

Salina Airport
Authority
Board of Directors
Regular Meeting

December 19, 2018



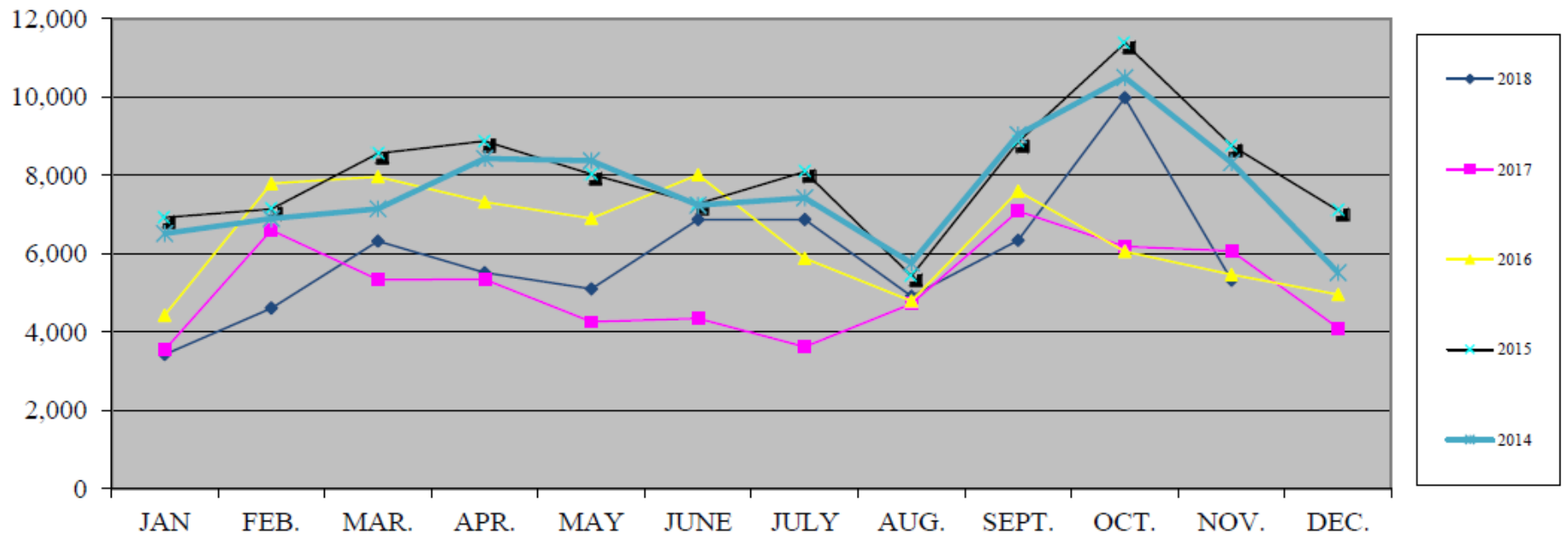
Review of Airport Activity & Financial Reports

Tim Rogers, A.A.E.

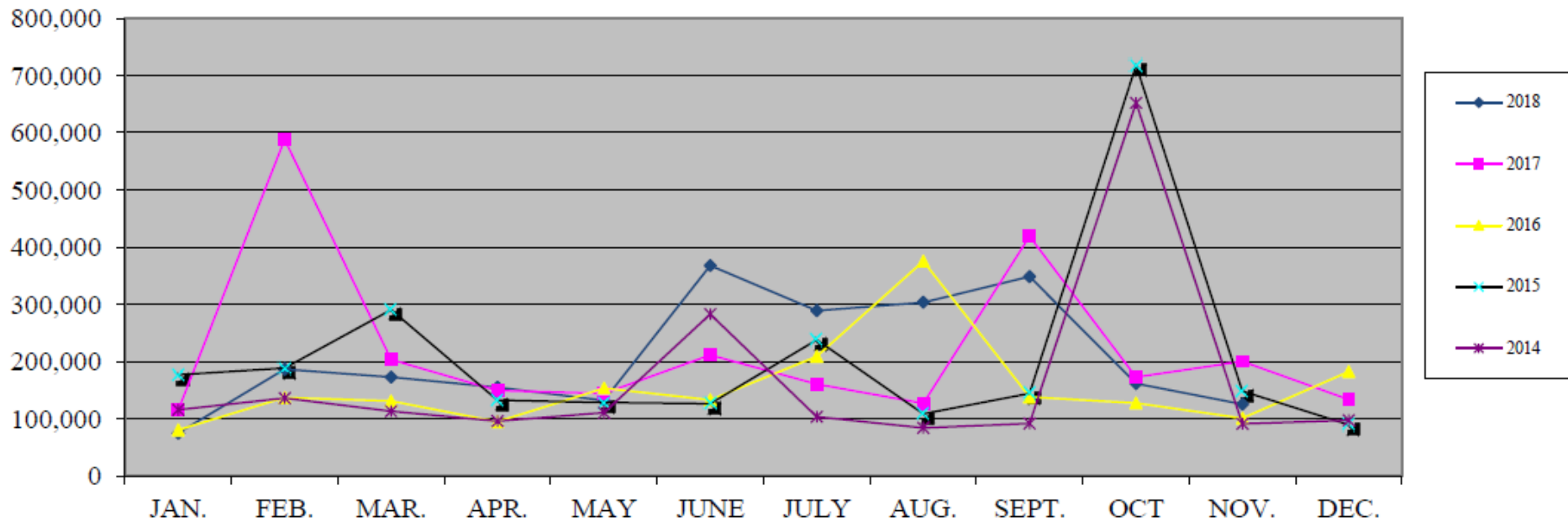
Shelli Swanson, C.M.



Air Traffic

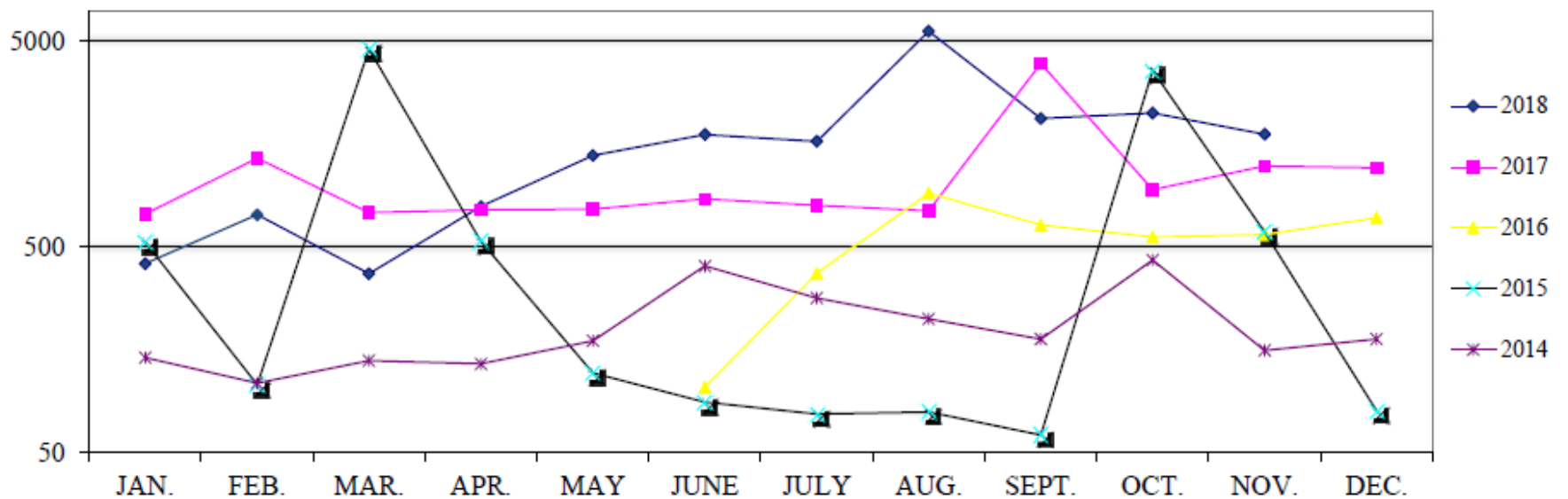


Fuel Flowage

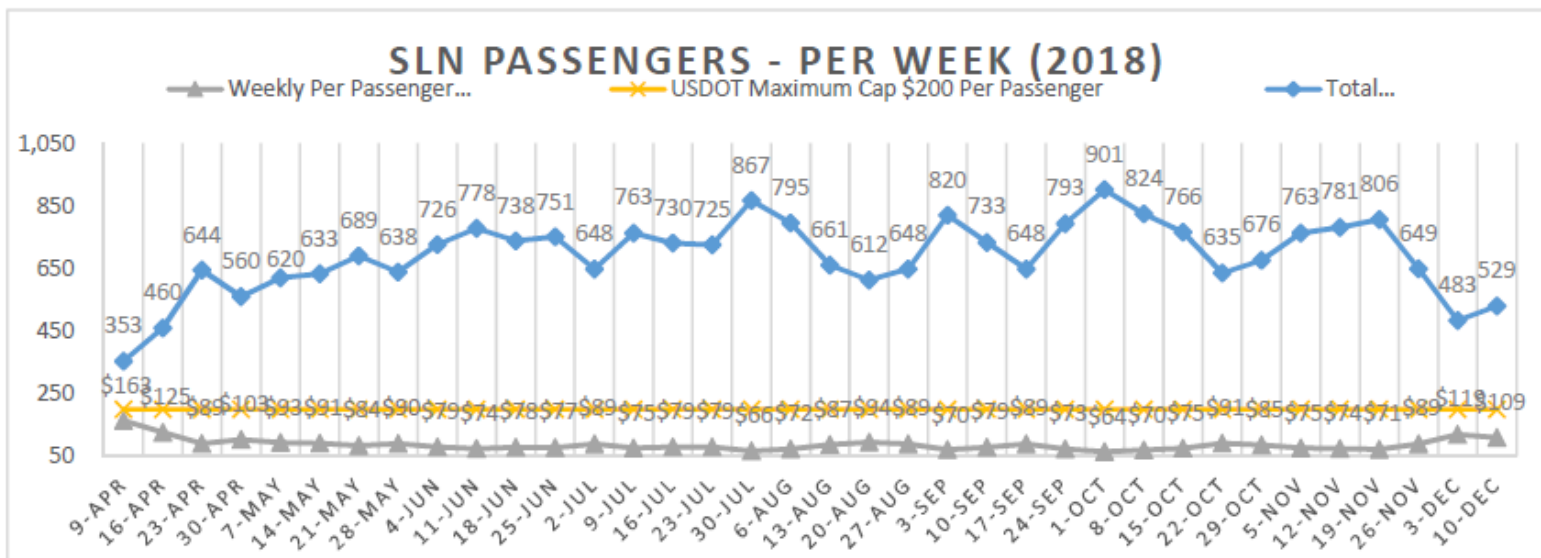




Enplanements

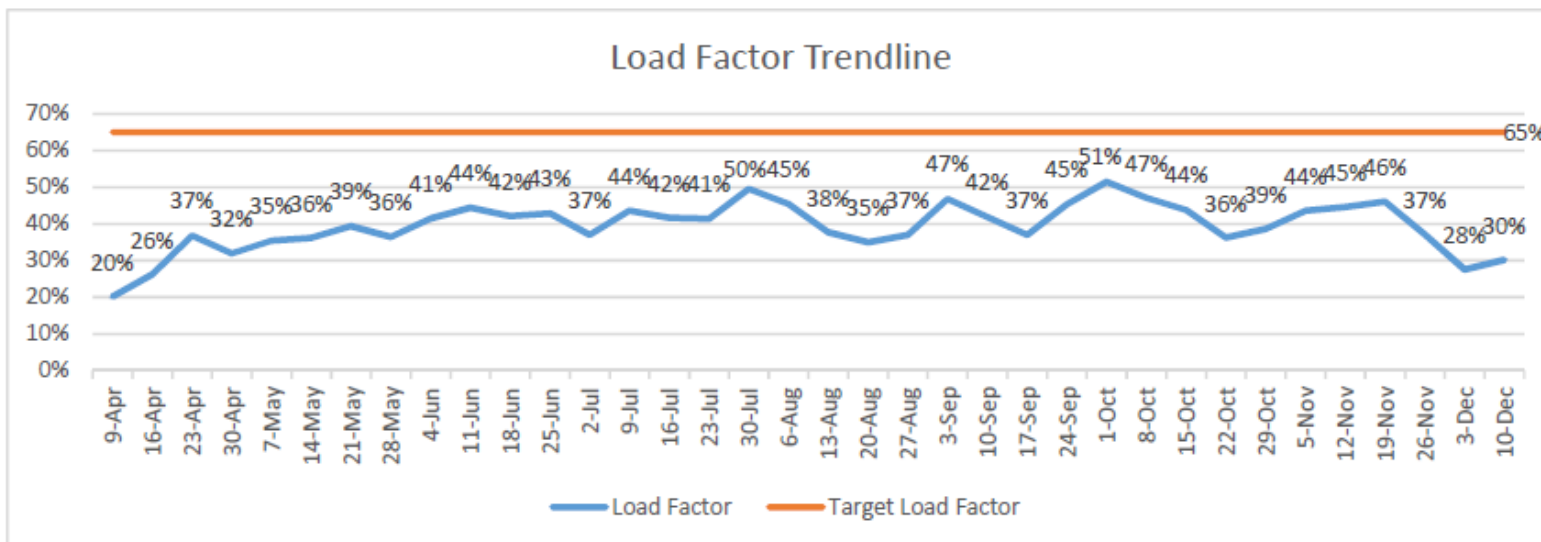


Weekly Enplanements and Load Factor



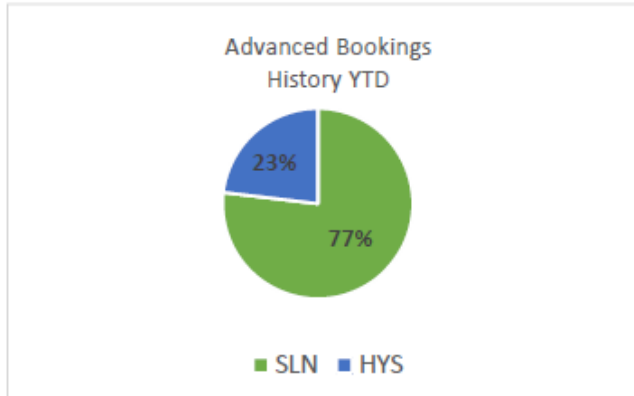
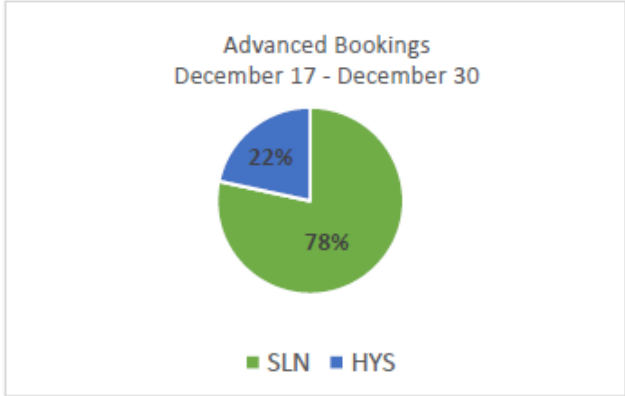
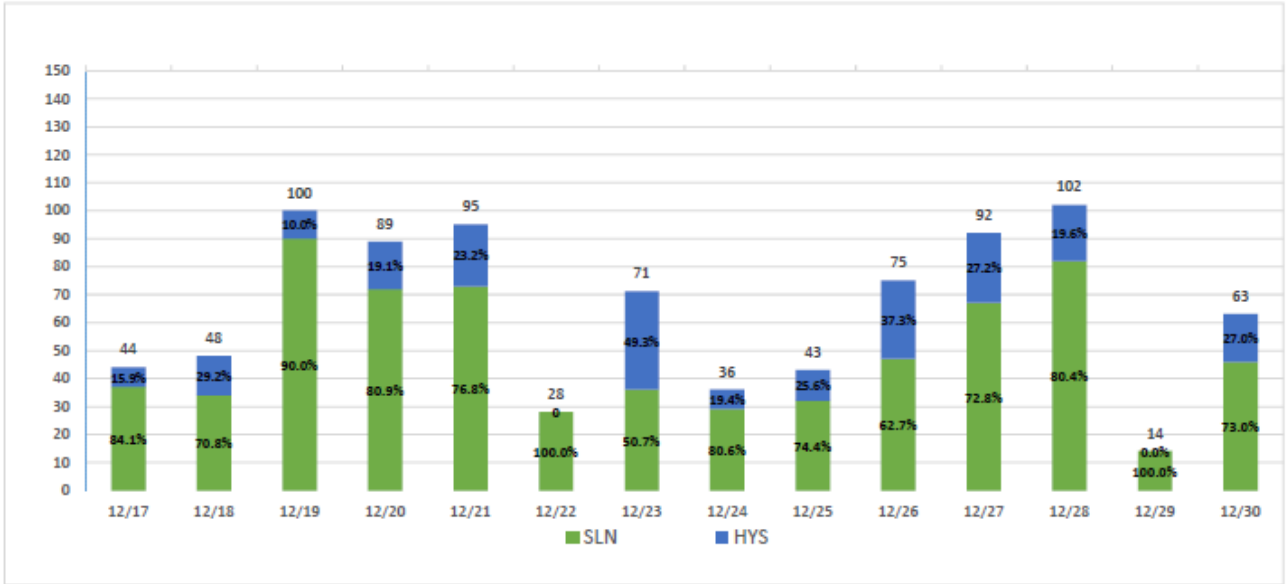
* Subsidy per passenger based on \$57,597/week

* Passenger numbers reported are unaudited by SKW and subject to change



Advanced Bookings

2018 SkyWest Airlines														
Advance Bookings - Enplanements														
Pax Composition (SLN and HYS)														
	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun
	12/17	12/18	12/19	12/20	12/21	12/22	12/23	12/24	12/25	12/26	12/27	12/28	12/29	12/30
SLN	37	34	90	72	73	28	36	29	32	47	67	82	14	46
HYS	7	14	10	17	22	0	35	7	11	28	25	20	0	17
Total Pax per day	44	48	100	89	95	28	71	36	43	75	92	102	14	63
Load Factor	29.33%	32.00%	66.67%	59.33%	63.33%	56.00%	71.00%	24.00%	28.67%	50.00%	61.33%	68.00%	28.00%	63.00%



Financial Reports

Salina Airport Authority Profit & Loss Budget Performance November 2018

	<u>Nov 18</u>	<u>Jan - Nov 18</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense						
Income						
Total Airfield revenue	63,370	725,732	639,833	85,899	113%	698,000
Total Building and land rent	103,748	1,283,434	1,235,163	48,271	104%	1,347,450
Total Other revenue	11,283	326,108	163,625	162,483	199%	178,501
Total Income	178,401	2,335,274	2,038,621	296,653	115%	2,223,951
Gross Profit	178,401	2,335,274	2,038,621	296,653	115%	2,223,951
Expense						
Total Administrative expenses	137,302	1,450,512	1,313,632	136,880	110%	1,433,050
Total Maintenance expenses	74,933	751,679	686,281	65,398	110%	750,670
Total Expense	212,235	2,202,191	1,999,913	202,278	110%	2,183,720
Net Ordinary Income	-33,834	133,083	38,708	94,375	344%	40,231
Other Income/Expense						
Total Other Income	13,783	3,422,957	3,228,074	194,883	106%	3,519,262
Total Other Expense	287,140	3,158,539	3,158,539	0	100%	3,445,679
Net Other Income	-273,357	264,418	69,535	194,883	380%	73,583
Net Income	-307,191	397,501	108,243	289,258	367%	113,814

Financial Reports

Salina Airport Authority Capital Additions Budget vs. Actual

As of November 30, 2018

	Nov 18	Jan - Nov 18	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
Total Airfeld	0	1,652,786	1,742,391	-89,605	95%
Total Buildings & Improvements	6,540	90,649	45,000	45,649	201%
Total Equipment	4,567	163,358	56,650	106,708	288%
Total Land	6,231	-67,403	1,203,000	-1,270,403	-6%
Total Fixed assets at cost	17,338	1,839,390	3,047,041	-1,207,651	60%

2019 Operating Plan and Budget

Tim Rogers, A.A.E.

Shelli Swanson, C.M.

2018 Priorities - Status

2018 Priorities

- Continued fuel flowage growth
- Market available buildings, hangars and development lots
- Continue air service development and marketing efforts
- Initiate an airport master plan update to determine future terminal building requirements
- Support implementation of the K-State Polytechnic Global Aeronautics Initiative
- Complete Hangar H724 lease and renovations with the K-State Foundation
- Complete Beechcraft Road reconstruction and streetscaping project
- Secure grant funding for improvements within the Beechcraft Rd Redevelopment District
- Complete the Schilling Project CAD/ROD and prepare for mediation
- Taxiway Bravo reconstruction
- Runway 12/30 slurry seal and markings
- New ARFF vehicle bidding, grant award and purchase
- Update and replace obsolete airfield maintenance equipment
- Complete the 2018 Salina Airport and Airport Industrial Center Economic Impact Report
- Prepare a statement of Airport Industrial Center development objectives
- Support community efforts to attract and retain skilled workforce

12/19/18 Status

- Stable – 7% less than 2017
- Vacancy rate down to 29%
- Over 2.5 million impressions
- Coffman Associates selected. Grant funding pending
- Committee & Subcommittee work completed
- On hold pending final GAI report
- Completed
- Deferred to 2019
- CAD completed
- Completed
- Completed
- ARFF #7 has been delivered
- New Ford Explorer & DRMO equipment
- Draft report by 12/31/2018
- Deferred to 2019
- Chamber & SATC are active partners

2019 Priorities - On Course for Success

- Continued fuel flowage growth
- Market available buildings, hangars and development lots
- Continue air service development and marketing efforts
- Complete an airport master plan update to determine future terminal building requirements
- Support implementation of the K-State Polytechnic Global Aeronautics Initiative final report
- Secure grant funding for hangar and building exterior improvements within the Beechcraft Road Redevelopment District
- Complete the Schilling Project mediation and Consent Decree phases
- Update and replace obsolete airfield maintenance equipment
- Publish and distribute the 2018 Salina Airport and Airport Industrial Center Economic Impact Report
- Review Airport Industrial Center development objectives and options
- Contract with the Salina Chamber for services to attract and retain a skilled aerospace workforce
- Increase cash reserves by \$100,000
- Secure FAA grant funding for the Taxiway Delta Extension project
- Support 2019 FOL deployments
- Actively pursue DoD projects in partnership with the State of Kansas, City, County, Chamber & SCEDO (Baker Donelson engagement)
- Complete a T-Hangar construction feasibility study
- Retain current SAA staff members and add one part-time maintenance/custodial person

2019 Budget Summary

Salina Airport Authority 2019 Budget Summary

12/17/2018							
	2015 Actual	2016 Actual	2017 Actual	2018 Budget	2019 Budget	2018/2019	
						+/-	%
Operating Income							
Airfield revenue							
Fuel Flowage Fees	\$ 189,532	\$ 145,280	\$ 202,728	\$ 198,000	\$ 200,000	\$ 2,000	1.0%
Hangar rent	472,454	469,826	416,818	435,000	576,307	\$ 141,307	32.5%
Landing fees	7,668	8,545	46,873	15,000	25,000	\$ 10,000	66.7%
Ramp rent	49,851	52,518	46,572	50,000	50,000	\$ -	0.0%
Total Airfield revenue	719,505	676,169	712,991	698,000	851,307	\$ 153,307	22.0%
Building and land rent							
Agri land rent	53,673	56,354	55,774	55,000	56,000	\$ 1,000	1.8%
Building rents	815,922	919,606	1,028,932	1,072,950	1,126,660	\$ 53,710	5.0%
Land rent	189,200	188,897	216,391	210,000	225,030	\$ 15,030	7.2%
Tank rent	9,540	9,696	9,736	9,500	11,970	\$ 2,470	26.0%
Total Building and land rent	1,068,335	1,174,553	1,310,833	1,347,450	1,419,660	\$ 72,210	5.4%
Other revenue							
Airport Promotion	-	31,185	63,952	78,500	110,000	\$ 31,500	40.1%
Commissions	20,710	20,895	36,544	35,000	35,000	\$ -	0.0%
Other income	67,953	54,064	88,980	65,000	80,000	\$ 15,000	23.1%
Total Other revenue	88,663	106,144	189,476	178,500	225,000	\$ 46,500	26.1%
Gross Operating Income	\$ 1,876,503	\$ 1,956,866	\$ 2,213,300	\$ 2,223,950	\$ 2,495,967	\$ 272,017	12.3%
Operating Expense							
Administrative expenses							
A/E, consultants, brokers	\$ 19,904	\$ 33,076	\$ 10,307	28,000	21,000	\$ (7,000)	-25.0%
Airport promotion	9,722	44,998	72,558	86,500	194,950	108,450	125.4%
Bad Debt Expense	3,422	2,191	-	-	15,000	15,000	100.0%
Computer/Network Admin.	12,096	16,049	15,298	13,750	19,143	5,393	39.2%
Dues and subscriptions	20,781	23,047	26,970	25,500	25,000	(500)	-2.0%
Employee retirement	185,676	31,386	41,605	75,307	82,685	7,378	9.8%
FICA and medicare tax expense	50,468	51,886	57,094	60,576	63,289	2,713	4.5%
Industrial development	-	15,000	25,000	50,000	42,500	(7,500)	-15.0%
Insurance, medical	176,485	164,895	191,254	224,634	225,000	366	0.2%
Insurance, property/liability	145,433	142,859	142,721	144,862	175,000	30,138	20.8%
Kansas unemployment tax	684	709	769	1,000	1,000	-	0.0%
Legal and accounting	41,905	31,129	19,274	32,500	32,500	-	0.0%
Office salaries	389,267	431,540	462,291	488,020	497,780	9,760	2.0%
Office Supplies	6,487	8,394	8,125	7,000	6,000	(1,000)	-14.3%
Other administrative expense	4,444	6,216	9,523	5,000	10,875	5,875	117.5%
Postage	2,030	1,769	2,165	3,000	3,000	-	0.0%
Property appraisal expense	-	-	-	-	-	-	0.0%
Property tax expense	154,466	151,003	151,239	145,000	162,625	17,625	12.2%
Special Events	-	-	389	1,000	1,000	-	0.0%
Telephone	16,565	16,318	17,608	17,500	18,375	875	5.0%
Training	4,824	1,411	175	5,000	7,000	2,000	40.0%
Travel and meetings	8,386	9,805	9,770	11,500	12,000	500	4.3%
Total Administrative expenses	\$ 1,253,045	\$ 1,183,681	\$ 1,264,135	\$ 1,425,649	\$ 1,615,722	\$ 190,074	13.3%
Maintenance expenses							
Airfield maintenance	16,812	33,712	23,071	30,000	30,900	900	3.0%
Airport Security	793	582	997	500	4,000	3,500	700.0%
Building maintenance	34,998	75,786	106,497	47,500	49,650	2,150	4.5%
Equipment fuel and repairs	63,791	64,407	123,747	65,000	90,000	25,000	38.5%
Fire Services	14,511	14,952	16,718	20,000	19,000	(1,000)	-5.0%
Grounds maintenance	2,117	3,396	4,481	4,000	4,500	500	12.5%
Maintenance salaries	308,435	277,613	349,681	341,670	364,950	23,280	6.8%
Other maintenance expenses	13,716	15,403	16,602	20,000	20,000	0	0.0%
Snow removal expense	1,936	3,163	514	22,000	20,000	(2,000)	-9.1%
Utilities	241,064	225,174	254,180	200,000	240,000	40,000	20.0%
Total Maintenance expenses	698,173	714,188	896,488	750,670	843,000	92,330	12.3%
Total Expense	1,951,218	1,897,869	2,160,623	2,176,319	\$ 2,458,722	282,404	13.0%
Total Operating Net Before Depreciation	\$ (74,715)	\$ 58,997	\$ 52,677	\$ 47,631	\$ 37,245	\$ (10,387)	-21.8%

Consideration of 2-year Airport Use Agreement with Long McArthur Ford, LLC.

Tim Rogers, A.A.E.

Shelli Swanson, C.M.

Staff Reports

- Aircraft Rescue and Fire Fighting Vehicle (ARFF #7)
- Terminal Building Overflow Parking Lot
- Fly Salina Marketing
- \$89 Fare (January 9th - February 26th)
- Events

A United Airlines advertisement featuring a smiling couple. The text reads: "Salina to Denver or Salina to Chicago O'Hare", "UNITED Operated by SkyWest Airlines", "\$89* one way Standard Economy Fare", and "BOOK NOW". A small note at the bottom states: "*Book by February 26, 2019 for travel through May 22, 2019. 14 day advance purchase and other restrictions apply."/>

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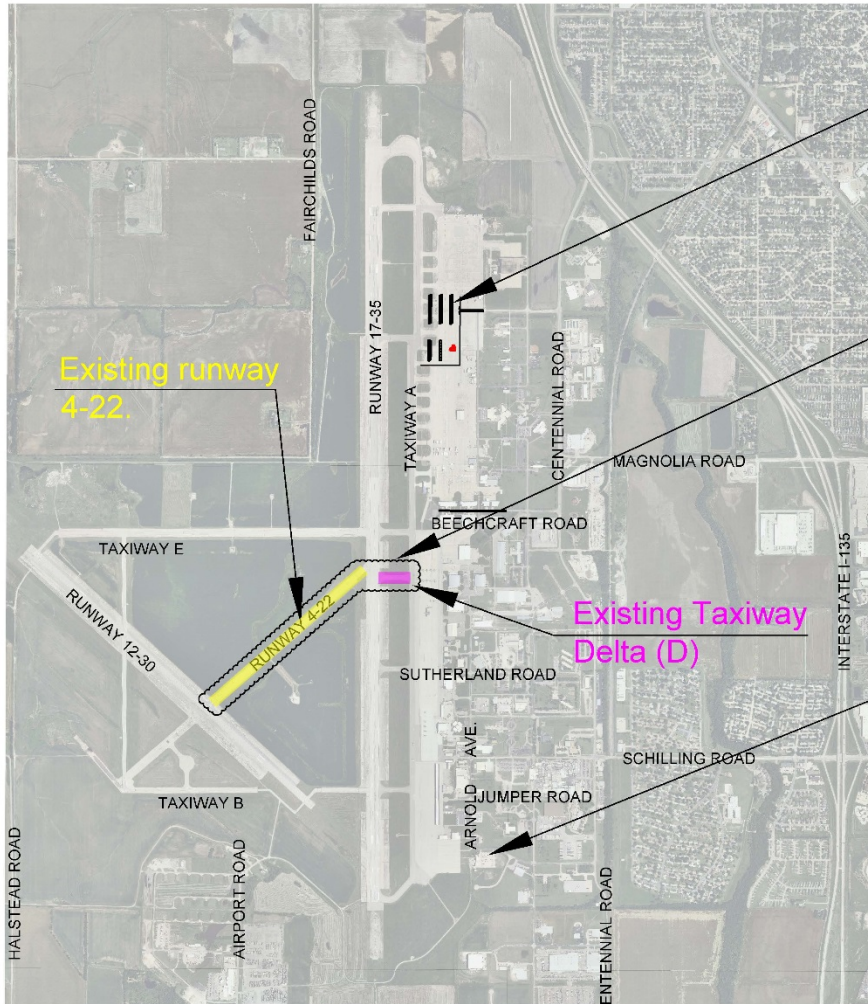
Executive Session



Adjournment

Location Maps

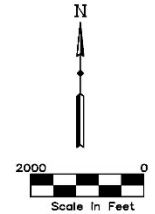
Tim Rogers, A.A.E.



North Ramp Stage I
T-Hangar Planning
Review.

Convert Runway
4-22 to Taxiway
Delta Extension.

M. J. Kennedy
Airport Terminal
Planning Review
Project.



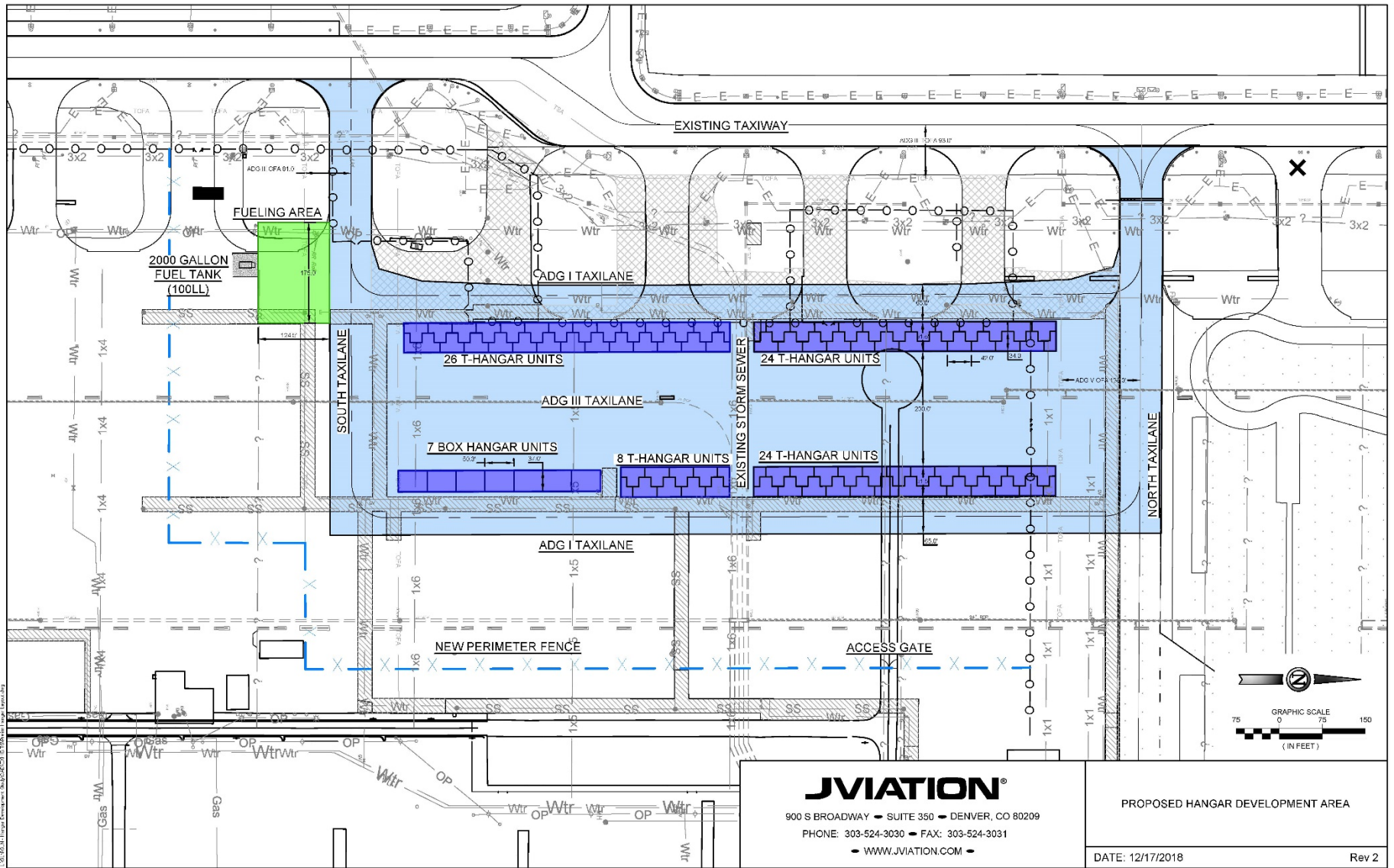
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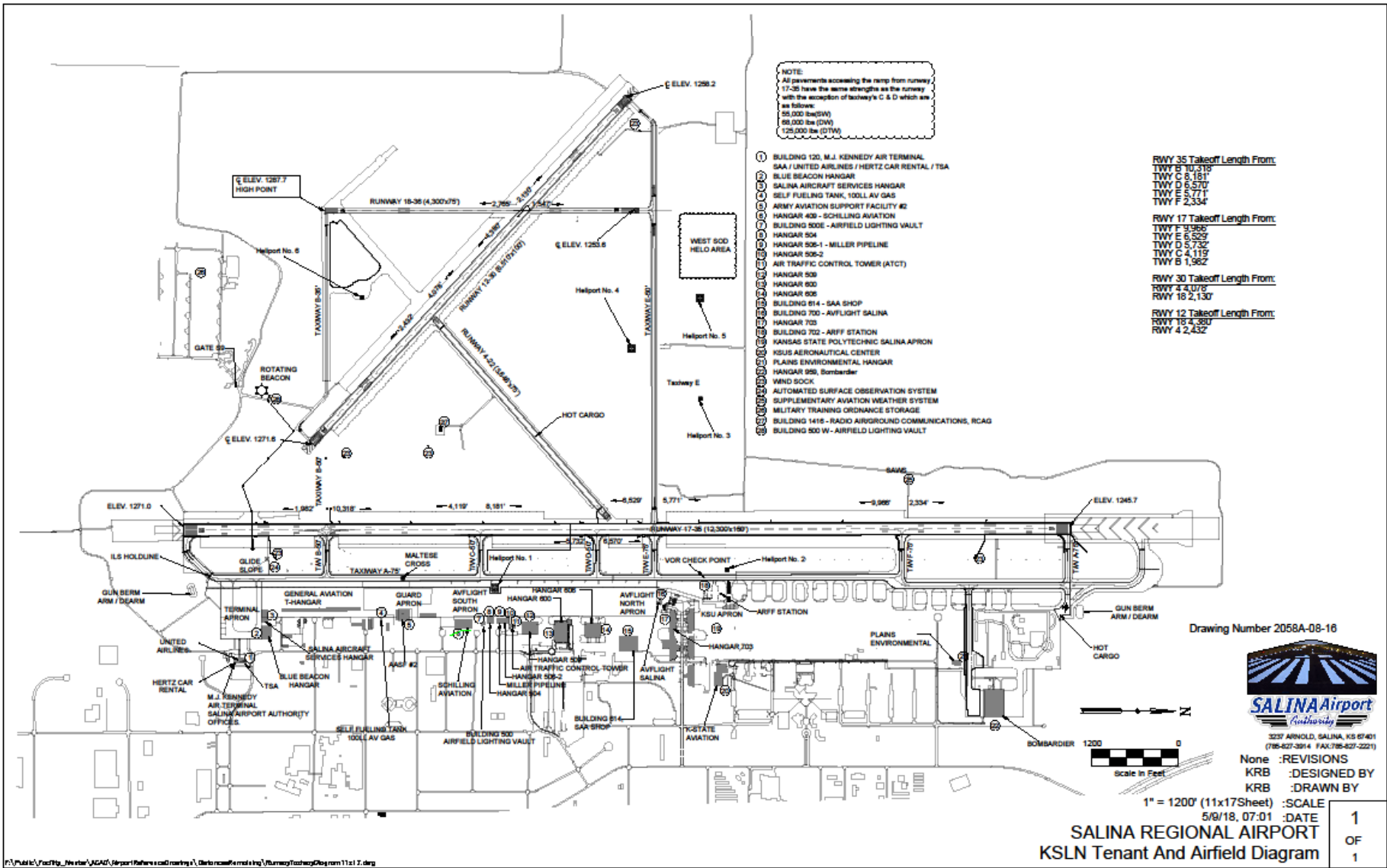
3237 ARNOLD, SALINA, KS 67401
(785-827-3914 FAX: 785-827-2221)
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KRB : DESIGNED BY
KRB : DRAWN BY
1" = 2000' : SCALE
10/10/18, 08:44 : DATE

SALINA AIRPORT AUTHORITY
October 2018 Board Meeting Location Map

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OF
1



KSLN Tenant and Airfield Diagram



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