

**AIRPORT OPERATIONS**

| MONTH        | FY2018        | FY2019        | FY2020        | FY2021        | FY2022        | VAR 2021/2022 |
|--------------|---------------|---------------|---------------|---------------|---------------|---------------|
| OCT          | 4,719         | 3,405         | 5,752         | 6,647         | 4,589         | (2,058)       |
| NOV          | 4,229         | 5,023         | 5,273         | 5,766         | 5,000         | (766)         |
| DEC          | 3,474         | 4,720         | 5,503         | 5,403         | 4,616         | (787)         |
| JAN          | 4,110         | 5,191         | 5,862         | 5,023         | 4,414         | (609)         |
| FEB          | 4,530         | 3,788         | 5,394         | 2,821         | 4,381         | 1,560         |
| MAR          | 5,031         | 6,292         | 3,677         | 5,640         | 6,019         | 379           |
| APR          | 4,542         | 5,685         | 3,257         | 4,473         | 4,783         | 310           |
| MAY          | 4,498         | 4,796         | 6,314         | 4,522         | 6,524         | 2,002         |
| JUN          | 4,806         | 7,342         | 6,295         | 5,891         | 6,315         | 424           |
| JUL          | 5,252         | 7,580         | 7,586         | 6,359         |               |               |
| AUG          | 4,996         | 7,765         | 8,070         | 5,165         |               |               |
| SEP          | 3,973         | 6,274         | 5,905         | 5,272         |               |               |
| <b>TOTAL</b> | <b>54,160</b> | <b>67,861</b> | <b>68,888</b> | <b>62,982</b> | <b>46,641</b> |               |

**FYTD OPERATIONS**

|      | TOTAL  | AVG   |
|------|--------|-------|
| 2019 | 67,861 | 5,655 |
| 2020 | 68,888 | 5,741 |
| 2021 | 62,982 | 5,249 |
| 2022 | 46,641 | 5,182 |

NOTE: Flight school activity accounts for the decline in ops and fuel sales for FY21 & 22

**FUELING OPERATIONS**

| MONTH        | JET A        |              |              |              | 100LL        |              |              |              | TOTAL        |              |              |              |
|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
|              | FY1819       | FY1920       | FY2021       | FY2022       | FY1819       | FY1920       | FY2021       | FY2022       | FY1819       | FY1920       | FY2021       | FY2022       |
| OCT          | 123          | 115          | 144          | 161          | 231          | 534          | 629          | 408          | 354          | 649          | 773          | 569          |
| NOV          | 138          | 110          | 117          | 162          | 308          | 465          | 413          | 360          | 446          | 575          | 530          | 522          |
| DEC          | 122          | 88           | 103          | 132          | 290          | 449          | 436          | 307          | 412          | 537          | 539          | 439          |
| JAN          | 137          | 88           | 96           | 137          | 307          | 462          | 382          | 337          | 444          | 550          | 478          | 474          |
| FEB          | 117          | 70           | 75           | 155          | 238          | 472          | 210          | 266          | 355          | 542          | 285          | 421          |
| MAR          | 142          | 58           | 167          | 177          | 396          | 330          | 401          | 410          | 538          | 388          | 568          | 587          |
| APR          | 97           | 64           | 114          | 164          | 421          | 400          | 336          | 329          | 518          | 464          | 450          | 493          |
| MAY          | 106          | 60           | 136          | 165          | 422          | 488          | 368          | 440          | 528          | 548          | 504          | 605          |
| JUN          | 128          | 115          | 187          | 184          | 570          | 470          | 385          | 445          | 698          | 585          | 572          | 629          |
| JUL          | 117          | 95           | 148          |              | 641          | 664          | 448          |              | 758          | 759          | 596          | 0            |
| AUG          | 129          | 109          | 146          |              | 630          | 740          | 401          |              | 759          | 849          | 547          | 0            |
| SEP          | 109          | 108          | 145          |              | 524          | 510          | 399          |              | 633          | 618          | 544          | 0            |
| <b>TOTAL</b> | <b>1,465</b> | <b>1,080</b> | <b>1,578</b> | <b>1,437</b> | <b>4,978</b> | <b>5,984</b> | <b>4,808</b> | <b>3,302</b> | <b>6,443</b> | <b>7,064</b> | <b>6,386</b> | <b>4,739</b> |

# NEW BRAUNFELS NATIONAL AIRPORT

## FINANCIAL REPORT

### FISCAL YEAR 2022 - ACCOUNT BALANCE

| Description   | Budget       | YTD Actual   | Encumbrance | Balance     | Percentage |
|---------------|--------------|--------------|-------------|-------------|------------|
| Revenues:     | \$ 3,389,410 | \$ 2,847,432 |             | \$ 541,978  | 84.0%      |
| Expenditures: | \$ 3,298,751 | \$ 2,878,505 |             | \$ 420,246  | 87.3%      |
| Airport Net:  | \$ 90,659    | \$ (31,073)  |             | \$ (69,529) | 99.7%      |

# NEW BRAUNFELS NATIONAL AIRPORT FUEL SALES

## 12 MONTH HISTORICAL COMPARISON

| JET A - GALLONS            |        |        |        | 100LL - GALLONS            |        |        |        |        |        |        |        |        |        |        |        |        |        |
|----------------------------|--------|--------|--------|----------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| 12-MONTH PERIOD: JUL - JUN |        |        |        | 12-MONTH PERIOD: JUL - JUN |        |        |        |        |        |        |        |        |        |        |        |        |        |
| 18-Jul                     | 43,081 | 19-Jul | 29,346 | 20-Jul                     | 22,634 | 21-Jul | 43,471 | 18-Jul | 6,939  | 19-Jul | 9,223  | 19-Aug | 15,383 | 20-Jul | 15,591 | 21-Jul | 10,732 |
| 18-Aug                     | 36,698 | 19-Aug | 37,648 | 20-Aug                     | 27,427 | 21-Aug | 44,153 | 18-Aug | 9,223  | 19-Aug | 13,875 | 20-Aug | 13,875 | 20-Aug | 16,612 | 21-Aug | 9,739  |
| 18-Sep                     | 33,115 | 19-Sep | 31,052 | 20-Sep                     | 26,455 | 21-Sep | 46,902 | 18-Sep | 5,214  | 19-Sep | 5,214  | 20-Sep | 12,501 | 20-Sep | 12,041 | 21-Sep | 8,952  |
| 18-Oct                     | 38,608 | 19-Oct | 37,293 | 20-Oct                     | 41,749 | 21-Oct | 44,597 | 18-Oct | 6,306  | 19-Oct | 6,306  | 20-Oct | 12,299 | 20-Oct | 14,301 | 21-Oct | 10,068 |
| 18-Nov                     | 35,063 | 19-Nov | 29,381 | 20-Nov                     | 26,287 | 21-Nov | 45,883 | 18-Nov | 8,345  | 19-Nov | 8,345  | 20-Nov | 10,576 | 20-Nov | 9,923  | 21-Nov | 8,500  |
| 18-Dec                     | 35,609 | 19-Dec | 28,943 | 20-Dec                     | 27,087 | 21-Dec | 43,767 | 18-Dec | 9,025  | 19-Dec | 10,961 | 20-Dec | 10,961 | 20-Dec | 10,034 | 21-Dec | 7,499  |
| 19-Jan                     | 35,331 | 20-Jan | 39,470 | 21-Jan                     | 23,787 | 22-Jan | 34,425 | 19-Jan | 10,650 | 20-Jan | 10,650 | 21-Jan | 11,400 | 21-Jan | 9,388  | 22-Jan | 11,257 |
| 19-Feb                     | 37,941 | 20-Feb | 37,707 | 21-Feb                     | 14,666 | 22-Feb | 46,995 | 19-Feb | 6,845  | 20-Feb | 6,845  | 21-Feb | 11,805 | 21-Feb | 5,384  | 22-Feb | 6,866  |
| 19-Mar                     | 42,063 | 20-Mar | 21,606 | 21-Mar                     | 42,252 | 22-Mar | 50,710 | 19-Mar | 10,453 | 20-Mar | 10,453 | 21-Mar | 7,239  | 21-Mar | 10,287 | 22-Mar | 10,134 |
| 19-Apr                     | 26,967 | 20-Apr | 15,787 | 21-Apr                     | 29,839 | 22-Apr | 54,190 | 19-Apr | 10,818 | 20-Apr | 10,818 | 21-Apr | 8,806  | 21-Apr | 8,258  | 22-Apr | 8,051  |
| 19-May                     | 36,887 | 20-May | 13,045 | 21-May                     | 36,562 | 22-May | 57,070 | 19-May | 10,359 | 20-May | 10,359 | 21-May | 11,275 | 21-May | 9,100  | 22-May | 10,520 |
| 19-Jun                     | 41,078 | 20-Jun | 27,681 | 21-Jun                     | 58,018 | 22-Jun | 69,490 | 19-Jun | 12,913 | 20-Jun | 12,913 | 21-Jun | 14,136 | 21-Jun | 9,418  | 22-Jun | 10,767 |

|            |         |         |         |         |         |         |         |         |
|------------|---------|---------|---------|---------|---------|---------|---------|---------|
| Total      | 442,441 | 348,959 | 376,763 | 581,653 | 107,090 | 140,256 | 130,337 | 113,085 |
| Mo Avg     | 36,870  | 29,080  | 31,397  | 48,471  | 8,924   | 11,688  | 10,861  | 9,424   |
| % of Total | 81%     | 71%     | 74%     | 84%     | 19%     | 29%     | 26%     | 16%     |

| TOTAL FUEL - GALLONS       |        |        |        |        |        |        |        |
|----------------------------|--------|--------|--------|--------|--------|--------|--------|
| 12-MONTH PERIOD: JUL - JUN |        |        |        |        |        |        |        |
| 18-Jul                     | 50,020 | 19-Jul | 44,729 | 20-Jul | 38,225 | 21-Jul | 54,203 |
| 18-Aug                     | 45,921 | 19-Aug | 51,523 | 20-Aug | 44,039 | 21-Aug | 53,892 |
| 18-Sep                     | 38,329 | 19-Sep | 43,553 | 20-Sep | 38,496 | 21-Sep | 55,854 |
| 18-Oct                     | 44,914 | 19-Oct | 49,592 | 20-Oct | 56,050 | 21-Oct | 54,665 |
| 18-Nov                     | 43,408 | 19-Nov | 39,957 | 20-Nov | 36,210 | 21-Nov | 54,383 |
| 18-Dec                     | 44,634 | 19-Dec | 39,904 | 20-Dec | 37,121 | 21-Dec | 51,266 |
| 19-Jan                     | 45,981 | 20-Jan | 50,870 | 21-Jan | 33,175 | 22-Jan | 45,682 |
| 19-Feb                     | 44,786 | 20-Feb | 49,512 | 21-Feb | 20,050 | 22-Feb | 53,861 |
| 19-Mar                     | 52,516 | 20-Mar | 28,845 | 21-Mar | 52,539 | 22-Mar | 60,844 |
| 19-Apr                     | 37,785 | 20-Apr | 24,593 | 21-Apr | 38,097 | 22-Apr | 62,241 |
| 19-May                     | 47,246 | 20-May | 24,320 | 21-May | 45,662 | 22-May | 67,590 |
| 19-Jun                     | 53,991 | 20-Jun | 41,817 | 21-Jun | 67,436 | 22-Jun | 80,257 |

|         |         |         |         |         |
|---------|---------|---------|---------|---------|
| TOTAL   | 549,531 | 489,215 | 507,100 | 694,738 |
| AVERAGE | 45,794  | 40,768  | 42,258  | 57,895  |
| PERCENT | 100%    | 100%    | 100%    | 100%    |

# NEW BRAUNFELS NATIONAL AIRPORT FUEL SALES FY 2022

|         | JET A GALLONS |         |         |         | 100LL GALLONS |         |         |         | TOTAL GALLONS |        |          |         |         |         |         |         |          |
|---------|---------------|---------|---------|---------|---------------|---------|---------|---------|---------------|--------|----------|---------|---------|---------|---------|---------|----------|
|         | FY18-19       | FY19-20 | FY20-21 | FY21-22 | VAR           | FY18-19 | FY19-20 | FY20-21 | FY21-22       | VAR    | FY18-19  | FY19-20 | FY20-21 | FY21-22 | VAR     |         |          |
| OCT     | 38,608        | 37,293  | 41,809  | 44,597  | 2,788         | OCT     | 6,306   | 12,299  | 14,301        | 10,068 | (4,233)  | OCT     | 44,914  | 49,592  | 56,110  | 54,665  | (1,445)  |
| NOV     | 35,063        | 29,717  | 26,287  | 45,883  | 19,596        | NOV     | 8,324   | 10,576  | 9,923         | 8,500  | (1,423)  | NOV     | 43,387  | 40,293  | 36,210  | 54,383  | 18,173   |
| DEC     | 35,609        | 28,943  | 27,087  | 43,767  | 16,660        | DEC     | 9,025   | 10,961  | 10,034        | 7,499  | (2,535)  | DEC     | 44,634  | 39,904  | 37,121  | 51,266  | 14,145   |
| JAN     | 35,331        | 28,070  | 23,787  | 34,425  | 10,638        | JAN     | 10,650  | 11,380  | 9,388         | 11,257 | 1,869    | JAN     | 45,981  | 39,450  | 33,175  | 45,682  | 12,507   |
| FEB     | 37,941        | 25,902  | 14,666  | 46,995  | 32,329        | FEB     | 6,845   | 11,805  | 5,384         | 6,866  | 1,482    | FEB     | 44,786  | 37,707  | 20,050  | 53,861  | 33,811   |
| MAR     | 42,063        | 21,606  | 42,252  | 50,710  | 8,458         | MAR     | 10,453  | 7,239   | 10,287        | 10,134 | (153)    | MAR     | 52,517  | 28,845  | 52,539  | 60,844  | 8,305    |
| APR     | 26,967        | 15,787  | 29,839  | 54,190  | 24,351        | APR     | 10,818  | 8,806   | 8,258         | 8,051  | (207)    | APR     | 37,785  | 24,593  | 38,097  | 62,241  | 24,144   |
| MAY     | 36,887        | 13,045  | 36,562  | 57,070  | 20,508        | MAY     | 10,359  | 11,275  | 9,100         | 10,520 | 1,420    | MAY     | 47,246  | 24,320  | 45,662  | 67,590  | 21,928   |
| JUN     | 41,078        | 27,681  | 58,018  | 69,490  | 11,472        | JUN     | 12,913  | 14,105  | 9,418         | 10,767 | (10,742) | JUN     | 53,991  | 41,786  | 67,436  | 80,257  | 12,821   |
| JUL     | 29,346        | 22,834  | 43,471  |         | (43,471)      | JUL     | 15,383  | 15,612  | 13,875        |        | (9,739)  | JUL     | 44,729  | 38,446  | 54,213  |         | (54,213) |
| AUG     | 37,648        | 27,427  | 43,953  |         | (43,953)      | AUG     | 13,875  | 16,612  | 9,739         |        | (9,739)  | AUG     | 51,523  | 44,039  | 53,692  |         | (53,692) |
| SEP     | 31,052        | 26,455  | 46,902  |         | (46,902)      | SEP     | 12,501  | 12,041  | 8,952         |        | (8,952)  | SEP     | 43,553  | 38,496  | 55,854  |         | (55,854) |
| TOTAL   | 427,593       | 304,760 | 434,633 | 447,127 |               | TOTAL   | 127,452 | 142,711 | 115,526       | 83,662 |          | TOTAL   | 555,046 | 447,471 | 550,159 | 530,789 |          |
| AVERAGE | 35,633        | 25,397  | 36,219  | 49,681  |               | AVERAGE | 10,621  | 11,893  | 9,627         | 9,296  |          | AVERAGE | 46,254  | 37,289  | 45,847  | 58,977  |          |

Forecast:

707,718

| JET A FUEL SALES |         |         |       | JET A FUEL SALES |        |         |       |
|------------------|---------|---------|-------|------------------|--------|---------|-------|
| FY2021           | FY2022  | VAR     | % +/- | FY2021           | FY2022 | VAR     | % +/- |
| 300,307          | 447,127 | 146,820 | 49%   | 86,093           | 83,662 | (2,431) | -3%   |