

Pocono Mountains Municipal Airport
A1 - Profit & Loss Current Month vs Previous Month
November 2019

	Nov 19	Nov 18
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	4,148.25	4,504.11
4116 · Fire Company Rental	93.75	93.75
4117 · Fire Company Rental - Addendum	43.48	43.48
4120 · Other Rental	228.33	220.00
Total 4100 · Rent Income	9,280.95	9,628.48
4200 · Sales		
4205 · Misc. Fees	1,605.00	200.00
4210 · 100LL Fuel		
4219 · Fuel Discount - 100LL	-2,812.27	-1,907.42
4210 · 100LL Fuel - Other	24,824.04	19,683.30
Total 4210 · 100LL Fuel	22,011.77	17,775.88
4211 · Jet A Fuel		
4220 · Fuel Discount - Jet A	-1,974.09	-1,289.93
4211 · Jet A Fuel - Other	15,413.71	17,420.64
Total 4211 · Jet A Fuel	13,439.62	16,130.71
4214 · Sales - Vending	98.90	81.00
Total 4200 · Sales	37,155.29	34,187.59
4820 · Misc. Income	155.00	2,154.00
4910 · Interest Income	39.56	167.30
8400 · MW Hangar Rentals	6,569.18	4,889.34
Total Income	53,199.98	51,026.71
Cost of Goods Sold		
5200 · Cost of Goods Sold		
5210 · Cost of Sales - 100LL Fuel	16,796.63	14,114.76
5211 · Cost of Sales - Jet A Fuel	7,733.09	9,707.72
5214 · Cost of Vending	143.46	110.40
5200 · Cost of Goods Sold - Other	0.00	9.98
Total 5200 · Cost of Goods Sold	24,673.18	23,942.86
Total COGS	24,673.18	23,942.86
Gross Profit	28,526.80	27,083.85
Expense		
6000 · Staff Cost		
6001 · Secretarial Services	125.00	125.00
6002 · Wages	11,257.25	12,539.00
6003 · Payroll taxes	861.19	1,294.62
6007 · Benefits	794.17	711.47
Total 6000 · Staff Cost	13,037.61	14,670.09
6103 · Professional Fees		
6004 · Payroll fees	6.00	8.00
6105 · Legal-General	560.00	2,143.75
6109 · Accounting	827.76	945.00
6103 · Professional Fees - Other	2,461.02	675.00
Total 6103 · Professional Fees	3,854.78	3,771.75
6180 · Insurance	2,587.19	2,519.80
6201 · Advertising	47.25	304.00

Pocono Mountains Municipal Airport
A1 - Profit & Loss Current Month vs Previous Month
November 2019

	Nov 19	Nov 18
6300 · Repairs & Maintenance		
6310 · Building Repairs	0.00	3,663.00
6320 · Miscellaneous Repairs	21.61	0.00
6330 · Equipment Repairs	2,909.01	1,584.73
6340 · Runway Repairs	75.50	0.00
Total 6300 · Repairs & Maintenance	3,006.12	5,247.73
6390 · Utilities		
6391 · Electric	806.92	926.78
6392 · Telephone	193.57	200.19
6394 · Internet	159.95	159.95
6396 · Propane/Natural Gas	439.44	406.02
6398 · Satellite	133.97	153.97
6399 · Security Sys.	1,104.00	804.00
Total 6390 · Utilities	2,837.85	2,650.91
6400 · Gasoline/Diesel	335.06	1,105.49
6560 · Payroll Expenses	150.78	0.00
6940 · Interest Expense	578.91	756.03
6990 · Miscellaneous Expense	106.63	2,997.10
6999 · Uncategorized Expenses	0.00	14.06
7100 · Office Expenses		
7103 · Dues and Subscriptions	283.17	117.89
7105 · Bank Charges	16.34	1.10
7106 · Credit Card Fees	684.51	778.32
7107 · Office Supplies	200.60	401.98
Total 7100 · Office Expenses	1,184.62	1,299.29
8801 · Minor Equipment Purchases	0.00	35.68
8900 · MW Hangar Rental Payout	5,583.80	4,155.94
Total Expense	33,310.60	39,527.87
Net Ordinary Income	-4,783.80	-12,444.02
Other Income/Expense		
Other Income		
8100 · Contributed Capital		
8110 · FAA - Capital Grants	234,118.17	35,967.46
8120 · PA DOT - BoA	45,149.87	1,998.19
Total 8100 · Contributed Capital	279,268.04	37,965.65
8300 · Other Income	6,800.00	0.00
Total Other Income	286,068.04	37,965.65
Other Expense		
9999 · Unknown Expense	0.00	0.00
Total Other Expense	0.00	0.00
Net Other Income	286,068.04	37,965.65
Net Income	281,284.24	25,521.63

Pocono Mountains Municipal Airport
A2 - Profit & Loss YTD vs Previous YTD
 January through November 2019

	Jan - Nov 19	Jan - Nov 18
Ordinary Income/Expense		
Income		
4100 · Rent Income		
4103 · T-Hanger rental	21,793	21,934
4107 · Tie Downs rental	12,270	12,128
4108 · Main hangar rental	17,012	16,632
4112 · Dome hangars	2,794	2,794
4115 · North Hangar Rental	44,975	45,933
4116 · Fire Company Rental	1,125	1,031
4117 · Fire Company Rental - Addendum	522	478
4120 · Other Rental	3,293	9,920
Total 4100 · Rent Income	103,784	110,850
4200 · Sales		
4205 · Misc. Fees	20,590	20,000
4210 · 100LL Fuel		
4219 · Fuel Discount - 100LL	-34,913	-27,473
4210 · 100LL Fuel - Other	338,178	290,423
Total 4210 · 100LL Fuel	303,265	262,949
4211 · Jet A Fuel		
4220 · Fuel Discount - Jet A	-34,220	-31,967
4211 · Jet A Fuel - Other	300,289	338,255
Total 4211 · Jet A Fuel	266,069	306,287
4214 · Sales - Vending	1,641	1,472
4200 · Sales - Other	37	0
Total 4200 · Sales	591,602	590,708
4810 · Sale of Assets	0	1,000
4820 · Misc. Income	21,190	12,979
4850 · Commission Income	900	640
4910 · Interest Income	1,396	1,213
4999 · Uncategorized	0	17
8400 · MW Hangar Rentals	64,636	57,937
Total Income	783,507	775,344
Cost of Goods Sold		
5200 · Cost of Goods Sold		
5210 · Cost of Sales - 100LL Fuel	230,247	207,466
5211 · Cost of Sales - Jet A Fuel	154,058	178,883
5212 · Cost of Catering	2,286	2,399
5214 · Cost of Vending	957	1,144
5200 · Cost of Goods Sold - Other	233	10
Total 5200 · Cost of Goods Sold	387,781	389,901
Total COGS	387,781	389,901
Gross Profit	395,726	385,443
Expense		
6000 · Staff Cost		
6001 · Secretarial Services	1,000	1,625
6002 · Wages	115,746	113,216
6003 · Payroll taxes	11,117	11,695
6006 · Misc.Office Services	0	6,000
6007 · Benefits	8,736	7,826
Total 6000 · Staff Cost	136,599	140,362
6103 · Professional Fees		
6004 · Payroll fees	78	60
6105 · Legal-General	9,986	19,591
6108 · Engineer	785	0

Pocono Mountains Municipal Airport
A2 - Profit & Loss YTD vs Previous YTD
 January through November 2019

	Jan - Nov 19	Jan - Nov 18
6109 · Accounting	10,522	16,069
6110 · Audit	14,600	10,800
6103 · Professional Fees - Other	26,776	10,963
Total 6103 · Professional Fees	62,746	57,483
6180 · Insurance	29,748	26,211
6201 · Advertising	1,580	1,624
6300 · Repairs & Maintenance		
6310 · Building Repairs	20,536	15,072
6320 · Miscellaneous Repairs	2,885	52
6330 · Equipment Repairs	38,781	16,782
6340 · Runway Repairs	11,920	13,442
6900 · Maintenance	811	543
6901 · Office Cleaning	127	347
6906 · Fuel Tank Repairs/Inspection	4,034	14,258
6300 · Repairs & Maintenance - Other	1,672	90
Total 6300 · Repairs & Maintenance	80,765	60,586
6390 · Utilities		
6391 · Electric	10,596	12,517
6392 · Telephone	2,130	2,144
6394 · Internet	2,163	2,104
6396 · Propane/Natural Gas	2,825	3,317
6397 · Cooler/water	671	624
6398 · Satellite	1,616	1,585
6399 · Security Sys.	2,723	2,837
6390 · Utilities - Other	663	0
Total 6390 · Utilities	23,386	25,128
6400 · Gasoline/Diesel	9,636	9,012
6560 · Payroll Expenses	640	0
66910 · Bank Service Charges	23	0
6940 · Interest Expense	8,691	10,827
6990 · Miscellaneous Expense	7,144	9,950
6999 · Uncategorized Expenses	-28	14
7100 · Office Expenses		
7102 · Postage	55	169
7103 · Dues and Subscriptions	1,153	1,144
7105 · Bank Charges	230	174
7106 · Credit Card Fees	11,508	11,455
7107 · Office Supplies	5,419	4,287
7112 · PA State Sales Tax	0	0
7100 · Office Expenses - Other	147	0
Total 7100 · Office Expenses	18,512	17,229
8801 · Minor Equipment Purchases	589	1,434
8900 · MW Hangar Rental Payout	55,280	49,246
Total Expense	435,312	409,105
Net Ordinary Income	-39,585	-23,663
Other Income/Expense		
Other Income		
8000 · Government Support		
8010 · Monroe Contribution	40,000	0
Total 8000 · Government Support	40,000	0
8100 · Contributed Capital		
8110 · FAA - Capital Grants	1,501,114	829,258
8120 · PA DOT - BoA	115,539	46,070
8130 · Monroe County - Capital	73,931	22,844
Total 8100 · Contributed Capital	1,690,583	898,172

11:47 AM

12/12/19

Accrual Basis

Pocono Mountains Municipal Airport
A2 - Profit & Loss YTD vs Previous YTD
January through November 2019

	<u>Jan - Nov 19</u>	<u>Jan - Nov 18</u>
8300 · Other Income	12,331	0
Total Other Income	1,742,914	898,172
Other Expense		
9999 · Unknown Expense	0	0
Total Other Expense	0	0
Net Other Income	1,742,914	898,172
Net Income	<u>1,703,329</u>	<u>874,509</u>

Pocono Mountains Municipal Airport
A3 - Profit & Loss Budget Performance
November 2019

	Nov 19	Budget	\$ Over Budget	Jan - Nov 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100 · Rent Income	9,281	9,104	177	103,784	100,141	3,642	109,245
4200 · Sales	37,155	45,507	-8,352	591,602	634,310	-42,708	659,817
4810 · Sale of Assets	0	0	0	0	0	0	0
4820 · Misc. Income	155	25	130	21,190	4,250	16,940	4,275
4850 · Commission Income	0	0	0	900	0	900	0
4910 · Interest Income	40	25	15	1,396	275	1,121	300
4999 · Uncategorized	0	0	0	0	0	0	0
8400 · MW Hangar Rentals	6,569	5,300	1,269	64,636	58,300	6,336	63,600
Total Income	53,200	59,961	-6,761	783,507	797,276	-13,769	837,237
Cost of Goods Sold							
5200 · Cost of Goods Sold	24,673	30,825	-6,152	387,781	427,025	-39,244	443,900
Total COGS	24,673	30,825	-6,152	387,781	427,025	-39,244	443,900
Gross Profit	28,527	29,136	-609	395,726	370,251	25,475	393,337
Expense							
6000 · Staff Cost	13,038	11,689	1,348	136,599	146,877	-10,278	158,566
6103 · Professional Fees	3,855	2,500	1,355	62,746	52,298	10,448	54,798
6180 · Insurance	2,587	3,000	-413	29,748	33,000	-3,252	36,000
6201 · Advertising	47	0	47	1,580	0	1,580	0
6300 · Repairs & Maintenance	3,006	1,500	1,506	80,765	56,559	24,206	58,059
6390 · Utilities	2,838	2,042	796	23,386	24,562	-1,176	27,229
6400 · Gasoline/Diesel	335	225	110	9,636	4,450	5,186	5,250
6560 · Payroll Expenses	151	8	143	640	88	552	482
66910 · Bank Service Charges	0	0	0	23	0	23	0
6821 · Conferences	0	0	0	0	445	-445	445
6903 · Snow Removal	0	0	0	0	1,000	-1,000	1,500
6940 · Interest Expense	579	1,000	-421	8,691	11,490	-2,799	12,490
6990 · Miscellaneous Expense	107	500	-393	7,144	5,500	1,644	6,000
6999 · Uncategorized Expenses	0	0	0	-28	0	-28	0
7100 · Office Expenses	1,185	2,375	-1,190	18,512	15,395	3,117	16,235
8801 · Minor Equipment Purchases	0	0	0	589	0	589	0
8900 · MW Hangar Rental Payout	5,584	5,500	84	55,280	62,800	-7,520	68,300
Total Expense	33,311	30,339	2,971	435,312	414,464	20,848	445,354
Net Ordinary Income	-4,784	-1,203	-3,580	-39,585	-44,213	4,627	-52,017

11:47 AM

12/12/19

Accrual Basis

Pocono Mountains Municipal Airport
A3 - Profit & Loss Budget Performance
November 2019

	<u>Nov 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jan - Nov 19</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
Other Income/Expense							
Other Income							
8000 · Government Support	0			40,000			
8100 · Contributed Capital	279,268	5,000	274,268	1,690,583	55,000	1,635,583	60,000
8300 · Other Income	6,800			12,331			
Total Other Income	<u>286,068</u>	<u>5,000</u>	<u>281,068</u>	<u>1,742,914</u>	<u>55,000</u>	<u>1,687,914</u>	<u>60,000</u>
Other Expense							
9999 · Unknown Expense	0			0			
Total Other Expense	<u>0</u>			<u>0</u>			
Net Other Income	<u>286,068</u>	<u>5,000</u>	<u>281,068</u>	<u>1,742,914</u>	<u>55,000</u>	<u>1,687,914</u>	<u>60,000</u>
Net Income	<u><u>281,284</u></u>	<u><u>3,797</u></u>	<u><u>277,488</u></u>	<u><u>1,703,329</u></u>	<u><u>10,787</u></u>	<u><u>1,692,541</u></u>	<u><u>7,983</u></u>

Pocono Mountains Municipal Airport
B - Profit & Loss - North Hangar
 November 2019

	<u>Nov 19</u>	<u>Jan - Nov 19</u>
Ordinary Income/Expense		
Income		
4100 · Rent Income		
4115 · North Hangar Rental	4,148.25	43,795.26
Total 4100 · Rent Income	<u>4,148.25</u>	<u>43,795.26</u>
Total Income	<u>4,148.25</u>	<u>43,795.26</u>
Gross Profit	4,148.25	43,795.26
Expense		
6180 · Insurance	385.70	4,242.70
6390 · Utilities		
6391 · Electric	155.80	2,559.41
6396 · Propane/Natural Gas	439.44	2,825.00
Total 6390 · Utilities	<u>595.24</u>	<u>5,384.41</u>
6940 · Interest Expense	412.81	4,754.10
Total Expense	<u>1,393.75</u>	<u>14,381.21</u>
Net Ordinary Income	<u>2,754.50</u>	<u>29,414.05</u>
Principal on Loan	<u>1,566.19</u>	<u>17,014.90</u>
Net Income	<u><u>1,188.31</u></u>	<u><u>12,399.15</u></u>

Pocono Mountains Municipal Airport
B1 - Profit & Loss - Marketing
November 2019

	<u>Nov 19</u>	<u>Jan - Nov 19</u>
Ordinary Income/Expense		
Income		
4820 · Misc. Income	35.00	6,105.86
4850 · Commission Income	0.00	900.00
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Total Income	35.00	7,005.86
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Gross Profit	35.00	7,005.86
Expense		
6201 · Advertising	0.00	350.00
6990 · Miscellaneous Expense	0.00	288.00
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Total Expense	0.00	638.00
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Net Ordinary Income	35.00	6,367.86
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Net Income	35.00	6,367.86
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11:48 AM

12/12/19

Accrual Basis

**Pocono Mountains Municipal Airport
B2 - Profit & Loss - M&W Hangar
November 2019**

	<u>Nov 19</u>
Ordinary Income/Expense	
Income	
8400 · MW Hangar Rentals	6,569.18
Total Income	<u>6,569.18</u>
Gross Profit	6,569.18
Expense	
8900 · MW Hangar Rental Payout	5,583.80
Total Expense	<u>5,583.80</u>
Net Ordinary Income	<u>985.38</u>
Net Income	<u><u>985.38</u></u>

11:49 AM

12/12/19

Accrual Basis

Pocono Mountains Municipal Airport
C - Sales by Product/Service Summary
 November 2019

	Nov 19			
	Qty	Amount	% of Sales	Avg Price
Inventory				
100LL (100LL Fuel)	4,752.69	24,824.04	8.1%	5.22
Jet A (Jet A Fuel)	3,286.5	15,413.71	5.0%	4.69
Total Inventory	8,039.19	40,237.75	13.1%	5.01
Parts				
Fuel Discount - Jet A (Fuel Discount - Jet A)	1,430.5	-1,974.09	-0.6%	-1.38
Airport Merchandise (Hats, Shirts, Batteries, Etc.)	2	35.00	0.0%	17.50
Fuel Discount - 100LL (Fuel Discount - 100LL)	3,396.1	-2,812.27	-0.9%	-0.83
Total Parts	4,828.60	-4,751.36	-1.5%	-0.98
Service				
Lot Rental (Miscellaneous Rental Income - Lot Rental)	1	6,800.00	2.2%	6,800.00
Over Night Parking (Overnight Parking Fees)				
Twin (Overnight Fee - Twin)	4	250.00	0.1%	62.50
T Prop (Overnight Fee - T Prop)	2	300.00	0.1%	150.00
Single (Overnight Fee - Single)	2	60.00	0.0%	30.00
Jet (Overnight Fee - Jet)	2	200.00	0.1%	100.00
Total Over Night Parking (Overnight Parking Fees)	10.00	810.00	0.3%	81.00
NFP				
Landing Fees/Facility Fee (Landing Fees - No Fuel Purchase)				
Turbo Prop (Landing Fees - Turbo Prop Twin - No Fuel Purchase)	1	110.00	0.0%	110.00
Jet (Landing Fees - Jet - No Fuel Purchase)	3	330.00	0.1%	110.00
Total Landing Fees/Facility Fee (Landing Fees - No Fuel Purchase)	4.00	440.00	0.1%	110.00
Total NFP	4.00	440.00	0.1%	110.00
GPU (Jump Start)	6	200.00	0.1%	33.33
Overnight Plugin	1	5.00	0.0%	5.00
After Hours Fee (\$100 first hour, \$50 for each additional hour.)	2	150.00	0.0%	75.00
hangar lease	2	254.00	0.1%	127.00
Land Lease (Monthly Charge for Land Lease)	2	228.33	0.1%	114.17
Main Hangar Rental (Main Hangar Rental)	3	1,512.00	0.5%	504.00
Misc Income	2	80.00	0.0%	40.00
MW Rental (MW Hangar Rental)	11	6,569.18	2.1%	597.20
North Hangar (North Hangar Rental)	11	4,148.25	1.4%	377.11
PA Capital (PA Capital Contribution)	2	13,006.56	4.2%	6,503.28
T-Hanger Rental (T-Hanger Rental)	7	1,981.14	0.6%	283.02
Tie Down (Tie Down)	12	1,020.00	0.3%	85.00
Total Service	76.00	37,204.46	12.1%	489.53

11:49 AM

12/12/19

Accrual Basis

Pocono Mountains Municipal Airport
C - Sales by Product/Service Summary
November 2019

	Nov 19			
	Qty	Amount	% of Sales	Avg Price
Other Charges				
Federal Portion (Federal Portion of BAA Grant)	2	234,118.17	76.3%	117,059.09
Total Other Charges	2.00	234,118.17	76.3%	117,059.09
TOTAL	12,945.79	306,809.02	100.0%	23.70

Report D2 Fuel Inventory Comparison 2019, 2018, 2017, 2016, 2015, & 2014 Year to Date													
Gallons By Month													
100LL	2014	YTD	2015	YTD	2016	YTD	2017	YTD	2018	YTD	2019	YTD	
January	3530.60		3258.4		4703.4		3814.5		3375.6		2540.6		
February	3024.80	6555.40	3587.9	6846.3	4566.6	9270	4744.63	8559.13	3982.6	7358.2	2798.9	5339.5	
March	4614.10	11169.50	3948.9	10795.2	5865.1	15135.1	3472.89	12032.02	3702.4	11060.6	3522.5	8862.0	
April	5461.60	16631.10	6668.7	17463.9	5675.6	20810.7	6846.8	18878.82	4790.7	15851.3	3544.0	12406.0	
May	7069.90	23701.00	7354.4	24818.3	6537	27347.7	7559	26437.82	5283.3	21134.6	6279.1	18685.1	
June	8885.00	32586.00	6680.4	31498.7	8779	36126.7	9677.65	36115.47	6492.8	27627.4	7353.7	26038.8	
July	9646.40	42232.40	10733.81	42232.51	9922.3	46049	9691.5	45806.97	8078.31	35705.71	8869.4	34908.2	
August	11222.50	53454.90	11704.2	53936.71	9943.9	55992.9	10212.1	56019.07	7596.8	43302.51	11480.7	46388.9	
September	8107.20	61562.10	9033.9	62970.61	7439.9	63432.8	8191.48	64210.55	4315.2	47617.71	7882.5	54271.4	
October	5503.70	67065.80	8642.8	71613.41	7804.3	71237.1	8220.07	72430.62	4634	52251.71	4975.0	59246.4	
November	4762.30	71828.10	6831.97	78445.38	6677.8	77914.9	6734.63	79165.25	3720.9	55972.61	4752.7	63999.1	
December	3261.10	75089.20	4328	82773.38	5073.3	82988.3	5348.44	84513.69	3380.04	59352.65			
Total	75089.20		82773.38		82988.2		84513.69		59352.65				
Jet A	2014	YTD	2015	YTD	2016	YTD	2017	YTD	2018	YTD	2019	YTD	
January	3377		3207.5		2089		1589		4867.6		2154.0		
February	2073	5450	1015	4222.5	2584	4673	4949	6538	1867	6734.6	1223.0	3377.0	
March	3488	8938	3213.5	7436	5308	9981	3531	10069	4216	10950.6	3071.5	6448.5	
April	4152	13090	7867	15303	10453	20434	7885	17954	4807	15757.6	6617.0	13065.5	
May	6055	19145	11073	26376	7313	27747	4816	22770	6370	22127.6	7680.9	20746.4	
June	13535	32680	17953	44329	10865	38612	8074	30844	9847	31974.6	8765.0	29511.4	
July	10956	43636	9722	54051	12109	50721	11371	42215	12136.2	44110.8	8796.0	38307.4	
August	12422	56058	15082.2	69133.2	11850	62571	9876.1	52091.1	9,620.3	53731.1	13671.0	51978.4	
Sept	8390	64448	5126	74259.2	7429	70000	5286	57377.1	4356.5	58087.6	4823.5	56801.9	
October	9761	74209	4955	79214.2	6732	76732	3742.1	61119.2	8480.5	66568.1	3846.6	60648.5	
November	4629	78838	4113	83327.2	4575	81307	6640	67759.2	3562.5	70130.6	3286.5	63935.0	
December	3811	82649	3410	86737.2	5515	86822	4180	71939.2	5347	75477.6			
Total	82649		86737.2		86822		71939.2		75477.6				

Report D										
2019 PMMA 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	2018 Adjustment	-290.7							
		10/20 load	1,210.7	3.8083	4,610.71					
		12/21 load	8,255.0	3.1755	26,214.01					
		Inventory 01/01/18	9,175.0							
	31-Jan	Jan Sales - 10/20 load	1,210.7	3.8083		4,610.71	10,912.69			
		- 12/21 load	1,329.9	3.1755		4,222.97				
		Total January Sales	2,540.6			8,833.68	10,912.69	2,079.01	4.30	0.82
		Inventory 01/31/19	6,634.4							
	28-Feb	Feb Sales - 12/21 load	2,798.9	3.1755		8,887.91	12,539.75	3,651.84	4.48	1.30
		Inventory 02/28/19	3,835.5							
	18-Mar	Purchase	8,281.0	3.7069	30,696.86					
	31-Mar	March Sales - 12/21 Load	2,915.5	3.1755		9,258.17				
		- 3/18 Load	607.0	3.7069		2,250.09				
		Total March Sales	3,522.5			11,508.26	17,125.24	5,616.98	4.86	1.59
		Inventory 03/31/19	8,594.0							
	30-Apr	April Sales - 3/18 Load	3,544.0	3.7069		13,137.22	17,154.95	4,017.73	4.84	1.13
	Inventory 4/30/19	5,050.0								
20-May	Purchase	7,984.0	3.8476	30,719.13						
31-May	May Sales - 3/18 Load	4,130.0	3.7069		15,309.42					
	- 5/20 Load	2,149.1	3.8476		8,268.88					
	Total May Sales	6,279.1			23,578.30	30,582.98	7,004.68	4.87	1.12	
	Inventory 5/31/19	6,755.0								
25-Jun	Purchase	8,049.0	3.6845	29,656.72						
30-Jun	June Sales - 5/20 Load	5,834.9	3.8476		22,450.36					
	- 6/25 Load	1,518.8	3.6845		5,596.02					
	Total June Sales	7,353.7			28,046.38	35,410.66	7,364.28	4.82	1.00	
	Inventory 6/30/19	7,450.3								
23-Jul	Purchase	8,051.0	3.8238	30,785.44						
31-Jul	July Sales - 6/25 Load	6,530.2	3.6845		24,060.52					
	- 7/23 Load	2,339.2	3.8238		8,944.63					
	Total July Sales	8,869.4			33,005.15	42,312.69	9,307.54	4.77	1.05	
	Inventory 7/31/19	6,631.9								
15-Aug	Purchase	7,910.0	3.4338	27,161.39						
31-Aug	August Sales - 7/23 Load	5,711.8	3.8238		21,840.78					
	- 8/15 Load	5,768.9	3.4338		19,809.25					
	Total August Sales	11,480.7			41,650.03	55,518.61	13,868.58	4.84	1.21	

		Inventory 8/31/19	3,061.2							
6-Sep	Purchase		7,945.0	3.3431						
30-Sep	September Sales - 8/15 Load		2,141.1	3.4338		7,352.11				
	- 9/6 Load		5,741.4	3.3431		19,194.07				
	Total September Sales		7,882.5			26,546.18	35,858.10	9,311.92	4.55	1.18
		Inventory 9/30/19	3,123.7							
8-Oct	Purchase		8,005.0	3.5438	28,368.17					
31-Oct	October Sales - 9/6 Load		2,203.6	3.3431		7,366.86				
	- 10/8 Load		2,771.4	3.5438		9,821.29				
	Total October Sales		4,975.0			17,188.14	23,837.81	6,649.67	4.79	1.34
		Inventory 10/31/19	6,153.7							
20-Nov	Purchase		8,140.0	3.5638						
30-Nov	November Sales - 10/8 Load		4,752.7	3.5438		16,842.58	22,011.77	5,169.19	4.63	1.09
		Inventory 11/30/19	9,541.0							
	Physical		9,402.0							
	Difference		-139.0							
	Year to Date Sales Totals 100LL		63,999.0			229,223.83	303,265.25	74,041.42		24.41%
			January -73.40	February -56.5	March -147.0	April -131	May -163	June -129.3	July -95.9	August -117.20
			September -79.7	October -119.7	November -139					

	Date	Description	Gallons	Price/Gallon	Load Cost	Monthly Cost	Total Sales	Gross Profit	Sale Price/Gallon	Gross Profit/Gallon
Jet-A	1-Jan	2018 Adjustment	-467.4							
		12/12/18 load	7,396.4	2.3613	17,465.12					
		Inventory 01/01/19	6,929.0							
	31-Jan	January Sales 12/18 load	2,154.0	2.3613		5,086.24	9,781.16	4,694.92	4.54	2.18
		Inventory 01/31/19	4,775.0							
	28-Feb	February Sales 12/18 load	1,223.0	2.3613		2,887.87	5,252.87	2,365.00	4.30	1.93
		Inventory 02/28/19	3,552.0							
	8-Mar	Purchase	8,095.0	2.4277	19,652.04					
		March Sales 12/18 Load	3,071.5	2.3613		7,252.73	12,783.15	5,530.42	4.16	1.80
		Inventory 03/31/19	8,575.5							
	28-Apr	Purchase	8,033.0	2.4863	19,972.64					
	30-Apr	April Sales 12/18 Load	947.9	2.3613		2,238.28				
		3/18 Load	5,669.1	2.4277		13,762.87				
		Total April Sales	6,617.0			16,001.15	25,671.12	9,669.97	3.88	1.46
		Inventory 4/30/19	9,991.5							
	29-May	Purchase	7,966.0	2.4959						
	31-May	May Sales - 3/18 Load	2,425.9	2.4277		5,889.36				
		- 4/28 Load	5,255.0	2.4863		13,065.51				
		Total May Sales	7,680.9			18,954.86	33,034.86	14,080.00	4.30	1.83
		Inventory 5/31/19	10,276.6							
	24-Jun	Purchase	7,965.0	2.2893	18,234.05					
	30-Jun	June Sales - 4/28 Load	2,778.0	2.4863		6,906.94				
		- 5/29 Load	5,987.5	2.4959		14,944.20				
	Total June Sales	8,765.5			21,851.14	37,197.13	15,345.99	4.24	1.75	
	Inventory 6/30/19	9,476.1								
26-Jul	Purchase	3,964.0	2.4781	9,823.18						
31-Jul	July Sales - 5/29 Load	1,978.5	2.4959		4,938.14					
	- 6/24 Load	6,817.5	2.2893		15,607.30					
	Total July Sales	8,796.0			20,545.44	40,753.26	20,207.82	4.63	2.30	
	Inventory 7/31/19	4,644.1								
7-Aug	Purchase	7,920.0	2.4038	19,038.37						
20-Aug	Purchase	2,777.0	2.4329	6,756.25						
26-Aug	Purchase	7,945.0	2.2977	18,255.00						
31-Aug	August Sales - 6/24 Load	1,147.5	2.2893		2,626.97					
	- 7/26 Load	3,964.0	2.4781		9,823.19					
	- 8/7 Load	7,920.0	2.4038		19,038.10					
	- 8/20 Load	639.5	2.4329		1,555.84					

		Total August Sales	13,671.0			33,044.10	53,532.33	20,488.23	3.92	1.50
		Inventory 8/31/19	9,615.1							
	30-Sep	September Sales - 8/20 Load	2,137.5	2.4329		5,200.32				
		- 8/26 Load	2,686.0	2.2977		6,171.62				
		Total September Sales	4,823.5			11,371.95	19,915.03	8,543.08	4.13	1.77
		Inventory 9/30/19	4,791.6							
	11-Oct	Purchase	7,998.0	2.3613	18,885.64					
	31-Oct	October Sales - 8/26 Load	3,846.6	2.2977		8,838.33	14,771.25	5,932.92	3.84	1.54
		Inventory 10/31/19	8,943.0							
	30-Nov	November Sales - 8/26 Load	1,412.4	2.2977		3,245.27				
		- 10/11 Load	1,874.1	2.3613		4,425.31				
		Total November Sales	3,286.5			7,670.58	13,439.62	5,769.04	4.09	1.76
		Inventory 11/30/19	5,656.5							
		Physical	5,840.0							
		Difference	183.5							
		Year to Date Sales Total for JetA	63,935.50			153,504.40	266,131.78	112,627.38		42.32%
			January -87.00	February -73.00	March -160.50	April -194.50	May - 96.6	June 42.90	July 97.9	August 434.9
			September 246.4	October 216.0	November 183.50					

Pocono Mountains Municipal Airport

E - Balance Sheet

12/12/19

As of November 30, 2019

Accrual Basis

	Nov 30, 19
ASSETS	
Current Assets	
Checking/Savings	
1000 · PLGIT- Checking	26,784.17
1005 · PNC Grant Account	29,680.82
1008 · First Keystone Checking	7,094.41
1020 · Cash Drawer	-50.46
Total Checking/Savings	63,508.94
Accounts Receivable	
1200 · Accounts Receivable	28,963.62
1201 · Grant Receivable	48,522.48
Total Accounts Receivable	77,486.10
Other Current Assets	
1121- · Inventory Value Jet fuel	12,877.06
1122- · Inventory Value 100LL	33,701.85
1301 · Prepaid Insurance	2,587.19
1302 · Prepaid Expense	-134.15
1499 · Undeposited Funds	2,906.06
Total Other Current Assets	51,938.01
Total Current Assets	192,933.05
Fixed Assets	
1501 · Equipment	
1599.03 · Less Acc Dep - Equip.	-627,253.00
1501 · Equipment - Other	685,966.19
Total 1501 · Equipment	58,713.19
1502 · Runway Improvements	
1599.01 · Less Acc. Dep - Runways & Impr	-7,063,778.00
1502 · Runway Improvements - Other	15,865,375.84
Total 1502 · Runway Improvements	8,801,597.84
1503 · Land	
1507 · Legal Land Acquisition	11,043.64
1503 · Land - Other	2,373,209.89
Total 1503 · Land	2,384,253.53
1504 · Building and Improvements	
1599.02 · Less Acc. Dep - Buildings/impro	7,034,688.00
1504 · Building and Improvements - Other	1,423,060.41
Total 1504 · Building and Improvements	8,457,748.41
1506 · Airport Master Plan	435,000.00
1510 · North Hangar	756,798.53
1511 · T-Hangar Buildings	245,915.82
1599 · Less Accumulated Depreciation	-8,114,519.38
Total Fixed Assets	13,025,507.94
TOTAL ASSETS	13,218,440.99
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	42,683.84
2001 · Due on Fixed Assets (Grants)	141,018.60
Total Accounts Payable	183,702.44

Pocono Mountains Municipal Airport

E - Balance Sheet

12/12/19

As of November 30, 2019

Accrual Basis

	Nov 30, 19
Credit Cards	
2006 · First Keystone CC - 0483	116.91
Total Credit Cards	116.91
Other Current Liabilities	
2100 · Payroll Liabilities	
2101 · 940	84.00
2102 · 941	2,803.38
2105 · Local	189.91
2106 · EMS	4.00
2100 · Payroll Liabilities - Other	701.35
Total 2100 · Payroll Liabilities	3,782.64
2200 · Sales Tax Payable	237.72
2602 · Unearned Grant Revenue	63,776.00
Total Other Current Liabilities	67,796.36
Total Current Liabilities	251,615.71
Long Term Liabilities	
2404 · Sewer/Water Hookups Loan	16,846.62
2502 · Hangar Project Loan	114,971.00
2503 · PIB Loan	81,524.94
2504 · Ferris Lawn Mower Lease	1,599.53
2600 · Fire Co Lease	29,062.50
2601 · Fire Company Lease - Addendum	13,434.72
Total Long Term Liabilities	257,439.31
Total Liabilities	509,055.02
Equity	
3900 · *Retained Earnings	92,669.44
3950 · Invested in Capital Assets	10,913,387.73
Net Income	1,703,328.80
Total Equity	12,709,385.97
TOTAL LIABILITIES & EQUITY	13,218,440.99

11:45 AM

12/12/19

Pocono Mountains Municipal Airport
F - Operations A/R Aging Summary
As of December 12, 2019

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Albert J Fuge	0.00	0.00	5.00	0.00	0.00	5.00
Bohnenberger, Otto	0.00	600.00	600.00	0.00	0.00	1,200.00
Fedex Supply Chain Inc	0.00	6,800.00	0.00	0.00	0.00	6,800.00
Gayden, Marshall	0.00	0.00	40.00	40.00	85.00	165.00
Gustavo Soto	0.00	30.00	0.00	0.00	0.00	30.00
Hi Tech Helicopters	0.00	1,761.56	0.00	0.00	0.00	1,761.56
Hop On Air LLC	0.00	0.00	0.10	0.00	0.00	0.10
Key Leasing , LLC	0.00	1,058.68	0.00	0.00	0.00	1,058.68
Leeward Construction, Inc {C}	0.00	0.00	0.00	0.00	1,324.54	1,324.54
McCANN, AnnaMary	0.00	115.00	0.00	0.00	0.00	115.00
Michael W Miller, LLC	0.00	-311.10	0.00	0.00	0.00	-311.10
Moyer Aviation (c)	0.00	14,242.82	0.00	0.00	0.00	14,242.82
Skys The Limit	0.00	1,381.25	1,648.59	0.00	0.00	3,029.84
Vultaggio, Mark.	0.00	-6.00	0.00	0.00	0.00	-6.00
TOTAL	<u>0.00</u>	<u>25,672.21</u>	<u>2,293.69</u>	<u>40.00</u>	<u>1,409.54</u>	<u>29,415.44</u>

Pocono Mountains Municipal Airport
G - Operations - Unpaid Bills
 As of December 12, 2019

Type	Date	Num	Memo	Due Date	Open Balance
ACM Associates					
Bill	11/27/2019	19-615	Building Inspection	11/27/2019	605.00
Total ACM Associates					605.00
Airport Lighting Company					
Bill	11/20/2019	46214	Runway Light Repair	11/20/2019	75.50
Total Airport Lighting Company					75.50
ARGS Technology, LLC					
Bill	12/01/2019	1500	November 2019	12/01/2019	1,211.44
Total ARGS Technology, LLC					1,211.44
Ascent Aviation Group					
Bill	11/20/2019	647845		12/20/2019	29,009.36
Bill	12/04/2019	M229040	Wings Points through December 4th, 2019	01/03/2020	5.34
Total Ascent Aviation Group					29,014.70
Bonnie Schwartz					
Bill	11/24/2019	2011	November 20th Board Meeting Minutes	11/24/2019	125.00
Total Bonnie Schwartz					125.00
Cardmember Service					
Bill	11/22/2019			12/19/2019	2,847.52
Total Cardmember Service					2,847.52
Cintas Corporation					
Bill	11/18/2019	4035204359		12/18/2019	50.28
Total Cintas Corporation					50.28
Durney & Worthington, LLC					
Bill	12/04/2019	19987	Matter # 16-338 Wladyslaw and Natalia Ga...	12/04/2019	1,925.00
Total Durney & Worthington, LLC					1,925.00
Highmark Blue Shield					
Bill	11/13/2019	191113245841	December 2019	11/13/2019	794.17
Total Highmark Blue Shield					794.17
Jacques Welding					
Bill	11/18/2019	11/18/19	John Deere Tow Tractor Repair	11/18/2019	140.00
Bill	11/25/2019	11/25/19	Snow Box Repair	11/25/2019	905.00
Total Jacques Welding					1,045.00
John Bonham Road Eq. Supplies Inc					
Bill	12/01/2019	137251	Big Pusher Box	12/31/2019	520.00
Total John Bonham Road Eq. Supplies Inc					520.00
Keiper Plumbing & Heating Co.					
Bill	12/03/2019	10395	Installation of Gas Branches to Heaters	12/03/2019	6,132.18
Total Keiper Plumbing & Heating Co.					6,132.18
MW Aviation - vendor					
Bill	11/30/2019	November 2019	November 2019	11/30/2019	5,583.80
Total MW Aviation - vendor					5,583.80
NAPA Auto Parts of Mt Pocono					
Bill	12/03/2019	849476	Fuel Treatment Diesel Tank	12/03/2019	23.97
Bill	12/09/2019	850315	Oil Speed Dry	12/09/2019	30.81
Total NAPA Auto Parts of Mt Pocono					54.78

11:45 AM

12/12/19

Pocono Mountains Municipal Airport
G - Operations - Unpaid Bills
As of December 12, 2019

Type	Date	Num	Memo	Due Date	Open Balance
PA Department of Environmental Protection					
Bill	12/01/2019	1131762	Annual Fee for NPDES Permits	12/01/2019	1,000.00
Total PA Department of Environmental Protection					1,000.00
Pocono Record					
Bill	11/26/2019	0000854792	Special Meeting Notice	12/26/2019	47.25
Total Pocono Record					47.25
Pocono Record (Subscription)					
Bill	11/14/2019	7289165	26 Weeks Subscription	11/14/2019	219.60
Total Pocono Record (Subscription)					219.60
Rettew Associates Inc					
Bill	12/05/2019	176513	2019 NPDES & PPC Updates Professional ...	12/05/2019	1,085.25
Total Rettew Associates Inc					1,085.25
Ron Slonaker {V}					
Bill	11/30/2019		Expense Reimbursement	11/30/2019	293.78
Total Ron Slonaker {V}					293.78
Suburban Propane					
Bill	12/12/2019	2753-560357	Account # 2753-037201	12/12/2019	491.64
Bill	12/02/2019	2753-560241	Account # 2753-037201	01/01/2020	429.87
Total Suburban Propane					921.51
TriGuard					
Bill	12/06/2019	C-2138	January through March, 2020	01/05/2020	75.00
Total TriGuard					75.00
UGI Utilities, inc.					
Bill	11/26/2019	November	November	11/26/2019	441.25
Total UGI Utilities, inc.					441.25
Verizon					
Bill	11/24/2019	0001-36	Fax Line	12/19/2019	48.38
Bill	11/24/2019	0001-49		12/24/2019	106.42
Total Verizon					154.80
Verizon Wireless					
Bill	11/26/2019	9843031568		12/18/2019	38.77
Total Verizon Wireless					38.77
ZRT LLC					
Bill	11/01/2019	5615	Ford Truck Paint	11/01/2019	525.00
Total ZRT LLC					525.00
TOTAL					54,786.58

Pocono Mountains Municipal Airport
H - Open Capital Invoices
As of November 30, 2019

Type	Date	Num	Terms	Due Date	Aging	Open Balance
Monroe Co. Comm						
General Journal	12/31/2018	612				0.50
Total Monroe Co. Comm						0.50
Monroe Co. Industrial Dev Authority						
General Journal	11/01/2019	636				124.49
Total Monroe Co. Industrial Dev Authority						124.49
PA DOT BOA						
AGB-2017-PMMAA-00006						
Payment	11/09/2018					-19.00
Payment	10/21/2019					-0.01
Payment	10/25/2019					-0.01
Invoice	11/01/2019	8822	Due on receipt	11/01/2019	29	0.01
Invoice	11/08/2019	8821	Due on receipt	11/08/2019	22	8,416.51
Total AGB-2017-PMMAA-00006						8,397.50
PA DOT BOA - Other						
Payment	08/21/2019					-0.01
Total PA DOT BOA - Other						-0.01
Total PA DOT BOA						8,397.49
TOTAL						8,522.48

11:44 AM

12/12/19

Pocono Mountains Municipal Airport
I - Due on Fixed Assets - Unpaid Bills
As of November 30, 2019

<u>Type</u>	<u>Date</u>	<u>Num</u>	<u>Memo</u>	<u>Due Date</u>	<u>Aging</u>	<u>Open Balance</u>
Charles W. Grimm Contractors						
Bill	11/15/2019	ABG-2019-P...		11/15/2019	15	42,873.54
Total Charles W. Grimm Contractors						42,873.54
Delta Airport Consultants, Inc..						
Bill	11/08/2019	15128 - CA-20	Project 15128 - North Ra...	11/08/2019	22	8,859.49
Total Delta Airport Consultants, Inc..						8,859.49
TOTAL						51,733.03

11:43 AM

12/12/19

Accrual Basis

Pocono Mountains Municipal Airport
J - Payments between Board Meetings
November 21 through December 12, 2019

Type	Date	Num	Name	Memo	Amount
Nov 21 - Dec 12, 19					
Bill Pmt -Check	11/21/2019	1154	Delta Airport Consultants, Inc..	Project 18051	-80,014.86
Check	11/26/2019	EFT	Pocono Community Bank	2007896467 N. Hangar	-1,979.00
Bill Pmt -Check	11/26/2019	1155	Leeward Construction, Inc	AB6-2017-PMMAA-00006	-251,271.81
Bill Pmt -Check	12/05/2019	1156	Delta Airport Consultants, Inc..	Project 13147	-8,179.15
Check	12/12/2019	EFT	First Keystone Community Bank	Utilities Loan	-1,901.07
Bill Pmt -Check	12/12/2019	1157	Delta Airport Consultants, Inc..	Project 13147	-40,000.00
Bill Pmt -Check	12/12/2019	1158	Charles W. Grimm Contractors		-42,873.55
Bill Pmt -Check	12/12/2019	14584	MTG Accounting	November - 2019	-827.76
Nov 21 - Dec 12, 19					-427,047.20

**Pocono Mountains Municipal Airport Authority
K - November 2019 Cash Report**

	First Keystone	PNC Grant	PLGIT
Balances as of 11/30/19	7,094.41	29,680.82	26,784.17
Income since 11/30/19			
Receipts and Interest	28,506.49	82,873.55	0.00
Transfers	0.00	0.00	0.00
Loans			
Balance after Transfers, Interest, & Deposits:	35,600.90	112,554.37	26,784.17
Bills paid since 11/30/19	-9,518.68	-91,052.70	0.00
Current Balances:	26,082.22	21,501.67	26,784.17
Unpaid Bills - Operations	-25,771.88		
Unpaid Bills - Grants		-119,332.35	0.00
Unpaid Fuel Bills	-29,014.70		
Unpaid Insurance - Due 1st of Month	0.00		
Accounts Receivable/Grants Receivable	29,726.54	51,271.04	0.00
Undeposited Funds (CC Not Settled)	4,248.54		
Projected Balances:	5,270.72	-46,559.64	26,784.17