

Revenue and Expenses

Goals:

- Achieve Financial Self-Sufficiency
- Maximize Revenue
- Control Expenses

- Establish Rates and Fees that represent full market value
- Establish Rates and Fees that are reasonable

Lessons We Learned the Hard Way

- Review and adjust Rates and Fees on a regular basis
- Perform routine audits



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Revenue Sources

- Cellular Towers





Revenue Sources

- Farming





Revenue Sources

- Parking





Revenue Sources

- Business Parks



Controlling Expenses

- Outsource when cost effective
 - Security
 - Parking
 - Carpet Maintenance



Same Rates?

- Commercial Service
- ATCT
- 7000' ILS Runway
- 5000' Crosswind
- Two FBO's
- Two Flight Schools
- ARFF on site
- GA Reliever
- 2400' Visual Runway
- One FBO
- Close to City Center