

Salina Airport Authority Board of Directors Regular Meeting

JUNE 16, 2021



Agenda Review

- Develop and maintain Salina Regional Airport runways, taxiways and aircraft parking areas
- Finance 2022 Airport and Airport Industrial Center capital improvement projects
- Scheduled air service development for the residents of Salina, Saline County and North Central Kansas

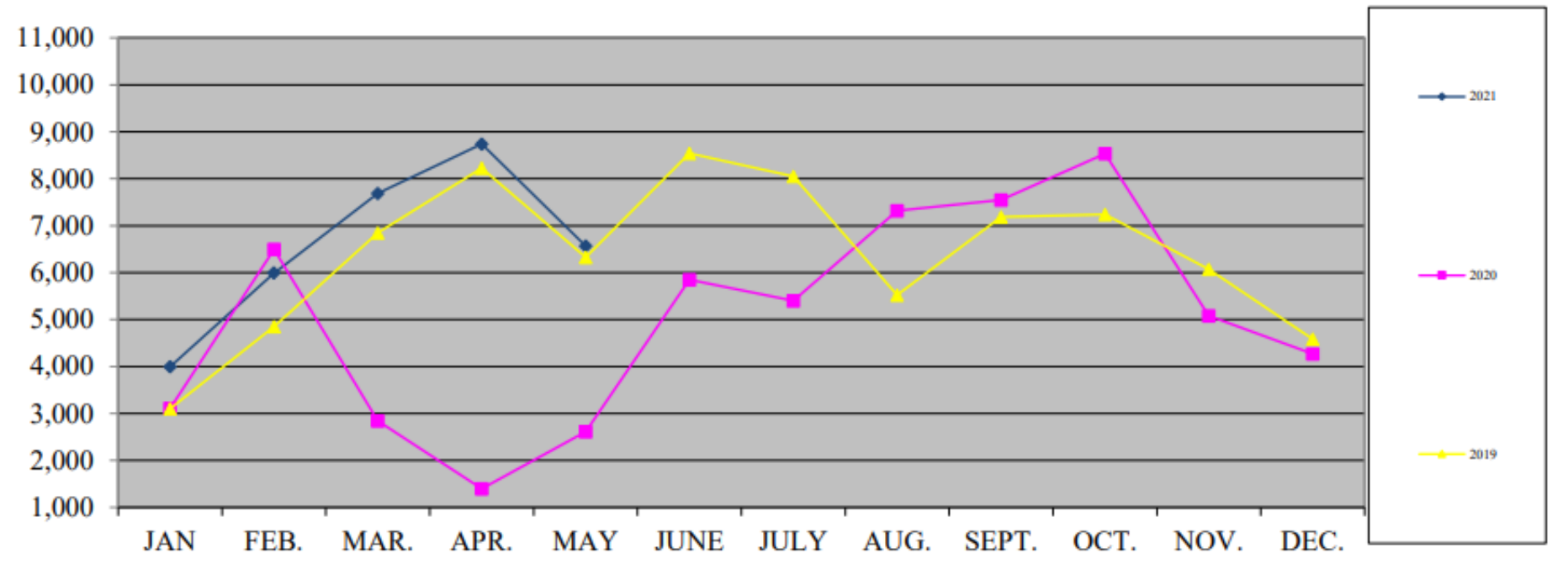
Review of Airport Activity and Financial Reports for the Month ending May 31, 2021

TIM ROGERS, A.A.E.

SHELLI SWANSON, C.M.

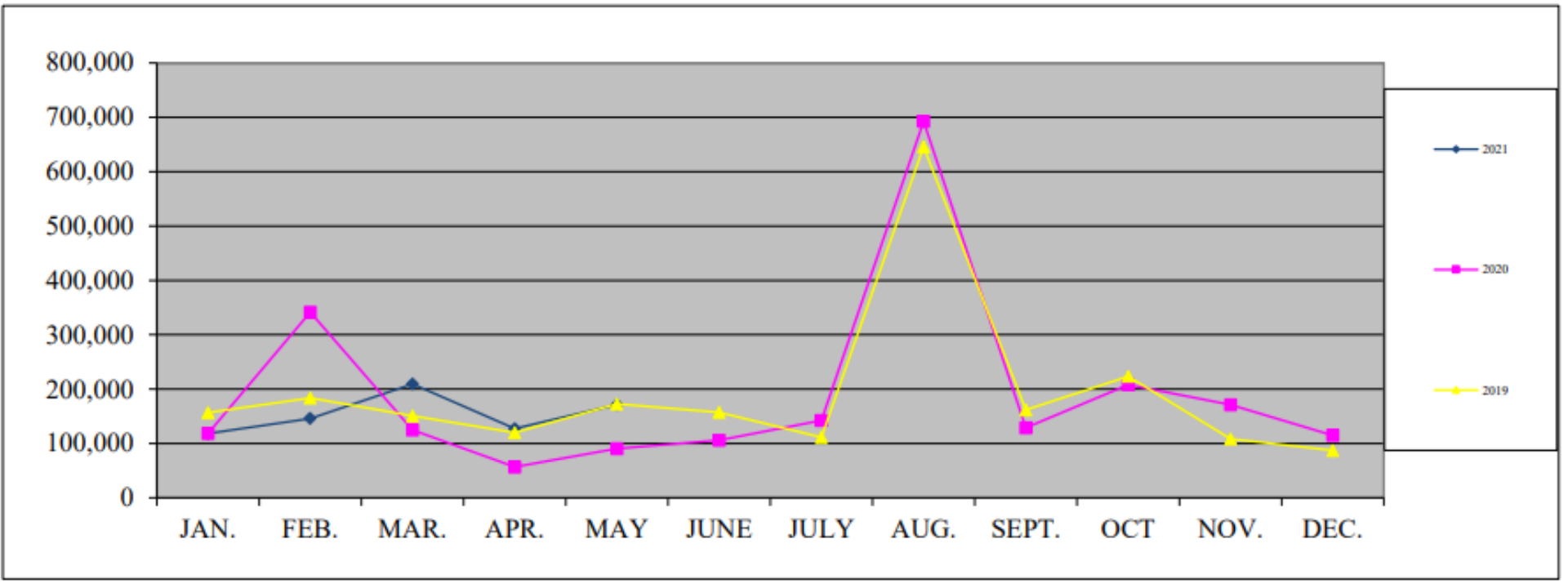


Air Traffic

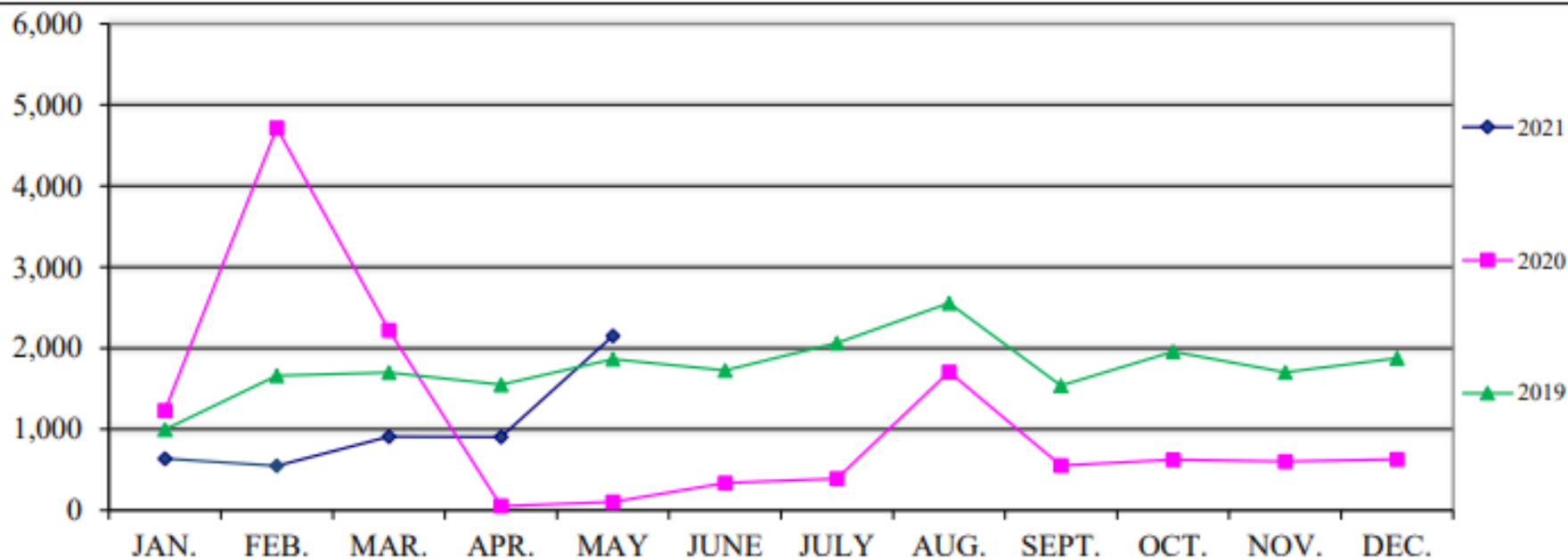




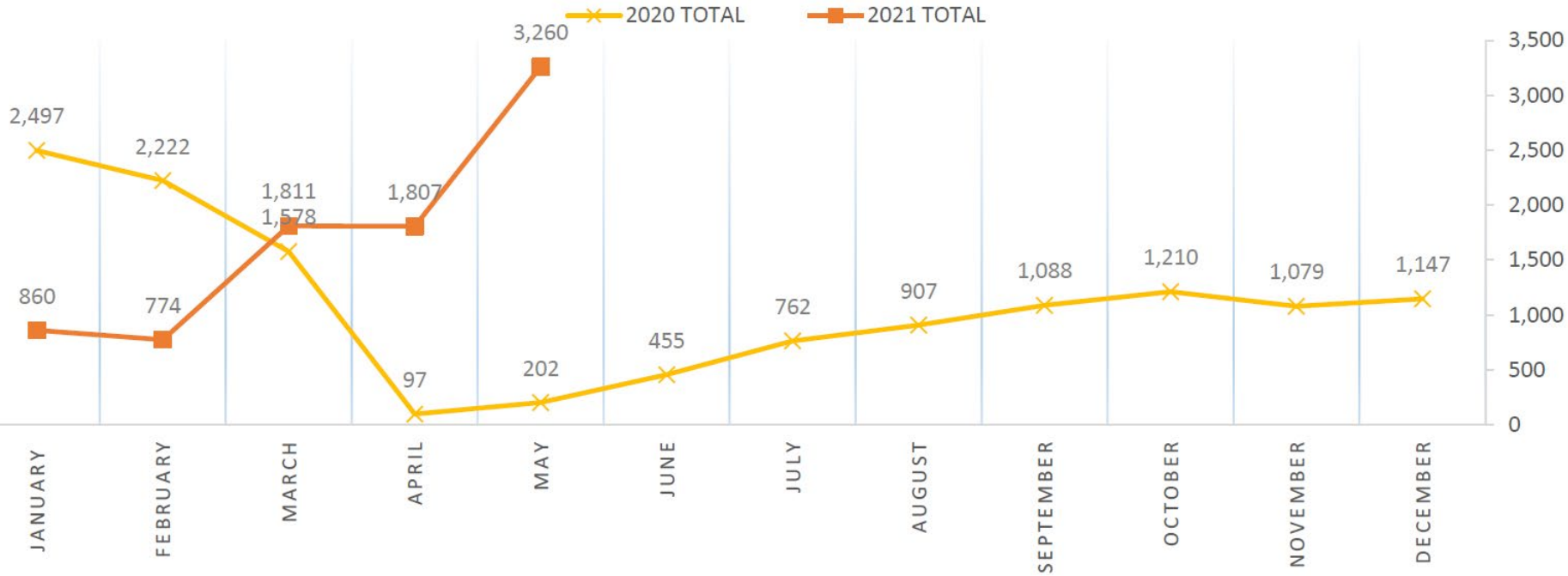
Fuel Flowage



Enplanements



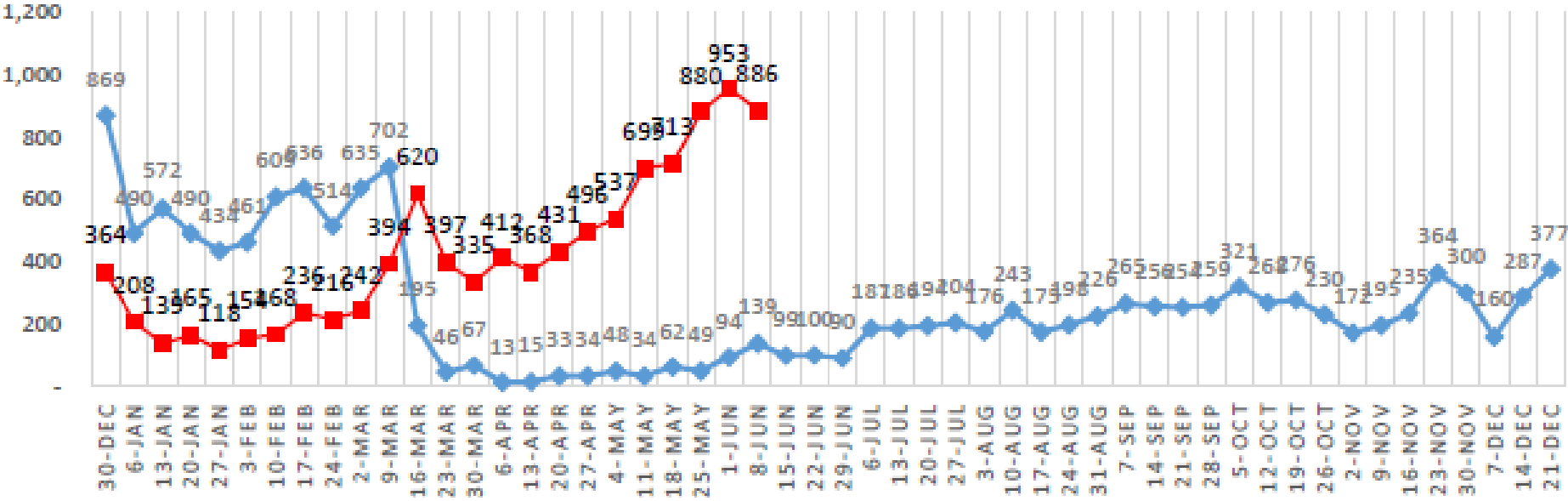
SLN PASSENGERS - PER MONTH



TOTAL SLN PASSENGERS - PER WEEK

2020 TOTAL

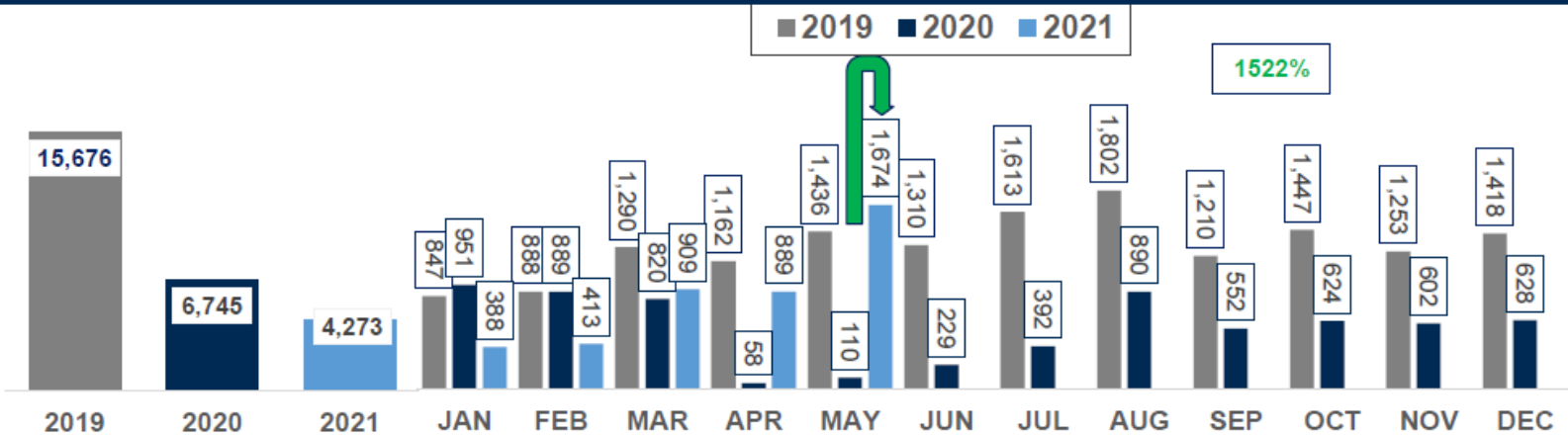
2021 TOTAL



Key Performance Indicators – Salina Regional Airport

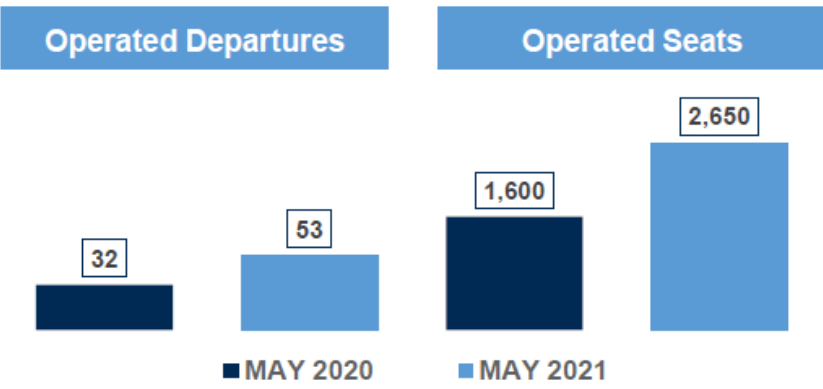
Airport Board Dashboard

1 Salina Outbound Passenger Enplanements

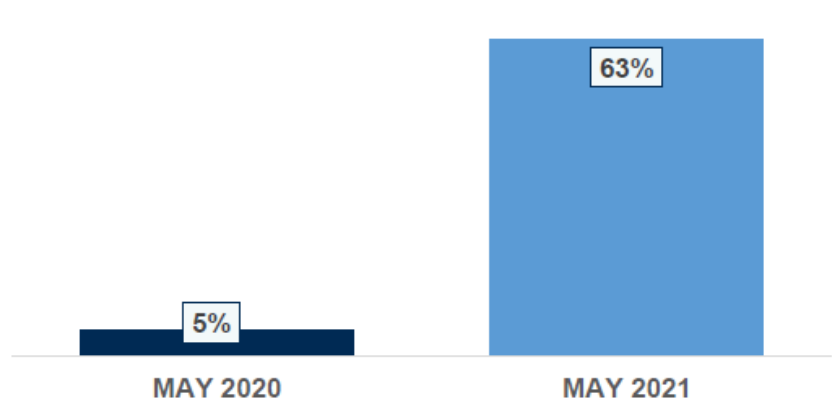


Source: Jan 2019 – Dec 2020: US Department of Transportation, 2021: SkyWest

2 Salina Outbound Operated Departures and Seats: May 2021 vs. May 2020



3 Salina Load Factor: May 2021 vs. May 2020



Source: 2020 – US Department of Transportation. 2021 – SkyWest

Key Performance Indicators – Salina Regional Airport

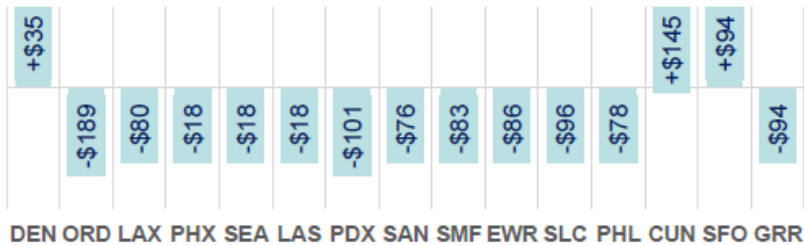
Airport Board Dashboard

4

Leisure Market Fare Differential

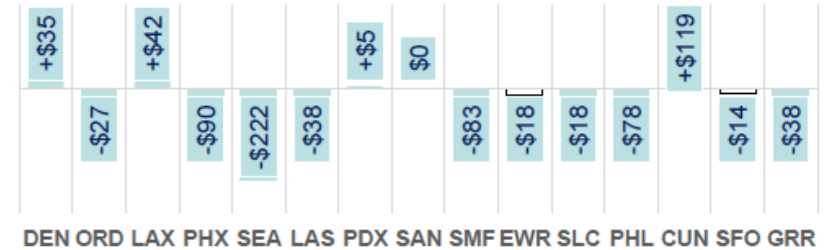
Salina vs. United at Wichita

→ 15 of 15 leisure fares are within the \$75 each way friction cost of United at Wichita, with twelve cheaper



Salina vs. United at Kansas City

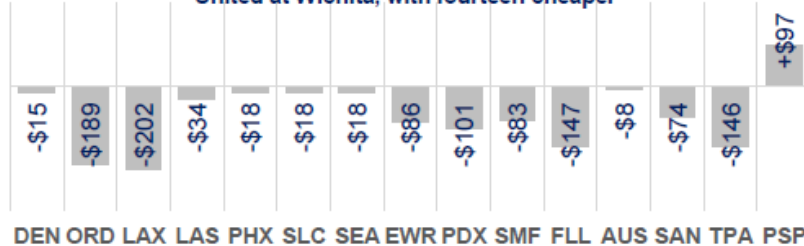
→ 15 of 15 leisure fares are within the \$75 each way friction cost of United at Kansas City, with ten cheaper



Source: itasoftware.com as of 06/09/21 - Roundtrip Fare for Travel 07/15/21 returning 07/22/21

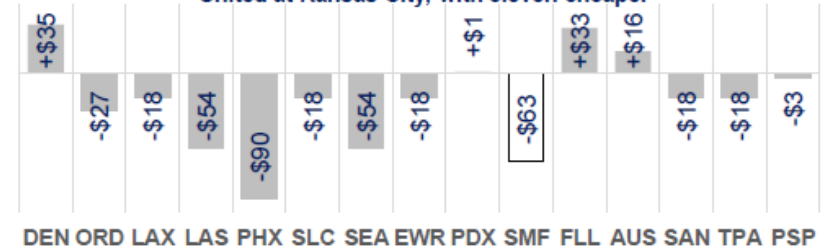
Last Month - Salina vs. United at Wichita

→ 15 of 15 leisure fares are within the \$75 each way friction cost of United at Wichita, with fourteen cheaper



Last Month - Salina vs. United at Kansas City

→ 15 of 15 leisure fares are within the \$75 each way friction cost of United at Kansas City, with eleven cheaper

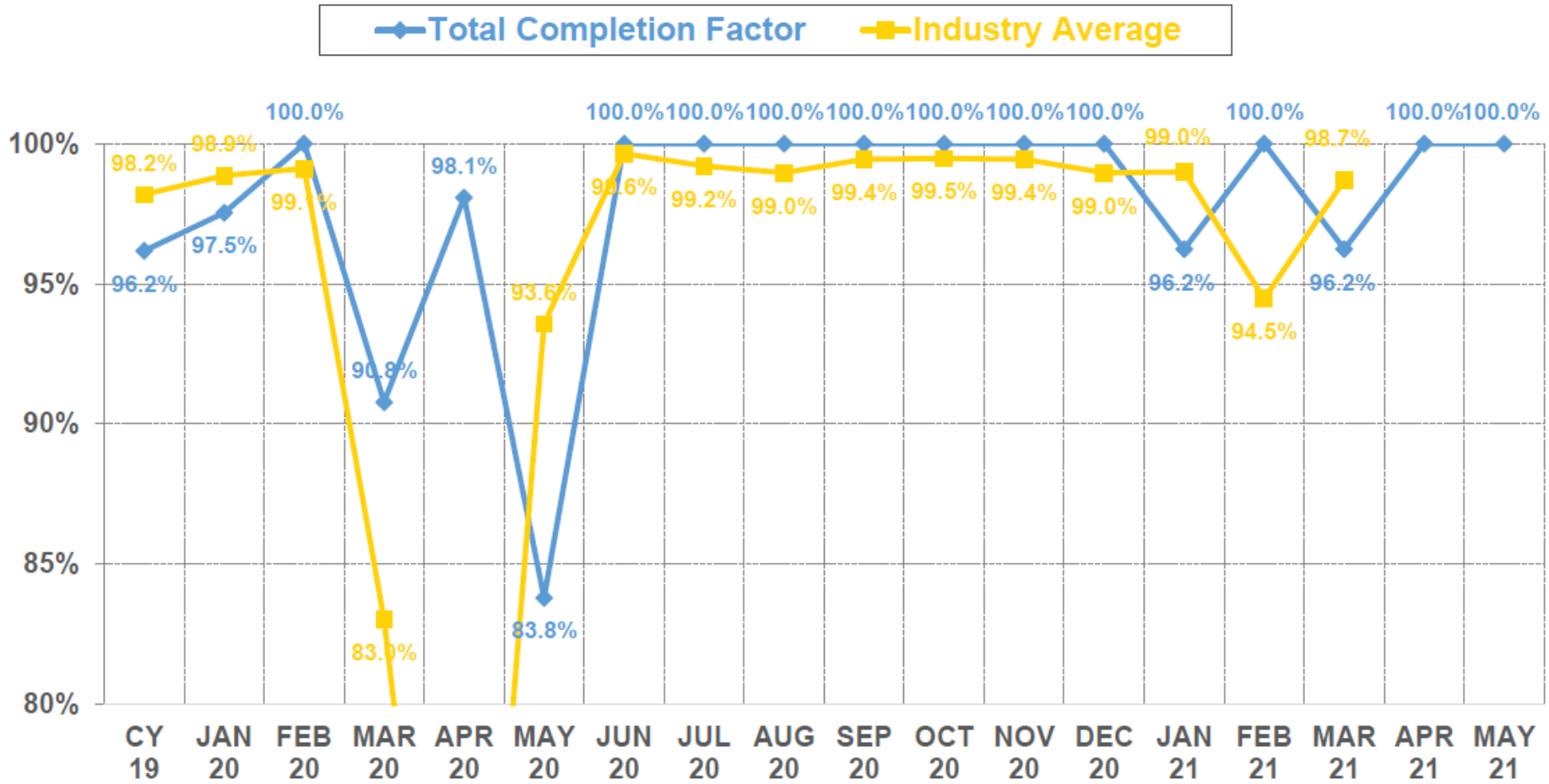


Source: itasoftware.com as of 05/05/21 - Roundtrip Fare for Travel 06/10/21 returning 06/17/21

Key Performance Indicators – Salina Regional Airport

Airport Board Dashboard

5 Total Completion Factor (Including Weather) at Salina



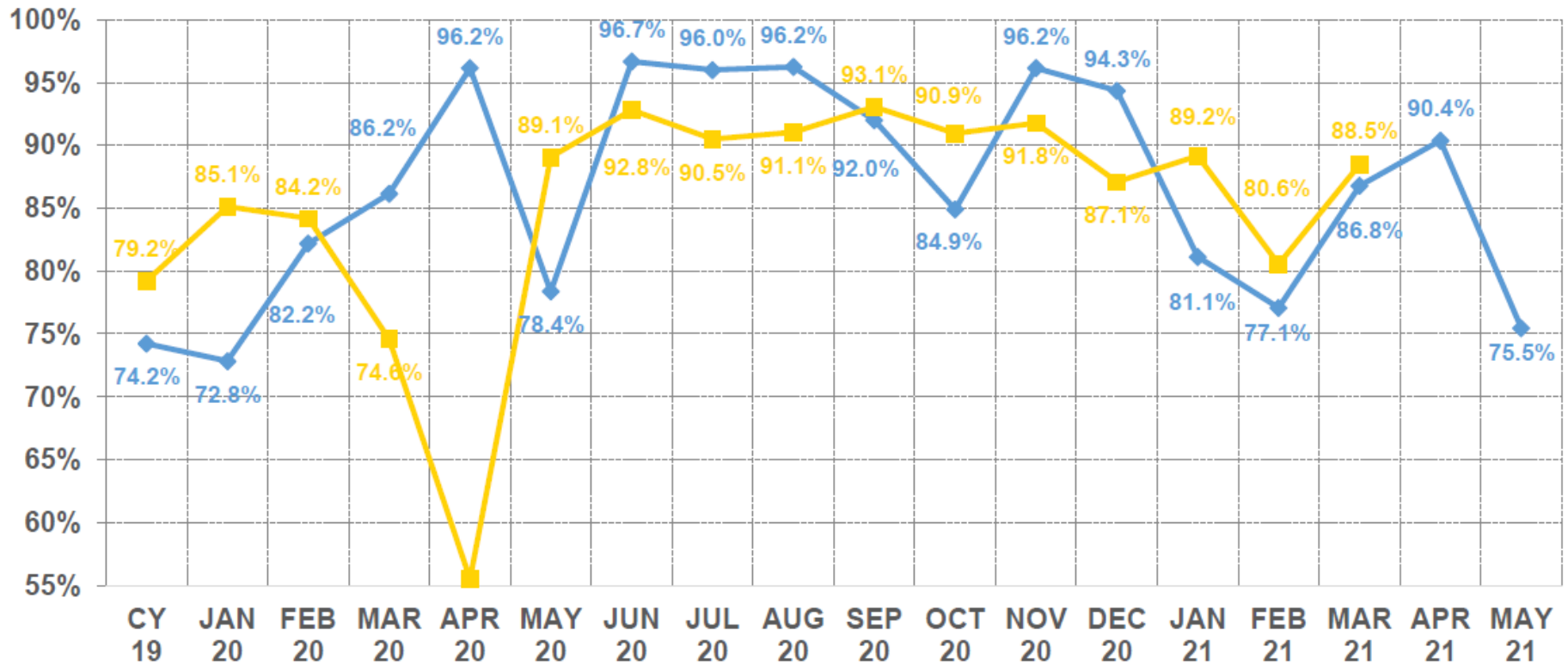
Key Performance Indicators – Salina Regional Airport

Airport Board Dashboard

6

Arrivals at Salina within 14 Minutes

◆ A14 Percent ■ Industry Average



Financial Reports

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

11:55 AM
 06/11/2021
 Accrual Basis

	Jan - May 21	Jan - May 20	\$ Change	% Change
Ordinary Income/Expense				
Income				
Total Airfield revenue	394,341.40	319,001.77	75,339.63	23.62%
Total Building and land rent	701,217.20	621,305.67	79,911.53	12.86%
Total Other revenue	27,911.20	90,841.56	-62,930.36	-69.28%
Total Income	1,123,469.80	1,031,149.00	92,320.80	8.95%
Gross Income	1,123,469.80	1,031,149.00	92,320.80	8.95%
Expense				
Total Administrative expenses	640,043.06	623,746.58	16,296.48	2.61%
Total Maintenance expenses	472,472.70	343,243.13	129,229.57	37.65%
Total Expense	1,112,515.76	966,989.71	145,526.05	15.05%
Net Ordinary Income	10,954.04	64,159.29	-53,205.25	-82.93%
Other Income/Expense				
Total Other Income	2,097,690.51	1,851,255.17	246,435.34	13.31%
Total Other Expense	1,523,119.56	1,428,491.25	94,628.31	6.62%
Net Other Income	574,570.95	422,763.92	151,807.03	35.91%
Net Income	585,524.99	486,923.21	98,601.78	20.25%

Financial Reports

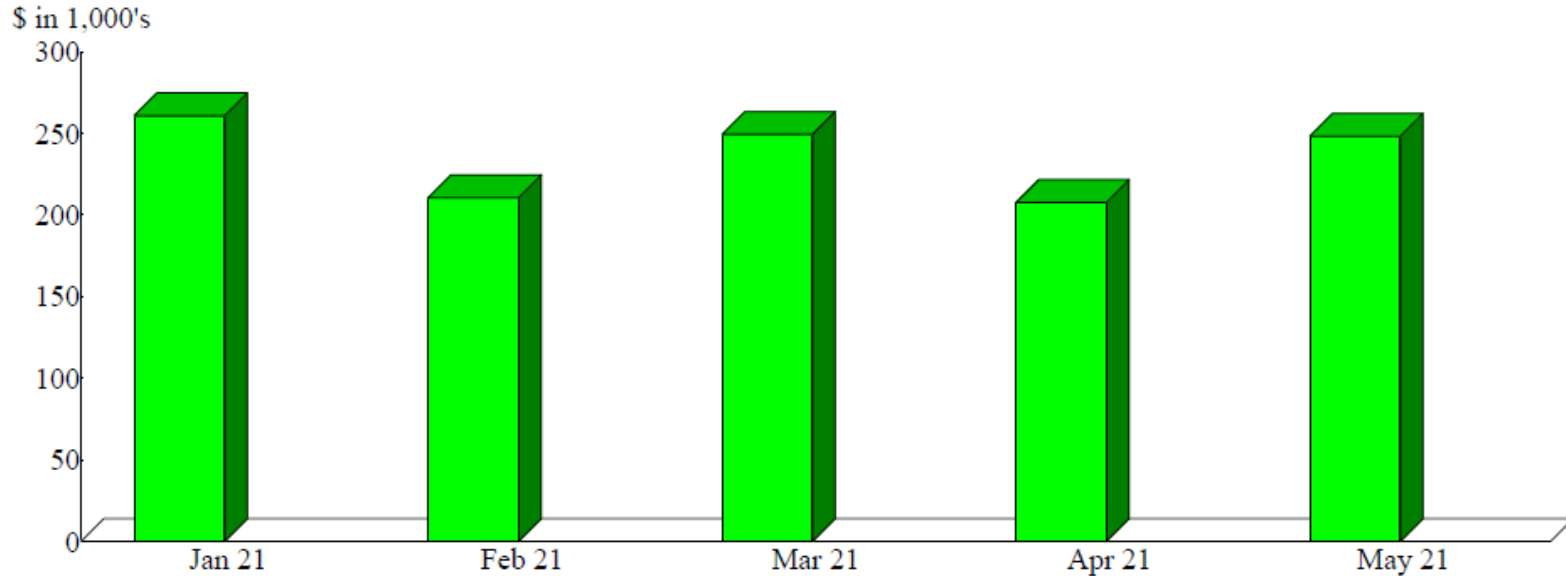
Salina Airport Authority
Capital Additions Budget vs. Actual
 As of May 31, 2021

12:00 PM
 06/11/2021
 Accrual Basis

	<u>May 21</u>	<u>Jan - May 21</u>	<u>Annual Budget</u>	<u>+/- Annual Budget</u>	<u>% of Annual Budget</u>
ASSETS					
Fixed Assets					
Fixed assets at cost					
Total Airfeld	0	336,172	663,250	-327,078	51%
Total Buildings & Improvements	0	156,862	218,558	-61,696	72%
Total Equipment	35,000	571,411	1,118,185	-546,774	51%
Total Land	<u>0</u>	<u>0</u>	<u>25,000</u>	<u>-25,000</u>	<u>0%</u>
Total Fixed assets at cost	<u>35,000</u>	<u>1,064,445</u>	<u>2,024,993</u>	<u>-960,548</u>	<u>53%</u>

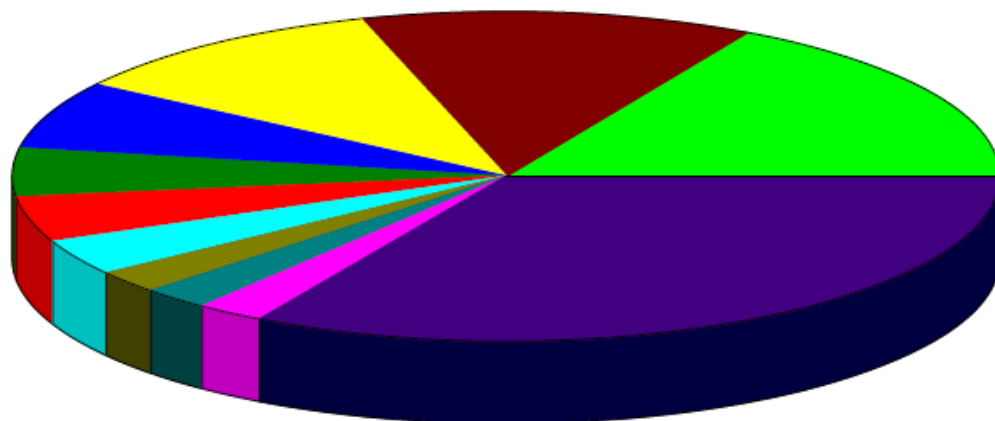
Sales by Month
January through May 2021

Dollar Sales



Sales Summary
January through May 2021

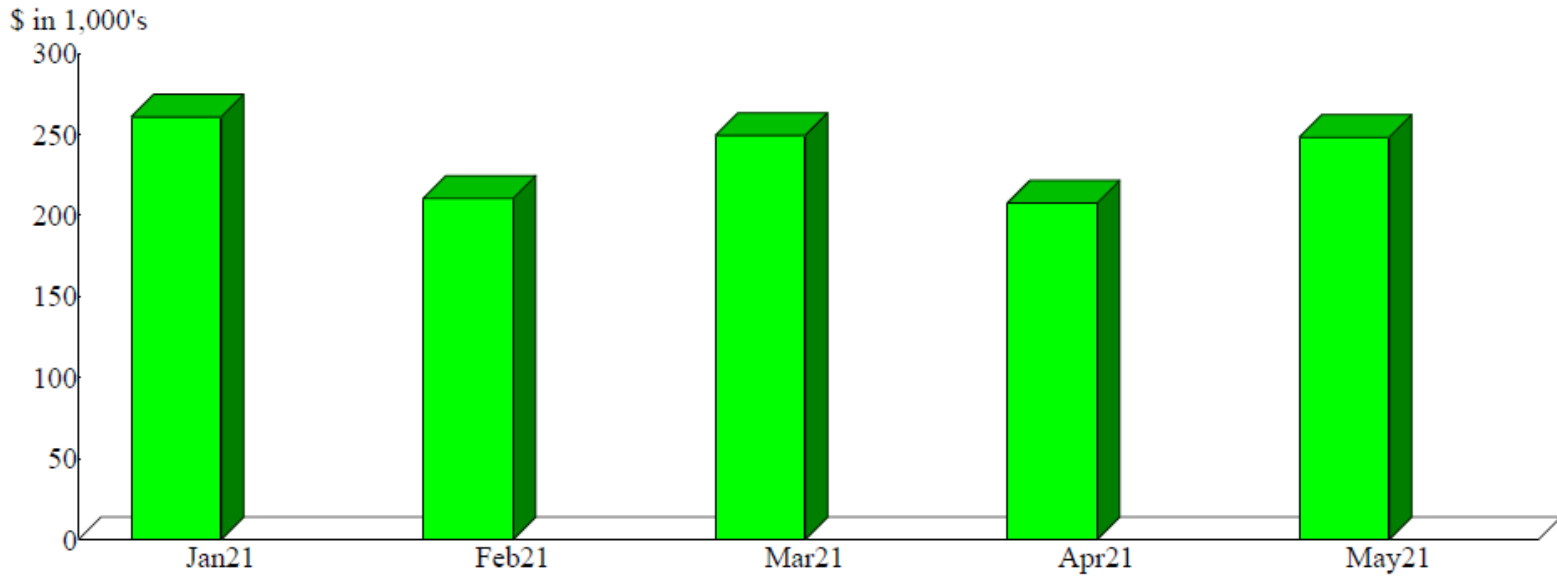
Kansas Erosion Products, LLC.	16.87%
1 Vision Aviation, PLLC	13.04
Avflight Salina	10.84
SFC Global Supply Chain	6.72
Stryten Salina, LLC	4.86
Universal Forest Products (UFP)	4.56
Kansas State Polytechnic - Salina	3.61
AGCO Corporation	2.32
Durham School Service, L.P.	2.29
Nellis AFB	2.23
Other	32.67
Total	\$1,177,049.10



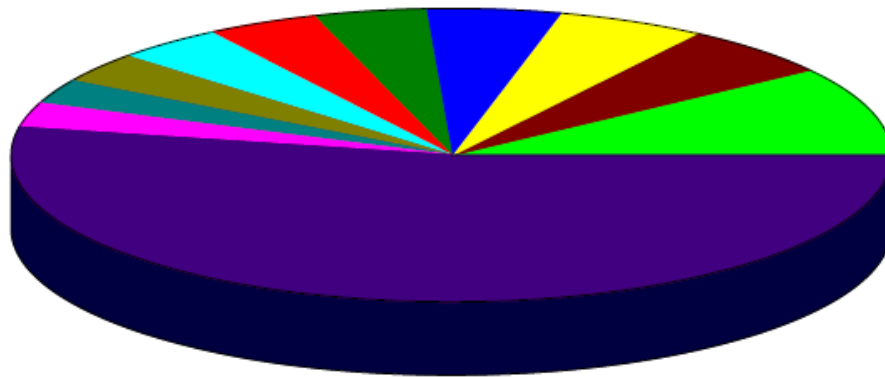
By Customer

Sales by Month
January through May 2021

Dollar Sales



Sales Summary
January through May 2021



H-00959-1 (Hangar Facility H959 - 2044 S	10.00%
B-01021 (Building #1021 located at 3600	5.86
Utility Reimbursement (Utility Reimburse	5.47
FFF-Avflight Salina (Fuel Flowage Fee @	4.98
B-00655-3 (Bldg. #655 (56,961 SF) - 2656	4.24
Insurance(CP) (Insurance Reimbursement)	4.15
B-00620-1 (Building #620 (30,000 SF) an	4.05
B-00626-1 (Manufacturing facility #626 (3.44
B-00655-4 (Bldg. #655 (33,992 SF) - 2656	2.77
H-0600-4 (Hangar 600 - 2720 Arnold Court	2.73
Other	52.32
Total	\$1,177,049.10

By Item

A review and update of Federal Aviation Administration and Kansas Department of Transportation grant funding for Salina Regional Airport improvements projects

SHELLI SWANSON, C.M.

TIM ROGERS, A.A.E.

FAA and KDOT Grant Funding Summary

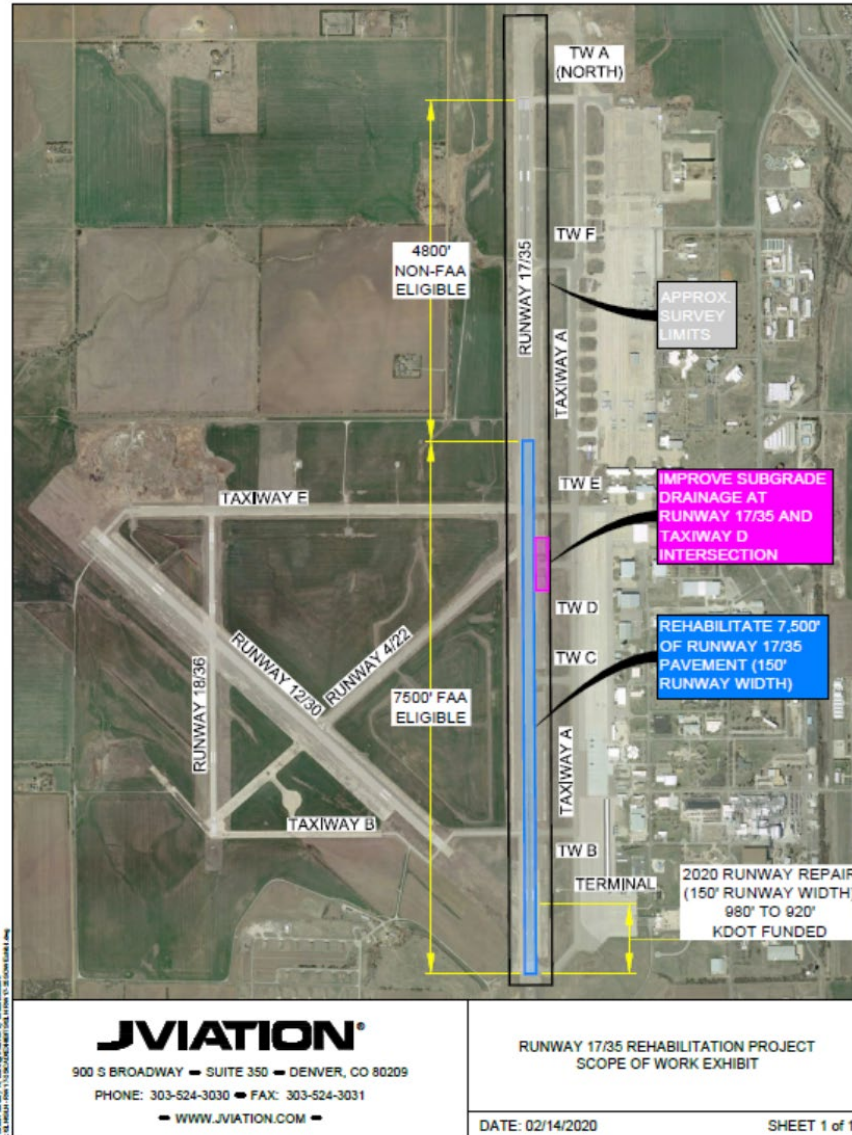
Calendar Year	Project	Total Cost	Grant \$	Agency	SAA Local Share
2022	Runway 17/35, South 7,500 ft	\$ 4,321,531	\$ 3,115,345	FAA	\$ 1,206,186
2022	Runway 17/35, North 4,800 ft	2,806,108	2,244,886	KDOT	561,222
2023	Design Terminal parking lot rehab	150,000	135,000	FAA	15,000
2024	Construct Terminal building parking	1,544,000	1,389,600	FAA	154,499
2024	Design PH 305 rehab	250,000	225,000	FAA	25,000
2025	Construct PH 305 rehab	1,348,011	123,209	FAA	134,802
		<u>\$ 10,419,650</u>	<u>\$ 7,233,040</u>		<u>\$ 2,096,709</u>

Mill Levy / Matching Grant Funds

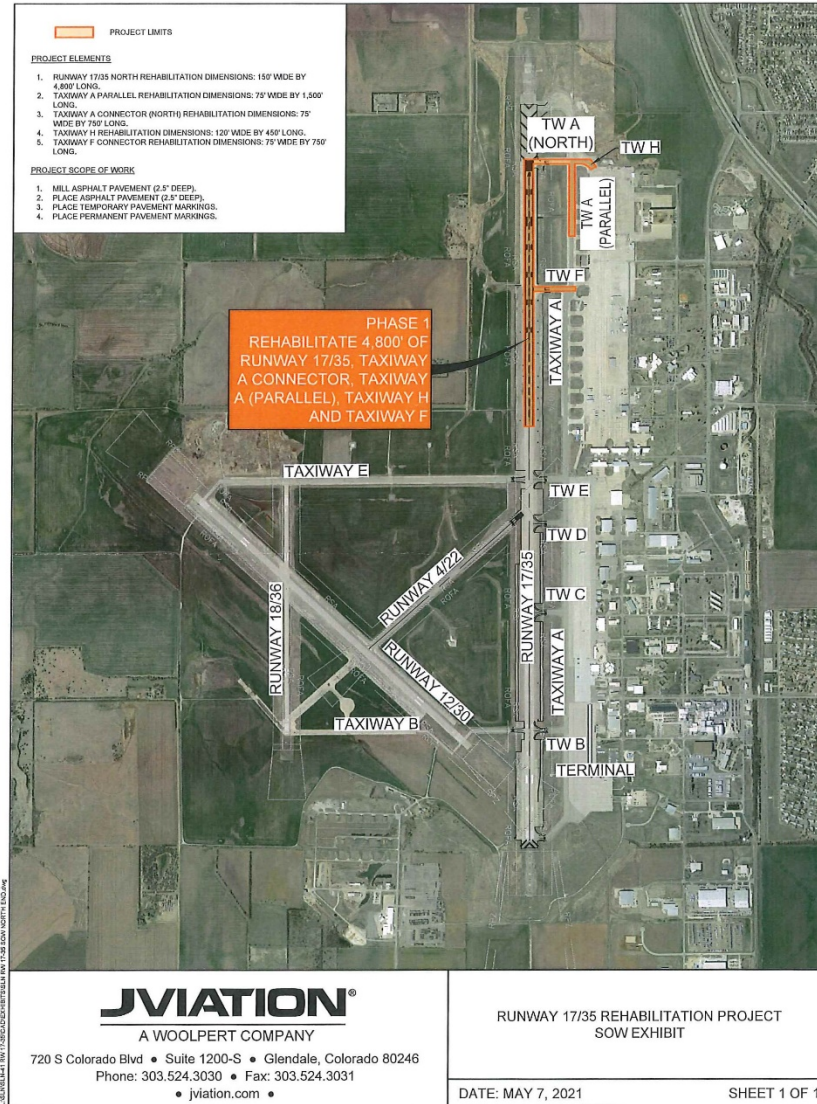
Balance as of 05/31/2021	\$ 313,206
Anticipated tax receipts through 12-31-2021	35,000
Reimbursement from AIP 42 grant (Rwy 17/35 A/E)	386,728
Total projected balance at 12-31-2021	<u>\$ 734,934</u>

Runway 17/35, South 7,500 ft (FAA)	\$ 120,619
Runway 17/35, North 4,800 ft (KDOT)	561,222
Total estimated 2022 local match	<u>\$ 681,841</u>

Runway 17/35 Grant



Runway 17/35 KDOT Grant





Pump House 305 Rehabilitation



Consideration of SAA Resolution No. 21-03 declaring the Salina Airport Authority's intent to levy a one mil tax to provide funds to match federal or state grants relating to the development, improvement, operation, or maintenance of the Salina Regional Airport

SHELLI SWANSON, C.M.

Consideration of SAA Resolution No. 21-04 authorizing the sale of taxable general obligation bonds

SHELLI SWANSON, C.M.

Salina Airport Authority
Taxable General Obligation Bonds
Series 2021-A

Total Issue Sources And Uses

Dated 08/17/2021 | Delivered 08/17/2021

	Hangar 959 Portion	Hangar 504 Portion	Issue Summary
Sources Of Funds			
Par Amount of Bonds	\$2,145,000.00	\$215,000.00	\$2,360,000.00
Total Sources	\$2,145,000.00	\$215,000.00	\$2,360,000.00
Uses Of Funds			
Principal Due on 2019-1 Notes	2,045,000.00	205,000.00	2,250,000.00
Costs of Issuance	45,990.26	4,609.74	50,600.00
Total Underwriter's Discount (1.250%)	26,812.50	2,687.50	29,500.00
Interest Due on 2019-1 Notes	25,562.50	2,562.50	28,125.00
Rounding Amount	1,634.74	140.26	1,775.00
Total Uses	\$2,145,000.00	\$215,000.00	\$2,360,000.00

6/4/2021 | 10:58 AM

Scheduled air service development and terminal building improvements update

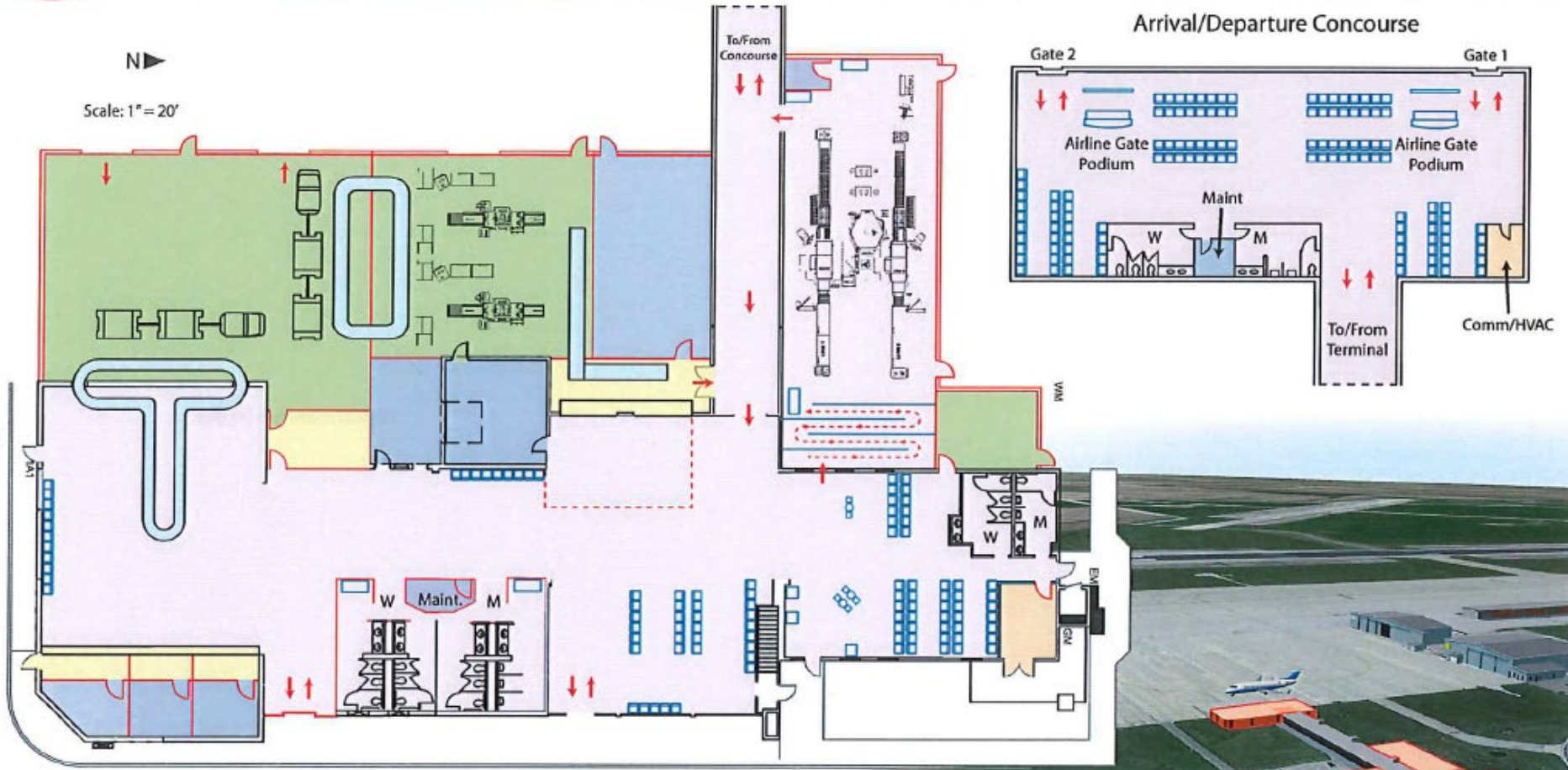
TIM ROGERS, A.A.E.

M.J. Kennedy Air Terminal Passenger Concourse Before / After





Scale: 1" = 20'



LEGEND			
	Eligible Space		Prorated Shell Only
	Eligible Equipment		Prorated Space
	Ineligible Space		Prorated Finishes Only

A review of all bank and service fees paid by the Salina Airport Authority during Q1 2021

TIM ROGERS, A.A.E.

SHELLI SWANSON, C.M.

Salina Airport Authority
Bank Fee Analysis
Jan. 1 - March 31, 2021

Date of Analysis - June 2021

Service Description	<u>Bennington State Bank</u>				<u>First Bank Kansas</u>				<u>Sunflower Bank</u>				<u>UMB</u>			
	Unit Price	Unit	Volume	Total Cost Q1	Unit Price	Unit	Volume	Total Cost Q1	Unit Price	Unit	Volume	Total Cost Q1	Unit Price	Unit	Volume	Total Cost Q1
ACH File				-				-	\$ 5.00	Per file	12	60.00	3.50	Per file	12	42.00
ACH Originated Items				-	0.12	Per item	122	14.64	0.15	Per item	122	18.30	0.13	Per item	122	15.86
ACH Origination Maintenance	25.00	Month	3	75.00	10.00	Month	3	30.00	30.00	Month	3	90.00	35.00	Month	3	105.00
ACH Positive Pay Maintenance				-	0.12	Per item	3	0.36	30.00	Per item	3	90.00	10.00	Month	3	30.00
Check Positive Pay Exceptions				-				-	1.00	Per item	8	8.00				-
Credits				-	0.12	Per item	104	12.48	0.15	Per item	104	15.60	0.14	Per item	104	14.56
Corporate Credit Cards				-				-			0	-			0	-
Deposited Items				-	0.12	Per item	187	22.44	0.12	Per item	187	22.44	0.14	Per item	187	26.18
Direct Deposit Items (Payroll processing)				-	10.00	Per month	3	30.00			0	-			0	-
Direct Token Capability				-				-			0	-			0	-
Incoming Wire Transfer				-	10.00	Per item	4	40.00	16.00	Per item	4	64.00	0.14	Per item	4	0.56
Online Banking Per Account				-	25.00	Month	3	75.00	35.00	Month	3	105.00	30.00	Month	3	90.00
Online credit card management -				-				-			0	-			0	-
Other - flat monthly fee business checking	10.00	Month	3	30.00	6.00	Month	3	18.00								
Outgoing Domestic Wire				-	15.00	Per item	8	120.00	22.00	Per item	8	176.00	15.00	Per item	8	120.00
Pledged Collateral				-				-			0	-			0	-
Positive pay ACH Exception				-				-	1.00	Per item	2	2.00			2	-
Positive Pay NR Maintenance	25.00	Month	3	75.00	\$ 50.00	Month	3	150.00	35.00	Month	3	105.00	\$ 50.00	Month	3	150.00
Positive Pay NR Per item				-				-	0.10	Per item	248	24.80	0.09	Per item	248	22.32
Remote Deposit Capture Items				-				-	0.12	Per item	186	22.32	0.14	Per item	186	26.04
Remote Deposit Capture Maintenance				-	50.00	Month	3	150.00	40.00	Month	3	120.00	30.00	Month	3	90.00
Return Checks/Chargebacks				-				-	8.00	Per item	0	-			0	-
Service Chargeable Debits				-				-	0.18	Per Item	326	58.68	0.13		326	42.38
Stop Payments				-				-	36.00	Per Item	0	-			0	-
Total Projected Fee Per Bank's Published Rates & Charges Schedules				\$ 180.00				\$ 662.92				\$ 982.14				\$ 732.90
Actual SAA Bank Service Charges Q1 - 2021									\$ 175.00	Month	3	\$ 525.00				\$30.00

Directors' Forum

KRISTIN GUNN, CHAIR

Visitor's Questions & Comments

Staff Reports

TIM ROGERS, A.A.E.

ARFF Station Storm Damage



Announcements

- Ft. Riley – Division Artillery
 - June 16 – 24
- 1st ABCT Brigade Ft. Riley
 - June 28 – July 10
- NASA DCOTTS
 - July 5 – August 31



Adjournment
