

Salina Airport Authority Board of Directors Regular Meeting

JULY 21, 2021



Agenda Review

- Complete the SAA's 2020 financial audit and publish the 2020 Comprehensive Annual Financial Report
- Scheduled air service development for the residents of Salina, Saline County and North Central Kansas
- Complete phased M.J. Kennedy Air Terminal improvements to accommodate increased passenger demand
- Maintain Airport Authority industrial center buildings
- Maintain the Salina Regional Airport system of runways and taxiways

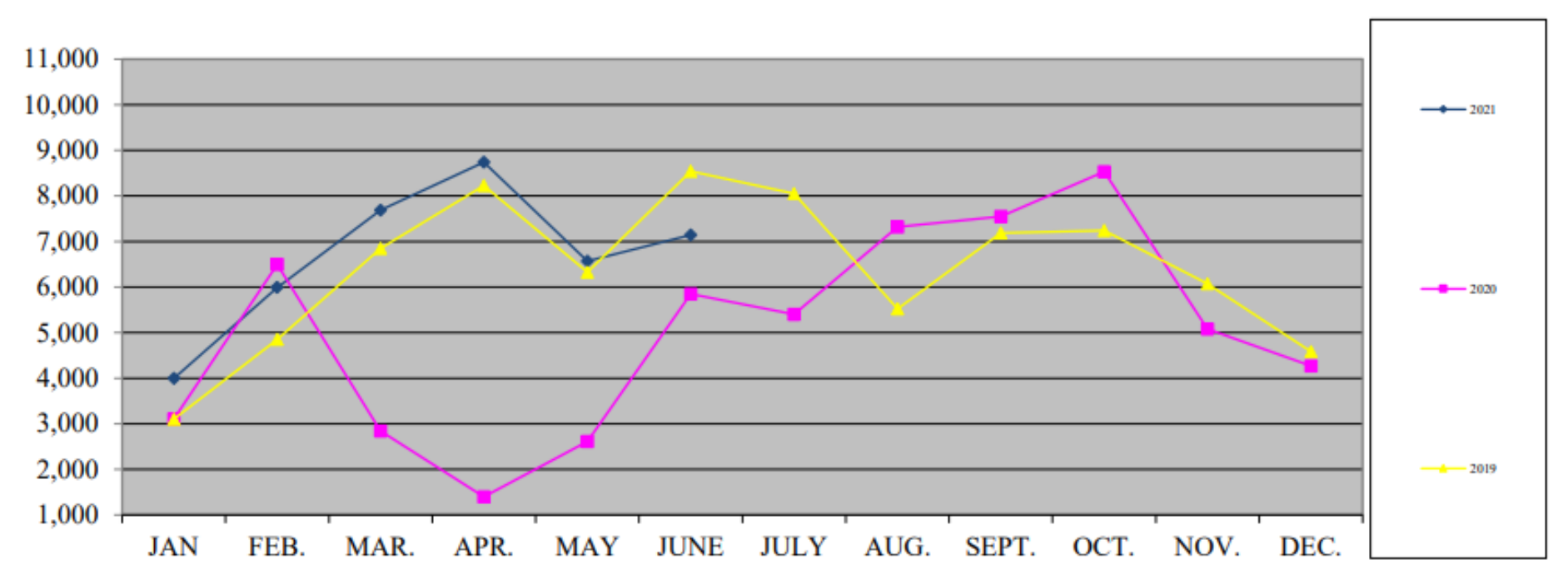
Review of Airport Activity and Financial Reports for the Month ending June 30, 2021

TIM ROGERS, A.A.E.

SHELLI SWANSON, C.M.

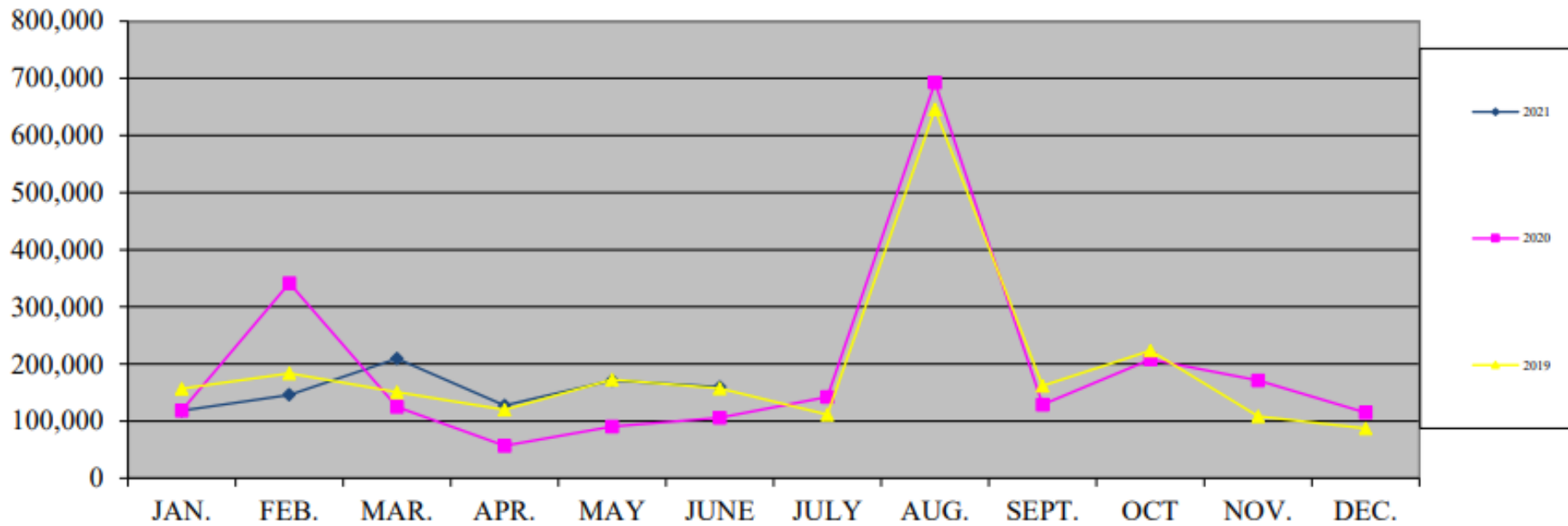


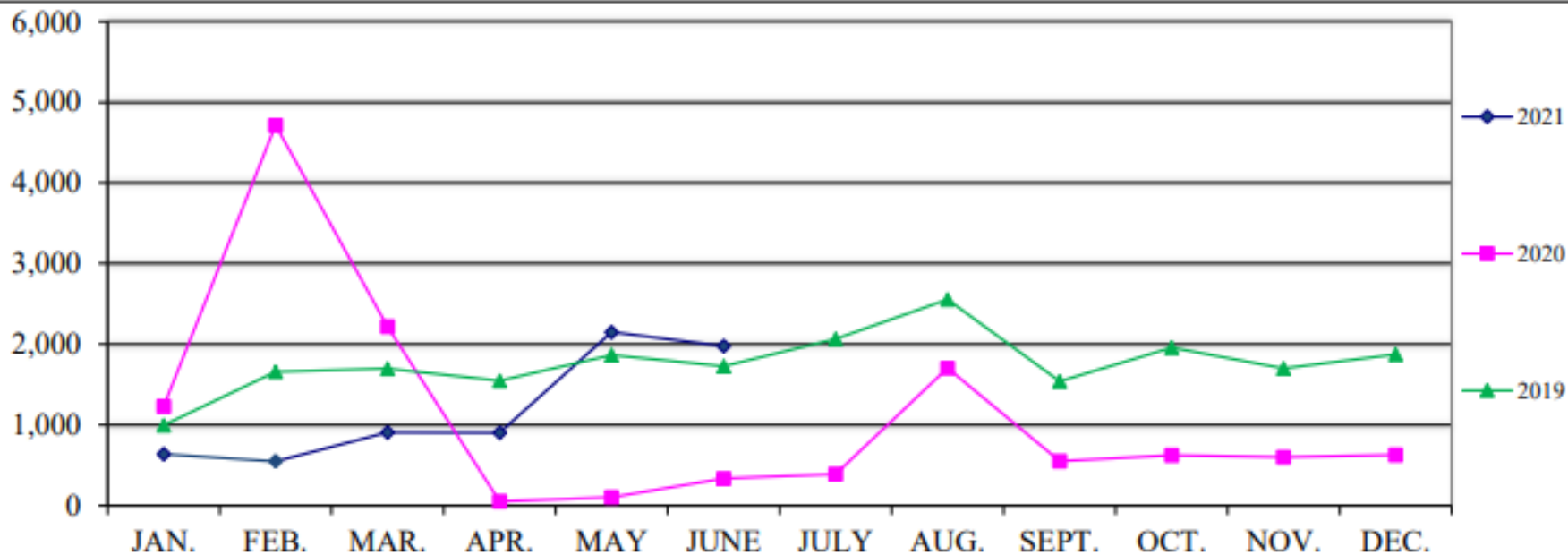
Air Traffic





Fuel Flowage

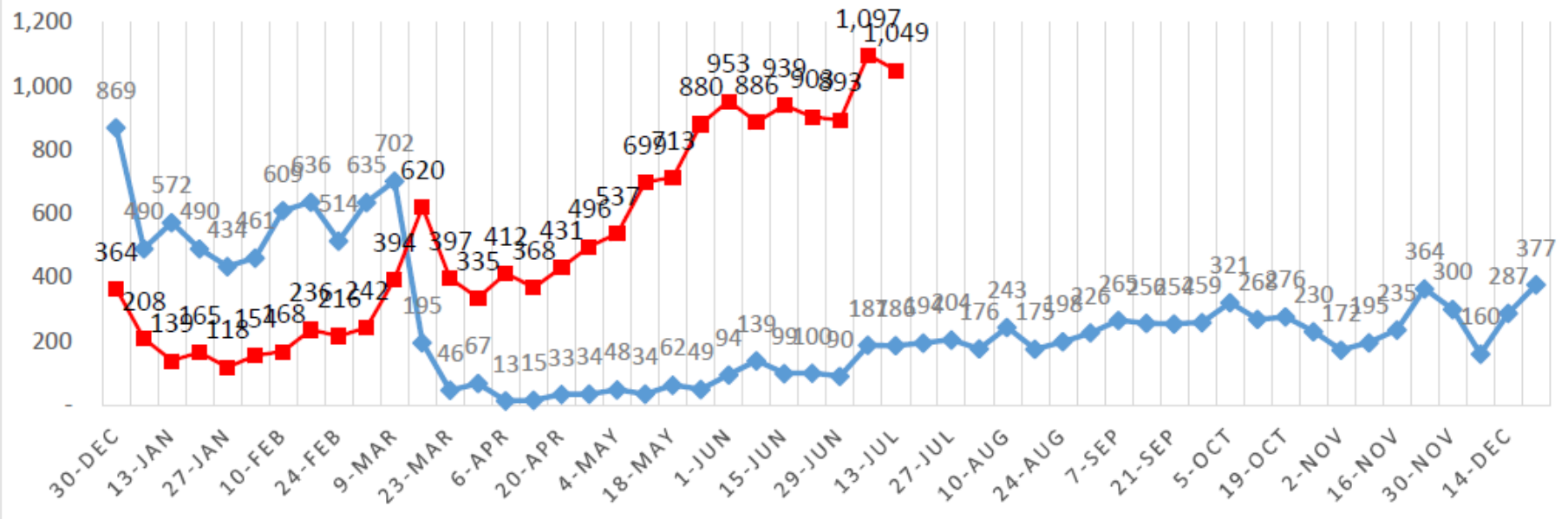




TOTAL SLN PASSENGERS - PER WEEK

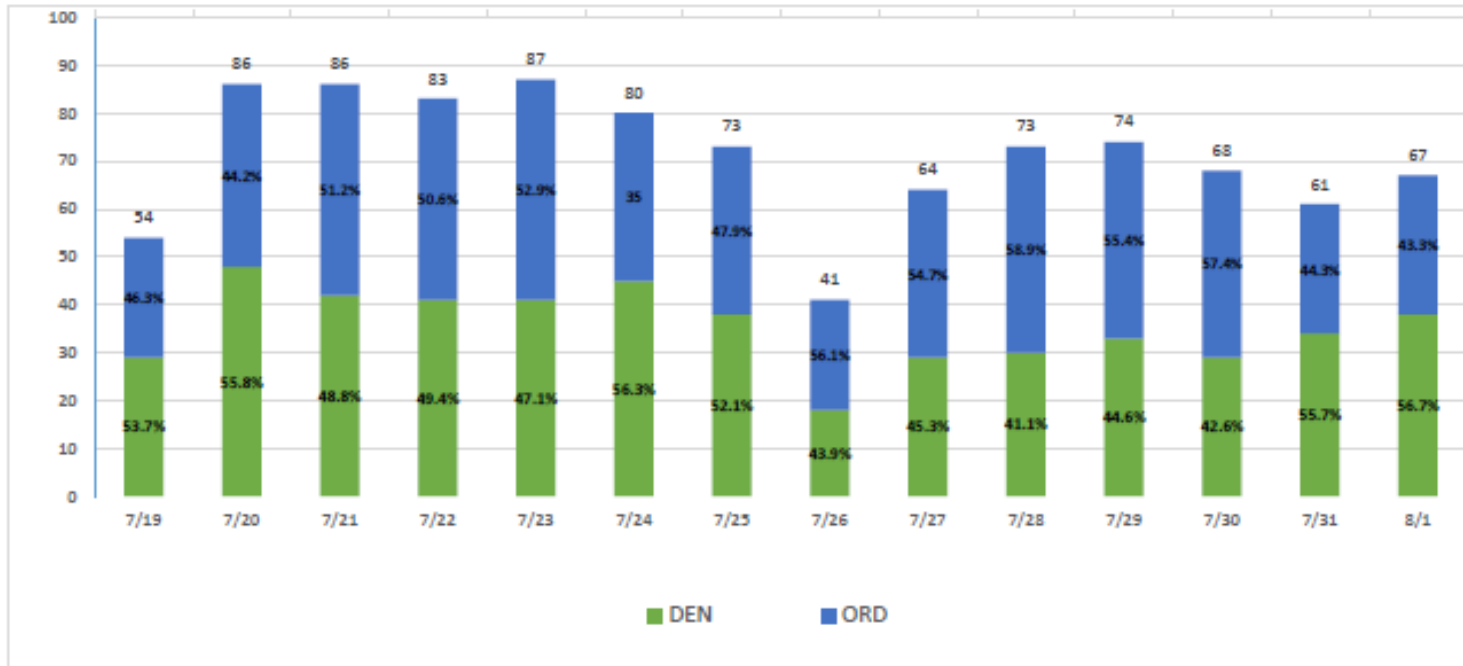
—◆— 2020 TOTAL

—■— 2021 TOTAL

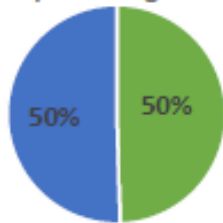


* Passenger numbers reported are unaudited by SKW and subject to change

Advanced Bookings

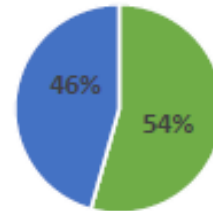


Advanced Bookings
July 19 - August 1



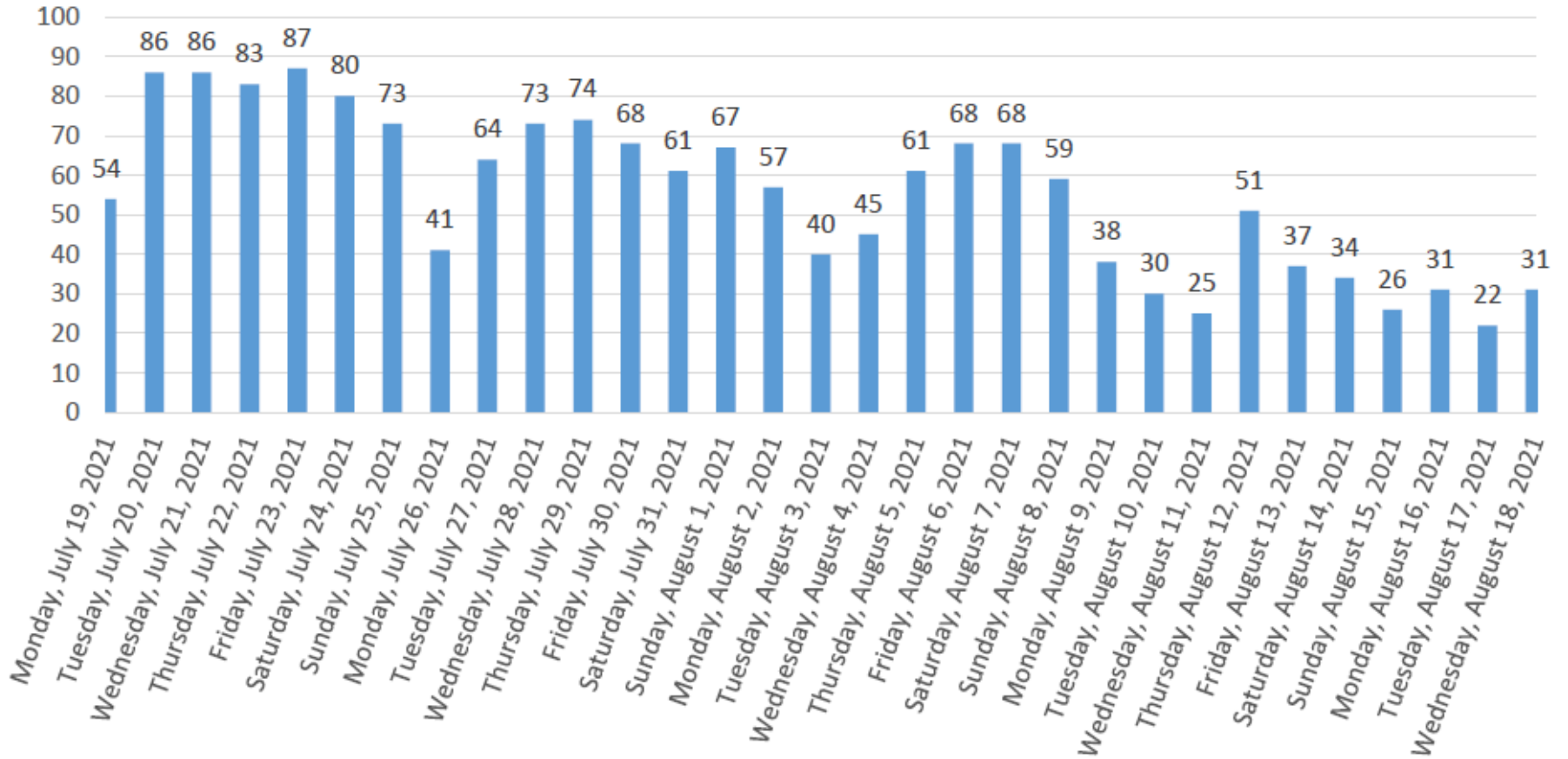
■ DEN ■ ORD

Advanced Bookings
Year-To-Date



■ DEN ■ ORD

SLN Pax per day



Financial Reports

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

12:50 PM
 07/16/2021
 Accrual Basis

	Jan - Jun 21	Jan - Jun 20	\$ Change	% Change
Ordinary Income/Expense				
Income				
Total Airfield revenue	473,338.02	376,573.91	96,764.11	25.7%
Total Building and land rent	842,296.57	741,966.46	100,330.11	13.52%
Total Other revenue	37,364.62	102,149.06	-64,784.44	-63.42%
Total Income	1,352,999.21	1,220,689.43	132,309.78	10.84%
Gross Profit	1,352,999.21	1,220,689.43	132,309.78	10.84%
Expense				
Total Administrative expenses	786,279.94	748,113.54	38,166.40	5.1%
Total Maintenance expenses	534,828.07	396,538.38	138,289.69	34.87%
Total Expense	1,321,108.01	1,144,651.92	176,456.09	15.42%
Net Ordinary Income	31,891.20	76,037.51	-44,146.31	-58.06%
Other Income/Expense				
Total Other Income	2,502,405.90	2,080,520.90	421,885.00	20.28%
Total Other Expense	1,814,525.73	1,714,394.70	100,131.03	5.84%
Net Other Income	687,880.17	366,126.20	321,753.97	87.88%
Net Income	719,771.37	442,163.71	277,607.66	62.78%

Financial Reports

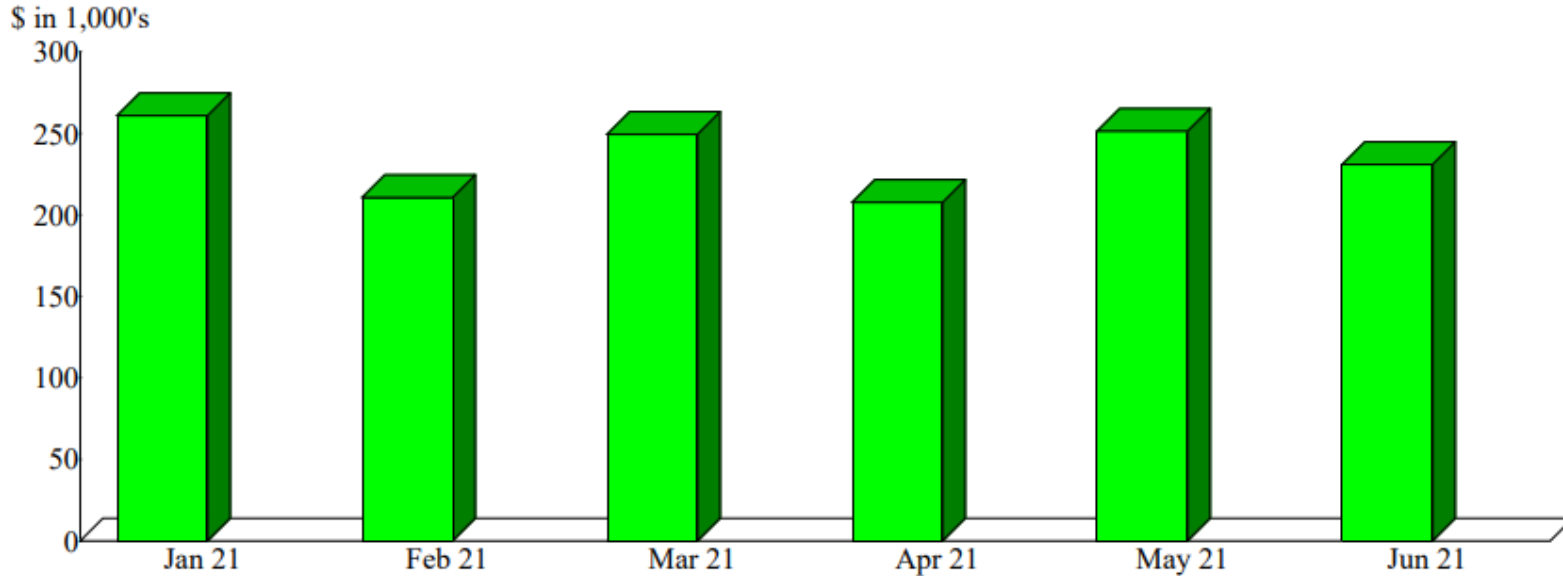
Salina Airport Authority
Capital Additions Budget vs. Actual
 As of June 30, 2021

1:27 PM
 07/16/2021
 Accrual Basis

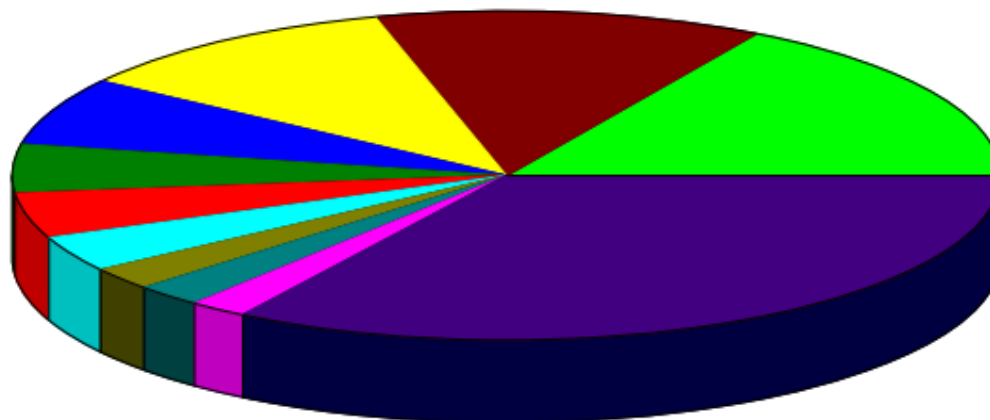
	<u>Jun 30, 21</u>	<u>Jan - June, 21</u>	<u>Annual Budget</u>	<u>+/- Annual Budget</u>	<u>% of Annual Budget</u>
ASSETS					
Fixed Assets					
Fixed assets at cost					
Total Airfield	12,133	348,305	663,250	-314,945	53%
Total Buildings & Improvements	27,753	197,189	218,560	-21,371	90%
Total Equipment	0	573,326	1,118,185	-544,859	51%
Total Land	0	0	25,000	-25,000	0%
Total Fixed assets at cost	39,886	1,118,820	2,024,995	-906,175	55%
Total Fixed Assets	39,886	1,118,820	2,024,995	-906,175	55%
TOTAL ASSETS	39,886	1,118,820	2,024,995	-906,175	55%

Sales by Month
January through June 2021

Dollar Sales



Sales Summary
January through June 2021

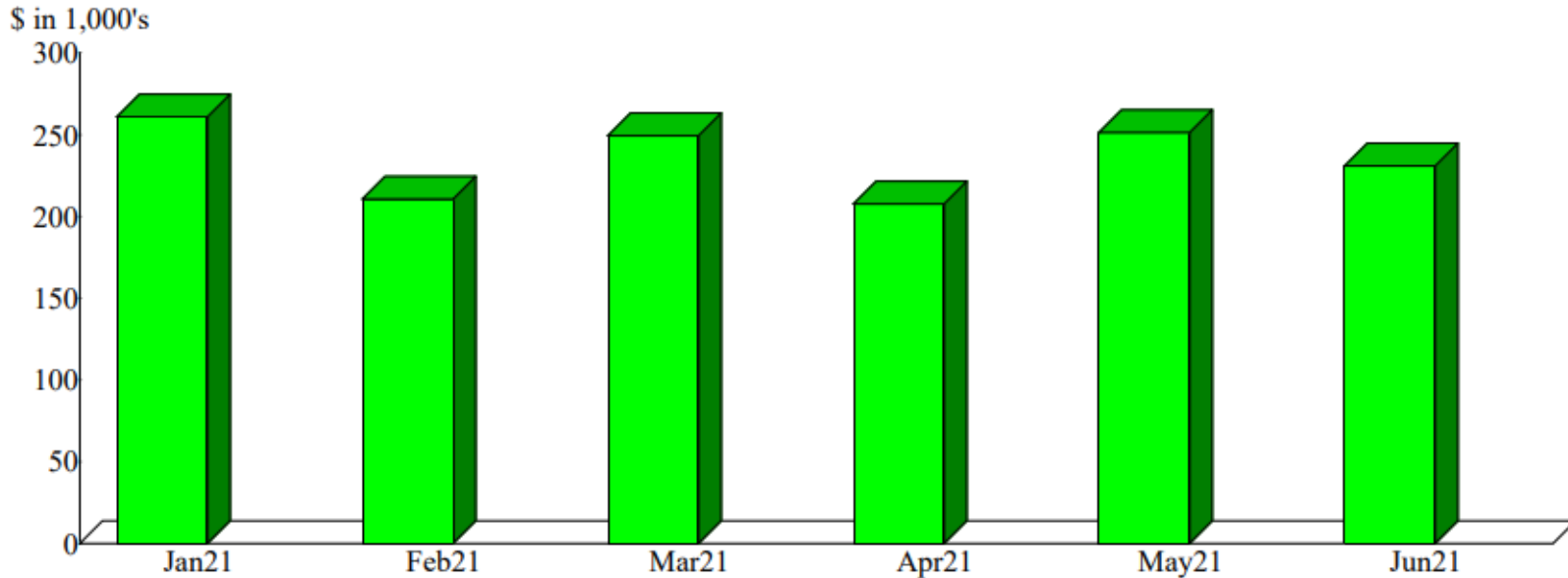


Kansas Erosion Products, LLC.	16.65%
1 Vision Aviation, PLLC	12.80
Avflight Salina	11.01
SFC Global Supply Chain	6.75
Stryten Salina, LLC	4.88
Universal Forest Products (UFP)	4.48
Kansas State Polytechnic - Salina	3.62
Durham School Service, L.P.	2.29
AGCO Corporation	2.27
Federal Aviation Adminis.	2.01
Other	33.25
Total	\$1,411,112.39

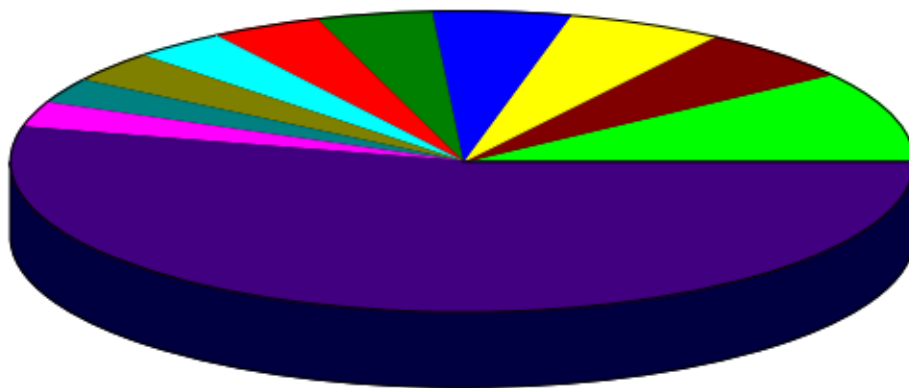
By Customer

Sales by Month
January through June 2021

Dollar Sales



Sales Summary
January through June 2021



H-00959-1 (Hangar Facility H959 - 2044 S	10.01%
B-01021 (Building #1021 located at 3600	5.87
Utility Reimbursement (Utility Reimburse	5.69
FFF-Avflight Salina (Fuel Flowage Fee @	5.02
B-00655-3 (Bldg. #655 (56,961 SF) - 2656	4.24
B-00620-1 (Building #620 (30,000 SF) an	4.06
Insurance(CP) (Insurance Reimbursement)	3.46
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	2.74
Other	52.71
Total	\$1,411,112.39



Review of the Airport Authority's January through June 2021 (Q2) 10-year trend analysis

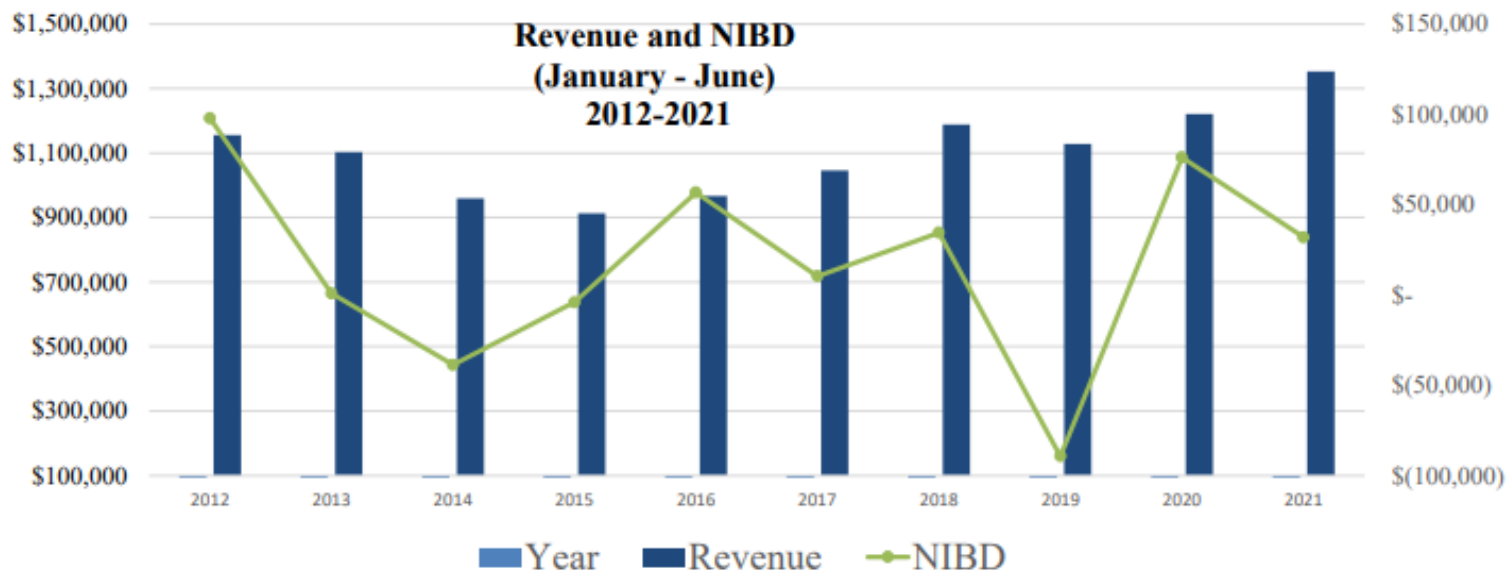
SHELLI SWANSON, C.M.

10-Year Operating Revenue and Expense Analysis

January - June

2012-2021

	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<u>TOTAL REVENUES</u>										
OPERATING REVENUES										
Airfield	\$ 313,558	\$ 252,361	\$ 278,180	\$ 257,321	\$ 292,985	\$ 237,612	\$ 253,513	\$ 352,268	\$ 307,186	\$ 394,206
Fuel flowage fees	103,696	69,320	64,507	79,396	58,222	109,377	88,269	76,117	69,388	79,132
Building and land rent	699,352	744,875	594,919	541,427	563,152	634,949	696,793	642,555	741,966	842,296
Other revenue	38,712	35,604	22,115	34,657	52,318	63,476	150,053	57,158	102,149	37,365
TOTAL OPERATING REVENUES	1,155,318	1,102,160	959,721	912,801	966,677	1,045,414	1,188,628	1,128,098	1,220,689	1,352,999
<u>TOTAL EXPENSES</u>										
OPERATING EXPENSES										
Administrative	633,602	604,322	556,505	558,319	587,062	614,504	745,200	752,183	748,114	786,279
Maintenance	423,911	496,988	441,955	358,561	322,917	420,575	408,962	465,151	396,538	534,829
TOTAL OPERATING EXPENSES	1,057,513	1,101,310	998,460	916,880	909,979	1,035,079	1,154,162	1,217,334	1,144,652	1,321,108
OPERATING INCOME BEFORE DEPRECIATION	\$ 97,805	\$ 850	\$ (38,739)	\$ (4,079)	\$ 56,698	\$ 10,335	\$ 34,466	\$ (89,236)	\$ 76,037	\$ 31,891



Presentation of the Salina Airport Authority's 2020 Comprehensive Annual Financial Report

SHELLI SWANSON, C.M.



Review and approval of a grant funding agreement between the Salina Airport Authority and Saline County

SHELLI SWANSON, C.M.

TIM ROGERS, A.A.E.

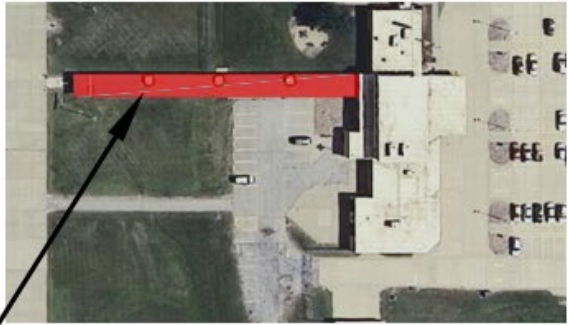
Consideration and approval of
the FAA Airport Improvement
Program Project No. 42 contract
with Bettis Asphalt &
Construction, Inc. for the
rehabilitation of the South 7,500
feet of Runway 17/35

SHELLI SWANSON, C.M.

TIM ROGERS, A.A.E.



AIP 42 South 7500'
of Runway 17-35



Concourse Construction Area

Building 120 Concourse
Construction Boundary

Building 1021 Concrete
Repair Areas



Building 1021 Concrete Repairs

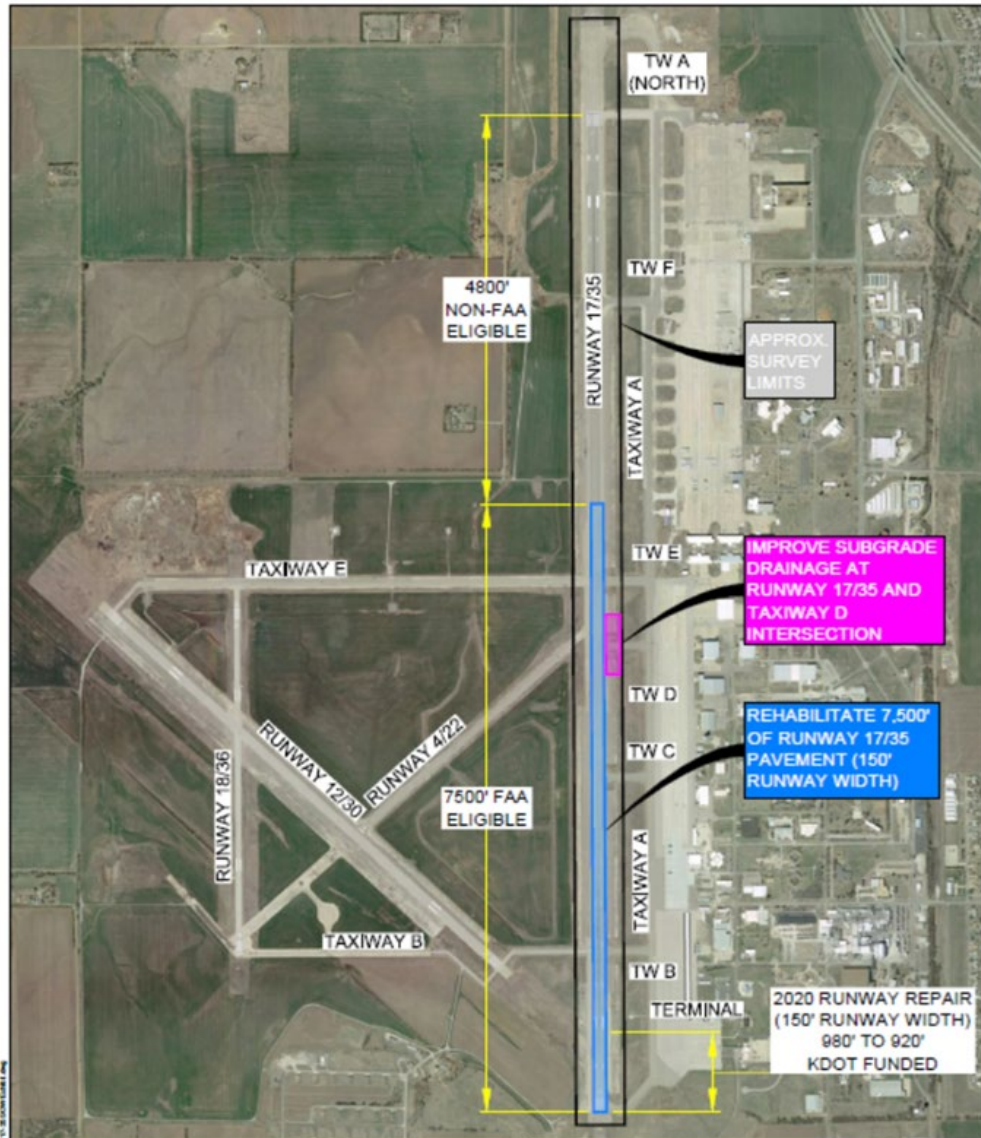
Drawing Number 2967-07-21



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

None : REVISIONS
NFB : DESIGNED BY
NFB : DRAWN BY
1" = 3000' : SCALE
7/21/21 15:40 : DATE





11/15/2019 10:51 AM
 11/15/2019 10:51 AM
 11/15/2019 10:51 AM

JVIATION®

900 S BROADWAY ■ SUITE 350 ■ DENVER, CO 80209
 PHONE: 303-524-3030 ■ FAX: 303-524-3031
 ■ WWW.JVIATION.COM ■

RUNWAY 17/35 REHABILITATION PROJECT SCOPE OF WORK EXHIBIT

DATE: 02/14/2020

SHEET 1 of 1

PROJECT BUDGET

SALINA REGIONAL AIRPORT
SALINA AIRPORT AUTHORITY
SALINA, KANSAS
Rehabilitate South 7500' Rwy 17/35
F.A.A. A.I.P. P.N 3-20-0072-42-2021

June 23, 2021

Multi-Year Grant

COSTS:

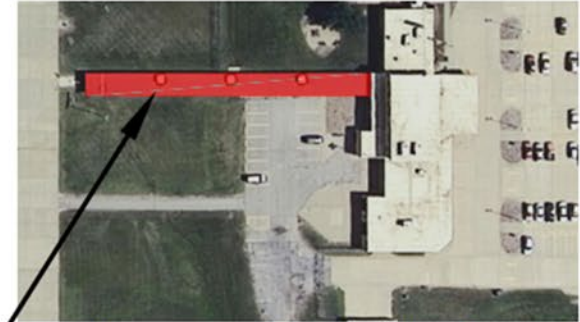
	<u>Sponsor Funding</u>	<u>FAA Funding</u>	<u>TOTAL</u>
ADVERTISING AND ADMINISTRATION			
Advertisement-Construction	\$ 50.10	\$ 1,744.90	\$ 1,795.00
Legal	9.39	327.03	336.42
Advertising and Adminstration Sub-Total =	\$59.49	\$ 2,071.93	\$2,131.42
ENGINEERING SERVICES			
Basic Services	\$ 9,989.68	\$ 347,922.90	\$ 357,912.58
Special Services	8,278.08	288,310.92	296,589.00
Engineering Services Sub-Total =	18,267.76	636,233.82	654,501.58
CONSTRUCTION COST			
Construction Eligible	\$ 102,290.75	\$ 3,562,606.25	\$ 3,664,897.00
Construction Ineligible (SAA Insurance)	1.00	-	1.00
Construction Cost Sub-Total =	\$ 102,291.75	\$ 3,562,606.25	\$ 3,664,898.00
TOTAL PROJECT COST =	\$ 120,619.00	\$ 4,200,912.00	\$ 4,321,531.00
Truncate cents (fed share)			
	\$120,619.00	\$4,200,912.00	\$ 4,321,531.00
In FFY 2021, ARPA grant to providing funding for local match	FY 2021 \$ 1.00	\$ 3,116,021.00	\$ 3,116,022.00
It is unknown if ARPA funds will be available for 2022 & 2023 for local match	FY 2022 111,111.00	1,000,000.00	1,111,111.00
	FY 2023 9,440.00	84,958.00	94,398.00
	\$ 120,552.00	\$ 4,200,979.00	\$ 4,321,531.00

Construction of bids received for the purchase of new passenger seating to be in the expanded United/SkyWest concourse and gate area

SHELLI SWANSON, C.M.



AIP 42 South 7500'
of Runway 17-35



Concourse Construction Area

Building 120 Concourse
Construction Boundary

Building 1021 Concrete
Repair Areas



Building 1021 Concrete Repairs

Drawing Number 2967-07-21



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

None : REVISIONS

1078 : DESIGNED BY

1078 : DRAWN BY

1" = 3000' : SCALE

7/22/21, 10:40 : DATE



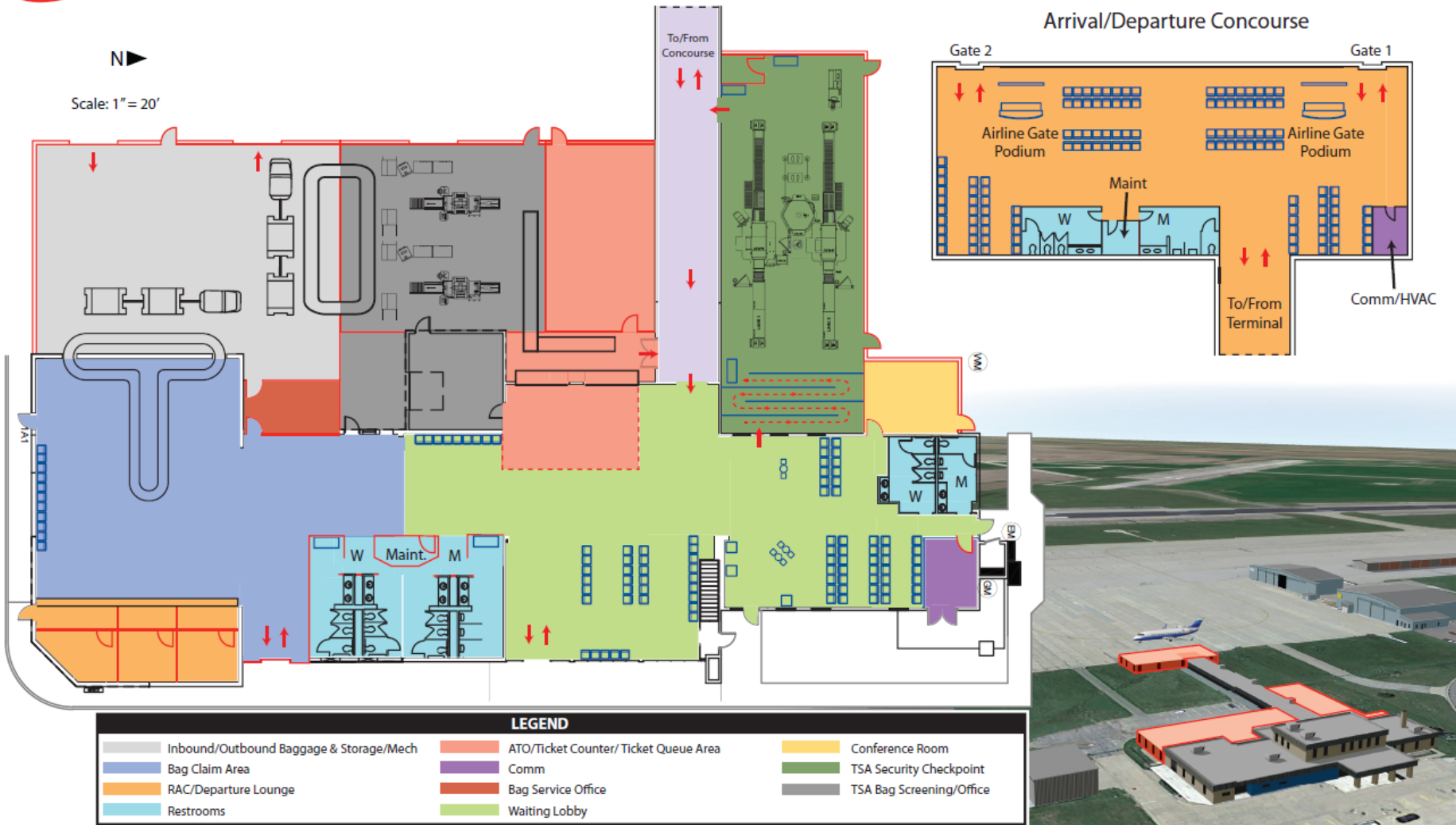


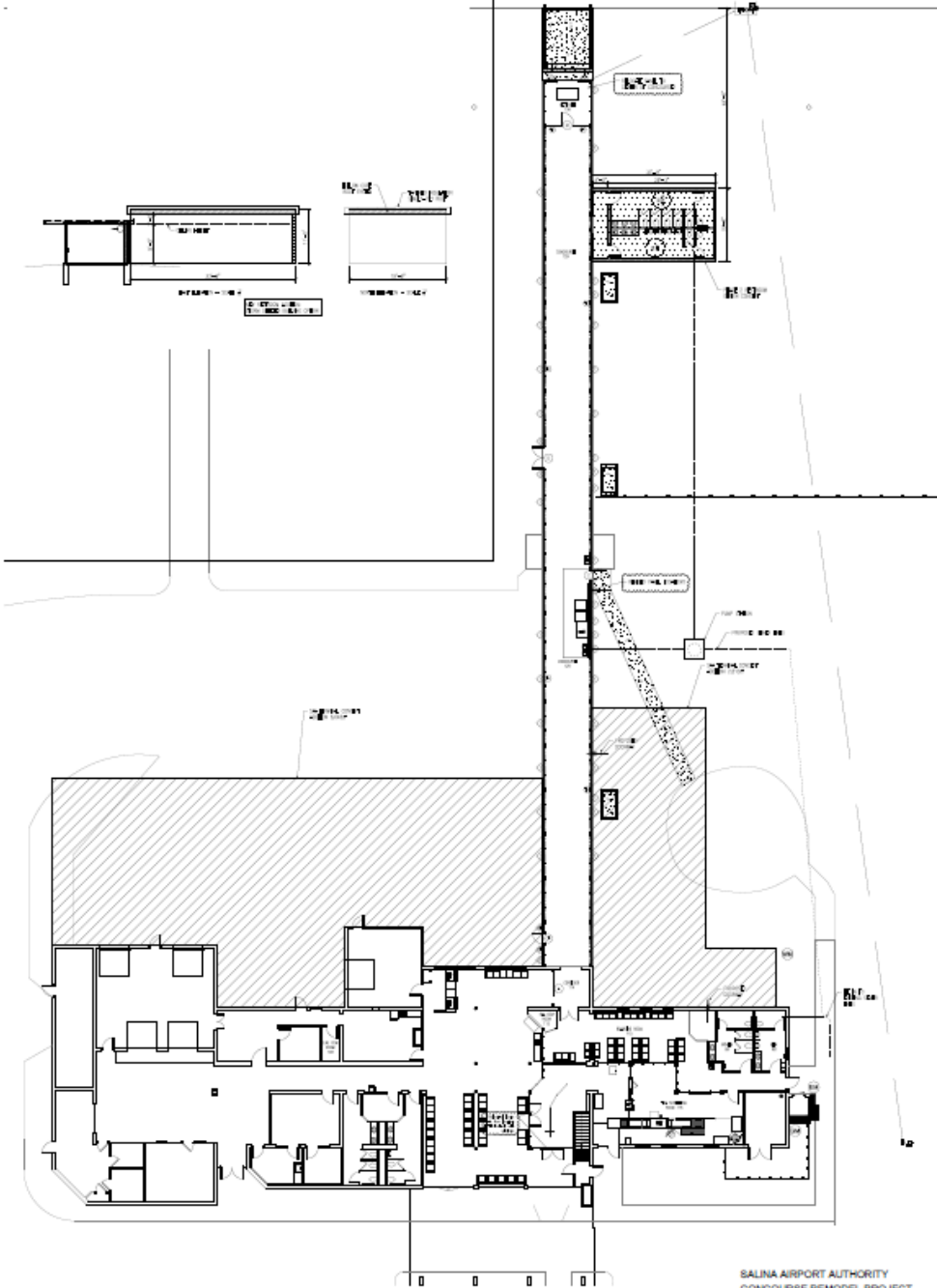
Exhibit 5A
RECOMMENDED TERMINAL CONCEPT



Review SLN terminal building concourse and gate improvements cost and construction schedule. The review will include grant funding options for future terminal building improvements

TIM ROGERS, A.A.E.

Concourse Restroom Concept



Concourse Furniture Bid Tab

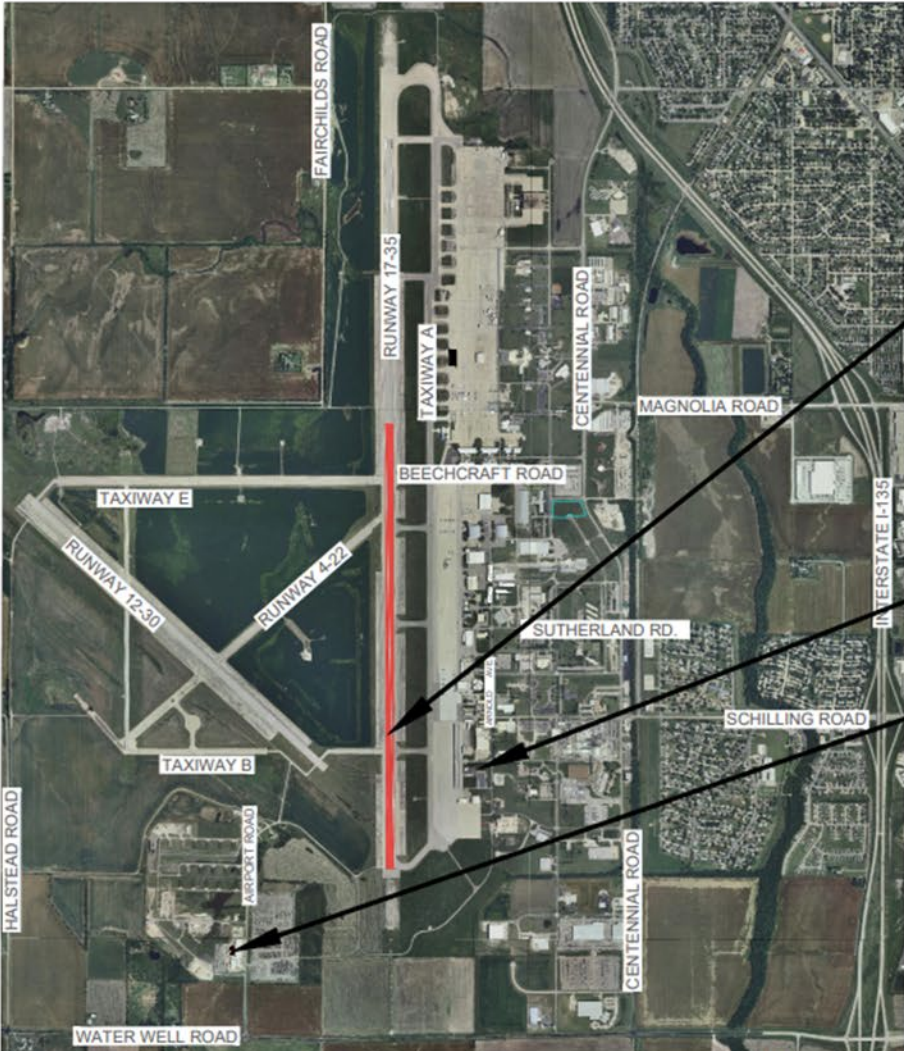
Concourse Furniture Bid Tab

	Design Central	One Office Solution
<i>Concourse seating</i>	42,037.50	44,290.00
<i>Bar height tables & chairs</i>	6,360.00	7,629.02
<i>Power Outlet Options</i>	7,440.00	3,639.72
<i>Waste Receptacle</i>	1,600.00	907.50
<i>Labor and Installation</i>	1,440.00	5,000.00
Total	\$58,877.50	\$61,466.24

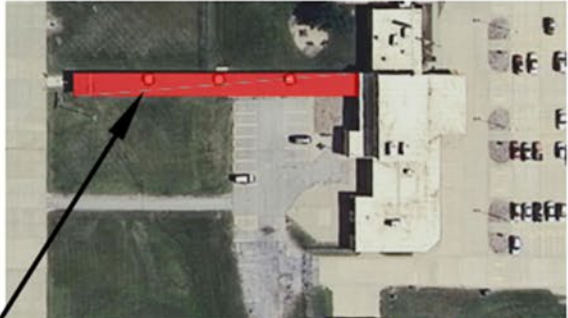
Consideration of bids received for Building B1021 parking lot repairs

SHELLI SWANSON, C.M.

KENNY BIEKER



AIP 42 South 7500'
of Runway 17-35



Concourse Construction Area

Building 120 Concourse
Construction Boundary

Building 1021 Concrete
Repair Areas



Building 1021 Concrete Repairs



Drawing Number 2967-07-21



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

None : REVISIONS
 07/21 : DESIGNED BY
 07/21 : DRAWN BY
 1" = 3000' : SCALE
 7/22/21, 10:40 : DATE

SALINA AIRPORT AUTHORITY
 July 2021 Board Meeting Location Map

1
OF
1

F:\Public\Facility_Master\00EMolDuplication\B\BoardMeetings\LocationMap\210721BoardLocationMap.dwg

Sawcut entire perimeter. Remove existing 6" concrete pavement & dipose of off airport property. Place 6" base rock, 6" 4000 psi concrete pavement with 6 x 6 x 6 wire reinforcement. Install $\frac{1}{4}$ " dowel bars on 2' centers into existing concrete perimeter. Place saw joints as shown. Area = 2,102 S.F.
Area = 234 S.Y.
Base rock can be hauled from airport property north of the connie aircraft.



Drawing Number 2950-06-21



3237 ARNOLD, SALINA, KS 67401
(785-827-3814 FAX: 785-827-2221)

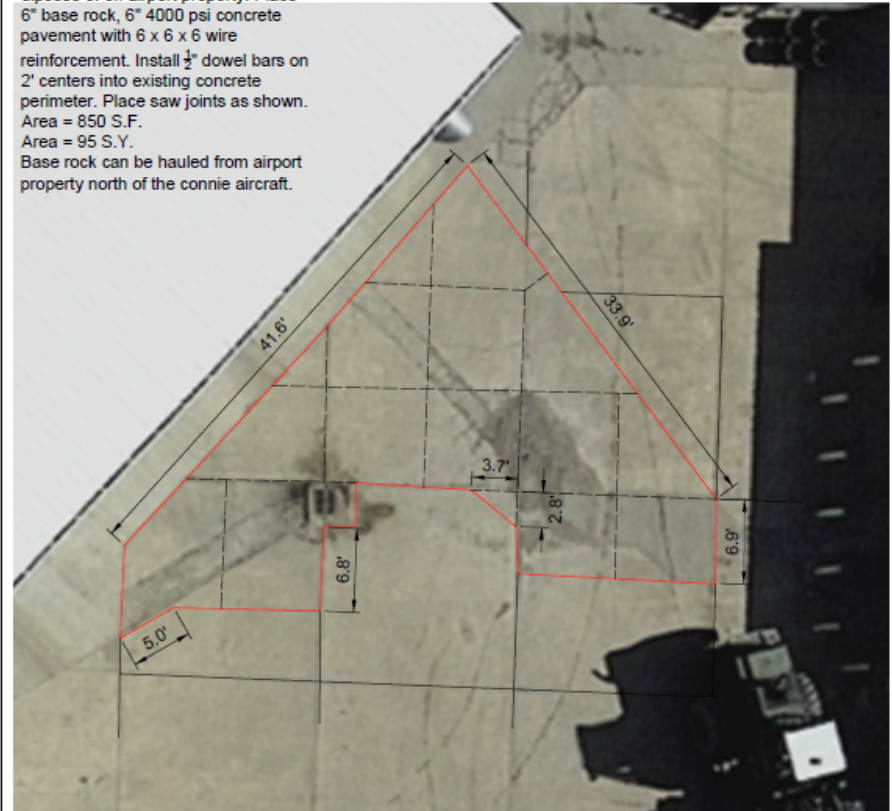
None : REVISIONS
KFB : DESIGNED BY
KFB : DRAWN BY
T = 20' : SCALE
6/16/21, 12:58 : DATE



SALINA AIRPORT AUTHORITY
Building 1021 Pavement Repair Area 01

1
OF
2

Sawcut entire perimeter. Remove existing 6" concrete pavement & dipose of off airport property. Place 6" base rock, 6" 4000 psi concrete pavement with 6 x 6 x 6 wire reinforcement. Install $\frac{1}{4}$ " dowel bars on 2' centers into existing concrete perimeter. Place saw joints as shown. Area = 850 S.F.
Area = 95 S.Y.
Base rock can be hauled from airport property north of the connie aircraft.



Drawing Number 2951-06-21



3237 ARNOLD, SALINA, KS 67401
(785-827-3814 FAX: 785-827-2221)

None : REVISIONS
KFB : DESIGNED BY
KFB : DRAWN BY
T = 10' : SCALE
6/16/21, 12:55 : DATE



SALINA AIRPORT AUTHORITY
Building 1021 Pavement Repair Area 02

2
OF
2

Bldg. 1021 Parking Lot Repairs Bid Tab

Bidder	Amount
Smoky Hill, LLC	\$33,000
T & R Construction	\$24,777
L & S Building Contractors	\$29,540



Presentation of bids received for
the sale of Salina Airport
Authority taxable general
obligation bonds in the amount
of \$2,360,000

SHELLI SWANSON, C.M.



Salina Arpt Auth

\$2,360,000 Taxable General Obligation Bonds Series 2021-A

The following bids were submitted using *PARITY*[®] and displayed ranked by lowest TIC. Click on the name of each bidder to see the respective bids.

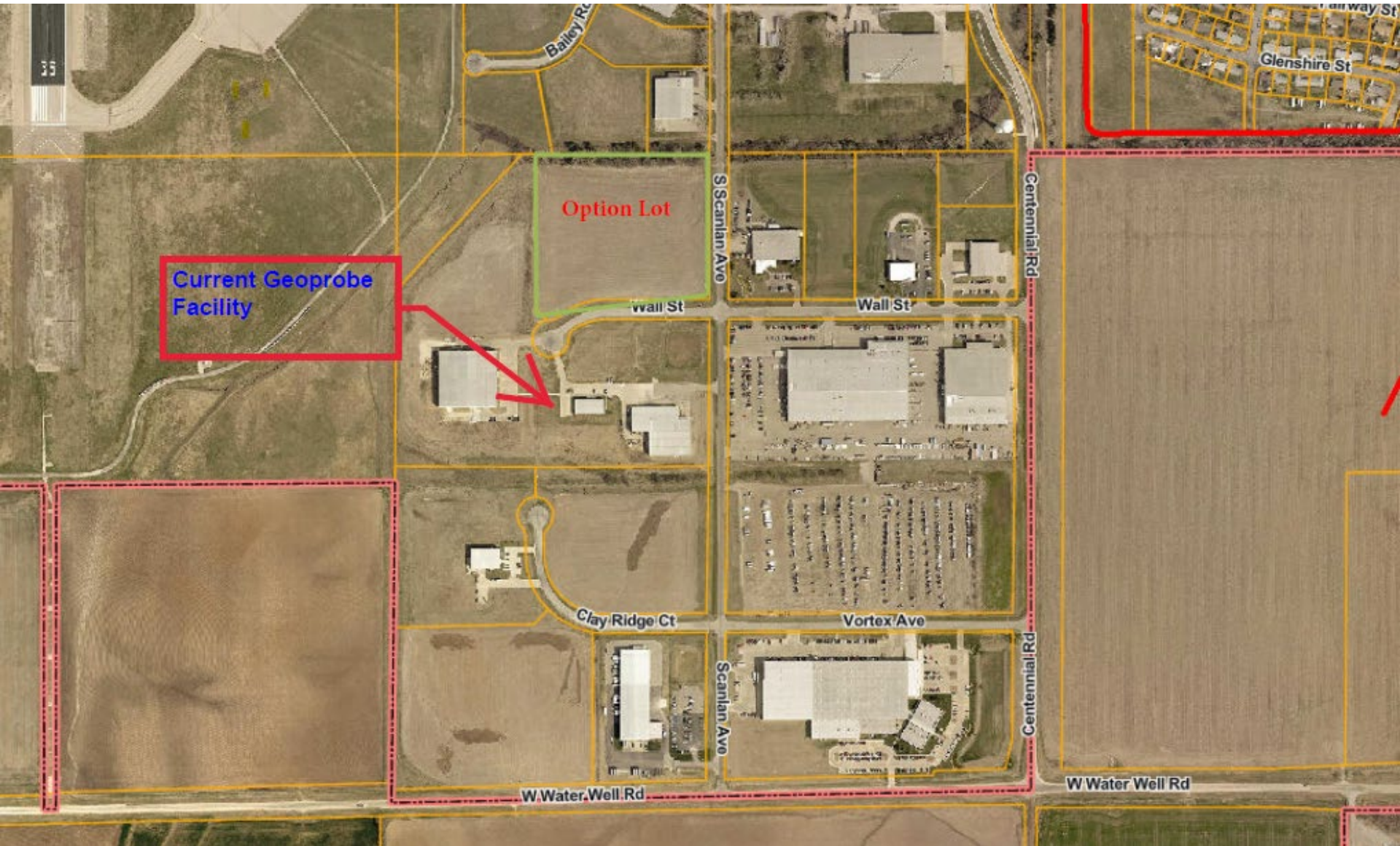
Bid Award*	Bidder Name	TIC
<input type="checkbox"/>	Country Club Bank	1.728031
<input type="checkbox"/>	First Bankers' Banc Securities Inc.	1.741050
<input type="checkbox"/>	UMB Bank N.A.	1.741875
<input type="checkbox"/>	Robert W. Baird & Co., Inc.	1.843446
<input type="checkbox"/>	Piper Sandler & Co	1.860944
<input type="checkbox"/>	Northland Securities, Inc.	1.958286

Consideration of SAA Resolution No. 21-05

SHELLI SWANSON, C.M.

Consideration and approval of an agricultural land lease option with Kejr, Inc.

SHELLI SWANSON, C.M.



Current Geoprobe Facility

Option Lot

Bailey Rd

S Scanlan Ave

Centennial Rd

Wall St

Wall St

Glenshire St

Clay Ridge Ct

Vortex Ave

Scanlan Ave

Centennial Rd

W Water Well Rd

W Water Well Rd

Directors' Forum

KRISTIN GUNN, CHAIR

Visitor's Questions & Comments



Staff Reports

TIM ROGERS, A.A.E.

Box Hangar Site Proposed Layout



Box Hangar Site Proposed Layout
Scale: 1" = 50'



Announcements

- Sierra Nevada Corporation
 - July 9 - August 9



- NASA – ER-2 DCOTTS Deployment
 - July 5 – August 31



Executive Session



Adjournment