

Salina Airport Authority Board of Directors Regular Meeting

MAY 20, 2020



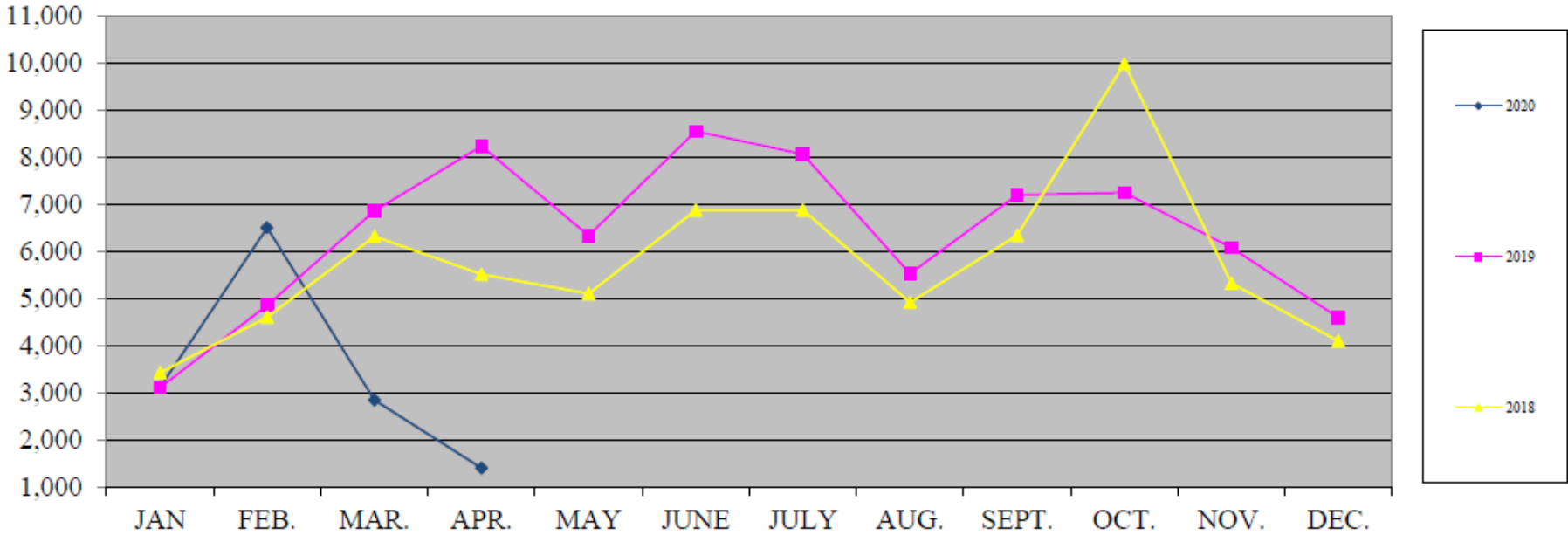
Review of Airport Activity and Financial Reports for the Month ending April 30, 2020

TIM ROGERS, A.A.E.

SHELLI SWANSON, C.M.

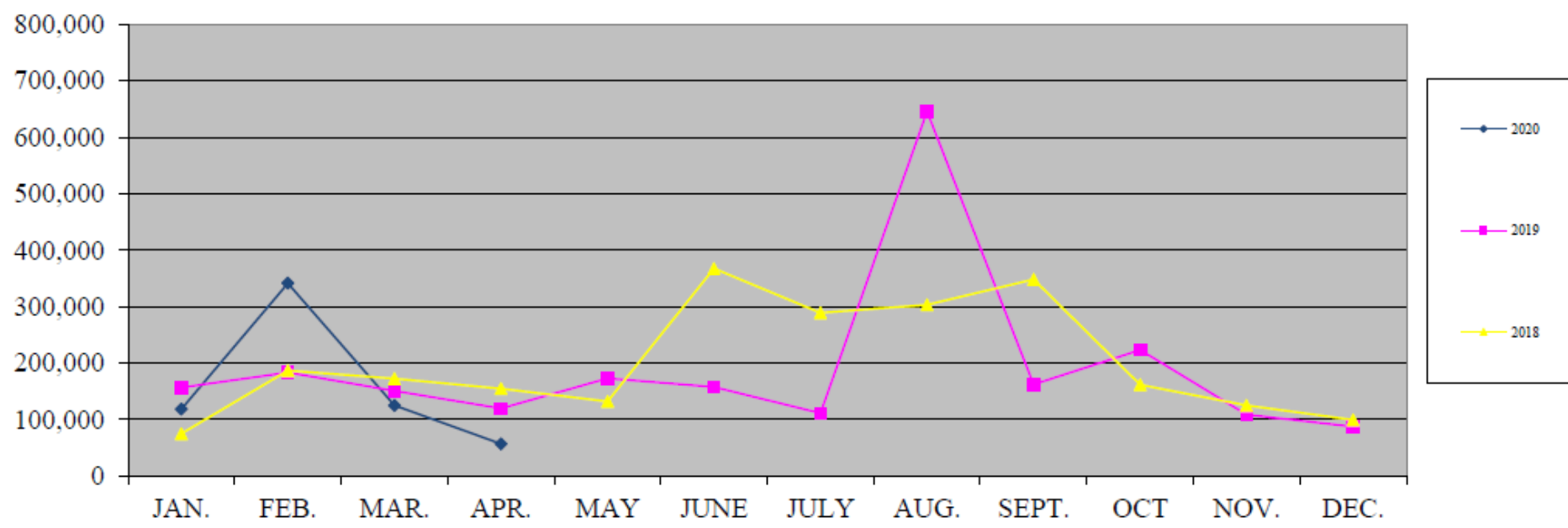


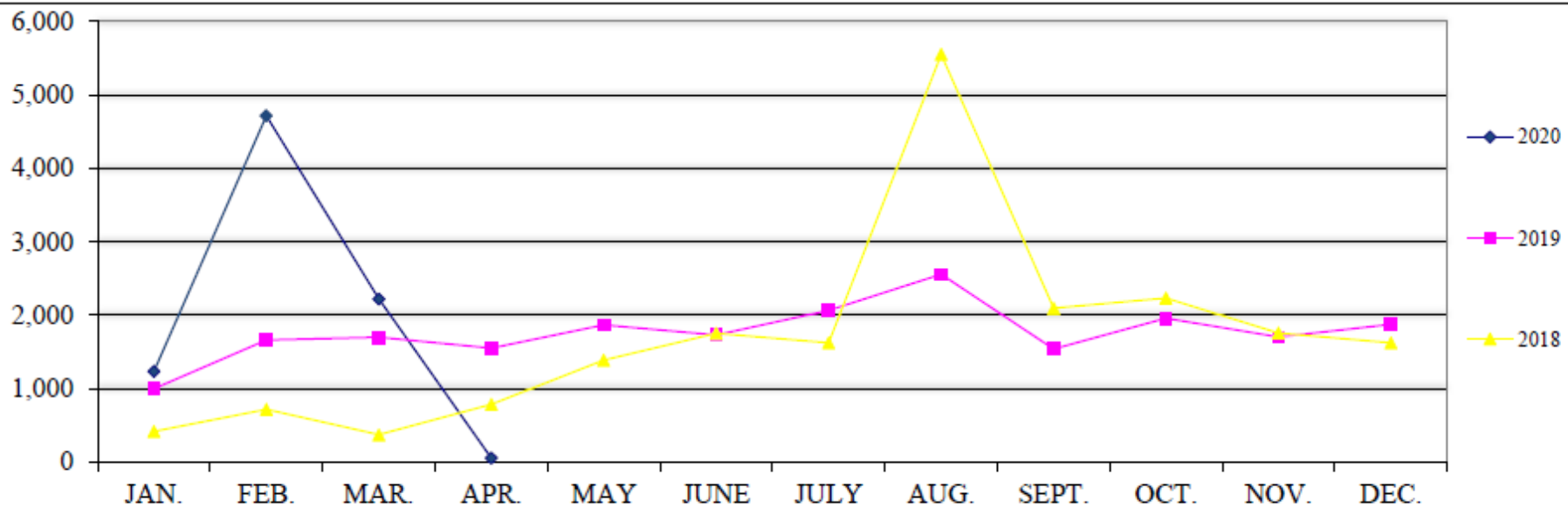
Air Traffic





Fuel Flowage

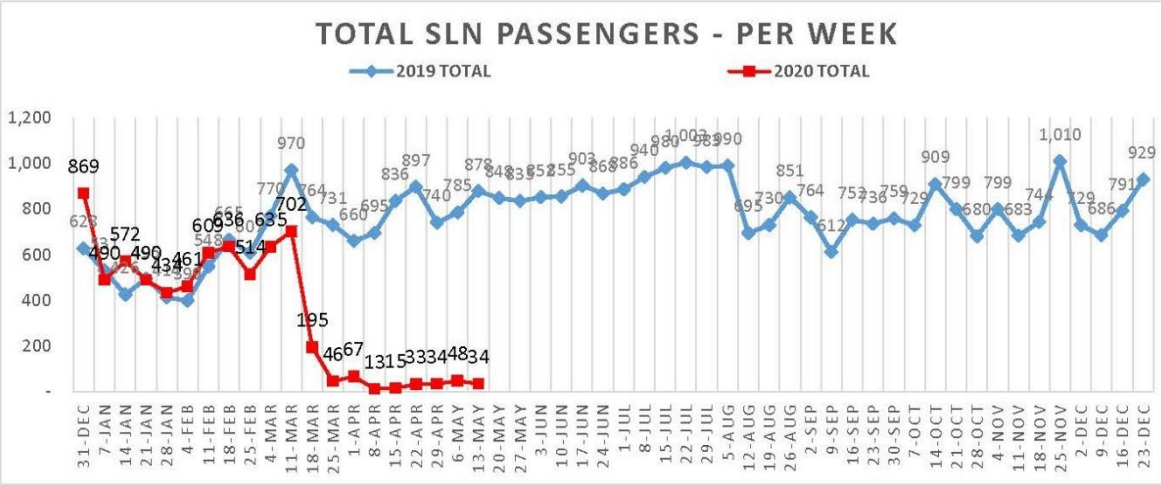




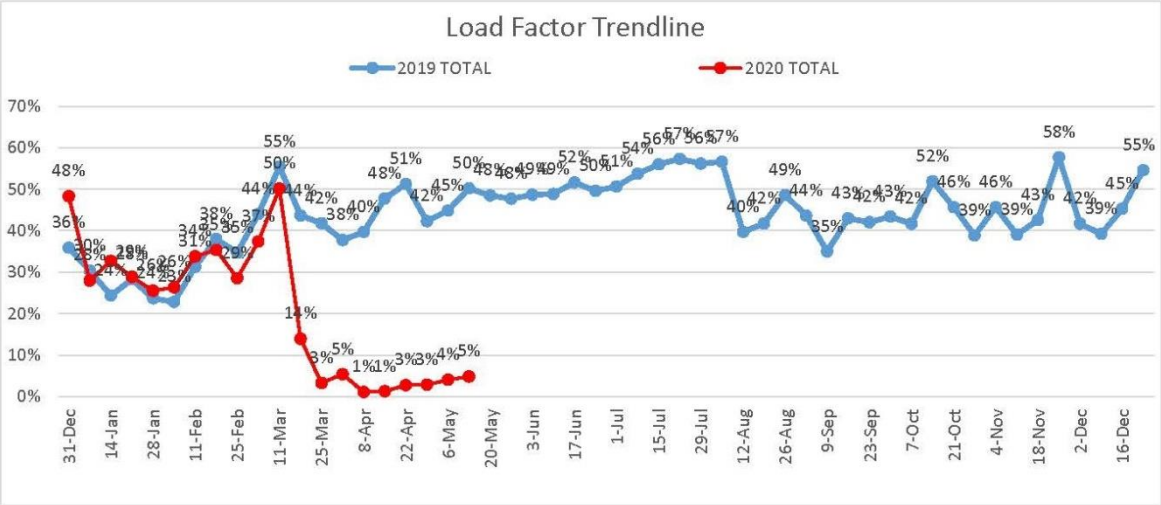
Weekly Enplanements and Load Factor

2019 - 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



Financial Reports

Salina Airport Authority Profit & Loss Prev Year Comparison January through April 2020

11:48 AM
05/15/2020
Accrual Basis

	Jan - Apr 20	Jan - Apr 19	\$ Change	% Change
Ordinary Income/Expense				
Income				
Total Airfield revenue	250,969.92	304,427.46	-53,457.54	-17.56%
Total Building and land rent	491,181.81	431,874.88	59,306.93	13.73%
Total Other revenue	74,233.23	33,984.25	40,248.98	118.43%
Total Income	816,384.96	770,286.59	46,098.37	5.99%
Gross Profit	816,384.96	770,286.59	46,098.37	5.99%
Expense				
Total Administrative expenses	487,996.76	504,635.86	-16,639.10	-3.3%
Total Maintenance expenses	262,622.63	311,582.49	-48,959.86	-15.71%
Total Expense	750,619.39	816,218.35	-65,598.96	-8.04%
Net Ordinary Income	65,765.57	-45,931.76	111,697.33	243.18%
Other Income/Expense				
Total Other Income	1,682,290.34	1,503,479.96	178,810.38	11.89%
Total Other Expense	1,142,793.00	1,132,280.92	10,512.08	0.93%
Net Other Income	539,497.34	371,199.04	168,298.30	45.34%
Net Income	605,262.91	325,267.28	279,995.63	86.08%

Financial Reports

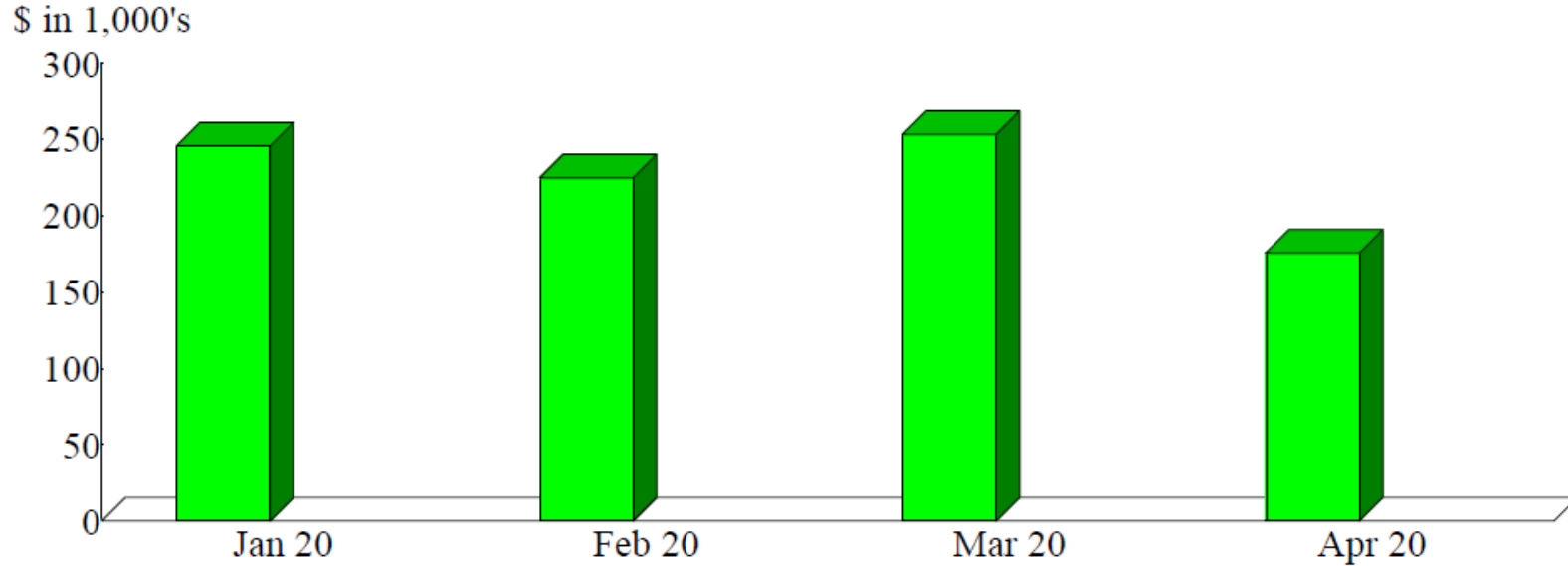
Salina Airport Authority
Capital Additions Budget vs. Actual
 As of April 30, 2020

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 05/15/2020
 Accrual Basis

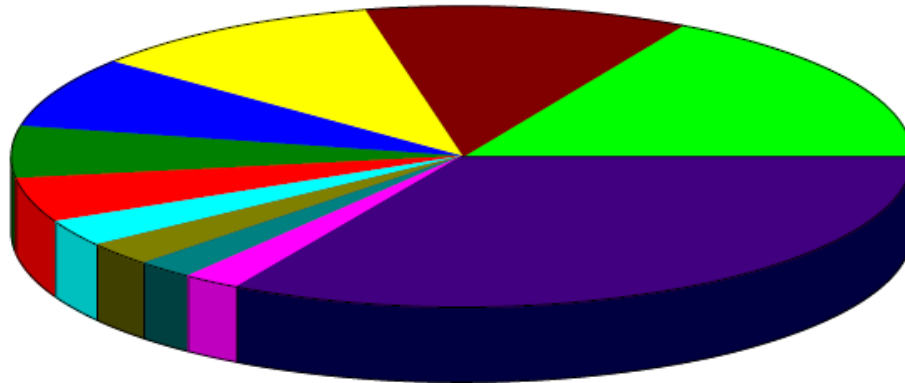
	Apr 20	Jan-Apr 20	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
Fixed Assets					
Fixed assets at cost					
Total Airfield	46,389	76,829	505,000	-428,171	15%
Total Buildings & Improvements	0	50,205	245,000	-194,795	20%
Total Equipment	2,554	28,867	23,501	5,366	123%
Total Land	20,741	98,343	75,000	23,343	131%
Total Fixed assets at cost	69,684	254,244	848,501	-594,257	30%

Sales by Month
January through April 2020

Dollar Sales



Sales Summary
January through April 2020



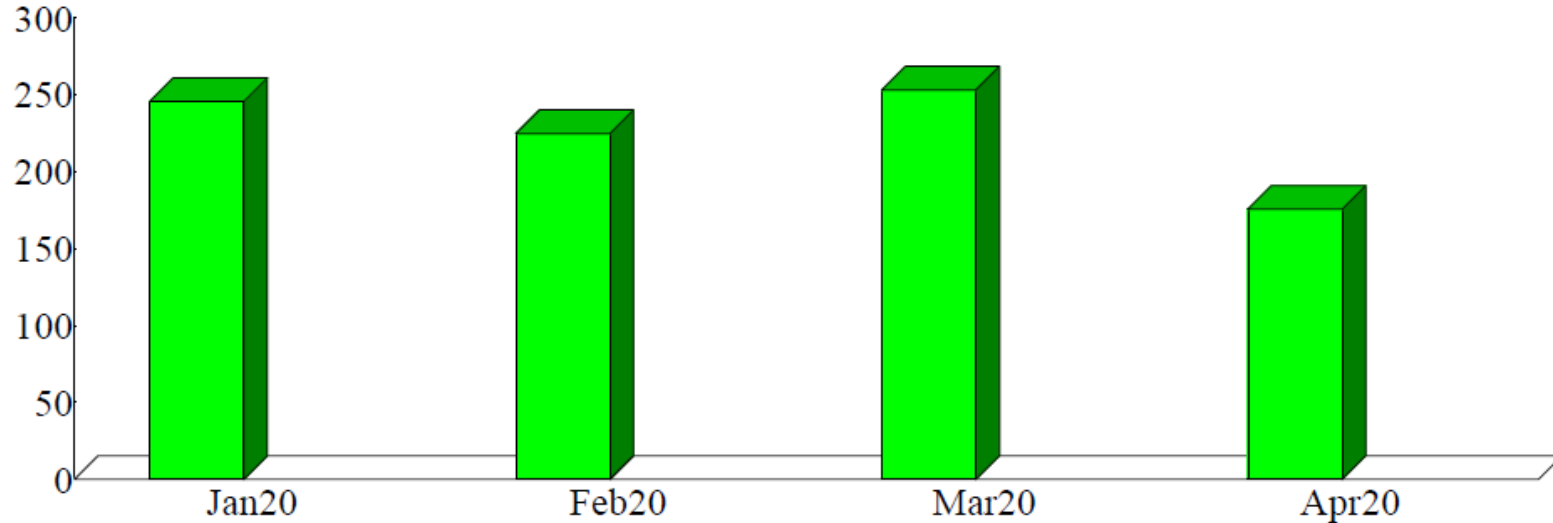
Kansas Erosion Products, LLC.	16.94%
Avflight Salina	11.69
Exide	10.74
1 Vision Aviation, PLLC	7.75
Saline County	5.56
Universal Forest Products (UFP)	4.89
SFC Global Supply Chain	2.93
Kansas State Polytechnic - Salina	2.61
SkyWest Airlines, Inc.	2.18
Atlas Air, Inc.	2.12
Other	32.59
Total	\$899,871.14

By Customer

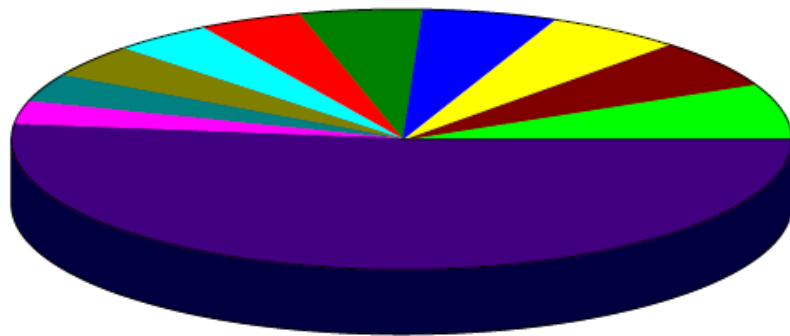
Sales by Month January through April 2020

Dollar Sales

\$ in 1,000's



Sales Summary January through April 2020



Utility Reimbursement (Utility Reimburse	7.07%
B-01021 (Building #1021 located at 3600	6.13
FFF-Avflight Salina (Fuel Flowage Fee @	5.64
Air Service Marketing (Fly Salina - Air	5.56
B-00655-3 (Bldg. #655 (56,961 SF) - 2656	5.17
Insurance(CP) (Insurance Reimbursement)	4.37
H-00959-1 (Hangar Facility H959 - 2044 S	4.17
B-00620-1 (Building #620 (30,000 SF) an	4.16
B-00626-1 (Manufacturing facility #626 (3.60
B-00655-4 (Bldg. #655 (33,992 SF) - 2656	2.90
Other	51.25
Total	\$899,871.14

By Item

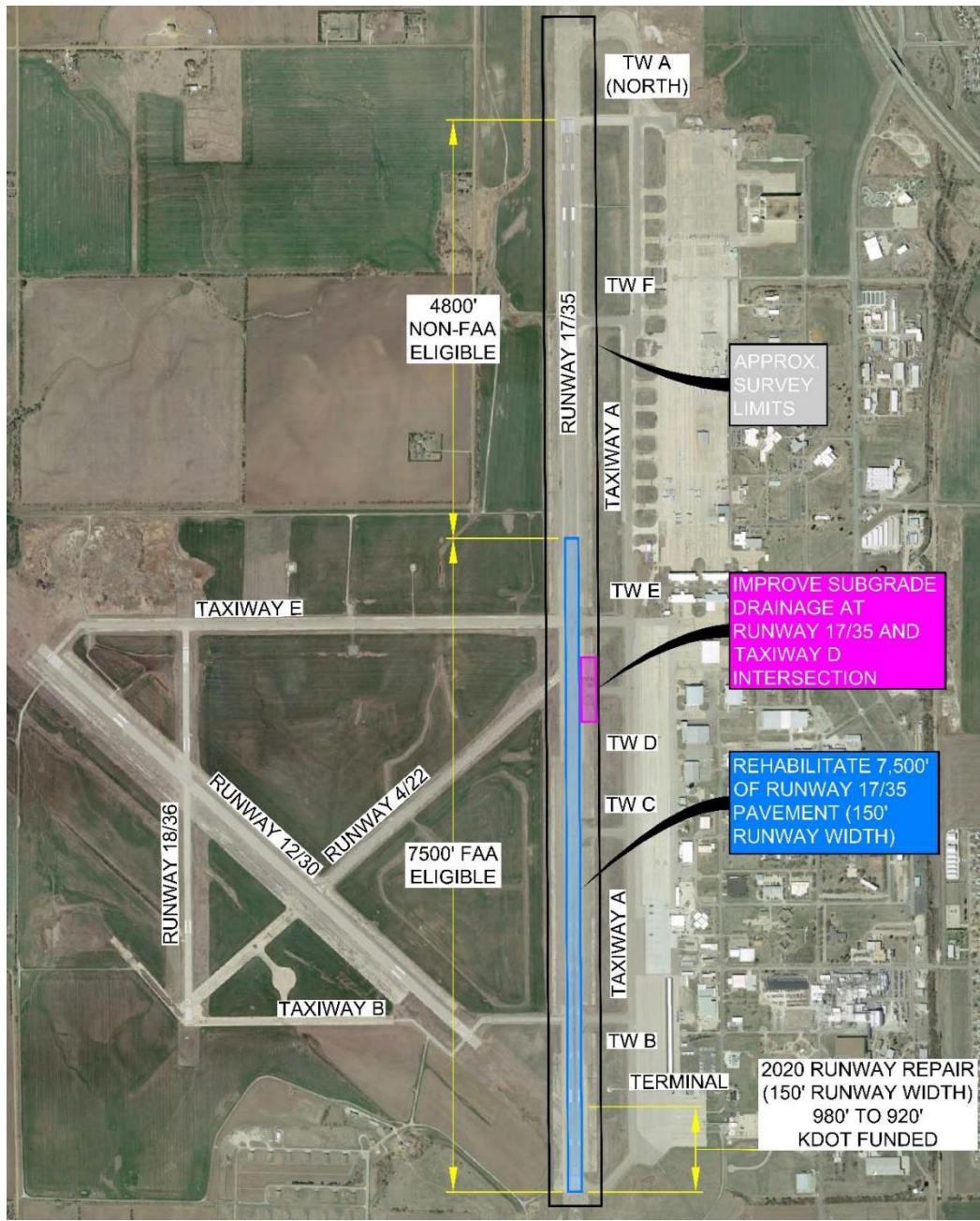
Presentation of the Salina Airport Authority's draft, 2019 Comprehensive Annual Financial Report

SHELLI SWANSON, C.M.

Consideration of SAA Resolution No. 20-02

TIM ROGERS, A.A.E.

SHELLI SWANSON, C.M.



4800'
NON-FAA
ELIGIBLE

7500' FAA
ELIGIBLE

TW A
(NORTH)

TW F

APPROX.
SURVEY
LIMITS

TAXIWAY A

IMPROVE SUBGRADE
DRAINAGE AT
RUNWAY 17/35 AND
TAXIWAY D
INTERSECTION

TW E

REHABILITATE 7,500'
OF RUNWAY 17/35
PAVEMENT (150'
RUNWAY WIDTH)

TW D

TW C

TAXIWAY A

TW B

TERMINAL

2020 RUNWAY REPAIR
(150' RUNWAY WIDTH)
980' TO 920'
KDOT FUNDED

TAXIWAY E

RUNWAY 18/36

RUNWAY 12/30

RUNWAY 4/22

TAXIWAY B

Review of potential building and renovation projects for buildings B1021 and B824

TIM ROGERS, A.A.E.

SHELLI SWANSON C.M.

Buildings B824 & B1021



Building 824



Building 1021



Drawing Number 2778-05-20



3337 ARNOLD, SALINA, KS 67401
(785-827-3914 FAX: 785-827-2221)

None : REVISIONS
KFB : DESIGNED BY
KFB : DRAWN BY
1" = 2000' : SCALE
5/18/20, 1008 : DATE

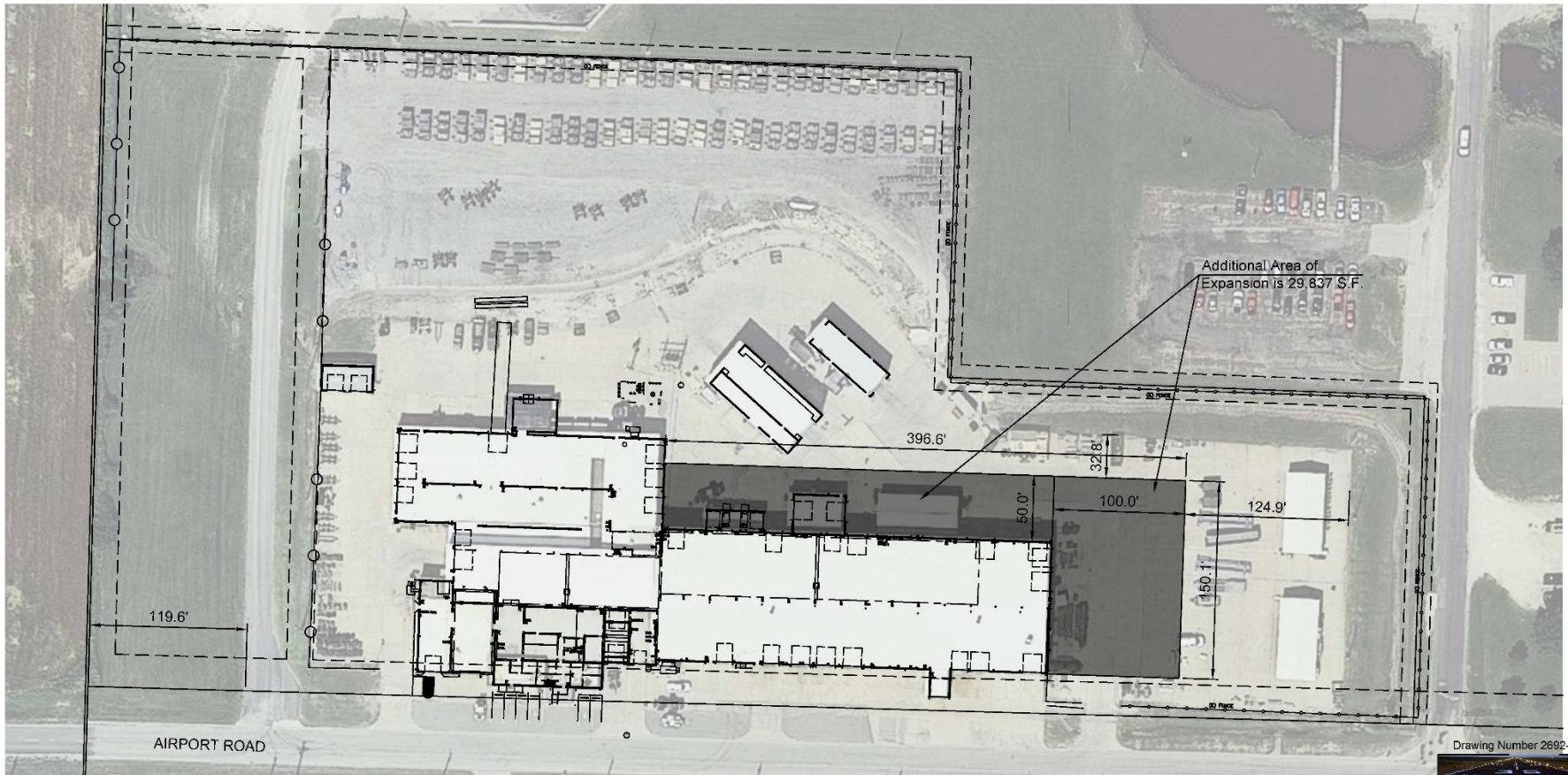
Kansas Erosion, LLC

- Tenant of SAA since 2015
- Currently leasing over 100,000 sq. ft.
- Principal customer of SAA

❖ Opportunity

- ❖ Historically low financing rates
- ❖ Viable existing tenant-not speculative
- ❖ Constructing a long-term, revenue producing asset
- ❖ Anchoring an existing SAIC business in the community
- ❖ Local bank interest in project





Drawing Number 2692-10-19



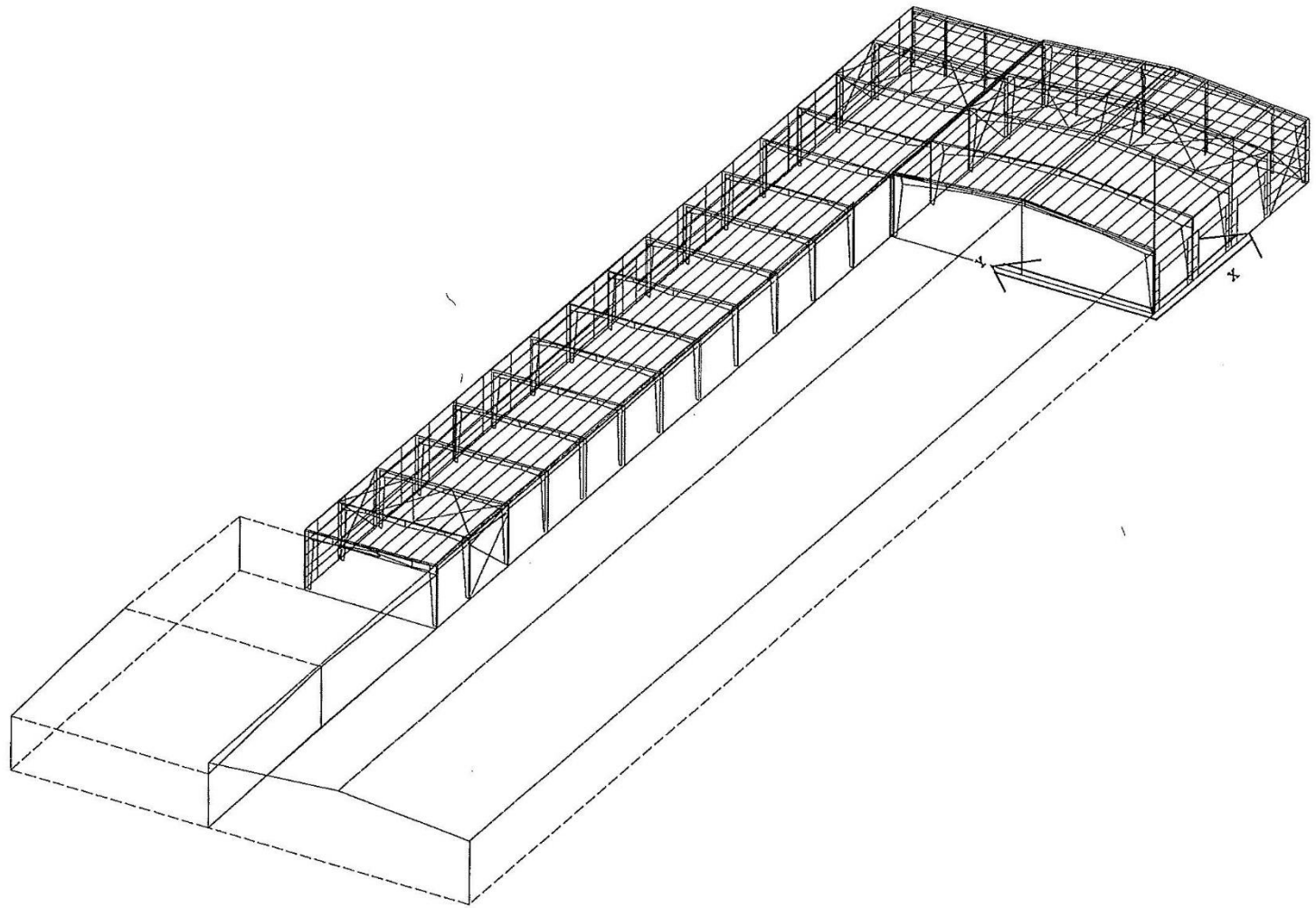
3237 ARNOLD, SALINA, KS 67401
 (785-827-3914 FAX: 785-827-2221)

None : REVISIONS
 KFB : DESIGNED BY
 KFB : DRAWN BY
 1" = 80' : SCALE
 12/18/10, 10/28 : DATE



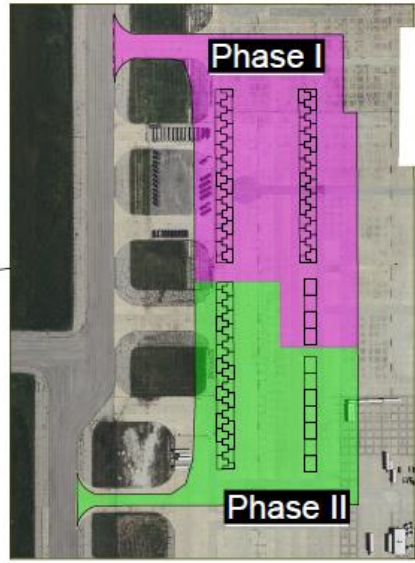
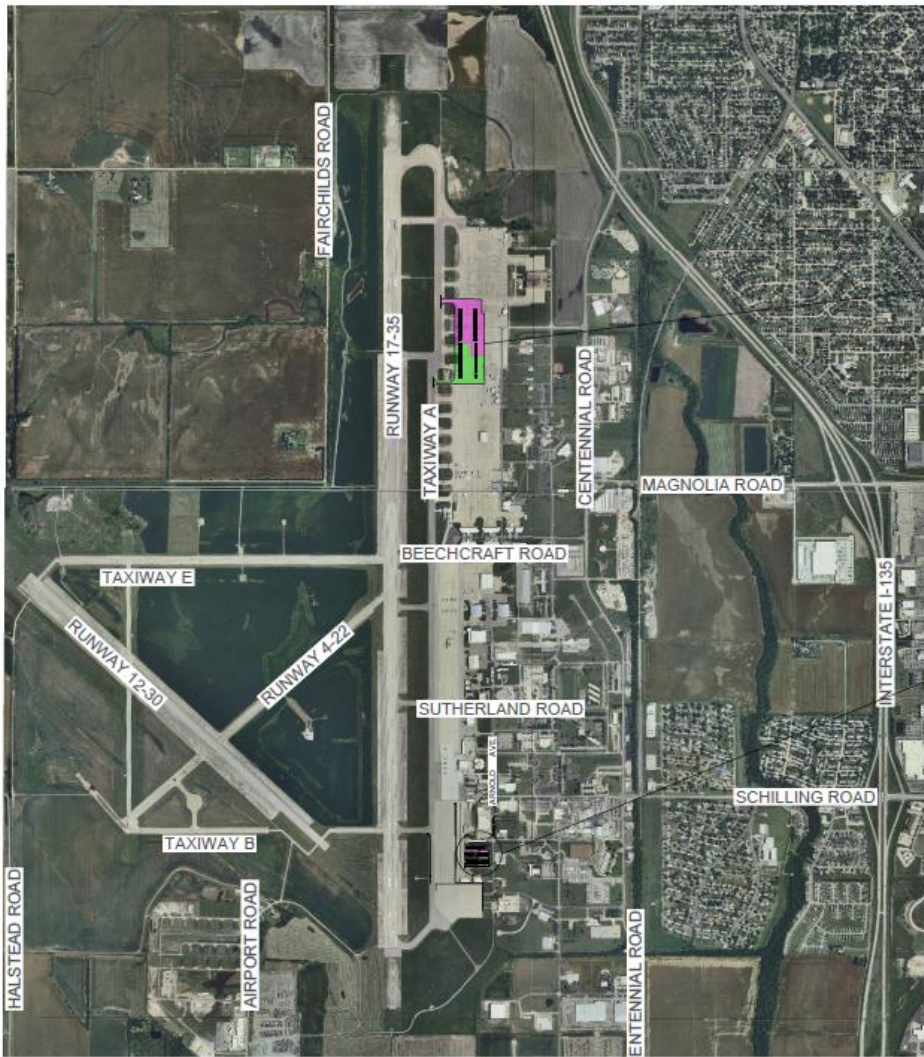
SALINA AIRPORT AUTHORITY
Building 1021 Expansion Options

1
 OF
 1



Consideration of options for new aircraft storage hangar construction

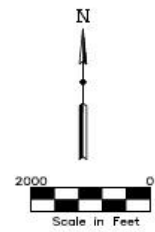
TIM ROGERS, A.A.E.



North Ramp Hangar Project



Jumper Road Hangar Project



Drawing Number 2777-05-20



3237 ARNOLD, SALINA, KS 67401
 (785-827-3914 FAX: 785-827-2221)

None : REVISIONS
 KRB : DESIGNED BY
 KRB : DRAWN BY
 T = 2000' : SCALE
 5/16/20, 0825 : DATE

SALINA AIRPORT AUTHORITY
 May 2020 Board Meeting Location Map

1
 OF
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North Ramp (Tony's Rd) Aircraft Storage Hangars

-52 Units

-Estimated cost: \$6M

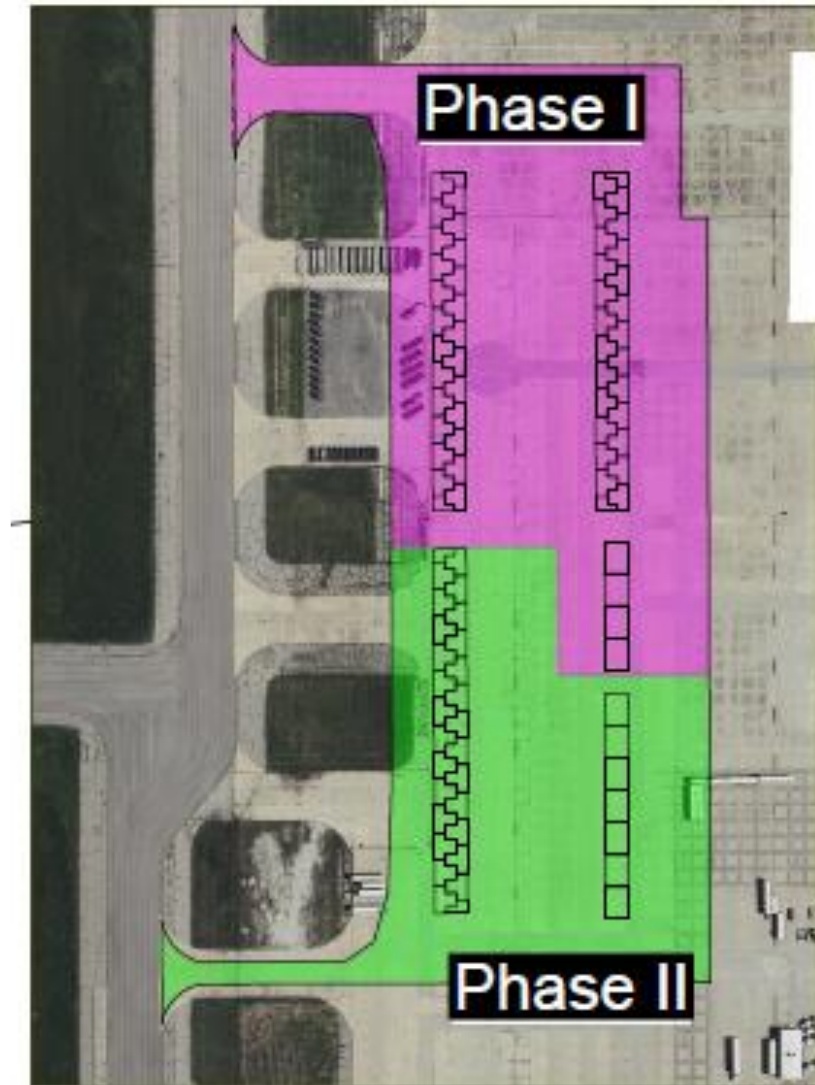
-Federal or state grant funding:
None

-Salina Airport Authority funding:
None

-Project financing: Local bank
Certificates of Participation
(COPs)

-Average monthly rental: \$675

-Prelease requirement (Three (3)
year lease): 75% or 40 units



North Ramp
Hangar Project

South Ramp (Jumper Rd) Aircraft Storage Hangars

5 Units

Estimated cost: \$600K

Federal or state grant funding:
None

Salina Airport Authority funding:
None

Project financing: Local bank
Certificates of Participation
(COPs)

Salina Airport Authority funding:
\$125K

Estimated monthly rental: \$575

Prelease requirement (Three (3)
year lease): 75% or 4 units



Jumper Road
Hangar Project

Next Steps

- Determine interest from existing hangar tenants and waiting list aircraft owners
- Obtain construction bids
 - Insulated metal building, footings and foundations, hangar floor, bifold door, electrical and paving
- Obtain project Certificate of Participation bids
 - 20-year COP's
- Obtain signed three (3) year leases from at least four (4) tenants
- SAA board of directors' final approval based upon
 - Construction bids
 - COP's bids
 - Signed leases

Directors' Forum

ALAN EICHELBERGER, CHAIRMAN

Visitor's Forum

ALAN EICHELBERGER, CHAIRMAN

Staff Reports

TIM ROGERS, A.A.E.

Announcements

KASEY WINDHORST

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Adjournment