LEADERSHIP TEAM REPORT

June 2021 – July 2021

FOSTER A VALUED, ENGAGED AND EMPOWERED WORKFORCE

Values-Centered Culture

The annual employee engagement survey was launched on July 7th. Employees will have until July 23rd to provide anonymous responses and feedback in areas such as their job, their teams, their leadership and the organization as a whole. The leadership team will use the results to action plan for how best to serve employees.

The voluntary turnover rate escalated to 11% in June. There were five voluntary resignations for varied reasons including some that have elected to pursue a career in a different industry, one who enlisted in the military and one pilot that was recalled to the airline he was with pre-pandemic. As we emerge from the pandemic, national expectations are that turnover will increase in the months ahead as more employees pursue new opportunities.

This summer we welcomed back Abbi Grensing, who interned with us in 2020. Abbi is a college student whose career goals include owning an FBO in the future. Abbi is learning about all aspects of running an FBO.

Leadership Development

Staff Achievements:

- Michael Speidel, a Line Technician from the Operations Department was promoted to Operations Security Specialist. In this newly created position, Michael will oversee Customs clearances, badging and other security related issues.

- Jose Lotero, Maintenance Technician II, achieved his Certified Member status with the American Association of Airport Executives.

- Justin Lobb, Deputy Aviation Director, has been accepted to the Leadership Collier Class of 2022. The program begins this fall.

- The American Association of Airport Executives (AAAE) appointed Justin Lobb to its U.S. Contract Tower Policy Board. The USCTA was created in 1996 to promote FAA's Contract Tower Program and to enhance aviation safety at smaller airports.

PROVIDE SERVICE EXCELLENCE EVERY DAY

In anticipation of Tropical Storm Elsa, staff prepared the airport for potential Tropical Storm impacts. Despite receiving 4 inches of rain and 41 mph winds, the airport sustained no damage.

The Operations Department successfully passed two fuel quality control audits by Jet Aviation and HMC Helicopter Services. These types of audits occur periodically so that aircraft operators ensure they are purchasing high quality fuel.

Aviatrix met with staff to begin work on a new communications plan. The plan will identify new opportunities and include strategies for community outreach, social media management, annual reports and publications, collaborative partnerships, video production, creative development, media management and public speaking opportunities.

The Operations Department has begun preparations for the upcoming winter season to include procurement of capital equipment such as tugs, GPU's and vehicles, along with onboarding and training of new staff.

Alerts

There was one (1) alert during the month of June 2021.

DATE	ALERT	TYPE A/C	PROBLEM	RESULT
6/27/2021	6	C-172	Upon landing on RWY5, an aircraft experienced a flat nose-wheel tire.	The aircraft was removed from the movement area for repairs. There were no injuries.

Risk Management

There was one incident in June where a ramp assistant clipped the wing of a jet with his golf cart causing minor damage to the wingtip. We are waiting for the damage estimate. To prevent this from happening again in the future, all staff are being retrained on driving between wingtips.

The Senior Director of Finance and Administration is working with our insurance broker, Alliant, on our insurance renewals for October 1, 2021.

The Director of Human Resources and HR Generalist attended training with the new worker's compensation insurance Third Party Administrator (TPA). The move to this new TPA was approved by the Board at the May meeting.

The Executive Director, Deputy Executive Director, Senior Director of Finance and Administration and Director of Human Resources met with Robbie Chartier, Executive Director, and Tia O'Neal, Assistant Executive Director, of Public Risk Management (PRM), the new

worker's compensation insurance trust, to learn more about PRM and discuss opportunities for partnering to enhance safety education and initiatives to prevent incidents. In addition, the Senior Director of Finance and Administration and the Director of Human Resources were invited and attended the PRM annual conference which was held in Naples the same week.

Development and Facilities Maintenance

Meetings have begun to discuss and prepare for the move back to the General Aviation Terminal (GAT). Demolition work at the GAT/AOB is nearly complete and on schedule as the contractor prepares for the reconstruction. Some preparation was necessary for Tropical Storm Elsa, but there was no disruption to the schedule. Furniture selections were also finalized with BOS, Inc. for the 1st Floor of the GAT, with delivery expected upon completion of construction. Second floor office/administrative furnishings will be finalized within the next few weeks.

Several projects are currently underway including Fuel Farm Tank Cleaning (5 tanks), 5-23 Blast Deflector signage upgrades, Hurricane Shutters for the North Road Terminal, ATCT Improvements, ATCT Base Building, Security Improvements and the 5-23 Drainage project.

Quotes have been requested for the repair of the 3000 hangars fire alarm panel which was damaged by lightning. There was additional lightning damage to the airfield lighting which has been repaired.

The Development Department has prepared bid documents for the South Quadrant Tree Removal project and the Taxiway B North Quadrant Landfill Phase I project.

Phase 2A of the 5-23 Drainage project, which includes the permanent removal of the A-6 connector, was completed on schedule. The contractor is now moving into Phase 2B. All materials are on site allowing the contractor to continue as planned.

Safety

For the month of June, no NAA employees were diagnosed with COVID-19. An addendum was added to the Infectious Disease Procedure prohibiting business travel for employees who are not fully vaccinated (unless they have a medical or religious accommodation). The Human Resources Department continues to promote the benefits of vaccinations.

All staff completed the American Association of Airport Executives (AAAE) Human Trafficking in Airports training to bring awareness, teach how to watch out for signs and indicators of trafficking and report suspected trafficking to law enforcement.

COMMITTED TO SUSTAINABILITY

Outreach

Leading up to Tropical Storm Elsa, the NAA communicated with staff, tenants, customers and interested individuals through a number of methods including direct email messages, Everbridge text and email messages and the Employee Emergency Information Hotline.

On July 7th the Executive Director, Deputy Executive Director, Deputy Director of Aviation and Communications Manager met with the developers of the new AC Marriott hotel which is proposed to be built at the corner of US 41 and Goodlette-Frank Road. Staff discussed potential aircraft nose impacts and showed arrival and departure heat maps identifying the location of the hotel property. Also discussed was the need for FAA coordination for any cranes that will be used during construction.

On July 8th Commissioner Messer along with the Executive Director, Deputy Executive Director and Communications Manager met with leaders of the Old Naples Association to follow up on our outreach meeting held in April.

Approximately 25 individuals including NAA staff members, Civil Air Patrol Cadet and Senior Squadron members, volunteers from the EAA and Naples Youth Aviation Project and City of Naples Firefighters participated in the City of Naples Fourth of July Parade. Everyone had a great time, and the parade was well attended by the community.

On June 12th in recognition of Flag Day, two NAA staff members, in conjunction with the Naples Boy Scouts Troops, participated in a Flag Retirement Ceremony at Freedom Park, retiring approximately 50 flags.

On July 14th the Communications Manager spoke to a group of 25-30 ninth and tenth grade students from Grace Place about the airport and what job opportunities exist here. Grace Place is a local organization dedicated to providing pathways out of poverty through education. The group also heard presentations by CCSO, MedFlight and Mosquito Control.

Tours

One tour was conducted in June for a total of 40 individuals. Eight adults chaperoned 32 children, between the ages of 9-15, who were attending the Police/Fire Youth Academy hosted by the City of Naples Fire Department. The tour began at the Fire Station with the kids participating in a competitive relay. The group toured the Fire Station, watched a drone presentation by the CCSO Drone Division and visited Mosquito Control and MedFlight.

Strategic Plan FY 2022 – 2026

On June 23rd staff participated in a strategic planning session, facilitated by Mina Merkel, to begin to refine the updated goals, objectives and measures. Each goal was assigned a sponsor, and each

objective was assigned an owner. The owner of each objective has assembled a cross-functional team responsible for ensuring that the activities and initiatives for achieving the objective are accomplished. Each goal sponsor is in the process of meeting with their teams to discuss and further refine all elements of their goal.

A follow-up session with Ms. Merkel is scheduled for July 26th.

Part 150 Noise Study

ESA is refining the scope of Phase II of the Noise Study, the Noise Compatibility Program (NCP), to include supplemental analyses and stakeholder outreach. Staff anticipates having a draft for Board review and discussion at the August Regular Board Meeting.

Information Technology

An additional cybersecurity program was implemented in June to further protect our network infrastructure. Our strategy is to build layers of protection using the latest tools available.

We have internal teams, led by our Information Systems Manager, that are in the process of researching and doing demonstrations of new business solutions including financial, leasing and Part 139 software. Our goal is to have an integrated software system to simplify and streamline the various processes.

A project team, made up of representatives from each department, was formed to research different Learning Management Systems (LMS). The LMS will be a central location to offer and track training and development for all staff. The team saw demonstrations of five different vendors and are evaluating which vendor will be selected.

Hangar Wait List

As of the end of June, the Authority was at capacity for aircraft hangar storage with a wait list of 113 prospective new tenants, which was the same as the previous month. With 24 reservations (18% of the total), the Cirrus SR22 is the most common aircraft on the wait list.

Naples AIRPORT AUTHORITY

160 Aviation Drive North · Naples, Florida 34104-3568 | 239.643.0733 | www.FlyNaples.com

The following is a high-level summary of aircraft operations and curfew compliance for June 2021 and information on upcoming events:

June 2021 compared to June 2020:

- Total aircraft operations increased 3.4%
- IFR (Instrument Flight Rules) operations increased 1.2%
- VFR (Visual Flight Rules) operations increased 5.4%
- Voluntary curfew (10pm – 7am) operations increased 30.9%
- 76.0% of the Voluntary curfew operations occurred during the "shoulder hours" in June 2021 as compared to 76.6% during June 2020.
- The Voluntary curfew compliance rate was 98.1% in June 2021 as compared to 98.3% in June 2020.

Note – *June 2021 represents a 1.6% decrease in curfew operations compared to June 2019 (pre-COVID-19).*

FY 2021 compared to FY 2020 (October – June):

- Total aircraft operations increased 6.2%
- IFR (Instrument Flight Rules) operations increased 33.3%
- VFR (Visual Flight Rules) operations decreased 16.0%
- Voluntary curfew (10pm – 7am) operations increased 3.8%
- Voluntary YTD curfew compliance rate was 98.6% in both FY's.

Note – *FY 2021 represents a 21.3% decrease in year-to-date curfew operations compared to FY 2019 (pre-COVID-19).*

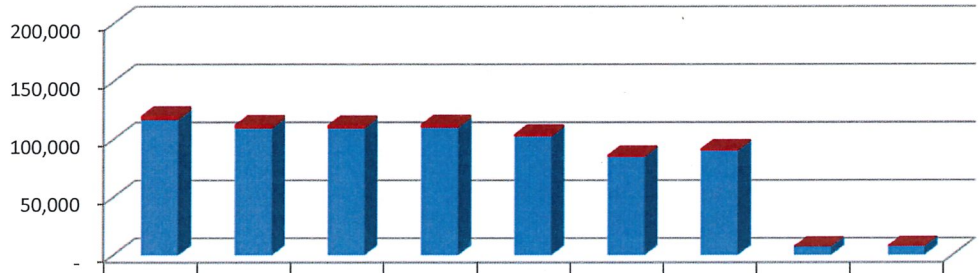
The next **Noise Compatibility Committee Regular Meeting** is scheduled for Thursday, November 4, 2021 at 9:00 a.m. Due to the uncertainty of the COVID-19 pandemic, the venue for this meeting will be announced at a later date. This meeting will be recorded and posted to our website www.flynaples.com.

Videos of NCC Meetings are available for viewing at:
https://flynaples.com/agendas-minutes-videos/

NCC and NAA Annual Reports are posted on the Authority's website at:
https://flynaples.com/annual-reports/

Naples Airport - Operations Summary
Prepared by the Naples Airport Authority
June 2021

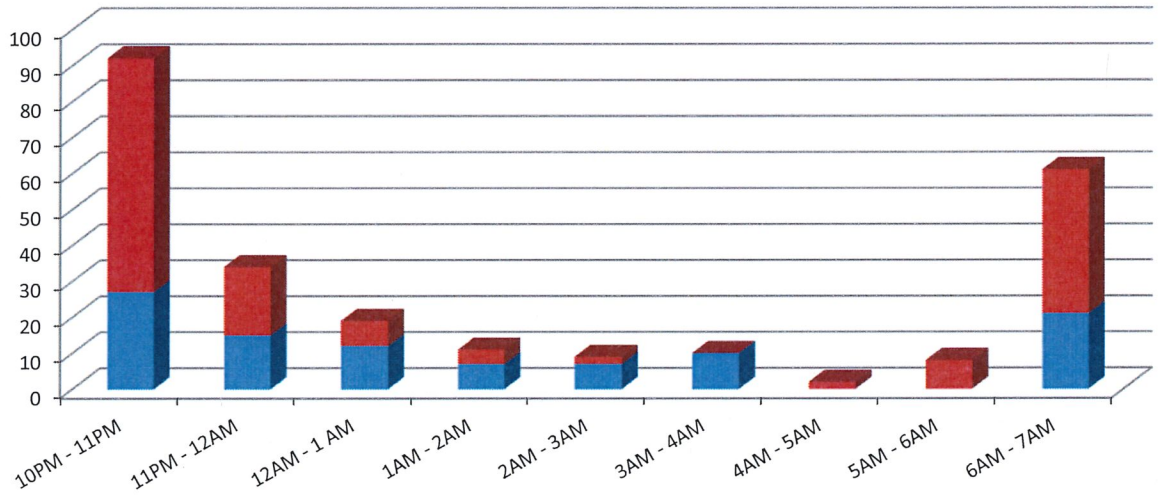
Day and Night Operations Annual & Current Month



	FY 2000	FY 2005	FY 2018	FY 2019	FY 2020	FYTD 2020	FYTD 2021	Jun-2020	Jun-2021
Total Operations	120,291	163,434	112,262	112,800	104,479	86,279	91,648	7,439	7,695
Night Operations	3,282	3,130	2,880	2,870	2,221	1,659	1,722	188	246
Day Operations	117,009	109,382	109,382	109,930	102,258	84,620	89,926	7,251	7,449
% Night Operations	2.7%	1.9%	2.6%	2.5%	2.1%	1.9%	1.9%	2.5%	3.2%

Voluntary Curfew (10 pm to 7 am) enacted May 1996

Night Operations by Hour - Current Month



Public Service/Exempt Operations include air

76.0% of night operations took place during the hours of 10 pm - midnight and 6 a.m. - 7 a.m.

Voluntary Curfew Activity by Aircraft Category, Current Month

	Arrivals	Departures	Total	% of Activity
Jets	33	29	62	25%
Turboprops	4	8	12	5%
Piston	33	39	72	29%
Helo	0	1	1	0%
Public Service	53	46	99	40%
Total	123	123	246	
% of Activity	50%	50%		

US Customs and Border Protection Aircraft Clearings

	Cleared and Stayed	Cleared and Departed	Total Cleared	Cleared and Stayed
FY 2011*	304	6	310	98.1%
FY 2012	492	16	508	96.9%
FY 2013	549	12	561	97.9%
FY 2014	762	26	788	96.7%
FY 2015	874	32	906	96.5%
FY 2016	1025	47	1072	95.6%
FY 2017	1204	22	1226	98.2%
FY 2018	1334	28	1362	97.9%
FY 2019	1345	20	1365	98.5%
FY 2020	993	11	1004	98.9%
FY 2021	1228	13	1241	99.0%

* Facility opened December 30, 2010

CITY OF NAPLES AIRPORT AUTHORITY

ACTIVITY REPORT
PERIOD ENDING 30 JUNE 2021

OPERATIONS	Current Month				Year to Date			
	FY 19	FY 20	FY 21	Variance % FY's 20-21	FY 19	FY 20	FY 21	Variance % FY's 20-21
OPERATIONS - Itinerant								
Air Carrier	0	0	0	NMF	1	0	0	NMF
Commercial	662	1,302	1,294	(0.6)	13,558	13,299	19,947	50.0
General Aviation	4,226	4,735	4,688	(1.0)	57,919	53,530	58,773	9.8
Military	19	19	7	(63.2)	155	109	145	33.0
TOTAL ITINERANT OPERATIONS	4,907	6,056	5,989	(1.1)	71,633	66,938	78,865	17.8
OPERATIONS - Local								
Commercial	0	0	0	NMF	0	0	0	NMF
General Aviation	1,882	1,195	1,460	22.2	17,450	17,659	11,043	(37.5)
Military	2	0	0	NMF	16	23	18	(21.7)
TOTAL LOCAL OPERATIONS	1,884	1,195	1,460	22.2	17,466	17,682	11,061	(37.4)
TOTAL NIGHT OPERATIONS	250	188	246	30.9	2,189	1,659	1,722	3.8
TOTAL IFR - Operations *	2,304	3,462	3,505	1.2	39,337	38,860	51,804	33.3
TOTAL VFR - Operations	4,737	3,977	4,190	5.4	51,951	47,419	39,844	(16.0)
TOTAL OPERATIONS	7,041	7,439	7,695	3.4	91,288	86,279	91,648	6.2

Beginning 10/01/12, the nighttime operations were combined as one entry.

* As reported by ATCT

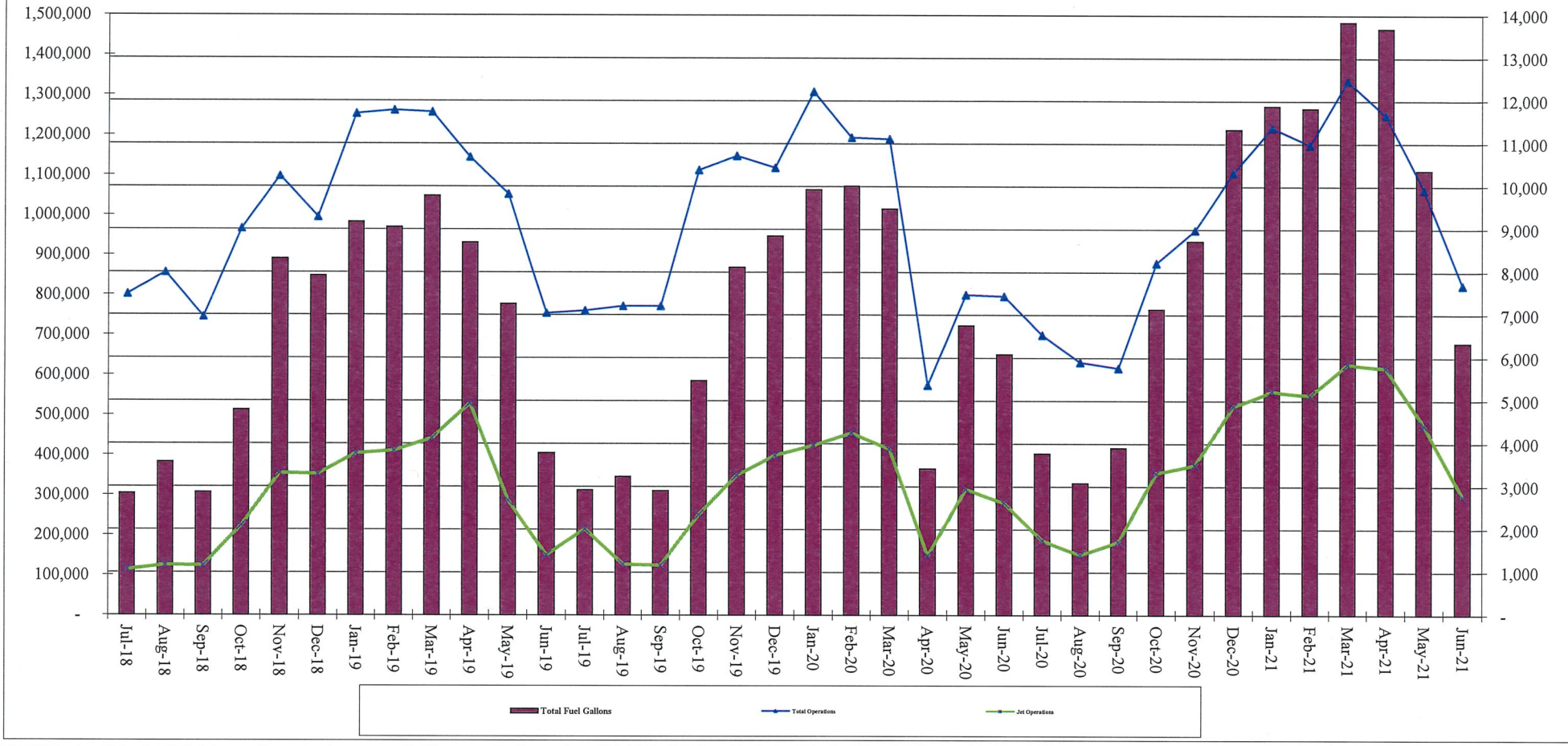
NMF = No Meaningful Figure

FINAL

CITY OF NAPLES AIRPORT AUTHORITY
U.S. CUSTOMS GENERAL AVIATION ACTIVITY
PERIOD ENDING 30 JUNE 2021

MONTH	TOTAL AIRCRAFT CLEARED				AIRCRAFT CLEARED/STAYED IN NAPLES				CLEARED/DEPARTED FOR DESTINATION				PERSONS CLEARED			
	FY 2019	FY 2020	FY 2021	VARIANCE (%) FY's 20-21	FY 2019	FY 2020	FY 2021	VARIANCE (%) FY's 20-21	FY 2019	FY 2020	FY 2021	VARIANCE (%) FY's 20-21	FY 2019	FY 2020	FY 2021	VARIANCE (%) FY's 20-21
OCTOBER	63	63	52	-17.5	63	62	49	-21.0	0	1	3	200.0	309	237	220	-7.2
NOVEMBER	143	110	84	-23.6	137	109	83	-23.9	6	1	1	0.0	663	513	385	-25.0
DECEMBER	137	153	138	-9.8	135	153	136	-11.1	2	0	2	NMF	615	708	560	-20.9
JANUARY	138	162	150	-7.4	137	160	149	-6.9	1	2	1	-50.0	795	799	722	-9.6
FEBRUARY	173	163	106	-35.0	172	160	105	-34.4	1	3	1	-66.7	830	716	452	-36.9
MARCH	211	192	161	-16.1	206	188	160	-14.9	5	4	1	-75.0	962	786	616	-21.6
APRIL	166	13	240	1746.2	164	13	239	1738.5	2	0	1	NMF	693	41	1055	2473.2
MAY	98	27	171	533.3	97	27	170	529.6	1	0	1	NMF	397	75	646	761.3
JUNE	88	21	139	561.9	87	21	137	552.4	1	0	2	NMF	351	80	510	537.5
JULY																
AUGUST																
SEPTEMBER																
YTD TOTALS	**1217**	**904**	**1241**	**37.3**	**1198**	**893**	**1228**	**37.5**	**19**	**11**	**13**	**18.2**	**5615**	**3955**	**5166**	**30.6**

Aviation Fuel Gallons & Aircraft Operations Historical Comparison
36 Months

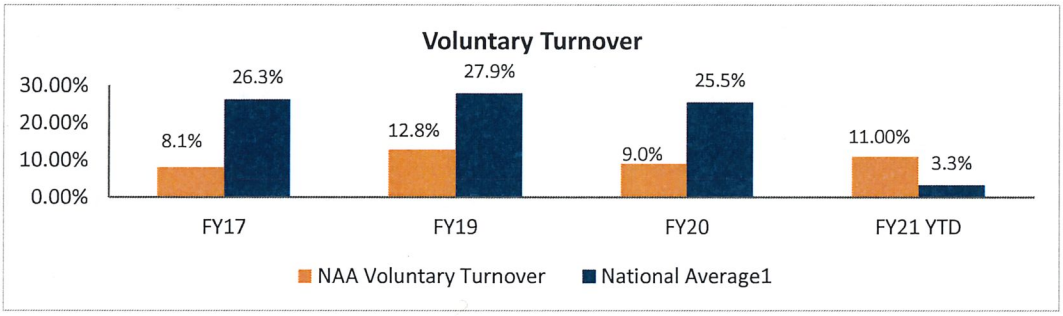


***NOTE: As of March 2020, Jet operations numbers are pulled from our Vector system. "Total Fuel Gallons' include all fuel sold at the airport, not just FBO gallons sold.

Naples AIRPORT AUTHORITY

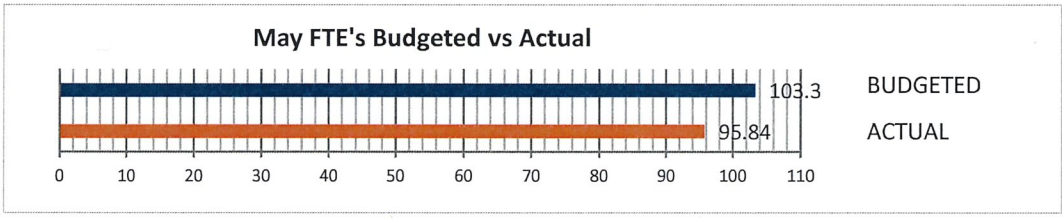
APF CARES about you, your family and future

HUMAN RESOURCES METRICS
June 2021



Voluntary Turnover	FY17	FY18	FY19	FY20	FY21 YTD
NAA Voluntary Turnover	8.1%	10.0%	12.8%	9.0%	11.00%
National Average[1]	26.3%	30.5%	27.9%	25.5%	3.3%

EMPLOYMENT[2]	FY17	FY18	FY19	FY20	FY21 YTD
Budgeted Positions (Full-Time)	74.8	76.0	86.0	89.0	100.0
Budgeted Positions (Part-Time/Seasonal)	2.5	2.5	3.8	7.8	4.6
Actual Positions YTD (Full-Time)	73.9	72.0	79.0	79.0	92.8
Actual Positions YTD (Part-Time/Seasonal)	2.6	2.0	3.6	5.2	3.0



	FY17	FY18	FY19	FY20	FY21 YTD
Work Injuries	5	4	3	2	1
Days Away from Work	5	49	65	52	3

COVID-19 Infection Rate	APRIL
NAA Infection Rate	**0.00%**
State of Florida Positivity Rate	**3.94%**

1. National Average is year over year for the calendar month prior to the NAA reporting month.

2. Effective May 2021 a change in the report reflects annual budgeted FTEs and actual non-adjusted FTE's year to date. Prior years reflect headcount/positions.

Naples AIRPORT AUTHORITY

To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

By: Ken Warriner, Sr. Director of Finance and Administration

Meeting Date: No Meeting

Re: **June 2021 Financials**

1. Financial Summary

For the month of June 2021, operating revenue (net of cost of goods sold) was $1,873,964 compared to the budget of $1,481,666. This was favorable to budget by $392,298 or 26%. Operating expenses were favorable to budget by $42,310 or 3%. Income from operations was $595,900 or $434,608 favorable to the budget. The change in net position before capital contributions was favorable to budget by $443,815. For the year-to-date period, the change in net position before capital contributions is favorable to budget by $9,861,497.

Key Financial Measures - Current Month

	Actual	Budget	Prior Year	Budget Variance		Prior Year Variance	
Fuel sales - Jet A gallons	636,647	544,489	604,988	92,158	17%	31,659	5%
Fuel sales - AvGas gallons	21,511	20,365	22,629	1,146	6%	(1,118)	-5%
Operating revenue	$ 1,873,964	$ 1,481,666	$ 1,747,204	$ 392,298	26%	$ 126,760	7%
Operating expenses	$ 1,278,064	$ 1,320,374	$ 881,690	$ 42,310	3%	$ (396,374)	-45%
Change in net position*	$ 268,450	$ (175,365)	$ 530,285	$ 443,815	253%	$ (261,835)	-49%

Key Financial Measures - Fiscal Year-to-Date

	Actual	Budget	Prior Year	Budget Variance		Prior Year Variance	
Fuel sales - Jet A gallons	9,620,786	6,772,227	6,843,275	2,848,559	42%	2,777,511	41%
Fuel sales - AvGas gallons	247,657	234,212	260,236	13,445	6%	(12,579)	-5%
Operating revenue	$ 25,856,253	$ 17,194,590	$ 17,776,853	$ 8,661,663	50%	$ 8,079,400	45%
Operating expenses	$ 10,907,977	$ 11,959,436	$ 9,281,506	$ 1,051,459	9%	$ (1,626,471)	-18%
Change in net position*	$ 12,141,003	$ 2,279,506	$ 6,162,038	$ 9,861,497	433%	$ 5,978,965	97%

* before capital contributions

City of Naples Airport Authority

Board of Commissioners Financial Reports

Monthly Period Ended

June 30, 2021

City of Naples Airport Authority
Financial Reports
For the Period Ending June 30, 2021

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City of Naples Airport Authority
Statements of Revenues, Expenses and Changes in Net Position
For the Period Ending June 30, 2021

	Actual Month	Budget Month	Favorable/ (Unfavorable)	%	Unfavorable Variance Explanations (>$10,000 and 10%)
Operating Revenue					
Aviation Fuel Sales	$ 2,718,972	$ 1,780,462	$ 938,510	53 %	
Cost of Aviation Fuel Sales	(1,469,336)	(825,417)	(643,919)	(78)	Cost for additional gallons sold.
Net Aviation Fuel Sales	$ 1,249,636	$ 955,045	$ 294,591	31 %	
Hangar Rentals	$ 120,250	$ 117,536	$ 2,714	2 %	
Building & Land Rent	137,587	125,717	11,871	9	
Ramp and Tie Down Fees	120,305	111,459	8,846	8	
Line Services	77,690	89,573	(11,883)	(13)	
Concession Fees	93,885	64,346	29,539	46	
U.S. Customs User Fees	56,235	2,004	54,231	2,706	
Flowage Fees and Misc. Revenue	18,376	15,988	2,389	15	
Total Operating Revenue	**$ 1,873,964**	**$ 1,481,666**	**$ 392,298**	**26 %**	
Operating Expenses					
Personnel Expenses:					
Salaries and Wages	$ 551,840	$ 556,810	$ 4,970	1 %	
Payroll Taxes	48,169	45,276	(2,893)	(6)	
Benefits	132,014	147,449	15,435	10	
Total Personnel Expenses	$ 732,023	$ 749,535	$ 17,512	2 %	
Professional Services	$ 83,096	$ 88,513	$ 5,417	6 %	
Contracted Services	123,352	118,333	(5,019)	(4)	
Insurance	64,672	58,274	(6,398)	(11)	
Airfield and Grounds Maintenance	14,318	67,500	53,182	79	
Building Maintenance	39,709	22,450	(17,259)	(77)	Various items for move to CAT and AOB
Vehicle and Equipment Maintenance	21,470	20,158	(1,312)	(7)	
Utilities	23,147	32,670	9,523	29	
Credit Card Fees	26,415	20,570	(5,844)	(28)	
Software Licenses and Support	17,646	27,992	10,346	37	
Legal Services	39,287	26,583	(12,704)	(48)	More leasing agreements than budgeted
Communications	13,744	20,217	6,472	32	
Conferences and Travel	5,655	10,158	4,504	44	
Minor Equipment and Supplies	35,595	18,792	(16,804)	(89)	Lektro tug battery replacements
Pilot Services	10,137	10,000	(137)	(1)	
Training & Education	1,163	7,767	6,603	85	
Office Supplies	6,418	8,957	2,539	28	
Fuel (internal)	5,942	3,400	(2,542)	(75)	
Employee Recognition	2,409	1,000	(1,409)	(141)	
Dues & Subscriptions	10,335	2,944	(7,391)	(251)	
Uniforms	1,532	4,060	2,528	62	
Miscellaneous	0	500	500	100	
Total Operating Expenses	**$ 1,278,064**	**$ 1,320,374**	**$ 42,310**	**3 %**	
Income from Operations	**$ 595,900**	**$ 161,292**	**$ 434,608**	**269 %**	
Non- Operating Revenue/(Expenses)					
Customer Facility Charges	$ 18,898	$ 12,822	$ 6,075	47 %	
Depreciation and Amortization	(365,343)	(360,000)	(5,343)	(1)	
Investment Income	18,965	10,521	8,444	80	
Other Revenue (Expense)	30	-	30	100	
Gain(loss) on disposal of capital assets	-	-	-	-	
Insurance Proceeds	-	-	-	-	
Total Non- Operating Revenue/(Expenses)	**$ (327,450)**	**$ (336,657)**	**$ 9,207**	**3 %**	
Income Before Capital Contributions	**$ 268,450**	**$ (175,365)**	**$ 443,815**	**253 %**	
Capital Contributions	$ -	$ -	$ -	- %	
Change in Net Position	**$ 268,450**	**$ (175,365)**	**$ 443,815**	**253 %**	

City of Naples Airport Authority
Statements of Revenues, Expenses and Changes in Net Position
For the Period Ending June 30, 2021

	Actual YTD	Budget YTD	Favorable/ (Unfavorable)	%	Unfavorable Variance Explanations (>$25,000 and 10%)
Operating Revenue					
Aviation Fuel Sales	$ 37,914,657	$ 21,494,048	$ 16,420,609	76 %	
Cost of Aviation Fuel Sales	(19,585,326)	(9,787,618)	(9,797,708)	(100)	Increase in volume and cost of fuel increases.
Net Aviation Fuel Sales	$ 18,329,331	$ 11,706,429	$ 6,622,902	57	
Hangar Rentals	$ 1,082,654	$ 1,100,995	$ (18,341)	(2)	
Building & Land Rent	1,258,247	1,197,176	61,071	5	
Ramp and Tie Down Fees	2,084,382	1,312,284	772,098	59	
Line Services	1,452,975	999,625	453,350	45	
Concession Fees	920,509	646,418	274,090	42	
U.S. Customs User Fees	525,005	103,705	421,300	406	
Flowage Fees and Misc. Revenue	203,150	127,957	75,192	59	
Total Operating Revenue	**$ 25,856,253**	**$ 17,194,590**	**$ 8,661,663**	**50 %**	
Operating Expenses					
Personnel Expenses:					
Salaries and Wages	$ 4,624,198	$ 5,151,498	$ 527,300	10 %	
Payroll Taxes	336,247	407,482	71,236	17	
Benefits	1,159,957	1,327,042	167,085	13	
Total Personnel Expenses	$ 6,120,402	$ 6,886,022	$ 765,620	11 %	
Professional Services	$ 749,446	$ 826,419	$ 76,973	9	
Contracted Services	943,627	1,050,000	106,373	10	
Insurance	557,377	512,582	(44,795)	(9)	
Airfield and Grounds Maintenance	190,097	327,167	137,070	42	
Building Maintenance	172,417	202,050	29,633	15	
Vehicle and Equipment Maintenance	273,217	202,258	(70,959)	(35)	Tower radio and firewall, phone upgrade.
Utilities	254,533	294,033	39,500	13	
Credit Card Fees	311,310	247,430	(63,879)	(26)	Fees on additional fuel sales.
Software Licenses and Support	281,613	251,928	(29,685)	(12)	Various IT projects not budgeted
Legal Services	269,773	239,250	(30,523)	(13)	Various leasing contracts
Communications	160,698	181,950	21,252	12	
Conferences and Travel	18,069	107,220	89,151	83	
Minor Equipment and Supplies	269,008	184,443	(84,565)	(46)	Various items due to the increase in volume.
Pilot Services	105,844	125,000	19,156	15	
Training & Education	13,414	87,350	73,936	85	
Office Supplies	56,047	83,166	27,119	33	
Fuel (internal)	53,414	41,100	(12,314)	(30)	
Employee Recognition	25,856	30,700	4,845	16	
Dues & Subscriptions	49,087	32,408	(16,679)	(51)	
Uniforms	53,660	42,460	(11,200)	(26)	
Miscellaneous	(20,930)	4,500	25,430	565	
Total Operating Expenses	**$ 10,907,977**	**$ 11,959,436**	**$ 1,051,459**	**9 %**	
Income from Operations	**$ 14,948,275**	**$ 5,235,154**	**$ 9,713,122**	**186 %**	
Non- Operating Revenue/(Expenses)					
Customer Facility Charges	$ 191,745	$ 149,758	$ 41,987	28 %	
Depreciation and Amortization	(3,251,794)	(3,200,000)	(51,794)	(2)	
Investment Income	137,876	94,595	43,282	46	
Net Change in Investments	11,494	-	11,494	100	
Other Revenue (Expense)	78,511	-	78,511	100	
Gain (loss) on disposal of capital assets	16,504	-	16,504	100	
Insurance Proceeds	8,392	-	8,392	100	
Revenue/(Expenses)	**$ (2,807,272)**	**$ (2,955,648)**	**$ 148,375**	**5 %**	
Income Before Capital Contributions	**$ 12,141,003**	**$ 2,279,506**	**$ 9,861,497**	**433 %**	
Capital Contributions	107,537	-	107,537	100	
Change in Net Position	**$ 12,248,539**	**$ 2,279,506**	**$ 9,969,034**	**437 %**	

City of Naples Airport Authority
Statement of Net Position
As of June 30, 2021

Assets	6/30/2021	9/30/2020	Change
Cash	$ 50,992,022	$ 44,224,891	$ 6,767,131
Accounts Receivable	658,426	335,615	322,811
Due From Government Agencies	-	157,681	(157,681)
Inventory	622,704	364,762	257,942
Prepaid Expenses	272,417	212,266	60,152
Total Current Assets	**$ 52,545,569**	**$ 45,295,214**	**$ 7,250,355**
Investments - Par Value	$ 5,500,000	$ -	5,500,000
Investment Interest Receivable	8,685	-	8,685
Investments - Net Change	29,990	-	29,990
Total Investments	**$ 5,538,674**	**$ -**	**$ 5,538,674**
Land and Land Improvements	$ 9,475,842	$ 9,098,655	$ 377,187
Buildings and Building Improvements	32,125,773	32,110,153	15,620
Equipment	9,363,396	9,027,851	335,545
Software	534,873	534,873	-
Vehicles	1,304,098	1,283,387	20,711
Furniture & Fixtures	1,431,662	1,397,811	33,851
Intangible Assets	2,327,577	2,315,997	11,580
Construction in Progress	3,277,081	1,710,292	1,566,789
Infrastructure	68,839,130	66,093,795	2,745,335
	$ 128,679,431	$ 123,572,814	$ 5,106,617
Accumulated amortization and depreciation	$ (58,853,137)	$ (55,601,342)	$ (3,251,794)
Total Net Property, Plant & Equipment	**$ 69,826,295**	**$ 67,971,472**	**$ 1,854,823**
Total Assets	**$ 127,910,538**	**$ 113,266,685**	**$ 14,643,853**
Liabilities			
Accounts Payable	$ 1,605,523	$ 1,512,269	$ 93,254
Accrued Salaries & Benefits	507,327	749,971	(242,644)
Accrued Liabilities - Other	829,385	630,065	199,320
Total Current Liabilities	**$ 2,942,235**	**$ 2,892,304**	**$ 49,931**
Long Term Liabilities	7,749,796	5,404,413	2,345,383
Total Long Term Liabilities	**$ 7,749,796**	**$ 5,404,413**	**$ 2,345,383**
Total Liabilities	**$ 10,692,031**	**$ 8,296,717**	**$ 2,395,314**
Equity			
Contributed Capital	$ 35,611,583	$ 35,611,583	$ -
Retained Earnings	69,358,385	62,070,022	7,288,362
Current Year Retained Earnings	12,248,539	7,288,362	4,960,177
Total Equity	**$ 117,218,508**	**$ 104,969,968**	**$ 12,248,539**
Total Liabilities and Equity	**$ 127,910,538**	**$ 113,266,685**	**$ 14,643,853**

City of Naples Airport Authority
Statement of Cash Flows
As of June 30, 2021

	Month	Fiscal Year-to-Date
Cash Flows from Operating Activities:		
Operating Income	$ 595,900	$ 14,948,275
Changes in Working Capital:		
(Increase) Decrease in Accounts Receivable	408,331	(322,811)
(Increase) Decrease in Inventories	(76,764)	(257,942)
(Increase) Decrease in Prepaid Expenses and Other	60,312	(60,152)
Increase (Decrease) in Accounts Payable	(31,202)	93,255
Increase (Decrease) in Accrued Expenses and Other	76,574	(43,324)
Net Cash Provided (Used) by Operating Activities	**$ 1,033,150**	**$ 14,357,301**
Cash Flow from Investing Activities:		
Acquisition, Construction of Capital Assets	$ (575,096)	$ (5,106,617)
Investments	(1,016,105)	(5,537,939)
Lease Term Buy-Back	267,383	2,345,383
(Increase) Decrease in Due From Government (Grants)	-	157,681
Investment Income	18,899	148,633
Capital Contributions (Grants)	-	107,537
Other Revenues	30	86,903
Gain (loss on sale of assets)	-	16,504
Net Cash Provided (Used) in Investing Activities	**$ (1,304,890)**	**$ (7,781,916)**
Cash Flow from Financing Activities:		
Customer Facility Charge Revenue	18,898	191,745
Net Cash Provided (Used) by Financing Activities	**$ 18,898**	**$ 191,745**
Increase (Decrease) in Cash and Equivalents	**$ (252,842)**	**$ 6,767,131**
Cash and Equivalents at Beginning of Period	**$ 51,244,864**	**$ 44,224,891**
Cash and Equivalents at End of Period	**$ 50,992,022**	**$ 50,992,022**

City of Naples Airport Authority
Cash and Investments
As of June 30, 2021

Cash Accounts	Balance	Current Interest Rate	Year-to-Date Earnings
Cash - Valley Bank	$ 42,566,580	0.37%	$ 114,915
Cash - Northern Trust	7,942,963	0.25%	14,837
USBank – Govt. Money Market	481,878	0.00%	-
Petty Cash	600	n/a	-
Total Cash	**$ 50,992,022**		**$ 129,751**

Description	Par Value	Interest Rate	Earnings
US Treasury Notes maturing in FY 2024	$ 2,000,000	0.45%	$ 5,875
US Treasury Notes maturing in FY 2025	$ 2,000,000	0.25% - 0.50%	$ 925
US Treasury Notes maturing in FY 2026	$ 1,500,000	0.5% - 0.75%	$ 1,325
Total Investments - Par Value	**$ 5,500,000**		**$ 8,125**

City of Naples Airport Authority
Operating Expenses by Select Departments
As of June 30, 2021

	Month Actual	Month Budget	Variance Favorable (unfavorable)	Unfavorable Variance Explanations (>$10,000)
Air Traffic Control Tower	$ 8,926	$ 1,600	$ (7,326)	
Airport Rescue Fire Fighting	72,614	80,600	7,986	
IT	29,424	70,159	40,735	
US Customs & Border Protection	47,302	41,272	(6,030)	
All Other Operating	1,119,797	1,126,743	6,946	
Total Operating Expenses	**$ 1,278,064**	**$ 1,320,374**	**$ 42,310**	

	YTD Actual	YTD Budget	Variance Favorable (unfavorable)	Unfavorable Variance Explanations (>$25,000)
Air Traffic Control Tower	$ 55,748	$ 14,396	$ (41,352)	Tower communication radio repairs
Airport Rescue Fire Fighting	695,648	725,400	29,752	
IT	423,677	631,432	207,755	
US Customs & Border Protection	231,353	356,448	125,095	
All Other Operating	9,501,552	10,231,760	730,208	
Total Operating Expenses	**$ 10,907,977**	**$ 11,959,436**	**$ 1,051,459**	

City of Naples Airport Authority
Participatory Capital Projects
As of June 30, 2021

Strategic Goal #1 - Provide a safe, modern and efficient airport and fixed base operator.

Project	Funding Source	Board Approved Project Amount	Approved Budget FY 2021	Amount Spent FY to Date	Prior Fiscal Years Amount Spent	Total Project spend	Project Amount Remaining	Grant Funds Reimbursed	Cost % Complete	Project % Complete
Runway 5-23 Drainage Improvements - Phase I & II	FAA	$ 2,464,301	$ 2,464,301	$ -	$ -	$ -	$ 2,464,301			
	FDOT	$ -	$ -	$ -	$ -	$ -	$ -			
	NAA	$ 1,879,549	$ 2,549,200	$ 709,796	$ 509,459	$ 1,219,254	$ 660,295			
	Totals	**$ 4,343,850**	**$ 5,013,501**	**$ 709,796**	**$ 509,459**	**$ 1,219,254**	**$ 3,124,596**		**20%**	**22%**
Project Status:	**Phase 1 and Phase 2A is completed. Construction started on Phase 2B.**									
Taxiways A & B Safety Improvements - Design & Construction	FAA	$ -	$ 1,564,839	$ -	$ -	$ -	$ -			
	FDOT	$ -	$ 86,935	$ -	$ -	$ -	$ -			
	NAA	$ -	$ 86,935	$ -	$ -	$ -	$ -			
	Totals	**$ -**	**$ 1,738,709**	**$ -**	**$ -**	**$ -**	**$ -**		**0%**	**0%**
Project Status:	**FAA shifted project to FY 2022. The budgeted funds for FY 2021 are being applied to the airport security upgrade project. Consultant is preparing a scope and design for FY 2022.**									
Airport Security Upgrade	FAA	$ -	$ -	$ -	$ -	$ -	$ -			
	FDOT	$ -	$ 800,000	$ -	$ -	$ -	$ -			
	NAA	$ 2,771,343	$ 200,000	$ 88,249	$ 59,552	$ 147,801	$ 2,623,542			
	Totals	**$ 2,771,343**	**$ 1,000,000**	**$ 88,249**	**$ 59,552**	**$ 147,801**	**$ 2,623,542**		**8%**	**10%**
Project Status:	**Budget funds transferred from the Taxiway A&B Safety Improvement project. Notice to proceed issued in late June. Work has stated in the North Quad.**									

Goal #2 - Be an engaged, responsive partner in service to our community.

Part 150 Update - Noise Exposure Map	FAA	$ 300,000	$ 150,000	$ 163,536	$ 238,406	$ 401,942	$ (101,942)	$ 257,245		
	FDOT	$ -	$ 7,500	$ -	$ -	$ -	$ -			
	NAA	$ 400,758	$ 95,500	$ 18,171	$ 26,489	$ 44,660	$ 356,098			
	Totals	**$ 700,758**	**$ 253,000**	**$ 181,707**	**$ 264,895**	**$ 446,602**	**$ 254,156**		**21%**	**22%**
Project Status:	**Reviewing open house comments and working on density survey, vector modeling and packaging NEM's for FAA.**									
14 CFR Part 150 Study Update - Noise Compatibility Program	FAA	$ -	$ 118,000	$ -	$ -	$ -	$ -			
	FDOT	$ -	$ 7,000	$ -	$ -	$ -	$ -			
	NAA	$ -	$ 7,000	$ -	$ -	$ -	$ -			
Project Total		$ -	$ 132,000	$ -	$ -	$ -	$ -		0%	0%
Project Status:	**Pre-application submitted to the FAA. The ADO indicated the Noise Compatibility Program cannot compete for discretionary funding until justified upon completion of the Noise Exposure Map.**									

City of Naples Airport Authority
Participatory Capital Projects
As of June 30, 2021

Goal #3 - Strengthen the airport's economic vitality.

Project	Funding Source	Board Approved Project Amount	Approved Budget FY 2021	Amount Spent FY to Date	Prior Fiscal Years Amount Spent	Total Project spend	Project Amount Remaining	Grant Funds Reimbursed	Cost % Complete	Project % Complete
North Quad Taxiway B and Site Prep - Design	FAA	$ -	$ 405,000	$ -	$ -	$ -	$ -			
	FDOT	$ -	$ -	$ -	$ -	$ -	$ -			
	NAA	$ 600,000	$ 45,000	$ 192,652	$ 184,534	$ 377,187	$ 222,813			
	Totals	**$ 600,000**	**$ 450,000**	**$ 192,652**	**$ 184,534**	**$ 377,187**	**$ 222,813**		**65%**	**60%**
Project Status:	**Permit applications submitted to South Florida Water Management Dept. and Dept. of Environmental Protection. Invitation to bid to be issued following final coordination with the City.**									
North Quad Taxiway B and Site Prep - Construction	FAA	$ -	$ 1,350,000	$ -	$ -	$ -	$ -			
	FDOT	$ -	$ -	$ -	$ -	$ -	$ -			
	NAA	$ 620,840	$ 150,000	$ -	$ -	$ -	$ 620,840			
	Totals	**$ 620,840**	**$ 1,500,000**	**$ -**	**$ -**	**$ -**	**$ 620,840**		**0%**	**0%**
Project Status:	**Approved at the April 15th Regular Meeting. Staff drafting Invitation to Negotiate to be issued following final coordination with the City.**									
	* Note - Board approved on May 21, 2020 a contract for $1,220,840 for design and contruction engineering services. This has been split between the two projects.									
Total Major Projects										
FAA Funding		$ 2,764,301	$ 6,052,140	$ 163,536	$ 238,406	$ 401,942	$ 2,362,359	$ 257,245		
FDOT Funding		$ -	$ 901,435	$ -	$ -	$ -	$ -	$ -		
NAA Share		$ 6,272,490	$ 3,133,635	$ 1,008,868	$ 780,034	$ 1,788,902	$ 4,483,588	$ -		
Total Major Projects		**$ 9,036,791**	**$ 10,087,210**	**$ 1,172,404**	**$ 1,018,440**	**$ 2,190,844**	**$ 6,845,947**	**$ -**		

City of Naples Airport Authority
Capital Budget - Non-Participatory Projects
Fiscal 2021

	Budget	Actual YTD	Remaining	Prior Fiscal Years Amount Spent
Strategic Goal #1 - Provide a safe, modern and efficient airport and fixed base operator				
GAT, CAT, AOB and Parking Improvements	$ 8,533,925	$ 791,375	$ 7,708,227	$ 34,322
North GA Apron & Taxi Lane Rehabilitation - Phase I	3,500,000	2,662,528	566,799	270,673
ATCT Improvements	1,100,000	39,946	837,042	223,012
ARFF truck (CF3) FY2021	903,000	10,417	892,583	
Replace REILS and PAPI's power supply	750,000	18,124	686,166	45,711
Airfield Generator Replacement and Vault Upgrades	500,000		500,000	
Hangar Door Replacement	285,000	15,070	179,135	90,795
Vector Upgrades - Additional Cameras	245,000		245,000	
Airfield Driver Training Simulator	138,000		138,000	
Diesel Fuel Truck (replacement)	125,000		125,000	
Golf Carts (replacements)	100,000		58,403	41,597
Asset Management Software (Part 139)	100,000		100,000	
Crash Phone System (replacement)	100,000		100,000	
Monument Signs	100,000	67,651	32,349	
Gas Tugs (replacement)	85,000		85,000	
Genie Z45 Platform Lift	80,000		80,000	
Driveable Lavatory Cart / Radios	70,000	44,981	10,125	14,894
Trucks - 2 Replacements	70,000	20,711	(20,838)	70,127
Facilities Shop Improvement Plan (design)	70,000		70,000	
GPU (replacement)	50,000		19,226	30,774
Office and Pilots Lounge Furniture	45,000		45,000	
Fuel Farm Tank Lining	40,000		650	39,350
Mower Lift And Containment Slab	40,000		40,000	
Electical Vault Regulator	30,000		30,000	
ARFF small fire truck - (design,replacement in FY 22)	20,000		20,000	
	$ 17,079,925	**$ 3,670,802**	**$ 12,547,868**	**$ 861,255**
Goal #2 - Be an engaged, responsive partner in service to our community.				
Greenway Wayfinding	$ 100,000	$ -	$ 100,000	
Observation Deck And Playground (design only)	150,000		$ 150,000	
	$ 250,000	**$ -**	**$ 250,000**	**$ -**
Goal #3 - Strengthen the airport's economic vitality.				
Hardware and Software	$ 50,000	$ -	$ 50,000	
Navigator Replacement Software	50,000		50,000	
Lease Software	25,000		25,000	
	$ 125,000	**$ -**	**$ 125,000**	**$ -**
Total Non-Participatory Projects	**$ 17,454,925**	**$ 3,670,802**	**$ 12,922,868**	**$ 861,255**