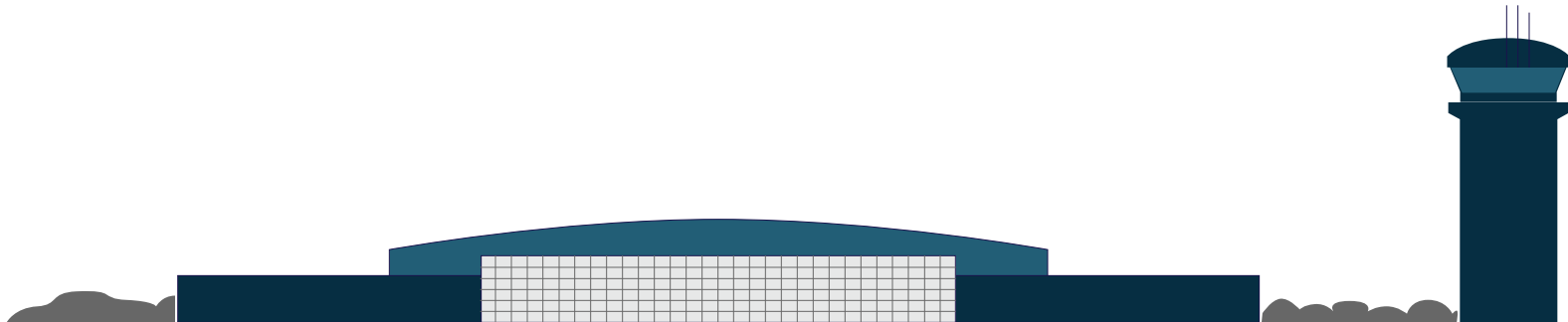


# Cape Cod Gateway Airport

FY2022 Proposed Budget  
Town Council Presentation  
June 3, 2021



# FY2021 Budget Summary

Budget reduced  
\$1.1M from Pre-  
COVID19 Projections  
to = \$6,841,627

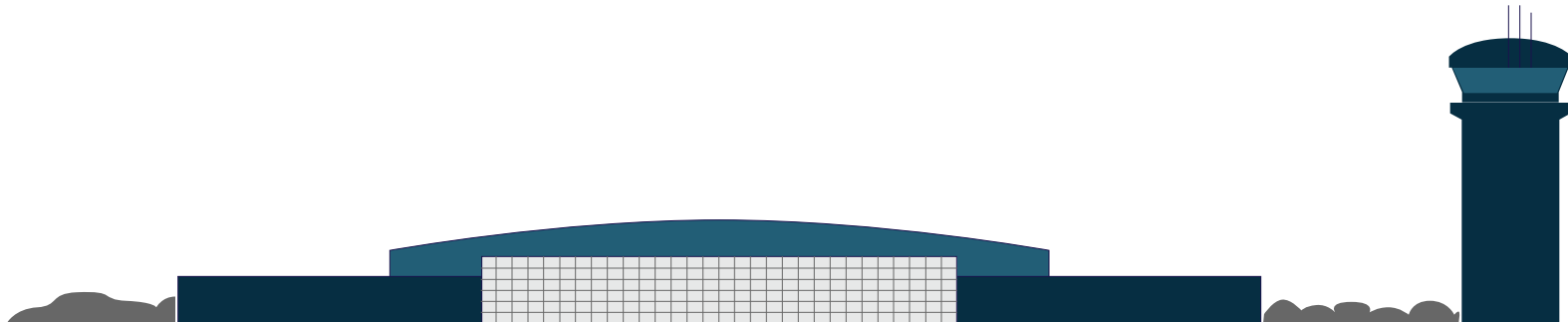
CAPE COD GATEWAY AIRPORT BUDGET SUMMARY AS OF WEEK 48 (5-28-2021)				
	BUDGET	ACTUAL	VARIANCE	% VARIANCE
<b>REVENUES</b>				
<b>CHARGES FOR SERVICES</b>	\$ 4,662,758.00	\$ 4,842,680.94	\$ 179,922.94	4%
<i>Jet Fuel</i>	\$ 3,140,789.00	\$ 3,320,762.78	\$ 179,973.78	6%
<i>Rental Car Concessions</i>	\$ 296,000.00	\$ 417,469.31	\$ 121,469.31	41%
<i>Land Leases</i>	\$ 380,457.00	\$ 344,590.75	\$ (35,866.25)	-9%
<b>FEES</b>	\$ 1,722,352.00	\$ 1,606,731.10	\$ (115,620.90)	-7%
<i>Land Lease Non-Aviation</i>	\$ 1,538,740.00	\$ 1,426,858.08	\$ (111,881.92)	-7%
<b>GRANTS</b>	\$ 44,000.00	\$ 2,312,037.55	\$ 2,268,037.55	5155%
<i>TSA Grant</i>	\$ 44,000.00	\$ 83,700.00	\$ 39,700.00	90%
<i>CARES Act Grant</i>	\$ -	\$ 2,228,337.55	\$ 2,228,337.55	1418301%
<b>OTHER REVENUE</b>	\$ 409,517.00	\$ 343,102.41	\$ (66,414.59)	-16%
<i>Renewable Energy</i>	\$ 351,517.00	\$ 302,530.87	\$ (48,986.13)	-14%
<b>PERMITS</b>	\$ 3,000.00	\$ 3,000.00	\$ -	0%
<b>TOTAL REVENUES (w/out CARES Act)</b>	\$ 6,841,627.00	\$ 6,879,214.45	\$ 37,587.45	1%
<b>TOTAL REVENUES (w/CARES Act)</b>	\$ 6,841,627.00	\$ 9,107,552.00	\$ 2,265,925.00	33%
<b>EXPENDITURES</b>				
<b>PERSONNEL</b>	\$ 2,356,650.00	\$ 2,153,609.82	\$ (203,040.18)	-9%
<i>SALARY/WAGES-PERM</i>	\$ 1,494,122.00	\$ 1,371,991.93	\$ (122,130.07)	-8%
<i>RETIREMENT</i>	\$ 334,432.00	\$ 306,562.63	\$ (27,869.37)	-8%
<i>SALARY/WAGES-OVERTIME</i>	\$ 187,000.00	\$ 201,288.94	\$ 14,288.94	8%
<b>DEBT &amp; TRANSFERS</b>	\$ 424,787.00	\$ 784,912.28	\$ 360,125.28	85%
<i>TRANSFER TO GENERAL FUND</i>	\$ 193,268.00	\$ 177,162.26	\$ (16,105.74)	-8%
<b>OPERATING EXPENSES</b>	\$ 4,012,690.00	\$ 3,309,760.80	\$ (702,929.20)	-18%
<i>JET FUEL PURCHASES FOR RESALE</i>	\$ 1,872,000.00	\$ 1,858,029.63	\$ (13,970.37)	-1%
<i>PROPERTY/FIRE/LIABILITY INS.</i>	\$ 334,432.00	\$ 236,624.12	\$ (97,807.88)	-29%
<b>CAPITAL OUTLAY</b>	\$ 8,209.04	\$ 187,265.72	\$ 179,056.68	2181%
<b>SURPLUS (DEFICIT)(w/out CARES Act)</b>		\$ 443,665.83	\$ 443,665.83	6%
<b>SURPLUS (DEFICIT)(w/CARES Act)</b>	\$ -	\$ 2,672,003.38	\$ 2,672,003.38	39%



# FY2022 Proposed Budget

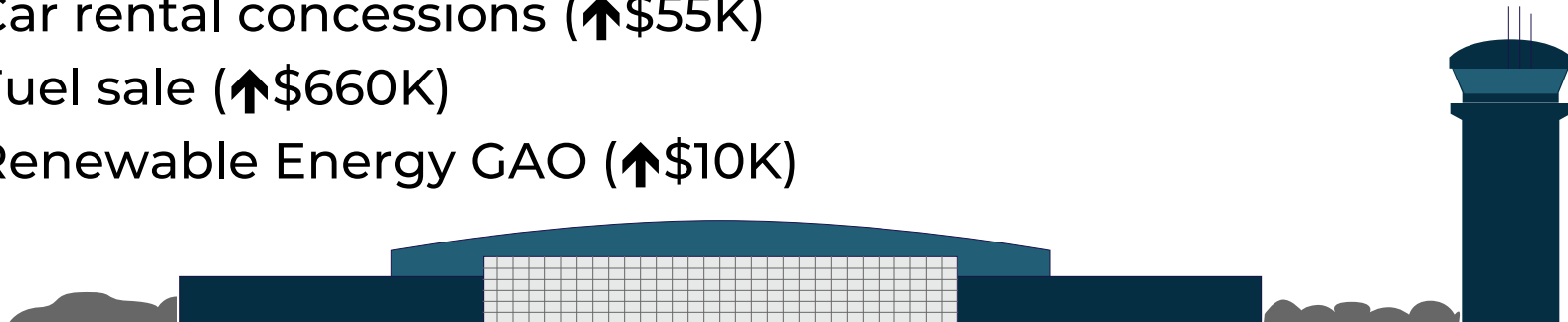
→ Proposed Budget = \$6,612,196 (\$7,421,765)  
with indirect fees of \$809,569 for various  
town services)

- 8.48% (\$580,000) increase over FY2021
- Still a conservative approach for FY2022



# FY2022 Proposed Budget (Revenue)

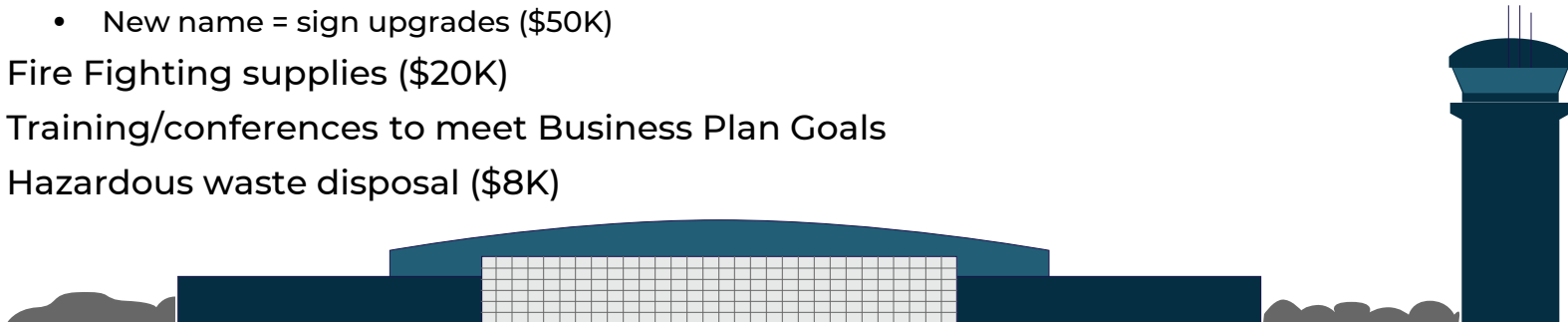
- Revenues similar to FY2021 (↑ \$800K) = \$7,658,102
- Airline, car parking, and ancillary revenues still depicting = 20-30% decline with only marginal improvements
    - ↓ \$30K landing fees over FY2021
    - ↓ \$10K fuel flowage fees (airlines) over FY2021
    - ↓ \$20K vehicle parking concession over FY2021
  - Corporate aviation revenues = slight improvements noted
    - FBO concession fees - corporate (↑\$15K)
  - Land/facility leases = new and renewals (HMI, Griffin, Hyannis Hangar, WS Development, Cape Air) (↑\$100K)
  - Car rental concessions (↑\$55K)
  - Fuel sale (↑\$660K)
  - Renewable Energy GAO (↑\$10K)



# FY2022 Proposed Budget (Expenses)

→ Expense similar to FY2021 but adding (↑ \$580K) = \$7,421,765

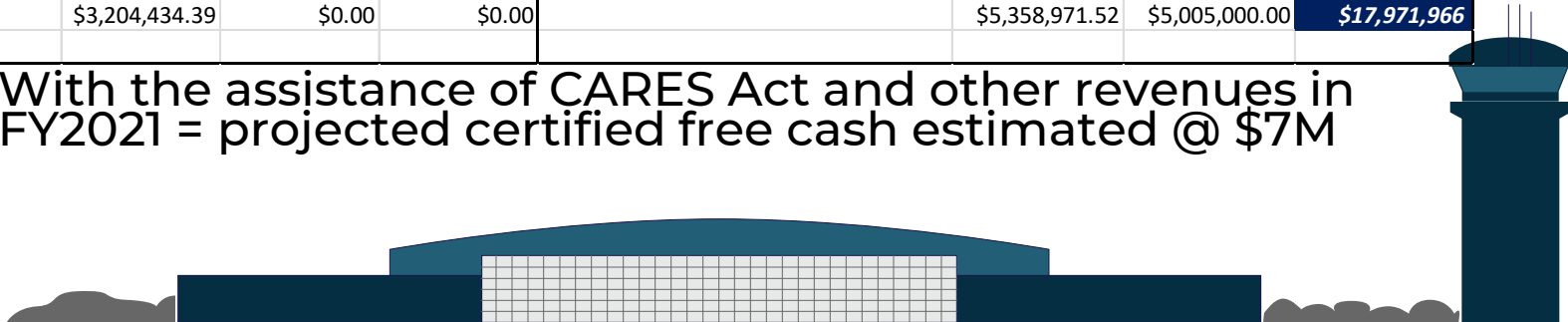
- Renegotiation with union staff and salary adjustments (\$135K)
- Increased fuel purchases (\$128K)
- Capital outlay deferments (\$126K)
- Workman's Comp Claims (\$67K)
- Asset acquisition analysis (\$40K)
- OT salaries to account for union salary increase and projects (\$33K)
- New fuel truck agreements/lease (\$27K)
- Asset rehabilitation – fuel farm new annual testing requirements (\$16K)
- Computer software (\$20K)
- New = Business Plan Goals
  - Professional appraisal services (\$15K)
  - Marketing funding (\$20K)
  - New name = sign upgrades (\$50K)
- Fire Fighting supplies (\$20K)
- Training/conferences to meet Business Plan Goals
- Hazardous waste disposal (\$8K)



# CARES Act Funds

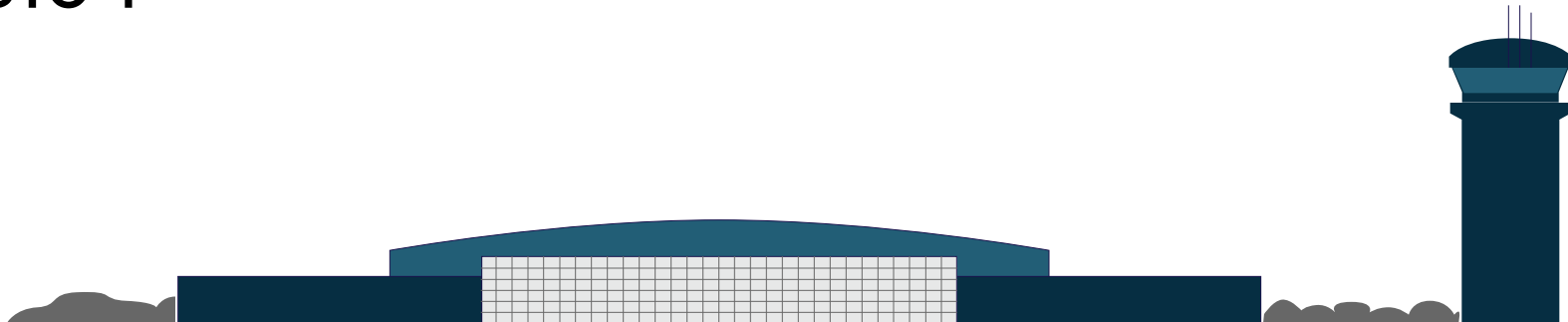
<b>CARES Act Grant</b>	<b>\$17,971,966</b>							
<b>FAA Payment Request</b>	Tier 1, 2 & 3: Operating Expenses SubTotal = <b>\$7,607,994.48</b>				Tier 4: Business Plan/Economic Improvement Projects Subtotal = <b>\$10,363,971.52</b>			
		\$3,300,000.00	\$3,300,000.00	\$1,007,994.48		\$5,358,971.52	\$5,005,000.00	
	Dates	FY2021	FY2022	FY2023		FY21	FY22	FY23
PV#1	7/1-8/20	\$378,242.44			Roof Replacement Project	\$78,471.52		
PV#2	8/21-9/17	\$182,370.07			CARE1 Demo & Construct T-Hangars	\$1,255,000.00		
PV#3	9/18-10/29	\$253,792.37			Mary Dunn Way Extension - Design	\$305,000.00		
PV#4	10/30-11/19	\$138,690.17			CARE2 Fleet Hangar Door	\$680,000.00		
PV#5	11/20 - 12/31	\$257,967.26			CARE 3 Mary Dunn Way Construction		\$5,005,000.00	
PV#6	1/1 - 1/28	\$207,239.56			Various FY2022 CIP	\$440,500.00		
PV#7	7/1 - 2/2	\$255,985.28			CARE4 Construct 2 T-Hangars/Other	\$2,600,000.00		
PV#8	7/1 - 2/25	\$372,264.63						
PV#9	1/29 - 2/25	\$179,729.87						
PV#10	2/26 - 3/25	\$225,384.76						
PV#11		\$438,300.00						
PV#12	3/26 - 4/29	\$314,467.98						
Totals		\$3,204,434.39	\$0.00	\$0.00		\$5,358,971.52	\$5,005,000.00	<b>\$17,971,966</b>

→ With the assistance of CARES Act and other revenues in FY2021 = projected certified free cash estimated @ \$7M



# CRRSA Act Funds

- Airport Coronavirus Response Grant Program = \$1,013,551 Grant Total
- \$1,008,311 for costs related to operations, personnel, cleaning, sanitization, janitorial services, combating the spread of pathogens at the airport, and debt service payments.
- Concession relief = \$5,240 + Admin. Fees of \$104



# Major Accomplishments

- Implemented a number of Airport Business Plan and Marketing Plan goals
- Rebranded, selecting a new name/logo for the Airport
- Welcomed new tenants; garnering new annual revenue
- Hosted a number of aviation educational events
- Continued working with the Massachusetts Air and Space Museum as they establish themselves on the Cape and hopefully move them to the East Ramp
- Continued with the Update to the Airport Master Plan
- Updated the Guidelines for Construction and Alteration to include environmentally responsible “green” development of the Airport in planning and development practices

