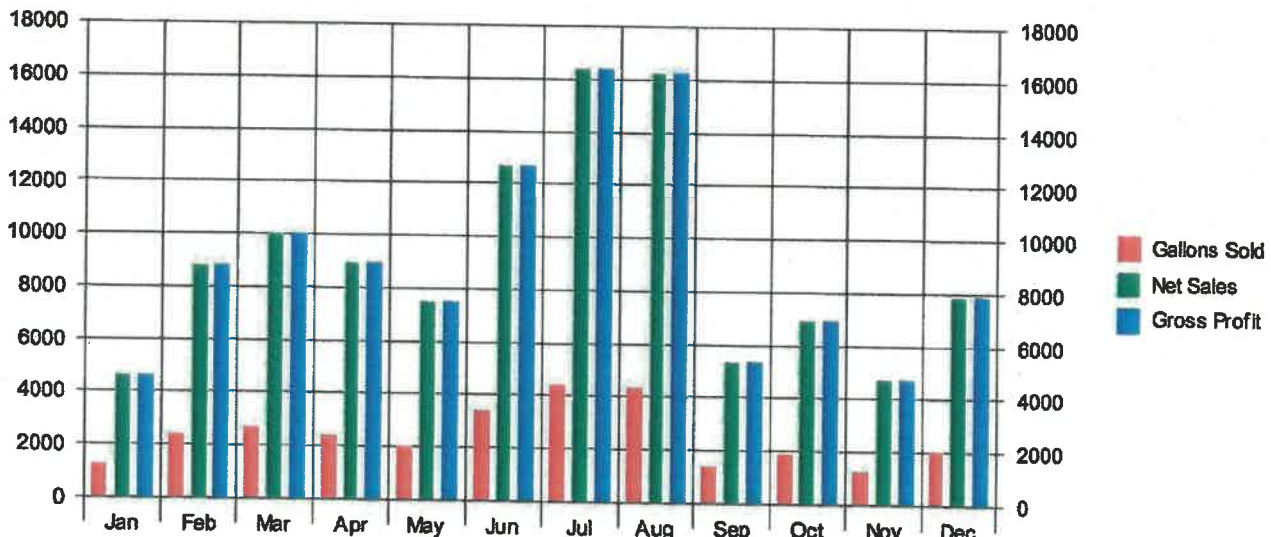
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Y.T.D
Beg Inventory	7,297.531	6,045.881	9,972.682	7,259.281	4,825.221	9,197.251	5,758.871	7,735.102	9,372.331	7,927.812	6,038.611	4,766.691	
Gal Purchased	0.000	6,322.000	0.000	0.000	6,409.000	0.000	6,406.000	6,033.000	0.000	0.000	0.000	6,024.000	31,194.000
Adjustments	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000
Gallons Sold	1,251.650	2,395.200	2,713.400	2,434.060	2,036.970	3,438.380	4,429.770	4,395.770	1,444.520	1,889.200	1,271.920	2,073.110	29,773.950
End Inventory	6,045.881	9,972.682	7,259.281	4,825.221	9,197.251	5,758.871	7,735.102	9,372.331	7,927.812	6,038.611	4,766.691	8,717.581	

Financial History — JET-A

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Y.T.D
Net Sales	4,642.370	8,883.820	10,064.020	9,027.940	7,555.130	12,752.960	16,430.060	16,303.970	5,357.730	7,007.060	4,766.310	7,896.460	110,687.800
Cost of Goods	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000
Gross Profit	4,642.370	8,883.820	10,064.020	9,027.940	7,555.130	12,752.960	16,430.060	16,303.970	5,357.730	7,007.060	4,766.310	7,896.460	110,687.800

Monthly Statistics — JET-A

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Y.T.D
Avg Sale \$	357.105	158.640	272.001	188.082	290.582	344.675	238.117	226.444	334.858	194.641	297.894	239.287	261.860
Avg Sale Vol	96.281	42.771	73.335	50.710	78.345	92.929	64.200	61.052	90.283	52.478	79.495	62.822	70.392
Avg PPU Vol	3.709	3.709	3.709	3.709	3.709	3.709	3.709	3.709	3.709	3.709	3.747	3.809	3.721
Avg CPU Vol	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000
Avg Margin/Unit	3.709	3.709	3.709	3.709	3.709	3.709	3.709	3.709	3.709	3.709	3.747	3.809	3.721
Avg Margin/Sale	357.105	158.640	272.001	188.082	290.582	344.675	238.117	226.444	334.858	194.641	297.894	239.287	261.860
% of Vol YTD	4.204	8.045	9.113	8.175	6.841	11.548	14.878	14.784	4.852	6.345	4.272	6.963	100.000
% of Profit YTD	4.194	8.026	9.092	8.156	6.826	11.522	14.844	14.730	4.840	6.330	4.306	7.134	100.000
# of Sales	13.000	56.000	37.000	48.000	26.000	37.000	69.000	72.000	16.000	36.000	16.000	33.000	459.000





City of
Los Banos
At the Crossroads of California

Agenda Staff Report

TO: Airport Advisory Commission

FROM: Mark Fachin, P.E., Public Works Director/City Engineer

DATE: October 16, 2018

SUBJECT: Airport 2018/2019 Revenue/Expenditure Update

TYPE OF REPORT: Informational Item

Recommendation:

Informational item only, no action to be taken.

Discussion:

Attached is the 2018/2019 Revenue/Expenditure update for the Airport as of October 5, 2018. Please note, staff time is not reflected in this report.

Attachments:

Airport 2018/2019 Revenue/Expenditure Update

General Ledger
Revenue Analysis



City of
Los Banos
At the Crossroads of California

User: rsouto
Printed: 10/05/18 16:21:54
Period: 01 - 13
Fiscal Year 2019

Account Number	Description	Budget	Month to Date	End Bal	AvailUncollect
505-000-311-015	Property Tax Unsecured	-4,000.00	0.00	0.00	-4,000.00
505-000-331-010	Federal Grant	-150,000.00	0.00	0.00	-150,000.00
505-000-334-010	State Grant	-10,000.00	0.00	0.00	-10,000.00
505-000-346-010	Airport Tie Down Fees	-650.00	-239.00	-239.00	-411.00
505-000-346-020	Aviation Fuel	-200,000.00	-67,900.16	-67,900.16	-132,099.84
505-000-361-010	Interest Earnings	-2,000.00	0.00	0.00	-2,000.00
505-000-363-014	Rental - Land & Buildings	-90,000.00	-30,857.96	-30,857.96	-59,142.04
505	AIRPORT FUND	-456,650.00	-98,997.12	-98,997.12	-357,652.88
Revenue Total		-456,650.00	-98,997.12	-98,997.12	-357,652.88

General Ledger Expenses vs. Budget



User: rsouto
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 Period 01 - 13
 Fiscal Year 2019

Account Number	Description	Budget	Month to Date	Year To Date	Available	% Expended
505	AIRPORT FUND					
	Personnel Services					
505-435-100-102	Part Time	11,500.00	2,123.00	2,123.00	9,377.00	18.46
505-435-100-120	Benefits	1,401.00	162.41	162.41	1,238.59	11.59
	Personnel Services	12,901.00	2,285.41	2,285.41	10,615.59	17.71
	Supplies & Services					
505-435-100-201	Ground Maintenance	6,000.00	845.28	845.28	5,154.72	14.09
505-435-100-205	Facility Maintenance	10,000.00	2,448.06	2,448.06	7,551.94	24.48
505-435-100-231	Professional Services	10,000.00	0.00	0.00	10,000.00	0.00
505-435-100-238	Technical Services	11,000.00	4,614.85	4,614.85	6,385.15	41.95
505-435-100-250	Insurance	12,211.00	11,461.14	11,461.14	749.86	93.86
505-435-100-252	Communications	900.00	150.69	150.69	749.31	16.74
505-435-100-260	Office Supplies	250.00	71.07	71.07	60.05	28.43
505-435-100-264	Electricity & Gas	19,300.00	4,811.11	4,811.11	14,488.89	24.93
505-435-100-265	Gasoline & Oil	200,000.00	40,754.02	40,754.02	159,245.98	20.38
	Supplies & Services	269,661.00	65,156.22	65,156.22	204,385.90	24.16
	Capital Outlay					
505-435-100-725	Airport Improvements	157,900.00	0.00	0.00	157,900.00	0.00
505-435-100-770	Computer Equipment	16,440.94	0.00	0.00	16,440.94	0.00
	Capital Outlay	174,340.94	0.00	0.00	174,340.94	0.00
Expense Total		456,902.94	67,441.63	67,441.63	389,342.43	0.1476
435	Airport	456,902.94	67,441.63	67,441.63	389,342.43	14.76
505	AIRPORT FUND	456,902.94	67,441.63	67,441.63	389,342.43	14.76
Expense Total		456,902.94	67,441.63	67,441.63	389,342.43	0.1476