

# Salina Airport Authority Board of Directors Annual Meeting

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MARCH 18, 2020



# Acceptance of Appointment and Oath and Office Kent Buer and Alan Eichelberger

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TIM ROGERS, A.A.E.

# Review of Airport Activity & Financial Reports

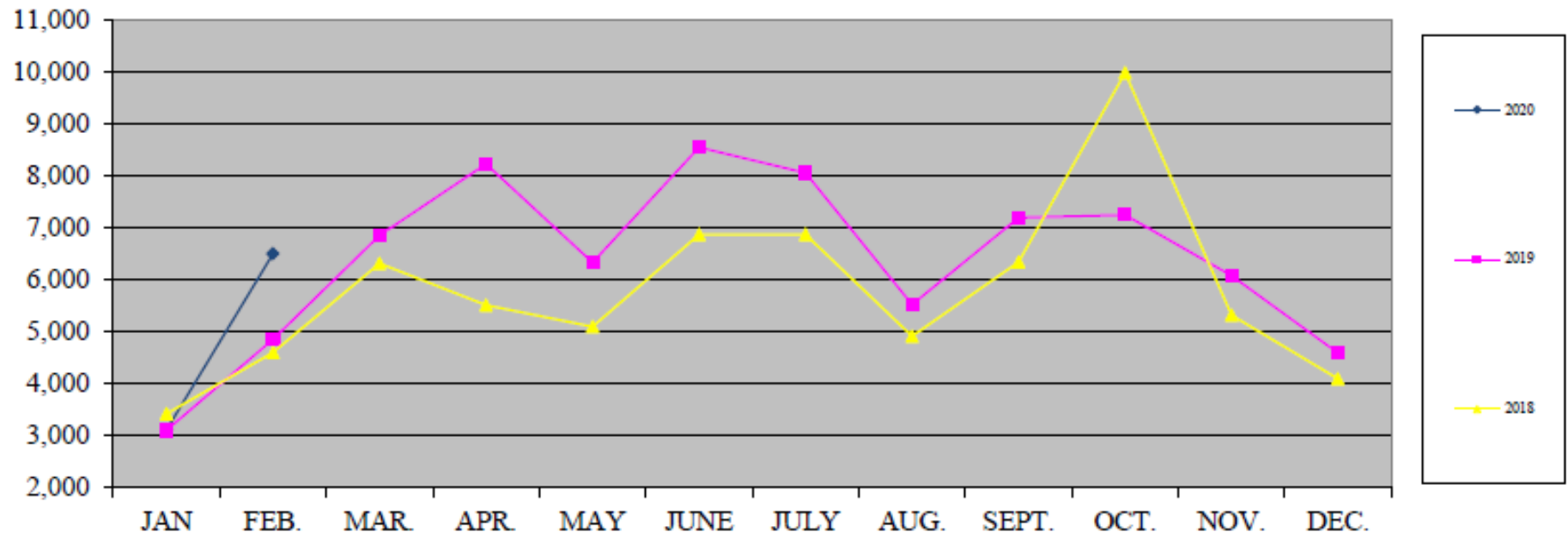
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Tim Rogers, A.A.E.

Shelli Swanson, C.M.

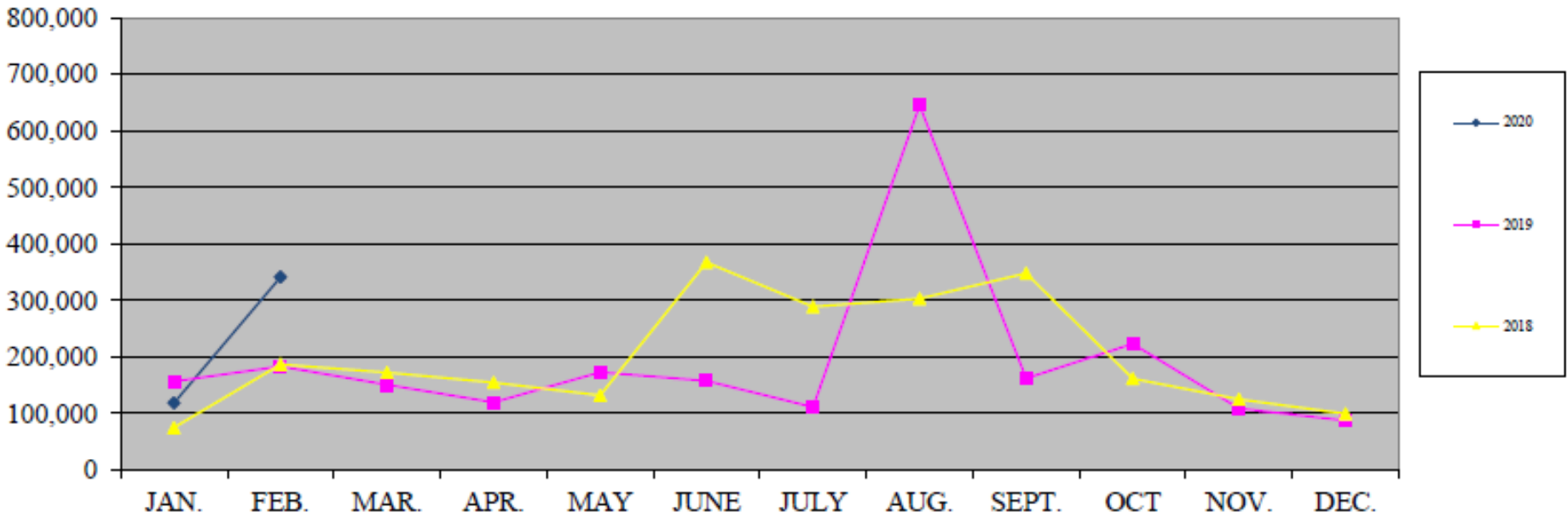


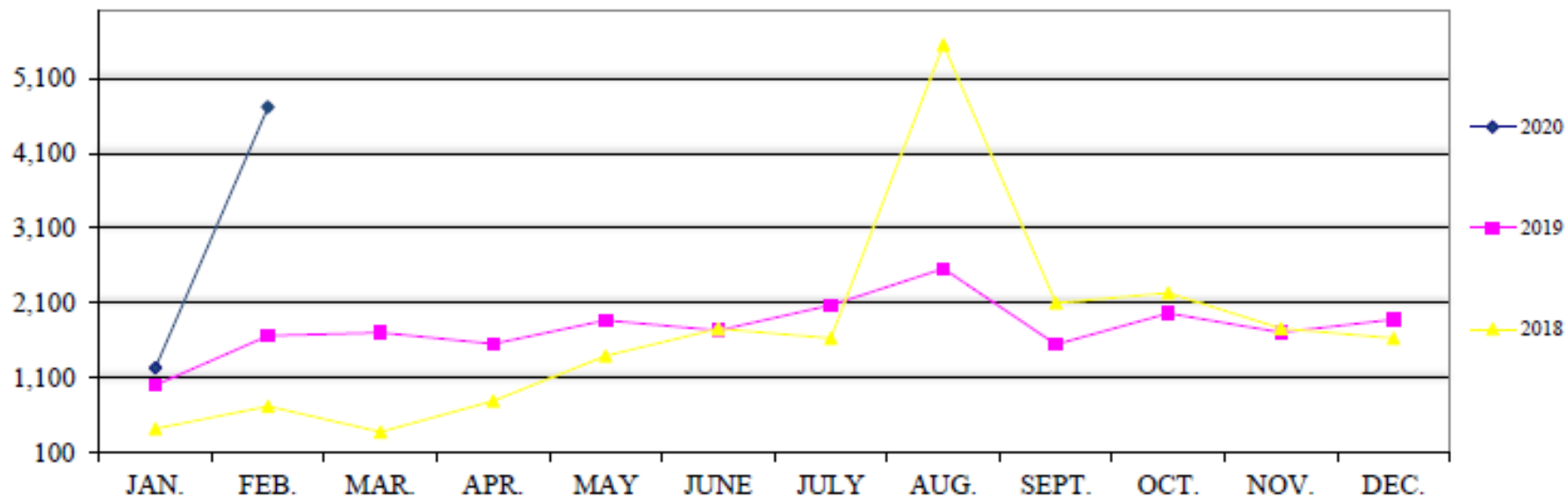
# Air Traffic





# Fuel Flowage





# Financial Reports

## Salina Airport Authority Profit & Loss Prev Year Comparison January through February 2020

10:51 AM

03/13/2020

Accrual Basis

	<u>Jan - Feb 20</u>	<u>Jan - Feb 19</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
Total Airfield revenue	141,170.05	174,780.66	-33,610.61	-19.23%
Total Building and land rent	238,199.45	223,564.31	14,635.14	6.55%
Total Other revenue	42,119.51	20,862.05	21,257.46	101.9%
Total Income	421,489.01	419,207.02	2,281.99	0.54%
Gross Profit	421,489.01	419,207.02	2,281.99	0.54%
Expense				
Total Administrative expenses	234,753.53	235,894.06	-1,140.53	-0.48%
Total Maintenance expenses	148,839.80	173,146.20	-24,306.40	-14.04%
Total Expense	383,593.33	409,040.26	-25,446.93	-6.22%
Net Ordinary Income	37,895.68	10,166.76	27,728.92	272.74%
Other Income/Expense				
Total Other Income	1,223,448.69	1,081,493.59	141,955.10	13.13%
Total Other Expense	571,396.50	566,089.16	5,307.34	0.94%
Net Other Income	652,052.19	515,404.43	136,647.76	26.51%
Net Income	<u>689,947.87</u>	<u>525,571.19</u>	<u>164,376.68</u>	<u>31.28%</u>

# Financial Reports

## Salina Airport Authority Capital Additions Budget vs. Actual As of February 29, 2020

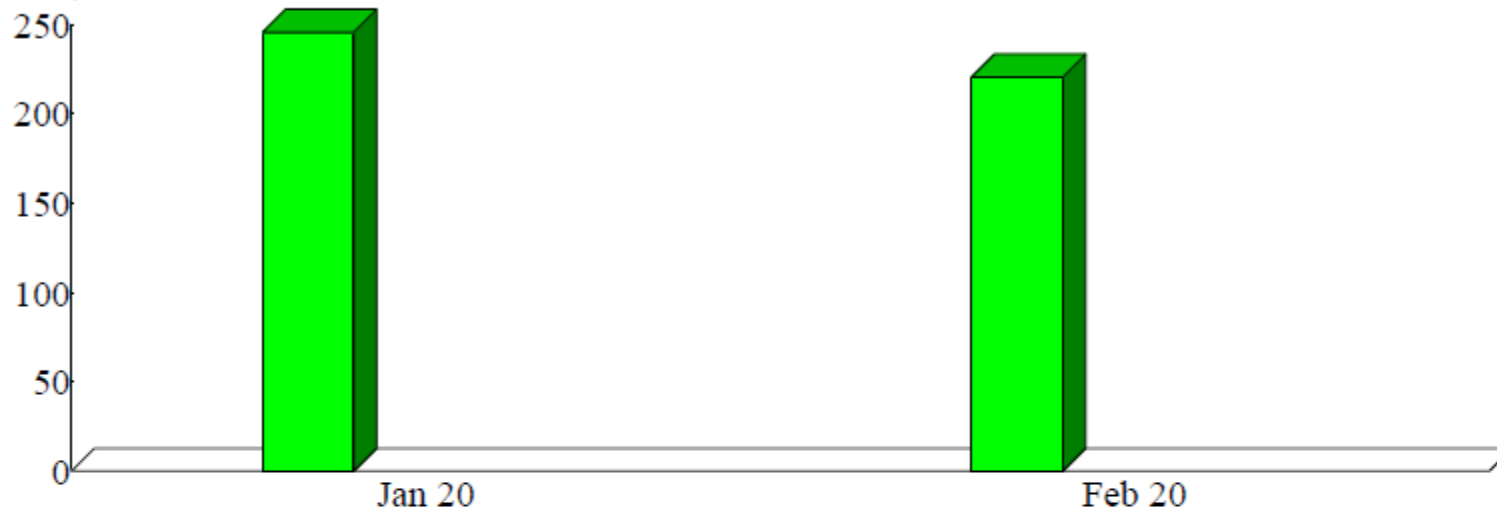
	<b>Feb 20</b>	<b>Jan - Feb 20</b>	<b>Annual Budget</b>	<b>+/- Annual Budget</b>
<b>ASSETS</b>				
<b>Fixed Assets</b>				
<b>Fixed assets at cost</b>				
<b>Total Airfeld</b>	9,799	23,918	255,000	-231,082
<b>Total Buildings &amp; Improvements</b>	9,795	48,813	245,000	-196,187
<b>Total Equipment</b>	24,850	24,850	23,501	1,349
<b>Total Land</b>	1,880	43,381	75,000	-31,619
<b>Total Fixed assets at cost</b>	46,324	140,962	598,501	-457,539



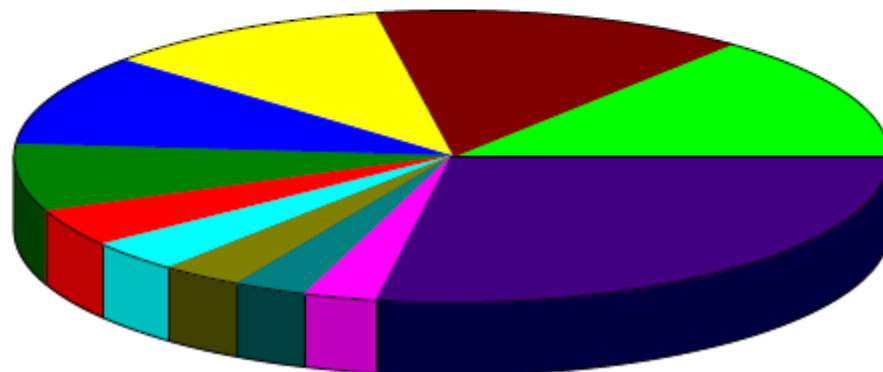
Sales by Month  
January through February 2020

Dollar Sales

\$ in 1,000's



Sales Summary  
January through February 2020



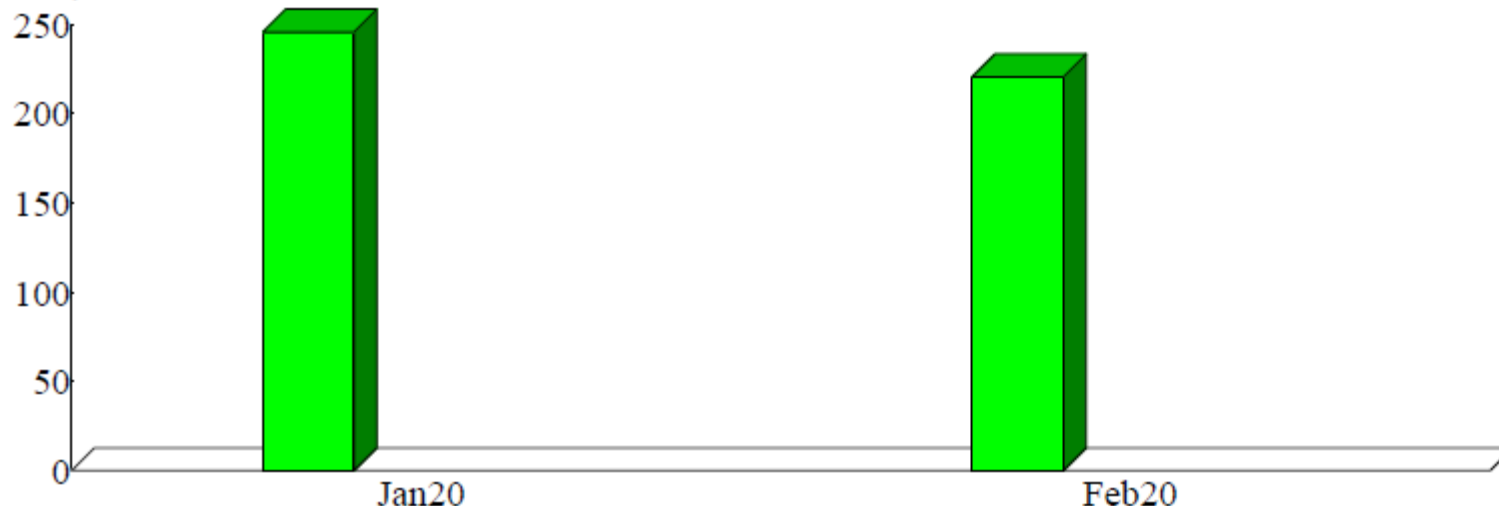
Kansas Erosion Products, LLC.	14.02%
Avflight Salina	13.92
Saline County	10.72
Exide	10.33
1 Vision Aviation, PLLC	7.63
Universal Forest Products (UFP)	4.18
Atlas Air, Inc.	3.62
SkyWest Airlines, Inc.	3.14
SFC Global Supply Chain	2.78
Kansas State Polytechnic - Salina	2.72
Other	26.95
<b>Total</b>	<b>\$466,607.15</b>

By Customer

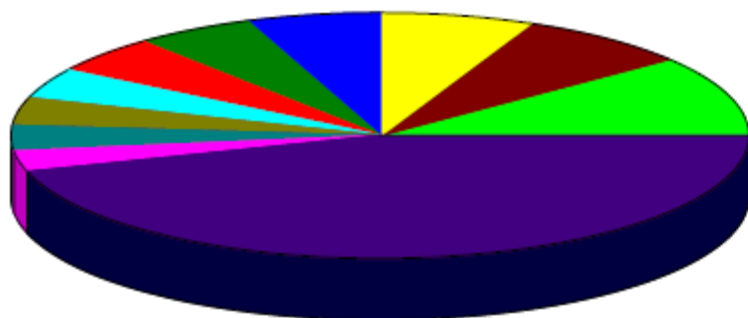
Sales by Month  
January through February 2020

Dollar Sales

\$ in 1,000's



Sales Summary  
January through February 2020



Air Service Marketing (Fly Salina - Air	10.72%
FFF-Avflight Salina (Fuel Flowage Fee @	7.78
Utility Reimbursement (Utility Reimburse	6.75
B-01021 (Building #1021 located at 3600	5.92
H-00959-1 (Hangar Facility H959 - 2044 S	5.36
B-00655-3 (Bldg. #655 (56,961 SF) - 2656	4.98
B-00620-1 (Building #620 (30,000 SF) an	4.01
LDG (Landing Fees = _____ landings @	3.73
B-00626-1 (Manufacturing facility #626 (	3.47
B-00655-4 (Bldg. #655 (33,992 SF) - 2656	2.79
Other	44.50
<b>Total</b>	<b>\$466,607.15</b>

# Review and consideration of a terminal building concessions agreement with Mahaska Bottling Company, Salina, KS

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SHELLI SWANSON, C.M.

# Election of Officers and Board Member Committee Assignments 2020-2021

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KENT BUER

## 2020 – 2021 Slate of Officers

Chair	Alan Eichelberger
Vice-Chair	Kristin Gunn
Secretary	Troy Vancil
Treasurer	Brian Weisel
Past Chairman	Kent Buer

## 2020 – 2021 Committee Assignments

Salina Area Chamber of Commerce Board of Directors	Alan Eichelberger
SAA Finance & Audit Committee	Brian Weisel Kent Buer
Schilling Project CEO Working Group	Kristin Gunn
Salina Community Economic Development Organization	Troy Vancil

# Consideration of SAA Resolution 20-01 Designating the various Bank Depositories of the Salina Airport Authority

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SHELLI SWANSON, C.M.

# Review of the SAA Board of Directors' Reference Manual, Kansas Open Meetings Act and Kansas Open Records Act

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TIM ROGERS, A.A.E.

# COVID-19 Update and Discussion

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TIM ROGERS, A.A.E.



# COVID-19

- ✈ Increased disinfecting and sanitation processes in Terminal Bldg.
- ✈ Moving to online meetings where possible and cancelling non-essential travel/meetings
- ✈ Removed self-serve coffee/tea stations in gate and lobby area
- ✈ Daily or more frequent manager's meeting to reassess as situation evolves
- ✈ Increasing admin. staff ability to work remotely if situation requires
- ✈ Monitoring revenue impact and implementing cash preservation procedures
- ✈ Working closing with FAA, TSA and SkyWest
- ✈ Daily call with AAAE
- ✈ Communicating with elected officials
- ✈ Disseminating information regarding economic assistance to Airport/Airport Industrial Center businesses and organizations as it becomes available.
- ✈ Monitoring bond market
- ✈ Maintaining contact with Charlesworth & Assoc. (risk management consultant) and Lockton
- ✈ Suspended air service marketing

# March 2020 – Cash Preservation

- ✈ Limiting travel and meeting (essential only)
- ✈ Insuring vacant facilities are in unoccupied mode to conserve utilities
- ✈ Suspend non-time sensitive capital purchases
- ✈ Re-evaluate staffing and current open positions
- ✈ Limit overtime
- ✈ Cancel non-essential dues/subscriptions



Adjournment

# Location Maps

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