

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

	Aug 18	Aug 17
Ordinary Income/Expense		
Income		
4100 · Rent Income		
4103 · T-Hanger rental	2,122.65	1,981.14
4107 · Tie Downs rental	1,162.50	1,105.00
4108 · Main hangar rental	1,512.00	1,512.00
4112 · Dome hangars	254.00	254.00
4115 · North Hangar Rental	4,268.91	3,785.00
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	9,677.29	8,994.37
4200 · Sales		
4205 · Misc. Fees	1,690.00	3,220.00
4210 · 100LL Fuel		
4219 · Fuel Discount - 100LL	-4,684.60	-4,196.31
4210 · 100LL Fuel - Other	40,173.92	49,653.41
Total 4210 · 100LL Fuel	35,489.32	45,457.10
4211 · Jet A Fuel		
4220 · Fuel Discount - Jet A	-3,527.05	-3,320.15
4211 · Jet A Fuel - Other	47,043.31	41,211.85
Total 4211 · Jet A Fuel	43,516.26	37,891.70
4214 · Sales - Vending	187.81	141.50
Total 4200 · Sales	80,883.39	86,710.30
4820 · Misc. Income	490.00	310.00
4850 · Commission Income	10.00	0.00
4910 · Interest Income	131.35	4.07
8400 · MW Hangar Rentals	5,545.03	5,500.00
Total Income	96,737.06	101,518.74
Cost of Goods Sold		
5200 · Cost of Goods Sold		
5210 · Cost of Sales - 100LL Fuel	28,430.79	35,645.29
5211 · Cost of Sales - Jet A Fuel	24,835.73	20,228.73
5212 · Cost of Catering	1,132.70	1,250.00
5214 · Cost of Vending	68.65	154.63
Total 5200 · Cost of Goods Sold	54,467.87	57,278.65
Total COGS	54,467.87	57,278.65
Gross Profit	42,269.19	44,240.09
Expense		
6000 · Staff Cost		
6001 · secretarial Services	125.00	125.00
6002 · Wages	11,431.04	8,815.77
6003 · Payroll taxes	1,198.33	674.40
6007 · Benefits	0.00	683.94
Total 6000 · Staff Cost	12,754.37	10,299.11
6103 · Professional Fees		
6004 · Payroll fees	6.00	0.00
6105 · Legal-General	323.75	3,902.50
6109 · Accounting	2,374.00	1,496.25
6103 · Professional Fees - Other	375.00	375.00
Total 6103 · Professional Fees	3,078.75	5,773.75
6180 · Insurance	2,519.80	3,138.38

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

	Aug 18	Aug 17
6201 · Advertising	28.52	37.34
6300 · Repairs & Maintenance		
6310 · Building Repairs	0.00	12.78
6320 · Miscellaneous Repairs	32.97	0.00
6330 · Equipment Repairs	1,343.79	939.81
6340 · Runway Repairs	6,031.74	2,891.89
6906 · Fuel Tank Repairs/Inspection	665.00	0.00
Total 6300 · Repairs & Maintenance	8,073.50	3,844.48
6390 · Utilities		
6391 · Electric	892.29	1,176.79
6392 · Telephone	198.58	215.67
6394 · Internet	159.95	159.95
6396 · Propane/Natural Gas	7.98	15.99
6397 · Cooler/water	250.30	0.00
6398 · Satellite	153.97	86.98
6399 · Security Sys.	600.00	0.00
Total 6390 · Utilities	2,263.07	1,655.38
6400 · Gasoline/Diesel	406.90	237.27
6560 · Payroll Expenses	0.00	4.00
6940 · Interest Expense	2,469.00	928.72
6990 · Miscellaneous Expense	89.81	-611.43
7100 · Office Expenses		
7102 · Postage	53.95	50.61
7103 · Dues and Subscriptions	15.89	0.00
7105 · Bank Charges	16.02	18.47
7106 · Credit Card Fees	2,208.31	2,064.80
7107 · Office Supplies	377.88	375.70
Total 7100 · Office Expenses	2,672.05	2,509.58
8900 · MW Hangar Rental Payout	4,713.27	4,675.00
Total Expense	39,069.04	32,491.58
Net Ordinary Income	3,200.15	11,748.51
Other Income/Expense		
Other Income		
8100 · Contributed Capital		
8110 · FAA - Capital Grants	334,557.26	0.00
8120 · PA DOT - BoA	18,586.51	0.00
8130 · Monroe County - Capital	8,436.36	4,795.00
Total 8100 · Contributed Capital	361,580.13	4,795.00
Total Other Income	361,580.13	4,795.00
Net Other Income	361,580.13	4,795.00
Net Income	364,780.28	16,543.51

Pocono Mountains Municipal Airport
A2 - Profit & Loss YTD vs Previous YTD
August 2018

	Aug 18	Aug 17
Ordinary Income/Expense		
Income		
4100 · Rent Income		
4103 · T-Hanger rental	2,123	1,981
4107 · Tie Downs rental	1,163	1,105
4108 · Main hangar rental	1,512	1,512
4112 · Dome hangars	254	254
4115 · North Hangar Rental	4,269	3,785
4116 · Fire Company Rental	94	94
4117 · Fire Company Rental - Addendum	43	43
4120 · Other Rental	220	220
Total 4100 · Rent Income	9,677	8,994
4200 · Sales		
4205 · Misc. Fees	1,690	3,220
4210 · 100LL Fuel		
4219 · Fuel Discount - 100LL	-4,685	-4,196
4210 · 100LL Fuel - Other	40,174	49,653
Total 4210 · 100LL Fuel	35,489	45,457
4211 · Jet A Fuel		
4220 · Fuel Discount - Jet A	-3,527	-3,320
4211 · Jet A Fuel - Other	47,043	41,212
Total 4211 · Jet A Fuel	43,516	37,892
4214 · Sales - Vending	188	142
Total 4200 · Sales	80,883	86,710
4820 · Misc. Income	490	310
4850 · Commission Income	10	0
4910 · Interest Income	131	4
8400 · MW Hangar Rentals	5,545	5,500
Total Income	96,737	101,519
Cost of Goods Sold		
5200 · Cost of Goods Sold		
5210 · Cost of Sales - 100LL Fuel	28,431	35,645
5211 · Cost of Sales - Jet A Fuel	24,836	20,229
5212 · Cost of Catering	1,133	1,250
5214 · Cost of Vending	69	155
Total 5200 · Cost of Goods Sold	54,468	57,279
Total COGS	54,468	57,279
Gross Profit	42,269	44,240
Expense		
6000 · Staff Cost		
6001 · secretarial Services	125	125
6002 · Wages	11,431	8,816
6003 · Payroll taxes	1,198	674
6007 · Benefits	0	684
Total 6000 · Staff Cost	12,754	10,299
6103 · Professional Fees		
6004 · Payroll fees	6	0
6105 · Legal-General	324	3,903
6109 · Accounting	2,374	1,496
6103 · Professional Fees - Other	375	375
Total 6103 · Professional Fees	3,079	5,774
6180 · Insurance	2,520	3,138

Pocono Mountains Municipal Airport
A2 - Profit & Loss YTD vs Previous YTD
August 2018

	Aug 18	Aug 17
6201 · Advertising	29	37
6300 · Repairs & Maintenance		
6310 · Building Repairs	0	13
6320 · Miscellaneous Repairs	33	0
6330 · Equipment Repairs	1,344	940
6340 · Runway Repairs	6,032	2,892
6906 · Fuel Tank Repairs/Inspection	665	0
Total 6300 · Repairs & Maintenance	8,074	3,844
6390 · Utilities		
6391 · Electric	892	1,177
6392 · Telephone	199	216
6394 · Internet	160	160
6396 · Propane/Natural Gas	8	16
6397 · Cooler/water	250	0
6398 · Satellite	154	87
6399 · Security Sys.	600	0
Total 6390 · Utilities	2,263	1,655
6400 · Gasoline/Diesel	407	237
6560 · Payroll Expenses	0	4
6940 · Interest Expense	2,469	929
6990 · Miscellaneous Expense	90	-611
7100 · Office Expenses		
7102 · Postage	54	51
7103 · Dues and Subscriptions	16	0
7105 · Bank Charges	16	18
7106 · Credit Card Fees	2,208	2,065
7107 · Office Supplies	378	376
Total 7100 · Office Expenses	2,672	2,510
8900 · MW Hangar Rental Payout	4,713	4,675
Total Expense	39,069	32,492
Net Ordinary Income	3,200	11,749
Other Income/Expense		
Other Income		
8100 · Contributed Capital		
8110 · FAA - Capital Grants	334,557	0
8120 · PA DOT - BoA	18,587	0
8130 · Monroe County - Capital	8,436	4,795
Total 8100 · Contributed Capital	361,580	4,795
Total Other Income	361,580	4,795
Net Other Income	361,580	4,795
Net Income	364,780	16,544

Pocono Mountains Municipal Airport
A3 - Profit & Loss Budget Performance
August 2018

	Aug 18	Budget	\$ Over Budget	Jan - Aug 18
Ordinary Income/Expense				
Income				
4100 · Rent Income	9,677	9,104	574	82,397
4200 · Sales	80,883	92,057	-11,174	453,788
4810 · Sale of Assets	0			1,000
4820 · Misc. Income	490	25	465	10,612
4850 · Commission Income	10	0	10	640
4910 · Interest Income	131	25	106	745
8400 · MW Hangar Rentals	5,545	5,300	245	45,211
Total Income	96,737	106,511	-9,774	594,394
Cost of Goods Sold				
5200 · Cost of Goods Sold	54,468	60,875	-6,407	297,770
Total COGS	54,468	60,875	-6,407	297,770
Gross Profit	42,269	45,636	-3,367	296,623
Expense				
6000 · Staff Cost	12,754	11,595	1,159	98,397
6103 · Professional Fees	3,079	3,875	-796	46,946
6180 · Insurance	2,520	3,000	-480	18,438
6201 · Advertising	29	0	29	1,136
6300 · Repairs & Maintenance	8,074	2,500	5,574	47,062
6390 · Utilities	2,263	1,797	466	19,418
6400 · Gasoline/Diesel	407	400	7	6,930
6560 · Payroll Expenses	0	6	-6	0
66910 · Bank Service Charges	0	0	0	0
6821 · Conferences	0	0	0	0
6903 · Snow Removal	0	0	0	0
6940 · Interest Expense	2,469	11,988	-9,519	8,661
6990 · Miscellaneous Expense	90	500	-410	4,493
7100 · Office Expenses	2,672	1,970	702	12,270
8801 · Minor Equipment Purchases	0			1,200
8900 · MW Hangar Rental Payout	4,713	4,505	208	38,429
8905 · MW Hangar Commission	0	0	0	0
Total Expense	39,069	42,136	-3,066	303,381
Net Ordinary Income	3,200	3,500	-300	-6,758
Other Income/Expense				
Other Income				
8100 · Contributed Capital	361,580	5,000	356,580	482,073
Total Other Income	361,580	5,000	356,580	482,073
Net Other Income	361,580	5,000	356,580	482,073
Net Income	364,780	8,500	356,280	475,315

Pocono Mountains Municipal Airport
A3 - Profit & Loss Budget Performance
August 2018

	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense			
Income			
4100 · Rent Income	72,830	9,567	109,245
4200 · Sales	466,889	-13,101	659,817
4810 · Sale of Assets			
4820 · Misc. Income	4,175	6,437	4,275
4850 · Commission Income	0	640	0
4910 · Interest Income	200	545	300
8400 · MW Hangar Rentals	42,400	2,811	63,600
Total Income	586,494	7,900	837,237
Cost of Goods Sold			
5200 · Cost of Goods Sold	313,450	-15,680	443,900
Total COGS	313,450	-15,680	443,900
Gross Profit	273,044	23,579	393,337
Expense			
6000 · Staff Cost	111,056	-12,659	157,436
6103 · Professional Fees	41,800	5,146	57,300
6180 · Insurance	24,000	-5,562	36,000
6201 · Advertising	0	1,136	0
6300 · Repairs & Maintenance	46,059	1,003	58,059
6390 · Utilities	19,206	212	27,229
6400 · Gasoline/Diesel	3,700	3,230	5,250
6560 · Payroll Expenses	48	-48	460
66910 · Bank Service Charges	0	0	0
6821 · Conferences	0	0	445
6903 · Snow Removal	1,000	-1,000	1,500
6940 · Interest Expense	19,478	-10,817	23,478
6990 · Miscellaneous Expense	4,000	493	6,000
7100 · Office Expenses	10,277	1,993	16,120
8801 · Minor Equipment Purchases			
8900 · MW Hangar Rental Payout	36,040	2,389	54,060
8905 · MW Hangar Commission	0	0	0
Total Expense	316,664	-13,283	443,337
Net Ordinary Income	-43,620	36,862	-50,000
Other Income/Expense			
Other Income			
8100 · Contributed Capital	40,000	442,073	50,000
Total Other Income	40,000	442,073	50,000
Net Other Income	40,000	442,073	50,000
Net Income	-3,620	478,935	0

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

	<u>Aug 18</u>	<u>Jan - Aug 18</u>
Ordinary Income/Expense		
Income		
4100 - Rent Income		
4115 - North Hangar Rental	3,868.91	32,052.86
Total 4100 - Rent Income	<u>3,868.91</u>	<u>32,052.86</u>
Total Income	<u>3,868.91</u>	<u>32,052.86</u>
Gross Profit	3,868.91	32,052.86
Expense		
6180 - Insurance	366.00	2,928.00
6300 - Repairs & Maintenance		
6310 - Building Repairs	0.00	830.00
6330 - Equipment Repairs	0.00	894.86
Total 6300 - Repairs & Maintenance	0.00	<u>1,724.86</u>
6390 - Utilities		
6391 - Electric	206.69	2,563.02
6396 - Propane/Natural Gas	7.98	2,847.51
6399 - Security Sys.	0.00	120.00
Total 6390 - Utilities	214.67	<u>5,530.53</u>
6940 - Interest Expense	493.70	4,014.10
7100 - Office Expenses		
7107 - Office Supplies	0.00	128.61
Total 7100 - Office Expenses	0.00	<u>128.61</u>
Total Expense	<u>1,074.37</u>	<u>14,326.10</u>
Net Ordinary Income	<u>2,794.54</u>	<u>17,726.76</u>
Net Income	<u><u>2,794.54</u></u>	<u><u>17,726.76</u></u>

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

	<u>Aug 18</u>	<u>Jan - Aug 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	50.00	4,619.00
4850 · Commission Income	0.00	30.00
Total Income	50.00	12,149.00
Gross Profit	50.00	12,149.00
Expense		
6201 · Advertising	0.00	425.00
Total Expense	0.00	425.00
Net Ordinary Income	50.00	11,724.00
Net Income	50.00	11,724.00

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Accrual Basis

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

	<u>Aug 18</u>
Ordinary Income/Expense	
Income	
8400 · MW Hangar Rentals	5,545.03
Total Income	<u>5,545.03</u>
Gross Profit	5,545.03
Expense	
8900 · MW Hangar Rental Payout	4,713.27
Total Expense	<u>4,713.27</u>
Net Ordinary Income	<u>831.76</u>
Net Income	<u><u>831.76</u></u>

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Accrual Basis

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

	Aug 18	
	Qty	Amount
Inventory		
100LL (100LL Fuel)	7,596.81	40,173.92
Jet A (Jet A Fuel)	9,620.3	47,043.31
Total Inventory	17,217.11	87,217.23
Parts		
Fuel Discount - Jet A (Fuel Discount - Jet A)	4,615	-3,527.05
Airport Merchandise (Hats, Shirts, Batteries, Etc.)	3	50.00
Fuel Discount - 100LL (Fuel Discount - 100LL)	1,778.49	-4,684.60
Total Parts	6,396.49	-8,161.65
Service		
Over Night Parking (Overnight Parking Fees)		
Single (Overnight Fee - Single)	15	150.00
Jet (Overnight Fee - Jet)	4	400.00
Total Over Night Parking (Overnight Parking Fees)	19.00	550.00
NFP		
Landing Fees/Facility Fee (Landing Fees - No Fuel Purchase)		
Turbo Prop (Landing Fees - Turbo Prop Twin - No Fuel Purchase)	2	220.00
Jet (Landing Fees - Jet - No Fuel Purchase)	6	660.00
Helo (Landing/Facility Fee - Helo - No Fuel Purchase)	1	50.00
Total Landing Fees/Facility Fee (Landing Fees - No Fuel Purchase)	9.00	930.00
Total NFP	9.00	930.00
GPU (Jump Start)	7	210.00
hangar lease	2	254.00
Land Lease (Monthly Charge for Land Lease)	2	220.00
Main Hangar Rental (Main Hangar Rental)	3	1,512.00
Misc Income	10	440.00
MW Rental (MW Hangar Rental)	9	5,545.03
North Hangar (North Hangar Rental)		
North - Overnight Hangar		
Jet (Overnight Hangar - Jet)	2	400.00
Total North - Overnight Hangar	2.00	400.00
North Hangar (North Hangar Rental) - Other	10	3,868.91
Total North Hangar (North Hangar Rental)	12.00	4,268.91
PA Capital (PA Capital Contribution)	2	18,586.51
T-Hanger Rental (T-Hanger Rental)	7.5	2,122.65
Tie Down (Tie Down)	17	1,162.50
Total Service	99.50	35,801.60
Other Charges		
Federal Portion (Federal Portion of BAA Grant)	2	334,557.26
Total Other Charges	2.00	334,557.26
TOTAL	23,715.1	449,414.44

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Accrual Basis

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

	Aug 18	
	% of Sales	Avg Price
Inventory		
100LL (100LL Fuel)	8.9%	5.29
Jet A (Jet A Fuel)	10.5%	4.89
Total Inventory	19.4%	5.07
Parts		
Fuel Discount - Jet A (Fuel Discount - Jet A)	-0.8%	-0.76
Airport Merchandise (Hats, Shirts, Batteries, Etc.)	0.0%	16.67
Fuel Discount - 100LL (Fuel Discount - 100LL)	-1.0%	-2.63
Total Parts	-1.8%	-1.28
Service		
Over Night Parking (Overnight Parking Fees)		
Single (Overnight Fee - Single)	0.0%	10.00
Jet (Overnight Fee - Jet)	0.1%	100.00
Total Over Night Parking (Overnight Parking Fees)	0.1%	28.95
NFP		
Landing Fees/Facility Fee (Landing Fees - No Fuel Purchase)		
Turbo Prop (Landing Fees - Turbo Prop Twin - No Fuel Purchase)	0.0%	110.00
Jet (Landing Fees - Jet - No Fuel Purchase)	0.1%	110.00
Helo (Landing/Facility Fee - Helo - No Fuel Purchase)	0.0%	50.00
Total Landing Fees/Facility Fee (Landing Fees - No Fuel Purchase)	0.2%	103.33
Total NFP	0.2%	103.33
GPU (Jump Start)	0.0%	30.00
hangar lease	0.1%	127.00
Land Lease (Monthly Charge for Land Lease)	0.0%	110.00
Main Hangar Rental (Main Hangar Rental)	0.3%	504.00
Misc Income	0.1%	44.00
MW Rental (MW Hangar Rental)	1.2%	616.11
North Hangar (North Hangar Rental)		
North - Overnight Hangar		
Jet (Overnight Hangar - Jet)	0.1%	200.00
Total North - Overnight Hangar	0.1%	200.00
North Hangar (North Hangar Rental) - Other	0.9%	386.89
Total North Hangar (North Hangar Rental)	0.9%	355.74
PA Capital (PA Capital Contribution)	4.1%	9,293.26
T-Hanger Rental (T-Hanger Rental)	0.5%	283.02
Tie Down (Tie Down)	0.3%	68.38
Total Service	8.0%	359.82
Other Charges		
Federal Portion (Federal Portion of BAA Grant)	74.4%	167,278.63
Total Other Charges	74.4%	167,278.63
TOTAL	100.0%	18.95

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			
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			
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							

	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								
		Physical	4,957.0								
		Difference	-156.9								
		Year to Date Sales Total for JetA	53,731.10			138,361.58	233,497.40	95,135.82		40.74%	
			January 19.6	February -174.4	March -277.4	April -211.4	May 127.4	June -220.4	July 86.8	August -156.9	

Pocono Mountains Municipal Airport

E - Balance Sheet

09/13/18

As of August 31, 2018

Accrual Basis

	<u>Aug 31, 18</u>
ASSETS	
Current Assets	
Checking/Savings	
1000 · PLGIT- Checking	84,669.79
1005 · PNC Grant Account	34,745.70
1008 · First Keystone Checking	72,034.74
1020 · Cash Drawer	63.48
Total Checking/Savings	<u>191,513.71</u>
Accounts Receivable	
1200 · Accounts Receivable	25,200.53
1201 · Grant Receivable	213,476.15
Total Accounts Receivable	<u>238,676.68</u>
Other Current Assets	
1121- · Inventory Value Jet fuel	12,850.15
1122- · Inventory Value 100LL	4,488.68
1301 · Prepaid Insurance	10,244.40
1499 · Undeposited Funds	6,924.71
Total Other Current Assets	<u>34,507.94</u>
Total Current Assets	<u>464,698.33</u>
Fixed Assets	
1501 · Equipment	639,868.70
1502 · Runway Improvements	13,654,964.98
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>11,140,185.77</u>
TOTAL ASSETS	<u><u>11,604,884.10</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	48,468.35
2001 · Due on Fixed Assets (Grants)	44,341.68
Total Accounts Payable	<u>92,810.03</u>
Credit Cards	
2006 · First Keystone CC - 8263/8255	1,189.42
Total Credit Cards	<u>1,189.42</u>
Other Current Liabilities	
2100 · Payroll Liabilities	
2101 · 940	42.00
2102 · 941	2,858.96
2105 · Local	328.61
2106 · EMS	4.00
2100 · Payroll Liabilities - Other	1,144.55
Total 2100 · Payroll Liabilities	<u>4,378.12</u>

Pocono Mountains Municipal Airport

E - Balance Sheet

As of August 31, 2018

	<u>Aug 31, 18</u>
2200 · Sales Tax Payable	246.75
Total Other Current Liabilities	<u>4,624.87</u>
Total Current Liabilities	98,624.32
Long Term Liabilities	
2404 · Sewer/Water Hookups Loan	43,868.54
2502 · Hangar Project Loan	138,010.63
2503 · PIB Loan	90,762.47
2504 · Ferris Lawn Mower Lease	1,599.53
2600 · Fire Co Lease	30,562.50
2601 · Fire Company Lease - Addendum	14,130.40
Total Long Term Liabilities	<u>318,934.07</u>
Total Liabilities	417,558.39
Equity	
3900 · *Retained Earnings	117,606.85
3950 · Invested in Capital Assets	10,594,403.73
Net Income	475,315.13
Total Equity	<u>11,187,325.71</u>
TOTAL LIABILITIES & EQUITY	<u><u>11,604,884.10</u></u>

Pocono Mountains Municipal Airport
F - Operations A/R Aging Summary
As of September 13, 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	729.82	0.00	0.00	0.00	729.82
Chervenack, Doug	0.00	40.00	40.00	0.00	0.00	80.00
D & B Aviation, LLC	0.00	575.00	575.00	0.00	0.00	1,150.00
Hi Tech Helicopters	0.00	3,044.68	0.00	0.00	0.00	3,044.68
Key Leasing , LLC	0.00	1,037.92	0.00	0.00	0.00	1,037.92
Lebron, Steven	0.00	85.00	0.00	0.00	0.00	85.00
Moyer Aviation (c)	0.00	25,064.59	0.00	0.00	0.00	25,064.59
MW Aviation - customer	0.00	0.00	0.00	0.00	0.00	0.00
Nelson Family Holdings, LLC	0.00	0.00	0.00	1,050.00	0.00	1,050.00
Papillon & Moyer(c)	0.00	-63.00	0.00	0.00	0.00	-63.00
Pocono Mountain Helicopter	0.00	0.00	0.00	0.00	299.00	299.00
Quinones, Leonel	0.00	85.00	0.00	-85.00	0.00	0.00
Rys, Sebastian	0.00	85.00	0.00	0.00	0.00	85.00
Weber, Phil	0.00	375.00	0.00	0.00	0.00	375.00
TOTAL	0.00	31,059.01	615.00	965.00	299.00	32,938.01

Pocono Mountains Municipal Airport
G - Operations - Unpaid Bills
As of September 13, 2018

Type	Date	Num	Memo	Due Date	Open Balance
ARGS Technology, LLC					
Bill	09/01/2018	1339		09/16/2018	375.00
Total ARGS Technology, LLC					375.00
Arthur J Gallagher Risk Management					
Bill	01/09/2018	2431098	2018 Insurance	02/08/2018	4,237.00
Total Arthur J Gallagher Risk Management					4,237.00
Ascent Aviation Group					
Bill	08/10/2018	545886		09/09/2018	20,771.39
Bill	09/04/2018	551145		10/04/2018	29,775.65
Bill	09/06/2018	551928		10/06/2018	21,172.63
Bill	09/11/2018	M207685	Wings Points through September 11, ...	10/11/2018	2.08
Total Ascent Aviation Group					71,721.75
Bonnie Schwartz					
Bill	08/16/2018	1008	August 15th Board Meeting Minutes	08/16/2018	125.00
Total Bonnie Schwartz					125.00
Cintas Corporation					
Bill	08/27/2018	735441428		09/26/2018	41.16
Total Cintas Corporation					41.16
Cintas Fire					
Bill	09/07/2018	0F50626318	Fire Extinguisher Annual Inspection	09/07/2018	59.90
Total Cintas Fire					59.90
Crompco, LLC					
Bill	08/14/2018	704239	INSP: IUM Inspection	08/14/2018	665.00
Total Crompco, LLC					665.00
Delta Airport Consultants, Inc..					
Bill	08/17/2018	15048-14 Final	Project 15048 - Relocate ASOS	08/17/2018	373.88
Total Delta Airport Consultants, Inc..					373.88
E.F. Possinger & Sons, Inc.					
Bill	08/23/2018	P-8271	Mowing w Hydro Axe/Clearing Brush	08/23/2018	6,000.00
Total E.F. Possinger & Sons, Inc.					6,000.00
Jacques Welding					
Bill	08/28/2018		Equipment Repairs	08/28/2018	953.44
Total Jacques Welding					953.44
Moyer Aviation					
Bill	07/23/2018	143997C	July - Management, LIne, Counter Se...	08/22/2018	3,000.00
Bill	09/03/2018	144416C	August - Management, LIne, Counter ...	10/03/2018	3,000.00
Total Moyer Aviation					6,000.00
MW Aviation - vendor					
Bill	07/31/2018	July 2018	June 2018	07/31/2018	5,333.75
Bill	08/31/2018	August 2018	August 2018	08/31/2018	4,713.27
Total MW Aviation - vendor					10,047.02
P P & L					
Bill	09/10/2018	59681-27018		10/10/2018	470.97
Bill	09/10/2018	59281-27007		10/10/2018	114.81
Bill	09/10/2018	11480-22003		10/10/2018	227.04
Bill	09/10/2018	11280-22007		10/10/2018	63.20
Total P P & L					876.02

Pocono Mountains Municipal Airport
G - Operations - Unpaid Bills
 As of September 13, 2018

<u>Type</u>	<u>Date</u>	<u>Num</u>	<u>Memo</u>	<u>Due Date</u>	<u>Open Balance</u>
TriGuard					
Bill	09/04/2018	C30926	October 1 - December 31, 2018	10/04/2018	75.00
Total TriGuard					75.00
Tulpehocken Spring Water					
Bill	08/31/2018	August 2018	August 2018	09/30/2018	159.95
Total Tulpehocken Spring Water					159.95
UGI Utilities, inc.					
Bill	08/28/2018			08/28/2018	7.98
Total UGI Utilities, inc.					7.98
Verizon					
Bill	08/25/2018			09/24/2018	113.30
Bill	08/25/2018		Fax Line	09/24/2018	47.26
Total Verizon					160.56
Verizon Wireless					
Bill	08/26/2018	9813569975		09/25/2018	38.02
Total Verizon Wireless					38.02
TOTAL					101,916.68

Pocono Mountains Municipal Airport
H - Open Capital Invoices
As of August 31, 2018

<u>Type</u>	<u>Date</u>	<u>Num</u>	<u>Terms</u>	<u>Due Date</u>	<u>Aging</u>	<u>Open Balance</u>
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	08/02/2018	8794	Due on receipt	08/02/2018	29	205,412.24
Total AGB-2017-PMMAA-00006						205,412.24
PA DOT BOA - Other						
Invoice	08/03/2018	11164	Due on receipt	08/03/2018	28	42,124.59
Total PA DOT BOA - Other						42,124.59
Total PA DOT BOA						247,536.83
TOTAL						213,476.15

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09/13/18

Pocono Mountains Municipal Airport
I - Due on Fixed Assets - Unpaid Bills
As of August 31, 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	08/03/2018	15128 - C...	Project 15128 - North...	08/03/2018	28	44,341.68
Total Delta Airport Consultants, Inc..						44,341.68
TOTAL						44,341.68

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09/13/18

Accrual Basis

Pocono Mountains Municipal Airport
J - Payments between Board Meetings
August 16 through September 13, 2018

Type	Date	Num	Name	Memo	Amount
Aug 16 - Sep 13, 18					
Bill Pmt -Check	08/17/2018	1131	Leeward Construction, Inc	AB6-2017-PMMAA-00006	-105,606.94
Bill Pmt -Check	08/21/2018	14185	Leeward Construction, Inc	AB6-2017-PMMAA-00006	-5,558.26
Check	08/26/2018	EFT	Pocono Community Bank	2007896467 N. Hangar	-1,979.00
Bill Pmt -Check	09/06/2018	14186	MTG Accounting	July - 2018	-1,887.95
Check	09/12/2018	EFT	First Keystone Community Bank	Utilities Loan	-1,901.07
Aug 16 - Sep 13, 18					-116,933.22

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

	First Keystone	PNC Grant	PLGIT
Balances as of 8/31/18	72,034.74	34,745.70	84,669.79
Income since 8/31/18			
Receipts and Interest	20,755.54		
Transfers	-15,000.00		15,000.00
Loans			
Balance after Transfers, Interest, & Deposits:	77,790.28	34,745.70	99,669.79
Bills paid since 8/31/18	-11,414.80		
Current Balances:	66,375.48	34,745.70	99,669.79
Unpaid Bills - Operations	-30,194.93		
Unpaid Bills - Grants		-107,200.22	
Unpaid Fuel Bills	-71,721.75		
Unpaid Insurance - 1/10th Due 1st of Month	-2,232.00		
Accounts Receivable/Grants Receivable	32,938.01	247,536.83	
Undeposited Funds (CC Not Settled)	3,422.15		
Projected Balances:	-1,413.04	175,082.31	99,669.79