

Pocono Mountains Municipal Airport
A1 - Profit & Loss Current Month vs Previous Month
September 2018

	Sep 18	Sep 17
Ordinary Income/Expense		
Income		
4100 · Rent Income		
4103 · T-Hanger rental	1,981.14	1,981.14
4107 · Tie Downs rental	1,020.00	1,020.00
4108 · Main hangar rental	1,512.00	1,512.00
4112 · Dome hangars	254.00	254.00
4115 · North Hangar Rental	4,077.86	3,885.00
4116 · Fire Company Rental	93.75	93.75
4117 · Fire Company Rental - Addendum	43.48	43.48
4120 · Other Rental	220.00	220.00
Total 4100 · Rent Income	9,202.23	9,009.37
4200 · Sales		
4205 · Misc. Fees	920.00	1,690.00
4210 · 100LL Fuel		
4219 · Fuel Discount - 100LL	-1,989.74	-3,258.46
4210 · 100LL Fuel - Other	22,827.22	40,138.27
Total 4210 · 100LL Fuel	20,837.48	36,879.81
4211 · Jet A Fuel		
4220 · Fuel Discount - Jet A	-2,035.96	-1,967.34
4211 · Jet A Fuel - Other	21,303.31	23,053.04
Total 4211 · Jet A Fuel	19,267.35	21,085.70
4214 · Sales - Vending	133.90	137.00
Total 4200 · Sales	41,158.73	59,792.51
4820 · Misc. Income	104.00	100.00
4850 · Commission Income	0.00	230.00
4910 · Interest Income	135.15	3.83
8400 · MW Hangar Rentals	4,440.59	4,950.00
Total Income	55,040.70	74,085.71
Cost of Goods Sold		
5200 · Cost of Goods Sold		
5210 · Cost of Sales - 100LL Fuel	16,236.12	28,250.28
5211 · Cost of Sales - Jet A Fuel	11,476.70	11,191.87
5214 · Cost of Vending	183.08	0.00
Total 5200 · Cost of Goods Sold	27,895.90	39,442.15
Total COGS	27,895.90	39,442.15
Gross Profit	27,144.80	34,643.56
Expense		
6000 · Staff Cost		
6001 · secretarial Services	125.00	250.00
6002 · Wages	9,792.21	7,568.89
6003 · Payroll taxes	1,108.42	579.03
6006 · Misc. Office Services	3,000.00	150.00
6007 · Benefits	2,134.41	683.94
Total 6000 · Staff Cost	16,160.04	9,231.86
6103 · Professional Fees		
6004 · Payroll fees	8.00	4.00
6105 · Legal-General	1,242.50	1,766.30
6109 · Accounting	1,207.50	1,113.75
6103 · Professional Fees - Other	772.50	375.00
Total 6103 · Professional Fees	3,230.50	3,259.05
6180 · Insurance	2,519.80	3,138.38

Pocono Mountains Municipal Airport
A1 - Profit & Loss Current Month vs Previous Month
September 2018

	Sep 18	Sep 17
6201 · Advertising	0.00	121.46
6300 · Repairs & Maintenance		
6310 · Building Repairs	22.23	2,766.46
6320 · Miscellaneous Repairs	19.11	0.00
6330 · Equipment Repairs	958.33	99.39
6340 · Runway Repairs	0.00	3,693.07
6900 · Maintenance	34.86	0.00
6901 · Office Cleaning	95.99	0.00
Total 6300 · Repairs & Maintenance	1,130.52	6,558.92
6390 · Utilities		
6391 · Electric	948.99	1,138.68
6392 · Telephone	192.18	184.42
6394 · Internet	159.95	159.95
6396 · Propane/Natural Gas	15.62	15.99
6397 · Cooler/water	102.65	0.00
6398 · Satellite	153.97	86.98
6399 · Security Sys.	75.00	75.00
Total 6390 · Utilities	1,648.36	1,661.02
6400 · Gasoline/Diesel	726.54	569.63
6940 · Interest Expense	690.99	865.45
6990 · Miscellaneous Expense	393.08	1,169.54
7100 · Office Expenses		
7102 · Postage	3.95	23.82
7103 · Dues and Subscriptions	338.04	15.89
7105 · Bank Charges	14.57	17.66
7106 · Credit Card Fees	739.47	778.44
7107 · Office Supplies	61.15	490.23
Total 7100 · Office Expenses	1,157.18	1,326.04
8801 · Minor Equipment Purchases	45.30	0.00
8900 · MW Hangar Rental Payout	3,774.50	4,207.50
Total Expense	31,476.81	32,108.85
Net Ordinary Income	-4,332.01	2,534.71
Other Income/Expense		
Other Income		
8100 · Contributed Capital		
8110 · FAA - Capital Grants	155,686.00	0.00
8120 · PA DOT - BoA	8,649.23	0.00
8130 · Monroe County - Capital	0.00	4,200.00
Total 8100 · Contributed Capital	164,335.23	4,200.00
Total Other Income	164,335.23	4,200.00
Net Other Income	164,335.23	4,200.00
Net Income	160,003.22	6,734.71

Pocono Mountains Municipal Airport
A2 - Profit & Loss YTD vs Previous YTD
 January through September 2018

	Jan - Sep 18	Jan - Sep 17
Ordinary Income/Expense		
Income		
4100 · Rent Income		
4103 · T-Hanger rental	17,972	17,830
4107 · Tie Downs rental	10,088	9,350
4108 · Main hangar rental	13,608	13,608
4112 · Dome hangars	2,286	2,286
4115 · North Hangar Rental	36,931	35,905
4116 · Fire Company Rental	844	844
4117 · Fire Company Rental - Addendum	391	391
4120 · Other Rental	9,480	1,980
Total 4100 · Rent Income	91,599	82,194
4200 · Sales		
4205 · Misc. Fees	17,790	20,125
4210 · 100LL Fuel		
4219 · Fuel Discount - 100LL	-23,161	-26,185
4210 · 100LL Fuel - Other	246,225	309,074
Total 4210 · 100LL Fuel	223,065	282,889
4211 · Jet A Fuel		
4220 · Fuel Discount - Jet A	-26,599	-16,982
4211 · Jet A Fuel - Other	279,364	236,083
Total 4211 · Jet A Fuel	252,765	219,100
4214 · Sales - Vending	1,328	996
Total 4200 · Sales	494,947	523,111
4810 · Sale of Assets	1,000	0
4820 · Misc. Income	10,716	6,256
4850 · Commission Income	640	360
4910 · Interest Income	880	66
8400 · MW Hangar Rentals	49,652	47,735
Total Income	649,434	659,722
Cost of Goods Sold		
5200 · Cost of Goods Sold		
5210 · Cost of Sales - 100LL Fuel	175,796	221,538
5211 · Cost of Sales - Jet A Fuel	146,582	118,916
5212 · Cost of Catering	2,399	3,007
5214 · Cost of Vending	889	487
Total 5200 · Cost of Goods Sold	325,666	343,948
Total COGS	325,666	343,948
Gross Profit	323,768	315,773
Expense		
6000 · Staff Cost		
6001 · secretarial Services	1,375	500
6002 · Wages	91,493	79,305
6003 · Payroll taxes	9,286	9,054
6006 · Misc. Office Services	6,000	150
6007 · Benefits	6,403	6,155
Total 6000 · Staff Cost	114,557	95,164
6103 · Professional Fees		
6004 · Payroll fees	42	4
6105 · Legal-General	15,505	11,082
6109 · Accounting	13,917	13,928
6110 · Audit	10,800	10,299
6103 · Professional Fees - Other	9,913	7,625

Pocono Mountains Municipal Airport
A2 - Profit & Loss YTD vs Previous YTD
 January through September 2018

	Jan - Sep 18	Jan - Sep 17
Total 6103 · Professional Fees	50,176	42,938
6180 · Insurance	20,958	30,510
6201 · Advertising	1,136	732
6300 · Repairs & Maintenance		
6310 · Building Repairs	10,166	15,976
6320 · Miscellaneous Repairs	52	0
6330 · Equipment Repairs	10,053	14,797
6340 · Runway Repairs	13,442	18,300
6900 · Maintenance	35	0
6901 · Office Cleaning	96	0
6906 · Fuel Tank Repairs/Inspection	14,258	2,073
6300 · Repairs & Maintenance - Other	90	0
Total 6300 · Repairs & Maintenance	48,192	51,147
6390 · Utilities		
6391 · Electric	10,739	11,783
6392 · Telephone	1,746	1,629
6394 · Internet	1,784	1,730
6396 · Propane/Natural Gas	2,863	2,404
6397 · Cooler/water	624	550
6398 · Satellite	1,277	830
6399 · Security Sys.	2,033	2,143
Total 6390 · Utilities	21,067	21,068
6400 · Gasoline/Diesel	7,657	5,297
6560 · Payroll Expenses	0	32
66900 · Reconciliation Discrepancies	0	0
6821 · Conferences	0	488
6903 · Snow Removal	0	4,277
6940 · Interest Expense	9,352	9,126
6990 · Miscellaneous Expense	4,887	4,209
7100 · Office Expenses		
7102 · Postage	169	196
7103 · Dues and Subscriptions	660	181
7105 · Bank Charges	159	233
7106 · Credit Card Fees	9,291	7,126
7107 · Office Supplies	3,147	3,343
Total 7100 · Office Expenses	13,428	11,078
8801 · Minor Equipment Purchases	1,245	0
8900 · MW Hangar Rental Payout	42,204	40,575
Total Expense	334,858	316,641
Net Ordinary Income	-11,090	-867
Other Income/Expense		
Other Income		
8100 · Contributed Capital		
8110 · FAA - Capital Grants	590,745	95,135
8120 · PA DOT - BoA	32,819	5,285
8130 · Monroe County - Capital	22,844	23,401
Total 8100 · Contributed Capital	646,408	123,821
Total Other Income	646,408	123,821
Net Other Income	646,408	123,821
Net Income	635,318	122,953

Pocono Mountains Municipal Airport A3 - Profit & Loss Budget Performance

September 2018

	Sep 18	Budget	\$ Over Budget	Jan - Sep 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100 · Rent Income	9,202	9,104	98	91,599	81,934	9,665	109,245
4200 · Sales	41,159	60,957	-19,798	494,947	527,846	-32,899	659,817
4810 · Sale of Assets	0			1,000			
4820 · Misc. Income	104	25	79	10,716	4,200	6,516	4,275
4850 · Commission Income	0	0	0	640	0	640	0
4910 · Interest Income	135	25	110	880	225	655	300
8400 · MW Hangar Rentals	4,441	5,300	-859	49,652	47,700	1,952	63,600
Total Income	55,041	75,411	-20,370	649,434	661,905	-12,471	837,237
Cost of Goods Sold							
5200 · Cost of Goods Sold	27,896	42,025	-14,129	325,666	355,475	-29,809	443,900
Total COGS	27,896	42,025	-14,129	325,666	355,475	-29,809	443,900
Gross Profit	27,145	33,386	-6,241	323,768	306,430	17,338	393,337
Expense							
6000 · Staff Cost	16,160	11,595	4,565	114,557	122,651	-8,094	157,436
6103 · Professional Fees	3,231	3,875	-645	50,176	45,675	4,501	57,300
6180 · Insurance	2,520	3,000	-480	20,958	27,000	-6,042	36,000
6201 · Advertising	0	0	0	1,136	0	1,136	0
6300 · Repairs & Maintenance	1,131	7,500	-6,369	48,192	53,559	-5,367	58,059
6390 · Utilities	1,648	1,572	76	21,067	20,778	289	27,229
6400 · Gasoline/Diesel	727	400	327	7,657	4,100	3,557	5,250
6560 · Payroll Expenses	0	6	-6	0	54	-54	460
66910 · Bank Service Charges	0	0	0	0	0	0	0
6821 · Conferences	0	445	-445	0	445	-445	445
6903 · Snow Removal	0	0	0	0	1,000	-1,000	1,500
6940 · Interest Expense	691	1,000	-309	9,352	20,478	-11,126	23,478
6990 · Miscellaneous Expense	393	500	-107	4,887	4,500	387	6,000
7100 · Office Expenses	1,157	1,369	-212	13,428	11,646	1,782	16,120
8801 · Minor Equipment Purchases	45			1,245			
8900 · MW Hangar Rental Payout	3,775	4,505	-731	42,204	40,545	1,659	54,060
8905 · MW Hangar Commission	0	0	0	0	0	0	0
Total Expense	31,477	35,767	-4,290	334,858	352,431	-17,573	443,337
Net Ordinary Income	-4,332	-2,381	-1,951	-11,090	-46,001	34,911	-50,000
Other Income/Expense							
Other Income							
8100 · Contributed Capital	164,335	2,500	161,835	646,408	42,500	603,908	50,000
Total Other Income	164,335	2,500	161,835	646,408	42,500	603,908	50,000
Net Other Income	164,335	2,500	161,835	646,408	42,500	603,908	50,000
Net Income	160,003	119	159,884	635,318	-3,501	638,819	0

Pocono Mountains Municipal Airport
B - Profit & Loss - North Hangar
 September 2018

	<u>Sep 18</u>	<u>Jan - Sep 18</u>
Ordinary Income/Expense		
Income		
4100 · Rent Income		
4115 · North Hangar Rental	4,077.86	36,130.72
Total 4100 · Rent Income	<u>4,077.86</u>	<u>36,130.72</u>
Total Income	<u>4,077.86</u>	<u>36,130.72</u>
Gross Profit	4,077.86	36,130.72
Expense		
6180 · Insurance	366.00	3,294.00
6300 · Repairs & Maintenance		
6310 · Building Repairs	0.00	830.00
6330 · Equipment Repairs	0.00	894.86
Total 6300 · Repairs & Maintenance	<u>0.00</u>	<u>1,724.86</u>
6390 · Utilities		
6391 · Electric	227.04	2,790.06
6396 · Propane/Natural Gas	15.62	2,863.13
6399 · Security Sys.	0.00	120.00
Total 6390 · Utilities	<u>242.66</u>	<u>5,773.19</u>
6940 · Interest Expense	488.61	4,502.71
7100 · Office Expenses		
7107 · Office Supplies	0.00	128.61
Total 7100 · Office Expenses	<u>0.00</u>	<u>128.61</u>
Total Expense	<u>1,097.27</u>	<u>15,423.37</u>
Net Ordinary Income	<u>2,980.59</u>	<u>20,707.35</u>
Principal on Loan	1,490.39	13,308.29
Net Income	<u><u>-393.12</u></u>	<u><u>2,115.08</u></u>

Pocono Mountains Municipal Airport
B1 - Profit & Loss - Marketing
September 2018

	<u>Sep 18</u>	<u>Jan - Sep 18</u>
Ordinary Income/Expense		
Income		
4100 · Rent Income		
4120 · Other Rental	0.00	7,500.00
Total 4100 · Rent Income	0.00	7,500.00
4820 · Misc. Income	24.00	4,643.00
4850 · Commission Income	0.00	30.00
Total Income	24.00	12,173.00
Gross Profit	24.00	12,173.00
Expense		
6201 · Advertising	0.00	425.00
Total Expense	0.00	425.00
Net Ordinary Income	24.00	11,748.00
Net Income	<u>24.00</u>	<u>11,748.00</u>

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Accrual Basis

Pocono Mountains Municipal Airport
B2 - Profit & Loss - M&W Hangar
September 2018

	<u>Sep 18</u>
Ordinary Income/Expense	
Income	
8400 · MW Hangar Rentals	4,440.59
Total Income	4,440.59
Gross Profit	4,440.59
Expense	
8900 · MW Hangar Rental Payout	3,774.50
Total Expense	3,774.50
Net Ordinary Income	666.09
Net Income	<u>666.09</u>

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Accrual Basis

Pocono Mountains Municipal Airport
C - Sales by Product/Service Summary
September 2018

	Sep 18			
	Qty	Amount	% of Sales	Avg Price
Inventory				
100LL (100LL Fuel)	4,315.16	22,827.22	10.4%	5.29
Jet A (Jet A Fuel)	4,356.5	21,303.31	9.7%	4.89
Total Inventory	8,671.66	44,130.53	20.2%	5.09
Parts				
Fuel Discount - Jet A (Fuel Discount - Jet A)	2,314	-2,035.96	-0.9%	-0.88
Airport Merchandise (Hats, Shirts, Batteries, Etc.)	2	24.00	0.0%	12.00
Fuel Discount - 100LL (Fuel Discount - 100LL)	2,982.119	-1,989.74	-0.9%	-0.67
Total Parts	5,298.12	-4,001.70	-1.8%	-0.76
Service				
Over Night Parking (Overnight Parking Fees)				
Single (Overnight Fee - Single)	5	50.00	0.0%	10.00
Jet (Overnight Fee - Jet)	3	500.00	0.2%	166.67
Total Over Night Parking (Overnight Parking Fees)	8.00	550.00	0.3%	68.75
NFP				
Landing Fees/Facility Fee (Landing Fees - No Fuel Purchase)				
Jet (Landing Fees - Jet - No Fuel Purchase)	2	220.00	0.1%	110.00
Total Landing Fees/Facility Fee (Landing Fees - No Fuel Purchase)	2.00	220.00	0.1%	110.00
Total NFP	2.00	220.00	0.1%	110.00
GPU (Jump Start)	5	150.00	0.1%	30.00
hangar lease	2	254.00	0.1%	127.00
Land Lease (Monthly Charge for Land Lease)	2	220.00	0.1%	110.00
Main Hangar Rental (Main Hangar Rental)	3	1,512.00	0.7%	504.00
Misc Income	2	80.00	0.0%	40.00
MW Rental (MW Hangar Rental)	8	4,440.59	2.0%	555.07
North Hangar (North Hangar Rental)	11	4,077.86	1.9%	370.71
PA Capital (PA Capital Contribution)	2	8,649.23	3.9%	4,324.62
T-Hanger Rental (T-Hanger Rental)	7	1,981.14	0.9%	283.02
Tie Down (Tie Down)	12	1,020.00	0.5%	85.00
Total Service	64.00	23,154.82	10.6%	361.79
Other Charges				
Federal Portion (Federal Portion of BAA Grant)	2	155,686.00	71.1%	77,843.00
Total Other Charges	2.00	155,686.00	71.1%	77,843.00
TOTAL	14,035.78	218,969.65	100.0%	15.60

Report D2 Fuel Inventory Comparison 2017, 2016, 2015, & 2014 Year to Date											
Gallons By Month											
100LL		2014	YTD	2015	YTD	2016	YTD	2017	YTD	2018	YTD
January		3530.60		3258.4		4703.4		3814.5		3375.6	
February		3024.80	6555.40	3587.9	6846.3	4566.6	9270	4744.63	8559.13	3982.6	7358.2
March		4614.10	11169.50	3948.9	10795.2	5865.1	15135.1	3472.89	12032.02	3702.4	11060.6
April		5461.60	16631.10	6668.7	17463.9	5675.6	20810.7	6846.8	18878.82	4790.7	15851.3
May		7069.90	23701.00	7354.4	24818.3	6537	27347.7	7559	26437.82	5283.3	21134.6
June		8885.00	32586.00	6680.4	31498.7	8779	36126.7	9677.65	36115.47	6492.8	27627.4
July		9646.40	42232.40	10733.81	42232.51	9922.3	46049	9691.5	45806.97	8078.31	35705.71
August		11222.50	53454.90	11704.2	53936.71	9943.9	55992.9	10212.1	56019.07	7596.8	43302.51
September		8107.20	61562.10	9033.9	62970.61	7439.9	63432.8	8191.48	64210.55	4315.2	47617.71
October		5503.70	67065.80	8642.8	71613.41	7804.3	71237.1	8220.07	72430.62		
November		4762.30	71828.10	6831.97	78445.38	6677.8	77914.9	6734.63	79165.25		
December		3261.10	75089.20	4328	82773.38	5073.3	82988.3	5348.44	84513.69		
Total		75089.20		82773.38		82988.2		84513.69			
Jet A		2014	YTD	2015	YTD	2016	YTD	2017	YTD	2018	YTD
January		3377		3207.5		2089		1589		4867.6	
February		2073	5450	1015	4222.5	2584	4673	4949	6538	1867	6734.6
March		3488	8938	3213.5	7436	5308	9981	3531	10069	4216	10950.6
April		4152	13090	7867	15303	10453	20434	7885	17954	4807	15757.6
May		6055	19145	11073	26376	7313	27747	4816	22770	6370	22127.6
June		13535	32680	17953	44329	10865	38612	8074	30844	9847	31974.6
July		10956	43636	9722	54051	12109	50721	11371	42215	12136.2	44110.8
August		12422	56058	15082.2	69133.2	11850	62571	9876.1	52091.1	9,620.3	53731.1
Sept		8390	64448	5126	74259.2	7429	70000	5286	57377.1	4356.5	58087.6
October		9761	74209	4955	79214.2	6732	76732	3742.1	61119.2		
November		4629	78838	4113	83327.2	4575	81307	6640	67759.2		
December		3811	82649	3410	86737.2	5515	86822	4180	71939.2		
Total		82649		86737.2		86822		71939.2			

Report D										
2018 PMMAA Fuel Inventory Tracking										
	Date	Description	Gallons	Price/Gallon	Load Cost	Monthly Cost	Total Sales	Gross Profit	Sale Price/Gallon	Gross Profit/Gallon
100LL	1-Jan	11/28 load	4,315.0	3.3895	14,625.69					
		Inventory 01/01/18	4,315.0							
	24-Jan	Purchase	8,188.0	3.6220	29,657.17					
	31-Jan	Jan Sales - 11/28 load	3,375.6	3.3895		11,441.43	14,443.03	3,001.60	4.28	0.89
		Inventory 01/31/18	9,127.7							
	28-Feb	February Sales - 11/28 load	939.5	3.3895		3,184.27				
		- 1/24 load	3,043.2	3.622		11,022.29				
		Total February Sales	3,982.6			14,206.56	17,895.94	3,689.38	4.49	0.93
		Inventory 02/28/18	5,145.1							
	28-Mar	Purchase	8,151.0	3.7135	30,268.64					
	31-Mar	March Sales - 1/24 load	3,702.4	3.622		13,410.24	17,060.41	3,650.17	4.61	0.99
		Inventory 3/31/18	9,593.7							
	30-Apr	April Sales - 1/24 load	1,442.4	3.622		5,224.41				
		- 3/28 load	3,348.3	3.7135		12,433.87				
		Total April Sales	4,790.7			17,658.28	22,740.05	5,081.77	4.75	1.06
		Inventory 4/30/18	4,803.0							
	11-May	Purchase	8,022.0	3.7855	30,367.50					
	31-May	May Sales 3/28 load	4,802.7	3.7135		17,834.86				
		5/11 load	480.6	3.7855		1,819.27				
		Total May Sales	5,283.3			19,654.14	24,903.22	5,249.08	4.71	0.99
		Inventory 5/31/18	7,541.7							
	27-Jun	Purchase	7,961.0	3.6962	29,425.51					
	30-Jun	June Sales - 5/11 Load	6,492.8	3.7855		24,578.49	31,059.42	6,480.93	4.78	1.00
		Inventory 6/30/18	9,009.9							
	27-Jul	Purchase	7887.0	3.7662	29,704.09					
	31-Jul	July Sales - 5/11 Load	1048.6	3.7855		3,969.48				
		- 6/27 Load	7029.71	3.6962		25,983.21				
		Total July Sales	8078.31			29,952.69	38,635.69	8,683.00	4.78	1.07
		Inventory 7/31/18	8,818.6							
	31-Aug	August Sales - 6/27 Load	931.3	3.6962		3,442.23				
		- 7/27 Load	6,665.5	3.7662		25,103.53				
		Total August Sales	7,596.8			28,545.76	35,489.34	6,943.58	4.67	0.91
		Inventory 8/31/18	1221.8							
	4-Sep	Purchase	7906.0	3.7662	29,775.65					

	30-Sep	September Sales - 7/27 Load	1221.8	3.7662		4,601.54					
		- 9/4 Load	3093.4	3.7662		11,650.21					
		Total September Sales	4315.2			16,251.76	20,837.48	4,585.72	4.83	1.06	
		Inventory 09/30/18	4812.7								
		Physical	4635.0								
		Difference	-177.6								
		Year to Date Sales Totals 100LL	47,617.6			175,699.35	223,064.58	47,365.23		21.23%	
			January 127.3	February -160.1	March 165.3	April -217	May 373.7	May -282.9	July 8.6	August -35.8	
			September -177.6								

	Date	Description	Gallons	Price/Gallon	Load Cost	Monthly Cost	Total Sales	Gross Profit	Sale Price/Gallon	Gross Profit/Gallon
Jet A	1-Jan	11/29/17 load	6,804.0	2.3391	15,915.24					
		Inventory 01/01/18	6,804.0							
	18-Jan	Purchase	8,165.0	2.4779	20,231.70					
	31-Jan	January Sales 11/29 load	4,867.6	2.3391		11,385.80	19,961.50	8,575.70	4.10	1.76
		Inventory 01/31/18	10,101.4							
	28-Feb	February Sales - 11/29 load	1,867.0	2.3391		4,367.10	8,154.03	3,786.93	4.37	2.03
		Inventory 02/28/18	8,234.4							
	26-Mar	Purchase	8,051.0	2.3009	18,524.34					
	31-Mar	March Sales - 11/29 load	69.4	2.3391		162.33				
		1/18 load	4,146.6	2.4779		10,274.86				
		Total March Sales	4,216.0			10,437.19	16,787.34	6,350.15	3.98	1.51
		Inventory 3/31/18	12,069.4							
	30-Apr	April Sales - 1/18 load	4,018.4	2.4779		9,957.19				
		- 3/26 load	788.6	2.3009		1,814.49				
		Total April Sales	4,807.0			11,771.68	17,841.33	6,069.65	3.71	1.26
		Inventory 4/30/18	7,262.4							
	14-May	Purchase	8,006.0	2.6241	21,008.75					
	31-May	May Sales - 3/26 load	6,370.0	2.3009		14,656.73	27,140.55	12,483.82	4.26	1.96
		Inventory 5/31/18	8,898.4							
	2-Jun	Purchase	3,982.0	3.7151	11,011.46					
	27-Jun	Purchase	7,959.0	2.5447	20,253.39					
	30-Jun	June Sales - 3/26 load	892.4	2.3009		2,053.32				
		- 5/14 load	8,006.0	2.6241		21,008.75				
		- 6/2 load	948.6	3.7151		3,524.14				
		Total June Sales	9,847.0			26,586.22	44,521.98	17,935.76	4.52	1.82
		Inventory 6/30/18	10,992.4							
	27-Jul	Purchase	7,937.0	2.5500	20,239.31					
	31-Jul	July Sales - 6/2 Load	3,033.4	3.7151		11,269.38				
		- 6/27 Load	7,959.0	2.5447		20,253.27				
		- 7/27 Load	1,143.8	2.5500		2,916.69				
		Total July Sales	12,136.2			34,439.34	55,574.41	21,135.07	4.58	1.74
		Inventory 7/31/18	6,793.2							
	8-Aug	Purchase	7,941.0	2.6157	20,771.39					
	31-Aug	August Sales - 7/27 Load	6,793.2	2.5500		17,322.66				
		- 8/08 Load	2,827.1	2.6157		7,394.85				
		Total August Sales	9,620.3			24,717.51	43,516.26	18,798.75	4.52	1.95

		Inventory 8/31/18	5,113.9							
	6-Sep	Purchase	7,921.0	2.6730	21,172.63					
	30-Sep	September Sales - 8/08 Load	4,356.5	2.6157		11,395.30	19,267.35	7,872.05	4.42	1.81
		Inventory 09/30/18	8,678.4							
		Physical	8,473.0							
		Difference	-205.4							
		Year to Date Sales Total for JetA	58,087.60			149,756.87	252,764.75	103,007.88		40.75%
			January 19.6	February -174.4	March -277.4	April -211.4	May 127.4	June -220.4	July 86.8	August -156.9
			September -205.4							

Pocono Mountains Municipal Airport

E - Balance Sheet

As of September 30, 2018

	<u>Sep 30, 18</u>
ASSETS	
Current Assets	
Checking/Savings	
1000 · PLGIT- Checking	99,798.55
1005 · PNC Grant Account	96,581.70
1008 · First Keystone Checking	-335.01
1020 · Cash Drawer	50.48
Total Checking/Savings	<u>196,095.72</u>
Accounts Receivable	
1200 · Accounts Receivable	12,418.27
1201 · Grant Receivable	55,395.71
Total Accounts Receivable	<u>67,813.98</u>
Other Current Assets	
1121- · Inventory Value Jet fuel	22,546.08
1122- · Inventory Value 100LL	18,028.21
1301 · Prepaid Insurance	7,683.30
1499 · Undeposited Funds	8,375.20
Total Other Current Assets	<u>56,632.79</u>
Total Current Assets	<u>320,542.49</u>
Fixed Assets	
1501 · Equipment	639,868.70
1502 · Runway Improvements	14,044,172.84
1503 · Land	
1507 · Legal Land Acquisition	11,043.64
1503 · Land - Other	2,373,209.89
Total 1503 · Land	<u>2,384,253.53</u>
1504 · Building and Improvements	1,383,819.41
1506 · Airport Master Plan	435,000.00
1510 · North Hangar	756,798.53
1599 · Less Accumulated Depreciation	-8,114,519.38
Total Fixed Assets	<u>11,529,393.63</u>
TOTAL ASSETS	<u><u>11,849,936.12</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	8,788.33
2001 · Due on Fixed Assets (Grants)	172,984.44
Total Accounts Payable	<u>181,772.77</u>
Credit Cards	
2005 · Lowes Business Acct/GECRB	114.81
2006 · First Keystone CC - 8263/8255	489.07
Total Credit Cards	<u>603.88</u>
Other Current Liabilities	
2100 · Payroll Liabilities	
2101 · 940	42.00
2102 · 941	2,363.18
2105 · Local	433.09
2106 · EMS	4.00
2100 · Payroll Liabilities - Other	1,475.43
Total 2100 · Payroll Liabilities	<u>4,317.70</u>

Pocono Mountains Municipal Airport

E - Balance Sheet

As of September 30, 2018

	<u>Sep 30, 18</u>
2200 · Sales Tax Payable	365.61
Total Other Current Liabilities	<u>4,683.31</u>
Total Current Liabilities	187,059.96
Long Term Liabilities	
2404 · Sewer/Water Hookups Loan	42,109.32
2502 · Hangar Project Loan	136,520.24
2503 · PIB Loan	90,762.47
2504 · Ferris Lawn Mower Lease	1,599.53
2600 · Fire Co Lease	30,468.75
2601 · Fire Company Lease - Addendum	14,086.92
Total Long Term Liabilities	<u>315,547.23</u>
Total Liabilities	502,607.19
Equity	
3900 · *Retained Earnings	117,606.85
3950 · Invested in Capital Assets	10,594,403.73
Net Income	635,318.35
Total Equity	<u>11,347,328.93</u>
TOTAL LIABILITIES & EQUITY	<u><u>11,849,936.12</u></u>

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Pocono Mountains Municipal Airport
F - Operations A/R Aging Summary
As of October 11, 2018

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Bohnenberger, Otto	0.00	0.00	729.82	0.00	0.00	729.82
D & B Aviation, LLC	0.00	575.00	575.00	575.00	0.00	1,725.00
Hi Tech Helicopters	0.00	1,863.47	0.00	0.00	0.00	1,863.47
Key Leasing , LLC	0.00	1,037.92	0.00	0.00	0.00	1,037.92
Lebron, Steven	0.00	85.00	85.00	0.00	0.00	170.00
Michael W Miller, LLC	0.00	680.00	0.00	0.00	0.00	680.00
MW Aviation - customer	0.00	175.00	0.00	0.00	0.00	175.00
Papillon & Moyer(c)	0.00	668.50	-63.00	0.00	0.00	605.50
Pocono Mountain Helicopter	0.00	0.00	0.00	0.00	299.00	299.00
Pocono Mountains Flying Club	0.00	995.88	0.00	0.00	0.00	995.88
TOTAL	<u>0.00</u>	<u>6,080.77</u>	<u>1,326.82</u>	<u>575.00</u>	<u>299.00</u>	<u>8,281.59</u>

Pocono Mountains Municipal Airport
G - Operations - Unpaid Bills
 As of October 11, 2018

Type	Date	Num	Memo	Due Date	Open Balance
ARGS Technology, LLC					
Bill	10/01/2018	1353		10/16/2018	375.00
Total ARGS Technology, LLC					375.00
Arthur J Gallagher Risk Management					
Bill	01/09/2018	2431098	2018 Insurance	02/08/2018	2,012.00
Total Arthur J Gallagher Risk Management					2,012.00
Ascent Aviation Group					
Bill	10/09/2018	M209168	Wings Points through October 09, 2018	11/08/2018	5.00
Total Ascent Aviation Group					5.00
Bonnie Schwartz					
Bill	09/23/2018	1009	September 19th Board Meeting Minutes	09/23/2018	125.00
Total Bonnie Schwartz					125.00
Cardmember Service					
Bill	09/21/2018			10/19/2018	1,094.94
Total Cardmember Service					1,094.94
Cintas Corporation					
Bill	09/24/2018	735449932		10/10/2018	41.16
Total Cintas Corporation					41.16
D.G Nicholas Co.					
Bill	09/28/2018	94371	Fix Heater John Deere	10/28/2018	11.54
Bill	10/06/2018	95140	Part for Golf Kart (Hazard Light)	11/05/2018	27.10
Total D.G Nicholas Co.					38.64
Ed's Auto Service					
Bill	09/27/2018	49439	Repairs to 2008 Ford Escape	10/27/2018	207.29
Bill	10/04/2018	49466	Repairs to 2009 Ford Escape	11/03/2018	932.75
Total Ed's Auto Service					1,140.04
MW Aviation - vendor					
Bill	09/30/2018	September 2018	September 2018	09/30/2018	3,774.50
Total MW Aviation - vendor					3,774.50
Shank Door					
Bill	10/05/2018	369901	Repairs to Main Hangar Garage Door	10/05/2018	223.50
Total Shank Door					223.50
Tulpehocken Spring Water					
Bill	09/30/2018	September 2018	September 2018	10/30/2018	102.65
Total Tulpehocken Spring Water					102.65
UGI Utilities, inc.					
Bill	09/26/2018			09/26/2018	15.62
Total UGI Utilities, inc.					15.62
Verizon					
Bill	09/25/2018			10/25/2018	107.12
Bill	09/25/2018		Fax Line	10/25/2018	46.72
Total Verizon					153.84

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Pocono Mountains Municipal Airport
G - Operations - Unpaid Bills
As of October 11, 2018

<u>Type</u>	<u>Date</u>	<u>Num</u>	<u>Memo</u>	<u>Due Date</u>	<u>Open Balance</u>
Verizon Wireless Bill	09/26/2018	9815430607		10/26/2018	38.34
Total Verizon Wireless					38.34
TOTAL					9,140.23

Pocono Mountains Municipal Airport
H - Open Capital Invoices
As of September 30, 2018

<u>Type</u>	<u>Date</u>	<u>Num</u>	<u>Terms</u>	<u>Due Date</u>	<u>Aging</u>	<u>Open Balance</u>
County of Monroe {C}						
Deposit	09/27/2018	506...				-74,536.82
Total County of Monroe {C}						-74,536.82
Monroe Co. Comm						
Payment	05/08/2018	500...				-34,060.68
Total Monroe Co. Comm						-34,060.68
PA DOT BOA						
AGB-2017-PMMAA-00006						
Invoice	09/24/2018	8796	Due on receipt	09/24/2018	6	104,619.61
Total AGB-2017-PMMAA-00006						104,619.61
PA DOT BOA - Other						
Payment	09/17/2018					-342.02
Invoice	09/07/2018	8795	Due on receipt	09/07/2018	23	59,715.62
Total PA DOT BOA - Other						59,373.60
Total PA DOT BOA						163,993.21
TOTAL						55,395.71

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Pocono Mountains Municipal Airport
I - Due on Fixed Assets - Unpaid Bills
As of September 30, 2018

<u>Type</u>	<u>Date</u>	<u>Num</u>	<u>Memo</u>	<u>Due Date</u>	<u>Aging</u>	<u>Open Balance</u>
Delta Airport Consultants, Inc..						
Bill	09/07/2018	15128 - C...	Project 15128 - North...	09/07/2018	23	62,858.54
Total Delta Airport Consultants, Inc..						62,858.54
Leeward Construction, Inc						
Bill	09/24/2018	AB6-2017-...	AB6-2017-PMMAA-0...	09/24/2018	6	110,125.90
Total Leeward Construction, Inc						110,125.90
TOTAL						172,984.44

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Accrual Basis

Pocono Mountains Municipal Airport
J - Payments between Board Meetings
September 20 through October 17, 2018

Type	Date	Num	Name	Memo	Amount
Sep 20 - Oct 17, 18					
Bill Pmt -Check	09/25/2018	14217	Pocono Record	One Year Subscription	-322.15
Check	09/26/2018	EFT	Pocono Community Bank	2007896467 N. Hangar	-1,979.00
Check	10/03/2018	14218	Coolbaugh Township	zoning application	-600.00
Bill Pmt -Check	10/11/2018	14219	MTG Accounting	September - 2018	-1,211.45
Check	10/12/2018	EFT	First Keystone Community Bank	Utilities Loan	-1,901.07
Sep 20 - Oct 17, 18					-6,013.67

**Pocono Mountains Municipal Airport Authority
K - September 2018 Cash Report**

	First Keystone	PNC Grant	PLGIT
Balances as of 9/30/18	-335.01	96,581.70	99,798.55
Income since 9/30/18			
Receipts and Interest	35,382.51		
Transfers	0.00		0.00
Loans			
Balance after Transfers, Interest, & Deposits:	35,047.50	96,581.70	99,798.55
Bills paid since 9/30/18	-10,067.15		
Current Balances:	24,980.35	96,581.70	99,798.55
Unpaid Bills - Operations	-9,140.23		
Unpaid Bills - Grants		-172,984.44	
Unpaid Fuel Bills	0.00		
Unpaid Insurance - 1/10th Due 1st of Month	-2,232.00		
Accounts Receivable/Grants Receivable	8,281.59	164,335.23	
Undeposited Funds (CC Not Settled)	2,783.27		
Projected Balances:	24,672.98	87,932.49	99,798.55