

Exhibit A



Duluth Airport Authority

2021 Annual Budget

Financial Row	Annual Budget 2021
Ordinary Income/Expense	
Income	
Non-Aeronautical Revenue	
Advertising Income	\$10,800
Concession Revenue	
ATM	\$359
Car Rental Concession	\$315,708
Food & Beverage Concession	\$45,554
Lottery Concessions	\$120
Parking	\$666,929
Per Passenger Fee	\$8,790
Services/Other	\$600
TNC Per Trip Fee	\$10,705
Vending	\$4,034
Total - Concession Revenue	\$1,052,799
Customer Facility Charges	\$165,254
Miscellaneous Revenues	\$56,700
Parking	\$131,021
Permits	\$10,000
Plowing Services	\$0
Reimbursed Expenses	\$40,857
Rent	\$248,784
Sponsorship Income	\$70,000
State Aid	\$79,024
Total - Non-Aeronautical Revenue	\$1,865,240
Non-Passenger Aeronautical Revenue	
Aviation Gas	\$80,000
Concession Revenue	
Flight Training/Tour Operations	\$10,925
Fuel Flowage Fees	\$49,250
Hangar Rent	\$3,725
Landing Fees	\$10,000
Mechanic	\$1,750
Misc Sales/Other	\$2,910
Per Turn Fees	\$6,575
Total - Concession Revenue	\$85,135
Event Income	\$33,900
Landing Fees	\$31,675
Ramp Fees	\$18,596
Rent	\$1,106,870
Security Reimbursement	\$93,250
Tie Downs	\$6,000
Total - Non-Passenger Aeronautical Revenue	\$1,455,426
Passenger Airline Aeronautical Revenue	
Landing Fees	\$186,647
Terminal Office/Space Rental	\$1,095,231
Total - Passenger Airline Aeronautical Revenue	\$1,281,878
Total - Income	\$4,602,544
Gross Profit	\$4,602,544

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Expense	
Miscellaneous Expenses	\$32,660
Personnel Compensation & Benefits	\$2,460,392
Services and Charges	
Advertising	\$1,850
Badging	\$12,200
Central Services Fee	\$48,000
Communications & Technology	\$155,498
Contingency Expense	\$75,616
Employee Development Services	\$43,325
Employee Physicals	\$3,600
Insurance	\$94,744
Marketing	\$133,900
Professional Services	\$345,880
Rentals	\$13,130
Repairs and Maintenance - Contractual/Services	\$448,995
Sponsorship Expenses	\$8,000
Transportation	\$2,950
Utility Services	\$489,411
Total - Services and Charges	\$1,877,099
Supplies	
Merchandise for Resale	\$65,000
Office Supplies	\$23,950
Operating Supplies	\$169,520
Repairs & Maintenance Supplies	\$315,760
Total - Supplies	\$574,230
Total - Expense	\$4,944,381
Net Ordinary Income	(\$341,838)
Other Income and Expenses	
Other Income	
Non-Operating Revenue	
Interest Income	\$39,167
Passenger Facility Charges	\$326,772
Total - Non-Operating Revenue	\$365,939
Total - Other Income	\$365,939
Other Expense	
Non-Operating Expense	
Interest Expense	\$328,644
Total - Non-Operating Expense	\$328,644
Total - Other Expense	\$328,644
Net Other Income	\$37,295
Net Income Exclusive of Project Expenses, Depreciation & Amortization	(\$304,543)
Projects/Grants	
Capital Contributions	
Grants	
Federal Grants	\$8,158,200
State Grant	\$729,800
Total - Grants	\$8,888,000
Total - Capital Contributions	\$8,888,000
Total - Projects/Grants	\$8,888,000
Capital Improvement Costs	\$9,050,500
Loan Principal	\$967,223
PFCs Dedicated to Past Debts	\$735
Coverage for Hangar 103 Amortization	\$75,000
CARES Grant Operating Reimbursement	(\$1,560,000)
Positive (Negative) Budget Variance	\$50,000
Depreciation & Amortization	
Amortization Expense	(\$224,935)
Depreciation	(\$9,830,435)
Total - Depreciation & Amortization	(\$10,055,370)
Net Income	(\$1,471,913)
Total Expense Budget	\$15,328,395