## Salina Airport Authority Board of Directors Regular Meeting

MAY 19, 2021



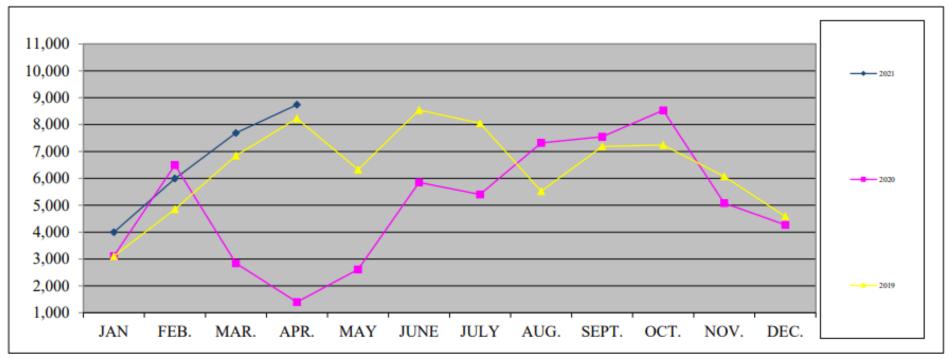
### Agenda Review

- •Attract new tenants to Airport Authority buildings and sites at the Salina Airport Industrial Center.
- Construction of new GA aircraft storage hangars.
- Reporting on the economic impact of the Salina Regional Airport and Airport Industrial Center.

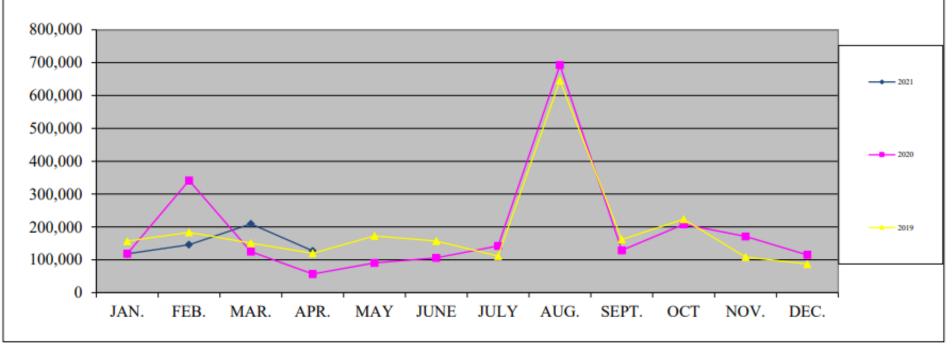
### Review of Airport Activity and Financial Reports for the Month ending April 30, 2021

TIM ROGERS, A.A.E.
SHELLI SWANSON, C.M.

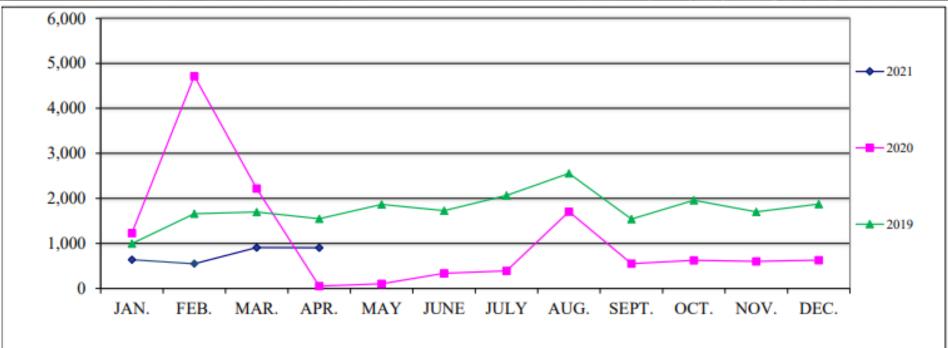


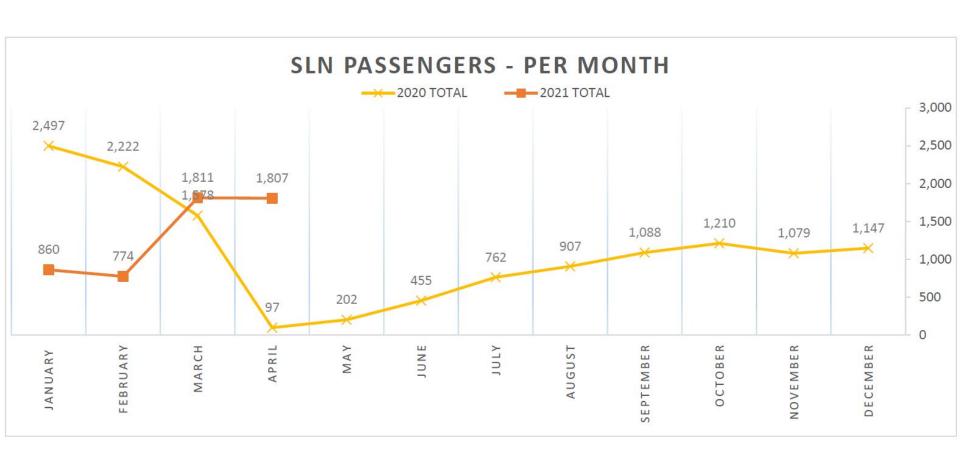


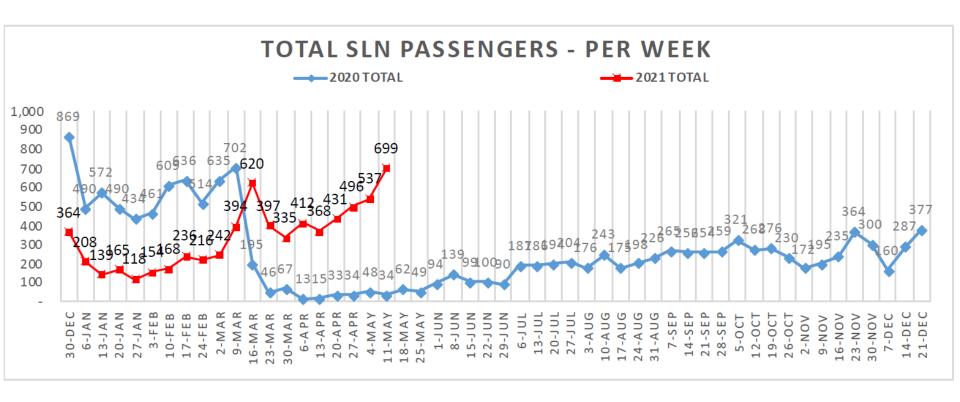












<sup>\*</sup> Passenger numbers reported are unaudited by SKW and subject to change

### Financial Reports

Salina Airport Authority
Profit & Loss Prev Year Comparison
January through April 2021

3:08 PM 05/13/2021 Accrual Basis

	Jan - Apr 21	Jan - Apr 20	\$ Change	% Change
Ordinary Income/Expense				
Income				
Total Airfield revenue	304,644.79	250,881.48	53,763.31	21.43%
Total Building and land rent	557,128.09	490,512.91	66,615.18	13.58%
Total Other revenue	19,112.50	74,515.01	-55,402.51	-74.35%
Total Income	880,885.38	815,909.40	64,975.98	7.96%
Gross Profit	880,885.38	815,909.40	64,975.98	7.96%
Expense				
Total Administrative expenses	539,408.43	494,313.72	45,094.71	9.12%
Total Maintenance expenses	399,859.11	265,195.24	134,663.87	50.78%
Total Expense	939,267.54	759,508.96	179,758.58	23.67%
Net Ordinary Income	-58,382.16	56,400.44	-114,782.60	-203.51%
Other Income/Expense				
Total Other Income	1,103,153.05	932,290.34	170,862.71	18.33%
Total Other Expense	1,232,174.39	1,142,793.00	89,381.39	7.82%
Net Other Income	-129,021.34	-210,502.66	81,481.32	38.71%
Net Income	-187,403.50	-154,102.22	-33,301.28	-21.61%

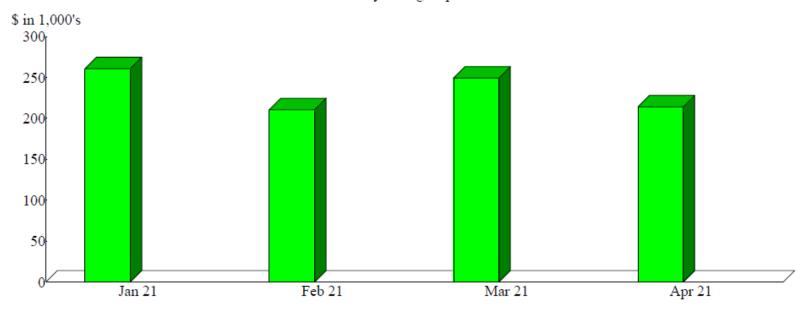
### Financial Reports

Salina Airport Authority
Capital Additions Budget vs. Actual

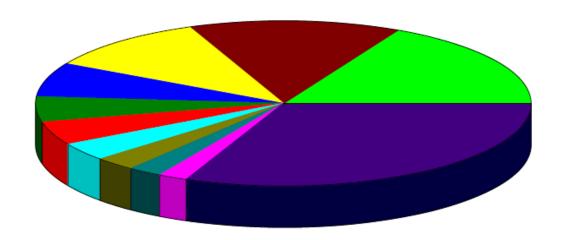
As of April 30, 2021

3:12 PM 05/13/2021 Accrual Basis

	Apr 21	Jan - Apr 21	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
Fixed Assets					
Fixed assets at cost					
Total Airfeld	69,075	336,172	663,250	-327,078	51%
<b>Total Buildings &amp; Improvements</b>	17,516	156,862	218,558	-61,696	72%
Total Equipment	67,557	536,411	1,118,185	-581,774	48%
Total Land	0	0	25,000	-25,000	0%
Total Fixed assets at cost	154,148	1,029,445	2,024,993	-995,548	51%
Total Fixed Assets	154,148	1,029,445	2,024,993	-995,548	51%

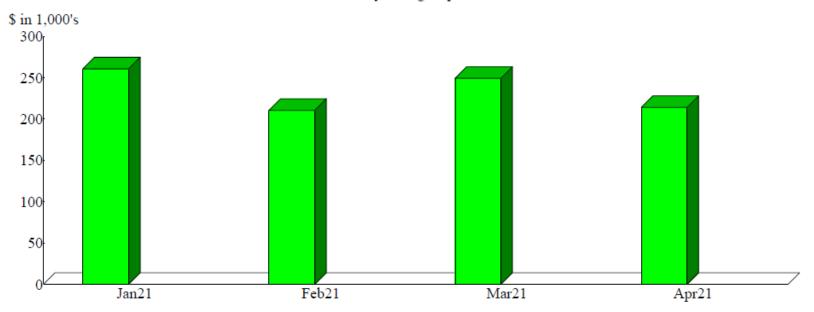


Sales Summary January through April 2021

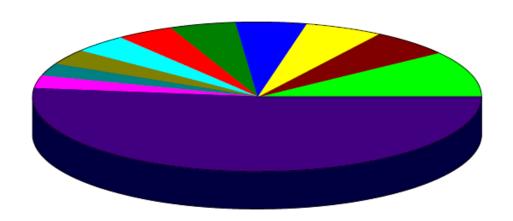


Kansas Erosion Products, LLC.	17.41%
■1 Vision Aviation, PLLC	13.89
Avflight Salina	10.91
SFC Global Supply Chain	6.79
Stryten Salina, LLC	4.97
Universal Forest Products (UFP)	4.71
Kansas State Polytechnic - Salin	a 3.65
Nellis AFB	2.80
Durham School Service, L.P.	2.30
Federal Aviation Adminis.	1.98
Other	30.58
Total	\$935,252.13

#### Sales by Month January through April 2021



Sales Summary January through April 2021



H-00959-1 (Hangar Facility H959 - 2044 S	10.07%
B-01021 (Building #1021 located at 3600	5.90
Utility Reimbursement (Utility Reimburse	5.69
Insurance(CP) (Insurance Reimbursement)	5.22
FFF-Avflight Salina (Fuel Flowage Fee @	4.87
B-00655-3 (Bldg. #655 (56,961 SF) - 2656	4.26
B-00620-1 (Building #620 (30,000 SF) an	4.08
B-00626-1 (Manufacturing facility #626 (	3.46
B-00655-4 (Bldg. #655 (33,992 SF) - 2656	2.79
H-0600-4 (Hangar 600 - 2720 Arnold Court	2.75
Other	50.91
Total	\$935,252.13

Consideration of a land lease with United Rentals Realty, LLC for 2 acres of equipment storage property at the Salina Airport Industrial Center

SHELLI SWANSON, C.M.

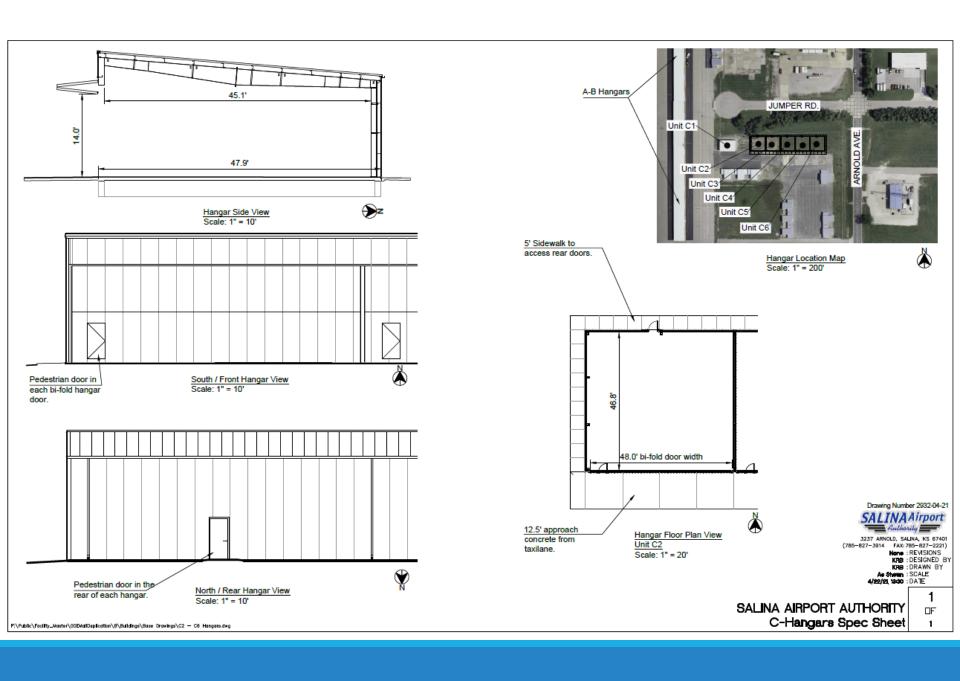
EXHIBIT A
Depiction of Premises



Consideration of signed leases for aircraft storage hangars C-2, C-3, and C-4 located at the Salina Regional Airport and authorization to issue a Notice to Proceed to Hutton for the start of construction

SHELLI SWANSON, C.M.

TIM ROGERS, A.A.E.



Presentation of the results of the 2021 Salina Regional Airport and Airport Industrial Center Economic Impact Report as prepared by the Docking Institute of Public Affairs, Fort Hays State University

SHELLI SWANSON, C.M.

TIM ROGERS, A.A.E.

#### Economic Impact Report Summary

Category	2019	2021	Percent Change
Total economic impact	\$1,168,468,360	\$1,297,934,889	+11%
Percent of Saline County GRP	41%	42%	+2.4%
Total Employment	5,996	7,005	+17%
Percent of Saline County Employment	14%	17.6%	+26%
Average Annual Salary/Wage	\$58,000	\$58,450	+1%
Average Hourly Wage	\$28.00	\$28.10	+1%

https://www.salinaairport.com/media/36624/saa-2021-report-v6-51121.pdf

### Directors' Forum

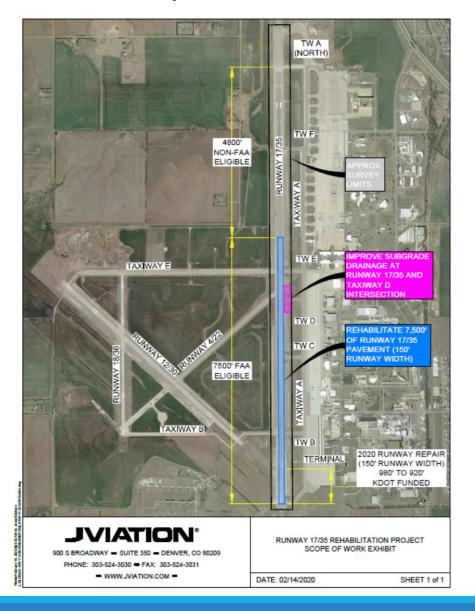
KRISTIN GUNN, CHAIR

# Visitor's Questions & Comments

### Staff Reports

TIM ROGERS, A.A.E.

### Runway 17/35 Grant



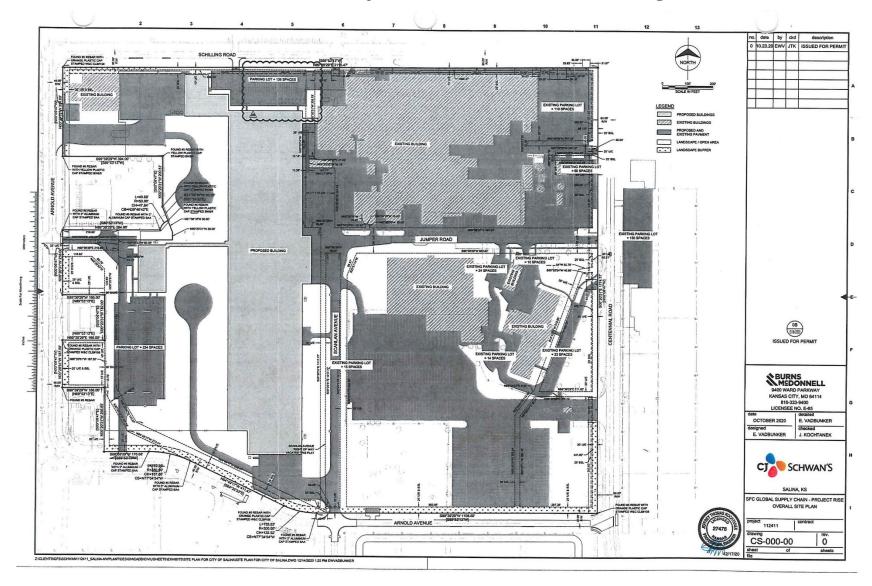
#### Runway 17/35 KDOT Grant



### Schwan's Expansion Project



### Schwan's Expansion Project

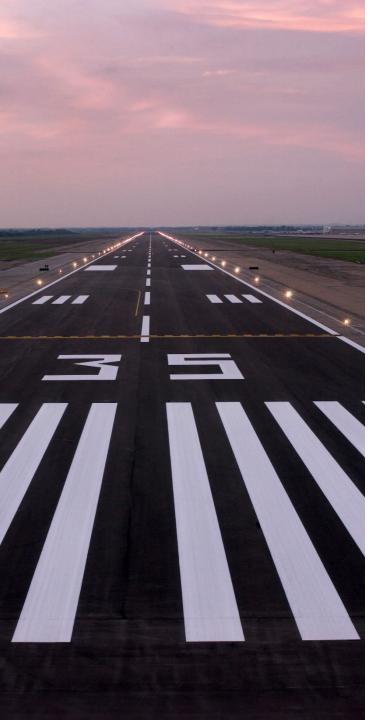


#### Leasing Activity Update

SAA Building and Hangar Leasing - June 1, 2021 SCORECARD												
Leased Properties Since March 2012 > 1-year term or greater												
Building Hangar	Su.Pt.	<u>Dan</u>	Cornet.	Monthly Long Rate	Lease Type	Estimated Annual Fielding	Consonts	Current Lease	Potential New Lease Revenue	Office	Manufacturing/ Warehouse	Artistica/
						Cost Servines	Lassed to Waters, Inc Effective 10-15-2013; 10 year firm with two additional 5-year terms; rate adjustments every five years. Initial lease rate of \$4-14 per SF per year when including commercial property insurance	Revenue				anapar.
122	6,034	Office	4.42	2,223	Net	8,500	billed as additional rental.	26,676				
394	3,951	Office	5.37	1,767	Modified Gross	12,500	Leased to Karras Legit, of Modors Venicole, focusies 38,250 op. ft. namp space for driver training [This doesn't include their CDI, course or adjacent land lease]	21,199				
412	1,697	Warehouse	9.00	LDI	Gross	0	Leased to Federal Aviation Administration effective Oct. 1, 2020. Three year agreement for this one-room lease is 184g, 412	13.576				
504	5,617	Aircraft Storage and Crew Facility for Air Medical Transport Operation	4.12	1,930	Net	15,950	Leased to AirMD, LLC db/s LifeSave effective 11-01- 2019; 5 year firm with three 5-year options.	23,160				
506-1	4,900	Utility construction shop/equipment storage	5.12	2,090	Nat	10,000	Leased to Miller Pipeline effective 4-1-2017, 3-year firm with one year option that includes rate adjustment to \$5.00/SF per year.	25,080				
530, Unit F	2,540	Office/Warshouse/Light Manufacturing	6.18	1,309	Modified Gross	1,500	Leased to Pomp's Tire -effective +1-15; Bienniel CPI adjustments	15,707				
520, Unit G	2,869	Office/Warehouse/Light Manufacturing	6.17	1,476	Modified Gross	1,200	Leased to Pomph Tire officitive 6-1-15; Rieminial CPI adjustments  Leased to Kannar State University Polytechnic-Interim	17,713				
620	13,350	OfficeNangerMulti-purpose  Light manufacturing or warshouse	5.78	6,403	Modified Gross Nat	5,500	Lassaci is Names to the University Profescious-interim Applied Aviation Research Center Lassaci to Universal Forest Products effective 5/1/12; entered into their third 3-year term on 11-1-18.	77,195				
655	41,006	Warehouse	1.91	6,515	Modified Gross	9,000	Lussed to KS Evosion Froducts effective Jan. 1, 2019 for short-term storage. New two year lease effective Dec. 1, 2019	78,190				
655	56,961	Warehouse	2.10	9,970	Modified Gross	25,000	Leased to Stryten Manufacturing for battery storage - three - year lease effective Oct. 1, 2020.	119,640				
723	9,359	Machine shop or warshouse	3.51	2,735	Modified Net	14.000	Leased to Wichita Wiswester Works Co effective 4/1/14; 2 year term lease with options.	32,920				
824	12,353	Office and warehouse or vehicle maintenance	4.53	4,667	Nat	25,000	Leased to Durham School Services effective 9-1-2020 - five year term with 3, five year options	56,004				
959 1021	129,734	Aircraft maintenance repair and overhand	2.18 5.51	23,545	Net Modified Gross	200,000	Lassed to 1 Vision Avistion effective July 1, 2019; 5 year firm lease term with three 5-year options.  Lassed to Quality Drive Away as but disptach center.	282,540				
1001	30,496	Warehouse facility - erosion control warties and blasiosts	1.40	3,550	Nat	25,000	Leased to Ka Tronion Control, LLC., for product storage.	42,600				
1021	34,863	Manufacturing facility - erosion control warties and blankets	4.75	13,800	Nat	33,248	Leased to Ks Erosion Control, LLC., 75.5 month term with graduated rental schedule from \$0.00- \$4.75/SF/YR. Total term next \$902,078	165,600				
Total Long-term Learns Leaned Properties - Co	386,932 szrzenti 5%	ort-ierm (1 month - 1 year)	2.89	93,236		405,898		1,118,001				
		Office/Warenouse/Ugitz					Leased to Gartner Refrigeration for one year with					
313 626	11,884	Manufacturing Warehousing / Hangar	5.30	5,250 8,090	Net Modified Gross	10,000	options.  Leased to Schwan's - One year agreement	63,000 97,000				
713	42,649	Warehouse	0.94	1,150	Modified Gross	5,000	Leased to Kansas Erosion for finished product storage	40,200				
724	16,919	Warehouse	3.20	4,510	Modified Gross	5,000	Leased to Agoo Corporation - 1 year with options for combine component storage	54,120				
Total Short-term Leaved	118,640		2.14	21,200		38,500		254,400				
Properties Available	for Leas	ie.										
412	11,943	Office/Warehouse/Light Manufacturing	5.00	4,976	Net		Facility became available Oct. 1, 2016		59.715	2,120	9,823	
506-2	4,900	Aircraft Storage	3.29	1.343	Nat		Facility became available in late 2020		16.121		-	4.90
520-A	5,350	Office/Light manufacturing	5.75	2,564	Modified Gross		Facility became available Oct. 2017		30,763	5,350		
520-6	2,886	Office/Light manufacturing	5.82	1,400	Modified Gross		Facility became available in Aug. 2000		16,797	1,114	1,772	
509	45,512	Flight training or aircraft storage	5.85	22,197	Modified Gross		Facility became available on March 15, 2019		266,362			45,533
595	20,000	Warehouse Business jet, Regional jet MRO,	4.00	6,667	Net	-	Facility being vacated by Schwan's		80,000		20,000	
600 ISE remaining)	54,958	Flight training or alteraft storage	630	28,853	Net	-	Facility became vacant March 2012 and has been		346,235	-		54.95
606	49,222	Warehousing	6.30	25,842	Modified Gross		leased for various short-term occupancies.		310,099			49,222
655	7,860	Office	2.00	1,310	Net	<del>                                     </del>	Secame available on Jan. 1, 2018		15.720	7,860		
673	8,583	Warehouse	1.00	715	Net	<u> </u>			8,583		8,583	
724	13,745	Warehousing	14.75	3,665	Modified Gross	<del>-</del>	Sacility became available Mar. 1, 2018		43,984		13,745	
820 1021 (SF remaining)	2,356	Office	5.50	1,527	Net		HACHEY DACANIA AVAILABLE May, 1, 2018		18,321	3,331		
1021 (SF remaining) Total Available For Leave	230,566	Cettor	5.60	1,527	3900	<u> </u>			1,245,975	22,031	53,923	154.61
THE RESERVE THE LEGISLE									- CH10/F/3	Zejudi	30,923	LIPONI.
Total SAA Bidg, Sq. Pt. Total Leaved	1.163.671	Compared to Fell 2016 699.241	Cornogred 677,355	to Aaril 20	4							
Vecency	20%	40%	42% 58%									
Occupancy >1 year Balance to 2020 Goal of	90% 70%	60%	207									
80% occupancy	56,045											
	-											

### Announcements

- Sierra Nevada Corporation
  - Tentative May 31-June 19
- Ft. Riley Division Artillery
  - June 16 24
- 1st ABCT Brigade Ft. Riley
  - June 28 July 10



### Adjournment