

FINANCIA INTERNATIONAL AIRPORT

	CURRENT YEAR	BUDGET YEAR (1)	BUDGET RATE OF INCREASE	FUTURE RATE OF INCREASE	FUTURE YEAR 2	YEAR 3
REVENUES						
ACTUAL PLANES/YEAR	5,000	5,800	16.00%	10%	6,380	7,018
LANDING FEE/PLANE	\$1,000	\$1,200	20.00%	10%	\$1,320	\$1,452
TOTAL LANDING FEE REVENUE	\$5,000,000	\$6,960,000	39.20%		\$8,421,600	\$10,190,136
AVG LENGTH OF FLIGHT (HRS)	2.5	2.5	0.00%		2.5	2.5
AVG FUEL CONSUMPTION (GAL/HR/EN)	1,000	980	-2.00%		1,000	1,000
AVG NO. ENGINES	2.5	2.8	12.00%		2.5	2.5
FUEL CONSUMPTION (GAL/PLANE)	6,250	6,860	9.76%		6,250	6,250
TOTAL FUEL FLOWAGE (GAL)	31,250,000	39,788,000	27.32%		39,875,000	43,862,500
FUEL FLOWAGE FEE	\$0.050	\$0.055	10.00%	5%	\$0.06	\$0.06
TOTAL FUEL FLOWAGE REVENUE	\$1,562,500	\$2,188,340	40.05%		\$2,302,781	\$2,659,712
PASSENGERS/PLANE	100	125	25.00%	10%	138	151
TOTAL PASSENGERS	500,000	725,000	45.00%		877,250	1,061,473
PASSENGER FACILITY FEE	\$7.00	\$7.30	4.29%	5%	\$7.67	\$8.05
TOTAL PASSENGER REVENUE	\$3,500,000	\$5,292,500	51.21%		\$6,724,121	\$8,542,996
TOTAL SQUARE FEET TERMINAL	250,000	250,000	0.00%		250,000	250,000
ALLOCATED TO CARRIERS	50,000	50,000	0.00%		100,000	100,000
RENT/SQ FT/YR	\$25.00	\$26.00	4.00%	5%	\$27.30	\$28.67
TOTAL RENT	\$1,250,000	\$1,300,000	4.00%		\$2,730,000	\$2,866,500
PARKED CARS/PASSENGER	0.25	0.3	20.00%		0.25	0.25
AVERAGE LENGTH OF STAY (DAYS)	1.3	1.2	-7.69%		1.3	1.3
CAR-DAYS	500,000	725,000	45.00%		877,250	1,061,473
PARKING FEE/DAY	\$5.00	\$6.00	20.00%	5%	\$6.30	\$6.62
TOTAL PARKING REVENUE	\$2,500,000	\$4,350,000	74.00%		\$5,526,675	\$7,021,641
TOTAL REVENUE	\$13,812,500	\$20,090,840	45.45%		\$25,705,178	\$31,280,985

OPERATIONS/COSTS

LANDING

RUNWAY CAPACITY

RUNWAYS	2	2	0.00%		2	2
PLANES/HOUR	10	12	20.00%		10	10
HOURS/DAY	12	14	16.67%		8	8
DAYS/YEAR	365	365	0.00%		365	365
MAX PLANES/YEAR	87,600	122,640	40.00%		58,400	58,400
ACTUAL PLANES/YEAR	5,000	5,800	16.00%		6,380	7,018
CAPACITY UTILIZATION	5.71%	4.73%	-17.14%		10.92%	12.02%

DEPRECIATION

COST	\$5,000,000	\$5,000,000	0.00%		\$5,000,000	\$5,000,000
USEFUL LIFE	10	10	0.00%		10	10
DEPRECIATION/YR	\$500,000	\$500,000	0.00%		\$500,000	\$500,000
FIXED COST/UNIT OF CAPACITY	\$5.71	\$4.08	-28.57%	5%	\$4.28	\$4.49
TOTAL ALLOCATED FIXED COST	\$28,539	\$23,646	-17.14%		\$27,312	\$31,545
TOTAL UNALLOCATED FIXED COST	\$471,461	\$476,354	1.04%		\$472,688	\$468,455

LANDING ADMIN

SALARIES AND WAGES

PERSONS	5	6	20.00%		5	5
AVG SAL/YR	\$39,000	\$41,000	5.13%	5%	\$43,050	\$45,203
TOTAL SAL	\$195,000	\$246,000	26.15%		\$215,250	\$226,013
SUPPLIES	\$1,000	\$1,200	20.00%		\$1,000	\$1,000
TOTAL LAND ADMIN	\$196,000	\$247,200	26.12%			

RUNWAY MAINTENANCE

SALARIES AND WAGES

PERSONS	10	12	20.00%		5	5
AVG SAL/YR	\$38,000	\$40,000	5.26%	5%	\$42,000	\$44,100
TOTAL SAL	\$380,000	\$480,000	26.32%		\$210,000	\$220,500

MATERIALS

\$/1000 FT	\$5,000	\$6,000	20.00%	5%	\$6,300	\$6,615
RUNWAY 29 LENGTH	4,000	4,000	0.00%		4,000	4,000
RUNWAY 14 LENGTH	6,000	6,000	0.00%		6,000	6,000
TOTAL LENGTH	10,000	10,000	0.00%		10,000	10,000
TOTAL MATERIALS	\$50,000	\$60,000	20.00%		\$63,000	\$66,150
TOTAL RWY MAINT	\$430,000	\$540,000	25.58%		\$273,000	\$286,650

TOWER MAINTENANCE

SALARIES AND WAGES

PERSONS	2	2	0.00%		2	2
AVG SAL/YR	\$42,000	\$44,000	4.76%	5%	\$46,200	\$48,510

TOTAL SAL	\$84,000	\$88,000	4.76%		\$92,400	\$97,020
MATERIALS						
\$/1000 SQ FT	\$5.00	\$5.50	10.00%	5%	\$5.78	\$6.06
AREA (SQ FT)	4,000	4,000	0.00%		4,000	4,000
MATERIAL COST	\$20,000	\$22,000	10.00%		\$23,100	\$24,255
TOTAL TWR MAINT	\$104,000	\$110,000	5.77%		\$115,500	\$121,275
SAFETY FACILITIES						
TRUCKS	2	2	0.00%		2	2
MAINTENANCE/TRUCK/YR	\$2,500	\$3,000	20.00%	5%	\$3,150	\$3,308
TRUCK MAINTENANCE	\$5,000	\$6,000	20.00%		\$6,300	\$6,615
TOTAL LANDING	\$735,000	\$903,200	22.88%		\$394,800	\$414,540
TERMINAL BUILDING						
TERMINAL CAPACITY						
PASSENGERS/HOUR	500	500	0.00%		500	500
HOURS/DAY	12	14	16.67%		12	12
DAYS/YEAR	365	365	0.00%		365	365
MAX PASSENGERS/YEAR	2,190,000	2,555,000	16.67%		2,190,000	2,190,000
ACTUAL PASSENGERS/YEAR	500,000	725,000	45.00%		877,250	1,061,473
CAPACITY UTILIZATION	22.83%	28.38%	24.29%		40.06%	48.47%
DEPRECIATION						
COST	\$10,000,000	\$10,500,000	5.00%		\$10,000,000	\$10,000,000
USEFUL LIFE	20	20	0.00%		20	20
DEPRECIATION/YR	\$500,000	\$525,000	5.00%		\$500,000	\$500,000
FIXED COST/UNIT OF CAPACITY	\$0.23	\$0.21	-10.00%		\$0.23	\$0.23
TOTAL ALLOCATED FIXED COST	\$114,155	\$148,973	30.50%		\$200,285	\$242,345
TOTAL UNALLOCATED FIXED COST	\$385,845	\$376,027	-2.54%		\$299,715	\$257,655
TERMINAL BLDG ADMIN						
SALARIES						
ADMINISTRATORS						
NUMBER	1	1			1	1
AVG SAL/YR	\$45,000	\$48,000	6.67%	5%	\$50,400	\$52,920
TOTAL	\$45,000	\$48,000	6.67%		\$50,400	\$52,920
SUPPORT PERSONNEL						
NUMBER	3	3	0.00%		3	3
AVG SAL/YR	\$27,000	\$29,000	7.41%	5%	\$30,450	\$31,973
TOTAL	\$81,000	\$87,000	7.41%		\$91,350	\$95,918
TOTAL SALARIES	\$126,000	\$135,000	7.14%		\$141,750	\$148,838
SUPPLIES	\$2,000	\$2,500	25.00%	5%	\$2,625	\$2,756
OUTSIDE MAINTENANCE	\$5,000	\$6,000	20.00%	5%	\$6,300	\$6,615
INSURANCE	\$150,000	\$150,000	0.00%	5%	\$157,500	\$165,375
TOTAL TERMINA BLDG ADMIN	\$283,000	\$293,500	3.71%		\$308,175	\$323,584
MAINTENANCE						
SALARIES AND WAGES						
PERSONS	7	7	0.00%		7	7
AVG SAL/YR	\$38,000	\$40,000	5.26%	5%	\$42,000	\$44,100
TOTAL SAL	\$266,000	\$280,000	5.26%		\$294,000	\$308,700
MATERIALS						
\$/1000 SQ FT	\$7.00	\$8.00	14.29%	5%	\$8.40	\$8.82
AREA (SQ FT)	250,000	250,000	0.00%		250,000	250,000
MATERIAL COST	\$1,750,000	\$2,000,000	14.29%		\$2,100,000	\$2,205,000
TOTAL TERMINAL BUILDING	\$2,299,000	\$2,573,500	11.94%		\$2,702,175	\$2,837,284
PARKING AREAS						
FIXED COST						
CAPACITY						
SPACES	5,000	5,000	0.00%		5,000	5,000
DAYS/YR	365	365	0.00%		365	365
CAR-DAYS CAPACITY	1,825,000	1,825,000	0.00%		1,825,000	1,825,000
ACTUAL CAR-DAYS	500,000	725,000	45.00%		877,250	1,061,473
CAPACITY UTILIZATION	27.40%	39.73%	45.00%		48.07%	58.16%
DEPRECIATION						
COST	\$3,000,000	\$3,000,000	0.00%		\$3,000,000	\$3,000,000
USEFUL LIFE	20	20	0.00%		20	20
DEPRECIATION/YR	\$150,000	\$150,000	0.00%		\$150,000	\$150,000
FIXED COST/UNIT OF CAPACITY	\$0.08	\$0.08	0.00%		\$0.08	\$0.08
TOTAL ALLOCATED FIXED COST	\$41,096	\$59,589	45.00%		\$72,103	\$87,244
TOTAL UNALLOCATED FIXED COST	\$108,904	\$90,411	-16.98%		\$77,897	\$62,756
VARIABLE COST						
TOLLS						
WAGES						
BOOTHES	2	2	0.00%		2	2
HOURS/DAY	18	18	0.00%		18	18
DAYS/YEAR	365	365	0.00%		365	365

WAGES (\$/HR)	\$8.00	\$9.00	12.50%	5%	\$9.45	\$9.92
TOTAL WAGES	\$105,120	\$118,260	12.50%		\$124,173	\$130,382
SUPPLIES	\$1,500	\$1,600	6.67%		\$1,500	\$1,500
TOTAL	\$106,620	\$119,860	12.42%		\$125,673	\$131,882
MAINTENANCE						
SALARIES AND WAGES						
PERSONS	7	7	0.00%		7	7
AVG SAL/YR	\$38,000	\$40,000	5.26%	5%	\$42,000	\$44,100
TOTAL SAL	\$266,000	\$280,000	5.26%		\$294,000	\$308,700
MATERIALS						
\$/1000 SQ FT	\$7.00	\$8.00	14.29%	5%	\$8.40	\$8.82
AREA (SQ FT)	250,000	250,000	0.00%		250,000	250,000
MATERIAL COST	\$1,750,000	\$2,000,000	14.29%		\$2,100,000	\$2,205,000
TOTAL COST	\$2,016,000	\$2,280,000	13.10%		\$2,394,000	\$2,513,700
COST/CAR-DAY	\$4.03	\$3.14	-22.00%		\$2.73	\$2.37
AIRPORT ADMINISTRATION						
SALARIES						
ADMINISTRATORS						
NUMBER	3	3	0.00%		3	3
AVG SAL/YR	\$65,000	\$70,000	7.69%	5%	\$73,500	\$77,175
TOTAL	\$195,000	\$210,000	7.69%		\$220,500	\$231,525
SUPPORT PERSONNEL						
NUMBER	6	6	0.00%		6	6
AVG SAL/YR	\$26,000	\$28,000	7.69%	5%	\$29,400	\$30,870
TOTAL	\$156,000	\$168,000	7.69%		\$176,400	\$185,220
TOTAL SALARIES	\$351,000	\$378,000	7.69%		\$396,900	\$416,745
SUPPLIES	\$2,000	\$2,200	10.00%	5%	\$2,310	\$2,426
OUTSIDE MAINTENANCE	\$5,000	\$5,500	10.00%	5%	\$5,775	\$6,064
INSURANCE	\$300,000	\$350,000	16.67%	5%	\$367,500	\$385,875
TOTAL AIRPORT ADMINISTRATION	\$658,000	\$735,700	11.81%		\$772,485	\$811,109
EXPENSE TOTALS						
SALARIES AND WAGES	\$1,773,120	\$2,005,260	13.09%		\$1,768,473	\$1,856,897
SUPPLIES	\$6,500	\$7,500	15.38%		\$7,435	\$7,682
INSURANCE	\$450,000	\$500,000	11.11%		\$525,000	\$551,250
MATERIALS	\$3,570,000	\$4,082,000	14.34%		\$4,286,100	\$4,500,405
OUTSIDE MAINTENANCE	\$15,000	\$17,500	16.67%		\$18,375	\$19,294
TOTAL EXPENSES	\$5,814,620	\$6,612,260	13.72%		\$6,605,383	\$6,935,527
PROFITABILITY						
LANDING						
REVENUE						
LANDING FEES	\$5,000,000	\$6,960,000	39.20%		\$8,421,600	\$10,190,136
FUEL FLOWAGE FEES	\$1,562,500	\$2,188,340	40.05%		\$2,302,781	\$2,659,712
TOTAL LANDING FEES	\$6,562,500	\$9,148,340	39.40%		\$10,724,381	\$12,849,848
VA/VARIABLE COST	\$735,000	\$903,200	22.88%		\$394,800	\$414,540
CO/CONTRIBUTION MARGIN	\$5,827,500	\$8,245,140	41.49%		\$10,329,581	\$12,435,308
TO TOTAL FIXED COST	\$500,000	\$500,000	0.00%		\$500,000	\$500,000
O/OPERATING PROFIT	\$5,327,500	\$7,745,140	45.38%		\$9,829,581	\$11,935,308
TERMINAL BUILDING						
REVENUE						
PASSENGER FEES	\$3,500,000	\$5,292,500	51.21%		\$6,724,121	\$8,542,996
AREA RENTAL	\$1,250,000	\$1,300,000	4.00%		\$2,730,000	\$2,866,500
TOTAL REVENUE	\$4,750,000	\$6,592,500	38.79%		\$9,454,121	\$11,409,496
VARIABLE COST	\$2,299,000	\$2,573,500	11.94%		\$2,702,175	\$2,837,284
CONTRIBUTION MARGIN	\$2,451,000	\$4,019,000	63.97%		\$6,751,946	\$8,572,212
TOTAL FIXED COST	\$500,000	\$525,000	5.00%		\$500,000	\$500,000
OPERATING PROFIT	\$1,951,000	\$3,494,000	79.09%		\$6,251,946	\$8,072,212
PARKING						
REVENUE	\$2,500,000	\$4,350,000	74.00%		\$5,526,675	\$7,021,641
VARIABLE COST	\$2,016,000	\$2,280,000	13.10%		\$2,394,000	\$2,513,700
CONTRIBUTION MARGIN	\$484,000	\$2,070,000	327.69%		\$3,132,675	\$4,507,941
TOTAL FIXED COST	\$150,000	\$150,000	0.00%		\$150,000	\$150,000
OPERATING PROFIT	\$334,000	\$1,920,000	474.85%		\$2,982,675	\$4,357,941
TOTAL AIRPORT						
REVENUE	\$13,812,500	\$20,090,840	45.45%		\$25,705,178	\$31,280,985
VARIABLE COST	\$5,050,000	\$5,756,700	13.99%		\$5,490,975	\$5,765,524
AIRPORT ADMINISTRATION	\$658,000	\$735,700	11.81%		\$772,485	\$811,109
CONTRIBUTION MARGIN	\$8,762,500	\$14,334,140	63.59%		\$20,214,203	\$25,515,461
TOTAL FIXED COST	\$1,150,000	\$1,175,000	2.17%		\$1,150,000	\$1,150,000
OPERATING PROFIT	\$7,612,500	\$13,159,140	72.86%		\$19,064,203	\$24,365,461

FINANCIA INTERNATIONAL AIRPORT CARRIER CONTRACTS

	DELTA	UNITED	FINAIR	TOTAL
ACTUAL PLANES/YEAR	3,000	2,000	1,000	6,000
LANDING FEE/PLANE	\$1,000	\$1,000	\$1,000	\$1,000
TOTAL LANDING FEE REVENUE	\$3,000,000	\$2,000,000	\$1,000,000	\$6,000,000
AVG LENGTH OF FLIGHT (HRS)	3	2.5	1	
AVG FUEL CONSUMPTION (GAL/HF	1,400	1,300	1,200	
AVG NO. ENGINES	3	2.5	2	
FUEL CONSUMPTION (GAL/PLANE)	12,600	8,125	2,400	
TOTAL FUEL FLOWAGE (GAL)	37,800,000	16,250,000	2,400,000	56,450,000
FUEL FLOWAGE FEE	\$0.04	\$0.05	\$0.05	\$0.04
TOTAL FUEL FLOWAGE REVENUE	\$1,512,000	\$812,500	\$120,000	\$2,444,500
PASSENGERS/PLANE	100	100	100	
TOTAL PASSENGERS	300,000	200,000	100,000	600,000
PASSENGER FACILITY FEE	\$7.00	\$7.00	\$4.00	\$6.50
TOTAL PASSENGER REVENUE	\$2,100,000	\$1,400,000	\$400,000	\$3,900,000
TOTAL SQUARE FEET TERMINAL	250,000	250,000	250,000	
ALLOCATED TO CARRIERS	25,000	15,000	5,000	45,000
RENT/SQ FT/YR	\$20.00	\$25.00	\$25.00	\$22.22
TOTAL RENT	\$500,000	\$375,000	\$125,000	\$1,000,000
TOTAL REVENUE	\$7,112,000	\$4,587,500	\$1,645,000	\$13,344,500

CRITICAL VARIABLES

	CURRENT YEAR	BUDGET YEAR (1)	BUDGET RATE OF INCREASE	FUTURE RATE OF INCREASE	FUTURE YEAR 2	FUTURE YEAR 3
ACTUAL PLANES/YEAR	5,000	5,800	16.00%	10%	6,380	7,018
LANDING FEE/PLANE	\$1,000	\$1,200	20.00%	10%	\$1,320	\$1,452
FUEL FLOWAGE FEE	\$0.050	\$0.055	10.00%	5%	\$0.06	\$0.06
PASSENGER FACILITY FEE	\$7.00	\$7.30	4.29%	5%	\$7.67	\$8.05
RENT/SQ FT/YR	\$25.00	\$26.00	4.00%	5%	\$27.30	\$28.67
PARKING FEE/DAY	\$5.00	\$6.00	20.00%	5%	\$6.30	\$6.62

MEASURES OF PERFORMANCE

TOTAL REVENUE	\$13,812,500	\$20,090,840	45.45%		\$25,705,178	\$31,280,985
OPERATING PROFIT	\$7,612,500	\$13,159,140	72.86%		\$19,064,203	\$24,365,461