

DATE: June 15, 2018
TO: SAA Board of Directors
FROM: Tim Rogers and Shelli Swanson
SUBJECT: **June 20, 2018 Regular Board Meeting**

Enclosed are items for your review prior to Wednesday's meeting. Please note that the meeting will be held in the **second-floor conference room, Hangar 600, 2720 Arnold Ct.** A map showing the location of Hangar 600 is enclosed in your board meeting packet.

Please note the following agenda comments.

Agenda Item #5 – Review of Airport Activity and Financial Reports for the Month Ending May 31, 2018. (Rogers and Swanson)

Airport Activity – Air Traffic (Rogers)

The Salina air traffic control tower (ATCT) recorded 5,094 operations during May 2018 which was a 20% increase as compared to the May 2017 total of 4,253. A contributing factor to the May 2018 increase was additional civil and military flight training. For the year-to-date, a total of 24,935 operations have occurred at the Salina Airport which is .5% less than the May 2017 YTD total of 25,059.

Airport Activity – Fuel Flowage (Rogers)

The May 2018 fuel flowage came in at 131,941 gallons which was 8% less than the May 2017 total of 143,801. For the year-to-date a total of 720,327 gallons has been delivered on the Airport which is 40% less than the 2017 YTD total of 1,199,468. For the remainder of 2018 fuel flowage will increase significantly due to scheduled military and commercial charter flights.

Airport Activity – Passenger Counts (Rogers)

SkyWest recorded 2,804 total passengers during May 2018 which is an 82% increase over the May 2017 total of 1,517 total passenger. Since the start of United jet service to DEN and ORD on April 9, the SkyWest weekly load factor has increased from 20% to 41%. Advance bookings indicate that the growth in passenger enplanements will continue through the summer.

Financial Reports – Comments and Notes (Swanson)

Total operating revenue exceeded the YTD budget by \$17,300 and is tracking 7% ahead of the same period last year or \$61,878. Total YTD administrative expenses arrived 1% under budget and total maintenance expenses ended the month 2% over budget with total operating expenses \$607 under budget. Net income before depreciation for the YTD arrived at \$23,997, which is \$17,907 ahead of budget projections through May.

Financial Reports – May 2018 Capital Additions/Payables Report Enclosed (Swanson)

Short-term Leasing Activity

The SAA has leased a portion of Hangar 600 (9,734 SF) to Kansas State University Polytechnic for the interim location of the Applied Aviation Research Center. This one-year agreement commenced on June 1, 2018 and will generate \$4,610 per month in rental income.

On May 31, 2018, the SAA finalized the one-year agreement with FE Warren AFB for the leasing of Hangar 509. The 582d Helicopter Group will use the hangar and office space as a location for initial quality training for their aircrews. This lease will generate \$284,613 in rental revenue for the one-year term or \$6.25/SF. When the 582d returns in July, it will mark the 3rd training exercise based at SLN since June 2017.

Financial Reports – Accounts Receivable Past Due 31 days or more as of June 15, 2018 (Swanson)

<u>Account</u>	<u>Amount</u>	<u>Days</u>	<u>Comments</u>
AAL Organic	\$1,311	31-60	Utility reimbursement and fin. charges
Tischlerei	\$22,649	31>90	Building rent and finance charges

Agenda Item #6 – Consideration of Federal Aviation Administration Grant Offer and Agreement. (Swanson)

The SAA expects to receive a FAA Grant Offer and Agreement for the acquisition of a new 3,000-gallon aircraft rescue and firefighting (ARFF) vehicle, equipment and tools. The FAA grant is expected to be for \$682,821 (87%) of the total acquisition cost of \$781,690. The Airport Authority’s local share will be \$98,869. All costs are based on bids received.

Enclosed is a detail summary of the ARFF vehicle acquisition’s funding sources and costs.

Agenda Item #7 – Review of Salina Community Economic Development Organization Goals for the Future. (Rogers and Buer)

Enclosed is a copy of the SCEDO’s **Goals for the Future** document that was approved by the organization’s board of directors on May 17. Also enclosed is a copy of Mitch Robinson’s May and June executive director’s report.

Agenda Item #8 – Discuss 2019 to 2023 Airport Capital Improvements and Discuss Funding Options. (Rogers and Swanson)

The Airport Authority has significant airfield capital improvements scheduled for 2019 through 2023. The projects include both airfield improvements, hangar renovations and equipment acquisition priorities. The SAA’s 2014 Airport Master Plan Update and the SAA’s current Airport Capital Improvement Program (ACIP) on file with the FAA detail the airfield improvements. All the projects listed below are eligible for federal and/or state grant funding. Federal grants will be in the range of 80% federal share and 20% local share. State grants will be available at 50% state share and 50% local share.

Hangar renovations include the Hangar H724 remodeling project for K-State Aviation. The project is eligible for both federal Economic Development Administration (EDA) and State of Kansas grant funding. If possible, an EDA would include exterior improvements for hangars H713 and H703.

The 2019 through 2023 priority projects are:

- **2019** – Airport Terminal Building Requirements Planning Study; \$250,000
- **2019** – Hangar H724 Rehabilitation; \$4,500,000
- **2020** – Design and Construct Taxiway Delta Extension; \$3,050,000
- **2021** – Design and resurface Taxiway Alpha, southern half; \$1,500,000
- **2021** – Acquire new airfield snow removal equipment; \$897,750
- **2022** – Resurface Runway 17/35 full length; \$3,582,000
- **2023** – Resurface Runway 12/30 full length; \$3,250,000

The total estimated cost for the 2019 through 2023 projects is \$17,029,750. Over the next five years the Airport Authority will need \$450,000 to \$500,000 annually in matching funds to fund FAA, EDA and State of Kansas grants to complete the projects listed above.

At our meeting, I'll review the Authority's options for funding the 2019 through 2023 airfield, hangar and equipment needs.

Agenda Item #9 – Review the Calendar for Preparing and Adopting the Authority's 2019 Operating Plan and Budget Report. (Rogers and Swanson)

Please consider the following schedule and steps for preparing and adopting the Airport Authority's 2019 Operating Plan and Budget Report.

- | | |
|------------------------------------|--|
| • Wednesday, July 18, 8:00 AM | SAA board meeting – finalize 2019 capital budget |
| • Wednesday, August 15, 8:00 AM | SAA board meeting- 2019 mill levy resolution |
| • Wednesday, September 5, 4:00 PM | SAA study session – 2019 operating plan & goals |
| • Wednesday, September 19, 8:00 AM | SAA board meeting – 2019 revenue projections |
| • Wednesday, October 17, 8:00 AM | SAA board meeting – 2019 operating expenses |
| • Wednesday, November 7, 4:00 PM | SAA board study session – review draft budget report |
| • Wednesday, November 21, 8:00 AM | SAA board meeting – final budget review and action |

Agenda Item #10 – Update of Prospective Long-term and Short-term Leasing Activity for Airport and Airport Industrial Center Properties. (Rogers and Swanson)

Enclosed is a copy of the update leasing activity dashboard.

STAFF REPORTS

Beechcraft Road Construction Update (Bieker)

Pavers Inc. has placed a large portion of the concrete pavement and should have all the concrete completed by the end of June. This includes completing the storm sewer and sanitary sewer.

KAA Annual Conference (Windhorst)

The Salina Airport Authority will host the annual Kansas Association of Airports (KAA) conference at the Hilton Garden Inn on June 20, 21, and 22. KAA represents Kansas airports by providing a

collaborative environment for networking, education, information sharing and research. Over 80 attendees will enjoy a guided walking tour downtown with a taste of Italy provided by Martinelli's followed by the "funniest stand-up alive", Brian Regan at the Stiefel Theatre. Guest will also get a tour of the Smoky Hill Weapons Range which will include aircraft activity and a gunnery demonstration.

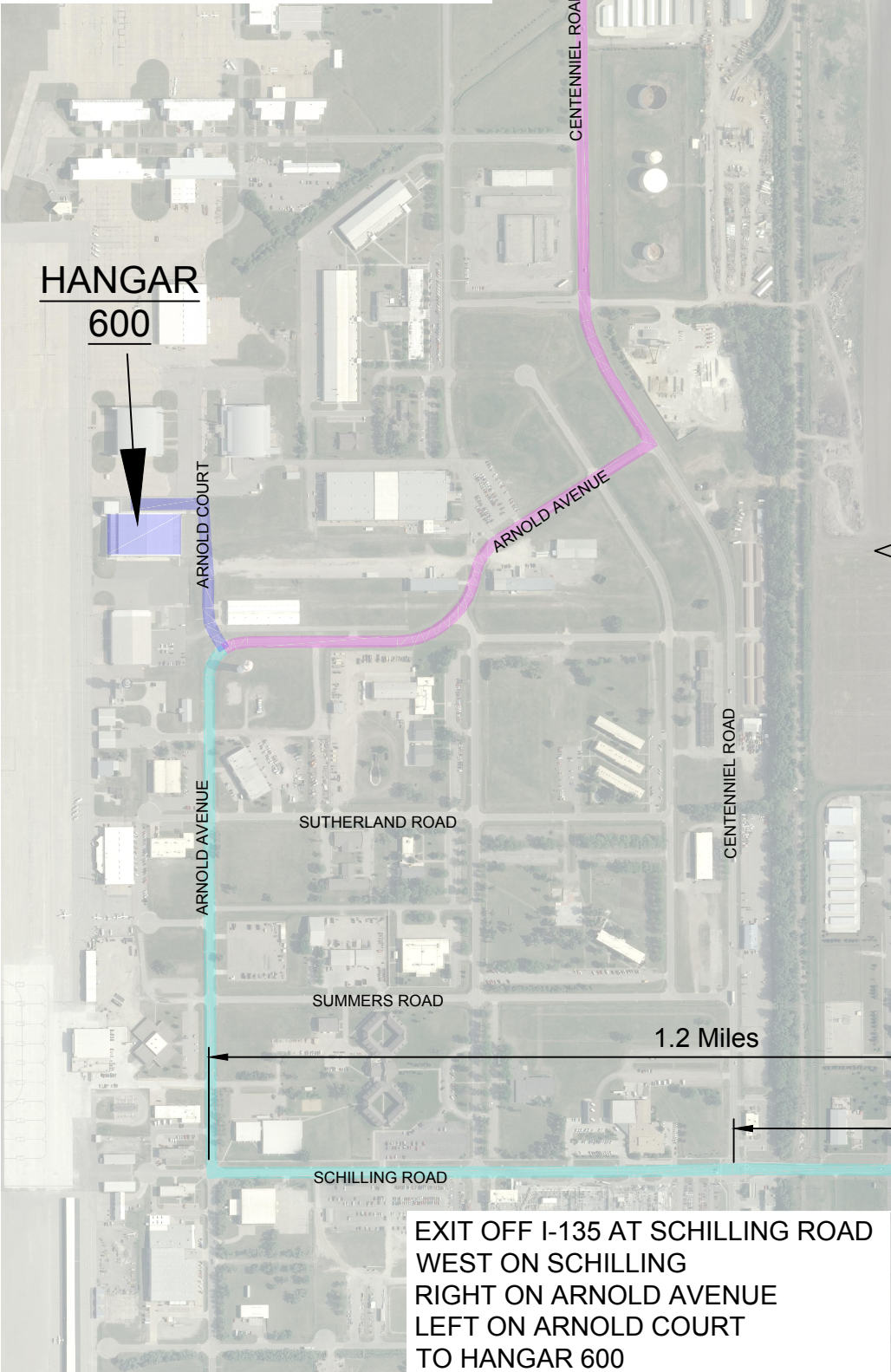
SAA Staff (Windhorst)

The Salina Airport Authority is pleased to announce the hiring of Kayleigh Hogeland, Joseph Layton-Santos and Terry Alstatt. Kayleigh accepted the full-time Aircraft Rescue and Firefighting (ARFF) and Operations specialist position. Her previous experience as a volunteer firefighter makes her well suited for this position.

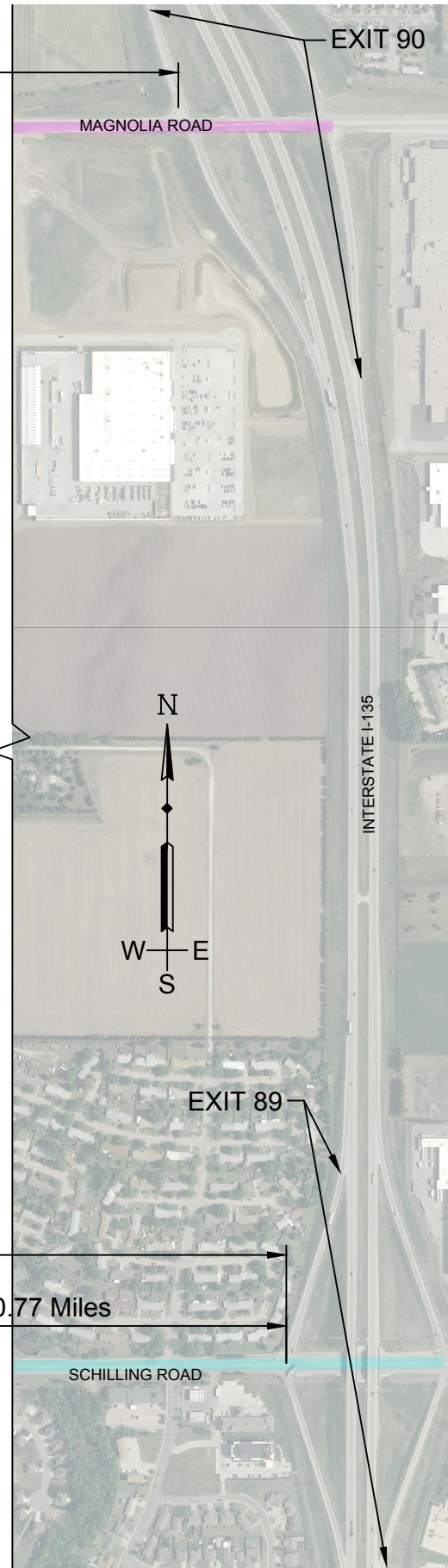
Joseph Layton-Santos and Terry Alstatt filled two part-time temporary positions with the Salina Airport Authority. Joseph is the Marketing and Communications Intern from Kansas Wesleyan University. He has been a key team member in planning for the KAA conference and will be helping SAA admin. staff in air service marketing and promotion. Terry accepted the part-time maintenance position and will be assisting with grounds maintenance throughout the summer months. We are excited to have Kayleigh, Joseph and Terry join the SAA team.

DIRECTIONS TO HANGAR 600 (2720 ARNOLD COURT)

EXIT OFF I-135 AT MAGNOLIA ROAD
WEST ON MAGNOLIA
LEFT ON CENTENNIAL
RIGHT ON ARNOLD AVENUE
RIGHT ON ARNOLD COURT
TO HANGAR 600



EXIT OFF I-135 AT SCHILLING ROAD
WEST ON SCHILLING
RIGHT ON ARNOLD AVENUE
LEFT ON ARNOLD COURT
TO HANGAR 600



SALINA AIRPORT AUTHORITY REGULAR BOARD MEETING
Hangar H600, Second Floor Conference Room
2720 Arnold Court
June 20, 2018 – 8:00 AM

AGENDA

Action Items

1. Call to order and determine a quorum is present. (Weisel)
2. Recognition of guests. (Weisel)
3. Additions to the agenda. (Rogers)
4. Approval of the minutes of the May 16, 2018 board meeting. (Weisel)
5. Review of airport activity and financial reports for the month ending May 31, 2018. (Rogers and Swanson)
6. Consideration of a Federal Aviation Administration Grant Offer and Agreement for the purchase of an Aircraft Rescue and Firefighting vehicle. (Rogers and Swanson)
7. Review of Salina Economic Development Organization Goals and Objectives (Rogers and Buer)
8. Discuss 2019 to 2023 airport capital improvement projects and consider funding options. (Rogers and Swanson)
9. Review the calendar for preparing and adopting the Authority's 2019 Operating Plan and Budget Report. (Rogers and Swanson)
10. Update of prospective short-term and long-term leasing activity for Airport and Airport Industrial Center properties. (Rogers and Swanson)

Directors' Forum (Weisel)

Visitor's Questions and Comments (Weisel)

Staff Reports (Rogers)

- Beechcraft road construction update (Bieker)

Announcements (Windhorst)

- Kansas Association of Airports Annual Conference, June 20 – 22, Hilton Garden Inn

Adjournment (Weisel)



**MINUTES OF THE REGULAR MEETING OF THE BOARD
OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY
MAY 16, 2018
HANGAR 600 SECOND FLOOR CONFERENCE ROOM**

Call to Order

The meeting was called to order at 8:00 AM by Chairman Brian Weisel.

Attendance

Attendance was taken. Chairman Weisel, Directors Eichelberger, Vancil, Buer, and Gunn were present. Also present were Executive Director Tim Rogers; Director of Administration and Finance Shelli Swanson; Director of Facilities and Construction Kenny Bieker; Business and Communications Manager Kasey Windhorst, Administrative Assistant Kaycie Taylor, and attorney Greg Bengtson. Karl Ryan, Mayor; Mike Hoppock, Salina City Commissioner; Jason Gage, City Manager; Mike Schrage, Deputy City Manager; Bob Vidricksen, Saline County Commissioner; Mitch Robinson, Salina Community Economic Development Organization; Rebecca Robinson, Kansas State University; Eric Brown, Salina Area Chamber of Commerce; Eric Wiley, Salina Journal; Gary Foss, The ArkStar Group (via conference call); Cary Adcock, Salina Air Traffic Control Tower; Michael Bunn, T-Hangar tenant and Dave Hadel, Burns & McDonnell were guests.

Additions to the Agenda

Chairman Weisel asked if there were any additions to the agenda. Executive Director Rogers stated that there were no additions to the agenda.

Minutes

Chairman Weisel asked if the board members had additions or corrections to the minutes of the April 18, 2018 regular board meeting. Director Gunn moved, seconded by Director Buer, to approve the minutes of the April 18, 2018 regular board meeting. Motion passed unanimously.

Airport Activity and Financial Reports

Executive Director Rogers reported on airport activity for the month of April 2018. The Salina air traffic control tower (ATCT) recorded 5,510 operations during April 2018 which was a 3% increase as compared to April 2017. For the year-to-date, a total of 19,841 operations have occurred at the Salina Airport which is 5% less than the April 2017 year-to-date total. The April 2018 fuel flowage came in at 154,513 gallons which was a 4% increase as compared to April 2017. For the year-to-date, a total of 588,386 gallons has been delivered on the airport which is 44% less than the 2017 year-to-date total due to a deferment of military activity until runway construction is completed. SkyWest reported 1,604 passengers during the first three weeks of operations, reaching a 35% load factor. The load factor goal is 65%.

Director of Administration and Finance Swanson reported on the financials for April 2018. At the end of the April 2018, total operating revenue exceeded budget projections by 1% and is tracking \$16,249 ahead of the same period in 2017. Total operating expenses arrived at \$20,189 under budget and 5% more than 2017. Total year-to-date net operating income before depreciation

reached \$25,008. Swanson commented on significant capital expenditures. Chairman Weisel directed staff to file the financials for audit.

Presentation of the Salina Airport Authority's Draft, 2017 Comprehensive Annual Financial Report

Director of Administration and Finance Swanson reviewed the status of the audit. Field work has been completed and the finance committee will review the draft report.

Review of the First Five Weeks of United Jet Service to Denver and Chicago

Executive Director Rogers introduced Gary Foss, Managing Director of The ArkStar Group. Foss reviewed the first five weeks of United jet service to Denver and Chicago. Total passengers increased 21% in April 2018 as compared to April 2017. Foss commented on several accomplishments to date including the filing of GSA City Pair Program fares for federal agency and military travel to and from Salina, optimizing connecting fares on United at both Denver and Chicago, local and area corporate sales calls by ArkStar associate Diana Kotecki, and coordination with Visit Salina and United for the use of group discounts for conventions and meetings. Foss reviewed the scope and impact of the Fly Salina Marketing campaign including; digital ads, radio promos, billboard, social media, and print ads. Foss also discussed load factor, the Chicago flight's scheduled earlier departure, marketing initiative, government and military fares, and the ongoing aggressive media campaign including; digital ads, radio promos, and print ads. The campaign is focused on 40 zip codes covering Saline, McPherson, Dickinson, Cloud, Republic, Mitchell, Lincoln, Ottawa, and Ellsworth counties.

Review and discussion of the SCEDO Economic Development Strategic Plan and Global Aeronautics Initiative Reports

Executive Director Rogers reviewed and discussed the Salina Community Economic Development Organization's Economic Development Strategic Plan report (the Ady report) and the K-State Global Aeronautics Initiative Study (the RSA report). Both reports presented very similar results. The strengths listed were available hangar space, development ready sites, workforce training, available air space, industry partners, military partnerships, and United jet service. Rogers also commented on weaknesses which included, incentives for aviation business recruitment and an available skilled workforce. Jason Gage, City of Salina City Manager, reviewed the availability of public funding for Economic Development and the difference between the general development and economic development tax use. Gage commented on the current economic development account balance, expected future balance, and mill levy options. Funding needs to be addressed to create new premier jobs. Gage recommended aggressive action be taken to stimulate new aerospace jobs. Mitch Robinson, Salina Community Economic Development Organization, reviewed the Integration Pilot Program (IPP), recently announced by the U.S. Department of Commerce and the impact on Kansas.

Aircraft Rescue and Firefighting (ARFF) Vehicle and Equipment Update

Executive Director Rogers reviewed the bids received for a new ARFF vehicle and equipment. Total project cost is \$781,690. A Federal Grant of \$682,821 will fund 87% of the project. The Salina Airport Authority's share will be \$98,869. A FAA Grant Offer and Agreement is expected by the June 20, 2018 board meeting.

Staff Reports

Director of Administration and Finance, Shelli Swanson presented the SkyWest Airlines Airport Use Agreement for signature.

Upon a motion duly made, the meeting adjourned at 9:50 A.M.

Minutes approved at the June 20, 2018 Board Meeting.

Secretary

(SEAL)

**SALINA AIRPORT AUTHORITY
AIRPORT ACTIVITY REPORT
2018**

AIR TRAFFIC/ATCT

May, 2018	5,094 Operations 848 Instrument Operations 316 Peak Day
May, 2017	4,253 Operations 794 Instrument Operations 257 Peak Day
January 2018 - May 2018	24,935 Operations
January 2017 - May 2017	25,059 Operations
January 2016 - May 2016	34,383 Operations

FUEL FLOWAGE

May, 2018	131,941 Gallons
May, 2017	143,801 Gallons
January 2018 - May 2018	720,327 Gallons
January 2017 - May 2017	1,199,468 Gallons
January 2016 - May 2016	596,056 Gallons

KSU-S	Avflight Salina	Avflight	
		Military/Gov't Portion	Self-fuel Station Portion
8,356	123,585	14,801	710
8,689	135,112	27,646	1,084
34,253	686,074	256,653	2,852
45,880	1,153,588	616,405	3,323
47,844	548,212	81,136	3,510

SkyWest Airlines

ENPLANEMENTS

May, 2018	1387 Passengers
May, 2017	761 Passengers
January 2018 - May 2018	3,268 Passengers
January 2017 - May 2017	3,345 Passengers
January 2016 - May 2016	36 Passengers

DEPLANEMENTS

TOTAL

1417 Passengers	2,804
756 Passengers	1,517

ENPLANEMENTS - Charter Flights

May, 2018	0 Passengers
May, 2017	0 Passengers
January 2018 - May 2018	401 Passengers
January 2017 - May 2017	967 Passengers
January 2016 - May 2016	0 Passengers

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

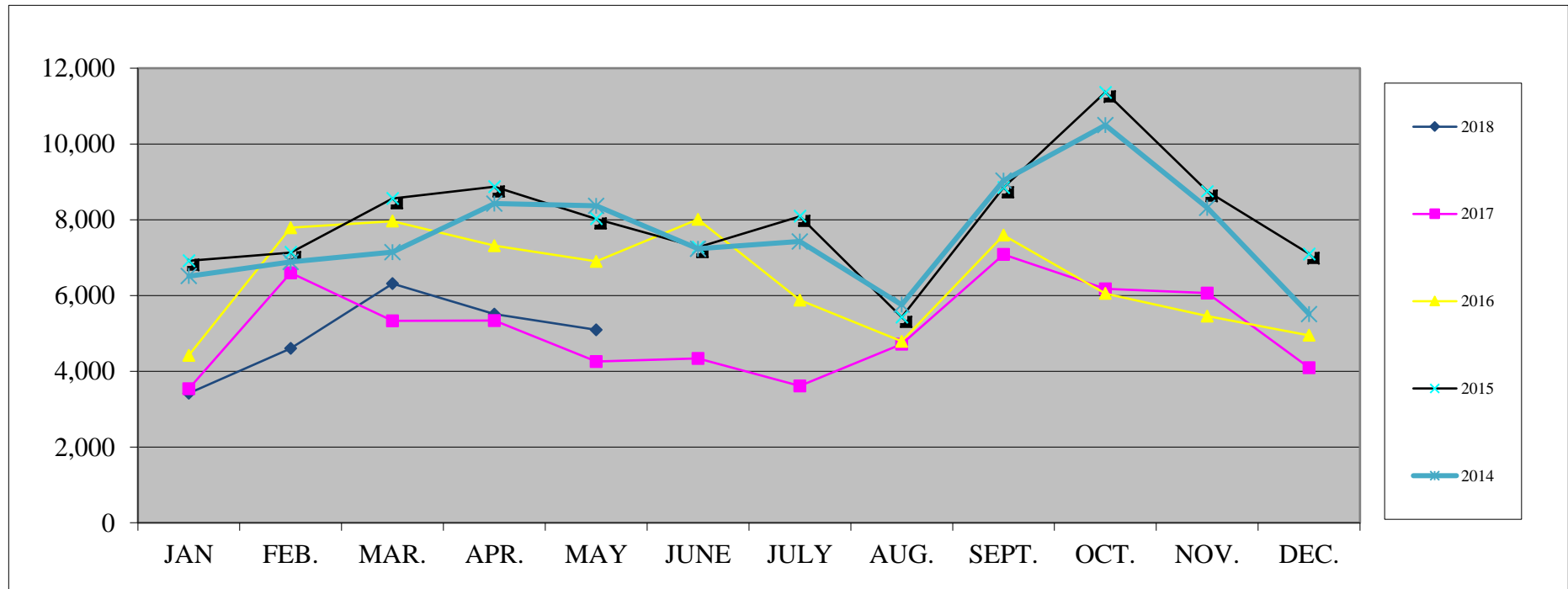
May, 2018	1,387 Passengers
May, 2017	761 Passengers
January 2018 - May 2018	3,669 Passengers
January 2017 - May 2017	4,312 Passengers
January 2016 - May 2016	36 Passengers

**AIRPORT TRAFFIC RECORD
2017 - 2018**

	ITINERANT					LOCAL			Total Operations
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	
2018									
January, 18	0	1,068	587	205	1,860	1,390	168	1,558	3,418
February, 18	17	1,282	541	316	2,156	2,103	342	2,445	4,601
March, 18	2	1,413	840	462	2,717	2,976	619	3,595	6,312
April, 18	6	1,469	670	284	2,429	2,666	415	3,081	5,510
May, 18	7	1,431	811	264	2,513	2,370	211	2,581	5,094
June, 18									
July, 18									
August, 18									
September, 18									
October, 18									
November, 18									
December, 18									
Totals January - May	32	6,663	3,449	1,531	11,675	11,505	1,755	13,260	24,935
2017									
January, 17	5	1,154	585	141	1,885	1,438	216	1,654	3,539
February, 17	25	2,062	751	831	3,669	2,553	376	2,929	6,598
March, 17	2	1,426	805	260	2,493	2,518	318	2,836	5,329
April, 17	6	1,793	688	230	2,717	2,317	306	2,623	5,340
May, 17	2	1,433	823	165	2,423	1,612	218	1,830	4,253
June, 17									
July, 17									
August, 17									
September, 17									
October, 17									
November, 17									
December, 17									
Totals January - May	40	7,868	3,652	1,627	13,187	10,438	1,434	11,872	25,059
Difference	-8	-1,205	-203	-96	-1,512	1,067	321	1,388	-124
YTD % Change	-20%	-15%	-6%	-6%	-11%	10%	22%	12%	0%
Legend:	AC: Air Carrier			AT: Air Taxi					
	GA: General Aviation			MI: Military					

AIR TRAFFIC

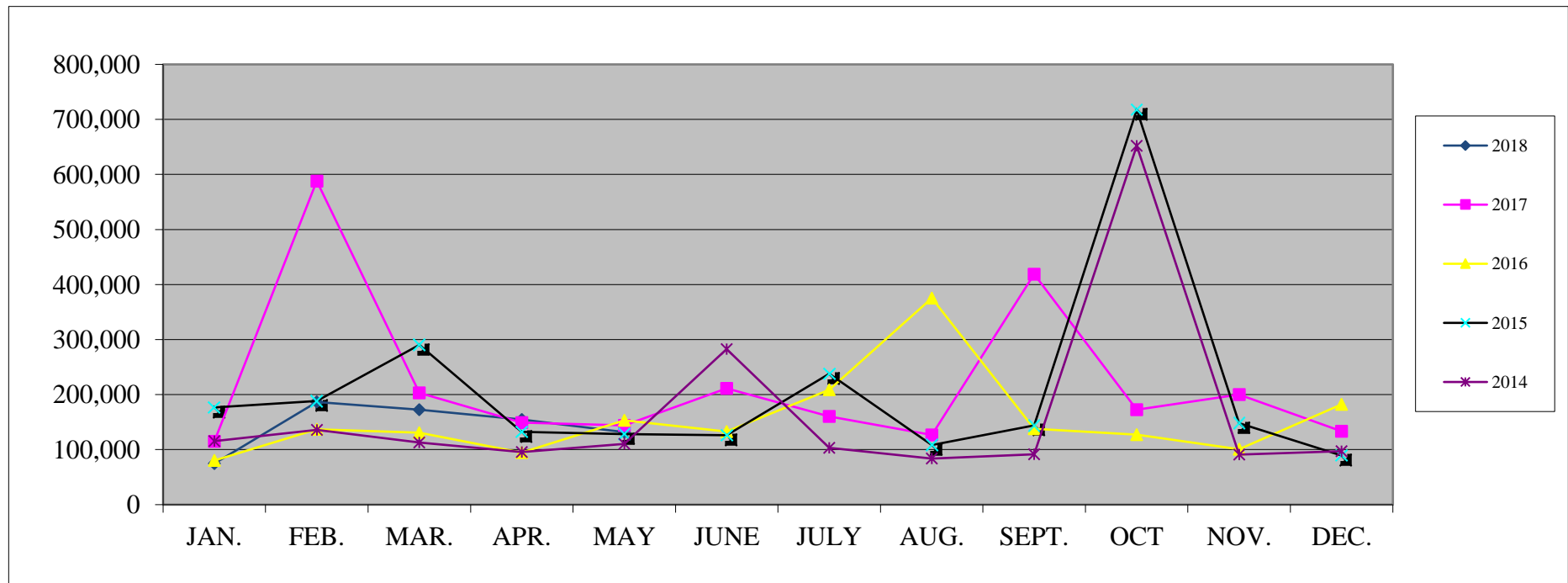
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2018	3,418	4,601	6,312	5,510	5,094								24,935
2017	3,539	6,598	5,329	5,340	4,253	4,338	3,613	4,717	7,081	6,177	6,062	4,094	61,141
2016	4,422	7,789	7,962	7,312	6,898	8,011	5,877	4,789	7,593	6,052	5,458	4,948	77,111
2015	6,918	7,133	8,557	8,870	8,022	7,268	8,089	5,426	8,846	11,367	8,753	7,101	96,350
2014	6,511	6,887	7,143	8,426	8,365	7,234	7,423	5,756	9,035	10,496	8,316	5,509	91,101
2013	5,341	7,146	7,440	7,349	7,336	8,291	6,696	6,694	8,755	10,136	7,946	7,001	90,131
2012	4,642	6,700	8,189	8,002	11,819	7,532	7,635	7,802	10,478	10,292	8,838	5,409	97,338
2011	3,088	3,880	4,632	5,671	5,418	6,379	5,639	4,804	9,355	9,249	6,138	4,954	69,207
2010	2,760	4,430	5,743	5,964	4,611	4,572	4,364	4,009	6,816	7,653	5,100	4,429	60,451
2009	4,345	6,822	5,675	5,888	6,209	5,883	5,082	3,860	6,470	5,258	5,775	3,795	65,062
2008	4,233	6,749	6,063	6,291	5,530	6,345	5,356	4,112	7,425	8,125	6,571	4,775	71,575



FUEL FLOWAGE

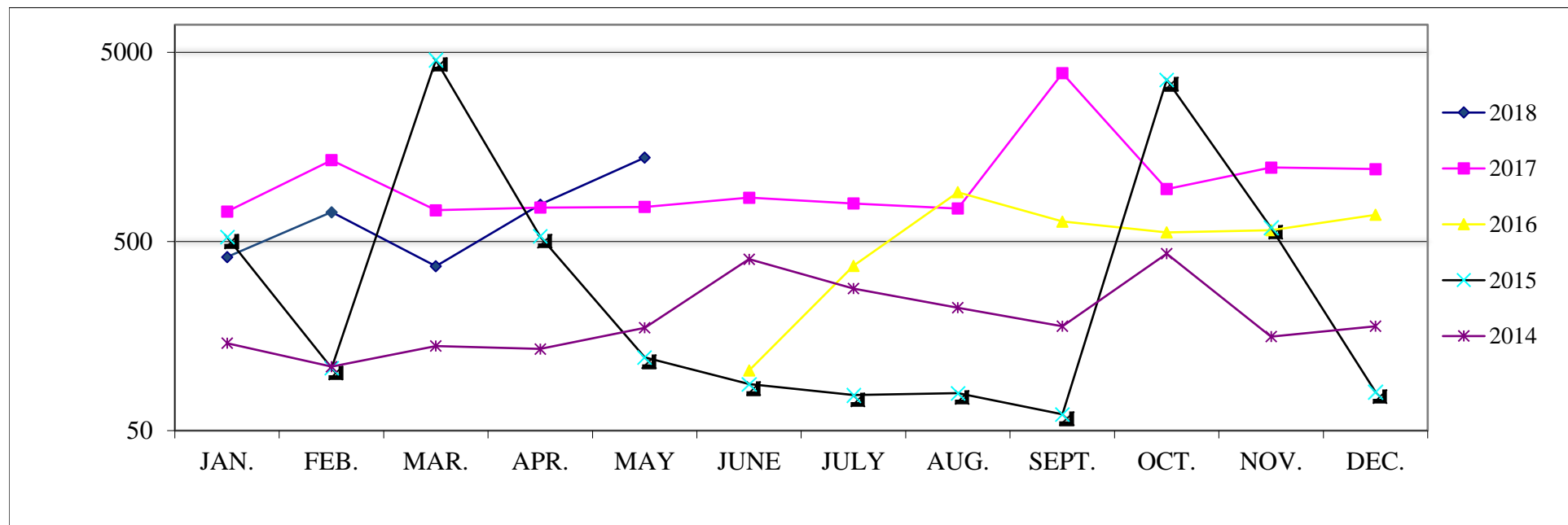
Gallons of Fuel Sold at SLN

	<u>JAN.</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2018	74,807	186,507	172,561	154,513	131,941								720,329
2017	115,075	588,072	203,387	149,134	143,801	211,351	160,134	126,751	418,616	172,614	200,050	133,173	2,622,158
2016	80,221	136,763	130,990	94,673	153,410	132,964	208,846	375,330	137,906	126,983	100,764	182,062	1,860,912
2015	176,746	188,406	290,470	132,543	128,100	126,428	237,782	108,581	143,816	717,601	147,853	89,277	2,487,603
2014	115,573	135,651	112,694	95,549	110,387	282,468	103,108	83,757	91,423	652,207	90,948	97,295	1,971,061
2013	139,227	165,167	138,056	121,295	120,083	282,743	134,677	137,840	126,523	134,024	151,427	106,917	1,757,981
2012	136,995	163,253	303,472	142,770	307,541	365,938	162,584	169,534	163,515	149,404	287,619	241,424	2,594,049
2011	158,199	175,703	311,254	168,490	141,986	261,097	246,687	202,390	178,133	172,586	203,684	166,461	2,386,670
2010	140,149	174,668	276,837	195,019	195,859	333,684	271,029	212,013	170,735	209,067	315,010	269,921	2,763,991
2009	202,765	239,649	182,205	183,738	192,029	306,421	222,991	145,268	171,251	216,190	256,904	162,174	2,481,585
2008	240,060	298,097	293,841	231,396	212,675	319,814	218,666	236,294	245,330	374,857	236,718	206,767	3,114,515



ENPLANEMENTS

	<u>JAN.</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>FAA</u> <u>Adjustment</u>	<u>TOTAL</u>
2018	414	715	370	783	1387									3,669
2017	720	1,344	731	756	761	852	793	746	3,874	946	1,229	1,207		13,959
2016	36	0	0	0	0	104	372	910	637	558	574	692	84	3,967
2015	528	107	4,550	531	122	88	77	79	61	3,574	592	80	-310	10,079
2014	145	109	140	135	175	403	282	223	178	431	157	178	-158	2,398
2013	166	191	205	214	243	218	202	205	161	178	212	243	391	2,829
2012	237	249	247	216	287	213	174	198	151	187	229	335	803	3,526
2011	146	156	205	181	254	258	261	234	225	287	264	234	152	2,857
2010	81	97	139	116	668	166	162	154	178	436	234	510	203	3,144
2009	224	227	275	223	232	210	225	242	439	190	223	129	29	2,868
2008	228	147	224	283	372	396	393	450	524	930	309	398	516	5,170
2007	109	81	133	107	185	226	221	285	241	325	679	353	1,182	4,127



****Adjustment based on Nonscheduled/On-Demand Air Carrier Filings FAA Form 1800-31**

Salina Airport Authority
Statement of Net Assets Prev Year Comparison
As of May 31, 2018

06/15/2018

	<u>May 31, 18</u>	<u>Apr 30, 18</u>	<u>\$ Change</u>	<u>May 31, 17</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS						
Current Assets						
Checking/Savings						
Cash in Bank - Bond Funds	1,217,622	1,305,081	-87,459	336,596	881,026	262%
Cash in bank & Petty Cash-Op	1,592,611	860,197	732,414	1,570,270	22,341	1%
Total Checking/Savings	1 2,810,233	2,165,278	644,955	1,906,866	903,367	47%
Accounts Receivable						
Accounts Receivable	184,227	117,074	67,153	59,233	124,994	211%
Total Accounts Receivable	184,227	117,074	67,153	59,233	124,994	211%
Other Current Assets						
Agri Land Receivable	55,000	55,000	0	56,000	-1,000	-2%
Mill Levy receivable	0	830,961	-830,961	247,414	-247,414	-100%
Other current assets	157,407	162,296	-4,889	148,510	8,897	6%
Undeposited Funds	525	-1,035	1,560	3,235	-2,710	-84%
Total Other Current Assets	212,932	1,047,222	-834,290	455,159	-242,227	-53%
Total Current Assets	3,207,392	3,329,574	-122,182	2,421,258	786,134	32%
Fixed Assets						
Fixed assets at cost	86,405,690	86,038,828	366,862	84,239,052	2,166,638	3%
Less accumulated depreciation	-43,149,715	-42,924,815	-224,900	-40,453,260	-2,696,455	-7%
Total Fixed Assets	43,255,975	43,114,013	141,962	43,785,792	-529,817	-1%
Other Assets						
Irrevocable Escrow 2017-A&B	1,270,661	1,270,661	0	0	1,270,661	100%
Other assets	0	0	0	17,072	-17,072	-100%
Total Other Assets	1,270,661	1,270,661	0	17,072	1,253,589	7,343%
TOTAL ASSETS	<u>47,734,028</u>	<u>47,714,248</u>	<u>19,780</u>	<u>46,224,122</u>	<u>1,509,906</u>	<u>3%</u>
LIABILITIES & EQUITY						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	418,018	672,139	-254,121	422,057	-4,039	-1%
Total Accounts Payable	418,018	672,139	-254,121	422,057	-4,039	-1%
Credit Cards						
Sam's Club Discover	-138	-1,650	1,512	0	-138	-100%
VISA - Sunflower Bank, N.A. - T	430	247	183	514	-84	-16%
Total Credit Cards	292	-1,403	1,695	514	-222	-43%
Other Current Liabilities						
Accrued debt interest payable	226,625	164,385	62,240	243,712	-17,087	-7%
Debt, current portion	1,067,153	1,067,153	0	1,109,894	-42,741	-4%
Deferred Agri Land Revenue	32,083	36,667	-4,584	33,167	-1,084	-3%
Deferred Mill Levy revenue	1,243,877	1,421,573	-177,696	1,215,157	28,720	2%
Other current liabilities	180,498	121,649	58,849	165,858	14,640	9%
Total Other Current Liabilities	2,750,236	2,811,427	-61,191	2,767,788	-17,552	-1%
Total Current Liabilities	3,168,546	3,482,163	-313,617	3,190,359	-21,813	-1%
Long Term Liabilities						
Debt - Long Term	24,077,182	24,077,182	0	22,438,536	1,638,646	7%
Less current portion	-1,067,153	-1,067,153	0	-1,109,894	42,741	4%
Security Deposits Returnable	49,445	49,351	94	49,110	335	1%
Total Long Term Liabilities	23,059,474	23,059,380	94	21,377,752	1,681,722	8%
Total Liabilities	26,228,020	26,541,543	-313,523	24,568,111	1,659,909	7%
Equity						
Invested in Capital Assets net	19,178,794	19,010,370	168,424	21,361,943	-2,183,149	-10%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	2,338,414	2,506,838	-168,424	789,424	1,548,990	196%
Net Income	-101,200	-434,502	333,302	-585,353	484,153	83%
Total Equity	21,506,008	21,172,706	333,302	21,656,014	-150,006	-1%
TOTAL LIABILITIES & EQUITY	<u>47,734,028</u>	<u>47,714,249</u>	<u>19,779</u>	<u>46,224,125</u>	<u>1,509,903</u>	<u>3%</u>

Salina Airport Authority
Profit & Loss Budget Performance
 May 2018

1:48 PM
 06/15/2018
 Accrual Basis

	May 18	Jan - May 18	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense						
Income						
Airfield revenue						
Fuel Flowage Fees	10,349	59,444	82,500	-23,056	72%	198,000
Hangar rent	20,661	168,497	181,250	-12,753	93%	435,000
Landing fees	7,589	12,916	6,250	6,666	207%	15,000
Ramp rent	3,614	18,070	20,831	-2,761	87%	50,000
Total Airfield revenue	42,213	258,927	290,831	-31,904	89%	698,000
Building and land rent						
Agri land rent	4,583	23,417	22,917	500	102%	55,000
Building rents - Long Term						
Short-term leasing	28,458	134,310	87,500	46,810	153%	210,000
Building rents - Long Term - Other	62,676	323,857	359,563	-35,706	90%	862,950
Total Building rents - Long Term	91,134	458,167	447,063	11,104	102%	1,072,950
Land rent						
Basic Land Rent	8,007	41,640	37,500	4,140	111%	90,000
Property tax - tenant share	10,019	50,094	50,000	94	100%	120,000
Land rent - Other	0	0	0	0	0%	0
Total Land rent	18,026	91,734	87,500	4,234	105%	210,000
Tank rent	1,128	4,740	3,958	782	120%	9,500
Total Building and land rent	114,871	578,058	561,438	16,620	103%	1,347,450
Other revenue						
Airport Marketing	21,910	57,645	32,708	24,937	176%	78,500
Commissions	1,163	7,389	14,583	-7,194	51%	35,000
Other income	16,243	41,924	27,083	14,841	155%	65,000
Total Other revenue	39,316	106,958	74,374	32,584	144%	178,500
Total Income	196,400	943,943	926,643	17,300	102%	2,223,950
Gross Profit	196,400	943,943	926,643	17,300	2 102%	2,223,950
Expense						
Administrative expenses						
A/E, consultants, brokers	5,000	21,072	11,667	9,405	181%	28,000
Total Airport promotion	11,899	68,290	36,046	32,244	189%	86,512
Bad Debt Expense	0	2,480	0	2,480	100%	1
Computer/Network Admin.	813	5,481	5,729	-248	96%	13,750
Dues and subscriptions	1,519	9,862	10,625	-763	93%	25,500
Employee retirement	5,559	27,971	31,378	-3,407	89%	75,307
FICA and medicare tax expense	4,430	22,298	25,240	-2,942	88%	60,576
Industrial development	0	25,000	20,833	4,167	120%	50,000
Insurance , property	13,238	48,969	63,438	-14,469	77%	152,250
Insurance, medical	17,915	87,942	93,598	-5,656	94%	224,634
Kansas unemployment tax	0	176	417	-241	42%	1,000
Legal and accounting	768	7,202	13,542	-6,340	53%	32,500
Office salaries	35,515	178,016	203,342	-25,326	88%	488,020
Office Supplies	647	6,201	2,917	3,284	213%	7,000
Other administrative expense						
Merchant Processing Fees	96	726	188	538	386%	450
Other administrative expense - Other	835	2,587	1,896	691	136%	4,550
Total Other administrative expense	931	3,313	2,084	1,229	159%	5,000
Postage	430	2,026	1,250	776	162%	3,000
Property tax expense	12,083	60,417	60,417	0	100%	145,000
Special Events	0	0	417	-417	0%	1,000
Telephone	1,331	7,280	7,292	-12	100%	17,500
Training	2,188	2,688	2,083	605	129%	5,000
Travel and meetings	818	2,370	4,792	-2,422	49%	11,500
Total Administrative expenses	115,084	589,054	597,107	-8,053	3 99%	1,433,050

	<u>May 18</u>	<u>Jan - May 18</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
Maintenance expenses						
Airfield maintenance	1,464	10,705	12,500	-1,795	86%	30,000
Airport Security	0	1,308	208	1,100	629%	500
Building maintenance	6,152	34,358	19,792	14,566	174%	47,500
Equipment fuel and repairs	14,395	35,386	27,083	8,303	131%	65,000
Fire Services	96	596	8,333	-7,737	7%	20,000
Grounds maintenance	331	928	1,667	-739	56%	4,000
Maintenance salaries	23,272	121,630	142,363	-20,733	85%	341,670
Other maintenance expenses	1,776	5,482	8,333	-2,851	66%	20,000
Snow removal expense	0	3,439	9,167	-5,728	38%	22,000
Utilities	10,870	117,060	94,000	23,060	125%	200,000
Total Maintenance expenses	<u>58,356</u>	<u>330,892</u>	<u>323,446</u>	<u>7,446</u>	<u>102%</u>	<u>750,670</u>
Total Expense	<u>173,440</u>	<u>919,946</u>	<u>920,553</u>	<u>-607</u>	<u>4</u> 100%	<u>2,183,720</u>
Net Ordinary Income	22,960	23,997	6,090	17,907	5 394%	40,230
Other Income/Expense						
Other Income						
Capital contributed	6 416,884	416,884	567,043	-150,159	74%	1,360,902
Gain on sale of assets	0	0	10,000	-10,000	0%	25,000
Interest income						
Interest income on deposits	447	2,265	417	1,848	543%	1,000
Total Interest income	447	2,265	417	1,848	543%	1,000
Mill levy income	180,149	890,935	888,483	2,452	100%	2,132,360
Total Other Income	<u>597,480</u>	<u>1,310,084</u>	<u>1,465,943</u>	<u>-155,859</u>	<u>89%</u>	<u>3,519,262</u>
Other Expense						
Debt interest expense net						
Bond issue cost	0	-417	0	-417	100%	0
Interest Expense on Debt	62,240	311,200	311,200	0	100%	746,879
Total Debt interest expense net	62,240	310,783	311,200	-417	100%	746,879
Depreciation expense	224,900	1,124,500	1,124,500	0	100%	2,698,800
Total Other Expense	<u>287,140</u>	<u>1,435,283</u>	<u>1,435,700</u>	<u>-417</u>	<u>100%</u>	<u>3,445,679</u>
Net Other Income	<u>310,340</u>	<u>-125,199</u>	<u>30,243</u>	<u>-155,442</u>	<u>-414%</u>	<u>73,583</u>
Net Income	<u>333,300</u>	<u>-101,202</u>	<u>36,333</u>	<u>-137,535</u>	<u>-279%</u>	<u>113,813</u>

Salina Airport Authority
Profit & Loss YTD Comparison
 January through May 2018

2:27 PM
 06/15/2018
 Accrual Basis

	<u>Jan - May 18</u>	<u>Jan - May 17</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
Airfield revenue				
Fuel Flowage Fees	59,444	92,766	-33,322	-36%
Hangar rent	168,497	176,083	-7,586	-4%
Landing fees	12,916	9,230	3,686	40%
Ramp rent	18,070	21,386	-3,316	-16%
Total Airfield revenue	<u>258,927</u>	<u>299,465</u>	<u>-40,538</u>	<u>-14%</u>
Beech Bankruptcy Distributions	0	0	0	0%
Building and land rent				
Agri land rent	23,417	22,833	584	3%
Building rents - Long Term				
Short-term leasing	134,310	85,553	48,757	57%
Building rents - Long Term - Other	323,857	324,225	-368	-0%
Total Building rents - Long Term	<u>458,167</u>	<u>409,778</u>	<u>48,389</u>	<u>12%</u>
Land rent				
Basic Land Rent	41,640	41,275	365	1%
Property tax - tenant share	50,094	50,000	94	0%
Land rent - Other	0	2,211	-2,211	-100%
Total Land rent	<u>91,734</u>	<u>93,486</u>	<u>-1,752</u>	<u>-2%</u>
Tank rent	4,740	4,040	700	17%
Total Building and land rent	<u>578,058</u>	<u>530,137</u>	<u>47,921</u>	<u>9%</u>
Other revenue				
Airport Marketing	57,645	14,486	43,159	298%
Commissions	7,389	23,477	-16,088	-69%
Other income	41,924	14,500	27,424	189%
Total Other revenue	<u>106,958</u>	<u>52,463</u>	<u>54,495</u>	<u>104%</u>
Total Income	<u>943,943</u>	<u>882,065</u>	<u>61,878</u>	<u>7%</u>
Gross Profit	943,943	882,065	61,878	7%
Expense				
Administrative expenses				
A/E, consultants, brokers	21,072	850	20,222	2,379%
Airport promotion				
Air Serv. Mktg - City	24,994	7,445	17,549	236%
Air Serv. Mktg - County	24,994	7,445	17,549	236%
Air Serv. Mktg - SAA	3,805	611	3,194	523%
Air Serv. Mktg - SkyWest	9,252	0	9,252	100%
Airport promotion - Other	5,245	1,637	3,608	220%
Total Airport promotion	<u>68,290</u>	<u>17,138</u>	<u>51,152</u>	<u>298%</u>
Bad Debt Expense	2,480	0	2,480	100%
Computer/Network Admin.	5,481	7,754	-2,273	-29%
Dues and subscriptions	9,862	12,496	-2,634	-21%
Employee retirement	27,971	24,571	3,400	14%
FICA and medicare tax expense	22,298	21,683	615	3%
Industrial development	25,000	12,500	12,500	100%
Insurance , property	48,969	57,644	-8,675	-15%
Insurance, medical	87,942	83,056	4,886	6%
Kansas unemployment tax	176	169	7	4%
Legal and accounting	7,202	8,793	-1,591	-18%
Office salaries	178,016	164,248	13,768	8%
Office Supplies	6,201	3,235	2,966	92%
Other administrative expense				
Merchant Processing Fees	726	246	480	195%
Other administrative expense - Other	2,587	2,846	-259	-9%
Total Other administrative expense	<u>3,313</u>	<u>3,092</u>	<u>221</u>	<u>7%</u>
Postage	2,026	1,063	963	91%
Property tax expense	60,417	66,667	-6,250	-9%
Telephone	7,280	7,981	-701	-9%
Training	2,688	40	2,648	6,620%
Travel and meetings	2,370	3,150	-780	-25%
Total Administrative expenses	<u>589,054</u>	<u>496,130</u>	<u>92,924</u>	<u>19%</u>

	<u>Jan - May 18</u>	<u>Jan - May 17</u>	<u>\$ Change</u>	<u>% Change</u>
Maintenance expenses				
Airfield maintenance	10,705	8,494	2,211	26%
Airport Security	1,308	0	1,308	100%
Building maintenance	34,358	50,494	-16,136	-32%
Equipment fuel and repairs	35,386	34,986	400	1%
Fire Services	596	0	596	100%
Grounds maintenance	928	1,661	-733	-44%
Maintenance salaries	121,630	124,176	-2,546	-2%
Other maintenance expenses	5,482	5,995	-513	-9%
Snow removal expense	3,439	514	2,925	569%
Utilities	117,060	117,782	-722	-1%
Total Maintenance expenses	<u>330,892</u>	<u>344,102</u>	<u>-13,210</u>	<u>-4%</u>
Uncategorized Expenses	0	0	0	0%
Total Expense	<u>919,946</u>	<u>840,232</u>	<u>79,714</u>	<u>9%</u>
Net Ordinary Income	<u>23,997</u>	<u>41,833</u>	<u>-17,836</u>	<u>-43%</u>
Other Income/Expense				
Other Income				
Capital contributed	416,884	20,335	396,549	1,950%
Interest income				
Interest income on deposits	2,265	502	1,763	351%
Interest income - Other	0	0	0	0%
Total Interest income	<u>2,265</u>	<u>502</u>	<u>1,763</u>	<u>351%</u>
Mill levy income	890,935	864,378	26,557	3%
Total Other Income	<u>1,310,084</u>	<u>885,215</u>	<u>424,869</u>	<u>48%</u>
Other Expense				
Debt interest expense net				
Bond issue cost	-417	147	-564	-384%
Interest Expense on Debt	311,200	389,431	-78,231	-20%
Total Debt interest expense net	<u>310,783</u>	<u>389,578</u>	<u>-78,795</u>	<u>-20%</u>
Depreciation expense	1,124,500	1,122,825	1,675	0%
Total Other Expense	<u>1,435,283</u>	<u>1,512,403</u>	<u>-77,120</u>	<u>-5%</u>
Net Other Income	<u>-125,199</u>	<u>-627,188</u>	<u>501,989</u>	<u>80%</u>
Net Income	<u><u>-101,202</u></u>	<u><u>-585,355</u></u>	<u><u>484,153</u></u>	<u><u>83%</u></u>

Salina Airport Authority
Capital Additions Budget vs. Actual
As of May 31, 2018

2:29 PM
06/15/2018
Accrual Basis

	<u>May 18</u>	<u>Jan - May 18</u>	<u>Annual Budget</u>	<u>+/- Annual Budget</u>	<u>% of Annual Budget</u>
ASSETS					
Fixed Assets					
Fixed assets at cost					
Airfield					
AIP-36 Txy E Rehab Const. Ph 1	263,916	263,915	30,054	233,861	878%
AIP-38 Txy B Rehab Const. Ph 2	52,471	558,372	1,423,837	-865,465	39%
AIP-39 ARFF Vehicle Acquisition		0	98,500	-98,500	0%
Airfield Improvements	4,200	33,018	40,000	-6,982	83%
KAIP-19 Rwy 12/30 Slurry Seal		0	150,000	-150,000	0%
Total Airfield	7 320,587	855,305	1,742,391	-887,086	49%
Buildings & Improvements					
Building improvements					
Bldg. Imps. Other	2,089	18,164	45,000	-26,836	40%
Total Building improvements	2,089	18,164	45,000	-26,836	40%
Total Buildings & Improvements	2,089	18,164	45,000	-26,836	40%
Equipment					
ARFF equipment	1,603	114,670	25,650	89,020	447%
Communications equipment		3,719	2,500	1,219	149%
Computer equipment		0	2,500	-2,500	0%
Shop equipment		25,658	26,000	-342	99%
Total Equipment	1,603	144,047	56,650	87,397	254%
Land					
Airport Indust. Cent. Imps.	0	0	10,000	-10,000	0%
Environmental					
Environmental - SAFB	5,929	33,520	15,000	18,520	223%
Total Environmental	5,929	33,520	15,000	18,520	223%
West Beechcraft Road Imps.	29,280	136,958	1,178,000	-1,041,042	12%
Total Land	35,209	170,478	1,203,000	-1,032,522	14%
Total Fixed assets at cost	8 359,488	1,187,994	3,047,041	-1,859,047	39%

Salina Airport Authority
Significant Capital Expenditures Detail
May 2018

06/15/18

Type	Date	Name	Memo	Amount	Balance
Fixed assets at cost					
Airfield					
AIP-36 Txy E Rehab Const. Ph 1					
Bill	05/15/2018	APAC-Kansas, Inc., Shears ...	AIP 36 - Txy E Rehab Construction (Progress Payment 5 - ...	257,961.85	257,961.85
Bill	05/22/2018	Jviation, Inc.	AIP 36 - Txy E Rehab Construction - FINAL INVOICE	2,478.74	260,440.59
Bill	05/22/2018	Jviation, Inc.	AIP 36 - Txy E Rehab Construction - Retainage Invoice	3,285.80	263,726.39
Bill	05/23/2018	Salina Journal	Contractor Settlement Posting	189.00	263,915.39
Total AIP-36 Txy E Rehab Const. Ph 1				263,915.39	263,915.39
AIP-38 Txy B Rehab Const. Ph 2					
Bill	05/16/2018	Jviation, Inc.	4/1/18 - 4/30/18 - AIP 38 Taxiway B Reconstruction	52,471.32	52,471.32
Total AIP-38 Txy B Rehab Const. Ph 2				52,471.32	52,471.32
Airfield Improvements					
Bill	05/01/2018	Cillessen & Sons, Inc.	Remove non-movement line	4,200.00	4,200.00
Total Airfield Improvements				4,200.00	4,200.00
Fossett Plaza					
Bill	05/01/2018	B&B Metal Arts, LLC	Final bill for Fossett Plaza	5,373.27	5,373.27
Bill	05/01/2018	B&B Metal Arts, LLC	Final Bill for Fossett Plaza	15,169.33	20,542.60
Total Fossett Plaza				20,542.60	20,542.60
Total Airfield				341,129.31	341,129.31
Buildings & Improvements					
Building improvements					
Bldg. Imps. Other					
Bill	05/11/2018	CleanLine, Inc.	Terminal Parking Lot - Repaint existing markings	1,336.00	1,336.00
Bill	05/21/2018	Gleason & Son Signs, Inc.	Etched Windows in Gate 1 Area	752.62	2,088.62
Total Bldg. Imps. Other				2,088.62	2,088.62
Total Building improvements				2,088.62	2,088.62
Total Buildings & Improvements				2,088.62	2,088.62
Equipment					
ARFF equipment					
Bill	05/22/2018	Weis Fire & Safety Equip. C...	ARFF 3 Refitting	1,205.40	1,205.40
Bill	05/31/2018	Dave's Service Center	Changed Oil, Checked Lubes, Left front axle seal leak repair	397.88	1,603.28
Total ARFF equipment				1,603.28	1,603.28
Total Equipment				1,603.28	1,603.28
Land					
Environmental					
Environmental - SAFB					
Bill	05/31/2018	Clark, Mize & Linville	Env. legal fees - May 2018	267.20	267.20
Bill	05/31/2018	Stinson Leonard Street, LLP	Professional services - May 2018	5,661.50	5,928.70
Total Environmental - SAFB				5,928.70	5,928.70
Total Environmental				5,928.70	5,928.70
West Beechcraft Road Imps.					
Bill	05/29/2018	Lochner - BWR Division	Professional Services from 5/1/18-5/25/18	29,279.98	29,279.98
Total West Beechcraft Road Imps.				29,279.98	29,279.98
Total Land				35,208.68	35,208.68
Total Fixed assets at cost				380,029.89	380,029.89
TOTAL				380,029.89	380,029.89

PROJECT BUDGET

**SALINA REGIONAL AIRPORT
SALINA AIRPORT AUTHORITY
SALINA, KANSAS**

**New (Class V, 3,000 Gallon) Aircraft Rescue and Fire Fighting Vehicle
and
Aircraft Rescue and Fire Fighting Tools & Equipment
F.A.A. A.I.P. P.N 3-20-0072-39**

June 7, 2018

	<u>Sponsor</u>	<u>FAA</u>	<u>TOTAL</u>
SOURCES OF FUNDING			
SPONSOR (SAA) 2018 Fed/Grant Mill Levy Match (approx .271 mills)	\$ 98,869.00		\$ 98,869.00
FEDERAL AVIATION ADMINISTRATION AIP 39 Grant	<u>\$ 98,869.00</u>	682,821.00 <u>\$ 682,821.00</u>	682,821.00 <u>\$ 781,690.00</u>
USE OF FUNDS			
ADVERTISING AND ADMINISTRATION			
Advertisement	\$ 30.00	\$ 270.00	\$300.00
Legal	75.00	675.00	750.00
Advertising and Administration Sub-Total =	<u>\$ 105.00</u>	<u>\$ 945.00</u>	<u>\$1,050.00</u>
VEHICLE ACQUISITION			
New Class V, 3000 Gallon ARFF Vehicle OshKosh Bid	\$ 67,762.40	\$ 609,861.60	\$677,624.00
Add-on Rear Wheel Steering (Ineligible)	23,000.00	-	23,000.00
Vehicle Acquisition Sub-Total	<u>\$ 90,762.40</u>	<u>\$ 609,861.60</u>	<u>\$700,624.00</u>
TOOLS & EQUIPMENT			
ARFF Tools & Equipment Feld Fire Bid	\$ 8,001.60	\$ 72,014.40	\$80,016.00
TOTAL PROJECT COST =	<u>\$ 98,869.00</u>	<u>\$ 682,821.00</u>	<u>\$ 781,690.00</u>

GOALS FOR THE FUTURE

Grow the City of Salina's economy through greater site and building readiness, targeted business attraction and supported growth for existing businesses.

- Work with KEDA's Certified Sites program getting current sites approved
- Work with potential local investors in building a 100,000 sq ft speculative building. Building will attract prospective industries and fill needed gap.
- Work with City, SAA, KSP and CC on identifying targeted industries within each of the targeted industrial groups starting with aviation. Develop marketing plan to reach each of the target industry sectors.
- Assist the Chamber of Commerce in working with existing Salina businesses to keep and maintain quality jobs for area residents.
- Keep inventory of sites and buildings updated and continue efforts to find more sites that offer different advantages (rail, fiber, etc).

Elevate Salina's talent competitiveness by focusing on growing wages, supply of talent and skills of talent.

- Continue working with local school districts in maintaining and expanding the effectiveness of the career pathways program. Look at ways to expand.
- Evaluate graduates of KWU, KSP and Salina Tech to determine how the community can assist them, thus keeping more graduates within the Salina community. More cooperation and integration within local business community.
- Develop programs with other community partners similar to the Hello West Michigan program. Broad based approach to attract, retain and keep local residents, Kansans and others from outside the state of Kansas.

Increase community alignment to create and leverage greater synergies.

- Increase communications among various entities not just within the economic development community but within the social services agencies and other organizations that address the needs of the working class and underprivileged.

Develop an innovative and entrepreneurial culture within the City of Salina

- Create a Task Force of interested parties looking to spearhead entrepreneur efforts. This group, in cooperation with SCEDO and Chamber, will lead efforts.
- Work to develop a local-based public meeting for the entrepreneurs within Salina that builds a better understanding of the history of success within Salina, programs available for assistance in building a business and develop opportunities for entrepreneurs to discuss and interact with other entrepreneurs within the community. Also, possible shark tank aspect too.
- Determine need for Fab Lab within Salina and how it could be funded and where such a program would be located and what programs would be offered.
- Host a one-day seminar for entrepreneurs looking at a wide variety of issues that impact individuals from starting or expanding their businesses. This would help to educate locals on tools available to move forward.
- Conduct a review of peer communities that would help compare local assets and programs to these communities to determine needs within Salina.

Collaborate with the city and other partners on ways to improve and develop the City of Salina's housing stock by creating greater diversity and affordability.

- Interact with all potential partners to increase available housing within Salina by using creative programs to encourage new construction as well as reuse of older homes within the community. Seek national models that could create new development in all parts of the community.
- Work to assist develop of downtown living spaces that would attract younger residents interested in living downtown.
- Host a Housing Summit that would bring programs/models forward as potential action items for Salina.

MAY 2018 DIRECTOR'S REPORT

STRATEGIC PLANNING

Ady Advantage's Janet Ady and Jason Vangalis came back to Salina on Tuesday, April 17th at 1:30 pm in the Chamber Annex and provided the final Strategic Plan Report for the SCEDO. Approximately 29 individuals attended the session where the plan was made available to the community and placed on the SCEDO website. On Monday, May 7th the Board of Directors met and discussed key issues like workforce and housing that impacted the Salina community. Following the presentation the Board of Directors will work with the staff and stakeholders to implement the Strategic Plan within the community.

The Global Aeronautic Initiative Study has been completed by RSA, Inc, the firm hired to do the project research. The final draft has been presented to the community stake holders. A final version is almost completed and will be available.

MARKETING / PROMOTION

I attended the Association for Unmanned Vehicle Systems International (AUVSI) in Denver April 30 to May 3rd. This is the largest unmanned vehicle show in the world with attendees coming from all over the United States and the world. Like last year SCEDO joined with the Kansas Transportation Department of Aviation and KSU Polytechnic, KSU Manhattan, WSU, KS Department of Agriculture, KS Department of Commerce and the Dodge City economic development group. Numerous meetings and discussions with potential companies and individuals were held during the four-day trade show. The Salina community and K State Polytechnic are already working a project resulting from a meeting held at the booth. Over 1500 names were gathered from business cards during the show. These will be followed up once the list is completed and provided by Dept of Aviation.

On Wednesday, May 9th a meeting near Wichita was called by the Kansas Department of Aviation for a special announcement. The Kansas Department of Aviation was selected as one of 10 trial areas for the Unmanned System Integration Pilot Program (IPP). The 36-month program will focus on two main areas here in Kansas with emergency response and agriculture being the top priorities. Federal officials estimate 70,000 jobs and a \$13.6 million-dollar economic impact from this program across the United States.

WORKFORCE/ TALENT SUPPLY

A local committee is working through the Strategic Doing process from the Dane Hanson Foundation. A group of community representatives are looking at a new community brand for Salina and a series of programs to recruit new residents, keep both high school and college graduates here in Salina and get former residents to move back to Salina. The most recent meeting was held on April 24th with the next meeting being held on May 21st.

ENTREPRENEURSHIP / SMALL BUSINESS DEVELOPMENT

On April 25th and 26th the Kansas City Reserve Bank sponsored the “Growing Entrepreneurial Communities - Entrepreneurship on the Edges” conference at the KC Fed Building. Over 400 community representatives from across the Midwest and the entire United States attended. The sessions were broken down into urban and rural. It was an excellent opportunity to meet more Kansas community representatives that I had not met before. Excellent conference. We are moving in the right directions here in Salina.

After the Entrepreneur Summit on April 10th the items discussed could be separated into four areas; 1) Fab Lab; 2) Networking; 3) Topics of Interest; 4) Resource Guide. The first committee meeting was held concerning the Fab Lab on Monday, May 14th. Eight local folks attended the session where we discussed local needs and uses for a Fab Lab, what equipment might be available to use, funding needed to support such an effort and possible locations and facility requirements for a Fab Lab. A visit to the Fab Lab in Independence is being planned for mid-June and a visit to Wichita is also being planned.

More work is going on concerning the possible development of a monthly meeting of the local entrepreneur community. Possible models are the One Million Cups sponsored by the Kauffman Foundation or the Start Up Grind events which was started by Google. Trips later in June and in July are planned for Manhattan and Wichita to see their programs. A local hybrid version may be developed combining pieces of several programs.

PROSPECT MANAGEMENT

We have been working hard following up with more information and research on several projects. Project 17-7 continues to have interest in Salina and the Salina Airport Authority building and property. A lease has been provided to the company and the company is currently reviewing the document. Construction of a building is also being considered.

The new startup that approached the SCEDO recently is moving toward their goal of establishing a close relationship with a possible customer. We are supporting their efforts with more information and support where and as needed.

A new prospect that was met in Denver at the AUVSI Trade Show has provided information to K State Polytechnic. Materials are being prepared to present to the company later this month.

The remaining prospects have been followed up with and we are maintaining contact where needed. (SEE ATTACHED LIST – Prospect Table)

SITES / BUILDINGS / TOOLS

We are maintaining our building inventory along with developed and undeveloped industrial property. In early June a decision on who will be the contractor to work with the communities interested in having a certified site will be selected by the KEDA Board of Directors. By mid-

summer applications should be able to be submitted for review by the contractor and the final review committee.

The City of Salina was approved for two Federal Opportunity Zones by the Governor’s office and have been sent to Washington D.C. for final approval by the Treasury Department.

MONTHLY WEB/SOCIAL MEDIA STATISTICS

Website – (Last month’s report)

93 users 84 New Users 115 Sessions 1.18 Pgs./Session 00:57Avg Session
216 Pageviews

Website – 04/15/2018 through 05/14/2018

125 Users 117 New Users 157 Sessions 1.87 Pgs./Session 01:19 Avg Session
293 Pageviews

Pages Visited – 04/15/2018 through 05/14/2018

<input type="checkbox"/>	Page ?	Pageviews ?	↓	Unique Pageviews ?	Avg. Time on Page ?
		293 % of Total: 100.00% (293)		260 % of Total: 100.00% (260)	00:01:30 Avg for View: 00:01:30 (0.00%)
<input type="checkbox"/>	1. /	118 (40.27%)		98 (37.69%)	00:01:53
<input type="checkbox"/>	2. /contact-us/	29 (9.90%)		28 (10.77%)	00:02:48
<input type="checkbox"/>	3. /news/	22 (7.51%)		18 (6.92%)	00:01:10
<input type="checkbox"/>	4. /government-incentives/	17 (5.80%)		17 (6.54%)	00:00:25
<input type="checkbox"/>	5. /sites-buildings/	16 (5.46%)		12 (4.62%)	00:01:07
<input type="checkbox"/>	6. /utilities/	16 (5.46%)		14 (5.38%)	00:01:43
<input type="checkbox"/>	7. /target-industries/	10 (3.41%)		10 (3.85%)	00:00:12
<input type="checkbox"/>	8. /target-industries/manufacturing/	10 (3.41%)		9 (3.46%)	00:00:40
<input type="checkbox"/>	9. /workforce-education/	10 (3.41%)		10 (3.85%)	00:00:56
<input type="checkbox"/>	10. /contact-us/resources/	5 (1.71%)		4 (1.54%)	00:01:21



Facebook – (Last Month’s Report)

263 Page Views 5,761 People Reached 1,407 Post Engagements 124 Page Likes

Facebook – 04/15/2018 through 05/14/2018

120 Page Views 1,637 People Reached 402 Post Engagements 151 Page Likes



Twitter – (Last Month’s Report)

90 Tweets

189 Following

80 Followers

199 Likes

Twitter – 04/15/2018 through 05/14/2018

93 Tweets

190 Following

86 Followers

204 Likes



Prospect Table

Code #	Client Source	Project Status	Contact Date	Milestone / Decision Date	Project Objective	Business Description	Jobs (New)	Average Salary	Investment	Niche	Acreage Required	Square Footage
17-7	Local Businessman	Active	7/10/2017	First visit on 3/2/2018	Company needs to double space requiremnt	Company repairs and services certain aircraft model	13	\$19/hour starting rate	Lease on Airport	Certain aircraft type	Need 10,000 to 15,000 SF to start	Need to lease space to grow into
17-8	Direct Contact via Chamber	Active		Lease or Construction in 2018	Expand in Salina Market	Service hydraulics in ag and industrial	6	Avg over \$20/ hour	?	superior service	Need 2 to 2.5 acres	6000- 7500 sf
17-9	Direct Contact to Chamber	Active	9/14/2017	Open July 1	Expand in Salina due to customer's growth	Assembly hydraulics hoses	4	\$14-15 per hour plus benefits	?	long term relationships	need 8000-12,000 sf	
17-10	Direct Call to EDO	Active	10/2/2017	First Qt 2018	Expand to larger building	Supply Industrial parts to area industries	0	?	?	Growing business	building	need 5000 sf
18-2	Kansas Department of Commerce	Active	2/8/2018	Submitted 2/16/2018	Need 20,000 sf of warehouse space expandable to 60,000 sf close to interstate system	Company will warehouse and do light assembly.	First year 7 jobs. By year five up to 58 jobs.	Mgt positions avg \$50k to \$75k. \$12-\$15 hourly	?	Need lease of 20,000 that can be expanded	Available building to meet size requirements	1919 Shilling
18-4	Direct Contact to SCEDO	Active	3/7/2018	Next Meeting 3/28/2018	New start up of KSP grads working on numerous grant and business projects using drones for various purposes	Local start up needs some financial assistance and business mentoring during statt up phase. Building leased here in Salina.	10 jobs	?	?	Start Up - need help with business plan, financials,	Have small building leased on west side of Salina	Working on NIST grant and support of major national company
18-5	Kansas Department of Commerce	Active	4/2/2018	Submitted 4/4/2018	Aviation related company seeking 50-80,000 SF including 3000 SF of office and requires a 6000 foot runway	Unknown at this time	?	?	?	?	?	Two buidings at the airport were submitted that meets request.
18-6	AUVSI Trade Show	Active	5/2/2018	Will be submitted 5/18/2018	Location at airport host avaition related company	MRO operation that would modify drones	25-50	Good paying positions	?	?	?	Two possible locatiosn at SAA

JUNE 2018 DIRECTOR'S REPORT

STRATEGIC PLANNING

The Board of Directors reviewed and approved goals and direction for the SCEDO at the last board of directors meeting on May 17th. Staff will put this plan into action as we move forward during 2018.

MARKETING / PROMOTION

On Friday, June 1st a meeting at the WSU Tech facility north of Wichita was called by the Kansas Department of Aviation for a roll out of the planning for the Unmanned System Integration Pilot Program (IPP). The 36-month program will focus on two main areas here in Kansas with emergency response and agriculture being the top priorities. Representatives from key organizations like KS Polytechnic, KU, WSU, Butler CC, KS Dept of Commerce along with ED representatives from Wichita and Salina discussed Dept of Aviation's plans on meeting the various requirements of the federal plan.

Took part in several meetings related to State of Kansas economic development planning in Manhattan, Topeka and Lawrence. Team Kansas, formerly known as the Kansas Calvary held its annual dinner and awards presentation this year in Lawrence where awards for exporting and assistance to the State of Kansas were given out. The Governor spoke about the importance of economic development for the future of Kansas. Also, a meeting was held in Manhattan with economic development representatives from across the state discussed the roles of Dept of Commerce and Dept of Agriculture in the economic development process. And the Kansas Economic Development Alliance held their board meeting in Topeka where plans for certified site program and selection of the coordinator were completed. I served as the committee chair and will remain working with this key activity for KEDA.

Locally another Greater Salina Community Foundation's Strategic Doing Session was held on May 21st with a focus on potential funding sources like GSCF, Dane Hanson Foundation and other organizations. From this effort a local branding campaign is being developed that will start work on a broader scale later this summer. Names are being solicited for committee members.

WORKFORCE/ TALENT SUPPLY

Met with Dr. Jim Hardy of District 305 discussing possible pathway additions to the systems current pathways. We also discussed possible use of ACT's Work Keys program to assist graduating students and area industries with improving the relationship with graduates and area employers. There is a renewed push going on in some areas of Kansas to push this program. I have had lots of involvement in both Kentucky and Missouri which were early adopters of the Work Keys program.

ENTREPRENEURSHIP / SMALL BUSINESS DEVELOPMENT

Been a very busy time in this area of work. On June 6th I along with 5 others from Salina attended the 1 Million Cups program in Manhattan. Following the session, we meet with the key organizer about how the program was developed and promoted in Manhattan using the model sponsored by the Ewing Kauffman Foundation in Kansas City. On June 11th Eric Brown and I along with Heather Morgan of KState visited the Fab Lab at the Independence, KS Community College. We visited with the director and assistant director for about three hours learning how the lab was established, funded, its programs and its current expansion, which was funded by a \$350,000 grant from the federal Economic Development Administration. Next month a visit to the Wichita 1 Million Cups, Startup Grind Wichita and the GoCreate fab lab at WSU will take place as part of our education process on what the entrepreneur community needs here in Salina.

A survey of the local entrepreneur and business community will take place later this summer with an intent to gather information about needs of local existing businesses, startups and future entrepreneurs. This will help drive the planning and efforts related to Startup Salina.

Eric Brown, Robin VanAtta and I met with Michael Freeland concerning development of a logo and branding material for the new Startup Salina Face Book page. First work samples will be provided by mid-June. Robin has developed a new Face Book group for the Startup Salina effort which is being used to share with entrepreneurs and community leaders

Additional discussions concerning the new Small Business Development Center location at KS Polytechnic are being led by Dr. Verna Fitzsimmons. The plan is for the program to have all contracts signed for a July 1 start up with the office being staffed initially for one or two days per week with the current director from the Hays SBDC and assistance from 4 facility members. A late need has been identified by Dr. Fitzsimmons for a part time assistance director. Approximately \$40,000 is needed to assist with this need.

PROSPECT MANAGEMENT

We have been working hard following up with more information and research on several projects. Project 17-7 continues to have interest in Salina and the Salina Airport Authority building and property. A lease has been provided to the company and the company is currently reviewing the document. The owner has been working out of state as well taking vacations so little movement has occurred on the local front.

The new startup that approached the SCEDO recently is DV8 Tech. Last week the company was named the winner of a National Institute of Standards and Technology (NIST) competition among 10 finalists. The drone the company developed was the top performer and the only one to meet all the requirements. Last week in San Diego at a national conference the company was named the winner. The company is working on other projects that will help implement the use of drones into areas currently not using this technology. The company consists of KS Polytechnic graduates or future graduates mainly from here in Kansas. The company has also

worked with other companies in promoting Salina as a possible location for joint efforts in other UAS activities.

A new prospect that was met in Denver at the AUVSI Trade Show has provided information to K State Polytechnic. Working with K State, Salina Airport Authority we submitted information to the project representatives. A visit to tour the local facilities and K State should occur in the next 30-45 days. The project would repair and modify drones currently in use by the military.

Salina is also being considered for a location of a Canadian company that is reviewing an available building here in Salina. A conference call with the consultant and company officials has been scheduled. Next step would be for the company to make visits to each of the sites within their four-state target area.

The remaining prospects have been followed up with and we are maintaining contact where needed. (SEE ATTACHED LIST – Prospect Table)

SITES / BUILDINGS / TOOLS

We are maintaining our building inventory along with developed and undeveloped industrial property. On June 12th a selection of Certified Sites Coordinator was made with that individual starting in September. The program will be rolled out to the economic development community at the Fall KEDA Conference on October 24th and 25th. I will be serving as chairman of the committee directing work of the Coordinator.

Additional work on gathering information concerning the Federal Opportunity Zones is being done as it comes from the Treasury Department.

MONTHLY WEB/SOCIAL MEDIA STATISTICS











Website – (last month’s reported numbers)

125 Users	117 New Users	157 Sessions	1.87 Pgs./Session	01:19 Avg Session
293 Pageviews				

Website – (05/15/2018 – 6/11/2018)

94 Users	84 New Users	111 Sessions	2.14 Pgs./Session	01:46 Avg Session
237 Pageviews				

Pages Visited – 05/15/2018 through 06/11/2018

Page ?	Pageviews ? ↓	Unique Pageviews ?	Avg. Time on Page ?
	237 % of Total: 100.00% (237)	194 % of Total: 100.00% (194)	00:01:33 Avg for View: 00:01:33 (0.00%)
1. / 	93 (39.24%)	78 (40.21%)	00:01:43
2. /sites-buildings/ 	26 (10.97%)	16 (8.25%)	00:00:27
3. /contact-us/ 	21 (8.86%)	18 (9.28%)	00:00:58
4. /government-incentives/ 	21 (8.86%)	16 (8.25%)	00:01:26
5. /utilities/ 	13 (5.49%)	13 (6.70%)	00:04:28
6. /workforce-education/ 	13 (5.49%)	11 (5.67%)	00:00:53
7. /target-industries/ 	9 (3.80%)	9 (4.64%)	00:00:36
8. /contact-us/resources/ 	8 (3.38%)	7 (3.61%)	00:16:28
9. /news/ 	5 (2.11%)	1 (0.52%)	00:00:10
10. /sites-buildings/search/ 	5 (2.11%)	4 (2.06%)	00:03:09



Facebook – (last month’s reported numbers)

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Facebook – 05/15/2018 through 06/11/2018

130 Page Views 767 People Reached 287 Post Engagements 166 Page Likes



Twitter – (last month’s reported numbers)

93 Tweets 190 Following 86 Followers 204 Likes

Twitter – 04/15/2018 through 05/14/2018

100 Tweets 200 Following 86 Followers 214 Likes



Prospect Table

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18-6	AUVSI Trade Show	Active	5/2/2018	Submitted Info on buildings	Location at airport host avaition related company	MRO operation that would modify drones	25-50	Good paying positions	?	?	?	Two possible locatiosn at SAA
18-7	AUVSI Trade Show	Active	5/3/2018	Submitted Info on community	Warehouse/Distribution Center	DC for large drone manufacturer	?	?	?	?	?	Yet to be determinded
18-8	Kansas Dept of Commerce/Consultant	Active	5/30/2018	Conference Call	Metal Fabrication put onto truck chasis.	Canadian Company sells heavy equipment	30 by Year 3	\$18-\$20/hr	\$2 million	truck based equipment	5-6 acres	20-40,000 SF

**SALINA AIRPORT AUTHORITY
(SALINA, KANSAS)
2019 Budget Timeline**

CALENDAR OF EVENTS

JUL 18 8:00 AM SAA Board Meeting
2019 Capital Budget

July

Su	Mo	Tu	We	Th	Fr	Sa
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

AUG 15 8:00 AM SAA Board Meeting
2018 Mill Levy Resolution (fund 2019 Budget)

August

Su	Mo	Tu	We	Th	Fr	Sa
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

SEP 5 4:00 PM SAA Board Study Session
2019 Operating Plan and Goals
Review Mission Statement

September

Su	Mo	Tu	We	Th	Fr	Sa
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

SEP 19 8:00 AM SAA Board Meeting
2019 Operating Revenue Projections

OCT 17 8:00 AM SAA Board Meeting
2019 Operating Expenses
Updated Rates and Charges Schedules

October

Su	Mo	Tu	We	Th	Fr	Sa
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

NOV 7 4:00 PM SAA Board Study Session
Review Draft Budget Report

NOV 21 8:00 AM SAA Board Meeting
Final Budget Review

November

Su	Mo	Tu	We	Th	Fr	Sa
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

December

Su	Mo	Tu	We	Th	Fr	Sa
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

SALINA AIRPORT AUTHORITY PROSPECT ACTIVITY SUMMARY REPORT

Aeronautical Activity



Report as of 6-15-2018

Prospect ID	Hangar	SF	Proposed Aeronautical Use	Est. Jobs	Est. Payroll	Lease Term	Incentives
18-003	H504	5,617	Corporate aircraft flight department	1	100,000	Multi-Year	N/A
18-004	H959	129,733	Regional aircraft MRO	TBD	TBD	Multi-Year	TBD, Site visit pending
18-005	H504	5,617	Ground/Air Ambulance Service	4	TBD	Multi-Year	TBD, Site visit pending
18-006	H959	20,000	Flight Test	N/A	N/A	Short-Term	N/A
18-007	H959	80,000	Unmanned Aircraft MRO	25	1,040,000	Long-Term	
17-001	H606	49,222	Aircraft completions and maintenance	15	750,000	Multi-Year	
17-002	H600	42,052	Aircraft brokerage and consulting services (Aircraft Storage)	N/A	N/A	Multi-Year	
17-003	H606	49,222	Aircraft service center - single type	3	150,000	Multi-Year	
17-004	H600	68,308	Flight training	10	550,000	Multi-Year	
17-005	H724	30,664	Global Aeronautics Initiative/AARC	5	325,000	Multi-Year	Sales tax grant; rent abatement
17-006	H959	129,733	Aircraft sub-components and structures production	35	2,100,000	Multi-Year	Sales tax grant; all available state
17-008	H600	68,308	Military flight training (tactical aircraft)	10	650,000	Multi-Year	

SLN Aviation Service Center Priorities

- Regional Jet MRO
- Business jet MRO
- Unmanned aircraft MRO
- Avionics sales, installations, and service
- Aircraft modification and service center
- Aircraft flight test and certification
- Aircraft interiors completion center
- Aircraft manufacturing, assembly, and delivery center



#2018KAA

Annual Conference

and the

KCAE Legal Issues Symposium

June 20-22, 2018

Hilton Garden Inn, 3320 9th Street

Salina, KS 67401

Conference Agenda

June 20, 2018 – Day 1

5:00 - 8:00 P.M.

Registration and Reception

Hilton Garden Inn

Visit with Exhibitors, Sponsors & KAA Board of Directors

June 21, 2018 – Day 2

7:00 – 8:15 A.M.

Breakfast Buffet/Registration

Visit with Exhibitors & Sponsors

8:15 A.M.

Welcome to Salina

Mayor Karl Ryan

*Timothy F. Rogers, A.A.E.,
Salina Airport Authority, Executive Director
Conference Host*

8:30 - 9:20 A.M.

K-State Aviation Discussion Panel – Unmanned Systems, Professional Pilot Training, Airport Management and Aviation Maintenance Management Program

Dr. Tara Harl- Airport Management Program

Mr. Andrew Smith-Aviation Maintenance Management Program

Mr. Troy Brockway-Professional Pilot Program

Dr. Durant Bridges-UAS Program

Session Moderator: KAA Board Member - Dr. Tara Harl

9:20 – 9:45 A.M.

Airport Cooperative Research Program – Engaging Kansas Aviation in Providing a Voice to ACRP

Dr. Tara Harl – ACRP FAA 4 States Region Ambassador

9:45 -10:15 A.M.

Break with Exhibitors and Sponsors

JUNE 21, 2018 – DAY 2 (CONT'D)

<p>10:15 – 11:15 A.M.</p>	<p>KDOT Division of Aviation and Drone Law Update Greg Chenoweth, State Aviation Planner</p> <p><i>Session Moderator: KAA Board Member – Brian Palmer, C.M., Airport Mgr. Newton City-County Airport</i></p>
<p>11:30 A.M. – 12:30 P.M</p>	<p>Luncheon Speaker John Speckin, Regional Administrator, FAA Central Region</p> <p><i>Session Moderator: KAA Board Member – Pieter Miller, C.M., Airport Mgr., Hutchinson Municipal Airport</i></p>
<p>12:30 – 1:00 P.M.</p>	<p>Break with Exhibitors and Sponsors</p>
<p>1:00 – 1:45 P.M.</p>	<p>Kansas Highway Patrol – Aviation Security and Aircraft Accident Investigation Captain Robert Keener, Commander, Troop C</p> <p><i>Session Moderator: KAA Board Member – Ed Young, Associate and Aviation Market Leader, GBA Architects & Engineers</i></p>
<p>1:45 – 2:30 PM</p>	<p>Kansas Military Airspace Briefing Lt Col Todd Kavouras, Commander, Smoky Hill Weapons Range</p> <p><i>Session Moderator: Eric Johnson, Airport President/Director of Airports, Metropolitan Topeka Airport Authority</i></p>
<p>2:30 – 3:00 P.M.</p>	<p>Break with Exhibitors and Sponsors</p>
<p>3:00 – 4:00 P.M.</p>	<p>KAA Membership Meeting Jesse Romo, A.A.E., President, Kansas Association of Airports</p>

JUNE 21, 2018 – EVENING EVENT

<p>4:45 – 5:15 P.M.</p>	<p>Shuttle buses from Hilton to Stiefel Theatre</p>
<p>5:00 – 5:30 PM</p>	<p>Reception-Watson Room, Stiefel Theatre</p>
<p>5:30 - 6:30PM</p>	<p>Dinner- “A Tour of Italy”, Watson Room, Stiefel Theatre</p>
<p>6:30 - 7:30 PM</p>	<p>Guided walking tour of Salina’s downtown outdoor sculptures</p>
<p>8:00 P.M.</p>	<p>Brian Regan- “The funniest stand-up alive” show-Stiefel Theatre</p>
<p>10:00 P.M.</p>	<p>Buses depart from Stiefel returning to Hilton</p>

June 22, 2018 – Day 3

7:00 – 8:00 A.M.	Breakfast Buffet <i>Visit with Exhibitors & Sponsors</i>
8:00 – 8:45 A.M.	Best Risk Management Practices for All Kansas Airports James Charlesworth, ARM, President, Charlesworth Consulting, LLC <i>Session Moderator: Shelli Swanson, C.M., Dir. Admin. & Finance, Salina Airport Authority</i>
8:45 – 9:00 A.M.	Load buses and depart for Smoky Hill Weapons Range
9:30 A.M	Arrive at Range Control.
9:45 -11:30 A.M.	Smoky Hill Weapons Range Tour (to include aircraft activity and aerial gunnery demonstration) Lt Col Todd Kavouras, Commander, Smoky Hill Weapons Range
11:30 – 11:45 A.M.	Load buses and return to Hilton Garden <i>Panera Bread box lunches to be provided</i>
12:30 – 1:20 P.M.	Emergency Management Training for Kansas Airports Dr. Lonnie Booker, Jr., Director, Emergency Management at Kansas Wesleyan University <i>Session Moderator: KAA Board Member – Pieter Miller, C.M., Airport Mgr., Hutchinson Municipal Airport</i>
1:30 – 2:20 P.M.	Federal Aviation Regulations. The Airport and its Environment. Dawn Rogers, Legal Counsel, Spirit AeroSystems
2:30 – 3:20 P.M.	Legal Implication of Airport Safety Management Systems adoption. Ed Young, Adjunct Instructor, Kansas State University Polytechnic
3:20-3:30 P.M.	Tim Rogers-Conference Adjournment / Closing Remarks