

Salina Airport Authority Board of Directors Regular Meeting

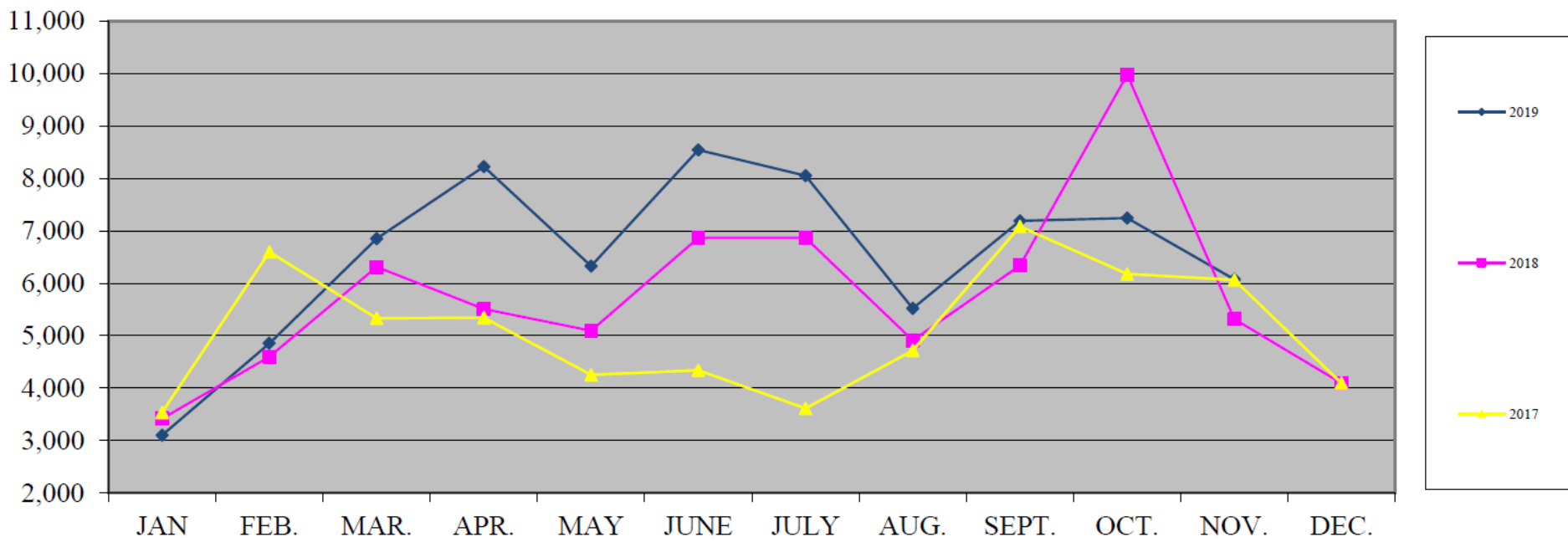
DECEMBER 18, 2019



Review of Airport Activity & Financial Reports

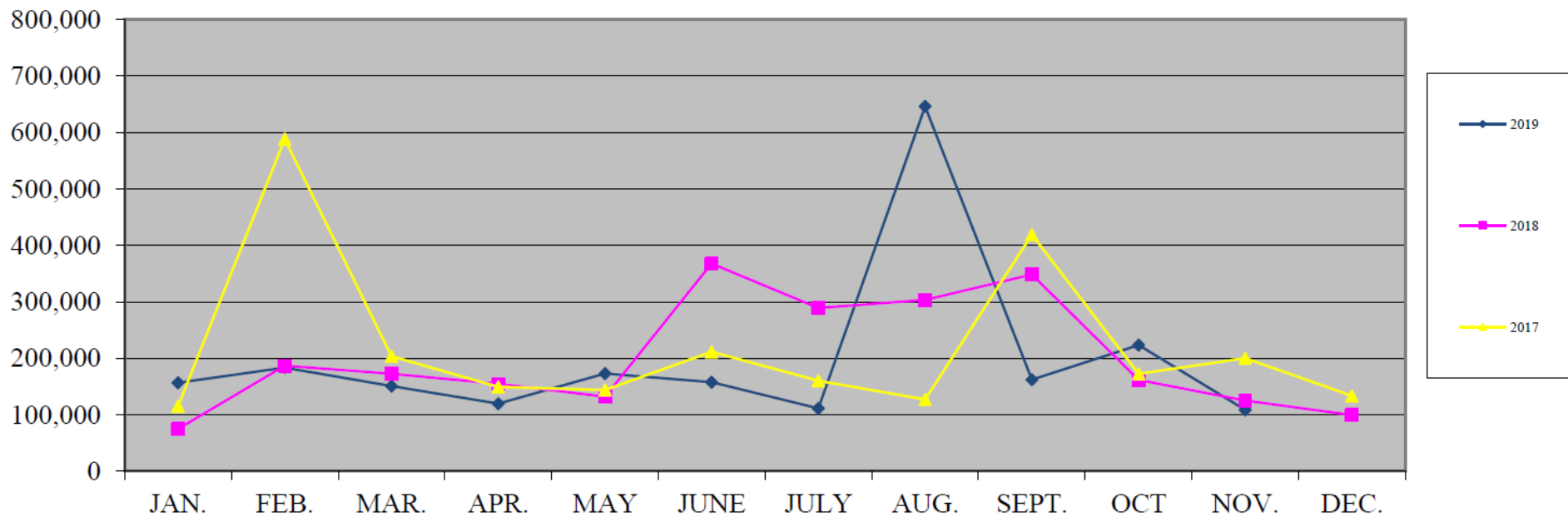
Tim Rogers, A.A.E.

Shelli Swanson, C.M.



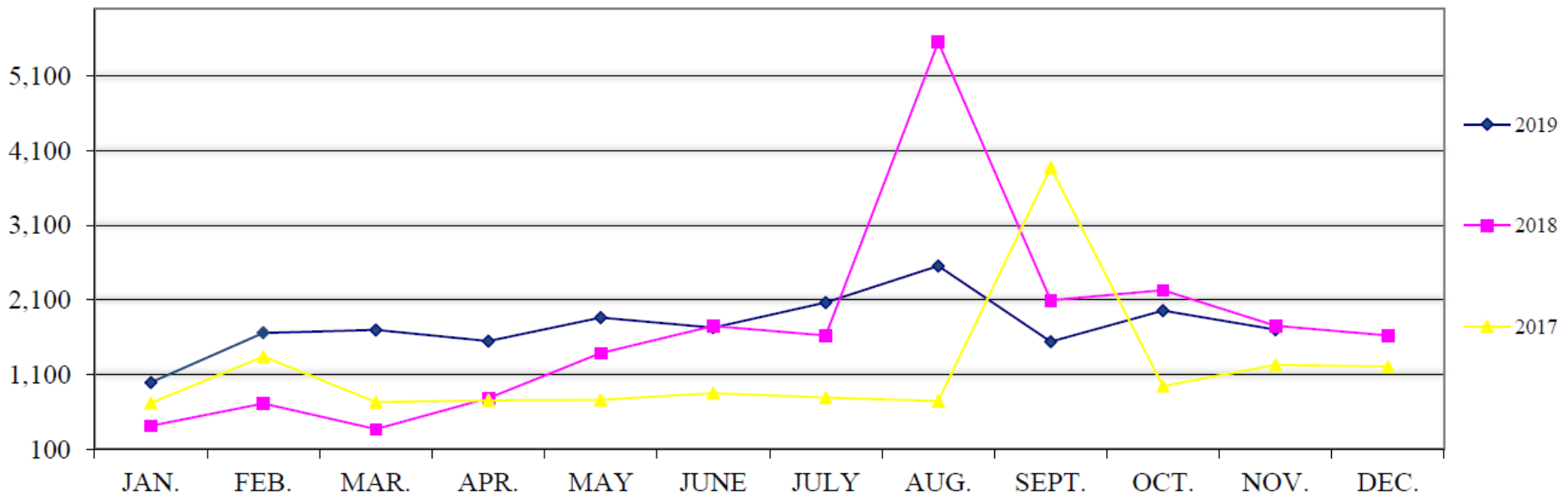


Fuel Flowage





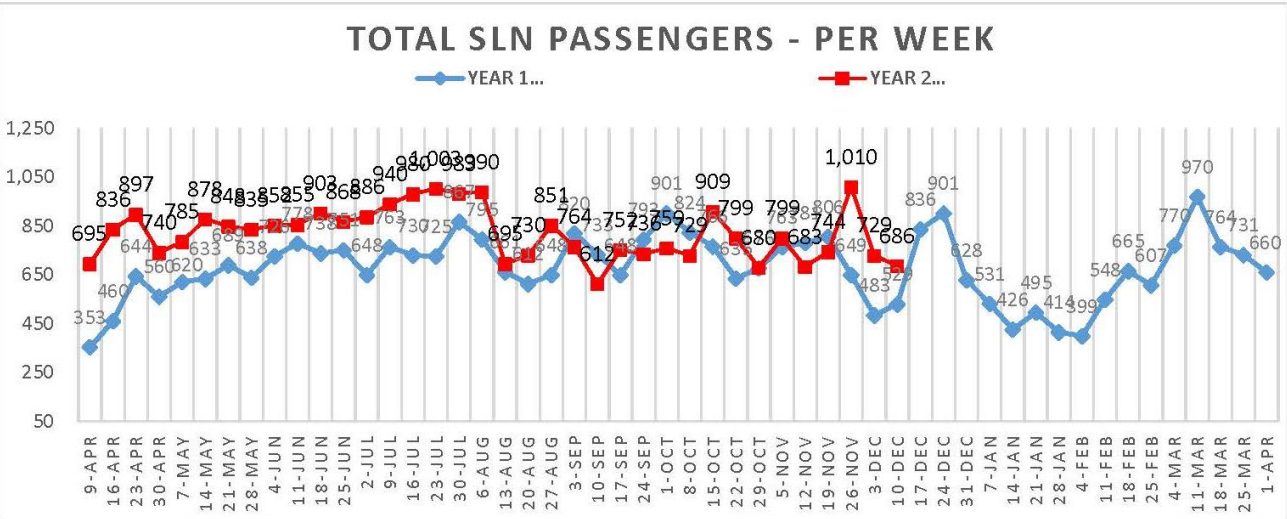
Enplanements



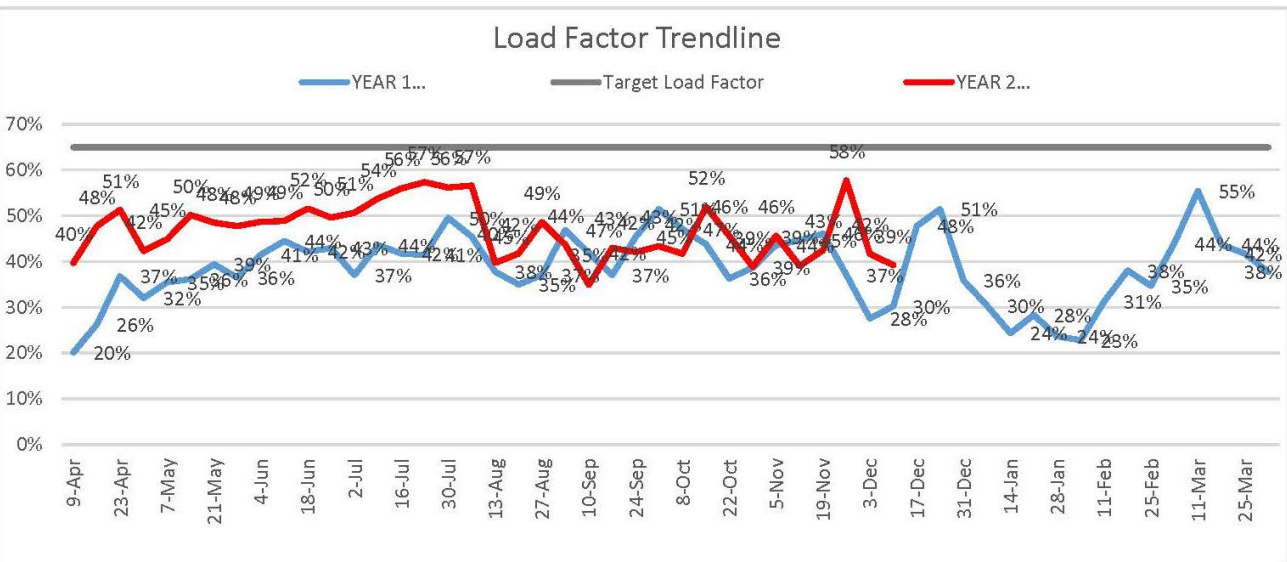
Weekly Enplanements and Load Factor

2018 - 2020 SkyWest Airlines

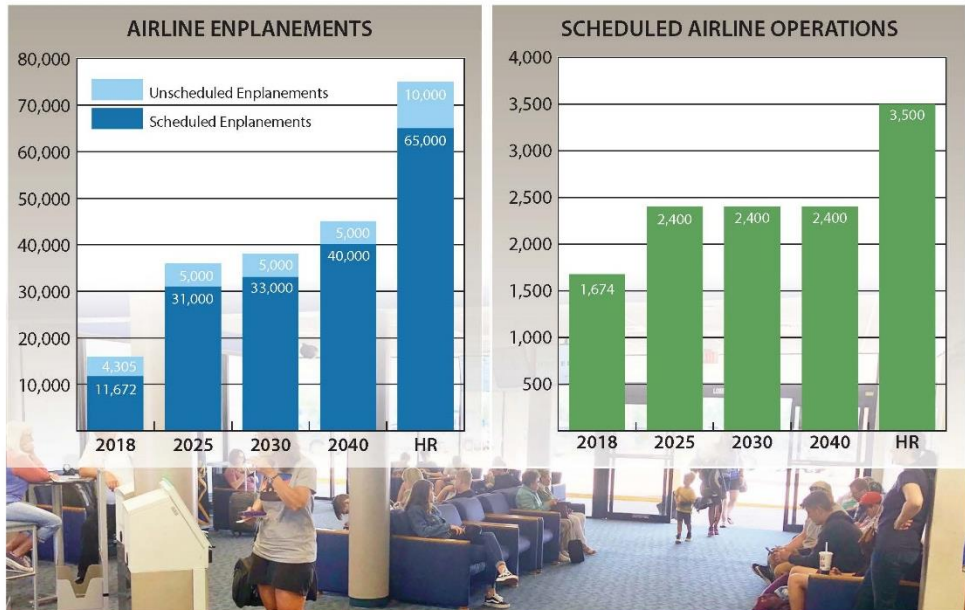
Weekly Enplane and Deplane (Monday thru Sunday)
 Note: SKW EAS service at SLN started on April 9, 2018



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



	2018	FORECAST			
		2025	2030	2040	High Range
AIRLINE ENPLANEMENTS					
<i>Annual Enplanements</i>					
Scheduled Airline	11,672	31,000	33,000	40,000	65,000
Unscheduled Airline	4,305	5,000	5,000	5,000	10,000
Total Annual Enplanements	15,977	36,000	38,000	45,000	75,000
<i>Peak Scheduled Enplanements</i>					
Peak Month	1,329	3,000	3,200	3,800	6,200
Design Day	51	110	120	140	230
Design Hour	30	70	80	100	140
SCHEDULED AIRLINE OPERATIONS					
<i>Annual Scheduled Operations</i>					
Operations (arrivals and departures)	1,674	2,400	2,400	2,400	3,500
Departures	837	1,200	1,200	1,200	1,750
<i>Peak Scheduled Departures</i>					
Peak Month	81	108	108	108	154
Design Day	3	4	4	4	6
Design Hour	1	2	2	2	2



Financial Reports

Salina Airport Authority
 Profit & Loss Budget Performance
 November 2019

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 12/13/2019
 Accrual Basis

	<u>Nov 19</u>	<u>Jan - Nov 19</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense						
Income						
Total Airfield revenue	54,180	879,805	780,364	99,441	113%	851,307
Total Building and land rent	111,657	1,251,868	1,301,356	-49,488	96%	1,419,660
Total Other revenue	7,635	137,093	206,249	-69,156	66%	225,000
Total Income	173,472	2,268,766	2,287,969	-19,203	99%	2,495,967
Gross Income	173,472	2,268,766	2,287,969	-19,203	99%	2,495,967
Expense						
Total Administrative expenses	137,420	1,393,880	1,481,081	-87,201	94%	1,615,722
Total Maintenance expenses	64,630	761,834	772,751	-10,917	99%	843,000
Total Expense	202,050	2,155,714	2,253,832	-98,118	96%	2,458,722
Net Ordinary Income	-28,578	113,052	34,137	78,915	331%	37,245
Other Income/Expense						
Total Other Income	217,761	3,060,591	2,946,728	113,863	104%	3,214,612
Total Other Expense	283,045	3,186,675	3,131,558	55,117	102%	3,416,245
Net Other Income	-65,284	-126,084	-184,830	58,746	68%	-201,633
Net Income	-93,862	-13,032	-150,693	137,661	9%	-164,388

Financial Reports

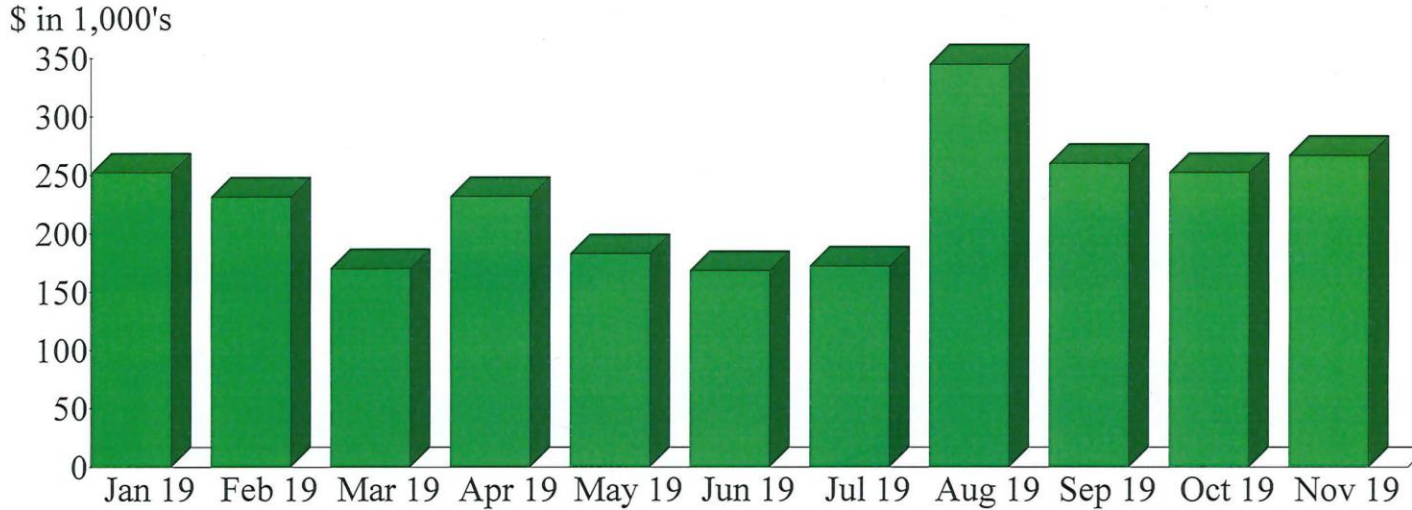
Salina Airport Authority
Capital Additions Budget vs. Actual
 As of November 30, 2019

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 12/13/2019
 Accrual Basis

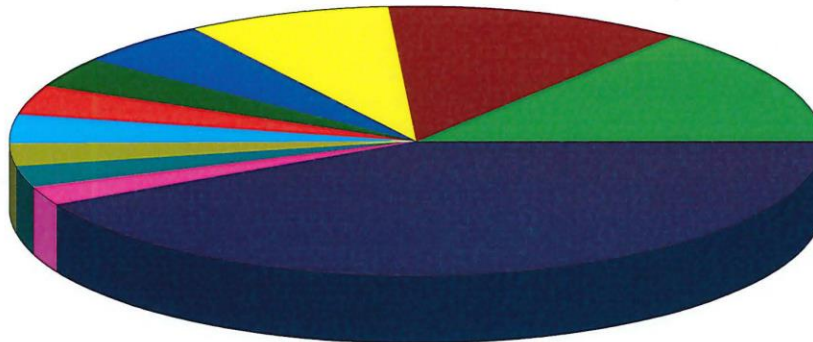
	<u>Nov 19</u>	<u>Jan - Nov. 19</u>	<u>Annual Budget</u>	<u>+/- Annual Budget</u>	<u>% of Annual Budget</u>
ASSETS					
Fixed Assets					
Total Airfield	18,552	112,860	450,657	-337,797	25%
Total Buildings & Improvements	261,866	2,430,099	2,898,918	-468,819	84%
Total Equipment	0	49,325	7,500	41,825	658%
Total Land	41,758	247,349	50,000	197,349	495%
Total Fixed assets at cost	<u>322,176</u>	<u>2,839,633</u>	<u>3,407,075</u>	<u>-567,442</u>	<u>83%</u>

Sales by Month
January through November 2019

Dollar Sales



Sales Summary
January through November 2019

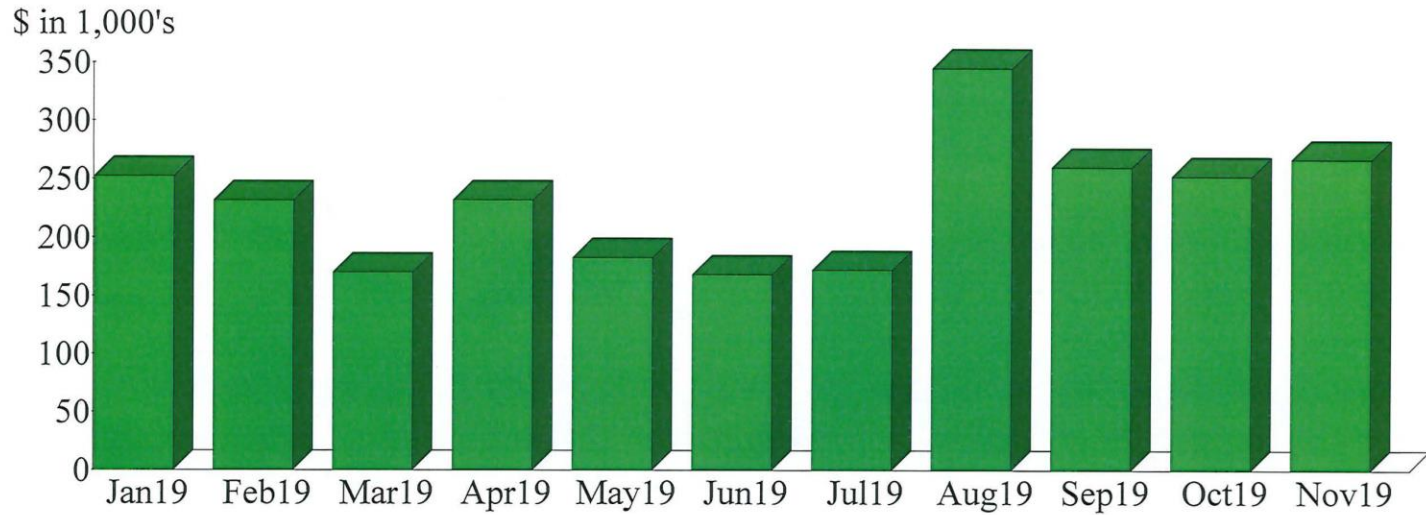


Kansas Erosion Products, LLC.	14.19%
Avflight Salina	11.99
Exide	8.25
Wal-Mart Stores, Inc.	5.45
Universal Forest Products (UFP)	3.72
USSOCOM (Jaded Thunder)	3.57
City of Salina, KS	3.55
SFC Global Supply Chain	2.79
Kansas State Polytechnic - Salina	2.67
582nd Helicopter Group	2.34
Other	41.47
Total	\$2,533,060.18

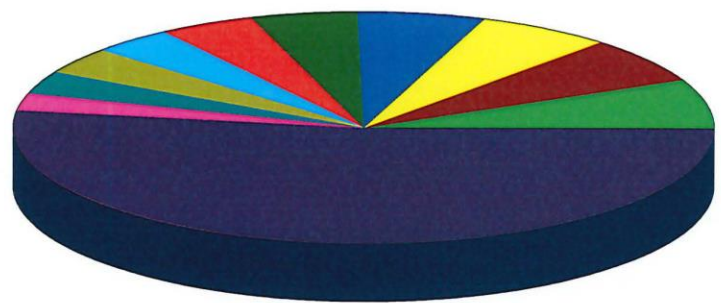
By Customer

Sales by Month
January through November 2019

Dollar Sales



Sales Summary
January through November 2019



Utility Reimbursement (Utility Reimburse	6.89%
FFF-Avflight Salina (Fuel Flowage Fee @	6.52
H-0606-1 (Hangar 606 - 2630 Arnold Ct.	6.34
B-01021 (Building #1021 located at 3600	5.99
H-0600-1 (Hangar 600 - 20,217 sq. ft.)	4.97
B-00655-3 (Bldg. #655 (56,961 SF) - 2656	4.55
pptx (2019 Real Estate Taxes (see attach	3.83
H-0509-1 (Hangar 509 Rental)	3.79
B-00620-1 (Building #620 (30,000 SF) an	3.32
B-00655-4 (Bldg. #655 (33,992 SF) - 2656	2.54
Other	51.25
Total	\$2,533,060.18

By Item

Presentation of the Airport Authority's 2020 Liability and Commercial Property Insurance Coverages

Tim Rogers, A.A.E.

Shelli Swanson, C.M.

Commercial Property / Liability Insurance Expense Analysis 2016-2020

Revised 12-13-2019

	2016 Actual	2017 Actual	2018 Actual	2019 Actual	2020 Quoted	+/- Expiring	% Expiring
Commercial Property							
Invoiced / Quoted	100,659.00	97,836.15	101,041.50	110,859.00	125,149.00	14,290.00	12.9%
Addition of Fossett Plaza		85.85				-	
Inland Marine	3,028.00	3,007.00	3,055.00	3,055.00	5,994.00	2,939.00	96.2%
Inland Marine Audit	47.00	(81.00)				-	
Remove Bldg. 394	(225.25)					-	
Return premium (H713 & H724 move to ACV)	-					-	
Total Commercial Property Insurance Expense	103,508.75	100,848.00	104,096.50	113,914.00	131,143.00	17,229.00	15.1%
Auto Policy							
Invoiced / Quoted	16,326.00	14,885.00	17,619.00	24,685.00	34,290.00	9,605.00	38.9%
Add DRMO Dump Truck						-	
Add vehicles to policy		1,080.00	839.00	743.00		(743.00)	-100.0%
Delete sold vehicles	(1,715.00)	(117.00)		(1,388.00)		1,388.00	
Total Commercial Auto Policy Expense	14,611.00	15,848.00	18,458.00	24,040.00	34,290.00	10,250.00	42.6%
Commercial Aviation and General Liability (Airport & Industrial Center Liability), including hangarkeeper's							
Invoiced / Quoted	2,538.00	2,538.00	2,463.00	2,635.00	3,162.00	527.00	20.0%
Public Officials Errors and Omissions							
Invoiced / Quoted	5,692.38	5,839.26	5,839.26	4,315.30	5,391.00	1,075.70	24.9%
Worker's Compensation							
Invoiced / Quoted	7,355.70	6,980.40	6,889.50	16,210.80	14,722.00	(1,488.80)	-9.2%
Workers' comp audit & mod rating credit	(1,707.00)	(355.50)	977.40	1,135.80		(1,135.80)	-116.2%
Workers Comp KS Rate Change or Dividend	(380.00)					-	
Total Worker's Compensation Expense	5,268.70	6,624.90	7,866.90	17,346.60	14,722.00	(2,624.60)	-15.1%
UST Liability							
Invoiced / Quoted (Commission Deletion)	1,900.80	1,425.60	1,425.60	1,425.60	1,577.00	151.40	10.6%
Crime							
Invoiced / Quoted	1,084.60	1,084.60	1,084.60	1,084.60	1,085.00	0.40	0.0%
Other							
Notary Renewals	50.00		50.00	-	-	-	0.0%
Total Property/Liability Insurance Premiums	134,654.23	134,208.36	141,283.86	164,761.10	191,370.00	26,608.90	16.1%
Broker Fee (Lockton 2013-2019)	17,000.00	17,500.00	18,000.00	18,000.00	18,500.00	500.00	2.8%
Risk Manager Fee (Charlesworth 2010-2019)	6,600.00	6,600.00	6,050.00	6,600.00	6,600.00	-	0.0%
Total Property/Liability Insurance Premiums & Fees	158,254.23	158,308.36	165,333.86	189,361.10	216,470.00	27,108.90	14.3%
Commercial Property Insured Billed as Additional Tenant Rental	(15,394.81)	(15,531.60)	(17,218.91)	(16,948.88)	(39,283.54)	22,334.66	131.8%
Previous Year Adjustments/Credits							
Net Property/Liability Insurance Expense	142,859.42	142,776.76	148,114.95	172,412.22	177,186.46	4,774.24	2.8%
Budget	150,000.00	150,000.00	144,862.00	175,000.00	179,375.00	4,375.00	2.5%
+/- Actual vs. Budget	(7,140.58)	(7,223.24)	3,252.95	(2,587.78)	(2,188.54)	399.24	-15.4%
NATA Good Experience Return							
KS UST Policy Dividend		(56.11)				-	
Net Property/Liability Insurance Expense After Returns & Dividends	142,859.42	142,720.65	148,114.95	172,412.22	177,186.46	4,774.24	2.8%

Presentation of the Airport Authority's 2020 Operating Plan and Budget

Tim Rogers, A.A.E.

Shelli Swanson, C.M.

Review of New T-Hangar Construction Project Financing Options

Tim Rogers, A.A.E.

Shelli Swanson, C.M.

SAA Resolution No. 19-3

Tim Rogers, A.A.E.

Shelli Swanson, C.M.

Executive Session



Adjournment

Location Maps
