

REVENUE PERFORMANCE



- Current fiscal year budget and historical revenues collected

Aviation	¹ FY2020 PROJ	FY2020 BDGT	FY2019 Est	FY2018 Est	FY2017 Act	FY2016 Act	FY2015 Act
	\$17,410,226	\$34,348,359	\$31,432,927	\$16,173,250	\$24,651,836	\$24,673,459	\$23,692,590
Marine	¹ FY2020 PROJ	FY2020 BDGT	FY2019 Est	FY2018 Est	FY2017 Act	FY2016 Act	FY2015 Act
	\$21,349,712	\$30,377,168	\$31,472,560	\$26,251,291	\$30,713,819	\$31,391,817	\$29,918,813
Combined	¹ FY2020 PROJ	FY2020 BDGT	FY2019 Est	FY2018 Est	FY2017 Act	FY2016 Act	FY2015 Act
	\$38,759,938	\$64,725,527	\$62,905,487	\$42,424,541	\$55,365,655	\$56,065,276	\$53,611,403

Source: VIPA.SAP
¹ VIPA Projections for FY2020 Due to COVID-19

VIPA HISTORICAL STATISTICS



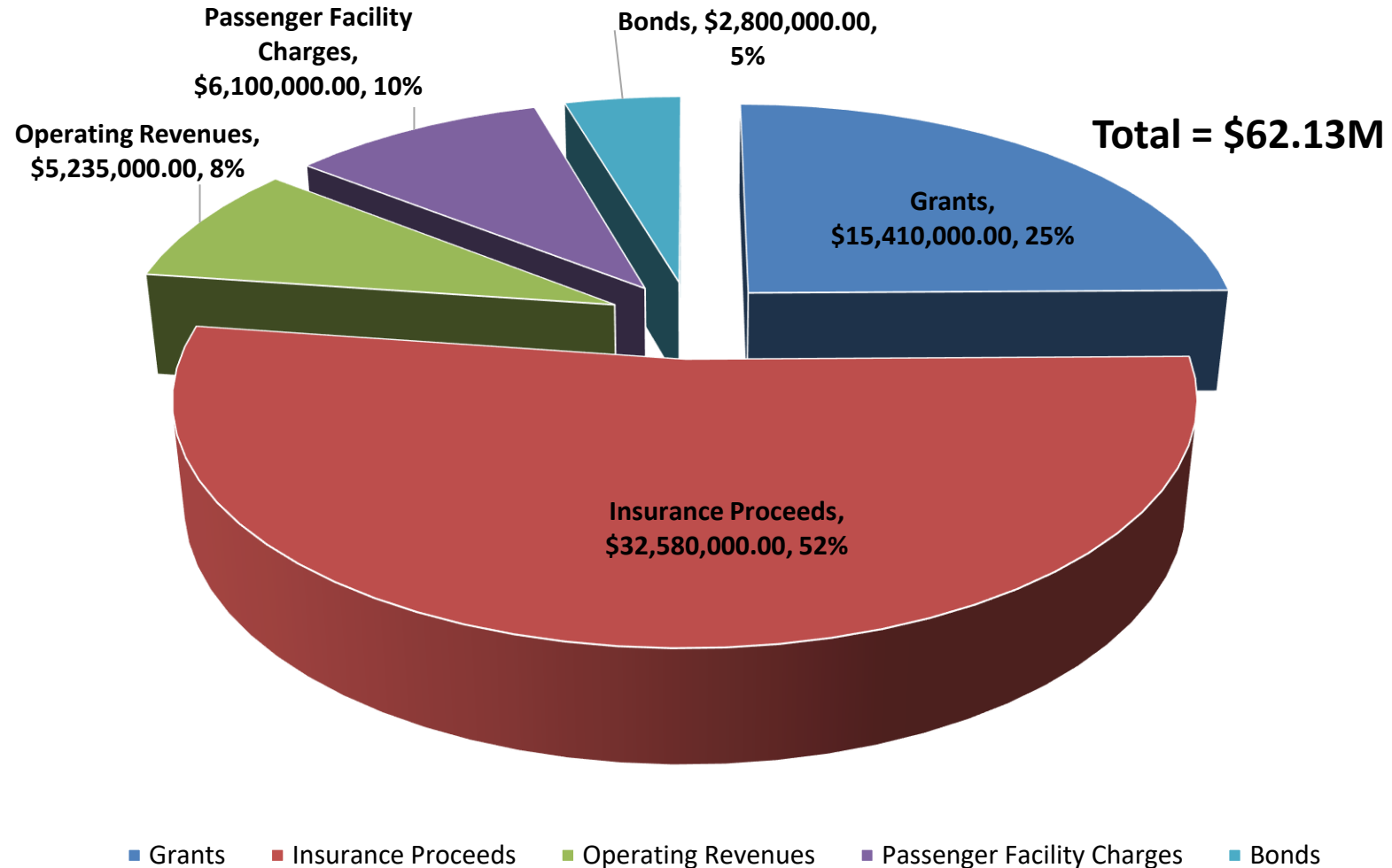
- VIPA revenues are supported by travelling passenger traffic at our two airports and 14 public seaports

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	*2020	¹ 2020
Aviation												
St Thomas	660,644	637,740	700,556	687,544	717,538	748,125	756,714	741,884	375,938	604,266	612,000	313,452
St Croix	208,660	205,771	220,301	193,363	192,995	201,876	216,194	214,836	196,967	229,193	228,000	99,815
Total Aviation Passengers	869,304	843,511	920,857	880,907	910,533	950,001	972,908	956,620	572,905	833,459	840,000	413,267
Marine												
Cruise Calls												
St Thomas	566	621	577	560	579	562	533	443	376	493	442	301
St John	34	40	34	26	23	23	25	26	3	22	19	24
St Croix	14	0	1	47	52	64	49	23	35	35	21	17
Total Cruise Calls	614	661	612	633	654	649	607	492	414	550	482	342
Cruise Passengers												
St Thomas	1,654,886	1,860,356	1,798,995	1,806,434	1,901,127	1,798,233	1,755,137	1,491,294	1,112,537	1,629,473	1,335,773	850,747
St John	7,265	10,422	6,884	4,560	7,267	2,380	7,583	8,313	236	2,374	4,648	4,414
St Croix	271	0	2,309	112,677	125,360	159,453	142,395	52,508	56,343	78,640	74,442	38,190
Total Marine Passengers	1,662,422	1,870,778	1,808,188	1,923,671	2,033,754	1,960,066	1,905,115	1,552,115	1,169,116	1,710,487	1,414,863	893,351

*FY2020 Approved Budget

¹ FY2020 Actuals as of March 31, 2020

FY20 - CAPITAL BUDGET FUNDING SOURCES



PROJECTED AVIATION CAPEX FOR FY-20

☐ ST. THOMAS

• CEKA RESTROOM IMPROVEMENTS	\$1M
• CEKA CHILLER REPLACEMENT	\$600K
• CEKA MODIFICATION TO CHECKPOINT BRAVO	\$1.9M
• CEKA FIRE SPRINKLER	\$4.5M
• CEKA TAXIWAY BRAVO	\$750K
• GATE 5 PAVEMENT RECONSTRUCTION	\$3.2M (WILL C/O FY21)
• CEKA TERMINAL EXPANSION DESIGN	\$2.5M (WILL C/O FY21)
• PURCHASING BLDG	\$2M (WILL C/O FY21)
• ADMIN BLDG REPAIRS	\$1.5M
• LINDBERGH BAY WATER PARK	\$1M
• CEKA TERMINAL MISC. REPAIRS	\$3M
• CEKA AIRFIELD PAVEMENT MANAGEMENT STUDY	\$400K
• CEKA GUT CLEARING	\$300K
• CEKA RUNWAY 10-28 RE-STRIPING	\$1.4M
• <u>CEKA TRANSPORTATION CENTER</u>	<u>\$2M (WILL C/O FY21&22)</u>
TOTAL	\$26.05M

PROJECTED AVIATION CAPEX FOR FY-20 (CONT'D)

☐ ST. CROIX

• HERA APRON PHASE 3 REHAB	\$150K
• HERA APRON PHASE 4 REHAB	\$2M
• HERA RESTROOM IMPROVEMENTS	\$70K
• HERA ELECT VAULT/RUNWAY LIGHT DESIGN	\$500K
• HERA RUNWAY 10-28 RE-STRIPING	\$1.3M
• HERA LIGHT CARGO APRON DESIGN	\$200K
• HERA TERMINAL MISC. REPAIRS	\$3M
• HERA ATC TOWER REPAIRS	\$500K
• HERA PURCHASING BLDG	\$800K (WILL C/O FY21)
• <u>HERA TERMINAL EXPANSION – PHASE 1</u>	<u>\$1.2M (WILL C/O FY21)</u>
TOTAL	\$9.72M

PROJECTED MARINE CAPEX FOR FY-20

☐ ST. THOMAS – ST. JOHN

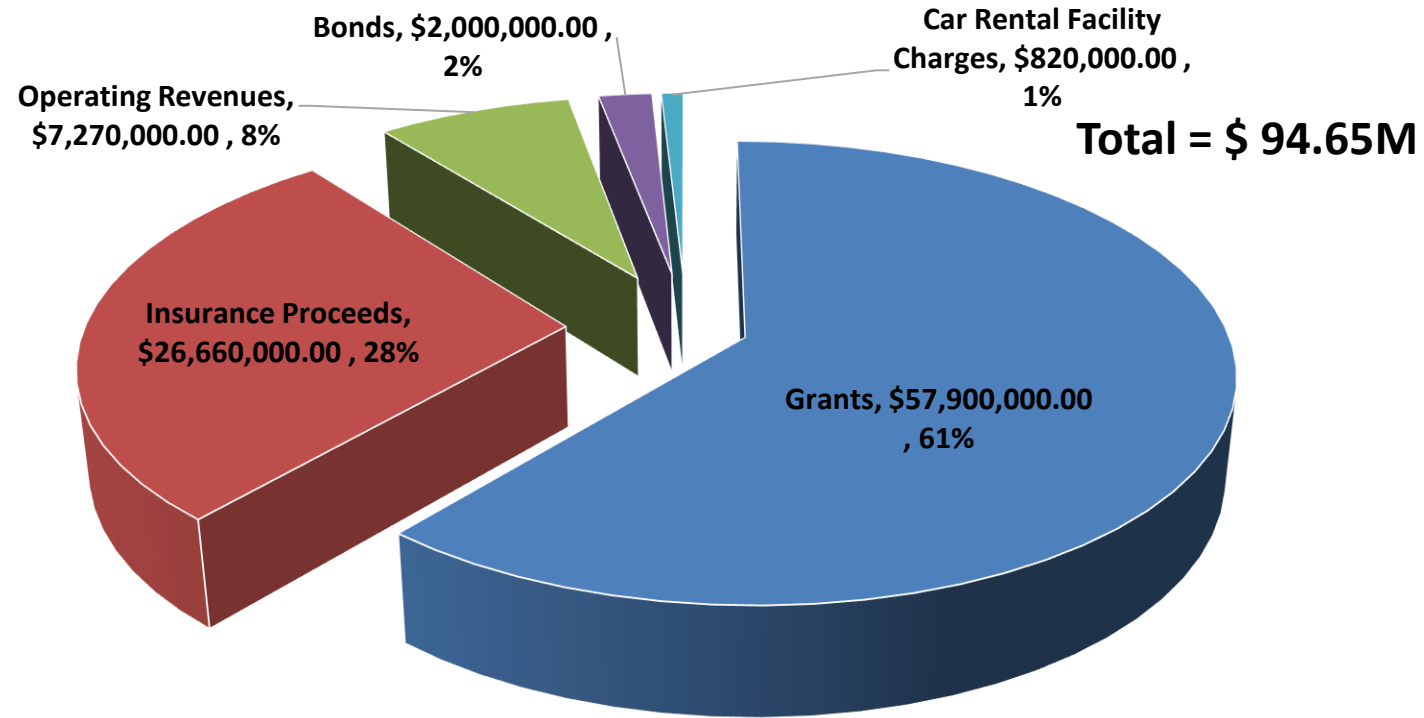
• REPAIRS TO CARGO BOLLARDS, FENDERS, PAVT.	\$500K
• REPAIRS TO SANDFILL ADMIN BLDG.	\$120K
• UPGRADES TO EWB TERMINAL	\$400K
• STJ CUSTOMS BLDG.	\$1.3M
• RED HOOK CUSTOMS BLDG.	\$500K (WILL C/O FY21)
• CROWN BAY/SUBBASE REPAIRS	\$3M
• UPGRADES TO ENIGHED POND PARKING	\$300K
• <u>TOTAL FUEL FARM EROSION CONTROL DESIGN</u>	<u>\$185K</u>
• TOTAL	\$6.31M

PROJECTED MARINE CAPEX FOR FY-20 (CONT'D)

□ ST. CROIX

• GALLOWS BAY PASSENGER TERMINAL	\$250K
• CONTAINER PORT 100T BOLLARD	\$200K
• CONTAINER PORT PAVT. REPAIRS	\$350K
• CONTAINER PORT RO/RO RAMP REPAIRS	\$650K
• GORDON FINCH MOLASSES PIER TERMINAL	\$9M (WILL C/O FY21)
• CONTAINER PORT CARGO WAREHOUSE	\$5.5M (WILL C/O FY21)
• WATERGUT SEAPLANE BULKHEAD REPAIRS	\$3.5M
• ANN ABRAMSON PANELS/BOLLARD REPAIRS	\$100K
• <u>KRAUSS LAGOON MAINTENANCE DREDGING</u>	<u>\$500K (WILL C/O FY21)</u>
TOTAL	\$20.05M

FY21 – PROJECTED CAPITAL BUDGET FUNDING SOURCES



■ Grants ■ Insurance Proceeds ■ Operating Revenues ■ Bonds ■ Car Rental Facility Charges

PROJECTED AVIATION CAPEX FOR FY-21

☐ ST. THOMAS

• CEKA RUNWAY SAFETY AREA	\$1.75M
• CEKA TERMINAL EXPANSION DESIGN	\$5.3M (C/O FROM FY20)
• CEKA TRANSPORTATION CENTER	\$12M (C/O FROM FY20)
• CEKA PURCHASING BLDG	\$2.2M (C/O FROM FY20)
• GATE 5 PAVEMENT RECONSTRUCTION	\$1M (C/O FROM FY20)
• CEKA GUT CLEARING	\$300K
• CEKA COMMERCIAL APRON PHASE 1	\$3.5M
• CEKA BAGGAGE BELT IMPROVEMENTS	\$2M
• <u>CEKA AIR HANDLING UNITS REPLACEMENT</u>	<u>\$1.0M</u>
TOTAL	\$29.05M

PROJECTED AVIATION CAPEX FOR FY-21 (CONT'D)

☐ **ST. CROIX**

- HERA AIR CARGO \$3M
- HERA TERMINAL EXPANSION – PHASE 1 \$4M (C/O FROM FY20)
- HERA ELECT VAULT/RUNWAY LIGHTS/SHOULDERS \$8M
- TOTAL \$15M

PROJECTED MARINE CAPEX FOR FY-21

ST. THOMAS – ST. JOHN

• LOREDON BOYNES DOCK TERMINAL IMPR.	\$500K
• RED HOOK CUSTOMS BLDG.	\$2.5M (C/O FROM FY20)
• CROWN BAY DREDGING & NOTCH CLOSURE	\$5M
• <u>WICO CHANNEL DREDGING</u>	<u>\$13M</u>
• TOTAL	\$21.0M

PROJECTED MARINE CAPEX FOR FY-21 (CONT'D)

□ ST. CROIX

• SCHOONER CHANNEL DREDGING	\$5M
• GORDON FINCH MOLASSES PIER TERMINAL	\$12.8M (C/O FROM FY20)
• KRAUSS LAGOON MAINTENANCE DREDGING	\$1.5M (C/O FROM FY20)
• <u>CONTAINER PORT CARGO WAREHOUSE</u>	<u>\$10.3M (C/O FROM FY20)</u>
TOTAL	\$29.6M