

CITY OF RICHLAND CENTER - AGENDA ITEM DATA SHEET

Agenda Item: Airport Fuel Farm – Fuel Pricing Resolution

Requested & Presented by: Jasen Glasbrenner - DPW

Meeting Date: Public Works Committee on 07/15/2026
Budget Committee and Common Council on 8/16/2026

Committee Review:

Background: The fuel farm is one of the operations of the City that can generate revenue through sales. With the passing of this resolution and the creation of the SOP we are putting the city in the best possible position to actively manage the airport fuel farm and the fuel sales to try to capitalize on the revenue generating opportunity.

Airport Fuel Sales Data

The Airport Fuel Farm sales are approximately 3000 to 5000 gallons per year. This quantity can shift substantially based on competitive pricing, event conducted at an airport, or airport conditions. The targeted gross profit is \$1.00 per gallon.

Gross revenues on fuel sales can fluctuate a large amount based on supply costs that are often determined by events that affect supply and demand. With our current average sales volume our revenues can range from \$12,00 to \$25,000.

2026 year to date volume of sales is approximately 1,500 gallons.

Approximate Costs Associated with Fuel Farm Operation and Management

Based on historical expenditures, a typical year of fuel farm operations consists primarily of:

Typical Annual Expense Category	Estimated Cost
Routine Inspections & Compliance	~\$1,300
Internet & Communications	~\$720
QTPod Software	~\$1,436 x 5 for the five year contract term
Annual Compliance Inspection	~\$200
Miscellaneous Testing & Utilities	~\$300
Anticipated Labor & Maintenance	~\$2500
Typical Annual Fuel Farm Budget	~\$6,456

**2026 has been an atypical year due to approximately \$3,000 in unplanned fuel farm maintenance and repair expenses.

Department Recommendation: Approve Airport Fuel Pricing Resolution

Financial Impact:

Funding Source: N/A

Potential Motion:

PUBLIC WORKS: Motion to recommend to the Common Council the approval of the Airport Fuel Pricing Resolution.

COUNCIL: Motion to approve the Airport Fuel Pricing Resolution.

Attachment(s):

- Airport Fuel Pricing Resolution
- Airport Fuel Purchase & Pricing SOP