



Finance Committee Briefing 2017 Year End Results

Aviation Operating Fund

February 7, 2018



Aviation Fund
Revenue, Expenditures and Other Sources/Uses Statement December 31, 2017

Revenues and Other Sources	2017 Original Budget	2017 Actuals	Budget \$ Variance Fav/(Unfav)	Budget % Variance Fav/(Unfav)	2016 YTD Actuals	2017 Actuals	'16-'17 \$ Chg.	'16-'17 % Chg.
Airline Revenue	8.9	8.4	(0.5)	-5.4%	8.5	8.4	(0.1)	-0.8%
Parking	10.8	10.0	(0.8)	-7.5%	11.2	10.0	(1.2)	-10.7%
Rental Car Concession	3.1	3.7	0.6	18.8%	3.3	3.7	0.4	12.1%
Concessions	1.4	1.7	0.3	21.1%	1.5	1.7	0.2	11.3%
Other Non-Airline Revenue	4.9	5.2	0.2	5.0%	4.5	5.2	0.6	13.4%
Interest and Other Revenue	2.2	2.0	(0.2)	-8.0%	0.3	2.0	1.7	542.6%
Non-Airline Revenue	22.5	22.6	0.1	0.6%	20.9	22.6	1.7	8.2%
PFC and CFC Transfer	4.5	4.8	0.2	4.8%	3.2	4.8	1.6	50.0%
Total Revenue	35.9	35.8	(0.1)	-0.3%	32.6	35.8	3.2	9.9%
Use of Fund Balance	-	-	-	-	1.8	-	(1.8)	-
Total Sources	35.9	35.8	(0.1)	-0.3%	34.3	35.8	1.4	4.2%
Expenditures & Other Uses								
Personnel	13.7	13.0	(0.7)	-4.7%	13.2	13.0	(0.2)	-1.4%
Contracts, Materials & Other Use	13.5	11.7	(1.8)	-13.2%	12.9	11.7	(1.2)	-9.2%
Capital Equipment	0.2	0.4	0.1	63.3%	0.2	0.4	0.1	65.9%
Capital Projects	1.7	3.6	1.9	115.3%	3.1	3.6	0.4	12.9%
Debt Service - Principal	3.4	3.1	(0.3)	-8.7%	0.7	3.1	2.4	347.8%
Debt Service - Interest	3.4	3.7	0.3	9.7%	2.3	3.7	1.4	62.7%
Total Uses	35.9	35.6	(0.4)	-1.0%	32.5	35.6	3.0	9.4%
Excess/(Shortfall) of Sources over Uses	(0.0)	0.2			1.8	0.2		

Notes:

1. Amounts may not sum due to rounding.
2. 2017 Budget includes adopted budget only and does not include prior year's encumbrances.
3. Actuals include exp. against current year appropriation and against prior year's appropriation that carried forward.

Aviation Fund Highlights

1. Revenue and Other Sources exceed Expenditures by \$236,900 for 2017. Total revenue is 0.3%, or \$118,900, below the 2017 projected revenue. Total revenue is \$35.8 million which is 9.9%, or \$3.2 million, higher than last year. This increase is due to land sales and an increase in the PFC/CFC Debt Transfer for new debt issued.
2. Airline revenue is \$8.4 million which is 5.4%, or \$480,200, below projection. This is due to the 2016 and 2017 Airline Settlement payment of \$411,500 being made in 2017. Airline revenue is \$64,700, or 0.8%, lower than in 2016.
3. Enplanements were 950,620 through December of 2017, or 8.2% lower than 2016.
4. The Department generated \$10.0 million in parking revenue which is 7.5% or, \$814,200 below projection. Parking revenues were impacted by lower activity and the construction in the economy lot.
5. The Department generated \$3.7 million in rental car revenue which is 18.8% or \$589,100 higher than projected. The increase in revenue is due to rental commission per transaction day of \$5.06 in 2017 compared to \$4.04 in 2016.



Aviation Fund Highlights

6. Concession revenue is \$1.7 million which is 21.1%, or \$300,600 higher than projected. The main favorable variances are \$107,400 in Transport Network Company revenues and \$115,200 in Advertising. Concession revenue was 11.3% higher than 2016 revenue.
7. Other Non-airline revenue, interest and other is \$7.2 million which is 48%, or \$2.4 million higher than prior year. The main favorable variances include \$1.3 million in land sales, \$297,100 in interest earned on investments, and \$95,000 in refunds.
8. Personnel costs were \$13.0 million, which is 4.7% or \$650,400 under budget for the year. The favorable variances were in the amount of \$384,200 in wages, \$43,200 in overtime and \$223,000 in fringe benefits. Personnel costs are \$180,500, or 1.4% lower than 2016 due to normal turnover.



Aviation Fund Highlights

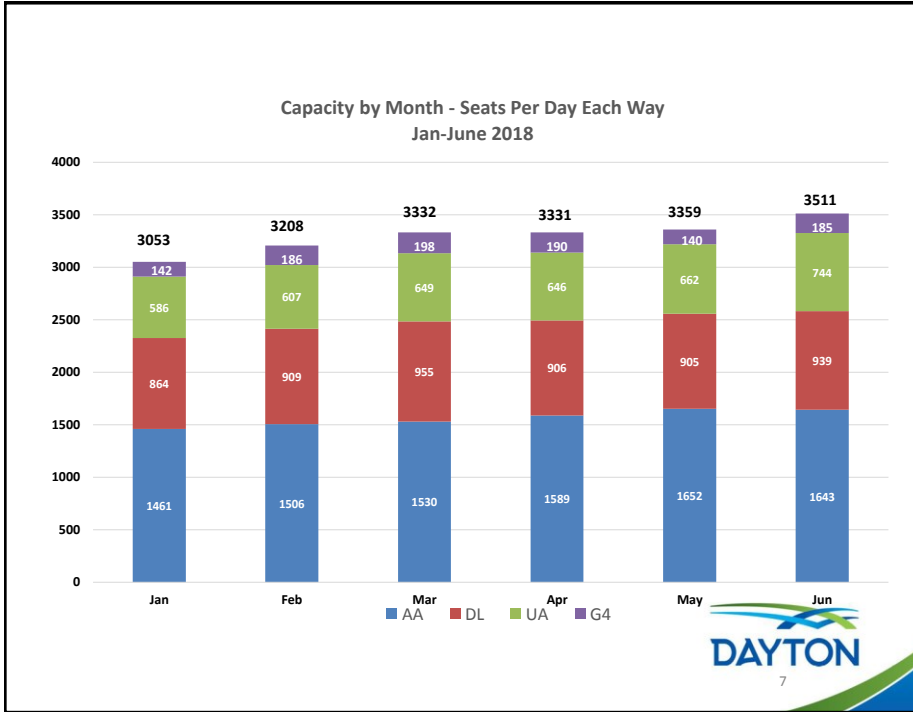
9. Contracts, Materials and Other Uses were \$11.7 million, which is 13.2% or \$1.8 million below budget for the period. These favorable variances were in utilities of \$464,600, supplies and materials of \$369,400, and maintenance agreements of \$394,200. Contracts and Materials expenditures are \$1.2 million less than 2016.
10. Capital equipment purchases of \$353,300 were made during the year, which was \$137,000 higher than original budget. Additional capital investment in additional fiber was necessary due to security and telecommunication services at several facilities.
11. The Department was able to increase the capital project investment by \$1.9 million. The Department made the additional investment in AIP Discretionary Grant match. In addition, land and building purchases were made from the savings realized in the operating fund.
12. Debt Service of \$6.8 million exceeded prior year by \$3.8 million due to the addition of the 2016 debt issued in December of 2016.



Aviation Fund Take Aways

1. The Department ended the year with a positive balance of \$236,900 and was also able to increase capital investment by \$1.9 million.
2. Non-airline revenue performed well through 2017 due to land sales, strong concessions, and rental car revenues.
3. The Department will continue its efforts to work with business partners and airlines to expand air service in the Dayton market.





Concord Drive Pad II



T-Hangars at Dayton-Wright-Brothers



Conner Group Hangar at Dayton-Wright Brothers



PSA Receives 124th New Aircraft – CRJ700



Thank You



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