

**Santa Ynez Airport Authority**  
**One-Year Budget Performance Report**  
**All Departments Consolidated**

Account	For the Month Ending: 6/30/2021				Year-To-Date: 7/01/2020- 6/30/2021			
	Actual	Budgeted	Variance	Pct	Actual	Budgeted	Variance	Pct
<b><u>Income</u></b>								
4010 Fuel Sales - 100LL	22,808.72	25,000.00	-2,191.28	-8.8 %	245,677.90	300,000.00	-54,322.10	-18.1 %
4020 Fuel Sales - Jet A	18,130.47	17,500.00	630.47	3.6 %	194,686.69	210,000.00	-15,313.31	-7.3 %
4040 Sales - Lubricants	428.25	416.63	11.62	2.8 %	3,547.40	5,000.00	-1,452.60	-29.1 %
4060 Sales - Flight Supplies	75.62	108.37	-32.75	-30.2 %	609.40	1,300.00	-690.60	-53.1 %
4065 Sales - T-Shirts	0.00	41.63	-41.63	-100.0 %	22.50	500.00	-477.50	-95.5 %
4070 Sales - Commissions	406.22	33.37	372.85	1117.3 %	688.96	400.00	288.96	72.2 %
4090 Sales - Food & Beverage	225.00	183.37	41.63	22.7 %	1,580.00	2,200.00	-620.00	-28.2 %
4100 Rental Income - Rows A,B,C	13,031.00	12,552.37	478.63	3.8 %	151,842.00	150,628.00	1,214.00	0.8 %
4110 Rental Income - Tiedowns	808.00	2,083.37	-1,275.37	-61.2 %	17,790.00	25,000.00	-7,210.00	-28.8 %
4115 Rental Income - A5 Short Term Use	275.00	0.00	275.00	0.0 %	275.00	0.00	275.00	0.0 %
4120 Rental Income - Transient Parking	421.00	291.63	129.37	44.4 %	4,248.50	3,500.00	748.50	21.4 %
4125 Rental Income -USFS	4,484.09	4,603.38	-119.29	-2.6 %	53,809.08	55,241.00	-1,431.92	-2.6 %
4130 Rental Income - Trailers	700.00	600.00	100.00	16.7 %	8,300.00	7,200.00	1,100.00	15.3 %
4140 Rental Income - Maintenance Hangar	4,799.17	4,817.62	-18.45	-0.4 %	57,515.16	57,811.00	-295.84	-0.5 %
4150 Rental Income - Gliderport Lease	0.00	0.00	0.00	0.0 %	840.00	0.00	840.00	0.0 %
4155 Glider Parking	270.00	129.37	140.63	108.7 %	1,490.00	1,552.00	-62.00	-4.0 %
4160 APCD Lease	157.00	170.12	-13.12	-7.7 %	1,884.00	2,041.00	-157.00	-7.7 %
4170 Commercial Leases	0.00	62.50	-62.50	-100.0 %	150.00	750.00	-600.00	-80.0 %
4200 Land Lease - Rows A, E, F, G	3,929.04	3,954.13	-25.09	-0.6 %	46,961.84	47,450.00	-488.16	-1.0 %
4220 Land Lease - Rows D,J	1,522.21	2,163.12	-640.91	-29.6 %	25,638.61	25,957.00	-318.39	-1.2 %
4230 Long Term Parking/Auto	322.00	333.37	-11.37	-3.4 %	4,468.00	4,000.00	468.00	11.7 %
4250 Location Fees/Film	1,750.00	83.37	1,666.63	1999.1 %	3,250.00	1,000.00	2,250.00	225.0 %
4260 Electricity Income	380.00	450.00	-70.00	-15.6 %	4,879.78	5,400.00	-520.22	-9.6 %
4310 Interest Income	455.30	141.63	313.67	221.5 %	1,525.62	1,700.00	-174.38	-10.3 %
4345 Daily Ramp Fees	0.00	16.63	-16.63	-100.0 %	230.00	200.00	30.00	15.0 %
4360 Waiting List - Hangar Change List	0.00	0.00	0.00	0.0 %	300.00	0.00	300.00	0.0 %
4400 Finance Charge	0.00	20.87	-20.87	-100.0 %	0.00	250.00	-250.00	-100.0 %
4401 Miscellaneous	53,589.95	4,583.37	49,006.58	1069.2 %	58,070.17	55,000.00	3,070.17	5.6 %
4910 Fuel Purchase Discounts	354.47	291.63	62.84	21.5 %	3,037.26	3,500.00	-462.74	-13.2 %
Total Income:	129,322.51	80,631.85	48,690.66	60.4 %	893,317.87	967,580.00	-74,262.13	-7.7 %
<b><u>Cost Of Sales</u></b>								
5510 COS 100LL	19,809.64	20,416.63	-606.99	-3.0 %	200,470.10	245,000.00	-44,529.90	-18.2 %
5520 COS Jet A	10,584.75	12,500.00	-1,915.25	-15.3 %	109,582.14	150,000.00	-40,417.86	-26.9 %
5540 COS Lubricants	256.95	229.13	27.82	12.1 %	2,439.95	2,750.00	-310.05	-11.3 %
5560 COS Flight Supplies	45.37	62.50	-17.13	-27.4 %	384.99	750.00	-365.01	-48.7 %
5570 COS Food & Beverage Supplies	121.18	291.63	-170.45	-58.4 %	2,475.51	3,500.00	-1,024.49	-29.3 %
5910 Volume User Discounts	0.00	33.37	-33.37	-100.0 %	0.00	400.00	-400.00	-100.0 %

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	Actual	Budgeted	Variance	Pct	Actual	Budgeted	Variance	Pct
Total Cost Of Sales:	30,817.89	33,533.26	-2,715.37	-8.1 %	315,352.69	402,400.00	-87,047.31	-21.6 %
Gross Profit:	98,504.62	47,098.59	51,406.03	109.1 %	577,965.18	565,180.00	12,785.18	2.3 %
<b>Expense</b>								
6010 Credit Card Fees Expense	991.70	916.63	75.07	8.2 %	9,419.21	11,000.00	-1,580.79	-14.4 %
6020 Fuel Truck Expense	1,225.62	1,000.00	225.62	22.6 %	4,268.21	12,000.00	-7,731.79	-64.4 %
6025 Equipment Expense (Fuel Related)	75.00	666.63	-591.63	-88.7 %	5,828.98	8,000.00	-2,171.02	-27.1 %
6030 Fuel Tax Expense	90.00	316.63	-226.63	-71.6 %	3,110.18	3,800.00	-689.82	-18.2 %
6035 Waste Oil Expense	675.00	283.37	391.63	138.2 %	2,718.00	3,400.00	-682.00	-20.1 %
6045 Salaries And Wages	12,813.20	10,000.00	2,813.20	28.1 %	102,322.36	120,000.00	-17,677.64	-14.7 %
6055 Employee Recruiting, Testing, Trainin	29.17	33.37	-4.20	-12.6 %	77.67	400.00	-322.33	-80.6 %
6060 Payroll Taxes Expense	1,220.13	958.37	261.76	27.3 %	9,096.77	11,500.00	-2,403.23	-20.9 %
6110 AWOS Expense	2,166.57	833.37	1,333.20	160.0 %	7,583.27	10,000.00	-2,416.73	-24.2 %
6115 Bad Debt And Theft	0.00	83.37	-83.37	-100.0 %	0.00	1,000.00	-1,000.00	-100.0 %
6120 Bank Service Charge Expense	10.50	8.37	2.13	25.4 %	184.00	100.00	84.00	84.0 %
6170 Contracted Service - Legal	1,353.04	1,666.63	-313.59	-18.8 %	16,745.25	20,000.00	-3,254.75	-16.3 %
6180 Contracted Service - Accounting	2,584.00	2,500.00	84.00	3.4 %	31,297.00	30,000.00	1,297.00	4.3 %
6181 Contracted Service - Audit And Tax P	204.00	916.63	-712.63	-77.7 %	11,568.40	11,000.00	568.40	5.2 %
6230 Dues & Subscriptions	0.00	0.00	0.00	0.0 %	168.00	0.00	168.00	0.0 %
6320 Insurance - Workers Comp	651.42	1,333.37	-681.95	-51.1 %	8,789.96	16,000.00	-7,210.04	-45.1 %
6330 Insurance - Gen'l Liability, D&O	1,039.98	1,000.00	39.98	4.0 %	12,413.51	12,000.00	413.51	3.4 %
6340 Insurance - Office & Property	825.89	666.63	159.26	23.9 %	12,675.86	8,000.00	4,675.86	58.4 %
6380 Uniforms And Towels	0.00	58.37	-58.37	-100.0 %	0.00	700.00	-700.00	-100.0 %
6390 License And Permits	0.00	625.00	-625.00	-100.0 %	6,623.81	7,500.00	-876.19	-11.7 %
6395 FBO Operating System	0.00	583.37	-583.37	-100.0 %	7,740.00	7,000.00	740.00	10.6 %
6400 Mail/Postage	55.00	133.37	-78.37	-58.8 %	1,215.57	1,600.00	-384.43	-24.0 %
6410 Membership & Election Expense	0.00	133.37	-133.37	-100.0 %	1,543.04	1,600.00	-56.96	-3.6 %
6420 Miscellaneous	0.00	41.63	-41.63	-100.0 %	50.00	500.00	-450.00	-90.0 %
6460 Office Expense & Supplies	150.37	666.63	-516.26	-77.4 %	5,153.99	8,000.00	-2,846.01	-35.6 %
6500 R&M Buildings	0.00	500.00	-500.00	-100.0 %	1,500.53	6,000.00	-4,499.47	-75.0 %
6510 R&M Grounds	821.01	1,416.63	-595.62	-42.0 %	9,498.98	17,000.00	-7,501.02	-44.1 %
6520 R&M Equipment	22.16	583.37	-561.21	-96.2 %	10,262.00	7,000.00	3,262.00	46.6 %
6530 R&M USFS	0.00	208.37	-208.37	-100.0 %	2,090.06	2,500.00	-409.94	-16.4 %
6540 Special Events	0.00	583.37	-583.37	-100.0 %	0.00	7,000.00	-7,000.00	-100.0 %
6545 Property Taxes	0.00	183.37	-183.37	-100.0 %	1,922.66	2,200.00	-277.34	-12.6 %
6570 Telephone	223.36	208.37	14.99	7.2 %	2,501.90	2,500.00	1.90	0.1 %
6573 Television	0.00	141.63	-141.63	-100.0 %	1,269.45	1,700.00	-430.55	-25.3 %
6575 Cellular Phone	86.15	91.63	-5.48	-6.0 %	1,069.84	1,100.00	-30.16	-2.7 %

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6580 Chemical Toilet	1,025.00	458.37	566.63	123.6 %	5,481.25	5,500.00	-18.75	-0.3 %
6583 Water	714.41	566.63	147.78	26.1 %	7,002.37	6,800.00	202.37	3.0 %
6584 Propane	0.00	41.63	-41.63	-100.0 %	0.00	500.00	-500.00	-100.0 %
6604 Electric, Office And Fuel Island	324.36	416.63	-92.27	-22.1 %	3,376.44	5,000.00	-1,623.56	-32.5 %
6605 Electric, ABC/Beacon	360.93	408.37	-47.44	-11.6 %	4,538.68	4,900.00	-361.32	-7.4 %
6606 Electric, RW/TW/Ramp	905.81	875.00	30.81	3.5 %	10,575.49	10,500.00	75.49	0.7 %
6610 Trash	389.51	416.63	-27.12	-6.5 %	4,587.15	5,000.00	-412.85	-8.3 %
6612 Alarm Service	53.14	58.37	-5.23	-9.0 %	643.68	700.00	-56.32	-8.0 %
6660 Interest Expense	-1,417.66	1,250.00	-2,667.66	-213.4 %	7,982.77	15,000.00	-7,017.23	-46.8 %
<b>Total Expense:</b>	<b>29,668.77</b>	<b>33,833.48</b>	<b>-4,164.71</b>	<b>-12.3 %</b>	<b>334,896.29</b>	<b>406,000.00</b>	<b>-71,103.71</b>	<b>-17.5 %</b>
<b>Profit Before Other:</b>	<b>68,835.85</b>	<b>13,265.11</b>	<b>55,570.74</b>	<b>418.9 %</b>	<b>243,068.89</b>	<b>159,180.00</b>	<b>83,888.89</b>	<b>52.7 %</b>
<b><u>Other Income</u></b>								
<b>Total Other Income:</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0 %</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0 %</b>
<b><u>Other Expense</u></b>								
7500 Depreciation	6,184.00	0.00	6,184.00	0.0 %	74,208.00	0.00	74,208.00	0.0 %
<b>Total Other Expense:</b>	<b>6,184.00</b>	<b>0.00</b>	<b>6,184.00</b>	<b>0.0 %</b>	<b>74,208.00</b>	<b>0.00</b>	<b>74,208.00</b>	<b>0.0 %</b>
<b>Net Income:</b>	<b>62,651.85</b>	<b>13,265.11</b>	<b>49,386.74</b>	<b>372.3 %</b>	<b>168,860.89</b>	<b>159,180.00</b>	<b>9,680.89</b>	<b>6.1 %</b>