

## **Agenda**

### **Board of Directors Meeting - #265**

May 19, 2021  
4:00 P.M.

- |    |   |                    |
|----|---|--------------------|
| 1. | Minutes of April 21, 2021   | Attached           |
|    | Minutes of April 21, 2021 Special Meeting   | Attached           |
|    | Minutes of May 1, 2021 Special Meeting  | Attached           |
|    | Minutes of May 6, 2021 Special Meeting  | Attached           |
| 2. | Executive Director's Report   | Mr. Sean Scanlon   |
| 3. | Chairman's Report   | Mr. John Picard    |
| 4. | Audit and Finance Committee   | Mr. Kevin Arnold   |
|    | Review of March Financial Report  | Attached           |
|    | Review of April Financial Report  | Attached           |
| 5. | Reports and Action Items:   |                    |
|    | <b>Resolution # 525: Authorize The Executive Director to Complete The Due Diligence Process For the Hiring Of a Consultant To Prepare an Environmental Assessment</b> | Attached           |
|    | <b>Resolution # 526: Approval of Change Order No. 1 for Construction Contract for Residential Sound Insulation Program – Phase 5</b>                                  | Attached           |
|    | Airport Manager's Report  | Mr. Jeremy Nielson |
| 6. | Other Business  |                    |
| 7. | Public Comment  |                    |
| 8. | Adjournment   |                    |



## **Airport Authority Board of Directors**

**Minutes of April 21, 2021**

**Via Teleconference:** John Picard, Kevin Arnold, Peter Leonardi, David White, Vin Petrini, Rich Jacob, Joe Ginnetti, Matthew Hoey, Anthony Verderame, Mark Sklarz, Dan Adams

**Directors Absent:** Karen O'Connell, Serena Neal-Sanjuro, Gerald Weiner

**Others in Attendance:** Jeremy Nielson, Felipe Suriel, Alicia Seremet, Amy Chiu, Evan Warren, Mark Zaretsky

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Chairman John Picard called the meeting to order at 4:00PM.

### **1. Meeting Minutes**

The board approved the meeting minutes from March 17<sup>th</sup>.

### **2. Chairman and Executive Director's Report**

Mr. Scanlon was not able to join the meeting. Mr. Picard combined both Executive Director and Chairman Report:

- The load factor has been up 10.9% in February, 17.7% in March, and 43.5% so far in April. We had full flights for the first time since the COVID-19 pandemic began.
- Mr. Chairman thanked on behalf of the board for the smooth operation during Vice President's Harris visit.

### **3. Audit and Finance**

Mr. Arnold reported that the airport finished another positive month for the month of February \$42,000, and year to date \$392,000. These numbers do not reflect the balance of the money owed to Avports. These positives is due in large by controlling costs.

The overall income was consistent with the number of flights and enplanements which controls the parking, car rental in which a good portion of the revenues come from.

We did have a fire truck repair that came about to be just under \$10,000. The CARES Act funding is scheduled to cover us until the end of the current fiscal year. The next round of funds are still being worked out. We are anticipating the next round of funding



to be somewhere around \$1,000,000. The funding should help us get through the next fiscal year.

#### **4. Reports and Action Items**

**Resolution # 515:** Approval of Amendment No. 1 for Task Order No. 4 of the Professional Services Agreement with the Jones Payne Group, Inc. for the Noise Compatibility Program. Motion to approve by Mr. Leonard seconded by Mr. Verderame. Unanimously approved.

- Mr. Adams inquired as for the increase in the cost of the agreement. Mr. Picard clarified that the increase was due to the impacted performance during the COVID-19 pandemic.

**Resolution # 516:** Approval of Grant Application to the Federal Aviation Administration for the Realignment of Taxiways A, F & G and Drainage Ditch Maintenance. Motion to approve by Mr. Leonard seconded by Mr. Adams. Unanimously approved.

**Resolution #517:** Approval of Construction Agreement with C.J. Fucci, Inc. for the Realignment of Taxiways A, F & G and Drainage Ditch Maintenance. Motion to approve by Mr. Leonard seconded by Mr. Adams. Unanimously approved.

- Mr. Hoey asked if this was part of the land swap deal being worked with a property owner as part of the taxiway realignment project. Mr. Nielson confirmed we have done a successful land swap at the southeast corner of the airport with the assistance of Hugh Manke's office. The deal is essentially completed but the second property may take additional plan. We are getting ready to erect a new fence line and tree removal on the property. The second property will take additional time for negotiation with that property owner that may be years down the road.

#### **Airport Manager's Report:**

Mr. Nielson reported on the following items:

- Two months left in the fiscal year. Confident to meet budget projections. We are taking whatever measures necessary to meet those goals.
- We held our virtual Emergency Tabletop Exercise with the attendance of many agencies. The main topic of conversation was lasers which seems to be a hot topic with the FAA recently.



- We reached out to the FAA for the CRRSSAA funding but did not get an update. We have submitted the paperwork but have not gotten notification. It may not be available until next fiscal year.
- We had an aircraft excursion from a student pilot. There were no injuries but there was an ARFF response.
- A drone was found on the runway during a routine inspection. The drone seemed to be a hobby version and was turned over to the TSA for further investigation.

**5. Other Business**

None.

**6. Public Comment:**

None.

**7. Adjournment:**

Chairman Picard adjourned the meeting at 4:16PM.

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Respectfully submitted-

**Felipe Suriel- Assistant Airport Manager**



**Airport Authority Board of Directors**

**Minutes of Special Meeting on April 21, 2021**

**Airport Infrastructure Improvement Committee**

**Via Videoconference:** John Picard, Gerald Weiner, Sean Scanlon, Vin Petrini, Rich Jacobs

**Others in Attendance:** None

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The special meeting of the Airport Infrastructure Improvement Committee was held on April 21, 2021. At 8:05 PM, Chairman John Picard opened the meeting and entertained a motion to go into executive session under Conn. Gen. Statutes Section 1-200(6) and Section 1-210(b)(5). The motion was duly seconded and unanimously adopted. Discussion was held on the topic of airport infrastructure improvement options. No votes were taken. The meeting was adjourned at 8:55 PM.



## **Airport Authority Board of Directors**

### **Special Meeting Minutes**

**May 1, 2021**

**Via Teleconference:** John Picard, Kevin Arnold, Peter Leonardi, David White, Vin Petrini, Rich Jacob, Robert Ellis, Matthew Hoey, Anthony Verderame, Dan Adams, Mark Sklarz

**Directors Absent:** Karen O'Connell, Serena Neal-Sanjuro, Joseph Ginnetti

**Others in Attendance:** Sean Scanlon, Jorge Roberts, Jeremy Nielson, Felipe Suriel, Dylan Schildt, Hugh Manke, Johnson Chang-Fong, Eliot Jameson, Mark Zaretsky, Peter Kirsch

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Chairman John Picard called the meeting to order at approximately 09:01AM.

#### **1. Reports and Action Items**

**Resolution #518:** Acceptance of Funds from the Federal Aviation Administration Through the Coronavirus Response and Relief Supplemental Appropriation Act (CRRSAA). Motioned to approve by Peter Leonardi seconded by Dan Adams. Unanimously approved.

**Resolution #519:** Approval of Grant Application to the Federal Aviation Administration for the Acquisition of an Aircraft Rescue and Firefighting Vehicle. Motioned to approve by Dan Adams seconded by Gerald Weiner. Unanimously approved.

**Resolution #520:** Approval of Purchase Agreement with Oshkosh Corporation for the Acquisition of an ARFF Vehicle. Motioned to approve by Dan Adams seconded by Vin Petrini. Unanimously approved.

**Resolution #521:** Approval of Grant Application to the Federal Aviation Administration for the Master Plan Update – Forecast. Motioned to approve by Peter Leonardi seconded by Dan Adams. Unanimously approved. Unanimously approved.

**Resolution #522:** Approval of Grant Application to the Federal Aviation Administration for the Realign Taxiways A, F, and G, Phase One Construction and Relocate Perimeter Fence. Motioned to approve by Matt Hoey seconded by Peter Leonardi. Unanimously approved.

**Resolution #523:** Approval of Award of Contract for the Perimeter Fence Relocation to G.B. Hastie Fence Company. Motioned to approve by Matt Hoey seconded by Peter Leonardi. Unanimously approved.



2. After the action items were read, Chairman John Picard entertained a motion to go into executive session at approximately 09:05AM under Conn. Gen. Statutes Section 1-200(6) and Section 1-210(b)(5). The motion was duly seconded and unanimously adopted. Discussion was held on the topic of airport infrastructure improvement options. No votes were taken. Executive Session ended at approximately 10:18AM.
3. Meeting was adjourned at approximately 10:20AM.

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Respectfully submitted-

**Felipe Suriel- Assistant Airport Manager**



## **Airport Authority Board of Directors**

### **Special Meeting Minutes**

**May 6, 2021**

**Via Teleconference:** John Picard, Kevin Arnold, Peter Leonardi, Gerald Weiner, Vin Petrini, Rich Jacob, Robert Ellis, Matthew Hoey, Anthony Verderame, Dan Adams, Mark Sklarz, Serena Neal-Sanjuro, Joseph Ginnetti

**Directors Absent:** Karen O'Connell, David White

**Others in Attendance:** Sean Scanlon, Jorge Roberts, Jeremy Nielson, Felipe Suriel, Hugh Manke, Brett Simon, Eliot Jameson, Mark Zaretsky, Peter Kirsch, Suyash Raiborde, Andrew King, Maria von Shack, Rasmus Agerskov

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1. At approximately 8:00 PM, Chairman John Picard opened the meeting and entertained a motion to go into executive session under Conn. Gen. Statutes Section 1-200(6) and Section 1-210(b)(5). Peter Leonardi made the motion which was duly seconded by Dan Adams and unanimously adopted. Invitees for the Executive Session were Executive Director Sean Scanlon, Peter Kirsch, Suyash Raiborde, Hugh Manke, and Brett Simon. Executive Session ended at approximately 9:03 PM. Directors Robert Ellis and Joseph Ginnetti left the meeting during the Executive Session.

2. Reports and Action Items

After coming out of Executive Session, the Chairman entertained a motion to adopt a resolution to approve the Letter of Intent and Amendment No. 5 to the Airports Management Agreement, both of which were discussed in Executive Session. Peter Leonardi motioned to vote on the resolution which was seconded by Gerald Weiner.

The Chairman read the entire Resolution 524, a copy of which is attached hereto. The action portion of the resolution provides:

NOW, THEREFORE, BE IT RESOLVED, that the Board of Directors of the Tweed New Haven Airport Authority (i) approves the Letter of Intent and Amendment No. 5 and authorizes the Chairman of the Authority's Board of Directors or the Executive Director





to execute said documents forthwith, and (ii) authorizes the Executive Director: 1) to approve a construction contract for terminal renovations of Avport's choice once the final cost and schedule in such contract have been finalized to the Executive Director's satisfaction; and 2) to finalize an airline use agreement with a new airline in substantially similar terms to agreements with other airlines but which provides recognition of any significant financial contribution that the new airline may make to the Airport.

A roll call vote was taken, and all 11 attendees voted in favor of the resolution. The chairman declared the motion adopted unanimously.

3. Chairman John Picard entertained a motion to adjourn the meeting. Peter Leonardi made the motion which was seconded by Dan Adams. The Chairman declared the motion adopted unanimously and the meeting was adjourned at 9:22 PM.

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Respectfully submitted-

**Felipe Suriel- Assistant Airport Manager**



## RESOLUTION #524

### RESOLUTION FOR MAY 6th SPECIAL MEETING

WHEREAS, the Tweed New Haven Airport Authority (the "**Authority**") and Avports, LLC ("**Avports**") are parties to that certain Amendment and Restatement of Management Agreement for the Operation of Tweed-New Haven Airport Between Tweed-New Haven Airport Authority and Macquarie Aviation North America 2, Inc. d/b/a AvPORTS, dated July 1, 2004, which agreement was thereafter duly assigned to Avports, effective January 1, 2009, as amended by Amendment No. 1 dated as of March 19, 2014, Amendment No. 2 dated as of September 21, 2016, Amendment No. 3 dated as of January 1, 2018, and Amendment No. 4 dated as of May 17, 2019 (the "**O&M Agreement**");

WHEREAS, the Authority has been in discussions for several months with Avports about a project to upgrade the infrastructure of, and enhance commercial air service at, the Airport;

WHEREAS, the scope of the project includes (i) renovations of the current terminal at the Airport, and (ii) an Environmental Assessment ("**EA**") in connection with certain additional improvements contemplated by the master plan;

WHEREAS, Avports has determined that the renovation costs will total approximately \$4,000,000 and the EA costs will total approximately \$750,000;

WHEREAS, the Authority does not have capital funding to design, permit and construct the renovations or perform the EA;

WHEREAS, Avports has access to the necessary capital and is prepared to provide said funds to engage design professionals and a contractor chosen by Avports to complete the renovations;

WHEREAS, the terms of the terminal renovation project, including the financing therefor, are contained in a proposed Amendment No. 5 to the O&M Agreement ("**Amendment No. 5**");

WHEREAS, commencing six months from the execution of Amendment No. 5, the Authority will make monthly repayments to Avports, and the funds for the repayment will come from net Authority operating revenue, Passenger Facility Charges and any AIP funding from the FAA for certain terminal-related projects of the Authority, or the future payment obligations may be assumed by an affiliate of Avports as provided in Amendment No. 5;

WHEREAS, elements of the overall airport improvement project are to be discussed and agreed to by the Authority and Avports in the near future, and Avports requires that said discussions, which involve trade secrets, financial analyses and other proprietary information belonging to



Avports, must remain confidential to the extent allowed by law, and Avports requires a commitment from the Authority that the Authority will deal only with Avports for a limited period of time, and the Authority and Avports have agreed to a Letter of Intent that addresses Avport's needs for confidentiality and exclusivity, among other things (the "**Letter of Intent**");

WHEREAS, the Authority has reviewed its Procurement Policies and has determined that Amendment No. 5 and the Letter of Intent are in the best interests of the Authority and the general public and may be entered into as Negotiated Basis Contracts in compliance with the Authority's Procurement Policies;

WHEREAS, Avports is finalizing an agreement with a new airline that includes, inter alia, a commitment by Avports for renovation of the terminal, and the Authority needs to enter into a use and lease agreement with that new airline;

NOW, THEREFORE, BE IT RESOLVED, that the Board of Directors of the Tweed New Haven Airport Authority (i) approves the Letter of Intent and Amendment No. 5 and authorizes the Chairman of the Authority's Board of Directors or the Executive Director to execute said documents forthwith, and (ii) authorizes the Executive Director: 1) to approve a construction contract for terminal renovations of Avport's choice once the final cost and schedule in such contract have been finalized to the Executive Director's satisfaction; and 2) to finalize an airline use agreement with a new airline in substantially similar terms to agreements with other airlines but which provides recognition of any significant financial contribution that the new airline may make to the Airport.



## **Resolution #525**

### **Authorization of Executive Director to Complete The Due Diligence Process and Hire A Qualified Consultant To Perform An Environmental Assessment**

**MAY 19, 2021**

**WHEREAS**, the Authority has included in its AIP-eligible list of projects the hiring of a consulting firm to perform an Environmental Assessment (hereinafter "EA") of the paving of the runway safety areas and construction of a terminal on the east side of the airport on airport property (hereinafter the "Terminal and Runway Expansion Project" or the "Project");

**WHEREAS**, the RFQ was issued on March 15, 2021 and two qualified firms submitted Statements of Qualifications by the April 5, 2021 deadline; and

**WHEREAS**, the two Statements of Qualifications, pursuant to federal requirements, were scored by a panel of three individuals, Sean Scanlon and Board members Kevin Arnold and Peter Leonardi; and

**WHEREAS**, McFarland Johnson, Inc. was ranked the most qualified; and

**WHEREAS**, federal procurement policies require that the Authority and the consulting firm determine a reasonable price through an independent fee estimate process in which the first-ranked consultant, McFarland Johnson, Inc., prepares an estimate based on a detailed scope of services for the Project; and

**WHEREAS**, an independent third party is asked to provide a cost estimate based on the same scope of services and, according to FAA requirements, if the first-ranked consultant's price is within 10% of the independent fee estimate the consultant's price is deemed reasonable; and

**WHEREAS**, if the spread exceeds 10%, the parties must negotiate a price with the help of the independent third party that is within the 10% parameter and ultimately acceptable to the FAA.

**NOW THEREFORE BE IT RESOLVED** that the Board approve and authorize the Executive Director to negotiate a professional services contract between the Tweed New Haven Airport Authority and McFarland Johnson, Inc. for preparation of an Environmental Assessment for the Terminal and Runway Expansion Project at Tweed New Haven Airport, and to execute a contract for such services for a reasonable fee as determined consistent with procedures established by the Federal Aviation Administration (FAA) for qualified based selection procurements.



## **Resolution #526**

### **Approval of Change Order No. 1 for Construction Contract for Residential Sound Insulation Program – Phase 5**

**May 19, 2021**

**WHEREAS**, the Airport Authority under Resolution #489 approved the award of a construction contract to Holzner Construction in the amount of \$2,248,986 for the Residential Sound Insulation Program – Phase 5 (the “Project”) for Tweed New Haven Regional Airport; and

**WHEREAS**, the Authority wishes to amend the construction contract with Holzner construction for the Project to reflect changes in the scope of work; and

**WHEREAS**, the changes in the scope of work of the Project results in a net reduction in the contract amount of \$93,878.62; and

**WHEREAS**, the original Cost of Construction for the Project of \$2,248,986.00 is shared 90% by the FAA, and 10% local share consisting of \$40,000 by the State of Connecticut, and the \$184,899 by the Authority; and the revised cost of \$2,155,107.38 results in a reduction of the Authority’s share to \$175,510.74; and,

**WHEREAS** funds for the State and local shares of the cost of the Project are available from State of Connecticut funds and City of New Haven bond funds allocated to the Authority.

**NOW THEREFORE BE IT RESOLVED** that the Tweed-New Haven Airport Authority approves Change Order No. 1 to the construction contract with Holzner Construction for the Residential Sound Insulation Program – Phase 5 reducing the contract amount by \$93,878.62 from \$2,248,986.00 to \$2,155,107.38 and reducing the Authority’s share to \$175,510.74. The Authority delegates authority to the Executive Director to decide on any future change orders, that reduce the Authority’s share. The Chairman, Vice Chairman and the Secretary or Treasurer is authorized to execute agreement modifications of the project on behalf of the Authority.

Tweed New Haven Airport Authority  
Income Statement - Budget  
For the Month Ending  
March 31, 2021

	Current Month	Monthly Budget (adj.)	Year to Date	% of budget	Balance to Year End (adj.)	2020-21 Approved Budget
<b>Revenues</b>						
AIRPORT REVENUE	44,867.99	61,295.58	443,327.07	60%	292,219.93	735,547.00
CARES ACT	77,362.00	77,362.07	696,258.00	75%	232,086.80	928,344.80
DHS LEO GRANT	3,178.00	2,794.53	6,465.60	16%	33,534.40	40,000.00
CITY OF NEW HAVEN	25,000.00	25,000.00	225,000.00	75%	75,000.00	300,000.00
STATE OF CONNECTICUT	125,000.00	125,000.00	1,125,000.00	75%	375,000.00	1,500,000.00
<b>Total Revenues</b>	<b>275,407.99</b>	<b>291,452.18</b>	<b>2,496,050.67</b>	<b>71%</b>	<b>1,007,841.13</b>	<b>3,503,891.80</b>
<b>Expenses</b>						
AIRPORT EXPENSES	66,238.85	72,421.57	460,120.42	53%	408,938.37	869,058.79
AIRPORT PAYROLL & BENEFITS	113,961.23	146,359.82	1,118,361.46	64%	637,956.39	1,756,317.85
AUTHORITY MANAGEMENT	9,673.39	10,000.00	87,275.87	73%	32,724.13	120,000.00
LEGAL, AUDIT & ACCOUNTING	75,760.60	10,000.00	140,549.83	117%	(20,549.83)	120,000.00
MARKETING	3,767.68	4,166.67	4,612.68	9%	45,387.32	50,000.00
AIRPORT TSA SECURITY	0.00	7,300.00	0.00	0%	87,600.00	87,600.00
AIRPORTS-ENGINEERING	14,532.87	4,166.67	15,954.40	32%	34,045.60	50,000.00
AIRPORTS-ASD FUND	6,630.62	6,630.60	59,675.58	75%	19,891.66	79,567.24
AIRPORTS - MGT FEES	24,754.33	24,754.33	222,788.97	75%	74,262.99	297,051.96
<b>Total Expenses</b>	<b>315,319.57</b>	<b>285,799.65</b>	<b>2,109,339.21</b>	<b>62%</b>	<b>1,320,256.63</b>	<b>3,429,595.84</b>
<b>Net Income(Loss)</b>	<b>&lt;39,911.58&gt;</b>	<b>5,652.53</b>	<b>386,711.46</b>			<b>74,295.96</b>

**TWEED-NEW HAVEN AIRPORT AUTHORITY**

**Balance Sheet-Governmental Fund Type and Account Groups**

**March 31, 2021**

	<b><u>General Fund</u></b>
<i>Assets</i>	
Cash and equivalents	\$ 86,524
Accounts receivable, net	2,231,541
Prepaid expenses and other assets	<u>11,981</u>
<b>Total assets</b>	<b><u><u>\$ 2,330,046</u></u></b>

***Liabilities and Fund Balances***

Accounts payable and accrued expenses	\$ 1,133,665
Deferred grant revenue	1,233,585
Due to (from) other funds	(2,591)
Fund balance	<u>(34,613)</u>
<b>Total liabilities and fund balances</b>	<b><u><u>\$ 2,330,046</u></u></b>

Tweed New Haven Airport Authority  
Income Statement - Budget  
For the Month Ending  
April 30, 2021

	Current Month	Monthly Budget (adj.)	Year to Date	% of budget	Balance to Year End (adj.)	2020-21 Approved Budget
<b>Revenues</b>						
AIRPORT REVENUE	54,699.45	61,295.58	487,672.04	66%	247,874.96	735,547.00
CARES ACT	77,362.00	77,362.07	773,620.00	83%	154,724.80	928,344.80
DHS LEO GRANT	1,530.00	2,667.03	7,995.60	20%	32,004.40	40,000.00
CITY OF NEW HAVEN	25,000.00	25,000.00	250,000.00	83%	50,000.00	300,000.00
STATE OF CONNECTICUT	125,000.00	125,000.00	1,250,000.00	83%	250,000.00	1,500,000.00
<b>Total Revenues</b>	<b>283,591.45</b>	<b>291,324.68</b>	<b>2,769,287.64</b>	<b>79%</b>	<b>734,604.16</b>	<b>3,503,891.80</b>
<b>Expenses</b>						
AIRPORT EXPENSES	72,903.55	72,421.57	533,023.97	61%	336,034.82	869,058.79
AIRPORT PAYROLL & BENEFITS	115,560.08	146,359.82	1,233,921.54	70%	522,396.31	1,756,317.85
AUTHORITY MANAGEMENT	14,911.62	10,000.00	102,187.49	85%	17,812.51	120,000.00
LEGAL, AUDIT & ACCOUNTING	57,967.07	10,000.00	198,516.90	165%	(78,516.90)	120,000.00
MARKETING	0.00	4,166.67	4,612.68	9%	45,387.32	50,000.00
AIRPORT TSA SECURITY	0.00	7,300.00	0.00	0%	87,600.00	87,600.00
A <sub>v</sub> PORTS-ENGINEERING	0.00	4,166.67	50,954.40	102%	(954.40)	50,000.00
A <sub>v</sub> PORTS-ASD FUND	6,630.62	6,630.60	66,306.20	83%	13,261.04	79,567.24
A <sub>v</sub> PORTS - MGT FEES	24,754.33	24,754.33	247,543.30	83%	49,508.66	297,051.96
<b>Total Expenses</b>	<b>292,727.27</b>	<b>285,799.65</b>	<b>2,437,066.48</b>	<b>71%</b>	<b>992,529.36</b>	<b>3,429,595.84</b>
<b>Net Income(Loss)</b>	<b>&lt;9,135.82&gt;</b>	<b>5,525.03</b>	<b>332,221.16</b>			<b>74,295.96</b>



**TWEED-NEW HAVEN AIRPORT AUTHORITY**

**Balance Sheet-Governmental Fund Type and Account Groups**

**April 30, 2021**





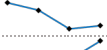






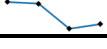



	<b><u>General Fund</u></b>
<i>Assets</i>	
Cash and equivalents	\$ 186,874
Accounts receivable, net	1,926,686
Prepaid expenses and other assets	<u>2,673</u>
<b>Total assets</b>	<b><u><u>\$ 2,116,232</u></u></b>

***Liabilities and Fund Balances***

Accounts payable and accrued expenses	\$ 1,159,400
Deferred grant revenue	1,006,223
Due to (from) other funds	(2,591)
Fund balance	<u>(46,799)</u>
<b>Total liabilities and fund balances</b>	<b><u><u>\$ 2,116,232</u></u></b>

# AIRPORT KEY PERFORMANCE INDICATORS

## HVN

Key Performance Indicators - FY2021	FY2021 (March)	FY2020 (March)	Monthly Variance	% Change FY21 vs FY20	Current FYTD	Previous FYTD	FYTD Variance	% Change FY21 vs FY20
Aircraft Operations - General Aviation	3,280	2,114	1,166	55%	27,856	24,159	3,697	15%
Aircraft Operations - American Airlines	44	104	(60)	-58%	372	1,422	(1,050)	-74%
Passenger Enplanements - American Airlines	316	1,799	(1,483)	-82%	3,574	37,399	(33,825)	-90%
Passenger Deplanements - American Airlines	373	1,554	(1,181)	-76%	4,066	36,420	(32,354)	-89%
Total Fuel Sold (Gallons) - FBO	54,396	38,718	15,678	40%	451,173	571,093	(119,920)	-21%
Total Fuel Sold (Gallons) - American Airlines	2,475	25,978	(23,503)	-90%	66,421	248,214	(181,793)	-73%
Fuel Flowage Fee Revenue - General Aviation	\$ 7,200	\$ 4,560	\$ 2,640	58%	\$ 51,980	\$ 69,144	\$ (17,164)	-25%
Fuel Flowage Fee Revenue - American Airlines	\$ 297	\$ 3,117	\$ (2,820)	-90%	\$ 5,886	\$ 29,786	\$ (23,900)	-80%
Landing Fee Revenue- General Aviation	\$ 9,404	\$ 7,953	\$ 1,451	18%	\$ 63,951	\$ 107,664	\$ (43,713)	-41%
Landing Fee Revenue - American Airlines	\$ 3,298	\$ 7,795	\$ (4,497)	-58%	\$ 27,881	\$ 102,442	\$ (74,561)	-73%
Vehicle Parking Revenue	\$ 935	\$ 12,795	\$ (11,860)	-93%	\$ 16,250	\$ 217,182	\$ (200,932)	-93%
Rental Car Concessions Revenue - Avis	\$ 1,758	\$ 3,808	\$ (2,050)	-54%	\$ 30,381	\$ 51,303	\$ (20,922)	-41%
Rental Car Concessions Revenue - Budget	\$ 1,134	\$ 1,955	\$ (821)	-42%	\$ 24,941	\$ 37,516	\$ (12,575)	-34%
Rental Car Concessions Revenue - Enterprise	\$ 232	\$ 2,285	\$ (2,053)	-90%	\$ 16,977	\$ 63,728	\$ (46,751)	-73%
Rental Car Concessions Revenue - National / Alamo	\$ -	\$ 1,606	\$ (1,606)	-100%	\$ 12,760	\$ 33,148	\$ (20,388)	-62%
Rental Car Parking Space Revenue	\$ 1,960	\$ 2,965	\$ (1,005)	-34%	\$ 27,728	\$ 25,185	\$ 2,543	10%
							\$ (458,362)	(NET +/-)
Key Performance Indicators (Historical)	5 Year Average	FY16	FY17	FY18	FY19	FY20	Trend	% Change Over 5 Years
Aircraft Operations - General Aviation	28,208	32,592	27,947	23,684	26,028	30,791		-6%
Aircraft Operations - American Airlines	1,943	2,224	2,038	1,904	1,976	1,572		-29%
Passenger Enplanements - American Airlines	34,657	30,645	27,661	33,902	42,273	38,805		27%
Passenger Deplanements - American Airlines	34,785	31,355	28,135	34,667	41,924	37,846		21%
Total Fuel Sold (Gallons) - JET A & AVGAS	1,049,050	985,276	962,025	1,101,302	1,252,331	944,317		-4%
Fuel Flowage Fee Revenue - General Aviation	105,021	\$ 118,110	\$ 114,448	\$ 105,490	\$ 107,032	\$ 80,027		-32%
Fuel Flowage Fee Revenue - American Airlines	27,999	\$ 24,339	\$ 21,789	\$ 25,573	\$ 34,670	\$ 33,625		38%
Landing Fee Revenue - General Aviation	141,701	\$ 152,677	\$ 152,655	\$ 141,093	\$ 138,227	\$ 123,852		-19%
Landing Fee Revenue - American Airlines	72,198	\$ 55,172	\$ 51,879	\$ 62,795	\$ 74,462	\$ 116,682		111%
Vehicle Parking Revenue	219,933	\$ 197,690	\$ 182,907	\$ 224,053	\$ 271,752	\$ 223,264		13%
Rental Car Concessions Revenue - Avis	57,652	\$ 61,159	\$ 56,689	\$ 51,307	\$ 57,486	\$ 61,617		1%
Rental Car Concessions Revenue - Budget	45,814	\$ 42,487	\$ 43,953	\$ 36,728	\$ 64,101	\$ 41,800		-2%
Rental Car Concessions Revenue - Enterprise	64,085	\$ 68,730	\$ 57,334	\$ 53,873	\$ 74,360	\$ 66,128		-4%
Rental Car Concessions Revenue - National / Alamo	20,473	\$ -	\$ -	\$ 29,302	\$ 35,381	\$ 37,681		29%
Rental Car Parking Space Revenue	32,276	\$ 35,490	\$ 34,929	\$ 27,800	\$ 29,080	\$ 34,080		-4%

# AIRPORT KEY PERFORMANCE INDICATORS

## HVN

Key Performance Indicators - FY2021	FY2021 (April)	FY2020 (April)	Monthly Variance	% Change FY21 vs FY20	Current FYTD	Previous FYTD	FYTD Variance	% Change FY21 vs FY20
Aircraft Operations - General Aviation	3,617	888	2,729	307%	31,473	25,047	6,426	26%
Aircraft Operations - American Airlines	44	66	(22)	-33%	416	1,488	(1,072)	-72%
Passenger Enplanements - American Airlines	749	190	559	294%	4,323	37,589	(33,266)	-88%
Passenger Deplanements - American Airlines	888	155	733	473%	4,954	36,575	(31,621)	-86%
Total Fuel Sold (Gallons) - FBO	52,805	17,849	34,956	196%	503,978	588,942	(84,964)	-14%
Total Fuel Sold (Gallons) - American Airlines	2,709	11,961	(9,252)	-77%	69,130	260,175	(191,045)	-73%
Fuel Flowage Fee Revenue - General Aviation	\$ 6,480	\$ 1,380	\$ 5,100	370%	\$ 58,460	\$ 70,523	\$ (12,063)	-17%
Fuel Flowage Fee Revenue - American Airlines	\$ 325	\$ 1,920	\$ (1,595)	-83%	\$ 6,210	\$ 31,705	\$ (25,495)	-80%
Landing Fee Revenue- General Aviation	\$ 7,985	\$ 2,938	\$ 5,047	172%	\$ 71,935	\$ 110,602	\$ (38,667)	-35%
Landing Fee Revenue - American Airlines	\$ 3,297	\$ 4,947	\$ (1,650)	-33%	\$ 31,179	\$ 107,388	\$ (76,209)	-71%
Vehicle Parking Revenue	\$ 4,042	\$ 474	\$ 3,568	753%	\$ 20,293	\$ 217,655	\$ (197,362)	-91%
Rental Car Concessions Revenue - Avis	\$ 2,411	\$ 4,308	\$ (1,897)	-44%	\$ 32,792	\$ 55,611	\$ (22,819)	-41%
Rental Car Concessions Revenue - Budget	\$ 3,458	\$ 601	\$ 2,857	475%	\$ 28,399	\$ 38,118	\$ (9,719)	-25%
Rental Car Concessions Revenue - Enterprise	\$ 232	\$ 562	\$ (330)	-59%	\$ 17,209	\$ 64,289	\$ (47,080)	-73%
Rental Car Concessions Revenue - National / Alamo	\$ -	\$ 1,461	\$ (1,461)	-100%	\$ 12,760	\$ 34,609	\$ (21,849)	-63%
Rental Car Parking Space Revenue	\$ 1,960	\$ 2,965	\$ (1,005)	-34%	\$ 29,688	\$ 28,150	\$ 1,538	5%
							\$ (449,725)	(NET +/-)
Key Performance Indicators (Historical)	5 Year Average	FY16	FY17	FY18	FY19	FY20	Trend	% Change Over 5 Years
Aircraft Operations - General Aviation	28,208	32,592	27,947	23,684	26,028	30,791		-6%
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