



AIRPORT CRA ADVISORY BOARD & CITY AIRPORT ADVISORY BOARD

JOINT MEETING

**123 West Pine Street
Monday, January 22, 2018**

12:00 noon

- A. Roll Call**

- B. Public Comments**

- C. Current projects**
 - a. Runway 5/23 rehabilitation
 - b. Hurricane repair

- D. T-Hangar Occupancy**

- E. Fuel Sales**

- F. New Business**

- G. Adjourn**

Any person who might wish to appeal any decision by the Airport CRA Advisory Board of the City of Avon Park, Highlands County, Florida, in public hearing or meeting is hereby advised that he/she will need a record of the proceedings, and for such purpose, he/she may need to ensure that a verbatim record of the proceedings is made which will include the testimony and evidence upon which such appeal is to be based. Any person with disabilities requiring accommodations in order to participate should contact the City Manager prior to the meeting.

AIRPORT HANGAR RENTALS

HANGAR NUMBER	TENANT	HANGAR SIZES	NOTES
9	Jeff Biter	Single / Office	
10	Jerry P. Kiella	Single	
11	Doug Eldredge	Single	
12	Donald Fletcher	Single	
13	Ralph Ferguson	Single	
14	Jim Tidmarsh	Single	
15	Tom Karr	Single	
16	E.A.S. Industries, Inc	Single	
17	Cheryl Noll - Hinson American Barnstormers	Single	
18	Walt Pierce	Single / Office	
19	Robert Jordan (Jean Jordan Realty)	Single / Office	
20	Joseph Vrecek	Single	
21	Jay Shirer	Single	
22	George Clifton Pope	Single	
23	David Galati	Single	
24	Everett Winston	Single	
25	Thomas O'Conner	Single	
26	Kyle Lynn	Single	
27	Carlo Consolo	Single	
29	Selby Air, LLC.	Single/Office	
30	Fred Brown	Single	
31	Mike Rohrer	Single	
32	Kenny Long (Long's Air Conditioning)	Single	
33	William Pisarello	Single	
34	Lorran Michaels	Single	
35	Missionary Aeroplanes	Single	
36	Julio Rincon/ GAB AIR	Single	
37	Rick Hayes (Orangewood Builders)	Single	
38	George Eschenbach	Single / Office	
39	Lotela Partners (Highlands Aviation)	Twins	

EMPTY HANGARS

AIRPORT HANGAR RENTALS

HANGAR NUMBER	TENANT	HANGAR SIZES	NOTES
40	Bill Jarrett	Twins	
41	Gary McBill	Twins	
42	Ronald Rheude	Twins	
43	Brian Ohrt	Twins	
44	Stephen Hawkins	Twins	
45	3192 Golf, Inc.	Twins	
46	George Karamitis	Twins	
47	Paul Kiser	Twins	
48	Ramon Antonio Rojas	Twins	
49	George Sylvia	Twins	
50	Arthur Stifel	Twins	
51	Frank Savignac	Twins	AVAILABLE AFTER 4/15/18
52	Scott Shevin	Twins	
53	Airport Use	Big Twins	
54	Four Winds PPG, LLC	Big Twins	
55		Big Twins	
56	City of AP Utilities	Big Twins	Annually
57	Andrew Richards	Big Twins	need contract
58		Big Twins	
59		Big Twins	
60			
61		Big Twins	
62	Kevin Kasley	Big Twins	
63	Thomas Williamson	Big Twins	
64		Big Twins	
65	Jay Shirer	Big Twins	
66	Aviation Dept.	Big Twins	
Corp Hangars/Tie Downs			
	Classic Caladium	Welcraft Bldg	
	Ag Flying Services	BHG Hangar	
	PJ Aircraft Svcs. & K-Kasley	Mechanics Hangar	
	Highlands Aviation	Ramp	Annually

AIRPORT HANGAR RENTALS

HANGAR NUMBER	TENANT	HANGAR SIZES	NOTES
	Heartland Coalition for the Homeless	Terminal Building Office	
	Four Winds PPG, LLC	Terminal Building Office	
	Terrence Bollman	Tie Down-single	
		Poole Corp Hangar	

Annual Sales Profile

Start date: 1/1/2017 **Site:** Avon Park Airport
End date: 12/31/2017

Inventory History — Complete Summary

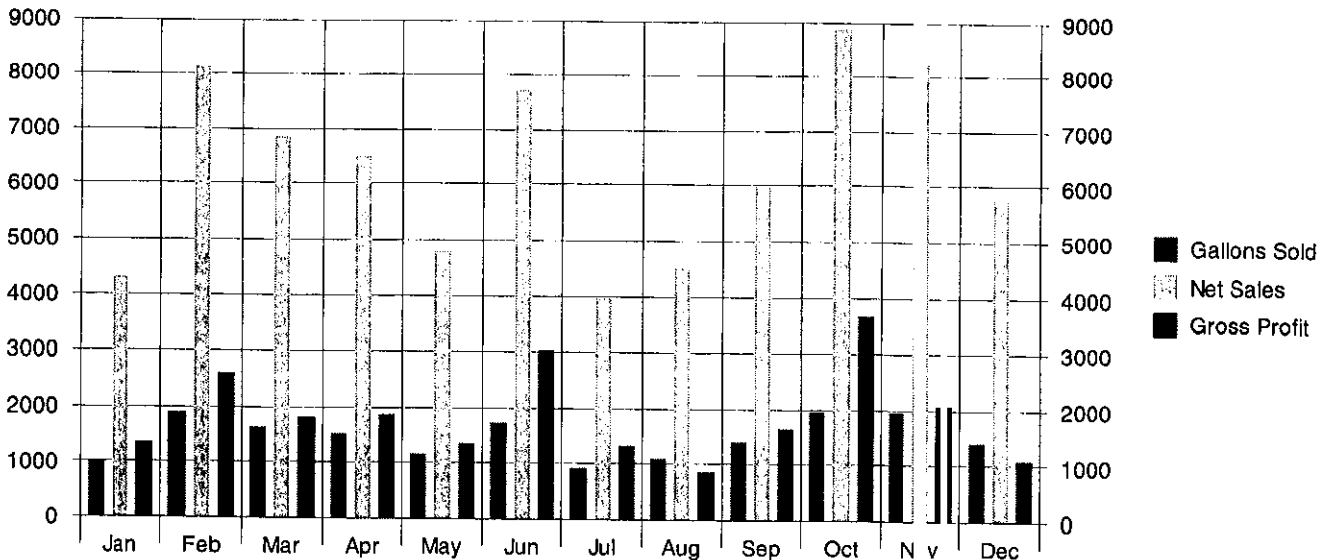
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Y.T.D
Beg Inventory	12,322.610	11,307.650	17,351.440	15,709.890	14,167.510	20,902.160	19,153.940	18,223.120	17,222.790	13,538.000	11,578.880	9,615.460	
Gal Purchased	0.000	7,951.000	0.000	0.000	7,881.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	15,832.000
Adjustments	0.000	0.000	0.000	0.000	0.000	0.000	0.000	(1,892.000)	284.541	0.000	0.000	0.000	(2,156.541)
Gallons Sold	1,014.960	1,907.210	1,641.550	1,542.380	1,146.350	1,748.220	930.820	1,108.330	1,420.250	1,959.120	1,963.420	1,410.170	17,792.780
End Inventory	11,307.650	17,351.440	15,709.890	14,167.510	20,902.160	19,153.940	18,223.120	15,222.790	13,538.000	11,578.880	9,615.460	8,205.290	

Financial History — Complete Summary

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Y.T.D
Net Sales	4,319.500	8,146.460	6,844.470	6,493.870	4,808.560	7,727.010	3,973.750	4,512.750	4,076.350	8,863.330	8,243.290	5,747.210	75,656.550
Cost of Goods	2,968.850	5,534.518	5,016.813	4,618.236	3,459.595	4,677.993	2,651.540	3,645.916	3,339.585	5,191.663	6,152.167	4,642.112	52,898.990
Gross Profit	1,350.650	2,611.942	1,827.657	1,875.634	1,348.965	3,049.017	1,322.210	866.834	736.765	3,671.667	2,091.123	1,105.098	22,757.560

Monthly Statistics — Complete Summary

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Y.T.D
Avg Sale \$	93.902	103.120	110.395	99.906	117.282	179.698	124.180	100.283	101.294	196.963	126.820	84.518	119.863
Avg Sale Vol	22.064	24.142	26.477	23.729	27.960	40.656	29.088	24.630	24.072	43.536	30.208	20.738	28.108
Avg PPU Vol	4.256	4.271	4.170	4.210	4.195	4.420	4.269	4.072	4.208	4.524	4.198	4.076	4.239
Avg CPU Vol	2.925	2.902	3.056	2.994	3.018	2.876	2.849	3.290	3.056	2.650	3.133	3.292	2.987
Avg Margin/Unit	1.331	1.370	1.113	1.216	1.177	1.744	1.420	0.782	1.152	1.874	1.065	0.784	1.252
Avg Margin/Sale	29.362	33.063	29.478	28.856	32.902	70.907	41.319	19.263	27.742	81.593	32.171	16.251	36.909
% of Vol YTD	5.704	10.719	9.226	8.669	6.443	9.825	5.231	6.229	7.982	11.011	11.035	7.926	100.000
% of Profit YTD	5.935	11.477	8.031	8.242	5.928	13.398	5.810	3.809	7.192	16.134	9.189	4.856	100.000
# of Sales	46.000	79.000	62.000	65.000	41.000	43.000	32.000	45.000	59.000	45.000	65.000	68.000	650.000



Annual Sales Profile

Start date: 1/1/2017
End date: 12/31/2017

Site: Avon Park Airport

Inventory History — Avgas

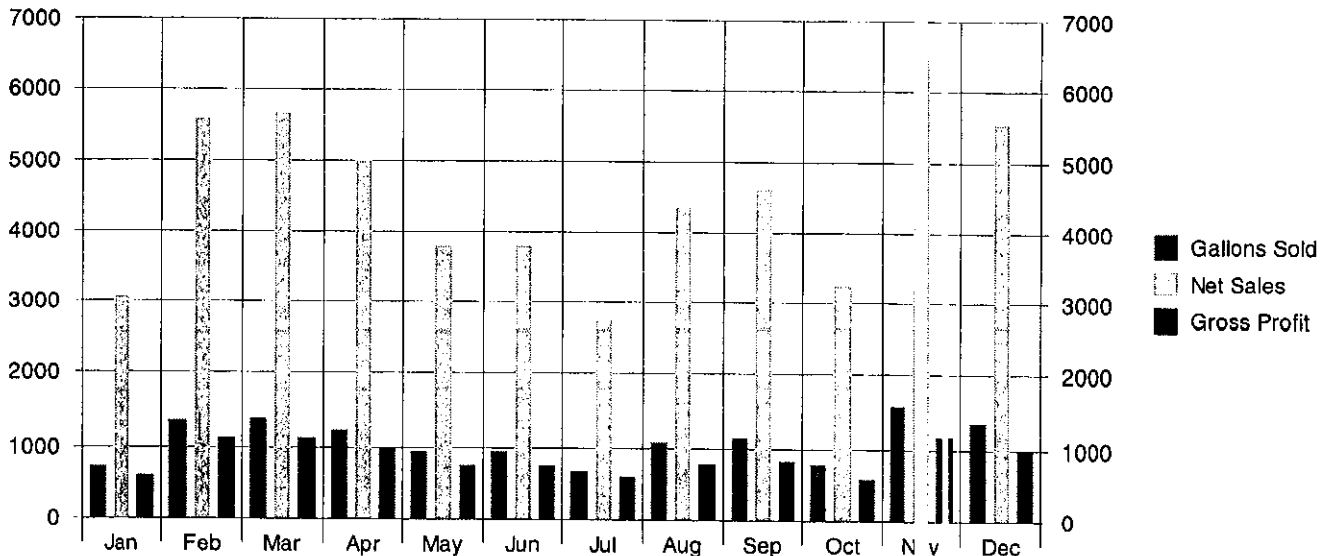
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Y.T.D
Beg Inventory	7,085.910	6,332.050	4,952.640	3,556.290	2,322.910	9,264.860	8,325.040	7,649.120	6,570.790	5,352.000	4,553.979	2,954.860	
Gal Purchased	0.000	0.000	0.000	0.000	7,881.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	7,881.000
Adjustments	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	(78.940)	0.000	0.000	0.000	(78.940)
Gallons Sold	753.860	1,379.410	1,396.350	1,233.380	939.050	939.820	675.920	1,078.330	1,139.850	798.020	1,599.120	1,365.170	13,298.280
End Inventory	6,332.050	4,952.640	3,556.290	2,322.910	9,264.860	8,325.040	7,649.120	6,570.790	6,352.000	4,553.979	2,954.860	1,589.690	

Financial History — Avgas

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Y.T.D
Net Sales	3,053.180	5,586.630	5,655.240	4,995.200	3,803.150	3,806.260	2,737.480	4,367.250	4,618.400	3,231.990	6,476.430	5,528.960	53,858.150
Cost of Goods	2,440.697	4,466.684	4,520.823	3,993.191	3,040.269	3,042.761	2,135.928	3,585.232	3,789.773	2,653.257	5,316.754	4,538.917	43,524.480
Gross Profit	612.463	1,119.746	1,134.417	1,002.009	762.882	763.499	601.552	782.018	828.627	578.733	1,159.676	990.042	10,333.660

Monthly Statistics — Avgas

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Y.T.D
Avg Sale \$	69.390	80.966	94.254	81.889	100.083	126.875	97.767	99.256	87.102	95.059	104.459	82.522	93.302
Avg Sale Vol	17.133	19.991	23.273	20.219	24.712	31.327	24.140	24.508	21.507	23.471	25.792	20.376	23.037
Avg PPU Vol	4.050	4.050	4.050	4.050	4.050	4.050	4.050	4.050	4.050	4.050	4.050	4.050	4.050
Avg CPU Vol	3.238	3.238	3.238	3.238	3.238	3.238	3.160	3.325	3.325	3.325	3.325	3.325	3.268
Avg Margin/Unit	0.812	0.812	0.812	0.812	0.812	0.812	0.890	0.725	0.725	0.725	0.725	0.725	0.782
Avg Margin/Sale	13.920	16.228	18.907	16.426	20.076	25.450	21.484	17.773	15.597	17.022	18.704	14.777	18.030
% of Vol YTD	5.669	10.373	10.500	9.275	7.061	7.067	5.083	8.109	8.571	6.001	12.025	10.266	100.000
% of Profit YTD	5.927	10.836	10.978	9.697	7.382	7.388	5.821	7.568	7.999	5.600	11.222	9.581	100.000
# of Sales	44.000	69.000	60.000	61.000	38.000	30.000	28.000	44.000	53.000	34.000	62.000	67.000	590.000



Annual Sales Profile

Start date: 1/1/2017 **Site:** Avon Park Airport
End date: 12/31/2017

Inventory History — Jet A

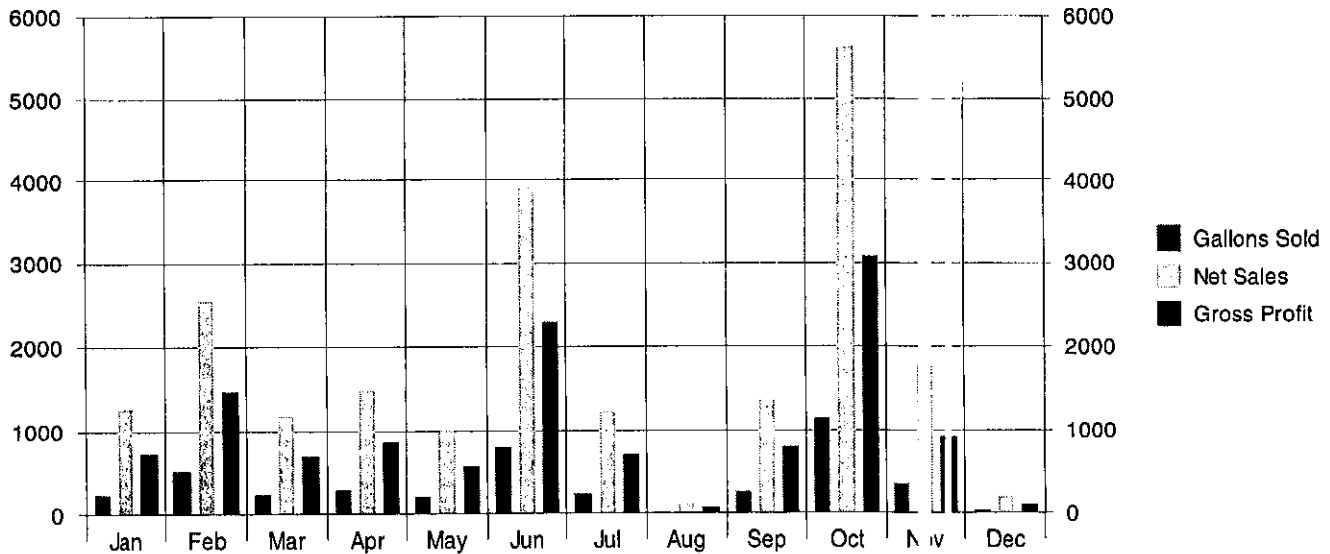
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Y.T.D
Beg Inventory	5,236.700	4,975.600	12,398.800	12,153.600	11,844.600	11,637.300	10,828.900	10,574.000	8,152.000	8,186.000	7,024.900	6,660.600	
Gal Purchased	0.000	7,951.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	7,951.000
Adjustments	0.000	0.000	0.000	0.000	0.000	0.000	0.000	(1,892.000)	(135.800)	0.000	0.000	0.000	(2,077.600)
Gallons Sold	261.100	527.800	245.200	309.000	207.300	808.400	254.900	30.000	180.400	1,161.100	364.300	45.000	4,494.500
End Inventory	4,975.600	12,398.800	12,153.600	11,844.600	11,637.300	10,828.900	10,574.000	8,652.000	8,152.000	7,024.900	6,660.600	6,615.600	

Financial History — Jet A

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Y.T.D
Net Sales	1,266.340	2,559.830	1,189.230	1,498.670	1,005.410	3,920.750	1,236.270	145.500	1,159.950	5,631.340	1,766.860	218.250	21,798.400
Cost of Goods	528.153	1,067.634	495.991	625.045	419.327	1,635.232	515.612	60.684	549.812	2,538.406	835.413	103.194	9,374.502
Gross Profit	738.187	1,492.196	693.239	873.625	586.084	2,285.518	720.658	84.816	310.138	3,092.934	931.447	115.058	12,423.900

Monthly Statistics — Jet A

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Y.T.D
Avg Sale \$	633.170	255.983	594.615	374.668	335.137	301.596	309.068	145.500	228.658	511.940	588.953	218.250	374.628
Avg Sale Vol	130.550	52.780	122.600	77.250	69.100	62.185	63.725	30.000	46.733	105.555	121.433	45.000	77.243
Avg PPU Vol	4.850	4.850	4.850	4.850	4.850	4.850	4.850	4.850	4.850	4.850	4.850	4.850	4.850
Avg CPU Vol	2.023	2.023	2.023	2.023	2.023	2.023	2.023	2.023	1.961	2.186	2.293	2.293	2.076
Avg Margin/Unit	2.827	2.827	2.827	2.827	2.827	2.827	2.827	2.827	2.889	2.664	2.557	2.557	2.774
Avg Margin/Sale	369.093	149.220	346.620	218.406	195.361	175.809	180.165	84.816	135.023	281.176	310.482	115.056	213.436
% of Vol YTD	5.809	11.743	5.456	6.875	4.612	17.986	5.671	0.667	6.239	25.834	8.105	1.001	100.000
% of Profit YTD	5.942	12.011	5.580	7.032	4.717	18.396	5.801	0.683	6.521	24.895	7.497	0.926	100.000
# of Sales	2.000	10.000	2.000	4.000	3.000	13.000	4.000	1.000	6.000	11.000	3.000	1.000	60.000



City of Avon Park Executive Airport Fuel Sold by Fuel Type Summary

Report Parameters			
Start Date	01/01/2017	End Date	01/18/2018
Fuel Type	Quantity	Total Revenue	Sales Tax
JetA w/prist Full Service	2,194.000	\$11,628.20	\$0.00
	2,194.000	\$11,628.20	\$0.00