

SANFORD AIRPORT AUTHORITY



MONTHLY Interim Financial Results

Fiscal Year 2015-2016
for period ending January, 31, 2015

by Don E. Poore, PMP
Chief Financial Officer

Executive Summary

This report covers the 4th monthly period of our fiscal year which ended on January 31, 2016. Operational revenues (13.00%) and expenditures (-6.30%) are beginning to show the normal flow of expenditures. To date, operations have resulted in \$1,110,842 net income. Installation of the final two bridges (7 & 8) are underway. Terminal expansion 30% design has been completed and initial talks with the FAA regarding our next PFC application (the primary funding source) have taken place. Total passenger counts for the month (185,837) surpassed the previous record (Jan 2015) by 9%. Domestic passenger counts (177,017) have set records every month since July 2012 (43 straight consecutive months). International passenger counts (7191) exceeded Jan 2015 figures by 11.62% a welcome turn-around.

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Operations Activities

Summary

Assets

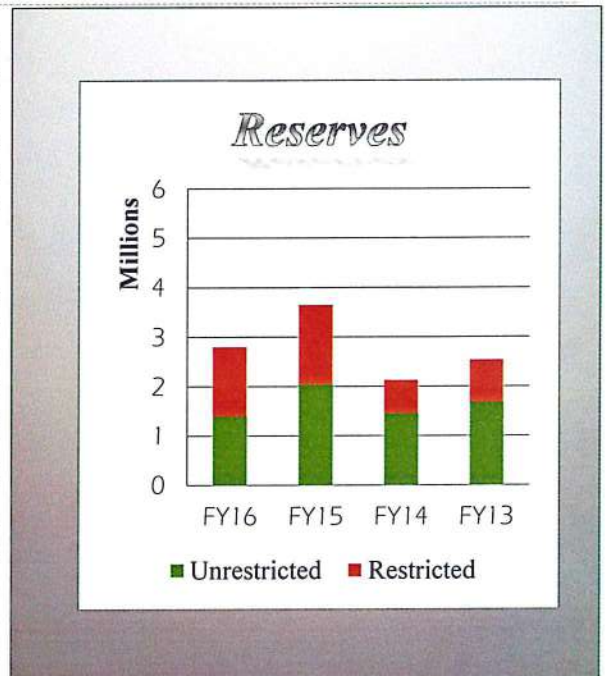
Investment Funds & Reserves: A total of 12 banking accounts are maintained with 7 at CNL Bank, 4 at Local Government Investment Pool (LGIP) and 1 at Bank of America. Four accounts are dedicated to the day-to-day operations of the Authority or loan servicing. The remaining accounts (8) make up the reserves. Total reserves (\$2,802,232) are comprised of four accounts at CNL Bank and four accounts at LGIP; and are designated as restricted or unrestricted.

Unrestricted reserve compositions (reference chart at right) have changed over time. In the past (through Sept 2013), reserves were totally unrestricted and included PFCs. PFC revenues were reimbursing the Authority for costs incurred in construction of the terminal. PFC application #3 allowed for the reimbursement of several past eligible projects and two upcoming projects. Reimbursement for past projects was essentially "money in the bank" once received. All this "past project" reimbursement has been received, all current and future PFC funds are dedicated to payment for "in-progress" currently approved PFC-funded projects only (i.e. Passenger Loading Bridge and Baggage System Replacement). Present unrestricted reserves are composed of two accounts named "Reserves" (one at CNL and one at LGIP) totaling \$1,388,212.

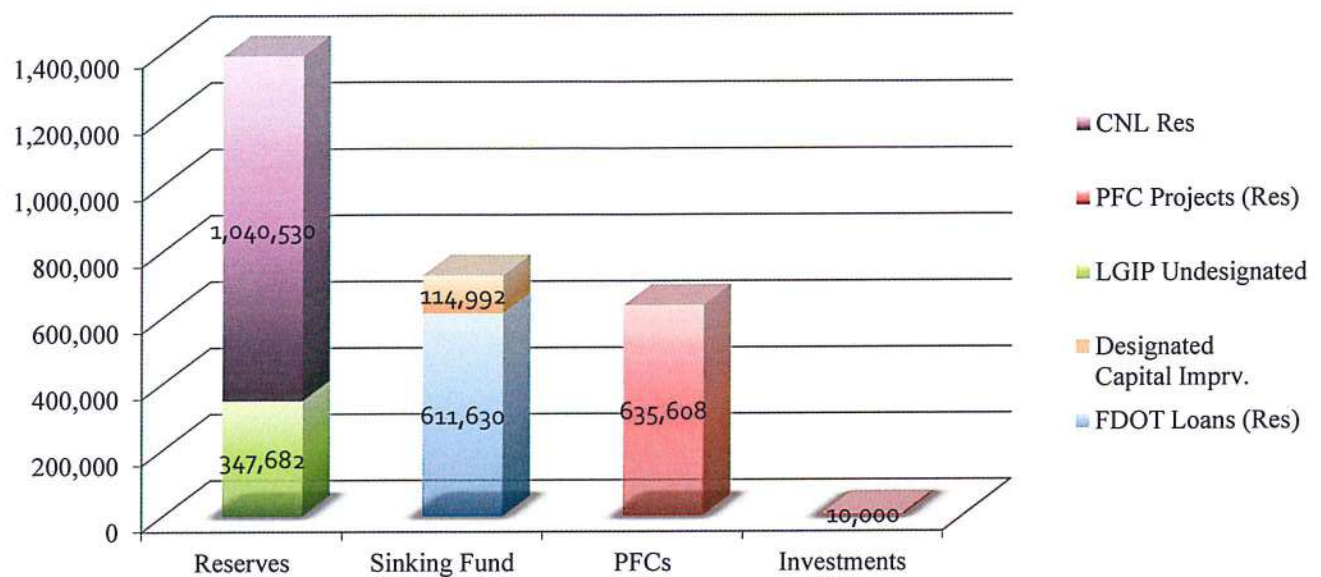
Reserves also include restricted funds (\$1,414,020). This restriction designation is management imposed and relates to the intended use of the funds. Restricted Funds are comprised of 3 CNL Bank accounts (Investments, PFCs and Memorial Committee) and 3 LGIP Accounts (Sinking Fund, Mortgages Held & Memorial Committee). The two Memorial Committee accounts (\$30,427) are for the use of the Sanford Airport Memorial Committee in their restoration efforts. Two additional accounts are currently dedicated to PFC projects only and have a combined balance of \$645,608. A single account at LGIP (\$11,364) is for a mortgage held by the Authority related to an eminent domain settlement. In 2013 a single sinking fund was created to facilitate various obligations that will mature on various future dates.

This sinking fund is comprised of funds to service several future obligations. During 2011 & 2014 SAA acquired land using 2 FDOT grants (50%) and 2 FDOT loans (25% of purchase price at 0% - 10 years). SAA funded approximately \$1,000,000 from reserves and utilized the ten year interest free notes payable to FDOT for \$1,413,729. FY15 funding was prefunded during FY14. Contributions made during FY15 were not required to meet future obligations. These funds were set aside for unbudgeted FDOT grants and replacement of our accounting system. Funding is accomplished by a weekly ACH transfer of \$4,471.

A chart of this composition can be found on the next page.



Reserves Composition



Liabilities

Obligations:

The FDOT loan (427887) referred to above permitted the purchase of several land parcels on Beardall Ave and has a current balance of \$1,206,250. The 0% note has a ten year maturity and will be due in 2022. The associated project was completed in July 2012. A similar loan (420846) was obtained in June 2014 for purchase of property adjacent to R/W 18/36. The grant was closed in Feb 2015 after purchasing one property(Masai). The loan balance of \$207,479 will be due in 2024. A sinking fund (current balance \$708,444) was established at LGIP for retirement of these two loans and other designated capital endeavors.

A derivative-backed loan with Bank of America was utilized to construct three buildings. All three have been continuously occupied by components of the Seminole County government (Supervisor of Elections & County Sheriff). The original amount financed was \$3.50 million. Current balance is approximately \$1.735 million.

Two additional loans with CNL have been utilized. The first loan issued in Feb 2010 was for the construction of a large aircraft hangar. The hangar was constructed for tenant AVOCET and is financed with lease income from this tenant. Renegotiation of this loan in April 2014 reduced its rate(5.666% to 4.25%) and term (20 yr to 10 yr). The current balance is \$1,931,200 The second was issued in July 2012 for the acquisition for land held by ADESA Insurance Auto Auction. This land was needed in order to complete the extension of Runway 9L-27R to 11,000 feet. This interest-only loan was paid off in September 2014 when SAA received FAA grant 73. This loan although paid in full, remains intact and available (\$3,500,000) as a capital project funding facility if needed.

Unearned Revenue:

Unearned revenues are comprised of advanced payments from several sources. The first is the construction value of the AT&T cell tower which doubles as the platform for the Airport's rotating beacon. The construction cost/valuation of the antenna at completion was approx. \$190,000. The tower was then given to SAA by AT&T in lieu of rent payments (\$1500/mo.) for 120 months (\$180,000).

The second source is related to revenue that will be earned as a result of customer-specific build-outs. Several tenants have had capital improvements accomplished at SAA expense (Synergy Wood Products & Orange Air at present). The corresponding lease then details an expense repayment plan at a specified rate of return over a specified period. The total value of this repayment is then booked here and an offset is made to notes receivable with the balance of both being reduced as monthly payments are received. A third build-out was done by Freeman Holdings at the tenant's expense and is reflected as unearned revenue. The value of the build out is earned as their rent comes due and the value of that rent is offset against the value of the build-out.

SUMMARY FOR 4th PERIOD ENDING JANUARY 31, 2016:

OPERATIONS

REVENUES:

	Budgeted	Actual
Actual YTD - end of the 4 th Period's revenues	\$ 3,709,627	\$ 4,191,776

▲ EXCEEDS YTD BUDGET BY \$482,149 OR 13.00%

EXPENSES:

Actual YTD – end of the 4 th Period's expenditures	\$ 2,898,353	\$ 3,080,934
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▼ EXCEEDS BUDGET BY \$182,581 OR (6.30)%

NET EFFECT OF OPERATIONS:

GAIN / (LOSS)	\$ 811,274	\$ 1,110,842
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▲ EXCEEDS BUDGET BY \$299,568 OR 36.93%

GRANTS & CAPITAL PROJECTS

FAA GRANT REVENUES	\$ 3,417,152
FDOT GRANT REVENUES	\$ 1,050,169
GRANT RELATED PROJECT EXPENSES	\$ (4,840,908)
SURPLUS / (DEFICIT)	\$ (373,586)

PFC REVENUES & EXPENSES

PFC's & PFC INTEREST REVENUES	\$ 1,423,240
PFC PROJECT EXPENSES	\$ (1,845,417)
SURPLUS / (DEFICIT)	\$ (422,177)

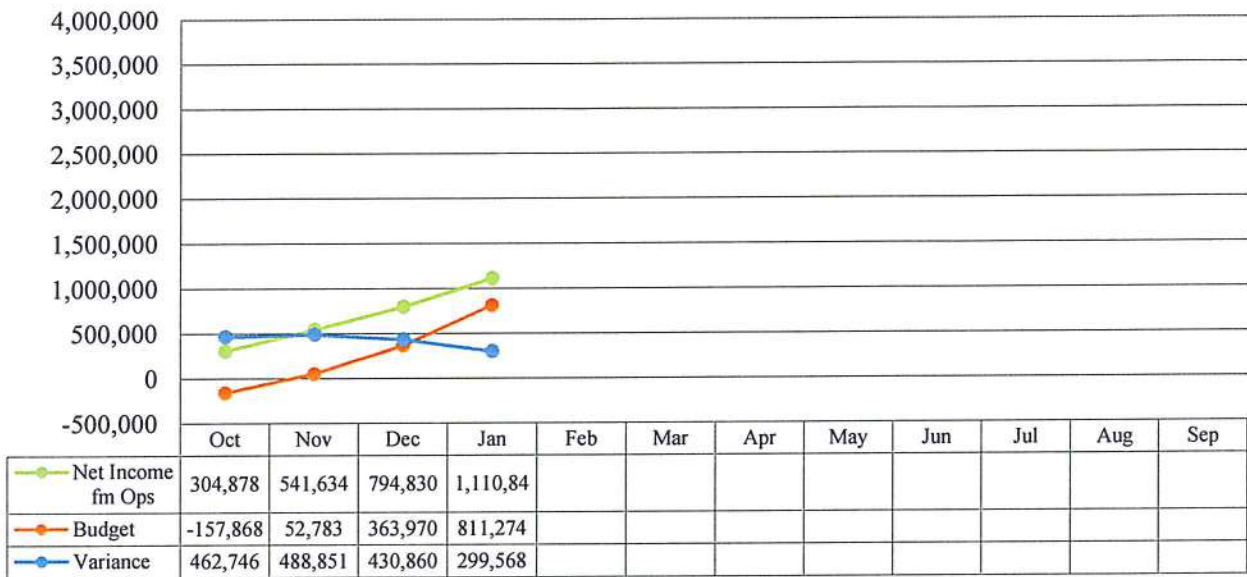
NON-OPERATING REVENUES & EXPENSES

SANFORD AIRPORT MEMORIAL COMMITTEE - Revenue & (Expenses)	\$ (583)
SAA NON-GRANT CAPITAL EXPENSES	\$ (85,423)
OTHER NON-OPERATING ADJUSTMENTS	\$ 82,392
SURPLUS / (DEFICIT)	\$ (3,614)
NON-OPERATING TOTAL	\$ (799,377)

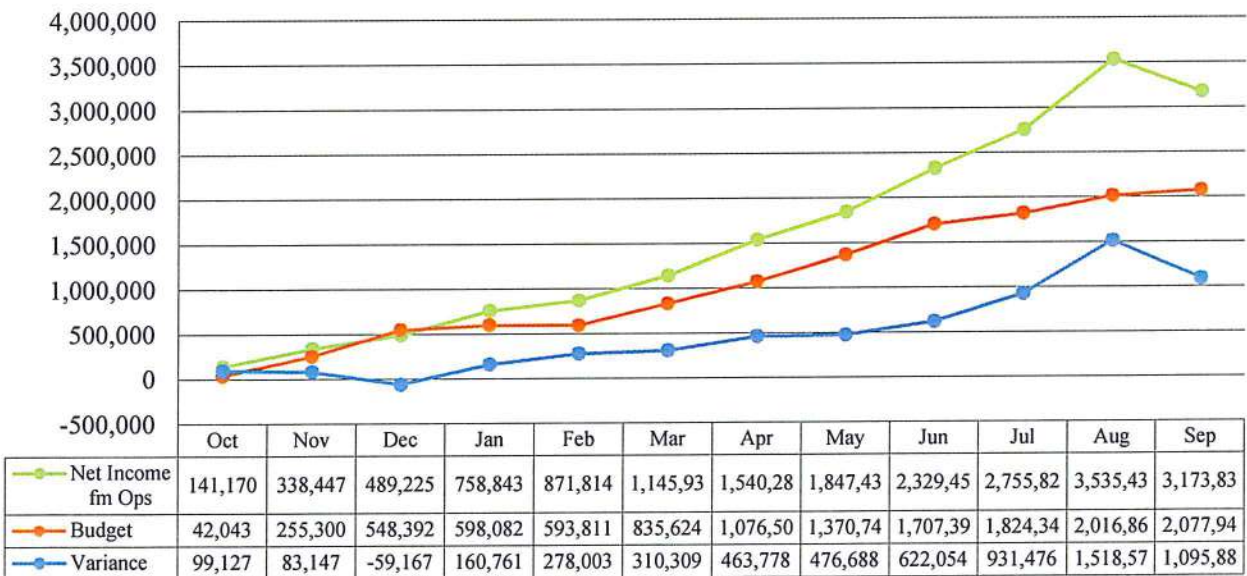
▼ END OF 4TH PERIOD - NET GAIN / (LOSS) ALL SOURCES:

\$1,110,842 - \$799,377 = \$311,465

FY16 Net Income Vs. Budget Report

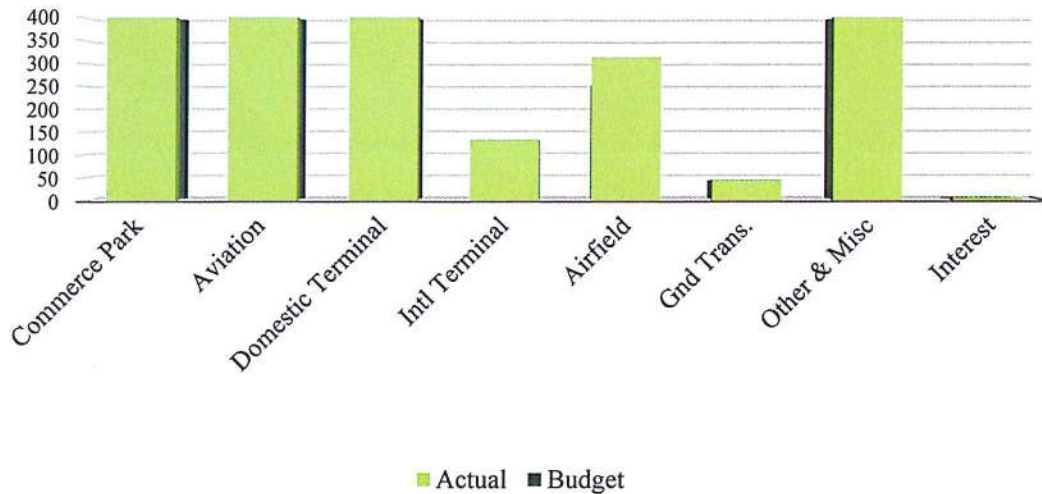


FY15 Net Income Vs. Budget Report



Above the Line Analysis (Operating Results)

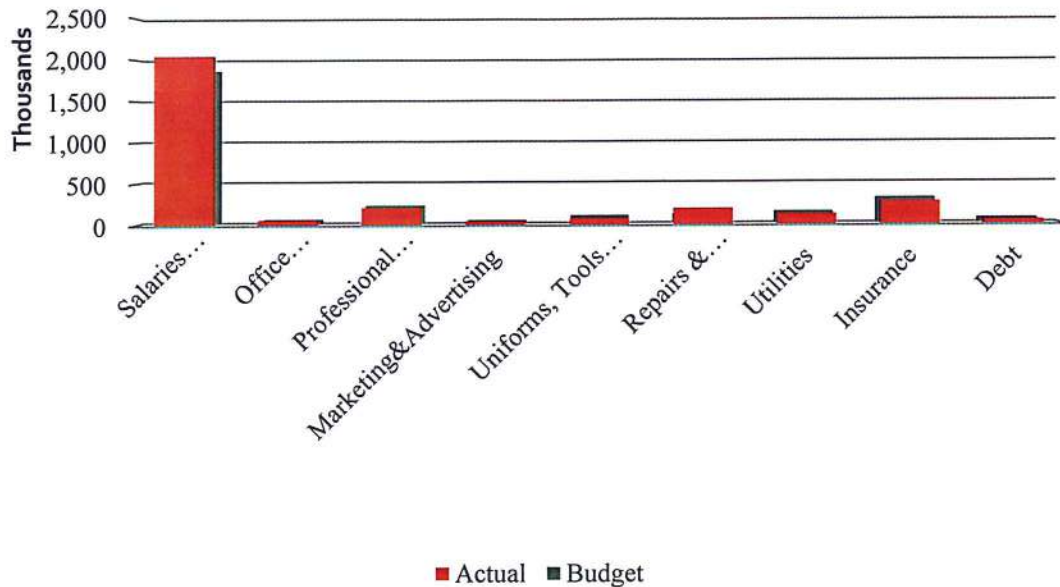
Revenue Actual vs. Budget



Revenue Variances

- ▲ **COMMERCE PARK REVENUES: EXCEEDS BUDGET BY \$9,666 (1.37%)**
- ▲ **AVIATION REVENUES: EXCEEDS BUDGET BY \$93,756 (9.16%)**
THIS POSITIVE VARIANCE IS DUE TO INCREASED FUEL CONSUMPTION.
- ▲ **TERMINAL REVENUES: EXCEEDS BUDGET BY \$330,071 (34.82 %)**
THIS VARIANCE REFLECTS THAT NO CFC FUNDED PROJECT EXPENSES HAVE BEEN RECEIVED AS EXPECTED.
- ▲ **AIRFIELD REVENUES: EXCEEDS BUDGET BY \$62,052 (24.71%)**
CONTINUED DOMESTIC INCREASES IN FLIGHT SCHEDULES ARE LEADING IN INCREASED RELATED CHARGES/ REVENUES
- ▲ **GROUND TRANSPORTATION: EXCEEDS BUDGET BY \$5,519 (13.86%)**
THIS POSITIVE VARIANCE IS NORMAL FOR THIS TIME OF THE FY (ANNUAL RENEWALS OCCUR IN JAN).
- ▼ **OTHER LEASES & MISC REVENUE: FALLS SHORT OF BUDGET BY \$22,270 (-4.35%)**
THIS IS SOLELY RELATED TO AN FAA PAYMENT THAT HAS NOT YET BEEN PROPERLY CATEGORIZED AND LACK OF FORCE ACCOUNT REVENUE RELATED TO SW RAMP ACTIVITIES..
- ▲ **INTEREST REVENUE: EXCEEDS BUDGET BY \$3,355 (187.74%)**
EARLY DEBT RETIREMENT IS RESULTING IN THIS SAVINGS.

Expenses Actual vs. Budget



Expense Variances

- ▼ **SALARIES & BENEFITS: EXCEEDS BUDGET BY \$169,433 (-9.08%)**
THIS VARIANCE REFLECTS 1. EXECUTIVE SALARY IS HIGH DUE TO THE FINAL PAYCHECK OF THE PREVIOUS CEO. 2. A CATCH-UP PAYMENT THAT NEEDED TO BE MADE TO OUR PENSION PLAN.
- ▼ **OFFICE & ADMINISTRATIVE EXPENSES: EXCEEDS BUDGET BY \$10,785 (-21.13%)**
THE VARIANCE IS DUE ALMOST ENTIRELY DUE TO CHANGES IN EXPENSE TIMING.
- ▲ **PROFESSIONAL & CONTRACT SERVICES: : FALLS SHORT OF BUDGET BY \$11,680 (5.32%)**
THE LARGE LEGAL VARIANCE IS ENTIRELY RELATED TO THE ONGOING HOTEL NEGOTIATIONS AND A LARGE PROFESSIONAL SERVICES VARIANCE IS A RESULT OF RECENT APPRAISALS AND LAND NEGOTIATIONS..
- ▲ **PROPERTIES , MARKETING & ADVERTISING: FALLS SHORT OF BUDGET BY \$998 (2.40%)**
CHANGES IN THIS CATEGORY SHOULD CONTINUE TO RESULT IN FAVORABLE RESULTS. .
- ▲ **UNIFORMS TOOLS & SUPPLIES: FALLS SHORT OF BUDGET BY \$17,947 (18.53%)**
REDUCED GAS EXPENDITURES ARE PROVIDING A FAVORABLE VARIANCE .
- ▼ **REPAIRS & MAINTENANCE EXPENSES: EXCEEDS BUDGET BY \$90,476 (-84.38%)**
AOA EXPENSES IN ANTICIPATION OF THE UPCOMING FAA INSPECTION, UNEXPECTED PURCHASE OF A NEW WELL AND READING OF NEW FACILITIES ALL CONTRIBUTE TO THIS VARIANCE.
- ▲ **UTILITIES EXPENSES: FALLS SHORT OF BUDGET BY \$15,501 (10.89%)**
- ▲ **INSURANCE EXPENSE: FALLS SHORT OF BUDGET BY \$33,938 (10.94%)**
THIS IS REFLECTING THE FAVORABLE RATES AND REDUCTIONS THAT WE ENJOY FROM OUR CURRENT CARRIERS/AGENT.
- ▲ **DEBT SERVICE EXPENSES: FALLS SHORT OF BUDGET BY \$8,049 (12.89%)**
THE ACCELERATED PAYOFF OF LOAN 4019 CAUSED THIS VARIATION BUT BY MID YEAR THIS WILL BE RESOLVED.

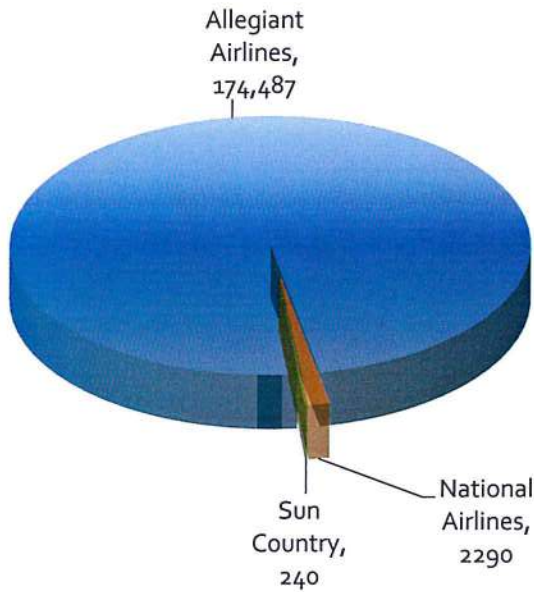
Below the Line Analysis (Grants & Capital Results)

<u>GRANT REVENUE/EXPENSES</u>	<u>REVENUES</u>	<u>EXPENSES</u>	<u>BUDGET</u>	<u>VARIATION</u>
➤ FAA GRANT 72/ FDOT GRANT 431600	11,034,686	(11,783,256)	(613,038)	(135,532)
SW RAMP REHAB BID PKG 2 – THIS BID PKG IS COMPLETE				
➤ FDOT GRANT 437713	92,633	(334,580)	(167,290)	(74,657)
TERMINAL EXPANSION DESIGN – 30% COMPLETE				
➤ FAA GRANT 74/ FDOT GRANT 431600	421,686	(519,045)	(25,952)	(71,407)
SW RAMP REHAB BID PKG 3 –				

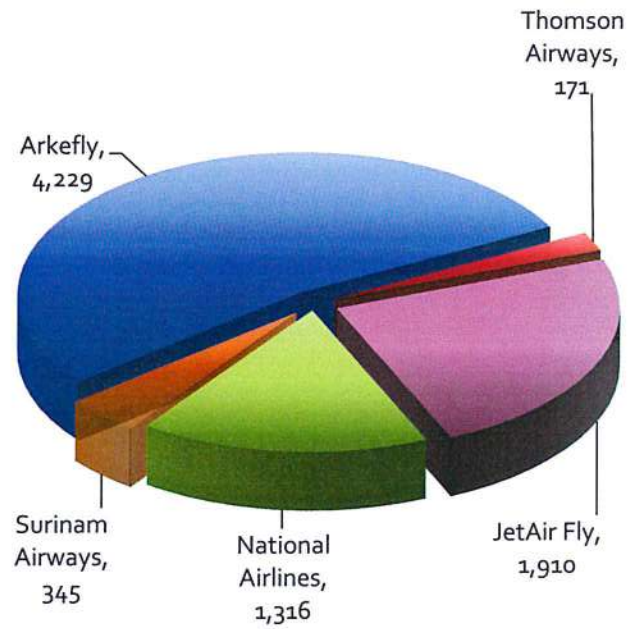
AUTHORITY CAPITAL EXPENDITURES (RELATED TO OPERATIONS)

	<u>ACTUAL</u>	<u>ANNUAL BUDGET</u>	<u>VARIANCE</u>
MACHINERY CAPITAL EXPENDITURES_____	32,199	83,500	51,301
VEHICLES EXPENDITURES _____	10,500	117,000	106,500
SMALL EQUIPMENT EXPENDITURES_____	636	76,400	75,764
COMPUTERS & OFFICE EQUIPMENT _____	13,756	20,900	7,144
COMMUNICATIONS & NETWORKS _____	1,505	30,000	28,495
ACCESS CONTROL _____	3,865	30,000	26,135
VIDEO RECORDING SYSTEM _____	229	32,000	31,771
BUILDING & IMPROVEMENTS _____	22,733	195,000	172,267
LAND & STORMWATER _____	0	10,000	10,000

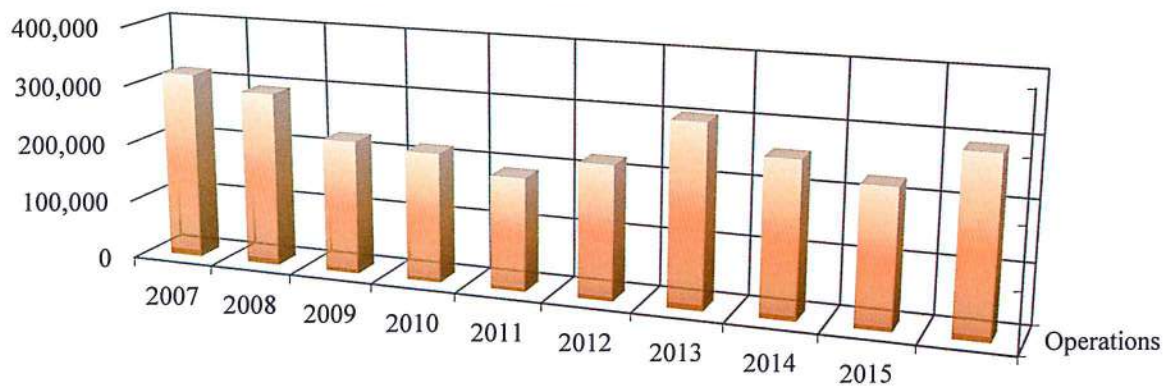
Domestic Carriers



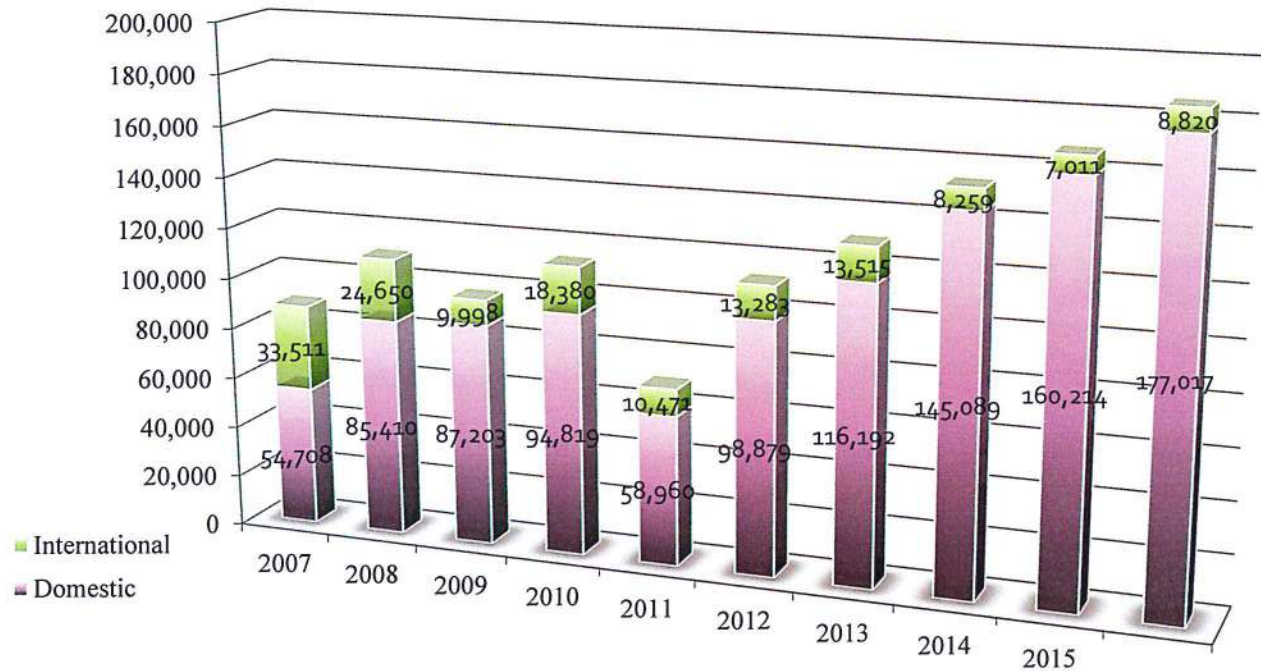
International Carriers



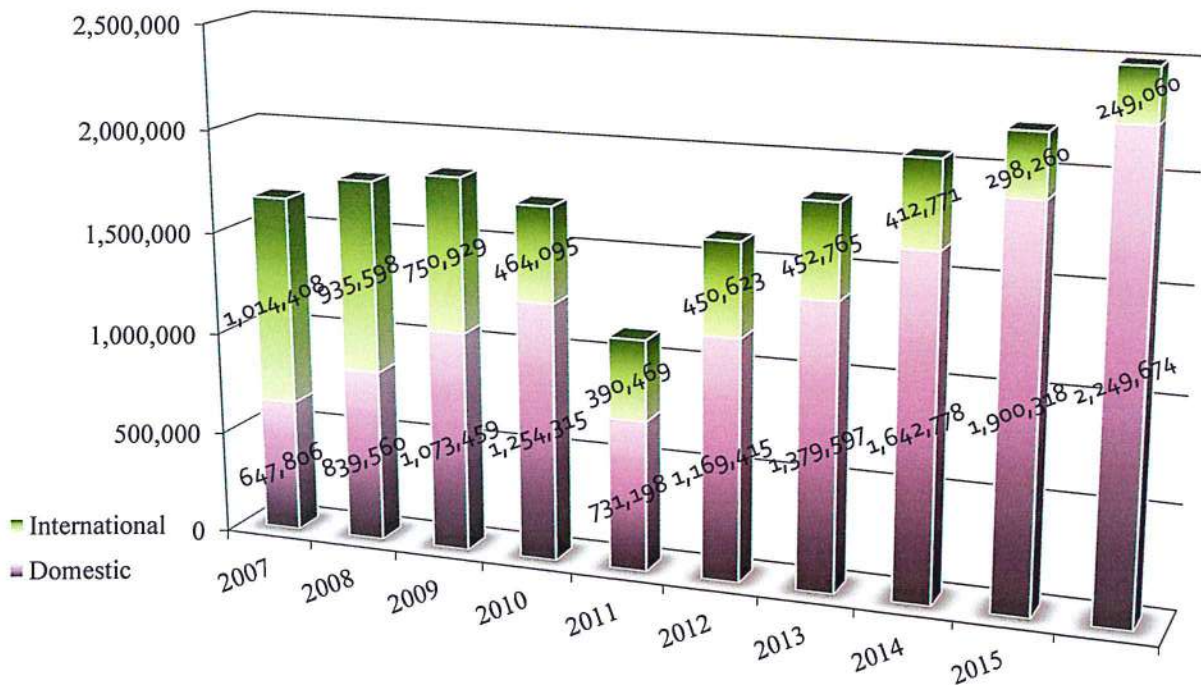
ANNUAL OPERATIONS COUNTS (LAST 12 MONTHS) JANUARY 2016



PASSENGER COUNTS MONTH OF JANUARY



PASSENGER COUNTS ROLLING 12 MONTHS (Jan - Dec)



Notes:

Numbers listed in **BOLD and underlined** are variables that change with each new set of monthly financial statements.

Specific events and financial notes in this document will be reviewed for relevancy two years after their inclusion. For example, comments concerning the payoff of a particular FDOT loan that occurred in December 2013 would be deemed irrelevant and removed after December 2015. Notes that are affected by this rule will be removed after October 1st of the new fiscal year.

Balance Sheet:

Assets: In an effort to aid the reader of the Airport's Financial Statements, Capital Projects are capitalized only at year end. This is done in order to provide a representation of project revenue and expenditure matching. At year end capital project expenditures are all moved to the Construction in Progress (CIP) account. If the project is completed or assets are wholly purchased then the capitalization is accomplished at fiscal year-end. If the project is multi-year and not yet completed the total to date amount to be capitalized resides in the CIP account.

Fixed Assets: Fixed Assets are capitalized once a year in conjunction with SAA's annual audit. These remain as expenses during the fiscal year, so that a comparison to budget can be made for interim reporting. Although depreciation expense is not utilized for tax purposes by the authority, it can be of assistance as a "yard stick" in establishing strategic needs such as budget priorities and task scheduling.

Long-term fixed assets, accumulated depreciation and construction-in-progress are each adjusted annually in concert with the annual audit process. The audit process begins in August of each fiscal year with testing of various expenses. The on-site work is usually scheduled for early November and the final report is presented to the SAA Board in either January or February. The auditors also present the audit results to the City of Sanford in March or April.

Checking Accounts: One checking account is maintained at Bank of America. The purpose of this account is to provide auto draft payments for one outstanding loan. This checking account is required by a loan covenant. The auto draft feature entitles SAA to a 25 basis points reduction of the interest rate on the associated note.

Loan covenants with CNL Bank require SAA to keep a total collective balance in liquid accounts at or above \$1 million. This requirement applies to all accounts not just those held at CNL bank.

Statement of Income:

Monthly Budget Variations:

Because of several large annual payouts that occur in the first month of the fiscal year (October), it is not unusual to incur a cash flow deficit from operations in this first month.

Passenger Facility Charge (PFC) funds are restricted until the end of each quarter. The funds become available on the first day of the new quarter. PFC application #3 authorizes SAA to reimburse themselves for \$1,963,878 in past completed project expenses and administrative costs. The threshold was met during April 2014, with subsequent PFC funds being applied only to the two eligible projects (replacement and expansion of the baggage handling system and replacement of all twelve (12) passenger boarding bridges).

Several of the budgeted amounts for the revenue and expense categories may be forecasted in terms of an annual amount, and then divided by 12 to obtain equal monthly budgeted amounts. While this works for some accounts when they are viewed at the end of the year, several accounts are cyclical in nature and interim period reporting can show unusual surpluses or shortages particularly in the 1st quarter. Accounts that may be affected by this attribute are:

Revenues- Landing Fees, Fuel Flowage Fees, Passenger Facility Charges, Public Safety Charges, Ground Transportation Fees, and Interest Earned.

Expenses – Insurance (prepaid with a 25% deposit in October of each year), Electric Utilities, and many of the maintenance accounts change with the busy summer season.

Grant Funding

Because most of the funding for SAA capital projects is grant related and few grants provide 100% of the required funding, it must be acknowledged that SAA will fund the remaining expenses of these projects with the excess funds from operations or from SAA cash reserves. It is expected that project capital expenditures will usually exceed the related grant revenues acquired during matching periods.

Grants from FDOT usually fund 50% of an eligible non-federally funded capital project or 50% of the non-federal share of the federally funded capital projects. Prior to October 1, 2003, FAA funding normally provided 90% of eligible costs. After this date FAA funding was increased to cover 95% of eligible costs. On some occasions, such as the September 11, 2001 aftermath and the 2004 hurricane impacts, FAA and FDOT provided 100% funding, but this is rare. **As of February 15, 2012, all FAA grants have been issued at the 90% federal share and FDOT grants continue to be issued at one half (1/2) of the non-federal share (currently 5%).**

The term "force account" work describes a condition where the SAA staff fills several roles in FAA funded capital construction projects usually filled by our consultants or the general contractors on such projects. The specific functions are Resident Project Representative (RPR), Construction Manager (CM), and the Project Coordinator. When SAA's maintenance personnel are utilized, they actually do much of the physical construction thereby recouping much of the grant costs (i.e. Runway Sterilization Project). SAA personnel can provide these functions at a lesser expense and we gain invaluable, intimate knowledge of the projects that we are required to maintain. We also earn force account revenue during land acquisition activities. The labors of several staff (President, VP Finance and Admin, Records Manager and Project Coordinator) are eligible for force account revenues during land acquisition efforts.

The Federal Aviation Administration (FAA) provides funds to the Airport for Capital Projects utilizing congressional legislation known as the Airport Improvement Program (AIP). These funds are allocated to airports based upon the number of passenger enplanements that occurred at the Airport approximately two years prior to the allocation.

The allocations that are based upon passenger enplanements are termed "entitlements" because the airport is entitled to the funds due to the established passenger traffic (entitlements). An airport can use their entitlements on the eligible projects that they choose to pursue. As long as the project is eligible the airport selects the project, not the FAA. SFB has received between \$3 million to \$4 million annually in FAA-AIP entitlement funds. The Authority can choose to build an entitlement project now and be reimbursed at a later date. SAA received \$3,729,619 in 2013 entitlements based on our 2011 calendar year passenger traffic. In September 2014, SAA received \$3,992,979 in FAA entitlements based upon our 2012 calendar year passenger traffic.

FAA-AIP "discretionary" funds are funds allocated by the FAA for projects that they (FAA) prioritize. All of an airport's entitlement funds must be spent BEFORE the airport is eligible to receive any discretionary funds. Only "preliminary expenses" can be reimbursed to an airport on a discretionary project, while the complete FAA entitlement project can be reimbursed after completion for the FAA federal share. These are usually design fees and those expenses required to prepare for the actual construction. In September 2013, SAA received \$7,440,446 in discretionary funds for the Southwest Ramp Rehab project Bid Pkg#1. In September 2014, SAA received \$5,615,072 in discretionary funds to continue the reconstruction of the Southwest Ramp with Bid Pkg#3.

Passenger Facility Charges

As part of the Safety and Capacity Expansion Act of 1990, the Authority received approval from the FAA to impose a Passenger Facility Charge (PFC) of \$1 per eligible enplaned passenger at Orlando Sanford International Airport and the Authority has imposed the PFC since December 2000. PFC's may be used either to pay for eligible capital improvements or to pay debt service on bonds issued to finance projects eligible for PFC funding. The applications authorize the Authority to collect a passenger facility charge (\$4) from each passenger utilizing our facility. This fee is collected by airlines and remitted to the authority the following month. The Authority must place the funds in an interest bearing account and cannot be released for use until the end of each quarter. Once the total authorized has been collected or the project is completed the authorization expires. No further PFCs can be collected until a subsequent application is applied for and approved by the FAA. The chart below provides details regarding those applications approved for SFB.

Application #	Date approved	Main Purpose	Amount Authorized	Date Completed
001	12/27/2000	Reimb for multiple projects	\$1,192,352	12/31/2003
002	12/01/2003	Terminal Construction	\$13,312,090	12/01/2012
003	21/1/2012	PBB Replacements & Baggage System Replacements	\$29,837,167	In Progress
004	TBD	Terminal Expansion Etc.	➤ \$43,000,000	N/A

Projects funded by PFC's can be past eligible projects (constructed after November 1991), current eligible projects, and / or future eligible projects. To be eligible for PFC funding, the project must be consulted with the airlines that serve SFB, the project must be included and approved by the FAA in an approved FAA PFC application, and the eligible project must improve or enhance facilities for an air carrier's passengers.

The level of PFC to be collected is submitted and approved by the FAA. Initially in 2000 the Authority collected PFCs at a rate of \$1.00 per enplaned eligible passenger. Current collections are at the rate of \$4.00 per enplaned eligible passenger. Although not authorized, considerable lobbying efforts are being expended to raise the maximum level of PFCs from \$4.50 to \$8.50 per enplaned eligible passenger.

Capital Planning and Financing

Typically, airports in the United States develop master plans that define the airports' ultimate configuration at full development during 20-year time spans, thereby establishing airport complex requirements. Master plans do not normally provide detailed information to determine funding strategies. The Authority periodically prepares (or updates) a strategic business plan to provide a 10-year detailed funding analysis of operating expenses, revenues, and projected airline charges and establish development and financial goals along with measurement criteria.

The plan's overriding objective is to place the Authority in a healthy financial position without overburdening the air carriers while maintaining competitive airline rates and charges. Funding strategies and recommendations will ensure airport facilities and improvements are brought on line when needed, based on established trigger points, funded in a manner that preserves the Authority's competitive cost structure, and maintains maximum flexibility under changing circumstances.

The Authority executed a task order, in the amount of \$998,156, with ATKINS (formerly PBS&J) in July 2009 to update the airport master plan. Master plan updates are multi-year projects normally taking 2-3 years to complete. This update reflects the many capital projects that have been completed and serves as a guideline for future projects and endeavors. The FAA accepted SFB's Updated Master Plan, as of May 2012.

Customer Facility Charges (CFCs)

Two significant revenue sources are slow in being reported for monthly and quarterly financial statements. Car rental Customer Facility Charges (CFC's) and parking revenues are not reported until after the twentieth of the month following the month of their collection. For example, March CFCs and parking revenues are not reported until after the 20th of April.

Customer Facility Charges (CFC's) are fees charged by the Authority on the car rental operators renting cars at SFB. Fees collected are used to pay the costs and expenses of financing, design, construction, and relocation of rental car related facilities. The level of these fees is set by the SAA Board. The current authorized rate is \$2.00 per rental car transaction per day up to a maximum of five days or \$10 on any single car transaction. This rate was last set at the regularly scheduled meeting of the SAA Board of Directors on August 2011 (<http://www.osaa.net/documents/boardminutes/8-22-2011.pdf>). This revenue source generated \$1,507,962 in FY 2012-2013, \$1,529,545 in FY 2013-2014 and \$1,626,127 in FY 2014-2015. Since 2012 \$1,995,352 of capital improvements have been funded using CFCs.

Domestic Terminal Fees

In accordance with the Agreement for the Operations and Maintenance of the Domestic Terminal, during a FY, SAA receives a guaranteed \$250,000 from OSD. Once OSD domestic profits threshold is exceeded then SAA shares in profits made in the domestic terminal. It should be noted that in January 2013, OSD paid approximately \$191,000 (in addition to the minimum guarantee of \$250,000) to SAA in Privilege Fees. This is the first payment of its kind to SAA since the inception of the Domestic Terminal in 2001. In FY 2012-2013 \$268,292 had been paid to SAA in addition to the Minimum Guaranteed (total \$518,292). FY 2013 – 2014 continued this trend with a total of \$720,519 in profit sharing fees. FY2014-2015 saw \$532,093 of fees in addition to the minimum fees. This splitting of fees across SAA FYs is due to OSI/OSD being on a January-December fiscal year, as opposed to SAA's October-September fiscal year.

Tenant Funded Projects

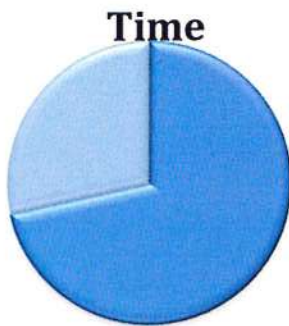
Under FAA rules, the Sanford Airport Authority (SAA) cannot, except under rare circumstances, sell Airport property to tenants to build upon. When SAA tenants pay for the improvements on Airport owned land, the tenant pays only for the land lease for the term of the lease which is usually the standard depreciation period for the type of improvement. Upon the conclusion of the lease, ownership of the improvements reverts to SAA. Two such properties were turned back to SAA in 2012, namely the two truss manufacturing plants one on each end of Aileron Circle in the Airport's commerce park. The appraised collective market value of the improvements on the two properties is \$2,178,000. These two properties were added to the Authority's fixed assets in FY 2011-2012.

Several "build-outs" have recently been constructed on behalf of tenants. These improvements are amortized over a specific term of the lease yielding a 6 % interest rate and are initially considered unearned revenues which is reduced and are earned as revenue incrementally with each monthly payment. These "build-outs" range from building improvements, cellular towers to parking lots and demolition pad.

GRANT AND PFC FUNDED PROJECTS
(CURRENT THROUGH 2/25/2016)

Grant 437713 – Terminal Expansion Design

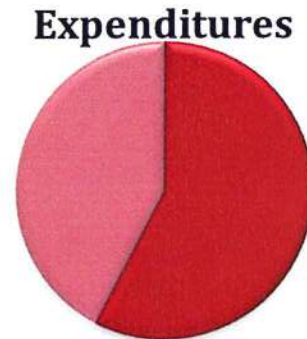
Abstract: This grant awarded \$499,743 on 8 June 2015 to design a terminal expansion. This design will be used to support PFC application #004.



■ Elapsed ■ Remaining



■ Actual ■ Reserves



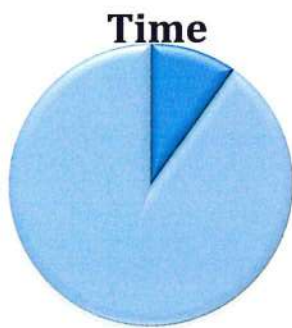
■ Actual ■ Budget

Revenues:\$0
Expenditures: \$575,311
Commence: 6/8/15
Expected Completion: 6/15/16

Grant 7416 - 431600 Southwest Ramp Reconstruction BP3



These grants award \$7,466,692 from the FAA and \$414,816 from FDOT for the third and final phase of the rehabilitation of the Southwest Ramp.



■ Elapsed ■ Remaining



■ Actual ■ Reserve



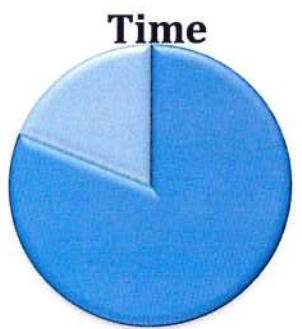
■ Actual ■ Reserve

Phase 1 has been should complete on 4 March. Phase 2 demolition will commence on 7 March.

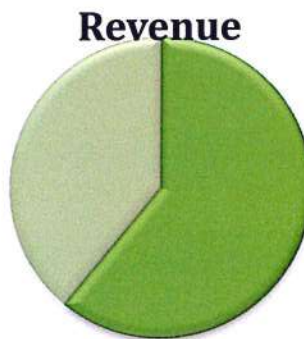
PFC – PASSENGER BOARDING BRIDGES REPLACEMENTS (12)



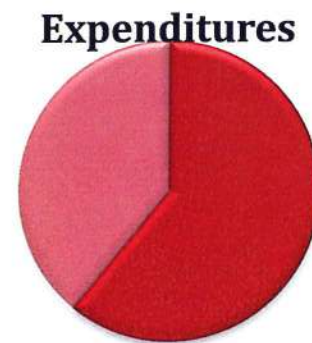
Abstract: PFC application was approved on 12 July 2012. The replacement of 12 passenger loading bridges is one of two approved projects to be accomplished. The project cost was estimated at \$17,532,345 and spans approx. 35 months.



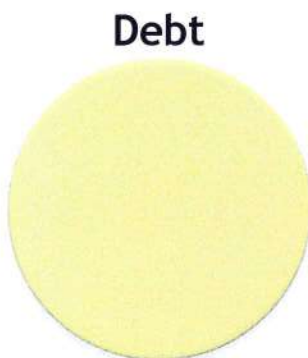
■ Elapsed ■ Remaining



■ Budget ■ Actual



■ Budget ■ Actual



Revenue: \$11,242,453 from PFC

Expenditures: \$11,248,734.

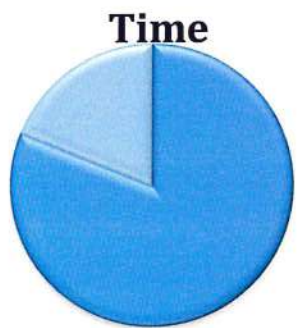
Reserves: \$645,608

Debt: \$0 Work began in Mar 2012 and is expected to complete in Mar 2016. The last two bridges are in progress and will complete this month.

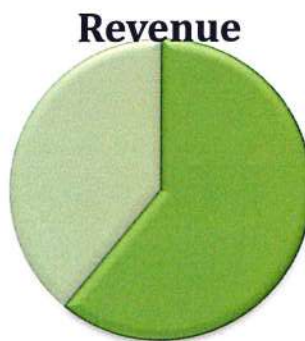
PFC – PASSENGER BOARDING BRIDGES REPLACEMENTS (12)



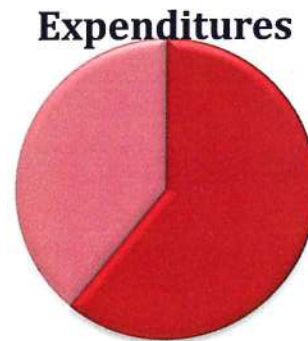
Abstract: PFC application was approved on 12 July 2012. The replacement of 12 passenger loading bridges is one of two approved projects to be accomplished. The project cost was estimated at \$17,532,345 and spans approx. 35 months.



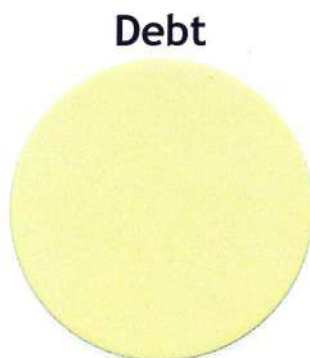
■ Elapsed ■ Remaining



■ Budget ■ Actual



■ Budget ■ Actual



Revenue: \$11,242,453 from PFC

Expenditures: \$11,248,734.

Reserves: \$645,608

Debt: \$0 Work began in Mar 2012 and is expected to complete in Mar 2016. The last two bridges are in progress and will complete this month.

FINANCIAL STATEMENTS & REPORTS

New Balance Sheet
As of 1/31/2016

Sanford Airport Authority (SAA)

Assets

Current Assets

0100-00-000	Savings: BoA: Operating Account	35,741	
0100-00-005	Checking: CNL: Operating Account	51,160	
0100-00-006	MM:CNL: Reserves	1,040,530	
0100-00-015	Checking: CNL: Spec Projects Acct	344,878	
0100-00-020	Savings: CNL: Investments	10,000	
0100-00-050	Savings: LGIP: Reserves Fund A	347,682	
0100-00-052	Savings:LGIP: Sinking Fund	726,622	
0100-00-053	Savings:LGIP:SAA Mortgages Held	11,364	
0100-00-071	Savings: CNL: PFCs	635,608	
0100-00-091	Savings: CNL: Security Deposits	386,912	
0100-00-092	Savings:Law Enforcement	2,500	
0100-00-100	Cash: Accounts Receivable Cash Box	300	
0100-00-110	Petty Cash	300	
0100-00-120	Account Receivable:FAA	1,398,100	
0100-00-130	Account Receivable:FDOT	1,005,722	
0100-00-140	Account Receivable:Tenants	611,553	
0100-00-150	Account Receivable:T-Hangars	1,027	
0100-00-160	Account Receivable:Telephones	16,728	
0100-00-161	Accounts Receivable:Ground Transportation	225	
0100-00-176	Note Receivable:Tenants	190,598	
0100-00-177	Mortgage Receivable	34,330	
0100-00-200	Prepaid Sales Tax	16,341	
0100-00-220	Prepaid Services	13,422	
0100-00-230	Fuel Inventory	4,104	
0100-00-240	Vending Inventory	2,065	
0100-00-300	Deferred Outflow of Resources	201,879	
0100-80-060	Savings: LGIP: Memorial Comm Fund A	28,754	
0100-80-080	Checking: CNL: Memorial Fund	1,673	
Total Current Assets:			7,120,118

Long Term Assets

0200-00-000	Fixed Asset:Land	53,533,530	
0200-00-005	Fixed Asset:Proj Infrastructur	108,436,241	
0200-00-010	Fixed Asset:Buildings	88,795,426	
0200-00-020	Fixed Asset:Misc. Equipment	3,915,810	
0200-00-030	Fixed Assets:Motor Equipment	10,099,985	
0200-00-040	Fixed Asset:Motor Vehicles	4,596,219	
0200-00-050	Fixed Asset:Office Equipment	1,146,272	
0200-00-060	Fixed Asset:Streets	9,672,202	
0200-00-070	Fixed Asset:Water&Sewer System	496,396	
0200-00-080	Fixed Asset:T-Hangars	1,444,167	
0200-00-090	Fixed Asset:Comm System&Fiber	5,889,840	
0200-00-100	Accumulated Depreciation	(114,045,750)	
0200-00-110	Construction:Work In Progress	24,771,837	
Total Long Term Assets:			198,752,175
Total Assets:			205,872,293

The Management Discussion & Analysis (MD&A) is a critical part of any SAA Financial Statements and the Financial Statements are incomplete without the MD&A.

New Balance Sheet
As of 1/31/2016

Sanford Airport Authority (SAA)

Liabilities

Current Liabilities

0300-00-000	Accounts Payable	2,830,891	
0300-00-010	Discounts Earned:Payables	576	
0300-00-022	Net OPEB Liability	32,958	
0300-00-023	Derivative Instrument- Interest Rate Swap	201,879	
0300-00-030	Accrued Vacation Leave	163,922	
0300-00-040	Accrued Sick Leave	46,439	
0300-00-050	Sales Tax Payable	1,827	
0300-00-060	Accounts Payable:Retainage	190,732	
0300-00-100	FICA	5,659	
0300-00-110	Federal Withholding	(6,025)	
0300-00-120	Insurance: Hospital Indemnity	(2,962)	
0300-00-121	Insurance: Cancer	(156)	
0300-00-122	Insurance: Life	(990)	
0300-00-123	Insurance: Health	(3,716)	
0300-00-130	Insurance: Dental	(2,073)	
0300-00-132	Insurance: Vision	49	
0300-00-133	Insurance: Accident	2,417	
0300-00-135	Insurance: Disability	736	
0300-00-136	Insurance: Critical Illness	83	
0300-00-140	Child Support	95	
0300-00-160	ICMA Retirement Fund	(3,067)	
0300-00-161	Roth IRA Retirement Contribution	902	
0300-00-165	FRS Employee Contribution	10	
0300-00-190	Garnishment of Wages	182	
0300-00-200	All Security Deposits Held	405,899	
0300-00-304	Loan: CNL #3680 Line of Credit	282,752	
Total Current Liabilities:			4,149,019

Long Term Liabilities

0400-00-035	Loan:FDOT:427887:Airfield Expansion Land Acq	1,206,250	
0400-00-036	Loan:FDOT: 420846 Land Acq R/W 18/36	207,479	
0400-00-200	Loan:B of A: #331 Construction	1,735,134	
0400-00-302	Loan:CNL: #3677 North Ramp Hangar	1,931,200	
0400-00-400	Unearned Revenues	457,143	
Total Long Term Liabilities:			5,537,206
Total Liabilities:			9,686,225

Equity

0500-00-200	Retained Earnings-Current Year	311,465	
0500-00-200	Retained Earnings:Last Audit	195,874,603	
Total Equity:			196,186,068
Total Liabilities & Equity:			205,872,293

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YTD Income Statement vs Budget YTD
For The 4 Periods Ended 1/31/2016

Sanford Airport Authority (SAA)

		Year to Date	ORIGINAL YTD Budget	Variance	Variance %
Operating Revenues					
Commerce Park Revenues					
1000-00-000	R:Commerce Park Bldg Leases	563,723	546,018	17,705	3.24 %
1000-00-010	R:Commerce Park Land Leases	150,144	158,183	(8,039)	(5.08)%
Total Commerce Park Revenues:		713,867	704,201	9,666	1.37 %
Other Leases & Misc. Revenues					
1100-00-000	R:Lake Golden Leases	0	1,443	(1,443)	(100.00)%
1100-00-010	R:Residential Leases	46,225	41,779	4,446	10.64 %
1100-00-020	R:Security ID Fees	45,346	33,622	11,724	34.87 %
1100-00-030	R:Miscellaneous Revenue & Fees	249,136	60,706	188,430	310.40 %
1100-00-040	R:Late Fees & NSF Fees	8,520	5,425	3,095	57.05 %
1100-00-050	R:Security Fines	0	31	(31)	(100.00)%
1100-00-070	R:Communications Revenue	109,648	109,104	544	0.50 %
1100-00-080	R: TSA Law Enforcement Revenues	24,051	42,645	(18,594)	(43.60)%
1100-00-090	R: FAA Force Account Revenue	5,070	216,871	(211,801)	(97.66)%
1100-00-100	R:Vending Revenues	1,360	0	1,360	0.00 %
Total Other Leases & Misc. Revenues:		489,356	511,626	(22,270)	(4.35)%
Aviation Revenues					
1200-00-000	R:Aviation Building Leases	643,833	600,067	43,766	7.29 %
1200-00-010	R:Aviation Land Leases	170,986	185,849	(14,863)	(8.00)%
1200-00-020	R:Aviation Ramp Leases	43,461	31,568	11,893	37.67 %
1200-00-030	R:T-Hangar Leases	71,309	67,888	3,421	5.04 %
1200-00-100	R:Fuel Flowage Fees	178,934	129,510	49,424	38.16 %
1200-00-110	R:Fuel Storage Fees	1,000	1,010	(10)	(0.99)%
1200-00-120	R:FTZ Fuel Permits	7,025	7,000	25	0.36 %
1200-00-200	R:Aircraft Brokerage Fees	600	500	100	20.00 %
Total Aviation Revenues:		1,117,148	1,023,392	93,756	9.16 %
Domestic Terminal Revenues					
1300-00-000	R:Authority Share of Domestic Terminal Revenues	422,009	417,435	4,574	1.10 %
1300-00-100	R:OSD Parking Revenue	420,728	329,950	90,778	27.51 %
1300-00-200	R:Customer Facility Charges	531,418	434,967	96,451	22.17 %
1300-00-205	R:CFC Remittance to OSD	0	(133,333)	133,333	100.00 %
Total Domestic Terminal Revenues:		1,374,155	1,049,019	325,136	30.99 %
International Terminal Revenues					
1400-00-000	R:International Land Leases	133,119	128,661	4,458	3.46 %
1400-00-100	R:SAA Maintenance Fees	522	45	477	1,060.00 %
Total International Terminal Revenues:		133,641	128,706	4,935	3.83 %
Airfield Revenues					
1500-00-000	R:Domestic Landing Fees - OSD	176,051	137,397	38,654	28.13 %
1500-00-100	R:Intr'l Landing Fees-OSI	77,771	67,223	10,548	15.69 %
1500-00-200	R:Public Safety Fee	59,308	46,458	12,850	27.66 %
Total Airfield Revenues:		313,130	251,078	62,052	24.71 %
Ground Transportation Revenues					
1600-00-000	R:GT Permit Fees	27,125	23,499	3,626	15.43 %
1600-00-100	R:GT Access Fees	14,979	13,976	1,003	7.18 %
1600-00-200	R:Off Airport Rental Car Comm.	3,233	2,343	890	37.99 %
Total Ground Transportation Revenues:		45,337	39,818	5,519	13.86 %
Non-Restricted Interest Earned					
1700-00-000	R:Interest Earned:Unrestricted	5,142	1,787	3,355	187.74 %
Total Non-Restricted Interest Earned:		5,142	1,787	3,355	187.74 %

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YTD Income Statement vs Budget YTD
For The 4 Periods Ended 1/31/2016

Sanford Airport Authority (SAA)

		Year to Date	ORIGINAL YTD Budget	Variance	Variance %
Total Operating Revenue		4,191,776	3,709,627	482,149	13.00 %
Gross Profit:		4,191,776	3,709,627	482,149	13.00 %
Operating Expenses					
Salaries & Benefits					
2000-10-000	E:Full Time Salaries:Finance	85,689	78,004	(7,685)	(9.85)%
2000-10-005	R:Salary Reimb:FAA-Finance	(102)	0	102	0.00 %
2000-12-000	E:Full Time Salaries:IT	88,965	87,783	(1,182)	(1.35)%
2000-20-000	E:Full Time Salaries:Admin	97,701	110,578	12,877	11.65 %
2000-30-000	E:Full Time Salaries:Maint	281,888	295,294	13,406	4.54 %
2000-40-000	E:Full Time Salaries:Exec	221,531	102,537	(118,994)	(116.05)%
2000-40-005	R:Salary Reimburse FAA-Exec	(28)	0	28	0.00 %
2000-50-000	E:Full Time Salaries:Ops	186,957	159,177	(27,780)	(17.45)%
2000-60-000	E:Full Time Salaries:ARFF	149,594	141,103	(8,491)	(6.02)%
2000-70-000	E:Full Time Salaries:Police	195,769	183,869	(11,900)	(6.47)%
2000-71-000	E:Full Time Salaries:Control	83,026	83,103	77	0.09 %
2010-50-000	E:Part Time Wages:Ops	33,033	34,365	1,332	3.88 %
2010-60-000	E:Part Time Wages:ARFF	13,567	16,310	2,743	16.82 %
2020-10-000	E:Overtime:Finance	1,313	500	(813)	(162.60)%
2020-12-000	E:Overtime:IT	86	167	81	48.50 %
2020-20-000	E:Overtime:Admin	716	340	(376)	(110.59)%
2020-30-000	E:Overtime:Maint	1,923	2,333	410	17.57 %
2020-50-000	E:Overtime:Ops	13,681	10,000	(3,681)	(36.81)%
2020-60-000	E:Overtime:ARFF	25,948	26,667	719	2.70 %
2020-70-000	E:Overtime:Police	5,739	24,117	18,378	76.20 %
2020-71-000	E:Overtime:Control	5,303	10,000	4,697	46.97 %
2040-71-000	E:Unemployment Comp:Control	429	4,767	4,338	91.00 %
2050-10-000	E:FICA:Finance	6,544	5,967	(577)	(9.67)%
2050-12-000	E:FICA:IT	6,725	6,715	(10)	(0.15)%
2050-20-000	E:FICA:Admin	7,223	8,459	1,236	14.61 %
2050-30-000	E:FICA:Maint	21,508	22,590	1,082	4.79 %
2050-40-000	E:FICA:Exec	6,907	7,844	937	11.95 %
2050-50-000	E:FICA:Ops	16,796	14,806	(1,990)	(13.44)%
2050-60-000	E:FICA:ARFF	14,448	12,042	(2,406)	(19.98)%
2050-70-000	E:FICA:Police	15,021	14,066	(955)	(6.79)%
2050-71-000	E:FICA:Control	6,622	6,357	(265)	(4.17)%
2060-10-000	E:Employee Pension:Finance	30,782	5,663	(25,119)	(443.56)%
2060-12-000	E:Employee Pension:IT	6,059	6,373	314	4.93 %
2060-20-000	E:Employee Pension:Admin	5,641	13,950	8,309	59.56 %
2060-30-000	E:Employee Pension:Maint	19,730	21,438	1,708	7.97 %
2060-40-000	E:Employee Pension:Exec	21,917	17,561	(4,356)	(24.80)%
2060-50-000	E:Employee Pension:Ops	20,830	19,974	(856)	(4.29)%
2060-60-000	E:Employee Pension:ARFF	38,417	34,694	(3,723)	(10.73)%
2060-70-000	E:Employee Pension:Police	37,443	36,868	(575)	(1.56)%
2060-71-000	E:Employee Pension:Control	5,754	6,033	279	4.62 %
2070-10-000	E:Life & Health Ins:Finance	5,146	4,124	(1,022)	(24.78)%
2070-12-000	E:Life & Health Ins:IT	7,821	7,577	(244)	(3.22)%
2070-20-000	E:Life & Health Ins:Admin	11,275	13,137	1,862	14.17 %
2070-30-000	E:Life & Health Ins:Maint	48,104	46,633	(1,471)	(3.15)%
2070-40-000	E:Life & Health Ins:Exec	4,972	3,957	(1,015)	(25.65)%
2070-50-000	E:Life & Health Ins:Ops	28,290	35,357	7,067	19.99 %
2070-60-000	E:Life & Health Ins:ARFF	17,506	18,760	1,254	6.68 %
2070-70-000	E:Life & Health Ins:Police	20,500	20,674	174	0.84 %
2070-71-000	E:Life & Health Ins:Control	12,916	13,059	143	1.10 %
2080-10-000	E:Workers Compensation:Finance	2,081	1,517	(564)	(37.18)%
2080-12-000	E:Workers Compensation:IT	9,230	6,614	(2,616)	(39.55)%
2080-20-000	E:Workers Compensation:Admin	4,712	3,373	(1,339)	(39.70)%
2080-30-000	E:Workers Compensation:Maint	29,980	21,160	(8,820)	(41.68)%
2080-40-000	E:Workers Compensation:Exec	8,750	6,269	(2,481)	(39.58)%
2080-50-000	E:Workers Compensation:Ops	18,449	13,220	(5,229)	(39.55)%

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YTD Income Statement vs Budget YTD
For The 4 Periods Ended 1/31/2016

Sanford Airport Authority (SAA)

		Year to Date	ORIGINAL YTD Budget	Variance	Variance %
Salaries & Benefits					
(Continued)					
2080-60-000	E:Workers Compensation:ARFF	12,072	8,650	(3,422)	(39.56)%
2080-70-000	E:Workers Compensation:Police	13,029	10,104	(2,925)	(28.95)%
2080-71-000	E:Workers Compensation:Control	375	271	(104)	(38.38)%
Total Salaries & Benefits:		2,036,303	1,866,870	(169,433)	(9.08)%
Office & Administrative Expenses					
2100-40-000	E:Travel:Board Members	2,949	53	(2,896)	(5,464.15)%
2110-10-000	E:Travel:Staff:Finance	0	95	95	100.00 %
2110-12-000	E:Travel:Staff:IT	1,605	103	(1,502)	(1,458.25)%
2110-20-000	E:Travel:Staff:Admin	37	701	664	94.72 %
2110-30-000	E:Travel:Staff:Maint	82	43	(39)	(90.70)%
2110-40-000	E:Travel:Staff:Exec	218	121	(97)	(80.17)%
2110-50-000	E:Travel:Staff:Ops	96	548	452	82.48 %
2110-60-000	E:Travel:Staff:ARFF	181	1,118	937	83.81 %
2110-70-000	E:Travel:Staff:Police	140	170	30	17.65 %
2110-71-000	E:Travel:Staff:Control	0	247	247	100.00 %
2120-10-000	E:Training:Staff:Finance	0	782	782	100.00 %
2120-12-000	E:Training:Staff:IT	235	460	225	48.91 %
2120-20-000	E:Training:Staff:Admin	330	60	(270)	(450.00)%
2120-30-000	E:Training:Staff:Maint	0	137	137	100.00 %
2120-50-000	E:Training:Staff:Ops	0	1	1	100.00 %
2120-60-000	E:Training:Staff:ARFF	0	958	958	100.00 %
2120-70-000	E:Training:Staff:Police	450	817	367	44.92 %
2120-71-000	E:Training:Staff:Control	4,000	1,884	(2,116)	(112.31)%
2125-60-000	E:Airport Safety Training:ARFF	1,296	597	(699)	(117.09)%
2130-10-000	E:Postage & Shipping:Finance	314	735	421	57.28 %
2130-12-000	E:Postage & Shipping:IT	62	178	116	65.17 %
2130-20-000	E:Postage & Shipping:Admin	638	1,170	532	45.47 %
2130-30-000	E:Postage & Shipping:Maint	0	28	28	100.00 %
2130-40-000	E:Postage & Shipping:Exec	34	112	78	69.64 %
2130-50-000	E:Postage & Shipping:Ops	43	242	199	82.23 %
2130-60-000	E:Postage & Shipping:ARFF	8	42	34	80.95 %
2130-70-000	E:Postage & Shipping:Police	4	18	14	77.78 %
2130-71-000	E:Postage & Shipping:Control	0	8	8	100.00 %
2140-10-000	E:Dues & Publications:Finance	402	604	202	33.44 %
2140-20-000	E:Dues & Publications:Admin	1,636	1,202	(434)	(36.11)%
2140-30-000	E:Dues & Publications:Maint	0	1,950	1,950	100.00 %
2140-40-000	E:Dues & Publications:Exec	24,668	14,784	(9,884)	(66.86)%
2140-50-000	E:Dues & Publications:Ops	0	102	102	100.00 %
2140-60-000	E:Dues & Publications:ARFF	1,785	1,800	15	0.83 %
2140-70-000	E:Dues & Publications:Police	491	608	117	19.24 %
2140-71-000	E:Dues & Publication:Control	0	292	292	100.00 %
2150-10-000	E:License&Registration:Finance	3,344	247	(3,097)	(1,253.85)%
2150-12-000	E:License&Registration:IT	5,201	8,232	3,031	36.82 %
2150-20-000	E:License&Registration:Admin	650	691	41	5.93 %
2150-30-000	E:License&Registration:Maint	120	85	(35)	(41.18)%
2150-40-000	E:License&Registration:Exec	200	301	101	33.55 %
2150-50-000	E:License&Registration:Ops	0	367	367	100.00 %
2150-60-000	E:License&Registration:ARFF	2,236	2,007	(229)	(11.41)%
2150-70-000	E:License&Registration:Police	154	40	(114)	(285.00)%
2160-10-000	E:Charges&Obligations:Finance	8,075	6,301	(1,774)	(28.15)%
2160-70-000	E:Charges&Obligations:Police	142	0	(142)	0.00 %
Total Office & Administrative Expenses:		61,826	51,041	(10,785)	(21.13)%
Professional & Contract Services					
2200-10-000	E:Professional Services:Finance	820	6,088	5,268	86.53 %
2200-12-000	E:Professional Services:IT	6,205	11,174	4,969	44.47 %
2200-20-000	E:Professional Services:Admin	1,532	9,977	8,445	84.64 %
2200-30-000	E:Professional Services:Maint	38	151	113	74.83 %

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YTD Income Statement vs Budget YTD
For The 4 Periods Ended 1/31/2016

Sanford Airport Authority (SAA)

		Year to Date	ORIGINAL YTD Budget	Variance	Variance %
Professional & Contract Services					
(Continued)					
2200-40-000	E:Professional Service:Exec	21,740	4	(21,736)	(543,400.00)%
2200-50-000	E:Professional Services:Ops	1,126	1,228	102	8.31 %
2200-60-000	E:Professional Services:ARFF	1,353	1,128	(225)	(19.95)%
2200-70-000	E:Professional Services:Police	610	839	229	27.29 %
2200-71-000	E:Professional Services:Control	72	0	(72)	0.00 %
2220-40-000	E:Legal Services:Exec	52,395	17,450	(34,945)	(200.26)%
2230-10-000	E:Accounting&Auditing:Finance	14,000	22,412	8,412	37.53 %
2235-50-000	E:Security Services:Ops	14,959	23,150	8,191	35.38 %
2237-50-000	E:Security & Safety Awards:Ops	50	16	(34)	(212.50)%
2240-10-000	E:Contractual Services:Finance	11,604	15,837	4,233	26.73 %
2240-12-000	E:Contractual Services:IT	24,873	63,760	38,887	60.99 %
2240-20-000	E:Contractual Services:Admin	16,613	7,428	(9,185)	(123.65)%
2240-30-000	E:Contractual Services:Maint	11,808	13,148	1,340	10.19 %
2240-40-000	E:Contractual Services:Exec	0	2,799	2,799	100.00 %
2240-50-000	E:Contractual Services:Ops	2,885	9,571	6,686	69.86 %
2240-60-000	E:Contractual Services:ARFF	481	2,555	2,074	81.17 %
2240-70-000	E:Contractual Services:Police	2,263	700	(1,563)	(223.29)%
2240-71-000	E:Contractual Services:Control	10,484	10,240	(244)	(2.38)%
2250-10-000	Special Events:Expenses	12,064	0	(12,064)	0.00 %
Total Professional & Contract Services:		207,975	219,655	11,680	5.32 %
Properties,Marketing,&Advertising					
2300-20-000	E:Airport Marketing:Admin	10,598	16,148	5,550	34.37 %
2300-40-000	E:Airport Marketing:Exec	22,125	4,480	(17,645)	(393.86)%
2305-40-000	E:Airline Origination Marketing	0	10,000	10,000	100.00 %
2310-20-000	E:Community Relations:Admin	3,543	3,154	(389)	(12.33)%
2310-40-000	E:Community Relation:EXEC	300	0	(300)	0.00 %
2315-10-000	E:Employee Relations:Finance	68	235	167	71.06 %
2315-12-000	E:Employee Relations:IT	105	53	(52)	(98.11)%
2315-20-000	E:Employee Relations:Admin	575	3,141	2,566	81.69 %
2315-30-000	E:Employee Relations:Maint.	0	28	28	100.00 %
2315-40-000	E:Employee Relations:Exec	107	383	276	72.06 %
2315-50-000	E:Employee Relations:Ops	14	52	38	73.08 %
2315-60-000	E:Employee Relations:ARFF	389	24	(365)	(1,520.83)%
2315-70-000	E:Employee Relations:Police	61	63	2	3.17 %
2315-71-000	E:Employee Relations:Control	0	52	52	100.00 %
2340-10-000	E:Advertising&Printing:Finance	2,080	1,519	(561)	(36.93)%
2340-20-000	E:Advertising&Printing:Admin	603	2,134	1,531	71.74 %
2340-70-000	E:Advertising&Printing:Police	0	100	100	100.00 %
Total Properties,Marketing,&Advertising:		40,568	41,566	998	2.40 %
Uniforms,Tools, & Supplies					
2400-10-000	E:Office Supplies:Finance	2,387	5,236	2,849	54.41 %
2400-12-000	E:Office Supplies:IT	464	175	(289)	(165.14)%
2400-20-000	E:Office Supplies:Admin	1,893	2,561	668	26.08 %
2400-30-000	E:Office Supplies:Maint	659	868	209	24.08 %
2400-40-000	E:Office Supplies:Exec	703	90	(613)	(681.11)%
2400-50-000	E:Office Supplies:Ops	3,280	716	(2,564)	(358.10)%
2400-60-000	E:Office Supplies:ARFF	985	562	(423)	(75.27)%
2400-70-000	E:Office Supplies:Police	213	444	231	52.03 %
2400-71-000	E:Office Supplies:Control	79	44	(35)	(79.55)%
2410-12-000	E:Operating Supplies:IT	522	643	121	18.82 %
2410-20-000	E:Operating Supplies:ADMIN	472	0	(472)	0.00 %
2410-30-000	E:Operating Supplies:Maint	4,589	4,948	359	7.26 %
2410-50-000	E:Operating Supplies:Ops	1,928	1,760	(168)	(9.55)%
2410-60-000	E:Operating Supplies:ARFF	11,111	2,224	(8,887)	(399.60)%
2410-70-000	E:Operating Supplies:Police	868	2,787	1,919	68.86 %
2410-70-010	E:Operating Supplies:K-9 only	3,473	2,701	(772)	(28.58)%
2415-10-000	E:Small Tools:Finance	0	628	628	100.00 %

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YTD Income Statement vs Budget YTD
For The 4 Periods Ended 1/31/2016

Sanford Airport Authority (SAA)

		Year to Date	ORIGINAL YTD Budget	Variance	Variance %
Uniforms,Tools, & Supplies					
(Continued)					
2415-12-000	E:Small Tools:IT	423	600	177	29.50 %
2415-20-000	E:Small Tools:Admin	75	133	58	43.61 %
2415-30-000	E:Small Tools:Maint	1,050	2,521	1,471	58.35 %
2415-40-000	E:Small Tools:Exec	0	128	128	100.00 %
2415-50-000	E:Small Tools:Ops	0	276	276	100.00 %
2415-60-000	E:Small Tools:ARFF	87	375	288	76.80 %
2415-70-000	E:Small Tools:Police	222	2,435	2,213	90.88 %
2415-71-000	E:Small Tools:Control	0	132	132	100.00 %
2420-30-000	E:Janitorial Supplies:Maint	1,993	1,877	(116)	(6.18)%
2420-60-000	E:Janitorial Supplies:ARFF	1,321	600	(721)	(120.17)%
2430-30-000	E:Chemicals & Defoliants:Maint	721	2,926	2,205	75.36 %
2440-12-000	E:Uniforms:IT	517	277	(240)	(86.64)%
2440-30-000	E:Uniforms:Maint	0	689	689	100.00 %
2440-50-000	E:Uniforms:Ops	190	880	690	78.41 %
2440-60-000	E:Uniforms:ARFF	2,234	911	(1,323)	(145.23)%
2440-70-000	E:Uniforms:Police	1,024	2,298	1,274	55.44 %
2450-10-000	E:Gas & Oil:Finance	0	334	334	100.00 %
2450-12-000	E:Gas & Oil:IT	911	1,315	404	30.72 %
2450-20-000	E:Gas & Oil:Admin	70	911	841	92.32 %
2450-30-000	E:Gas & Oil:Maint	15,943	23,478	7,535	32.09 %
2450-40-000	E:Gas & Oil:Exec	1,646	4,338	2,692	62.06 %
2450-50-000	E:Gas & Oil:Ops	5,723	8,030	2,307	28.73 %
2450-60-000	E:Gas & Oil:ARFF	3,327	4,665	1,338	28.68 %
2450-70-000	E:Gas & Oil:Police	6,394	8,852	2,458	27.77 %
2460-10-000	E:Coffee&DrinkSupplies:Finance	1,214	934	(280)	(29.98)%
2460-30-000	E:Coffee&Drink Supplies:Maint	187	407	220	54.05 %
2460-50-000	E:Coffee&Drink Supplies:Ops	0	14	14	100.00 %
2460-70-000	E:Coffee&Drink Supplies:Police	0	22	22	100.00 %
2460-71-000	E:Coffee&DrinkSuppli:CONTROL	0	100	100	100.00 %
Total Uniforms,Tools, & Supplies:		78,898	96,845	17,947	18.53 %
Repairs & Maintenance Expenses					
2500-30-000	E:Maintenance:Streets	16,364	1,636	(14,728)	(900.24)%
2510-30-000	E:Maintenance:Parking Lots	0	594	594	100.00 %
2520-30-000	E:Maintenance:Drainage Systems	300	562	262	46.62 %
2530-30-000	E:Maintenance:Grounds	15,135	(255)	(15,390)	(6,035.29)%
2540-30-000	E:Maintenance:Fences	113	1,322	1,209	91.45 %
2550-30-000	E:Maintenance:AOA:Maint	80,005	19,657	(60,348)	(307.01)%
2550-50-000	E:Maintenance:Navalids:Ops	2,500	0	(2,500)	0.00 %
2570-50-000	E:Wildlife Management:Ops	58	4,296	4,238	98.65 %
2580-30-000	E:Maintenance:Signs & Industrial Lighting	1,148	2,103	955	45.41 %
2590-40-000	E:Haz-Mat Disposal:Exec	0	1,769	1,769	100.00 %
2600-30-000	E:Land Clearing&Demo:Maint	0	927	927	100.00 %
2610-10-000	E:Maintenance:Buildings:Finance	2,229	2,754	525	19.06 %
2610-12-000	E:Maintenance:Buildings:IT	0	1,402	1,402	100.00 %
2610-30-000	E:Maintenance:Buildings:Maint	24,024	18,824	(5,200)	(27.62)%
2610-60-000	E:Maintenance:Buildings:ARFF	2,849	1,893	(956)	(50.50)%
2615-30-000	E:Maintenance:Keys&Locks:Maint	(373)	1,555	1,928	123.99 %
2620-10-000	E:Maintenance:Equip:Finance	0	187	187	100.00 %
2620-12-000	E:Maintenance:Equip:IT	353	280	(73)	(26.07)%
2620-20-000	E:Maintenance:Equip:Admin	0	120	120	100.00 %
2620-30-000	E:Maintenance:Equip:Maint	9,914	14,729	4,815	32.69 %
2620-50-000	E:Maintenance:Equip:Ops	308	969	661	68.21 %
2620-60-000	E:Maintenance:Equip:ARFF	1,394	1,371	(23)	(1.68)%
2620-70-000	E:Maintenance:Equip:Police	0	295	295	100.00 %
2620-71-000	E:Maintenance:Equip:Control	0	55	55	100.00 %
2630-12-000	E:Maintenance:Vehicles:IT	1,318	382	(936)	(245.03)%
2630-20-000	E:Maintenance:Vehicles:Admin	55	48	(7)	(14.58)%
2630-30-000	E:Maintenance:Vehicles:Maint	6,884	9,441	2,557	27.08 %
2630-40-000	E:Maintenance:Vehicles:Exec	2,911	493	(2,418)	(490.47)%

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YTD Income Statement vs Budget YTD
For The 4 Periods Ended 1/31/2016

Sanford Airport Authority (SAA)

		Year to Date	ORIGINAL YTD Budget	Variance	Variance %
Repairs & Maintenance Expenses					
(Continued)					
2630-50-000	E:Maintenance:Vehicles:Ops	1,109	2,028	919	45.32 %
2630-60-000	E:Maintenance:Vehicles:ARFF	26,872	11,895	(14,977)	(125.91)%
2630-70-000	E:Maintenance:Vehicles:Police	2,236	5,898	3,662	62.09 %
Total Repairs & Maintenance Expenses:		197,706	107,230	(90,476)	(84.38)%
Utilities Expenses					
2700-10-000	E:Utilities:Telephones:Finance	967	1,760	793	45.06 %
2700-12-000	E:Utilities:Telephones:IT	50,402	55,501	5,099	9.19 %
2700-20-000	E:Utilities:Telephones:Admin	498	449	(49)	(10.91)%
2700-30-000	E:Utilities:Telephones:Maint	1,313	1,300	(13)	(1.00)%
2700-40-000	E:Utilities:Telephones:Exec	602	228	(374)	(164.04)%
2700-50-000	E:Utilities:Telephones:Ops	2,377	1,904	(473)	(24.84)%
2700-60-000	E:Utilities:Telephones:ARFF	1,059	1,124	65	5.78 %
2700-70-000	E:Utilities:Telephones:Police	5,096	4,533	(563)	(12.42)%
2700-71-000	E:Utilities:Telephones:Control	240	211	(29)	(13.74)%
2710-10-000	E:Utilities:Electric:Finance	4,180	1,963	(2,217)	(112.94)%
2710-12-000	E:Utilities:Electric:IT	1,209	1,336	127	9.51 %
2710-20-000	E:Utilities:Electric:Admin	9,571	7,706	(1,865)	(24.20)%
2710-30-000	E:Utilities:Electric:Maint	15,796	16,315	519	3.18 %
2710-50-000	E:Utilities:Electric:Ops	14,989	15,290	301	1.97 %
2710-60-000	E:Utilities:Electric:ARFF	4,299	5,843	1,544	26.42 %
2710-70-000	E:Utilities:Electric:Police	3,113	2,929	(184)	(6.28)%
2720-20-000	E:Utilities:Water:Admin	4,315	2,293	(2,022)	(88.18)%
2720-30-000	E:Utilities:Water:Maint	838	2,058	1,220	59.28 %
2720-50-000	E:Utilities:Water:Ops	170	0	(170)	0.00 %
2720-60-000	E:Utilities:Water:ARFF	131	209	78	37.32 %
2720-70-000	E:Utilities:Water:Police	42	48	6	12.50 %
2730-20-000	E:Utilities:Garbage:Admin	3,064	16,503	13,439	81.43 %
2730-30-000	E:Utilities:Garbage:Maint	1,789	2,032	243	11.96 %
2730-60-000	E:Utilities:Garbage:ARFF	708	717	9	1.26 %
2730-70-000	E:Utilities:Garbage:Police	122	139	17	12.23 %
Total Utilities Expenses:		126,890	142,391	15,501	10.89 %
Insurance Expenses					
2800-12-000	E:Insurance:Auto:IT	1,617	1,972	355	18.00 %
2800-20-000	E:Insurance:Auto:Admin	449	548	99	18.07 %
2800-30-000	E:Insurance:Auto:Maint	7,852	9,845	1,993	20.24 %
2800-40-000	E:Insurance:Auto:Exec	901	1,122	221	19.70 %
2800-50-000	E:Insurance:Auto:Ops	2,785	3,999	1,214	30.36 %
2800-60-000	E:Insurance:Auto:ARFF	5,794	6,973	1,179	16.91 %
2800-70-000	E:Insurance:Auto:Police	6,490	7,815	1,325	16.95 %
2820-10-000	E:Insurance:Property	162,670	167,799	5,129	3.06 %
2830-10-000	E:Insurance:Airport Liability	55,136	64,522	9,386	14.55 %
2830-70-000	E:Insurance:Police Liability	7,351	13,811	6,460	46.77 %
2840-10-000	E:Insurance:Pollution (Tanks)	0	1,720	1,720	100.00 %
2860-10-000	E:Insurance:D & O Liability	25,349	30,206	4,857	16.08 %
Total Insurance Expenses:		276,394	310,332	33,938	10.94 %
Debt Service Expenses					
2900-10-000	E:Debt Service - Interest:Fin	54,374	62,423	8,049	12.89 %
Total Debt Service Expenses:		54,374	62,423	8,049	12.89 %
Total Operating Expenses		3,080,934	2,898,353	(182,581)	(6.30)%
Net Income from Operations:		1,110,842	811,274	299,568	36.93 %
Other Income and Expense					
FAA Grant Funds					

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YTD Income Statement vs Budget YTD
For The 4 Periods Ended 1/31/2016

Sanford Airport Authority (SAA)

		Year to Date	ORIGINAL YTD Budget	Variance	Variance %
FAA Grant Funds					
(Continued)					
5000-00-560	FAA:7214:SW Ramp Rehab Construction BP2	2,876,724	1,800,000	1,076,724	59.82 %
5000-00-561	FAA:7415:Airfield Marking Improvements	118,997	0	118,997	0.00 %
5000-00-562	FAA:7415:SW Ramp Rehab Construction BP3	421,431	950,599	(529,168)	(55.67)%
Total FAA Grant Funds:		3,417,152	2,750,599	666,553	24.23 %
FDOT Grant Funds					
5500-00-592	FDOT:431600:Southwest Ramp Rehab Construction	23,812	191,767	(167,955)	(87.58)%
5500-00-599	FDOT:437173:Replace Airfield Signage	43,983	0	43,983	0.00 %
5500-00-600	FDOT:437393: Design of Surface Parking Lot	889,741	1,210,330	(320,589)	(26.49)%
5500-00-601	FDOT:414453:T-Hangar Building (412) Reconstruction	0	3,742	(3,742)	(100.00)%
5500-00-604	FDOT:437713:Terminal B Expansion 2015	92,633	222,108	(129,475)	(58.29)%
Total FDOT Grant Funds:		1,050,169	1,627,947	(577,778)	(35.49)%
Other Non-Operating Revenues					
5600-00-000	R: Contributed Capital	92,633	0	92,633	0.00 %
5600-00-010	R:Other Contributions	2,000	0	2,000	0.00 %
5700-80-000	R:Memorial Fund Contributions	53	0	53	0.00 %
5900-00-000	R:PFC Revenue	1,422,298	812,886	609,412	74.97 %
5910-00-000	R:PFC Interest:Restricted	942	0	942	0.00 %
Total Other Non-Operating Revenues:		1,517,926	812,886	705,040	86.73 %
AIP Grant Capital Project Expenses					
6000-00-599	CP:72-431600:SW Ramp Rehab Construction BP2	(2,624,078)	(2,000,000)	(624,078)	(31.20)%
6000-00-602	CP:437173:Replace Airfield Signage	(77,496)	0	(77,496)	0.00 %
6000-00-603	CP:437393: Design of Surface Parking Lot	(1,043,493)	(1,210,330)	166,837	13.78 %
6000-00-604	CP:7415:Airfield Marking Improvements	(88,645)	0	(88,645)	0.00 %
6000-00-605	CP:74-431600:SW Ramp Rehab Construction BP3	(519,045)	(1,056,222)	537,177	50.86 %
6000-00-606	CP:437713:Terminal B Expansion 2015	(488,150)	(444,216)	(43,934)	(9.89)%
6000-00-607	CP:414453:T-Hangar Building (412) Reconstruction	0	(7,483)	7,483	100.00 %
Total AIP Grant Capital Project Expenses:		(4,840,907)	(4,718,251)	(122,656)	(2.60)%
PFC Capital Project Expenses					
6200-00-001	CP:PFC 3: PLB Replacements	(1,543,929)	(1,225,000)	(318,929)	(26.04)%
6200-00-002	CP:PFC 3: In-Line Baggage System	(301,488)	(333,333)	31,845	9.55 %
Total PFC Capital Project Expenses:		(1,845,417)	(1,558,333)	(287,084)	(18.42)%
Memorial Fund Capital Expenses					
6500-80-000	CP:Memorial Fund Expenses	(636)	0	(636)	0.00 %
Total Memorial Fund Capital Expenses:		(636)	0	(636)	0.00 %
Non-Grant Capital Expenses					
7000-30-000	C:Machinery & Equipment:Maint	(23,979)	(75,000)	51,021	68.03 %
7000-60-000	C:Machinery & Equipment:ARFF	(8,220)	(8,500)	280	3.29 %
7100-30-000	C:Purchase Vehicles:Maint	(10,500)	0	(10,500)	0.00 %
7100-40-000	C:Purchase Vehicles:Exec	0	(35,000)	35,000	100.00 %
7100-70-000	C:Purchase Vehicles:Police	0	(82,000)	82,000	100.00 %
7200-10-000	C:Small Equipment:Finance	(55)	0	(55)	0.00 %
7200-12-000	C:Small Equipment:IT	(379)	(2,000)	1,621	81.05 %
7200-20-000	C:Small Equipment:Admin	(183)	0	(183)	0.00 %
7200-30-000	C:Small Equipment:Maint	0	(44,333)	44,333	100.00 %
7200-50-000	C:Small Equipment:Ops	(19)	0	(19)	0.00 %
7300-10-000	C:Computer/Office Equip:Fin	(420)	0	(420)	0.00 %
7300-12-000	C:Computer/Office Equip:IT	(7,205)	(4,000)	(3,205)	(80.13)%
7300-20-000	C:Computer/Office Equip:Admin	(1,667)	(1,000)	(667)	(66.70)%
7300-30-000	C:Computer/Office Equip:Maint	0	(3,000)	3,000	100.00 %
7300-40-000	C:Computer/Office Equip:Exec	(1,135)	(1,000)	(135)	(13.50)%
7300-50-000	C:Computer/Office Equip:Ops	(1,671)	(4,900)	3,229	65.90 %
7300-71-000	C:Computer/Office Equip:Control	(1,658)	0	(1,658)	0.00 %

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YTD Income Statement vs Budget YTD
For The 4 Periods Ended 1/31/2016

Sanford Airport Authority (SAA)

		Year to Date	ORIGINAL YTD Budget	Variance	Variance %
Non-Grant Capital Expenses (Continued)					
7700-12-000	C:Improvements: Communications/Networks	(1,505)	(10,000)	8,495	84.95 %
7700-12-010	C:Improvements:Access Control	(3,865)	(10,000)	6,135	61.35 %
7700-12-020	C:Improvements:Video Recording System	(229)	(10,667)	10,438	97.85 %
7700-20-000	C:Buildings & Improvements	(22,733)	(21,667)	(1,066)	(4.92)%
Total Non-Grant Capital Expenses:		(85,423)	(313,067)	227,644	72.71 %
Other Non-Operating Expenses					
9000-00-030	E:G/L Adjustment Account	199	0	199	0.00 %
9000-00-040	E:Govt to Non-Govt Clearing	(12,441)	0	(12,441)	0.00 %
9800-00-000	PO Clearing:	1	0	1	0.00 %
Total Other Non-Operating Expenses:		(12,241)	0	(12,241)	0.00 %
Total Other Income and		(799,377)	(1,398,219)	598,842	42.83 %
EARNINGS BEFORE INCOME TAX:		311,465	(586,945)	898,410	153.07 %
Net Income (Loss):		311,465	(586,945)	898,410	153.07 %

The Management Discussion & Analysis (MD&A) is a critical part of any SAA Financial Statements and the Financial Statements are incomplete without the MD&A.