

Profit Summary for October 2026 Meeting

our fiscal year ending September 30th

see Fuel Profit Report

Fuel—see report,

- *Fuel sales are at \$444k compared to \$452 LY*
- *Fuel gross profit 7K down for the year*
- *Ended the year with a 19% gp compared to 18%*
- *New budget fuel gross profit set at 25%*

Hangar Rents

- *\$188 vs 188 last year even though we went up we had to give some credits to a tenant*

See Statement of Activity

Total Revenue

- ~~For 10 months we~~ are at \$637k LY \$660k
- *Fuel sales to hangar rent % is 70/30*

Cost of goods sold

- *COGS is running at 58%*

Gross Profit

- *Gross profit is running at 42%*

Expenditures

- Auto expense down \$1,700
- Supplies were up \$500
- Saved \$5,000 this year on insurance
- Repair and maintenance down \$14,000

Bottom line

Net Revenue

- *101k compared to 110k last year*

Budget vs Actual year to date

We set the budget for a net profit of 67k and the actual came in at \$101k which is 34k over budget

Summary:

Our current fiscal year is October 2025 thru September 2026.

October 2025 thru July 2026—10 months in, we were averaging 30.58% gross profit on fuel and August we had a significant inventory drop that caused our gross profit average to drop to 20.46%. Then in September, our last month of the fiscal year, the inventory stayed low. It was consistent with August, so we ended the current fiscal year at 18.69% gross profit. This was a little higher than the previous fiscal year. Our inventory on fuel has averaged 49k each month, but the last 2 months it fell to just over 30k. Mark can fill us in on this.

The only concern is that when we made the budget for fiscal year 2026-2027, we set the gross profit on fuel at 25% based on our profit running at 30%. Brenda will need to see if we can live on less with the budget.

For context, here is a 5 year look back on fuel gross profit.

10/1/2021 thru 9/30/2026 average fuel gross profit 23.12%

This issue with the decreased fuel gross profit did not adversely affect the bottom line on the Statement of Activity (Profit & Loss Report) and we still ended up with a great year-end total net revenue of \$101,293. This was only 9k down from last year and up over the year before. We also ended the fiscal year well over our budget for Net Revenue.