

DATE:July 12, 2019TO:SAA Board of DirectorsFROM:Tim Rogers and Shelli Swanson

# SUBJECT: July 17, 2019 Regular Board Meeting

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

Please note the following agenda comments.

## <u>Agenda Item #5 – Review of Airport Activity and Financial Reports for the Month Ending June</u> <u>30, 2019.</u> (Rogers and Swanson)

## Airport Activity – Air Traffic (Rogers)

The Salina air traffic control tower (ATCT) recorded 8,541 operations during June 2019 which was a 24% increase as compared to the June 2018 total of 6,865. For the year-to-date, a total of 37,896 operations have occurred at the Salina Airport which is 19% more than the June 2018 YTD total of 31,896. K-State Aviation professional flight training has been busy despite ongoing weather delays.

## Airport Activity – Fuel Flowage (Rogers)

The June 2019 fuel flowage came in at 157,376 gallons which was 57% less than the June 2018 total of 367,663. For the year-to-date a total of 940,702 gallons has been delivered on the Airport which is 13% less than the 2018 YTD total of 1,087,990. Military training activity and a NASA deployment during August and September will result in a surge in fuel deliveries which will push 2019 total fuel flowage above 2018 levels.

## Airport Activity – Passenger Counts (Rogers)

June 2018 United/SkyWest flights recorded 3,585 total passengers which was 15% more than the June 2017 total of 3,103 total passengers. For the year to date United/SkyWest has enplaned a total of 8,909 passengers which is an 86% increase over the June 2017 YTD total of 4,799.

#### Financial Reports – Comments and Notes (Swanson)

As we reached the mid-point of 2019, total operating revenue came in 10% under budget and is tracking \$60,965 less than the same period in 2018. Planned late summer/early fall military and other forward operating locaiton (FOL) activity will bring improved fuel flowage and other revenue budget performance as we enter the second half of 2019. Total operating expense arrived 3% under budget YTD. We gained some ground on net income before depreciation during June posting a postive \$7,997 for the month with the YTD arriving at -\$67,032.

#### Financial Reports – June 2019 Capital Additions/Payables Report Enclosed (Swanson)

## Financial Reports – Accounts Receivable Past Due 31 days or more as of July 12, 2019 (Swanson)

| Account           | <u>Amount</u> | <b>Days</b> | <b>Comments</b> |
|-------------------|---------------|-------------|-----------------|
| Kenny's Body Shop | \$284         | 31-60       | Storage Igloo   |
| Waste Connections | \$310         | 31-60       | Equip. yard     |

#### <u>Agenda Item #6 – Review of the Preliminary Results of the 2019 Salina Regional Airport</u> <u>Passenger Demand and Leakage Study</u> (Rogers)

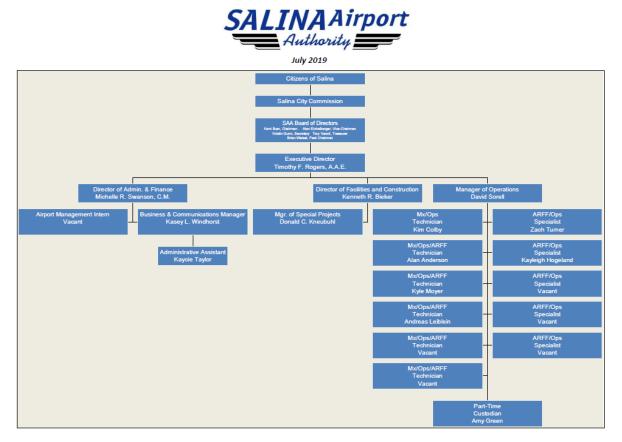
Air service consultant Gary Foss will join the meeting via GoToMeeting to present the preliminary results of the 2019 passenger demand and leakage study. The study is a component of the M.J. Kennedy Air Terminal requirements study.

The FAA grant agreement for the terminal building requirements study is pending and will be ready for Airport Authority board consideration by our August 21 board meeting.

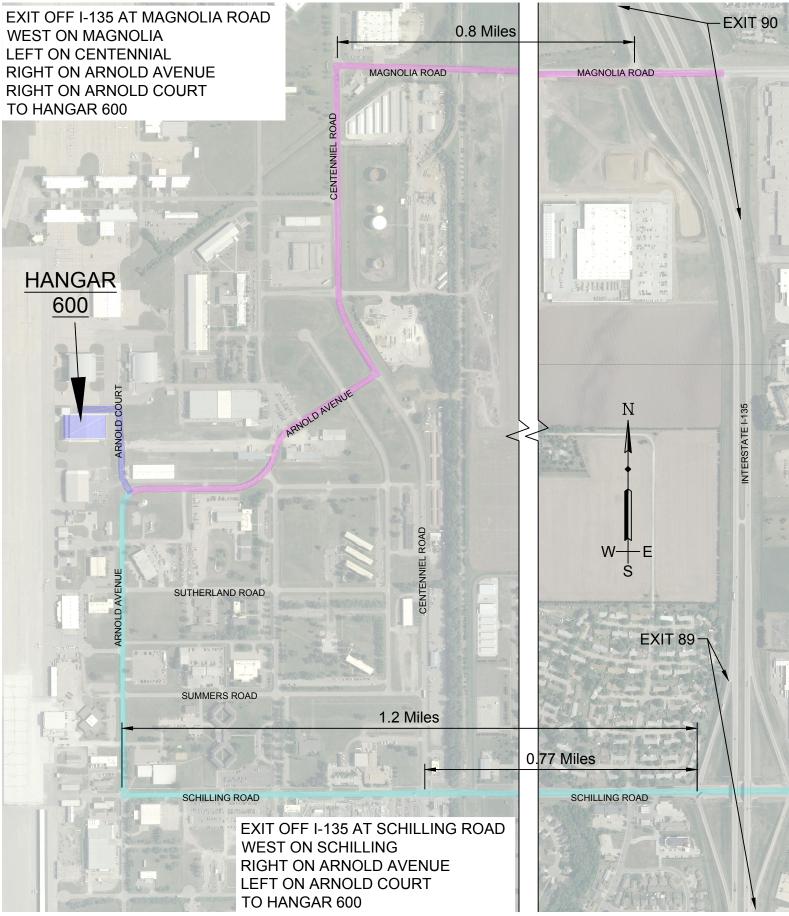
# **STAFF REPORTS**

## SAA Staffing (Windhorst)

Due to a recent employee termination for cause, applications are being accepted for a full-time Aircraft Rescue Firefighting (ARFF) and Operations Specialist position. We will be seeking to hire two (2) ARFF specialists since we are now down to minimal staffing for FAA required ARFF services. Additional information related to employment with the Salina Airport Authority can be found online at www.salinaairport.com under the public information tab.



# DIRECTIONS TO HANGAR 600 (2720 ARNOLD COURT)



Drawing Number 2156-03-16

## SALINA AIRPORT AUTHORITY REGULAR BOARD MEETING Hangar H600, Second Floor Conference Room 2720 Arnold Court July 17, 2019 – 8:00 AM

## **AGENDA**

## **Action Items**

- 1. Call to order and determine a quorum is present. (Buer)
- 2. Recognition of guests. (Buer)
- 3. Additions to the agenda and agenda review. (Rogers)
- 4. Approval of the minutes of the June 19, 2019 regular board meeting and June 20 special board meeting. (Buer)
- 5. Review of airport activity and financial reports for the month ending June 30, 2019. (Rogers and Swanson)
- 6. Review of the initial results of the 2019 Salina Regional Airport Passenger Demand and Leakage Study (Rogers).

# **Directors' Forum** (Buer)

# Visitor's Questions and Comments (Buer)

Staff Reports (Rogers)

<u>Announcements (Buer)</u>

Adjournment (Buer)







#### MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY JUNE 19, 2019 HANGAR 600 SECOND FLOOR CONFERENCE ROOM

#### Call to Order

The meeting was called to order at 8:00 AM by Chairman Kent Buer.

#### **Attendance**

Attendance was taken. Chairman Buer, Directors Eichelberger, Vancil, 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; Tim Unruh, Reporting Points Contributor and Attorney Greg Bengtson. Bob Vidricksen, Saline County Commissioner; Jay Hatchett, Salina ATCT Manager; Latron North, Salina Area Chamber of Commerce; Eric Brown, Salina Area Chamber of Commerce; David Arteberry, George K. Baum and Mitch Robinson, Salina Community Economic Development Organization were guests.

#### Additions to the Agenda

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

#### Minutes

Chairman Buer asked if the board members had additions or corrections to the minutes of the May 15, 2019 regular board meeting. Director Eichelberger moved, seconded by Director Gunn, to approve the minutes of the May 15, 2019 regular board meeting. Motion passed unanimously.

#### **Airport Activity and Financial Reports**

Executive Director Rogers reported on airport activity for the month of May 2019. The Salina Air Traffic Control Tower (ATCT) recorded 6,328 operations during May 2019, which was a 24% increase as compared to May 2018 total of 5,094. For the year-to-date, a total of 29,355 operations have occurred, which is 18% more than the May 2018 year-to-date total. May 2019 fuel flowage came in at 172,835 gallons which was 31% more than the May 2018 total of 131,941. Rogers attributes some of the increase to the USAF Junior ROTC flight training program's return to K-State for the summer of 2019. For the year-to-date, a total of 783,326 gallons has been delivered on the airport which is 9% more than the 2018 total of 720,327. Rogers stated that scheduled large military and government jet operations continuing through September will boost fuel sales and total gallons delivered for the year. SkyWest reported 3,725 total passengers. For the year-to-date, SkyWest reported 7,182 which was a 119% increase compared 3,268.

Director of Administration and Finance, Shelli Swanson reported on the financials for May 2019. Swanson noted that the cash increase shown is due to the receipt of mill levy funds from the Saline County Treasurer for the second half of 2018 property taxes. AAL Organics has continued to make payments with only three payments remaining, as per the Termination Agreement and associated promissory note approved at the February 20, 2019 Board Meeting. Total operating income arrived at nearly 8% under budget but is tracking 1.3% ahead of 2018. Total administrative expenses arrived at 5% under budget while maintenance expenses are over budget 11%, bringing total operating expense to \$6,033. Net income before depreciation is trailing budget expectations by \$88,455 for the year-to-date. Chairman Buer directed staff to file the financials for audit.

Swanson commented on a new short-term lease that has been executed since the last board meeting. An agreement has been reached with Avflight for a one-year lease of 2,778 SF of Building B207 for use as a vehicle maintenance facility. The \$7,440 annual lease contract began on June 1, 2017 and is a renewal of a year-to-year lease beginning June 1, 2018.

#### 2019 Mill Levy Needed to Fund 2020 Bond Principal and Interest Payments

Executive Director, Tim Rogers reviewed the 2019 mill levy needed to fund 2020 bond principal and interest payments. The summary is based upon the Saline County Clerk's June 7, 2019 estimated assessed valuation of Salina, Kansas and includes the bond and interest payments associated with the Salina Airport Authority's permanent financing for outstanding 2016-1 temporary notes and most recent general obligation bond refunding. The estimated 2019 mill levy required does not include funds needed to match state and federal grants. Rogers stated that 4.044 mills will be required for funding of 2020 principal and bond interest, though he is anticipating the possibility of up to 1 mill for matching funds for Federal and State grants.

#### SAA Resolution No. 19-04

Chairman Buer stated that he would abstain from the discussions concerning Resolution No. 19-04 and Resolution No. 19-05. Vice Chairman Eichelberger assumed the chair for agenda items #7 and #8.

Executive Director Rogers introduced SAA Financial Advisor, David Arteberry, with George K. Baum. Arteberry reviewed the resolutions and a summary of bids received. Bids were received on May 31, 2019. First Bank Kansas was the low bid for both the 2019-A and 2019-B series.

Arteberry commented on SAA Resolution 19-04 providing for the sale, issuance, and delivery of General Obligation Bonds, Series 2019-A. This resolution would complete the transaction prompted by the approved Resolution 19-03 authorizing the offering for sale of General Obligation bonds, Series 2019-A, of the Salina Airport Authority. This GO Bond series will retire and permanently finance the SAA's 2016-1 Temporary Notes that were issued to fund airport capital improvements including the slurry seal on Runway 17/35 and rehabilitation of Taxiway E.

Rogers recommends approval of SAA Resolution No. 19-04 and authorization to enter into a Bond Purchase Agreement with First Bank Kansas.

Director Gunn moved, seconded by Director Vancil, to approve Resolution 19-04. Chairman Buer abstained. The motion passed by a vote of 3 yea and 0 nay.

#### SAA Resolution No. 19-05

Executive Director Rogers presented SAA Resolution No. 19-05 authorizing the offering for sale of General Obligation Bonds, Series 2019-B, of the Salina Airport Authority. The offering was for the purpose of refunding the outstanding callable portion of the Authority's Series 2009-B and 2011-A bonds to achieve an interest rate savings. After all bond issuance costs are paid, the refunding will achieve a savings of \$61,773, which exceeds the Board approved minimum savings threshold of \$25,000.

Rogers recommends approval of SAA Resolution No. 19-05 and authorization to enter into a Bond Purchase Agreement with First Bank Kansas.

Director Vancil moved, seconded by Director Gunn to approve Resolution 19-05. Chairman Buer abstained. The motion passed by a vote of 3 yea and 0 nay.

#### Hangar H504 Lease Terms

Chairman Buer resumed chairing the meeting. Executive Director Rogers updated the board on the interest of a Kansas air ambulance company in leasing Hangar H504 and establishing air ambulance operations at SLN. The company has coordinated its operations with the Salina Regional Health Center and Salina Fire Department, EMS division to service Salina, Saline County, and all of North Central Kansas. The company would operate at SLN with a 16-person staff comprised of pilots, paramedics, and flight nurses. The company will base one Bell LongRanger helicopter at SLN, with a Beechcraft C-90 King Air rotating in and out of H504. The company intends to start operations on July 15, 2019.

The SAA will need to install a fire alarm and sprinkler system to accommodate the need for 24hour shifts, so operations will initially staff 12-hour shifts. A second-floor restroom needs to be added and the hangar floor restroom needs to be ADA compliant. The improvements can be completed while the company occupies the Hangar.

The proposed lease terms are:

| Effective Date:<br>Lease Term: | July 15, 2019<br>Five (5) years                              |
|--------------------------------|--|
| <b>Option to Renew:</b>        | Three (3) additional terms of five (5) years each            |
| Basic Rental:                  | \$1,930 per month, \$23,160 per year, \$4.14 per square foot |
| Security Deposit:              | \$1,930  |
| Hangar Improvements Budget     | \$195,000  |

Lease Inducement

July 15 to August 31 occupancy at \$0 basic rental. H504 improvements are to be completed by September 1.

Director Eichelberger moved to defer item #9, Consideration of Lease Terms for the Lease of Hangar H504 to an Air Ambulance Company, to the Special Board Meeting on Thursday, June 20, 2019 at 4:00 P.M. Director Gunn seconded. The motion passed unanimously.

#### Hangar H504 Improvements and Project Budget

Director Vancil stated that he will abstain from this agenda item discussion and any subsequent vote.

Executive Director Rogers reviewed the proposed H504 improvements budget and the scope of work for the completion of the fire alarm and sprinkler system installation, second floor bathroom construction, and first floor bathroom remodel. Director of Facilities and Construction, Kenny Bieker explained some of the requirements for these projects.

Rogers recommended the approval of the Hangar H504 project budget and scope of work.

Director Gunn moved to defer item #10, Review and Approval of Hangar H504 Improvements and Project Budget, to be added to the agenda for the Special Board Meeting on Thursday, June 20, 2019 at 4:00 P.M. Director Eichelberger seconded the motion. Director Vancil abstained. The motion passed by a vote of 3 yea and 0 nay.

#### Hangar H959 Lease Terms

An Aircraft maintenance, repair, and overhaul company (MRO) has indicated interest in leasing Hangar H959 for expansion of its current airline MRO business operations in another state. The company has been considering H959 at SLN and a location in another state. The company is working with the Kansas Department of Commerce (KDOC) on a business incentive offer and agreement and a lease cannot be signed until the KDOC negotiations have been completed.

The company intends to occupy Hangar H959 on July 1 to start move in and start up work. Customer airline aircraft would begin to arrive on September 1. The company will use July and August for employee recruitment and training. The company plans to hire 450 new employees within the first three years of operations.

Hangar H959 will need approximately \$2,638,971 in improvements which can be completed while the MRO company moves in and sets up operations during July and August.

The proposed lease terms are:

| Effective Date:         | July 1, 2019                                      |
|-------------------------|---|
| Lease Term:             | Five (5) years                                    |
| <b>Option to Renew:</b> | Three (3) additional terms of five (5) years each |

| Basic Rental:              | \$23,545 per month, \$282,540 per year, \$2.24 per square foot   |
|----------------------------|--|
| Security Deposit:          | \$12,500   |
| Hangar Improvements Budget | \$2,638,918  |
| Lease Inducement           | July 1 to August 31 occupancy for move in and<br>start up at \$0 basic rental. H959 improvements are<br>to be completed by September 1. Tenant can lease<br>H959 in phases starting with Bay #1 and add bays<br>#2, #3, #4 as lines of work are added. |

Rogers recommended the approval of the Hangar H959 lease terms.

Director Vancil moved to defer item #11, Consideration of Lease Terms for the Lease of Hangar H959 to an Aircraft Maintenance and Repair Company, to be added to the agenda for the Special Board Meeting on Thursday, June 20, 2019 at 4:00 P.M. Director Gunn seconded. Motion passed unanimously.

## Hangar H959 Improvements and Project Budget

Executive Director Rogers reviewed the proposed H959 improvements budget and the scope of work for the completion of needed construction. Rogers discussed the need for increased employee parking, mill and overlay of the apron, additional security fencing, electrical improvements in the hangar, repair of the north hangar doors, asbestos clean-up in the boiler room, and the replacement of the roof.

Director Eichelberger inquired about future debt service payments. Rogers stated that those payments could be supported by mill levy funds, should the need arise since local economic development sales tax funding is not a viable option. David Arteberry stated that the two-year temporary notes being contemplated could be converted to 15-year general obligation bonds following the two-year temporary note period.

Director Eichelberger moved to defer item #12, Review and Approval of Hangar H959 Improvements and Project Budget, to be added to the agenda for the Special Board Meeting on Thursday, June 20, 2019 at 4:00 P.M. Director Gunn seconded. Motion passed unanimously.

Upon a motion duly made, the meeting adjourned at 9:42 A.M.

Minutes approved at the July 17, 2019 Board Meeting.

Secretary (SEAL)

#### MINUTES OF THE SPECIAL MEETING OF THE BOARD OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY JUNE 20, 2019 HANGAR 600 SECOND FLOOR CONFERENCE ROOM

#### Call to Order

The meeting was called to order at 4:30 P.M. by Chairman Kent Buer.

#### **Attendance**

Attendance was taken. Chairman Buer, Directors Eichelberger, Weisel, Vancil (via conference call), 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; Tim Unruh, Reporting Points Contributor, and Attorney Greg Bengtson. Mayor Trent Davis, City of Salina and Mitch Robinson, Salina Community Economic Development Organization were guests.

#### Additions to the Agenda

Chairman Buer asked if there were any additions. Executive Director Tim Rogers stated there was an addition to the agenda, SAA Resolution No. 19-08 approving the establishment of an account in the name of the Salina Airport Authority in the Kansas Municipal Investment Pool and designating individuals authorized to take all actions necessary for the investment of funds. Rogers provided an overview of the agenda and highlighted on agenda items in which board members would need to abstain from discussion and voting.

#### **Consideration Hangar H504 Lease Terms**

Executive Director Rogers updated the board on the receipt of the AirMD signed lease for Hangar H504 and establishing air ambulance operations at SLN. The company has coordinated its operations with the Salina Regional Health Center and Salina Fire Department, EMS division to service Salina, Saline County, and all of North Central Kansas.

Rogers distributed and reviewed the lease pro forma with the Board. The pro forma detailed the total projected lease payments, non-operating income projection (mill levy for debt service), SAA operating expenses, and debt service payments, summarizing Net Income before Depreciation per year.

The proposed lease terms are:

| Effective Date:         | July 15, 2019                                     |
|-------------------------|---|
| Lease Term:             | Five (5) years                                    |
| <b>Option to Renew:</b> | Three (3) additional terms of five (5) years each |
| <b>Basic Rental:</b>    | \$1,930 per month, \$23,160 per year, \$4.14 per  |
|                         | square foot                                       |

| Security Deposit:          | \$1,930   |
|----------------------------|---|
| Hangar Improvements Budget | \$195,000   |
| Lease Inducement           | July 15 to August 31 occupancy at \$0 basic rental. |
|                            | H504 improvements are to be completed by            |
|                            | September 1.  |

Director Eichelberger moved, seconded by Director Gunn to approve the Hangar H504 proposed lease terms. The Motion passed unanimously.

#### Hangar H504 Improvements and Project Budget

Director Vancil stated that he will abstain from this agenda item discussion and any subsequent vote.

Executive Director Rogers reviewed the proposed H504 improvements budget and the scope of work for the completion of the fire alarm and sprinkler system installation, second floor bathroom construction, and first floor bathroom remodel. Rogers detailed reasons for the improvements, requirements, and which options were more suited for the project.

Rogers recommended the approval of the Hangar H504 improvements project budget as proposed. Director Gunn moved, seconded by Director Weisel to approve the Hangar H504 project budget and scope of work. Director Vancil abstained. The Motion passed by a vote of 4 yea and 0 nay.

#### Hangar H959 Lease Terms

Executive Director Rogers reviewed the lease terms for the lease of Hangar H959 to an aircraft maintenance and repair company and restated the need for approximately \$2,638,971 in improvements to be completed during the months of July and August, while the company moves in and sets up operations in the Hangar.

The proposed lease terms are:

| Effective Date:   | July 1, 2019   |
|---|--|
| Lease Term:   | Five (5) years   |
| Option to Renew:  | Three (3) additional terms of five (5) years each  |
| Basic Rental:   | \$23,545 per month, \$282,540 per year, \$2.24 per   |
| Security Deposit:<br>Hangar Improvements Budget<br>Lease Inducement | square foot<br>\$12,500<br>\$2,638,918<br>July 1 to August 31 occupancy for move in and<br>start up at \$0 basic rental. H959 improvements are<br>to be completed by September 1. Tenant can lease<br>H959 in phases starting with Bay #1 and add bays<br>#2, #3, #4 as lines of work are added. |

Rogers distributed and reviewed the lease pro forma with the Board. The pro forma detailed the total projected lease payments, non-operating income projection (mill levy for debt service), SAA operating expenses, and debt service payments, summarizing Net Income before Depreciation per year.

Rogers recommended the approval of the lease terms for the lease of Hangar H959 to an aircraft MRO company. Director Weisel moved, seconded by Director Gunn to approve the lease terms for the lease of Hangar H959 to an aircraft maintenance and repair company. Director Eichelberger abstained. The vote passed by a vote of 4 yea and 0 nay.

## Hangar H959 Improvements and Project Budget

Executive Director Rogers reviewed the proposed H959 improvements, project budget, and the scope of work to include increased employee parking, mill and overlay of the apron, additional security fencing, electrical service upgrades in the hangar, repair of the north hangar doors, asbestos abatement in the boiler room, and the replacement of the roof.

Rogers recommended the approval of the Hangar H959 improvements and project budget. Director Vancil moved, seconded by Director Weisel to approve the Hangar H959 improvements and project budget. The Motion passed unanimously

## Motion to Designate Director Weisel as the Acting Chairman

Chairman Buer requested a motion to designate Director Weisel as the acting Chairman for the next two agenda items as both Chairman Buer and Vice Chair Eichelberger will both abstain from any and all discussion and votes relating to agenda items #10 and #11, Consideration of SAA Resolution No. 19-06 approving the issuance of general obligation temporary notes to finance Hangar H504 and Hangar H959 improvements and Consideration of SAA Resolution No. 19-07 authorizing the offering and sale of taxable general obligation bond temporary notes, Series 2019-1.

Director Gunn moved to designate Director Weisel as the acting Chairman for the next two agenda items, seconded by Director Eichelberger. The Motion passed unanimously.

# SAA Resolution 19-06

Director of Administration and Finance, Shelli Swanson presented SAA Resolution 19-06 to the Board. The resolution would approve the issuance of general obligation temporary notes to finance Hangar H504 and H959 improvements. The notes would fund the entire \$3 million budget with the assistance of \$750,000 from the State of Kansas, to be announced and distributed in September. Executive Director Rogers commented that the approved resolution would be presented to the Salina City Commission for consideration at the commission's Monday, July 1, 2019 meeting as their approval of SAA general obligation bond issues is required by K.S.A. 27-323.

Rogers recommends approval of SAA Resolution No. 19-06.

Director Gunn moved to approve SAA Resolution No. 19-06 approving the issuance of general obligation temporary notes to finance Hangar H504 and Hangar H959 improvements, seconded by Director Vancil. The Motion passed by a vote of 3 yea and 0 nay. Chairman Buer and Director Eichelberger abstained.

## SAA Resolution 19-07

Director of Administration and Finance, Shelli Swanson presented SAA Resolution 19-07 to the Board. The resolution would authorize the offering and sale of taxable general obligation bond temporary notes, Series 2019-1 and enables SAA staff to begin working with George K. Baum to offer the SAA general obligation bond temporary notes for sale.

Rogers recommends approval of SAA Resolution No. 19-07. Director Gunn moved to approve SAA Resolution No. 19-07 authorizing the offering and sale of taxable general obligation bond temporary notes, Series 2019-1, seconded by Director Vancil. Motion passed by a vote of 3 yea and 0 nay. Chairman Buer and Director Eichelberger abstained.

## SAA Resolution 19-08

Chairman Buer resumed chairing the meeting. Director of Administration and Finance, Shelli Swanson presented SAA Resolution 19-08 to the Board. The resolution would approve the establishment of an account in the name of the Salina Airport Authority in the Kansas Municipal Investment Pool and designate both Swanson and Executive Director Rogers as authorized users to take all actions necessary for the investment of funds. Swanson explained the benefit of the ability to invest money into the KMIP for short- or long-term periods instead of storing in a bank account.

Rogers recommends approval of SAA Resolution No. 19-08.

Director Eichelberger moved to approve SAA Resolution No. 19-08 approving the establishment of an account in the name of the Salina Airport Authority in the Kansas Municipal Investment Pool and designating individuals authorized to take all actions necessary for the investment of funds, seconded by Director Weisel. The Motion passed unanimously.

Upon a Motion duly made, the meeting adjourned at 5:25 P.M.

Minutes approved at the July 17, 2019 Board Meeting.

Secretary (SEAL)

## SALINA AIRPORT AUTHORITY AIRPORT ACTIVITY REPORT 2019

#### AIR TRAFFIC/ATCT

January 2019 - June 2019

January 2018 - June 2018

January 2017 - June 2017

June, 2019

8,541 Operations686 Instrument Operations548 Peak Day

June, 2018

6,865 Operations 1,015 Instrument Operations 554 Peak Day

37,896 Operations 31,800 Operations

29,397 Operations

|                          |                   |         |            | Avflight       |           |  |
|--------------------------|-------------------|---------|------------|----------------|-----------|--|
|                          |                   |         |            |                | Self-fuel |  |
|                          |                   |         | Avflight   | Military/Gov't | Station   |  |
| FUEL FLOWAGE             |                   | KSU-S   | Salina     | Portion        | Portion   |  |
| June, 2019               | 157,376 Gallons   | 10,506  | 146,870    | 54,285         | 563       |  |
| June, 2018               | 367,663 Gallons   | 8,804   | 358,859    | 208,511        | 1,513     |  |
|                          |                   |         |            |                |           |  |
| January 2019 - June 2019 | 940,702 Gallons   | 48,974  | 891,728    | 277,932        | 2,557     |  |
| January 2018 - June 2018 | 1,087,990 Gallons | 43,057  | 1,044,933  | 465,164        | 4,365     |  |
| January 2017 - June 2017 | 1,410,820 Gallons | 52,204  | 1,358,616  | 662, 165       | 4,096     |  |
|                          |                   |         |            |                |           |  |
| SkyWest Airlines         | ENPLANEMENTS      | DEPLAN  | NEMENTS    | TOTAL          |           |  |
| June, 2019               | 1,727 Passengers  | 1,858   | Passengers | 3,585          |           |  |
| June, 2018               | 1,531 Passengers  | 1,572 ] | Passengers | 3,103          |           |  |
|                          |                   |         |            |                |           |  |
| January 2019 - June 2019 | 8,909 Passengers  |         |            |                |           |  |
| January 2018 - June 2018 | 4,799 Passengers  |         |            |                |           |  |
| January 2017 - June 2017 | 4,197 Passengers  |         |            |                |           |  |

#### **ENPLANEMENTS - Charter Flights**

| June, 2019               | 0 Passengers   |
|--------------------------|----------------|
| June, 2018               | 220 Passengers |
|                          | C C            |
| January 2019 - June 2019 | 584 Passengers |
| January 2018 - June 2018 | 621 Passengers |
| January 2017 - June 2017 | 967 Passengers |

#### **TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights**

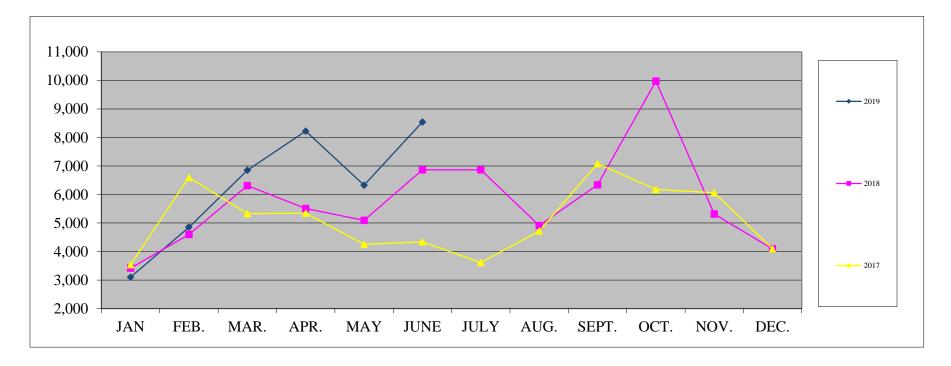
| June, 2019               | 1,727 Passengers |
|--------------------------|------------------|
| June, 2018               | 1,751 Passengers |
|                          |                  |
| January 2019 - June 2019 | 9,493 Passengers |
| January 2018 - June 2018 | 5,420 Passengers |
| January 2017 - June 2017 | 5,164 Passengers |
| January 2017 - June 2017 | 5,104 Tassengers |

## AIRPORT TRAFFIC RECORD 2018 - 2019

|                       |            | ITINERANT |       |             |                  |        | LOCAL      |             |                  |  |
|-----------------------|------------|-----------|-------|-------------|------------------|--------|------------|-------------|------------------|--|
|                       | AC         | AT        | GA    | MI          | Total Itinerant  | Civil  | Military   | Total Local | Total Operations |  |
| 2019                  | AC         | AI        | 0A    | IVII        | Total Itiliciant | CIVII  | lviintai y | Total Local | Total Operations |  |
| January, 19           | 61         | 819       | 600   | 258         | 1,738            | 992    | 372        | 1,364       | 3,102            |  |
| February, 19          | 104        | 1,553     | 555   | 211         | 2,423            | 2,232  | 197        | 2,429       | 4,852            |  |
| March, 19             | 115        | 1,765     | 790   | 147         | 2,817            | 3,811  | 220        | 4,031       | 6,848            |  |
| April, 19             | 104        | 2,112     | 966   | 232         | 3,414            | 4,608  | 203        | 4,811       | 8,225            |  |
| May, 19               | 118        | 1,464     | 939   | 235         | 2,756            | 3,328  | 244        | 3,572       | 6,328            |  |
| June, 19              | 103        | 2,025     | 968   | 302         | 3,398            | 4,497  | 646        | 5,143       | 8,541            |  |
| July, 19              |            |           |       |             | - ,              | .,     |            |             |                  |  |
| August, 19            |            |           |       |             |                  |        |            |             |                  |  |
| September, 19         |            |           |       |             |                  |        |            |             |                  |  |
| October, 19           |            |           |       |             |                  |        |            |             |                  |  |
| November, 19          |            |           |       |             |                  |        |            |             |                  |  |
| December, 19          |            |           |       |             |                  |        |            |             |                  |  |
| Totals January - June | 605        | 9,738     | 4,818 | 1,385       | 16,546           | 19,468 | 1,882      | 21,350      | 37,896           |  |
|                       |            |           |       |             |                  |        |            |             |                  |  |
| 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              | 14         | 1,696     | 983   | 348         | 3,041            | 3,088  | 736        | 3,824       | 6,865            |  |
| July, 18              |            |           |       |             |                  |        |            |             |                  |  |
| August, 18            |            |           |       |             |                  |        |            |             |                  |  |
| September, 18         |            |           |       |             |                  |        |            |             |                  |  |
| October, 18           |            |           |       |             |                  |        |            |             |                  |  |
| November, 18          |            |           |       |             |                  |        |            |             |                  |  |
| December, 18          |            |           |       |             |                  |        |            |             |                  |  |
| Totals January - June | 46         | 8,359     | 4,432 | 1,879       | 14,716           | 14,593 | 2,491      | 17,084      | 31,800           |  |
| · · ·                 |            |           |       | *           |                  |        |            |             |                  |  |
| Difference            | 559        | 1,379     | 386   | -494        | 1,830            | 4,875  | -609       | 4,266       | 6,096            |  |
| YTD % Change          | 1215%      | 16%       | 9%    | -26%        | 12%              | 33%    | -24%       | 25%         | 19%              |  |
| Legend:               | AC: Air Ca | rrier     |       | AT: Air Ta  | xi               |        |            |             |                  |  |
|                       | GA: Genera |           |       | MI: Militar |                  |        |            |             |                  |  |

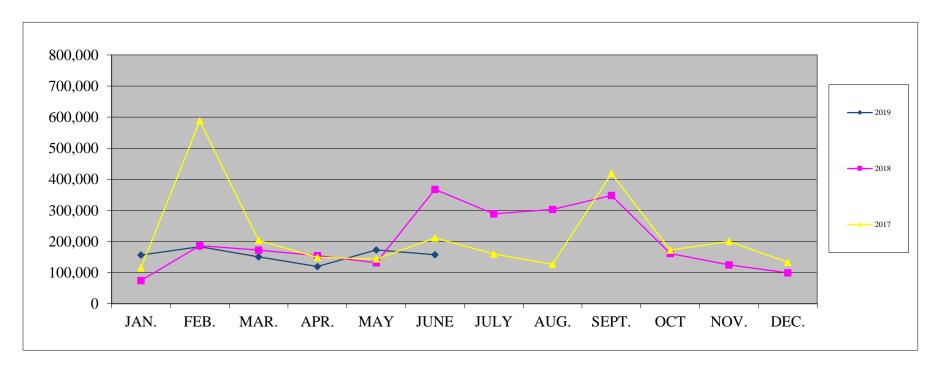
**AIR TRAFFIC** 

|      | <u>JAN</u> | FEB.  | MAR.  | APR.  | MAY    | JUNE         | JULY  | AUG.  | <u>SEPT.</u> | <u>ост.</u> | NOV.  | DEC.  | TOTAL         |
|------|------------|-------|-------|-------|--------|--------------|-------|-------|--------------|-------------|-------|-------|---------------|
| 2019 | 3,102      | 4,852 | 6,848 | 8,225 | 6,328  | <u>8,541</u> |       |       |              |             |       |       | <u>37,896</u> |
| 2018 | 3,418      | 4,601 | 6,312 | 5,510 | 5,094  | 6,865        | 6,865 | 4,910 | 6,336        | 9,974       | 5,317 | 4,091 | 69,293        |
| 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        |



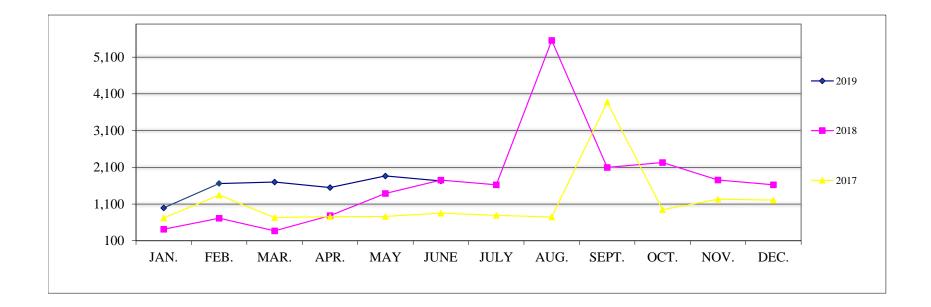
#### FUEL FLOWAGE Gallons of Fuel Sold at SLN

|      | JAN.    | FEB.    | MAR.    | APR.    | MAY     | <u>JUNE</u>    | JULY    | AUG.    | SEPT.   | <u>ост</u> | <u>NOV.</u> | DEC.    | <u>TOTAL</u>   |
|------|---------|---------|---------|---------|---------|----------------|---------|---------|---------|------------|-------------|---------|----------------|
| 2019 | 156,531 | 183,334 | 150,881 | 119,745 | 172,835 | <u>157,376</u> |         |         |         |            |             |         | <u>940,702</u> |
| 2018 | 74,807  | 186,507 | 172,561 | 154,513 | 131,941 | 367,663        | 288,977 | 303,273 | 348,454 | 161,563    | 125,129     | 99,437  | 2,414,825      |
| 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      |



#### **ENPLANEMENTS**

|      |      |       |       |       |       |       |       |       |       |             |       |       | FAA               |              |
|------|------|-------|-------|-------|-------|-------|-------|-------|-------|-------------|-------|-------|-------------------|--------------|
|      | JAN. | FEB.  | MAR.  | APR.  | MAY   | JUNE  | JULY  | AUG.  | SEPT. | <u>ОСТ.</u> | NOV.  | DEC.  | <u>Adjustment</u> | TOTAL        |
| 2019 | 996  | 1,659 | 1,698 | 1,548 | 1,865 | 1,727 |       |       |       |             |       |       |                   | <u>9,493</u> |
| 2018 | 414  | 715   | 370   | 783   | 1,387 | 1,751 | 1,623 | 5,553 | 2,095 | 2,230       | 1,756 | 1,622 |                   | 20,299       |
| 2017 | 720  | 1,344 | 731   | 756   | 761   | 852   | 793   | 746   | 3,874 | 946         | 1,229 | 1,207 | -109              | 13,850       |
| 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        |



\*\*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 June 30, 2019

|  | Jun 30, 19               | May 31, 19               | \$ Change                   | Jun 30, 18               | \$ Change          | % Change    |
|--|--------------------------|--------------------------|-----------------------------|--------------------------|--------------------|-------------|
| ASSETS                                     |                          |                          |                             |                          |                    |             |
| Current Assets                             |                          |                          |                             |                          |                    |             |
| Checking/Savings                           |                          |                          |                             |                          |                    |             |
| Cash in Bank-Bond Funds                    | 0                        | 0                        | 0                           | 993,905                  | -993,905           | -100%       |
| Cash in bank-Operating Funds               | 94,238                   | 60,928                   | 33,310                      | 173,907                  | -79,669            | -46%        |
| Cash in Bank - Mill Levy                   | 1,586,164                | 1,589,555                | -3,391                      | 1,408,439                | 177,725            | 13%         |
| Total Checking/Savings                     | 1 1,680,402              | 1,650,483                | 29,919                      | 2,576,251                | -895,849           | -35%        |
| Accounts Receivable                        |                          |                          |                             |                          |                    |             |
| Accounts Receivable                        | 32,502                   | 58,338                   | -25,836                     | 145,234                  | -112,732           | -78%        |
| Total Accounts Receivable                  | 32,502                   | 58,338                   | -25,836                     | 145,234                  | -112,732           | -78%        |
| Other Current Assets                       |                          |                          |                             |                          |                    |             |
| Agri Land Receivable                       | 56,000                   | 56,000                   | 0                           | 55,000                   | 1,000              | 2%          |
| Mill Levy receivable                       | 222,366                  | 222,366                  | 0                           | 0                        | 222,366            | 100%        |
| Other current assets                       | 157,338                  | 163,469                  | -6,131                      | 146,364                  | 10,974             | 7%          |
| Undeposited Funds                          | 0                        | 110                      | -110                        | 13,289                   | -13,289            | -100%       |
| Total Other Current Assets                 | 435,704                  | 441,945                  | -6,241                      | 214,653                  | 221,051            | 103%        |
| Total Current Assets                       | 2,148,608                | 2,150,766                | -2,158                      | 2,936,138                | -787,530           | -27%        |
| Fixed Assets                               |                          |                          |                             |                          |                    |             |
| Fixed assets at cost                       | 88,556,104               | 88,481,499               | 74,605                      | 88,062,930               | 493,174            | 1%          |
| Less accumulated depreciation              | -45,879,050              | -45,649,720              | -229,330                    | -43,153,670              | -2,725,380         | -6%         |
| Total Fixed Assets                         | 42,677,054               | 42,831,779               | -154,725                    | 44,909,260               | -2,232,206         | -5%         |
| Other Assets                               |                          |                          |                             |                          |                    |             |
| Deferred Outlflow of Resources             | 1,502,669                | 1,502,669                | 0                           | 1,496,655                | 6,014              | 0%          |
| Total Other Assets                         | 1,502,669                | 1,502,669                | 0                           | 1,496,655                | 6,014              | 0%          |
| TOTAL ASSETS                               | 46,328,331               | 46,485,214               | -156,883                    | 49,342,053               | -3,013,722         | -6%         |
| LIABILITIES & EQUITY                       |                          |                          |                             |                          |                    |             |
| Liabilities                                |                          |                          |                             |                          |                    |             |
| Current Liabilities                        |                          |                          |                             |                          |                    |             |
| Accounts Payable                           |                          |                          |                             |                          |                    |             |
| Accounts payable                           | 2 148,891                | 96,512                   | 52,379                      | 1,328,385                | -1,179,494         | -89%        |
| Total Accounts Payable                     | 148,891                  | 96,512                   | 52,379                      | 1,328,385                | -1,179,494         | -89%        |
| Credit Cards                               |                          |                          |                             |                          |                    |             |
| Sam's Club Discover                        | 1,134                    | 1,345                    | -211                        | 822                      | 312                | 38%         |
| VISA - Sunflower Bank, N.A K               | -30                      | -30                      | 0                           | 0                        | -30                | -100%       |
| Total Credit Cards                         | 1,104                    | 1,315                    | -211                        | 822                      | 282                | 34%         |
| Other Current Liabilities                  |                          |                          |                             |                          |                    |             |
| Accrued debt interest payable              | 211,256                  | 157,541                  | 53,715                      | 237,991                  | -26,735            | -11%        |
| Debt, current portion                      | 1,969,153                | 1,969,153                | 0                           | 1,222,153                | 747,000            | 61%         |
| Deferred Agri Land Revenue                 | 28,000                   | 32,667                   | -4,667                      | 27,500                   | 500                | 2%          |
| Deferred Mill Levy revenue                 | 1,198,802                | 1,398,602                | -199,800                    | 1,066,180                | 132,622            | 12%         |
| Other current liabilities                  | 214,817                  | 224,490                  | -9,673                      | 220,638                  | -5,821             | -3%         |
| Total Other Current Liabilities            | 3,622,028                | 3,782,453                | -160,425                    | 2,774,462                | 847,566            | 31%         |
| Total Current Liabilities                  | 3,772,023                | 3,880,280                | -108,257                    | 4,103,669                | -331,646           | -8%         |
| Long Term Liabilities                      | -, ,                     | -,,                      | , -                         | , ,                      | ,                  |             |
| Debt - Long Term                           | 21,364,892               | 21,364,892               | 0                           | 24,016,722               | -2,651,830         | -11%        |
| Deferred Inflows of Resources              | 64,402                   | 64,402                   | 0                           | 96,486                   | -32,084            | -33%        |
| Less current portion                       | -1,969,153               | -1,969,153               | 0                           | -1,222,153               | -747,000           | -61%        |
| Net Pension Liability                      | 605,630                  | 605,630                  | 0                           | 603,456                  | 2,174              | 0%          |
| Security Deposits Returnable               | 43,223                   | 47,898                   | -4,675                      | 46,926                   | -3,703             | -8%         |
| Total Long Term Liabilities                | 20,108,994               | 20,113,669               | -4,675                      | 23,541,437               | -3,432,443         | -15%        |
| Total Liabilities                          | 23,881,017               | 23,993,949               | -112,932                    | 27,645,106               | -3,764,089         | -14%        |
| Equity                                     | 20,001,017               | 20,000,040               | -112,332                    | 21,040,100               | -0,104,003         | - 14 70     |
| Invested in Capital Assets net             | 21,312,162               | 21,456,426               | -144,264                    | 20,795,508               | 516,654            | 2%          |
| Net assets, Designated                     | 90,000                   | 21,436,426               | -144,264<br>0               | 20,795,508               | 516,654<br>0       | 2%          |
| Net assets, Unrestricted                   | 842,343                  | 698,079                  | 144,264                     | 921,908                  | -79,565            | -9%         |
| Net Income                                 | 842,343<br>202,809       |                          |                             |                          |                    | -9%<br>284% |
|  |                          | 246,761                  | -43,952<br>-43,952          | -110,469                 | 313,278<br>750,367 | 3%          |
| Total Equity<br>TOTAL LIABILITIES & EQUITY | 22,447,314<br>46,328,331 | 22,491,266<br>46,485,215 | -43,952<br>- <b>156,884</b> | 21,696,947<br>49,342,053 | -3,013,722         | - <b>6%</b> |
|  |                          | ,400,210                 |                             | .0,042,000               | 0,010,122          | 0.70        |

#### Salina Airport Authority Profit & Loss Budget Performance June 2019

Accrual Basis

|   | Jun 19               | Jan - Jun 19     | YTD Budget                           | \$ Over Budget    | % of Budget        | Annual Budget                  |
|---|----------------------|------------------|--------------------------------------|-------------------|--------------------|--------------------------------|
| inary Income/Expense                                |                      |                  |                                      |                   |                    |                                |
| Income  |                      |                  |                                      |                   |                    |                                |
| Airfield revenue                                    |                      |                  |                                      |                   |                    |                                |
| Fuel Flowage Fees                                   | 12,338               | 76,117           | 100,000                              | -23,883           | 76%                | 200,000                        |
| Hangar rent   | 37,651               | 308,218          | 288,154                              | 20,064            | 107%               | 576,307                        |
| Landing fees  | 2,261                | 18,385           | 12,500                               | 5,885             | 147%               | 25,000                         |
| Ramp rent   | 4,269                | 25,614           | 25,000                               | 614               | 102%               | 50,000                         |
| Total Airfield revenue                              | 56,519               | 428,334          | 425,654                              | 2,680             | 101%               | 851,30                         |
| Building and land rent                              |                      |                  |                                      |                   |                    |                                |
| Agri land rent                                      | 4,667                | 28,545           | 28,000                               | 545               | 102%               | 56,00                          |
| Building rents - Long Term                          |                      |                  |                                      |                   |                    |                                |
| Short-term leasing                                  | 21,518               | 140,595          | 105,000                              | 35,595            | 134%               | 210,00                         |
| Building rents - Long Term - Other                  | 60,314               | 350,550          | 458,330                              | -107,780          | 76%                | 916,66                         |
| Total Building rents - Long Term                    | 81,832               | 491,145          | 563,330                              | -72,185           | 87%                | 1,126,66                       |
| Land rent   |                      |                  |                                      |                   |                    |                                |
| Basic Land Rent                                     | 9,151                | 54,148           | 50,566                               | 3,582             | 107%               | 101,13                         |
| Property tax - tenant share                         | 10,325               | 61,950           | 61,950                               | 0                 | 100%               | 123,89                         |
| Total Land rent                                     | 19,476               | 116,098          | 112,516                              | 3,582             | 103%               | 225,03                         |
| Tank rent   | 1,128                | 6,768            | 5,985                                | 783               | 113%               | 11,97                          |
| Total Building and land rent                        | 107,103              | 642,556          | 709,831                              | -67,275           | 91%                | 1,419,66                       |
| Other revenue                                       | .,                   | . ,              | ,                                    |                   |                    | , -,                           |
| Airport Marketing                                   | 4,753                | 24,348           | 55,000                               | -30,652           | 44%                | 110,00                         |
| Commissions   | 1,580                | 11,551           | 17,500                               | -5,949            | 66%                | 35,00                          |
| Other income  | 145                  | 20,874           | 40,000                               | -19,126           | 52%                | 80,00                          |
| Total Other revenue                                 | 6,478                | 56,773           | 112,500                              | -55,727           | 50%                | 225,00                         |
| Total Income  | 170,100              | 1,127,663        | 1,247,985                            | -120,322          | 90%                | 2,495,96                       |
| Gross Profit  | 3 170,100            | 1,127,663        | 1,247,985                            | -120,322          | 90%                | 2,495,96                       |
| Expense   |                      | .,,              | .,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | .20,022           | 00,0               | 2,100,00                       |
| Administrative expenses                             |                      |                  |                                      |                   |                    |                                |
| A/E, consultants, brokers                           | 1,250                | 20,674           | 10,500                               | 10,174            | 197%               | 21,00                          |
| Airport promotion                                   | 9,627                | 77,709           | 97,475                               | -19,766           | 80%                | 194,95                         |
| Bad Debt Expense                                    | -3,556               | 3,209            | 7,500                                | -4,291            | 43%                | 15,00                          |
| Computer/Network Admin.                             | 2,012                | 9,161            | 9,572                                | -411              | 40%<br>96%         | 19,00                          |
| Dues and subscriptions                              | 1,064                | 10,616           | 12,500                               | -1,884            | 85%                | 25,00                          |
| Employee retirement                                 | 5,710                | 40,404           | 41,343                               | -939              | 98%                | 82,68                          |
| FICA and medicare tax expense                       | 4,363                | 30,788           | 31,645                               | -959              | 90 <i>%</i><br>97% | 63,28                          |
| Industrial development                              | 4,505                | 17,321           | 21,250                               | -3,929            | 97 %<br>82%        | 42,50                          |
|   |                      |                  |                                      |                   |                    |                                |
| Insurance , property<br>Insurance, medical          | 15,133<br>194        | 84,413<br>83,744 | 87,500<br>112,500                    | -3,087<br>-28,756 | 96%<br>74%         | 175,00<br>225,00               |
| Kansas unemployment tax                             | 214                  | 402              | 500                                  | -28,750           | 80%                | 1,00                           |
|   |                      |                  | 16,250                               |                   | 102%               |                                |
| Legal and accounting                                | 1,129                | 16,591           |                                      | 341               |                    | 32,50                          |
| Office salaries                                     | 35,630               | 233,908          | 248,890                              | -14,982           | 94%                | 497,78                         |
| Office Supplies                                     | 120                  | 2,972            | 3,000                                | -28               | 99%                | 6,00                           |
| Other administrative expense                        | 1,145                | 4,792            | 5,438                                | -646              | 88%                | 10,87                          |
|   | 29                   | 745              | 1,500                                | -755              | 50%                | 3,00                           |
| Postage   |                      |                  |                                      |                   |                    | 162,62                         |
| Property tax expense                                | 13,552               | 81,312           | 81,313                               | -1                | 100%               |                                |
| Property tax expense<br>Special Events              | 13,552<br>0          | 438              | 500                                  | -62               | 88%                | 1,00                           |
| Property tax expense<br>Special Events<br>Telephone | 13,552<br>0<br>1,606 | 438<br>9,483     | 500<br>9,188                         | -62<br>295        | 88%<br>103%        | 1,00<br>18,37                  |
| Property tax expense<br>Special Events              | 13,552<br>0          | 438              | 500                                  | -62               | 88%                | 1,00<br>18,37<br>7,00<br>12,00 |

|                                 | - | Jun 19  | Jan - Jun 19 | YTD Budget | \$ Over Budget | % of Budget | Annual Budget |
|---------------------------------|---|---------|--------------|------------|----------------|-------------|---------------|
| Maintenance expenses            |   |         |              |            |                |             |               |
| Airfield maintenance            |   | 1,607   | 23,240       | 15,450     | 7,790          | 150%        | 30,900        |
| Airport Security                |   | -65     | 1,661        | 2,000      | -339           | 83%         | 4,000         |
| Building maintenance            |   | 8,536   | 50,590       | 24,825     | 25,765         | 204%        | 49,650        |
| Equipment fuel and repairs      |   | 5,090   | 43,486       | 45,000     | -1,514         | 97%         | 90,000        |
| Fire Services                   |   | 15,900  | 16,046       | 9,500      | 6,546          | 169%        | 19,000        |
| Grounds maintenance             |   | 172     | 5,847        | 2,250      | 3,597          | 260%        | 4,500         |
| Maintenance salaries            |   | 22,594  | 175,682      | 182,475    | -6,793         | 96%         | 364,950       |
| Other maintenance expenses      |   | 522     | 5,606        | 10,000     | -4,394         | 56%         | 20,000        |
| Snow removal expense            |   | 0       | 20,444       | 10,000     | 10,444         | 204%        | 20,000        |
| Utilities                       | _ | 17,798  | 120,262      | 120,000    | 262            | 100%        | 240,000       |
| Total Maintenance expenses      | 5 | 72,154  | 462,864      | 421,500    | 41,364         | 110%        | 843,000       |
| Total Expense                   |   | 162,103 | 1,194,695    | 1,229,364  | -34,669        | 97%         | 2,458,722     |
| Net Ordinary Income             | 6 | 7,997   | -67,032      | 18,621     | -85,653        | -360%       | 37,245        |
| Other Income/Expense            |   |         |              |            |                |             |               |
| Other Income                    |   |         |              |            |                |             |               |
| Capital contributed             |   | 32,102  | 713,925      | 396,234    | 317,691        | 180%        | 792,469       |
| Gain on sale of assets          |   | 0       | 55,120       | 12,000     | 43,120         | 459%        | 24,000        |
| Interest income                 |   |         |              |            |                |             |               |
| Interest income on deposits     |   | 176     | 427          | 270        | 157            | 158%        | 540           |
| Total Interest income           | _ | 176     | 427          | 270        | 157            | 158%        | 540           |
| Mill levy income                |   | 199,800 | 1,199,806    | 1,198,802  | 1,004          | 100%        | 2,397,603     |
| Total Other Income              | _ | 232,078 | 1,969,278    | 1,607,306  | 361,972        | 123%        | 3,214,612     |
| Other Expense                   |   |         |              |            |                |             |               |
| Debt interest expense net       |   |         |              |            |                |             |               |
| Bond issue cost                 |   | 981     | 1,170        | 9,855      | -8,685         | 12%         | 19,710        |
| Interest Expense on Debt        |   | 53,715  | 322,287      | 322,287    | 0              | 100%        | 644,575       |
| Total Debt interest expense net |   | 54,696  | 323,457      | 332,142    | -8,685         | 97%         | 664,285       |
| Depreciation expense            |   | 229,330 | 1,375,980    | 1,375,980  | 0              | 100%        | 2,751,960     |
| Total Other Expense             | - | 284,026 | 1,699,437    | 1,708,122  | -8,685         | 99%         | 3,416,245     |
| Net Other Income                | - | -51,948 | 269,841      | -100,816   | 370,657        | -268%       | -201,633      |
| Net Income                      |   | -43,951 | 202,809      | -82,195    | 285,004        | -247%       | -164,388      |

#### Salina Airport Authority Profit & Loss Prev Year Comparison January through June 2019

12:03 PM 07/12/2019 Accrual Basis

| nuary through June 2019                       |                         |                         |                        | Accrual Basis     |
|---|-------------------------|-------------------------|------------------------|-------------------|
|   | Jan - Jun 19            | Jan - Jun 18            | \$ Change              | % Change          |
| Ordinary Income/Expense                       |                         |                         |                        |                   |
| Income  |                         |                         |                        |                   |
| Airfield revenue                              | 70 117 00               | 00 000 07               | 10 150 10              | 40 770            |
| Fuel Flowage Fees                             | 76,117.08               | 88,269.27               | -12,152.19             | -13.77%<br>46.18% |
| Hangar rent<br>Landing fees                   | 308,218.27<br>18,385.10 | 210,851.33<br>20,977.49 | 97,366.94<br>-2,592.39 | -12.36%           |
| Ramp rent                                     | 25,614.00               | 21,684.00               | 3,930.00               | -12.30%           |
| Total Airfield revenue                        | 428,334.45              | 341,782.09              | 86,552.36              | 25.32%            |
| Beech Bankruptcy Distributions                | 0.00                    | 0.00                    | 0.00                   | 0.0%              |
| Building and land rent                        | 0.00                    | 0.00                    | 0.00                   | 0.078             |
| Agri land rent                                | 28.545.02               | 27,999.98               | 545.04                 | 1.95%             |
| Building rents - Long Term                    |                         |                         |                        |                   |
| Short-term leasing                            | 140,595.00              | 166,360.42              | -25,765.42             | -15.49%           |
| Building rents - Long Term - Other            | 350,550.12              | 386,711.39              | -36,161.27             | -9.35%            |
| Total Building rents - Long Term              | 491,145.12              | 553,071.81              | -61,926.69             | -11.2%            |
| Land rent                                     |                         |                         |                        |                   |
| Basic Land Rent                               | 54,147.70               | 49,740.64               | 4,407.06               | 8.86%             |
| Property tax - tenant share                   | 61,949.52               | 60,112.50               | 1,837.02               | 3.06%             |
| Land rent - Other                             | 0.00                    | 0.00                    | 0.00                   | 0.0%              |
| Total Land rent                               | 116,097.22              | 109,853.14              | 6,244.08               | 5.68%             |
| Tank rent                                     | 6,768.00                | 5,868.00                | 900.00                 | 15.34%            |
| Total Building and land rent                  | 642,555.36              | 696,792.93              | -54,237.57             | -7.78%            |
| Other revenue                                 |                         |                         |                        |                   |
| Airport Marketing                             | 24,348.01               | 77,558.84               | -53,210.83             | -68.61%           |
| Commissions                                   | 11,550.88               | 12,827.41               | -1,276.53              | -9.95%            |
| Other income                                  | 20,874.06               | 59,666.61               | -38,792.55             | -65.02%           |
| Total Other revenue                           | 56,772.95               | 150,052.86              | -93,279.91             | -62.17%           |
| Total Income                                  | 1,127,662.76            | 1,188,627.88            | -60,965.12             | -5.13%            |
| Gross Profit                                  | 1,127,662.76            | 1,188,627.88            | -60,965.12             | -5.13%            |
| Expense                                       |                         |                         |                        |                   |
| Administrative expenses                       |                         |                         |                        |                   |
| A/E, consultants, brokers                     | 20,674.00               | 21,072.25               | -398.25                | -1.89%            |
| Airport promotion                             |                         |                         |                        |                   |
| Air Serv. Mktg - City                         | 24,348.01               | 35,651.04               | -11,303.03             | -31.71%           |
| Air Serv. Mktg - County                       | 5,902.26                | 35,651.07               | -29,748.81             | -83.44%           |
| Air Serv. Mktg - SAA                          | 46,995.63               | 4,454.98                | 42,540.65              | 954.9%            |
| Air Serv. Mktg - SkyWest                      | 0.00                    | 20,000.00               | -20,000.00             | -100.0%           |
| Airport promotion - Other                     | 462.75                  | 5,245.15                | -4,782.40              | -91.18%           |
| Total Airport promotion                       | 77,708.65               | 101,002.24              | -23,293.59             | -23.06%           |
| Bad Debt Expense                              | 3,208.95<br>9,160.58    | 2,480.00<br>6,573.53    | 728.95<br>2,587.05     | 29.39%<br>39.36%  |
| Computer/Network Admin.                       | 10,615.74               |                         | -716.61                | -6.32%            |
| Dues and subscriptions<br>Employee retirement | 40,403.82               | 11,332.35<br>36,719.13  | 3,684.69               | -0.32 //          |
| FICA and medicare tax expense                 | 30,787.53               | 29,511.19               | 1,276.34               | 4.33%             |
| Industrial development                        | 17,321.43               | 25,000.00               | -7,678.57              | -30.71%           |
| Insurance , property                          | 84,412.71               | 62,206.09               | 22,206.62              | 35.7%             |
| Insurance, medical                            | 83,743.98               | 105,532.07              | -21,788.09             | -20.65%           |
| Kansas unemployment tax                       | 402.45                  | 385.77                  | 16.68                  | 4.32%             |
| Legal and accounting                          | 16,591.20               | 7,602.40                | 8,988.80               | 118.24%           |
| Office salaries                               | 233,907.93              | 232,870.80              | 1,037.13               | 0.45%             |
| Office Supplies                               | 2,972.03                | 7,598.11                | -4,626.08              | -60.89%           |
| Other administrative expense                  |                         |                         |                        |                   |
| Merchant Processing Fees                      | 1,908.61                | 1,186.78                | 721.83                 | 60.82%            |
| Other administrative expense - Other          | 2,883.85                | 3,035.03                | -151.18                | -4.98%            |
| Total Other administrative expense            | 4,792.46                | 4,221.81                | 570.65                 | 13.52%            |
| Payroll expenses                              | 0.00                    | 0.00                    | 0.00                   | 0.0%              |
| Postage                                       | 745.28                  | 2,115.20                | -1,369.92              | -64.77%           |
| Property tax expense                          | 81,312.48               | 72,499.98               | 8,812.50               | 12.16%            |
| Special Events                                | 437.90                  | 0.00                    | 437.90                 | 100.0%            |
| Telephone                                     | 9,483.07                | 10,139.69               | -656.62                | -6.48%            |
| Training                                      | 250.00                  | 3,225.76                | -2,975.76              | -92.25%           |
| Travel and meetings                           | 2,898.73                | 3,112.03                | -213.30                | -6.85%            |
| Total Administrative expenses                 | 731,830.92              | 745,200.40              | -13,369.48             | -1.79%            |

|                                 | Jan - Jun 19 | Jan - Jun 18 | \$ Change   | % Change  |
|---------------------------------|--------------|--------------|-------------|-----------|
| Maintenance expenses            |              |              |             |           |
| Airfield maintenance            | 23,239.73    | 13,378.87    | 9,860.86    | 73.71%    |
| Airport Security                | 1,660.63     | 2,024.00     | -363.37     | -17.95%   |
| Building maintenance            | 50,590.21    | 42,419.58    | 8,170.63    | 19.26%    |
| Equipment fuel and repairs      | 43,486.48    | 44,281.19    | -794.71     | -1.8%     |
| Fire Services                   | 16,046.38    | 595.80       | 15,450.58   | 2,593.25% |
| Grounds maintenance             | 5,847.27     | 1,205.22     | 4,642.05    | 385.16%   |
| Maintenance salaries            | 175,682.26   | 161,966.61   | 13,715.65   | 8.47%     |
| Other maintenance expenses      | 5,606.38     | 8,393.17     | -2,786.79   | -33.2%    |
| Snow removal expense            | 20,443.71    | 3,438.86     | 17,004.85   | 494.49%   |
| Utilities                       | 120,261.69   | 130,490.46   | -10,228.77  | -7.84%    |
| Total Maintenance expenses      | 462,864.74   | 408,193.76   | 54,670.98   | 13.39%    |
| Uncategorized Expenses          | 0.05         | 0.00         | 0.05        | 100.0%    |
| Total Expense                   | 1,194,695.71 | 1,153,394.16 | 41,301.55   | 3.58%     |
| Net Ordinary Income             | -67,032.95   | 35,233.72    | -102,266.67 | -290.25%  |
| Other Income/Expense            |              |              |             |           |
| Other Income                    |              |              |             |           |
| Capital contributed             | 713,925.00   | 505,843.85   | 208,081.15  | 41.14%    |
| Gain on sale of assets          | 55,120.00    | 0.00         | 55,120.00   | 100.0%    |
| Interest income                 |              |              |             |           |
| Interest income on deposits     | 427.42       | 2,660.90     | -2,233.48   | -83.94%   |
| Total Interest income           | 427.42       | 2,660.90     | -2,233.48   | -83.94%   |
| Mill levy income                | 1,199,806.18 | 1,068,632.02 | 131,174.16  | 12.28%    |
| Total Other Income              | 1,969,278.60 | 1,577,136.77 | 392,141.83  | 24.86%    |
| Other Expense                   |              |              |             |           |
| Debt interest expense net       |              |              |             |           |
| Bond issue cost                 | 1,169.50     | 0.00         | 1,169.50    | 100.0%    |
| Interest Expense on Debt        | 322,287.48   | 373,439.52   | -51,152.04  | -13.7%    |
| Total Debt interest expense net | 323,456.98   | 373,439.52   | -49,982.54  | -13.38%   |
| Depreciation expense            | 1,375,980.00 | 1,349,400.00 | 26,580.00   | 1.97%     |
| Total Other Expense             | 1,699,436.98 | 1,722,839.52 | -23,402.54  | -1.36%    |
| Net Other Income                | 269,841.62   | -145,702.75  | 415,544.37  | 285.2%    |
| Net Income                      | 202,808.67   | -110,469.03  | 313,277.70  | 283.59%   |

# Salina Airport Authority Capital Additions Budget vs. Actual As of June 30, 2019

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# 07/12/2019

Accrual Basis

|                                     | Jun 30, 19 | Jun 30, 19 | Budget  | \$ Over Budget | % of Budget |
|-------------------------------------|------------|------------|---------|----------------|-------------|
| ASSETS                              |            |            |         |                |             |
| Fixed Assets                        |            |            |         |                |             |
| Fixed assets at cost                |            |            |         |                |             |
| Airfeld                             |            |            |         |                |             |
| AIP-39 ARFF Vehicle Acquisition     |            | 655        | 703,521 | -702,866       | 0%          |
| AIP-40 Terminal Master Plan         | 7 18,600   | 21,200     | 200,000 | -178,800       | 11%         |
| AIP-41 Txy D Extension              |            | 2,480      | 1       | 2,479          | 248,000%    |
| Total Airfeld                       | 18,600     | 24,335     | 903,522 | -879,187       | 3%          |
| <b>Buildings &amp; Improvements</b> |            |            |         |                |             |
| Building improvements               | 5,165      | 47,054     | 20,000  | 27,054         | 235%        |
| Total Buildings & Improvements      | 5,165      | 47,054     | 20,000  | 27,054         | 235%        |
| Equipment                           |            |            |         |                |             |
| Communications equipment            |            | 0          | 5,000   | -5,000         | 0%          |
| Computer equipment                  |            | 1,703      | 2,500   | -797           | 68%         |
| Shop equipment                      | 8 29,339   | 44,466     | 0       | 44,466         | 100%        |
| Total Equipment                     | 29,339     | 46,169     | 7,500   | 38,669         | 616%        |
| Land                                |            |            |         |                |             |
| Airport Indust. Cent. Imps.         |            | 1,070      | 10,000  | -8,930         | 11%         |
| Environmental                       |            |            |         |                |             |
| Environmental - SAFB                | 21,499     | 78,163     | 30,000  | 48,163         | 261%        |
| Total Environmental                 | 21,499     | 78,163     | 30,000  | 48,163         | 261%        |
| Rail Spur Imps.                     | 0          | 0          | 10,000  | -10,000        | 0%          |
| Total Land                          | 21,499     | 79,233     | 50,000  | 29,233         | 158%        |
| Total Fixed assets at cost          | 74,603     | 196,791    | 981,022 | -784,231       | 20%         |
| Total Fixed Assets                  | 74,603     | 196,791    | 981,022 | -784,231       | 20%         |
| TOTAL ASSETS                        | 9 74,603   | 196,791    | 981,022 | -784,231       | 20%         |

# Salina Airport Authority Significant Capital Expenditures Detail June 2019

| Type Date Name   | Memo  | Amount              | Balance             |
|--|---|---------------------|---------------------|
| Fixed assets at cost<br>Airfeld  |   |                     |                     |
| AIP-40 Terminal Master Plan<br>Bill 06/30/2019 Coffman Associates, Inc.                                    | Consultant services - Termainal Area Master Plan                | 18,600.00           | 18,600.00           |
| Total AIP-40 Terminal Master Plan  |   | 18,600.00           | 18,600.00           |
| Total Airfeld  |   | 18,600.00           | 18,600.00           |
| Buildings & Improvements<br>Building improvements<br>H504 Improvements                                     |   |                     |                     |
| Bill 06/30/2019 DMA Architects, PA   | Hangar 504 Architectural Services                               | 5,000.00            | 5,000.00            |
| Total H504 Improvements  |   | 5,000.00            | 5,000.00            |
| Hangar 959 Rehabilitation   Bill 06/26/2019 Salina Supply Company, Inc.   Bill 06/27/2019 Fastenal Company | Hangar 959 improvements<br>H959 - sprinkler system parts        | 108.80<br>57.14     | 108.80<br>165.94    |
| Total Hangar 959 Rehabilitation  |   | 165.94              | 165.94              |
| Total Building improvements  |   | 5,165.94            | 5,165.94            |
| Total Buildings & Improvements   |   | 5,165.94            | 5,165.94            |
| Equipment<br>Shop equipment  |   |                     |                     |
|  | Transmission Rebuild on Snow Blower 1                           | 29,339.01           | 29,339.01           |
| Total Shop equipment   |   | 29,339.01           | 29,339.01           |
| Total Equipment  |   | 29,339.01           | 29,339.01           |
| Land<br>Environmental<br>Environmental - SAFB  |   |                     |                     |
| Bill 06/30/2019 Clark, Mize & Linville   Bill 06/30/2019 Stinson Leonard Street, LLP                       | Env. legal fees -June 2019<br>Professional services - June 2019 | 966.15<br>20,533.18 | 966.15<br>21,499.33 |
| Total Environmental - SAFB   |   | 21,499.33           | 21,499.33           |
| Total Environmental  |   | 21,499.33           | 21,499.33           |
| Total Land   |   | 21,499.33           | 21,499.33           |
| otal Fixed assets at cost  |   | 74,604.28           | 74,604.28           |
| AL   |   | 74,604.28           | 74,604.28           |